

Annual Press Conference 2020

Frankfurt am Main, 25 March 2020



Overview of 2019 financial year

Herbert Hans Grüntker

Chairman of the Board of Managing Directors





2019 an eventful year for Helaba

Dexia Kommunalbank Deutschland

- Integration of previously 41st largest bank in Germany completed in record time
- Resulted in significantly higher business volume
- Recognition of badwill had positive effect on net profit

DVB loan portfolio

- Acquisition in an amount of € 1.4 billion including 18 employees
- Expansion of Land Transport division and long-term improvement in market share

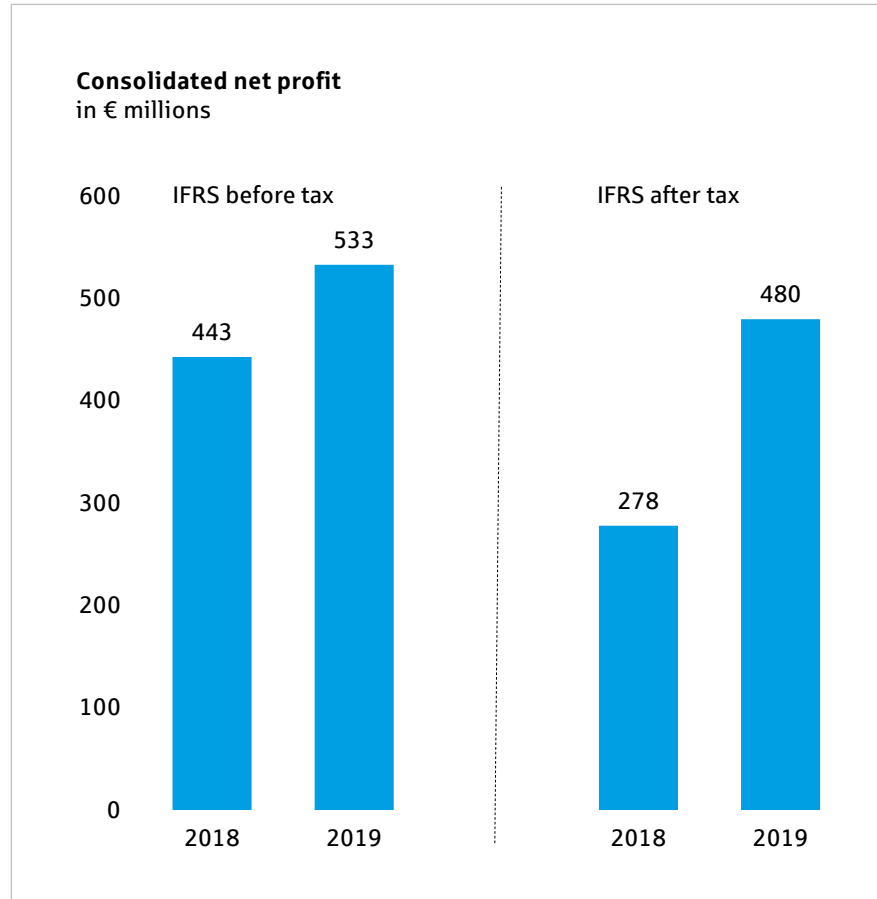
Scope – Growth through Efficiency

- Largest organisational change in 25 years
 - Elimination of 380-400 currently staffed positions
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Support for NORD/LB

- Institutional protection schemes operated by the Sparkassen-Finanzgruppe demonstrated their capacity to act
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Helaba satisfied with 2019 financial year



- **Volume of new medium and long-term business expanded to € 21.5 billion**
- **Consolidated net profit before tax of € 533 million**
- **Rise in both net interest and net fee and commission income**
- **Growth in general and administrative expenses has adverse impact**

Consolidated results 2019

Dr. Detlef Hosemann

Member of the Board of Managing Directors



Statement of Financial Position of Helaba Group

Statement of Financial Position of Helaba Group (IFRS)	31 Dec 2019	31 Dec 2018	Change	
	€ bn	€ bn	€ bn	%
Cash, cash balances at central banks and other demand deposits	14.6	7.3	7.3	100.0
Financial assets at amortised cost	130.3	106.8	23.5	22.0
Loans and advances to credit institutions	16.6	11.2	5.4	48.2
Loans and advances to customers	113.7	95.6	18.1	18.9
Financial assets held for trading	19.3	17.0	2.3	13.5
Financial assets at fair value (non-trading)	37.3	27.4	9.9	36.1
Investment property, deferred tax assets, other assets	5.5	4.5	1.0	22.2
Total assets	207.0	163.0	44.0	27.0
Financial liabilities measured at amortised cost	155.4	125.2	30.2	24.1
Deposits and loans from credit institutions	35.6	32.1	3.5	10.9
Deposits and loans from customers	59.8	47.4	12.4	26.2
Securitised liabilities	59.7	45.5	14.2	31.2
Other financial liabilities	0.3	0.2	0.1	50.0
Financial liabilities held for trading	18.5	12.8	5.7	44.5
Financial liabilities at fair value (non-trading)	21.5	13.8	7.7	55.8
Provisions, deferred tax liabilities, other liabilities	2.9	2.7	0.2	7.4
Total equity	8.7	8.5	0.2	2.4
Total equity and total liabilities	207.0	163.0	44.0	27.0

* Figures according to opening balance sheet prepared in compliance with IFRS 9

Income Statement of Helaba Group

Income Statement of Helaba Group (IFRS)	2019	2018	Change	
	€ m	€ m	€ m	%
Net interest income	1,191	1,072	119	11.1
Provisions for losses on loans and advances	-86	45	-131	n.a.
Net interest income after provisions for losses on loans and advances	1,105	1,117	-12	-1.1
Net fee and commission income	395	349	46	13.2
Gains or losses on fair value measurement	143	45	98	>100.0
Share of the profit or loss of equity-accounted entities	24	13	11	84.6
Other net income	387	370	17	4.6
General and administrative expenses	-1,521	-1,451	-70	-4.8
Consolidated net profit before tax	533	443	90	20.3
Tax on income	-53	-165	112	67.9
Consolidated net profit	480	278	202	72.7

Review of 2019

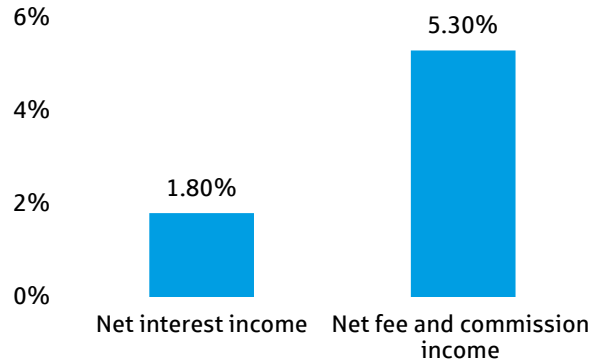
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Chairman of the Board of Managing Directors

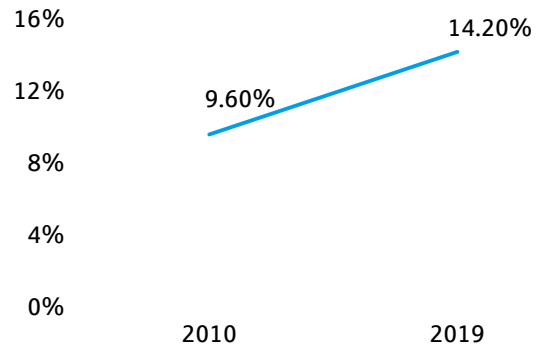


The 2010s – (not) a lost decade

Average annual growth



CET1-Ratio



Ø € 500 million profit before tax p.a.

Ø ROE of 7.2% p.a.

Dividend payment to owners: € 1 billion

Tax liability: € 1.5 billion



Focus on growth

Helaba's Strategic Agenda

Focused growth, future-proof processes , a responsible approach to business and increased efficiency



Refining the
business model



Modern infrastructure
and digitisation



Responsibility and
values



Growth through efficiency



Outlook for 2020

- Due to the current monetary policy, the high volatility on the financial and capital markets as well as stringent regulatory requirements, conditions will remain challenging.
- By increasing efficiency, we intend to curb rising costs and exploit the resulting scope to implement our growth initiatives in a targeted manner. Our new organisational structure successfully "went live" on 16 March 2020; initial measures from Project Scope to be implemented throughout 2020.
- At the present time, it is not yet possible to make any meaningful forecast for the bank's 2020 earnings since the economic consequences of the coronavirus pandemic are still unfolding. For this reason, we have decided to refrain from providing an outlook for the current financial year.

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