




## Helaba

...an Integrated Universal Bank with strong Regional Focus

Wholesale Business	S-Group Business, Private Customers and SME Business	Public Development and Infrastructure Business
 <p>Business Divisions: Real Estate Corporate Finance Financial Institutions and Public Finance Global Markets Asset Management Transaction Banking</p>		

Frankfurt am Main · Erfurt · Düsseldorf · Kassel · London,  Paris · New York · Zurich · Madrid · Moscow · Shanghai · Singapore

### Key Financial Figures as of Sept. 30, 2017

<b>Total assets</b>	€ 163.1 bn
<b>CET1-ratio "phased-in"</b>	15.3%
<b>CET1-ratio "fully loaded"</b>	15.1%
<b>Total capital ratio</b>	21.9%
<b>Net profit before taxes</b>	€ 381 mn

### Ownership structure

68.85% Savings Banks and Giro Association Hesse-Thuringia (SGVHT)  
 8.1% State of Hesse  
 4.05% State of Thuringia  
 4.75% Savings Banks Association Westphalia-Lippe  
 4.75% Rhenish Savings Banks and Giro Association  
 9.5% Savings Banks Association (DSGV) as trustee<sup>1</sup>

### Helaba-Business Model

- Universal bank with integrated wholesale and retail portfolio
- Frankfurter Savings Bank (#4 in Germany) as 100% subsidiary, including direct banking activities
- Business model of a cohesive "single economic group" with savings banks in Hesse and Thuringia (S-Verbund)
- Integrated public development bank (with statutory guarantee)
- Conservative risk profile
- Groupwide business, risk and liquidity management
- Strong roots in core business regions

<sup>1</sup> Trustee for the Regional Savings Banks Support Funds and for the Deposit Reserve of the Landesbanks

## Helaba-Ratings (unguaranteed)

<http://www.helaba.de/de/DieHelaba/InvestorRelations/Rating>

Ratingagency	Moody's	Fitch <sup>1</sup>	S & P <sup>1</sup>
<b>Outlook</b>	stabil	stabil	Stabil
<b>Issuer rating</b>	A1	A+	A
<b>Short-term rating</b>	P-1	F1+	A-1
<b>Public Sector Pfandbriefe</b>	Aaa	AAA	-
<b>Mortgage Pfandbfe</b>	-	AAA	-
<b>Senior Senior unsecured / Long-term debt <sup>2</sup></b>	Aa3	AA-	A
<b>Senior unsecured <sup>3</sup></b>	A1	A+	A-

<sup>1</sup> Joint group rating for S-Finance Group Hesse-Thuringia  
<sup>2</sup> Corresponds to long-term senior unsecured debt acc. to §46f (5 u. 7) KWG – with preferential right to repayment  
<sup>3</sup> Corresponds to long-term senior unsecured debt acc. to §46f (6) KWG – without preferential right to repayment

## Support Schemes

### National Support Schemes of the German S-Finance Group

Since establishment of the Support Schemes of the Savings Banks Group neither has a customer of a member institution ever lost his deposits nor has a member institution ever defaulted on financial obligations

<b>Member institutions</b>	Members of the Savings Bank Group (Landesbanks, savings banks)
<b>Inception</b>	In the 1970s; since January 1, 2006 risk-oriented
<b>Protection</b>	Institutional support
<b>Risk Management</b>	<ul style="list-style-type: none"> <li>• Aim: To secure a sound risk management policy</li> <li>• Risk monitoring and early warning indicators</li> <li>• Risk-based calculation of contributions</li> </ul>

### Regional Reservfonds in NRW

- Proportionally weighted subscriptions by the Savings Banks in NRW
- Goal: To secure the risks of Helaba

## S-Finance Group Hesse-Thuringia

Helaba Group and the 49 savings banks from Hesse and Thuringia form a single economic unit

### S-Finance Group Hesse-Thuringia Business Model

- Joint risk management
- Audited consolidated group accounts since 2003
- Group rating from Fitch Ratings (A+ and a+) and Standard & Poor's (A)
- Full market coverage (retail and wholesale business) as well as a clear allocation of customer responsibility and division of labour
- Regional reserve fund in the amount of € 522 mn in addition to existing nationwide voluntary support mechanisms

### Facts and Figures 2016

- Total assets € 257 bn
- Operating result € 1,596 mn
- 5 mn customers
- 25,700 employees
- 2,000 locations/branches

## Regional Reserve Fund in Hesse and Thuringia

First integrated Reserve Fund in which a Landesbank and savings banks have agreed to accept mutual responsibility. The Regional Reserve Fund offers additional security over and above the nationwide support systems and exists parallel to these

<b>Member institutions</b>	Helaba and 50 savings banks in Hesse and Thuringia
<b>Inception</b>	January 1, 2004
<b>Legal basis</b>	Legally binding public law with direct claims of investors against the Reserve Fund
<b>Dual protection</b>	Direct creditor protection (for the first time in Germany) + institutional support
<b>Risk Management</b>	<ul style="list-style-type: none"> <li>• Aim: Secure a sound risk management policy</li> <li>• Uniform risk strategy, binding for all institutes</li> <li>• Risk monitoring and early warning indicators</li> <li>• Individual risk profile determines risk-based contribution</li> <li>• Risk committee with intervention authority</li> </ul>



Funding: Strong regional commitment as a factor of success in the financial crisis

## Funding Strategy

- Continued matched funding of new business
- Expand the already strong position within the German investor base and further develop the international investor base
- Intensive marketing of Helaba's solid "Credit Story" in and outside Germany
- Further develop the product and structuring capacity through the issuance programmes

## Funding Volume

	Covered	Unsecured	Total
2017	4.8 bn €	12.7 bn €	17.5 bn €
2017 planned	5.0 bn €	8.0 bn €	13 bn €

## Funding Programmes

- EUR 35 bn Euro Medium Term Note Programme
- Domestic issuance (Basisprospekt)
- EUR 10 bn Euro-CP/CD Programme
- EUR 6 bn French CD Programme
- USD 5 bn USCP Programme

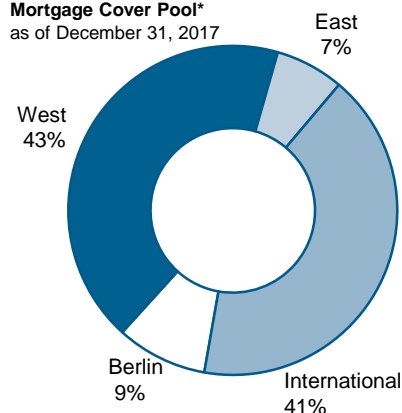
## Medium and Long Term Funding Landesbank Hessen-Thüringen Girozentrale

Products	Year-end 2015 mn €	Year-end 2016 mn €	Year-end 2017 mn €
1. Covered Funding*	29,406.3	27,476.7	26,334.0
1.1. Mortgage Pfandbriefe	6,663.0	8,182.7	8,158.0
1.2. Mortgage Namenspfandbriefe	2,100.9	1,688.8	1,693.8
1.3. Public Sector Pfandbriefe	14,380.3	12,219.8	11,365.7
1.4. Public Sector Namenspfandbriefe	6,262.1	5,385.4	5,116.5
2. Loans / Schuldscheine	21,416.9	21,050.3	23,197.2
3. Development Funds	9,737.6	8,894.2	8,772.7
4. Unsecured Funding	17,087.2	20,113.3	20,906.0
5. Other**	3,962.3	3,957.3	3,510.3
<b>Total</b>	<b>81,610.3</b>	<b>81,491.8</b>	<b>82,720.2</b>

\* Outstandings according final maturity date

\*\* Subordinated / Participation Rights (Genussscheine) / Silent Participations

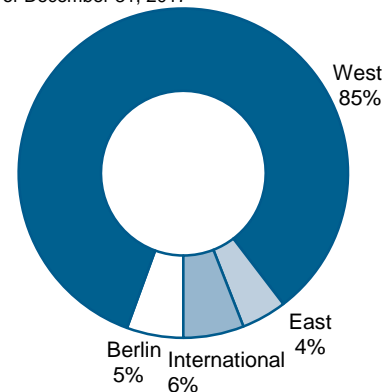
## Mortgage Cover Pool\* as of December 31, 2017



Breakdown by type:  
commercial 78.8%; residential 21.2%

\* Further cover assets per §§ 4 and 19 Pfandbrief Act: € 345 mn

## Public Sector Cover Pool\* as of December 31, 2017



\* Further cover assets per § 20(2) Pfandbrief Act: € 71 mn

	mn €	%
<b>Germany</b>	<b>7,546</b>	<b>58.4</b>
Berlin	1,156	8.9
<b>West</b>	<b>5,517</b>	<b>42.7</b>
Hesse	1,856	14.4
North Rhine-Westphalia	1,372	10.6
Bavaria	744	5.8
Baden-Württemberg	454	3.5
Rhineland-Palatinate	359	2.8
Hamburg	278	2.1
Lower Saxony	255	2.0
Schleswig-Holstein	185	1.4
Saarland	9	0.1
Bremen	5	0.0
<b>East</b>	<b>873</b>	<b>6.8</b>
Thuringia	237	1.8
Mecklenburg-Western Pomerania	237	1.8
Saxony	148	1.2
Saxony-Anhalt	135	1.1
Brandenburg	116	0.9
<b>International</b>	<b>5,376</b>	<b>41.6</b>
USA	1,816	14.1
France	1,324	10.2
Poland	888	6.9
United Kingdom	478	3.7
Sweden	279	2.2
BeNeLux	276	2.1
Czech Republic	223	1.7
Austria	92	0.7
<b>Total</b>	<b>12,922</b>	<b>100</b>

	mn €	%
<b>Germany</b>	<b>19,388</b>	<b>94.6</b>
Berlin	1,018	5.0
<b>West</b>	<b>17,501</b>	<b>85.4</b>
Hesse	8,576	41.9
North-Rhine-Westphalia	5,965	29.1
Lower Saxony	615	3.0
Rhineland-Palatinate	549	2.7
Hamburg	520	2.5
Others	1,276	6.2
<b>East</b>	<b>869</b>	<b>4.2</b>
Thuringia	528	2.6
Saxony	173	0.8
Saxony-Anhalt	103	0.5
Others	65	0.3
<b>International</b>	<b>1,112</b>	<b>5.4</b>
France	527	2.6
United Kingdom	306	1.5
Spain	184	0.9
Switzerland	85	0.4
Austria	5	0.0
Luxembourg	5	0.0
<b>Total</b>	<b>20,500</b>	<b>100</b>

## Further Information:

- General information: [www.helaba.de](http://www.helaba.de)
- Annual Reports: <http://www.helaba.de/en/DieHelaba/InvestorRelations/Geschaeftsberichte>
- Cover pool according to §28 Pfandbrief Act: <https://www.helaba.de/en/DieHelaba/InvestorRelations/Funding/Investorenpraesentation>
- Contact Debt Investor Relations: [Nadia.Landmann@helaba.de](mailto:Nadia.Landmann@helaba.de); Tel. +49 69 / 91 32 - 18 69

