



Investor Relations

Group results as of June 30, 2020

13. August 2020



Werte, die bewegen.

Performance Figures



Distortions on capital markets due to Covid-19 weigh on half-year earnings

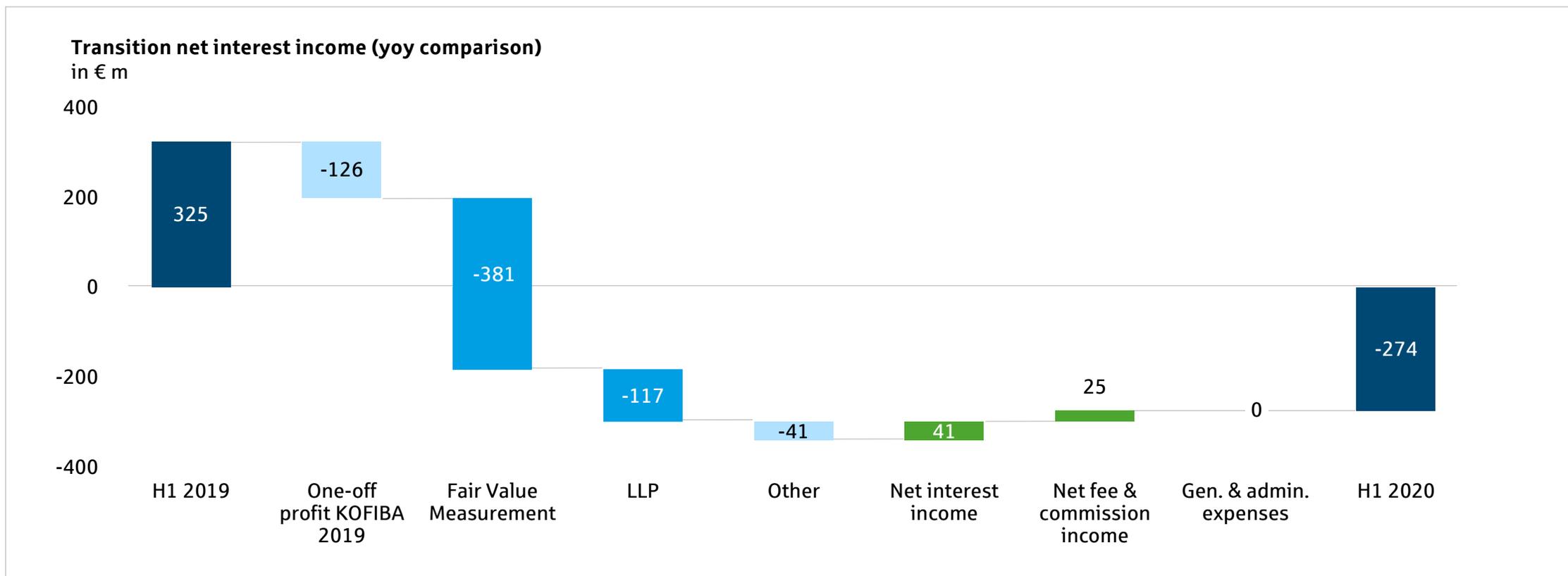
- Operating activities perform better than previous year: operating income up by approx. 6 percent; net interest and net fee and commission income grow by 7 and 13 percent, respectively
- Transformation programme on track - costs remain stable
- Negative valuation effects (from fair value measurement) push net profit before tax in the first half of 2020 to € -274 m
- Recognised impairment losses of around € 300 m of temporary nature and will largely be offset over time
- Loan loss provisions of € 151 m set aside to cover potential defaults as a precautionary measure
- CET-1 ratio of 13.3 % still comfortably above regulatory requirements
- Helaba expects an improvement in the second half of the year
- No specific forecast for FY 2020 results due to uncertainties related to Covid-19 pandemic. Helaba cannot rule out a negative result for the year as a whole

Overview of Helaba Group's earnings position in first half of 2020

Income Statement of Helaba Group (IFRS)	H1 2020	H1 2019	Change	
	€ m	€ m	€ m	%
Net interest income	598	557	41	7.4
Provisions for losses on loans and advances	-151	-34	-117	>-100
Net interest income after provisions for losses on loans and advances	447	523	-76	-14.5
Net fee and commission income	211	186	25	13.4
Net income from investment property	105	118	-13	-11.0
Gains or losses on fair value measurement	-303	78	-381	n/a
Share of the profit or loss of equity-accounted entities	2	3	-1	-33.3
Other net income	42	195	-153	-78.5
General and administrative expenses (incl. scheduled depreciations)	-778	-778	0	0.0
Consolidated net profit before tax	-274	325	-599	n/a
Tax on income	89	-70	159	>100
Consolidated net profit	-185	255	-440	>-100

Distortions on capital markets due to Covid-19 weigh on half-year earnings

Significant rise in net interest and net fee and commission income



Effects of Covid-19 pandemic reflected in key indicators for H1 2020

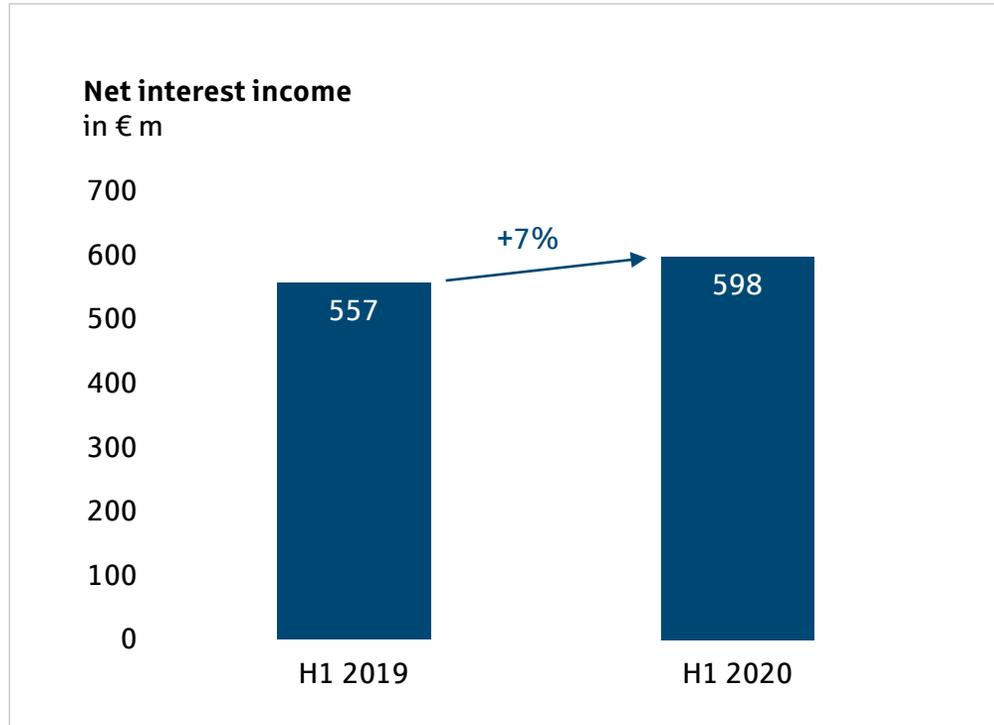
Key ratios

	Requirement 2020	Target ratio	H1 2020	H1 2019
Cost-Income Ratio		<70%	118.7%	68.4%
Return on equity (RoE)		5.0-7.0%	-6.3%	7.7%
CET1 ratio (fully-loaded)	9.0% ¹	13.0%	13.3%	14.6%
Total capital ratio (fully loaded)		n.a.	17.7%	19.0
Leverage ratio (fully-loaded)	3.0%	n.a.	3.8%	4.1%
Liquidity coverage ratio	100%	>125%	228%	180%

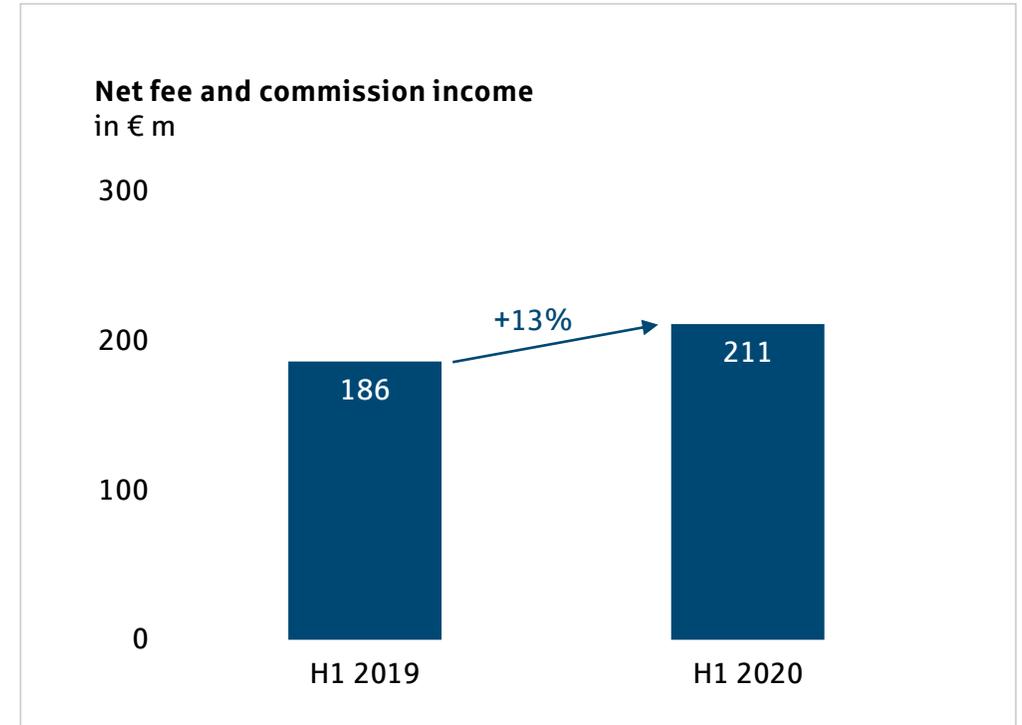
1) Derived from SREP requirement for 2020 taking capital buffers and Corona easements into account

- **RoE** and **CIR** characterised by temporary valuation losses due to the crisis and deviate significantly from trend seen over recent years
- Decline in **CET1 ratio** to 13.3 % and in **total capital ratio** to 17.7% as of 30 June 2020 due to rise in risk-weighted assets
- As a consequence of the higher balance sheet total, the **leverage ratio** had fallen to 3.8 % as of 30 June 2020
- **Liquidity coverage ratio** (LCR) amounted to 228 %
- All regulatory capital ratios comfortably exceed requirements

Significant rise in net interest and net fee and commission income compared to previous year

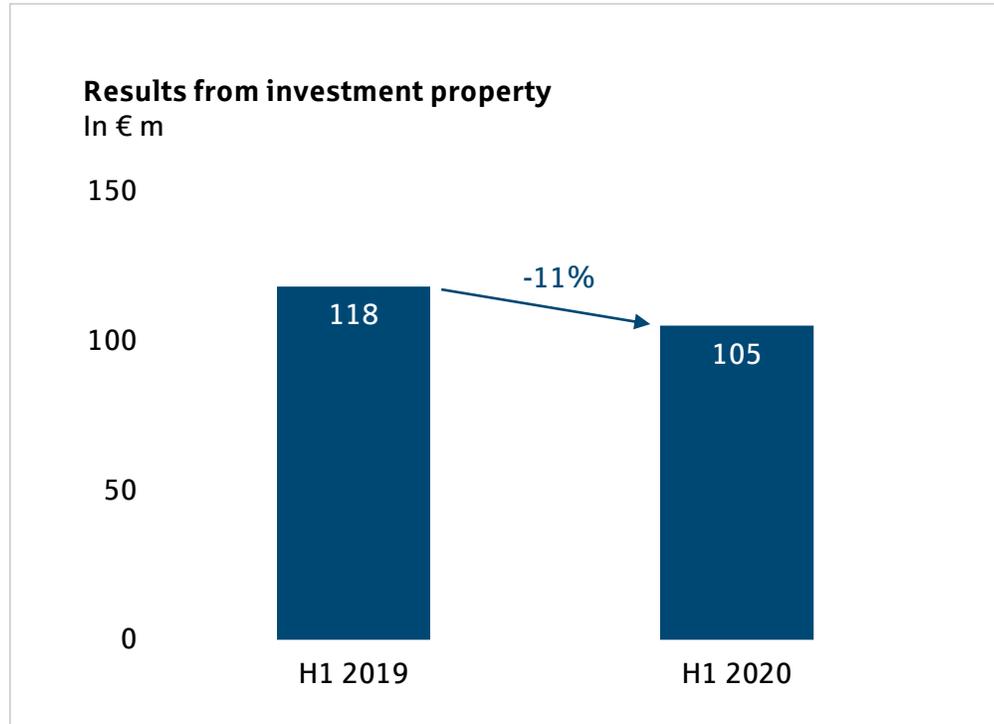


- Net interest income considerably higher than last year, mainly due to larger portfolios

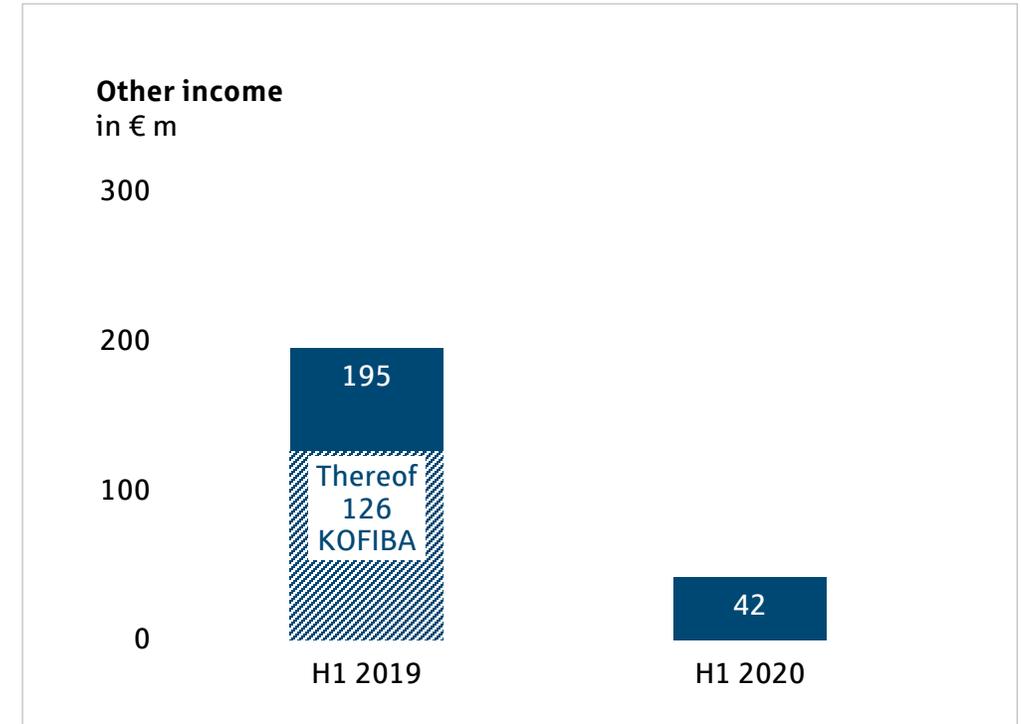


- Growth primarily in fee and commission income from payment transactions, from Frankfurter Sparkasse's securities and custody business, from the asset management activities of Frankfurter Bankgesellschaft and Helaba Invest as well as from Helaba's lending and guarantee business

Lower earnings from real estate portfolios, other net income in 2019 dominated by one-off effect

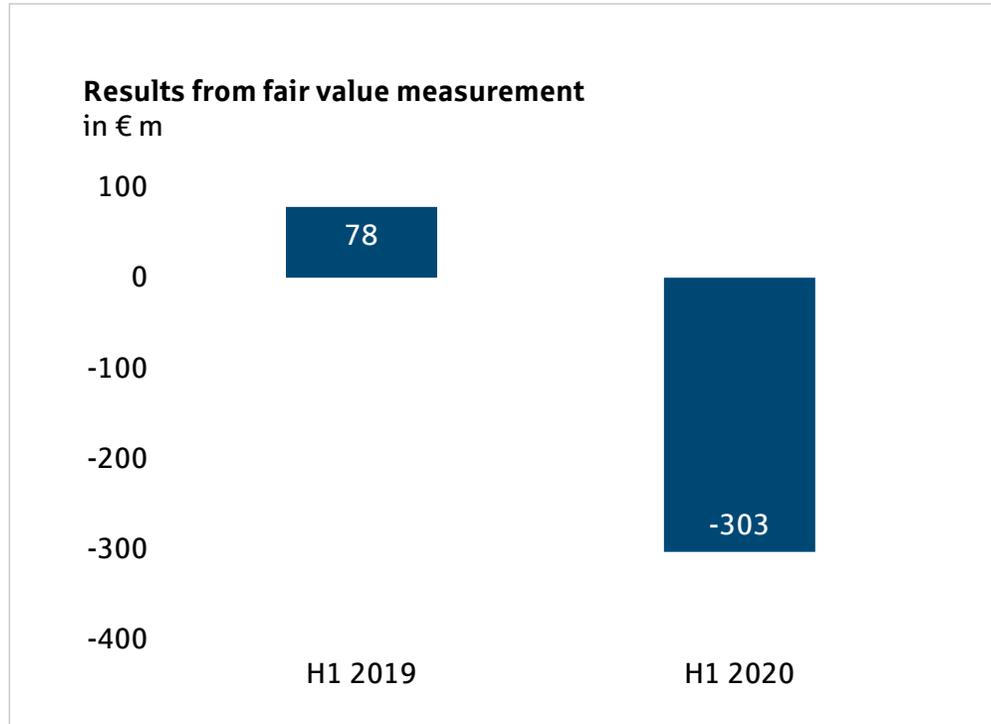


- Item mainly includes contributions from GWH, slight increase in rental income
- Decline attributable to lower earnings from portfolio changes



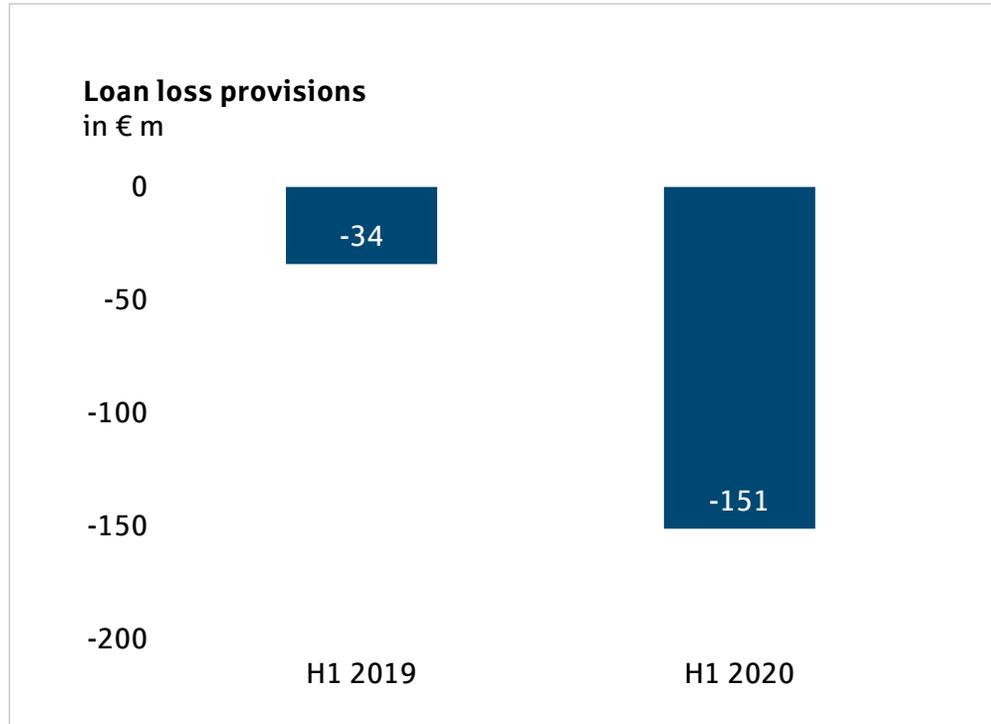
- Lower earnings mainly due to absence of positive effect from the first-time consolidation of KOFIBA included in previous year's result

Fair value result impacted by negative valuation effects related to Covid-19 crisis



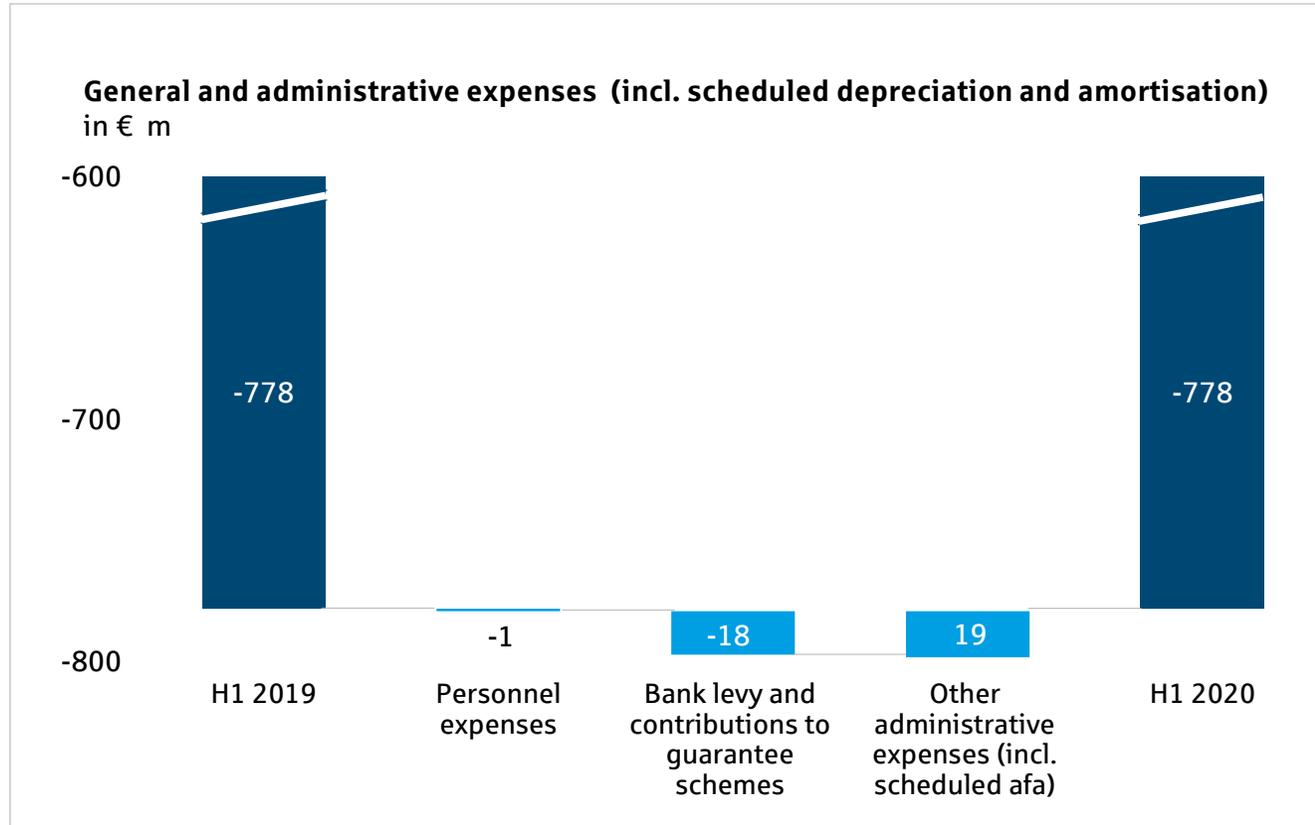
- Distortions on the capital markets in the wake of the Covid-19 pandemic as well as developments of interest rates resulted in significantly higher risk premiums across all credit rating categories
- Major impact on Helaba due to its substantial exposure to public sector and large portfolios of debt from German municipalities, federal states and Sparkassen
- Mark-to-market valuation resulted in a fair value loss of € 303 m
- Effect only of temporary nature; impairment losses, which partly relate to very long-dated instruments, will be largely offset over time

Significant increase in risk provisioning in the first half of the year due to Covid-19 crisis



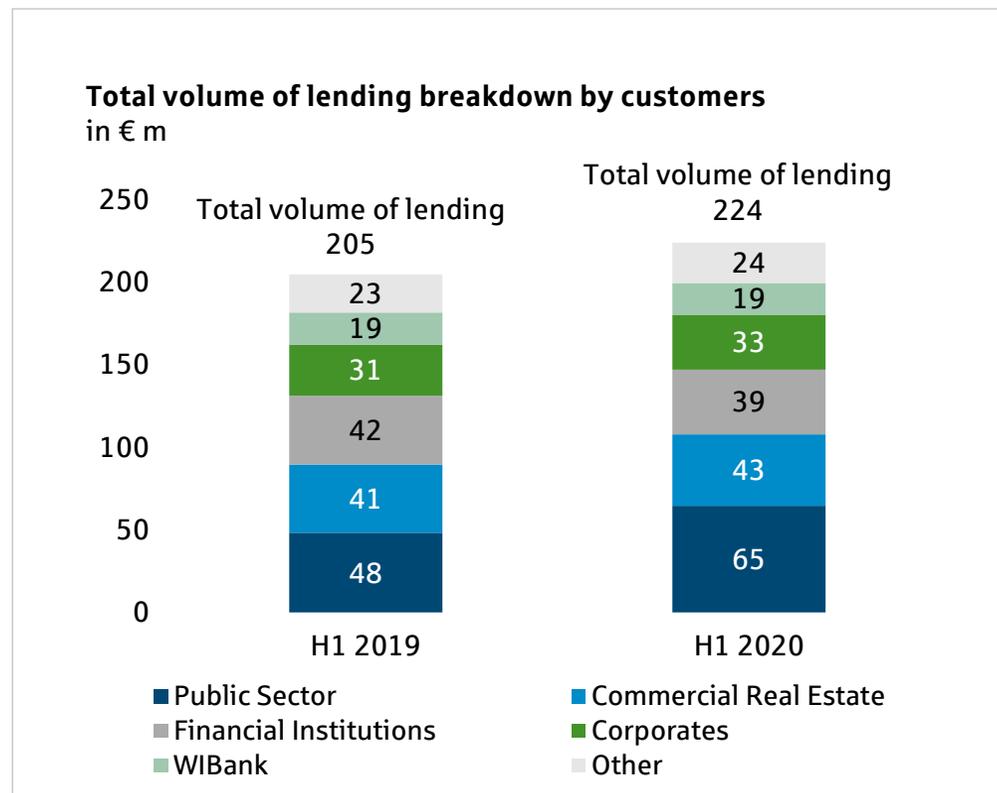
- Marked rise in allocations to loan loss provisions in the first half of the year from € 34 m last year to around € 151 m
- Higher risks in the specific calculation of loan loss provisions only realised to a limited extent due to rating downgrades (€ -15 m) or events of default (€ -3 m); however, the bank anticipates a sharp rise in credit defaults in the future
- For this reason, adjustment to risk provisioning for levels 1 and 2 of € 100 m due to anticipated deterioration in macroeconomic indicators
- Management adjustment of € 28 m was made
- Formation of a portfolio-based adjustment of € 5 at Frankfurter Sparkasse
- Approx. 95% of allocation related to impact of Covid-19

General and administrative expenses stable despite increase in bank levy & contributions to institutional protection schemes

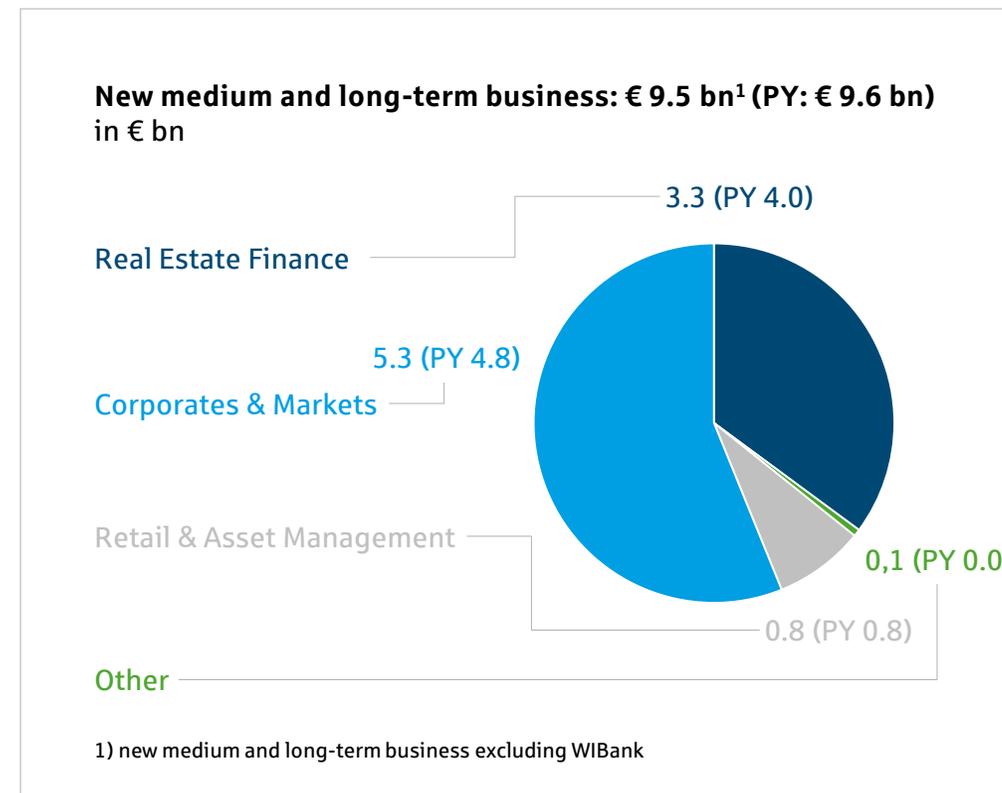


- Significant increase of bank levy as well as contributions to guarantee scheme of S- Finance Group to € 97 m (H1 2019: € 79 m)
- Significant reduction in IT and consulting expenses included in other administrative expenses
- Implementation of Scope programme successfully launched
 - Organisational structure noticeably streamlined in H1 2020
 - Cost-cutting measures defined and implementation underway
 - Implementation of measures on track

Closely intertwined with the real economy

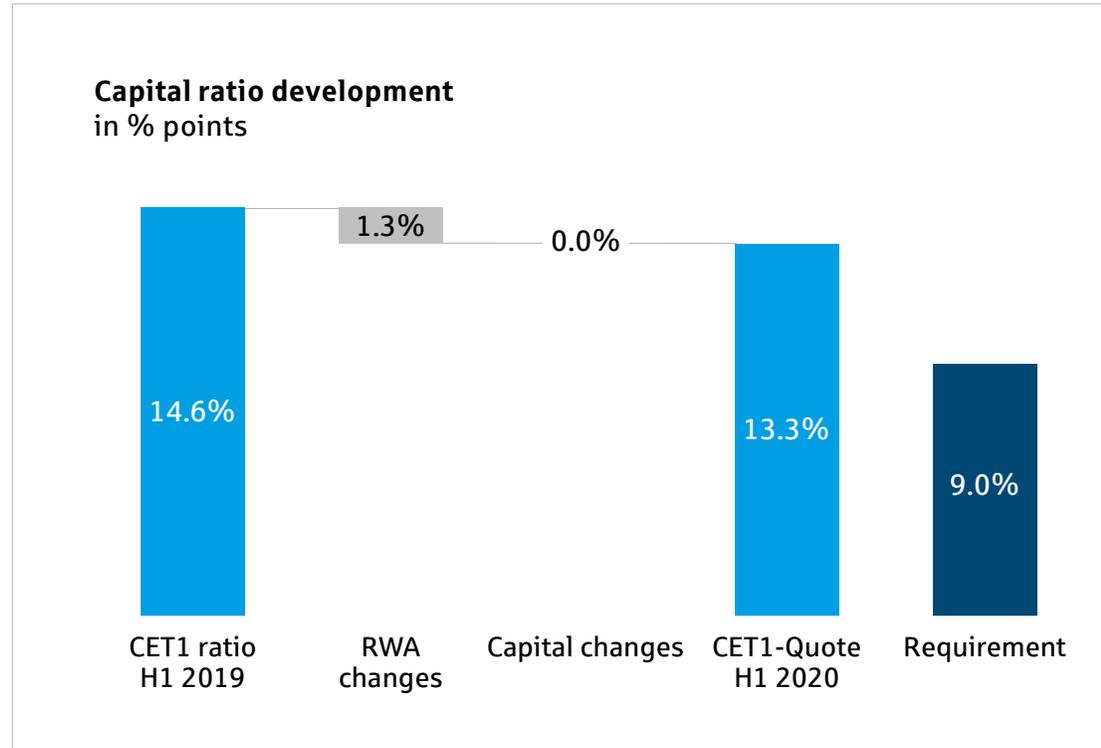


- Increase in total lending volume to € 224 bn (H1 2019: € 204 bn) mainly due to rise in loans and advances to public sector



- At € 9.5 bn, volume of new medium and long-term business at previous year's level
- Weaker level of new business in Real Estate Finance compensated for by strong growth in new business in Corporates & Markets

CET 1 ratio well above regulatory requirements

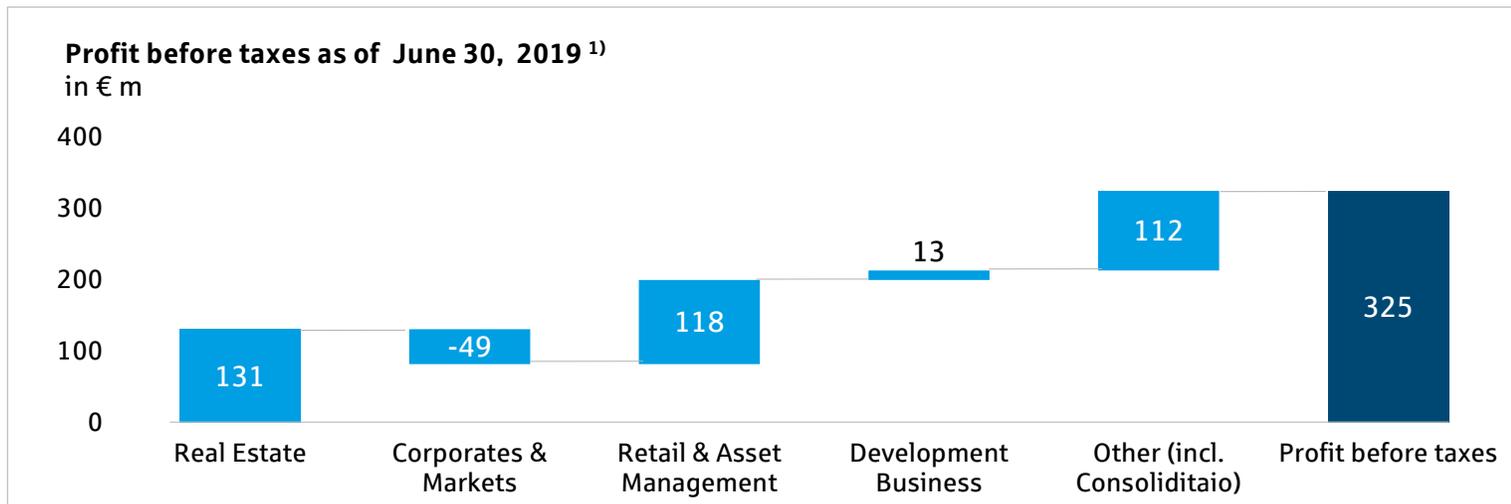
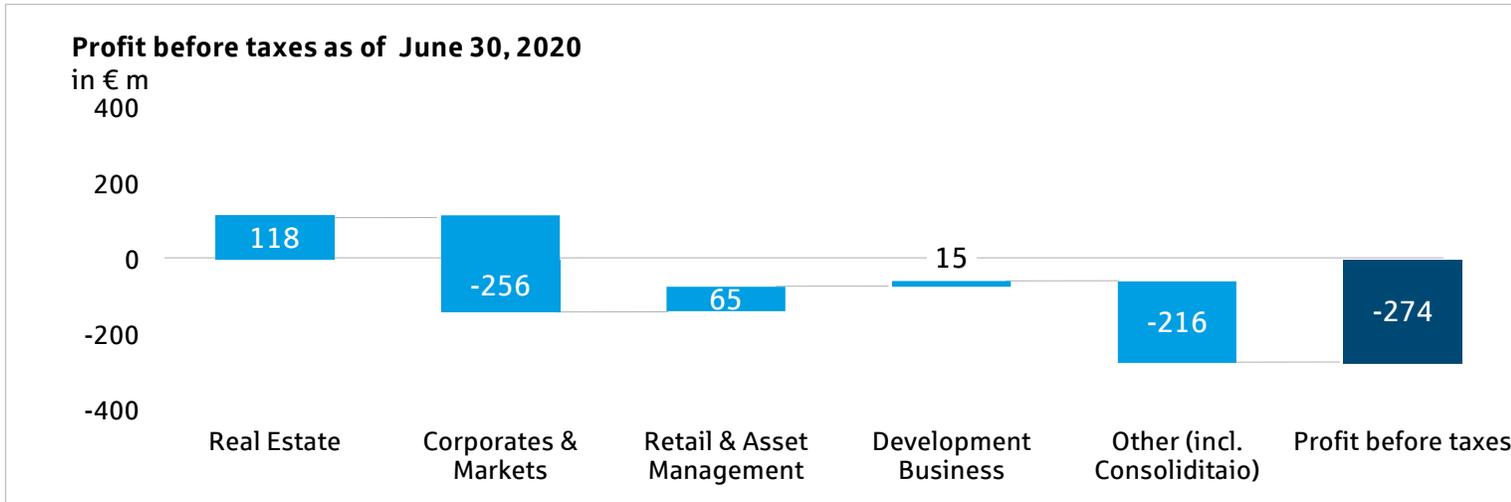


- Helaba has ample capital backing and comfortably exceeds all regulatory requirements:
 - CET1 ratio of 13.3% after 2019 well above derived regulatory CET1 requirement
- Changes in the capital ratio compared to 30 June 2019, despite stable capital base, mainly due to higher level of risk-weighted assets:
 - Increase in RWAs for counterparty default risk attributable to new business, rating migrations and methodology-driven effects
 - Increase in RWAs for market risk mainly due to greater volatility in the wake of the Covid-19 pandemic
- MREL requirement based on data as of 31 December 2018 at 8.94% of TLOF, equivalent to 24.9% of RWAs
 - MREL level as of 31 December 2019 at 20.1% of TLOF (equivalent to 61.6% of RWAs) comfortably exceeds regulatory requirements

Segments aligned to customer and risk structure

Real Estate	Corporates & Markets	Retail & Asset Management	Development Business	Others incl. consolidation
Real Estate Finance	Asset Finance			Group disposition and liquidity portfolio
	Corporate Banking			Corporate Center units
	Savings Banks and SME			
	Public Sector incl. Public Finance Europe / NY			Treasury
	Capital Markets	Portfolio and Real Estate Management		Consolidation effects
	Sales Controlling			

Profit before taxes by business segment



- The impact of the coronavirus pandemic is particularly noticeable in the Corporates & Markets, Retail & Asset Management and Other segments
 - Valuation adjustments due to Covid-19 mainly affect the Corporates & Markets, Retail & Asset Management and Other segments
 - Creation of portfolio allowance specifically related to Covid-19, especially in Corporates & Markets and Retail & Asset Management segments
 - Management adjustment to risk provisioning reflected in Other segment
- Net earnings of Other segment in same period last year benefited from one-off gain due to integration of KOFIBA

1) Revision of previous year's figures due to internal reorganisation

Real Estate

Slight increase in operating income, previous year's earnings benefited from reversal of LLP

Real Estate	H1 2020	H1 2019	Change
	€ m	€ m	
Total income before loan loss provisions	201	198	1.5
<i>thereof: Net interest income</i>	192	190	0.8
<i>thereof: Net fee and commission income</i>	10	9	10.0
Provisions for losses on loans and advances	-2	12	n/a
General and administration expenses	-81	-79	-2.5
Segment result	118	131	-9.9

	30 June 2020	30 June 2019
	€ m	€ m
Assets	32.6	31.0
Risk-weighted assets	17.3	16.9

- Represents commercial portfolio and project financing for real estate
- Decreasing new business volume to € 3.3 bn (H1 2019: € 4.0 billion) and reduction in unscheduled repayments; overall, slightly higher average business volume with stable margin in existing portfolio
- As main earnings component, net interest income above previous year thanks to higher business volume
- Low level of new risk provisioning of € -2 m (H1 2019: reversal of € 12 m)
- Rise in general and administrative expenses a result of higher internal cost allocation

Corporates & Markets

Growth in net interest and net fee and commission income overshadowed by effects of Covid-19

Corporates & Markets	H1 2020	H1 2019	Change
	€ m	€ m	%
Total income before loan loss provisions	114	246	-53.7
<i>thereof: Net interest income</i>	185	170	9.4
<i>thereof: Net fee and commission income</i>	83	76	9.7
<i>thereof: Results from FV measurement</i>	-158	-22	>-100.0
Provisions for losses on loans and advances	-101	-47	>-100.0
General and administration expenses	-269	-248	-8.5
Segment result	-256	-49	>-100.0

	30 June 2020	30 June 2019
	€ m	€ m
Assets	74.7	70.2
Risk-weighted assets	27.2	23.3

Pass-through loans

- Since March, Helaba has been supporting the Sparkassen-Finanzgruppe in Hesse and Thuringia in implementing new KfW lending programmes as a pass-through institution
- Advice on the selection of Covid-19 aid programmes and on the processing and handling of applications for subsidised loans
- By the end of June, around 1,860 applications for KfW's coronavirus aid programmes with a total volume of € 589 m had been processed

- Comprises products for the corporate, institutional, public sector and municipal corporation client groups; following an internal reorganisation, income and expenses from the custodian business reported in this segment for the first time, having previously been included in the Retail & Asset Management segment
- New business volume up by 10% to € 5.3 bn (H1 2019: € 4.8 bn)
- Positive development of net interest income from lending activities as well as net fee and commission income
- Fair value result weighs on segment earnings, in particular due to widening of credit spreads due to Covid-19; in large part attributable to changes in the credit spreads of public sector counterparties
- Additions to loan loss provisions of € -101 m significantly higher than in the previous year (H1 2019: € -47 m), based on sector-specific analysis of the effects of coronavirus pandemic allocation of a € 90 m portfolio allowance related to Covid-19 crisis
- Increase in general and administrative expenses due in particular to higher IT costs incurred by day-to-day operations and projects

Retail & Asset Management

Despite good performance of operating activities, net earnings adversely affected by Covid-19 in fair value measurement

Retail & Asset Management	H1 2020	H1 2019	Change
	€ m	€ m	%
Total income before loan loss provisions	365	393	-7.1
<i>thereof: Net interest income</i>	123	121	1.5
<i>thereof: Net fee and commission income</i>	115	96	20.6
<i>thereof: Net income from investment property</i>	105	118	-11.0
<i>thereof: Results from FV measurement</i>	-29	13	n/a
Provisions for losses on loans and advances	-14	-1	>-100.0
General and administration expenses	-286	-274	-4.4
Segment result	65	118	-44.9

	30 June 2020	30 June 2019
	€ m	€ m
Assets	32.9	31.7
Risk-weighted assets	7.4	7.2

- Segment includes the Group's retail banking, private banking and asset management activities (via the subsidiaries of Frankfurter Sparkasse, Frankfurter Bankgesellschaft and Helaba Invest) as well as Landesbausparkasse Hessen-Thüringen and GWH
- Total earnings below previous year, encouraging growth in net interest and net fee and commission income overshadowed by impact of fair value result, mainly due to effects of credit spread widening on Frankfurter Sparkasse's own investment portfolio in wake of Covid-19 pandemic
- Segment earnings also include stable rental income from residential properties held by GWH
- Additions to loan loss provisions of € -14 m (H1 2019: addition of € -1 m), mainly due to Covid-19 pandemic
- Increase in general and administrative expenses a result, among other things, of growth initiatives at FBG, Helaba Invest and GWH

Development Business

Expansion of business as a consequence of aid programmes launched in connection with Covid-19

Development Business	H1 2020	H1 2019	Change
	€ m	€ m	%
Total income before loan loss provisions	54	49	10.2
<i>thereof: Net interest income</i>	32	29	9.6
<i>thereof: Net fee and commission income</i>	21	19	9.4
Provisions for losses on loans and advances	0	0	n/a
General and administration expenses	-39	-36	-8.3
Segment result	15	13	15.4

- Presentation of WIBank's public development business
- Increase in income due to expansion of promotional lending activities
- Rise in general and administrative expenses due to hiring additional employees as well as higher IT costs

	30 June 2020	30 June 2019
	€ m	€ m
Assets	25.3	24.1
Risk-weighted assets	1.2	1.2

WIBank's Covid-19 aid programmes

- WIBank is providing support to SMEs as well as freelancers and the self-employed with targeted aid programmes during the Covid-19 pandemic on behalf of the State of Hesse
- By the end of June, funding commitments of € 161.2 million for around 5,000 businesses in Hesse had been approved
- "Hessen-Mikroliquidität", a direct loan from WIBank, accounts for the lion's share of the funding commitments at € 151.7 m

Other

Earnings dominated by negative FV effects & creation of a management adjustment due to Covid-19

Other (incl. consolidation)	H1 2020	H1 2019	Change
	€ m	€ m	
Total income before loan loss provisions	-79	251	n/a
<i>thereof: Net interest income</i>	66	47	41.2
<i>thereof: Results from FV measurement</i>	-116	87	n/a
<i>thereof: Other income</i>	-12	130	n/a
Provisions for losses on loans and advances	-34	2	n/a
General and administration expenses	-103	-142	27.5
Segment result	-216	111	n/a

	30 June 2020	30 June 2019
	€ m	€ m
Assets	62.2	56.0
Risk-weighted assets	10.2	9.5

- Segment contains profit contributions and expenses that cannot be allocated to other business segments, especially earnings from treasury activities, OFB as well as costs of central corporate units
- Despite higher net interest income thanks to positive treasury effects, net earnings had negative impact, especially due to adverse valuation effects in fair value result due to Covid-19 as well as absence of exceptional gain included in 2019 figures from first-time consolidation of KOFIBA
- Considerable rise in loan loss provisions to € -34 m, which includes allocation of management adjustment related to Covid-19
- General and administrative expenses mainly comprise key projects as well as the full cost of the bank levy as well as contributions to institutional protection schemes; below previous year's result due to higher allocation of IT costs to other segments



Economic Outlook

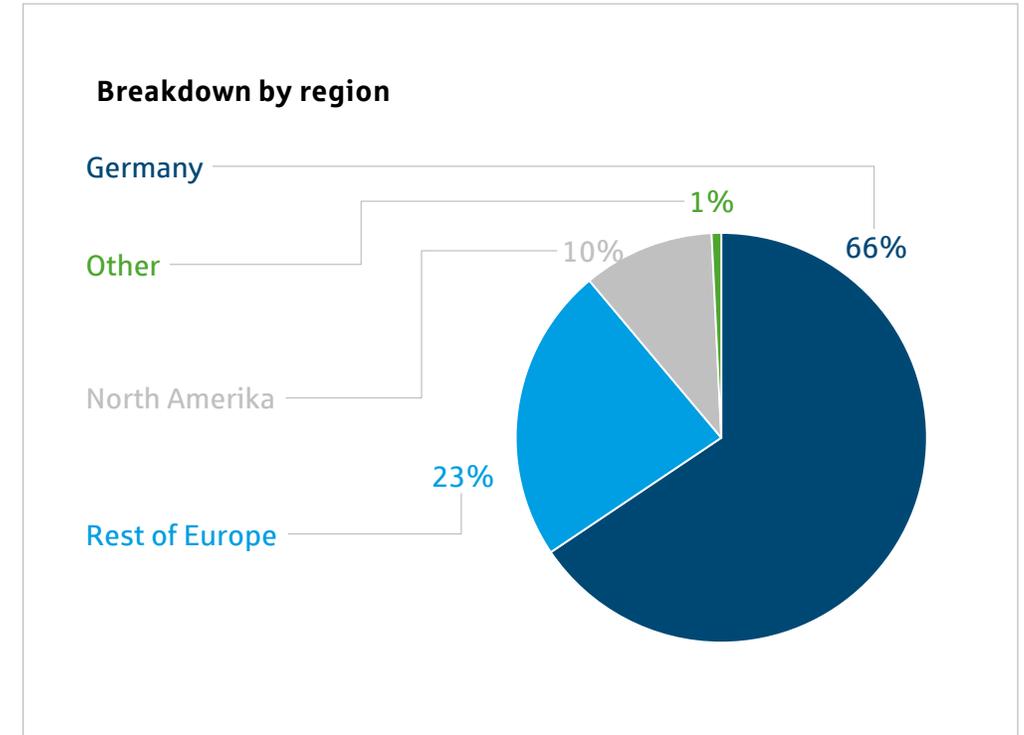
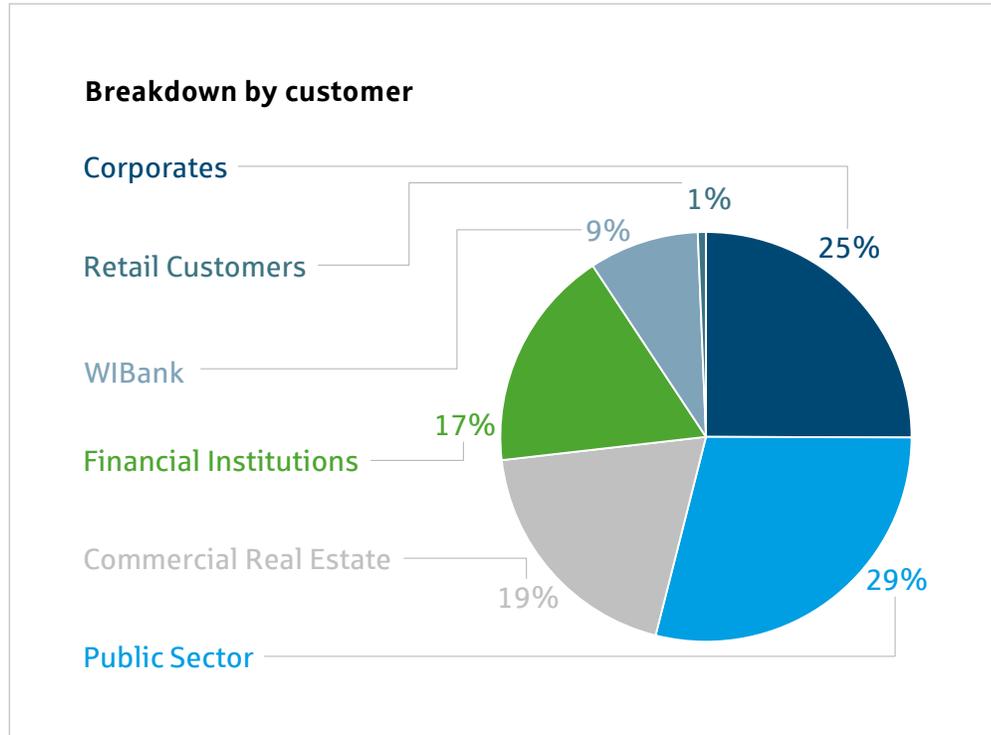
- The global economy will return to a growth trajectory in H2 2020 having experienced a sharp but short contraction due to Covid-19 pandemic and related lockdown measures
 - China will lead the way but is likely to remain in a class of its own in terms of the pace of recovery
 - In the United States, the pandemic is having an adverse effect on economic activity, despite massive fiscal stimulus. US economy expected to shrink by around 5% in 2020 and grow by approx. 4% in 2021
- Lockdown measures in Italy, Spain and France have been stricter and longer than in Germany. This will lead to a more severe economic downturn in the euro area
 - Overall, euro area GDP is expected to contract by 8.5 % in 2020, in Germany by 6.4 %
 - Strong economic rebound in 2021, with Germany growing by 5% and the euro area by 6%
- ECB has further expanded its ultra-loose monetary policy during the crisis
 - New asset purchase programme (PEPP) to run until at least June 2021
 - Thanks to massive liquidity injections, the situation on the financial markets appears to be under control
 - Despite higher inflation rates in the euro area next year as the economy recovers, we do not expect any fundamental change in the ECB's ultra-loose monetary policy

As 31 July 2020

Portfolio Quality



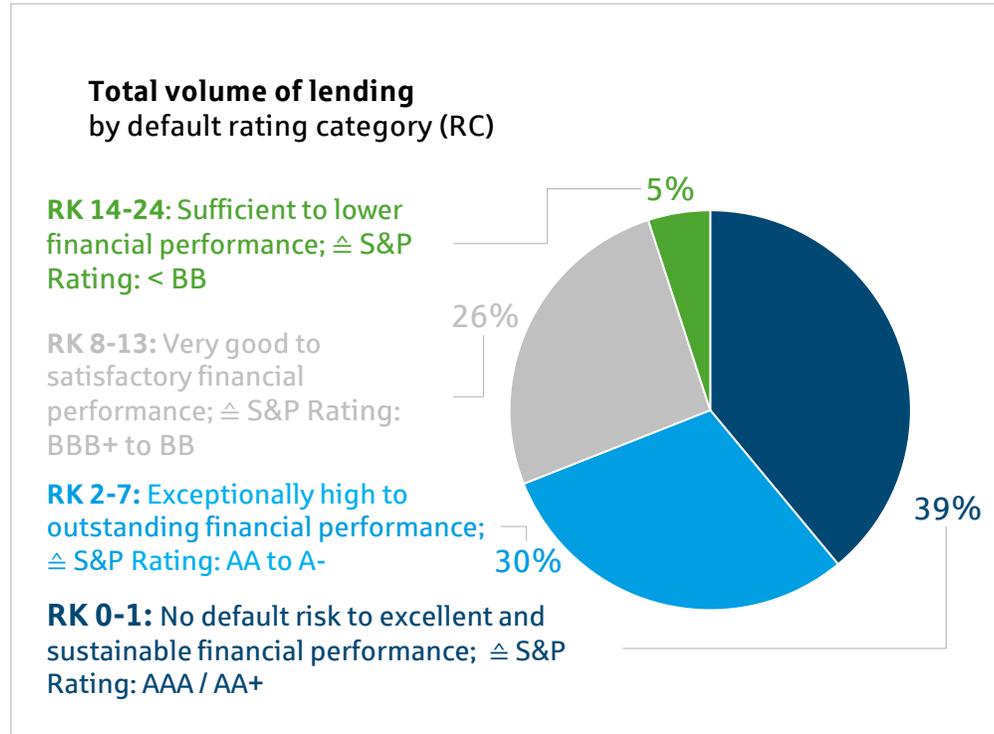
Diversified credit portfolio with focus on Germany



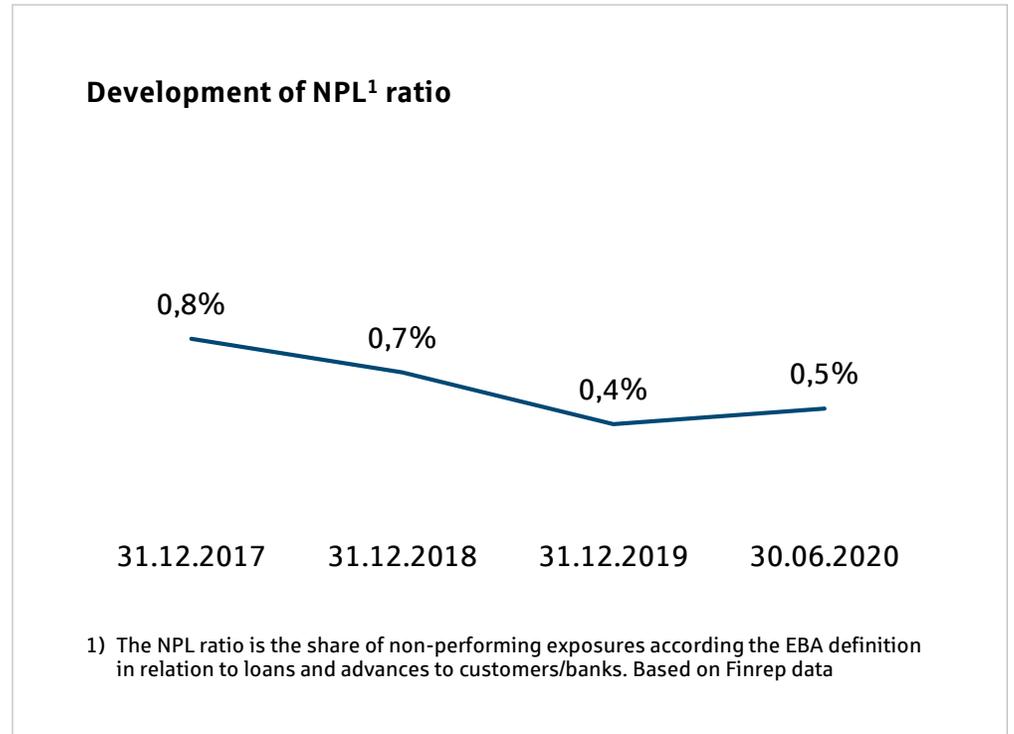
► Total volume of lending € 224.1 bn

As 30 June 2020

With a low NPL ratio, Helaba is in a very good position



- Total lending volume of € 224.1 bn
- 95% of total lending volume with excellent to satisfactory creditworthiness



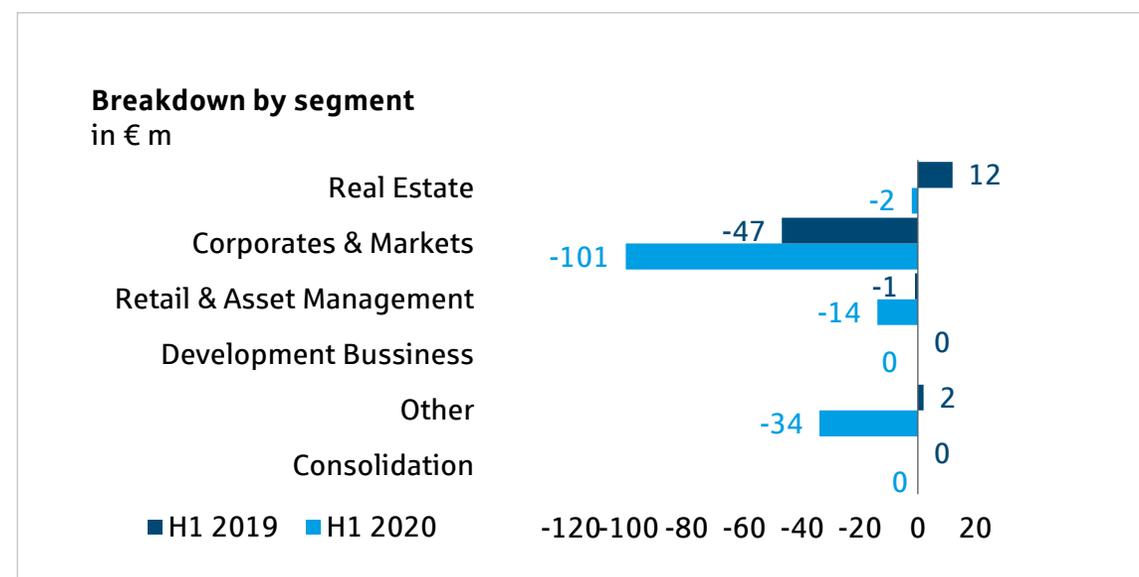
- As of June 30, 2020, NPL ratio increased slightly to 0.51% compared to the previous year's figure
- Of "total loans and advances" of € 139.2 bn, € 0.7 bn were classified as non-performing exposures

As 30 June 2020

Provisions for possible credit defaults created as a precautionary measure

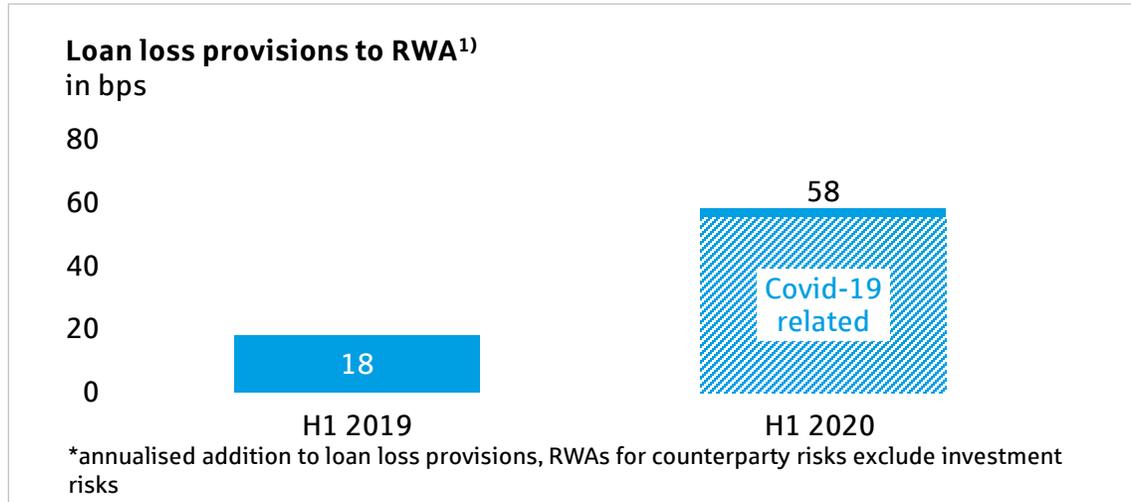
Net addition to impairment	H1 2020	H1 2019
	€ m	€ m
Level 1	-10	8
Level 2	-138	-18
Level 3	-4	-28
Direct write-downs	-1	-1
Recoveries on previously impaired loans/advances	2	5
Net risk provisioning	-151	-34

- Increase in additions to loan loss provisions is based on reassessment of risk provisioning requirements for 2020 due to Covid-19 crisis
- Risk provisioning significantly higher than in the previous year, in particular due to allocations to level 2 (in accordance with IFRS 9), including recognition of a management adjustment of € 28 m
- In addition, adjustment of level 2 loan loss provisions of € 100 m as a result of anticipated deterioration in macroeconomic conditions

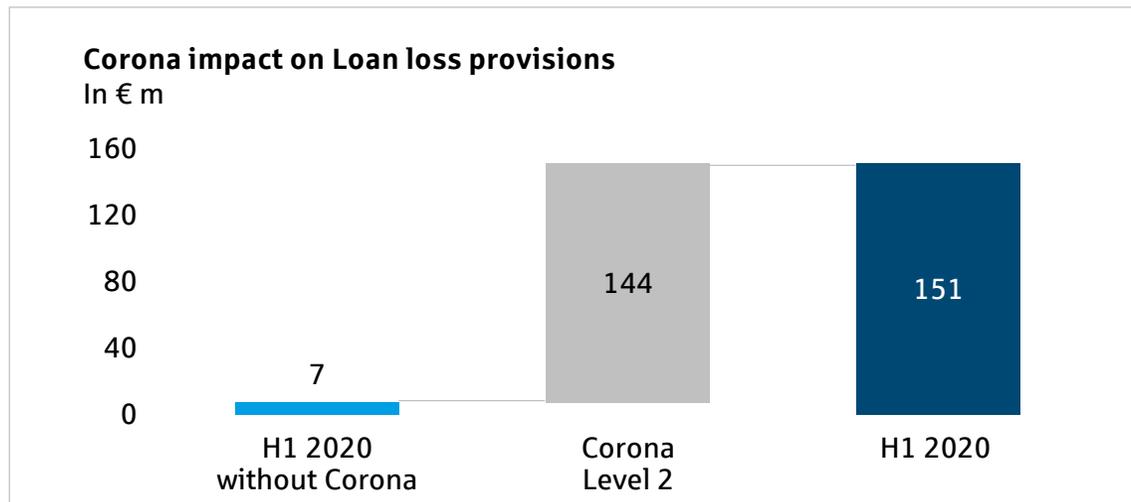


- Net additions to impairments primarily in the Corporates & Markets and Other segments (temporary allocation until reallocation to other segments)
- Management adjustment reflected in Other segment
- Adjustment of loan loss provisions due to the expected deterioration in macroeconomic conditions was broken down by segment

Risk provisioning dominated by effects of coronavirus pandemic



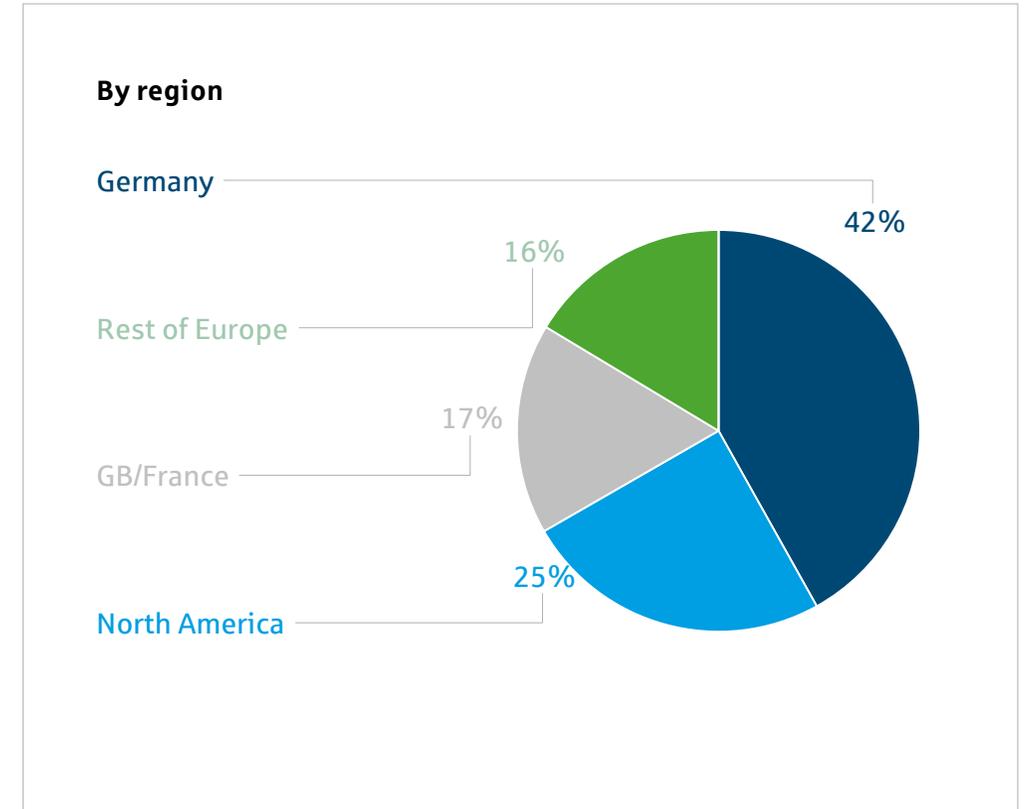
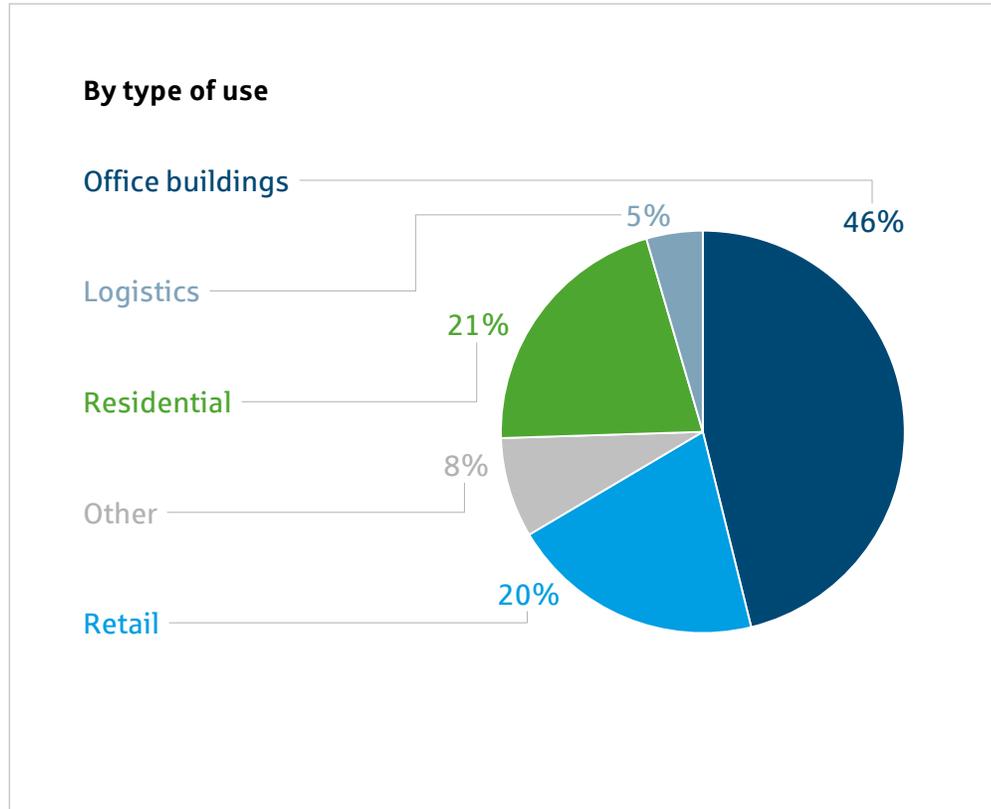
- Noticeable increase in risk provisioning costs in relation to RWAs for counterparty risks



- Risk provisioning in H1 2020 dominated by additions related to Covid-19
- Mainly attributable to precautionary additions to level 2

Real Estate Finance Portfolio

Business volume of € 37.0 bn

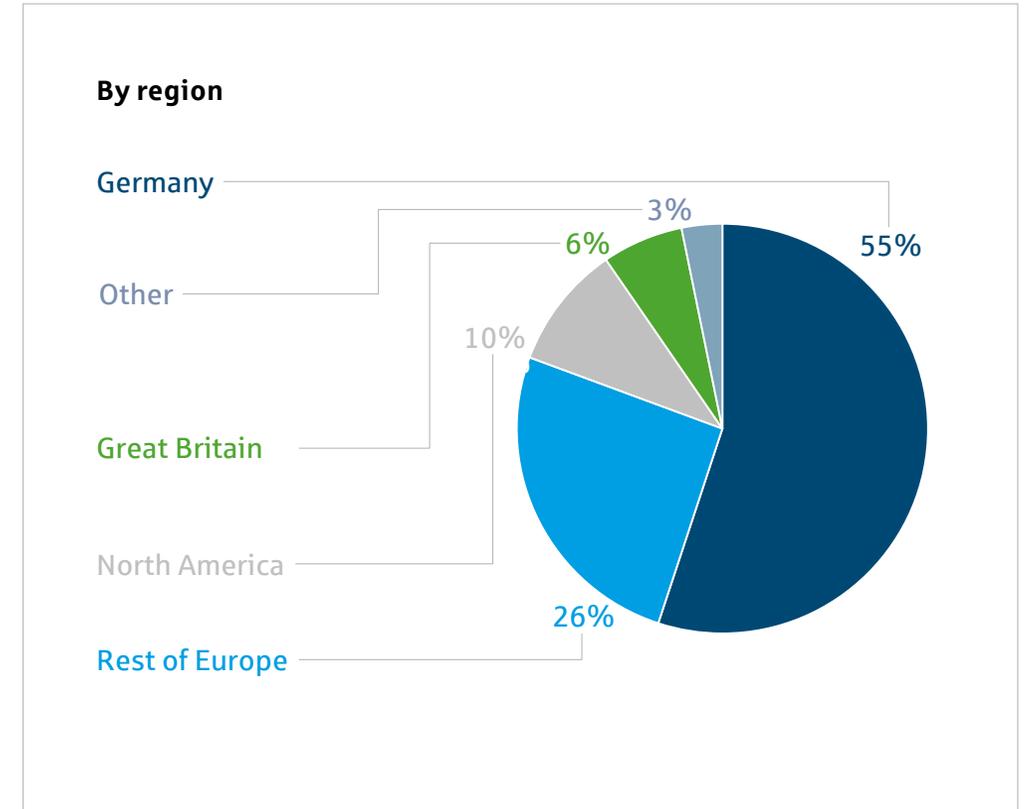
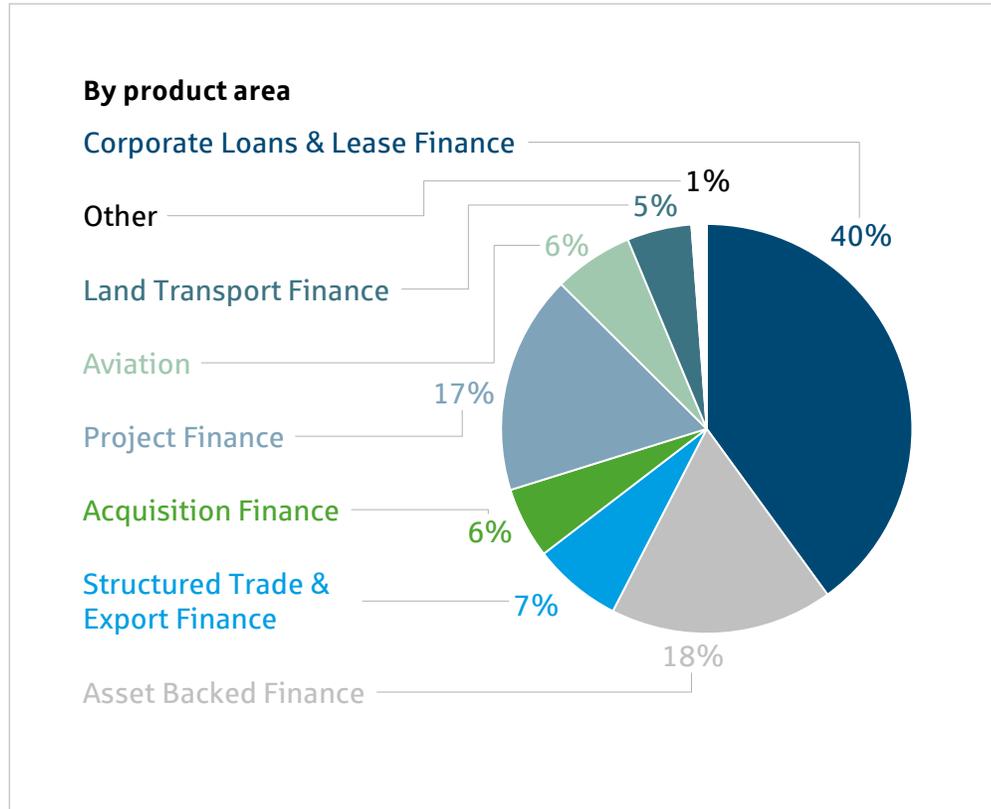


► **Balanced portfolio by regions and type of use**

As of 30 June 2020

Corporate Banking & Asset Finance Portfolio

Business volume of € 50.2 bn



► Broadly diversified portfolio with focus on Europe

As of 30 June 2020

Funding



Strong national refinancing base

Funding Strategy

- Continued matched funding of new business
 - Further expansion in strong position among German investors and targeted growth in international investor base
 - Focus Helaba's sound "credit story" in and outside Germany
 - Further development of product and structuring capacity using issuance programmes
-

Funding Programmes

€ 35 bn Medium Term Note-Programme

Domestic issues (base prospectus)

€ 10 bn Euro-CP/CD-Programme

€ 6 bn NEU CP- (former French CD) Programme

\$ 5 bn USCP-Programme

Broad Access to Liquidity

€ 52 bn cover pool for covered bonds

€ 38 bn securities eligible for ECB/ central bank funding

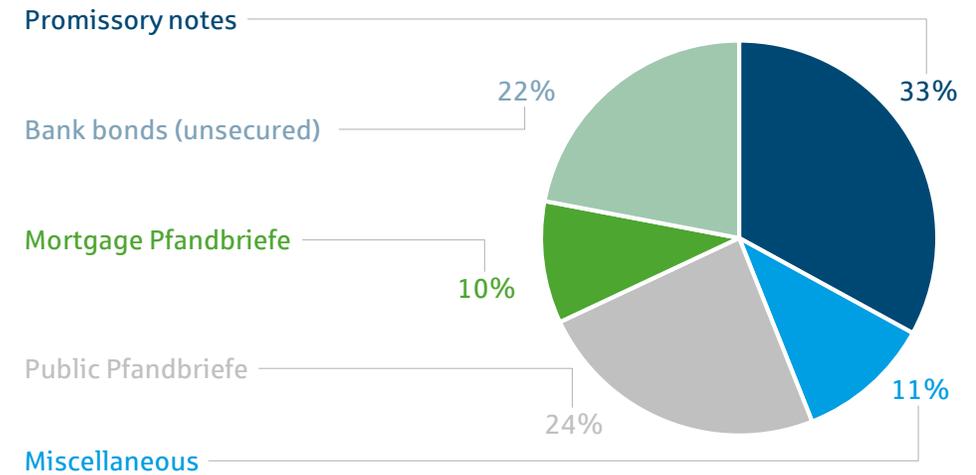
€ 21 bn retail deposits within Helaba Group

Long-term liquidity management and high degree of market acceptance

Outstanding medium and long-term funding (≥ 1 year): € 111.2 bn

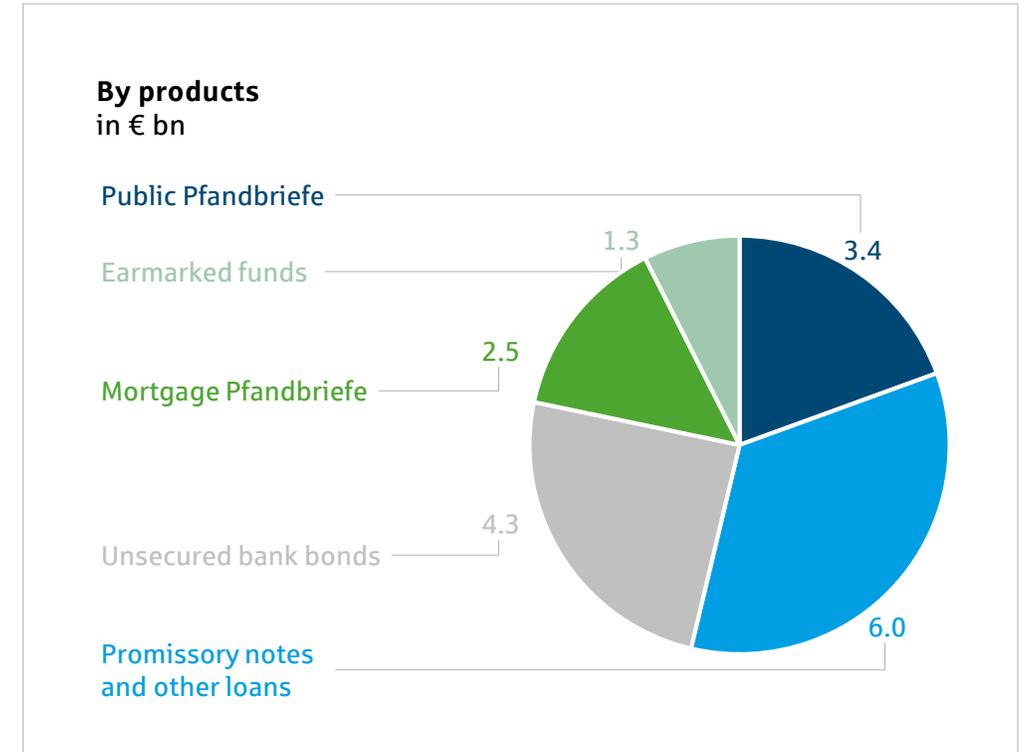
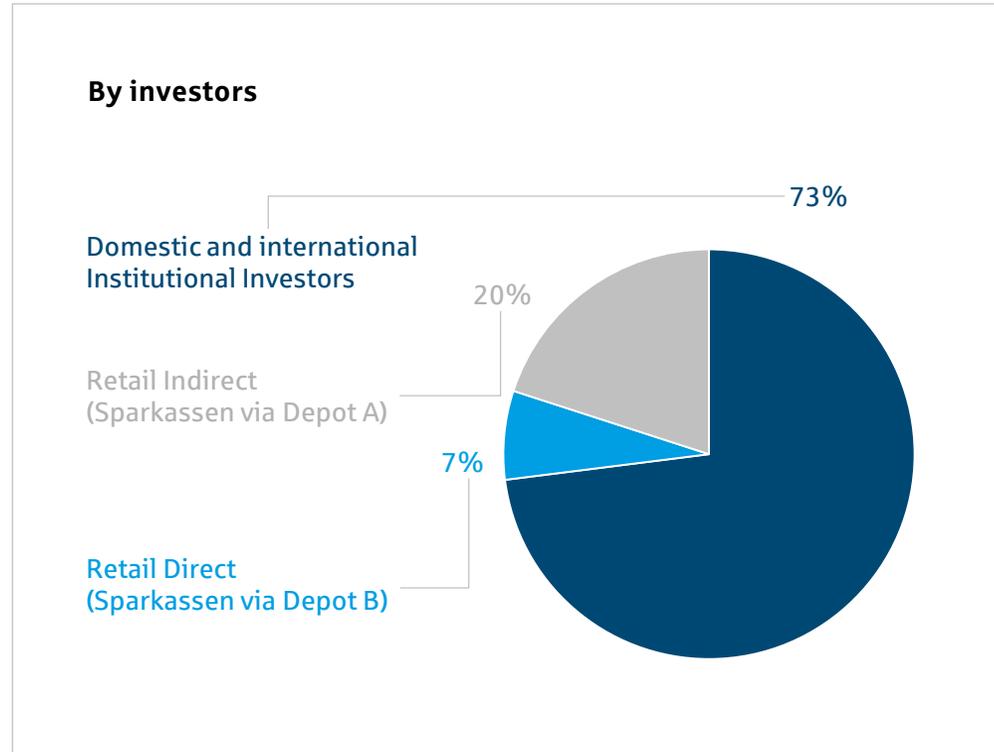
Year-on-year comparison	H1/2020	2019	2018
	€ m	€ m	€ m
Covered bonds ("Pfandbriefe")	37,947	38,450	26,851
thereof public sector	26,468	27,492	15,263
thereof mortgage backed	11,479	10,958	11,588
Senior unsecured bonds	24,228	23,181	22,891
Promissory notes	37,226	26,816	24,421
Miscellaneous*	11,808	11,217	10,874
Total	111,210	99,664	85,037

* Subordinated bonds/ participation certificates/ silent partnership contributions/earmarked funds



As of 30 June 2020

Medium and long-term funding (≥ 1 year) in H1/2020



Medium/long-term funding volume in H1/2020: **€ 17.5 bn**
(incl. participation in TLTRO III of € 8 bn)

As of 30 June 2020

Outlook



Strategic agenda: Three areas of action identified (1/2)

Broader diversification of **business model** and **increase efficiency**

- Even broader diversification of Helaba's successful business model
- Goal to stem trend over recent years of rising costs
- Rigorous implementation of Scope programme
- Growth particularly beyond capital-intensive business fields

Modernise IT and press ahead with **digital transformation**

- Investments in IT (incl. IT infrastructure)
- Drive digital transformation forward
 - Digitisation of internal processes
 - Refinement of digital client solutions / platforms

Strategic agenda: Three areas for action identified (2/2)

Tap into **sustainability** as an opportunity for growth and strengthen **diversity**

- Sustainable business practices are integral to Helaba's corporate identity
- Helaba wants to take advantage of new market opportunities and sees sustainability as an opportunity, especially in the Covid-19 era
 - Further expansion of ESG capabilities across the entire range of services with a holistic advisory approach
 - Support customers in managing the transition to a carbon neutral and circular economy
- Strengthen diversity as an essential part of the bank's understanding of sustainability and develop it further with regard to age and gender



Outlook

- Valuation effects will have a significantly negative impact on the reported annual net profit
- In terms of our operational activities, we continue to make good progress and we are expecting an improvement in the second half of the year
- We are extremely confident that our broadly diversified business model and the strategic initiatives that we have defined put us in a strong position to weather this crisis
- We shall continue to support our customers as a reliable and strong partner - especially in this challenging situation
- Due to the ongoing uncertainty in respect of Covid-19, we have decided to refrain from issuing a specific forecast for our full-year results, we cannot rule out the possibility of a loss for the year as a whole

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Values with impact.

Appendix

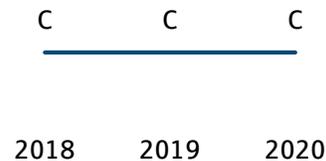


Helaba's alignment to corporate sustainability reflected in sustainability ratings



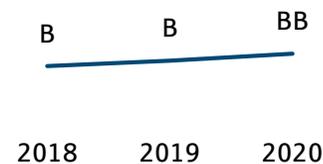
- Rating score: **C (Prime)**
- Rating scale: from D- to A+
- Among the **top 10 %** in the peer group of 243banks
- Rating score **B-** for partial rating "Social & Governance"

Development



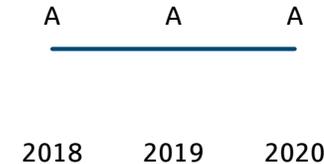
- Rating score: **BB (Positive)**
- Rating scale: from D to AAA
- Among the **top 5** in the peer group of 24 banks
- Rating score **BBB (Positive)** for partial rating "Mortgage bonds"

Development



- Rating score: **A**
- Rating scale: from CCC to AAA
- Ranked in the upper midfield in the peer group of 210 banks
- Top-Score** for partial rating "Financial Product Safety"

Development

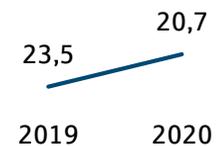


20.7 Medium Risk



- Rating score **20.7**
- Scale: 0 (best) to 100
- Among the top 5% in the peer group of 375 banks
- Top-Score** for partial rating "Corporate Governance"

Development



As of August 2020

Statement of Financial Position of Helaba Group

Statement of Financial Position of Helaba Group (IFRS)	30 Jun 2020	31 Dec 2019	Change	
	€ bn	€ bn	€ bn	%
Cash, cash balances at central banks and other demand deposits	26.4	14.6	11.9	81.6
Financial assets at amortised cost	133.2	130.3	2.8	2.2
Loans and advances to credit institutions	18.0	16.6	1.3	8.0
Loans and advances to customers	115.2	113.7	1.5	1.3
Financial assets held for trading	23.9	19.3	4.6	23.8
Financial assets at fair value (non-trading)	38.8	37.3	1.5	4.1
Investment property, deferred tax assets, other assets	5.4	5.5	-0.1	-2.7
Total assets	227.7	207.0	20.7	10.0
Financial liabilities measured at amortised cost	173.0	155.4	17.7	11.4
Deposits and loans from credit institutions	47.1	35.6	11.6	32.6
Deposits and loans from customers	66.9	59.6	7.3	12.2
Securitised liabilities	58.4	59.7	-1.3	-2.2
Other financial liabilities	0.6	0.5	0.2	31.9
Financial liabilities held for trading	20.5	18.5	2.0	10.8
Financial liabilities at fair value (non-trading)	22.2	21.5	0.8	3.6
Provisions, deferred tax liabilities, other liabilities	3.1	3.0	0.1	3.4
Total equity	8.8	8.7	0.1	1.3
Total equity and total liabilities	227.7	207.0	20.7	10.0

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

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