Values with impact.

Investor Relations

Group results as of December 31, 2018

Performance Figures

Management Summary
Helaba pleased with performance and results

- → Helaba achieves satisfactory result in the context of a challenging market environment
- → As previously stated, consolidated profit before tax of € 443 m matches prior-year level of € 447 m
- → Risk position remains positive thanks to good portfolio quality
- → Sharp growth in new business second half of the year demonstrates good market position
- → Renewed increase in general and administrative expenses, particularly due to regulatory costs
- → CET1 ratio (phased-in and fully-loaded) of 14.9%, total capital ratio of 20.6% still significantly above regulatory requirements

Strong market positions in core business fields

Real Estate Lending

- One of the leading providers of commercial real estate finance
- Renewed expansion in lending volume

Corporate Lending

- Growth in customer portfolios
- Selective growth by acquiring DVB’s Land Transport Portfolio

S-Group Business

- High level of recognition for partnership-based advisory approach confirmed in savings banks customer survey

Public Development

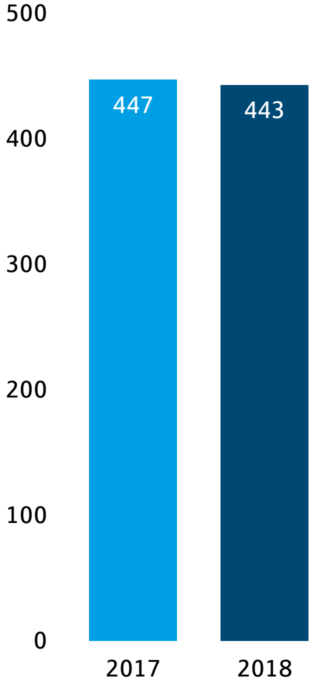
- Establishment of HESSENKASSE within WIBank - Confidence of the State of Hesse in Helaba justified

Capital Markets

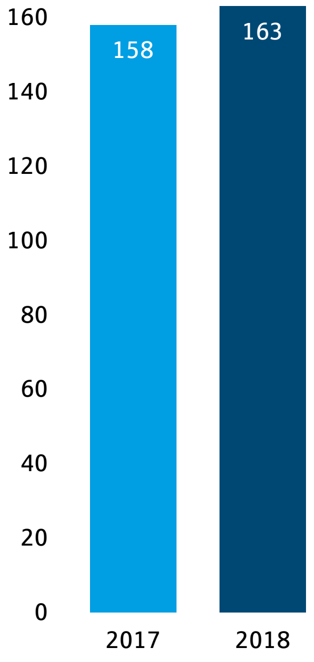
- Acquisition of Dexia Kommunalbank Deutschland demonstrates capacity to act

Development of key financial ratios reflects challenging market environment

Profit before tax
in € m

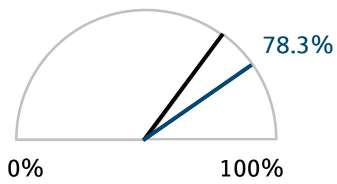


Total assets
in € bn



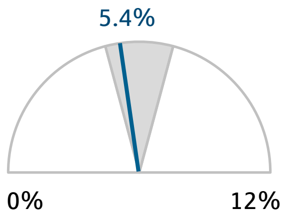
Cost-income ratio

Target ratio 2018
< 70%



Return on equity

Target range 2018
5.0–7.0%



CET1 ratio (fully-loaded) and Liquidity Coverage Ratio

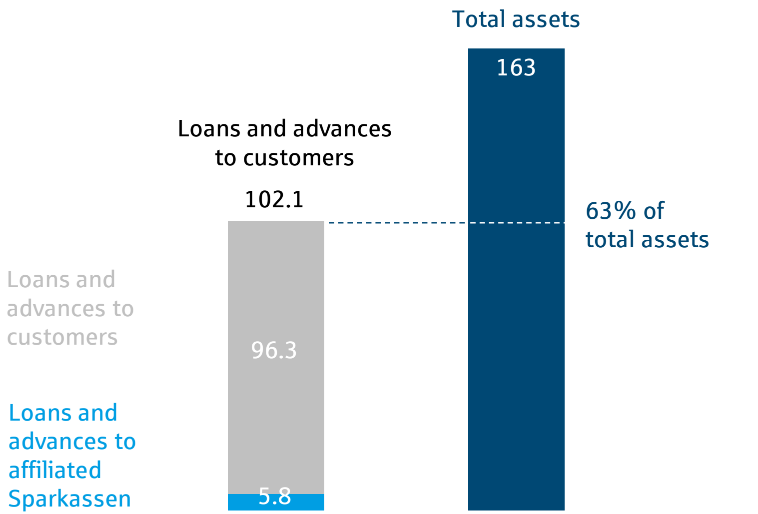
	Requirement 2018	Target ratio/ range	Ratio 2018
CET1 ratio (fully-loaded)	8.89%[1)]	12%	14.9%
Liquidity Coverage Ratio	100%	>120%	126.0%

1) Derived from SREP requirement for 2018 taking capital buffers into account

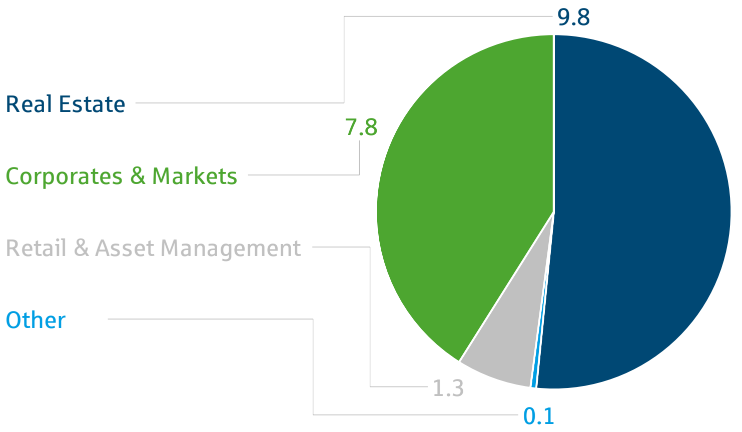
Helaba

Customer business dominates balance sheet structure

Closely intertwined with the real economy
in € bn



New medium and long-term business: € 19.0 bn *
in € bn



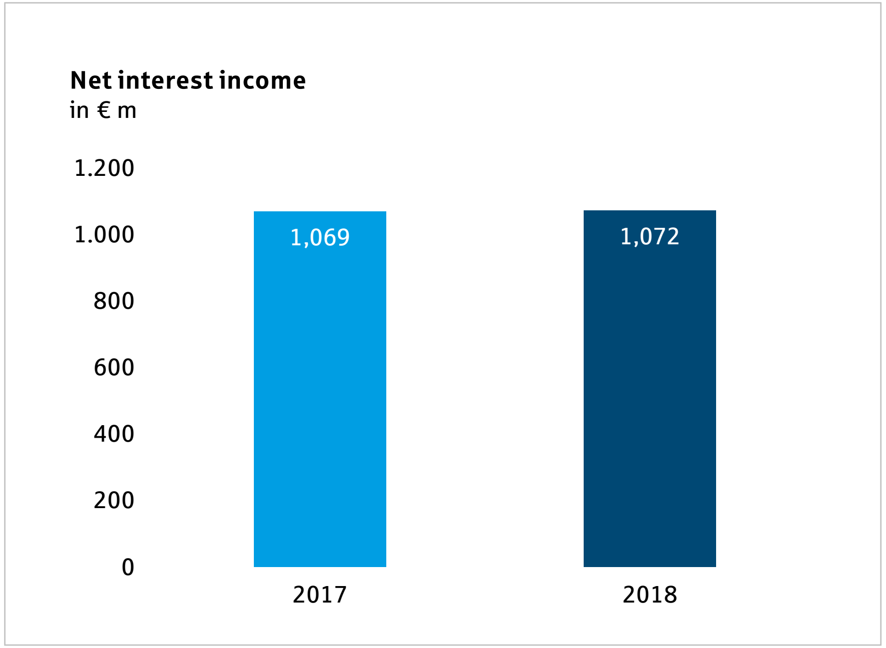
* New medium and long-term business excl. WIBank

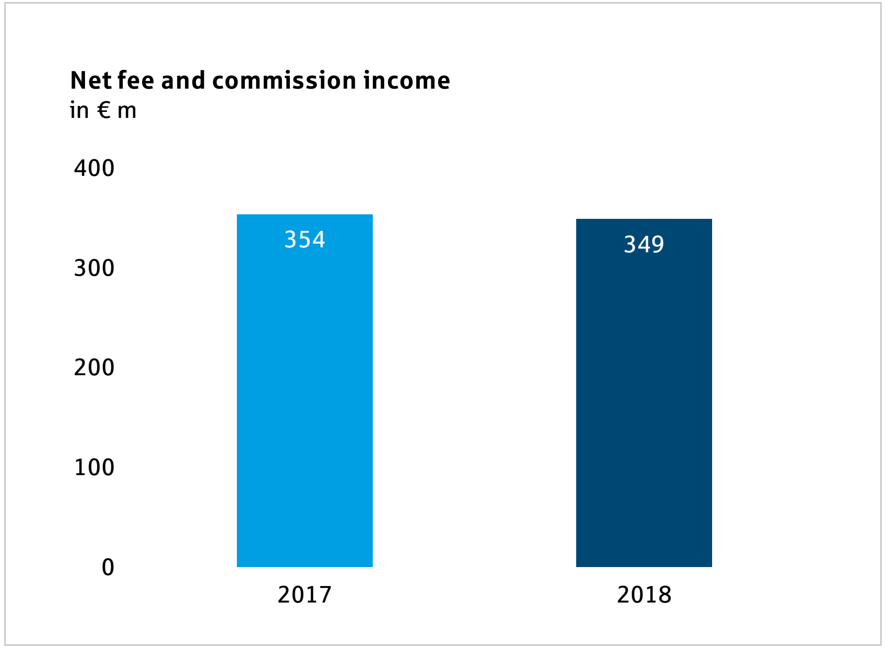
- Increase in degree of interconnectedness with real economy to 63% (2017: 60%) despite higher balance sheet total
- Significant rise in loans and advances to customers to € 102.1 bn (2017: € 95.3 bn) and in balance sheet total to € 163.0 bn (2017: € 158.2 bn) mainly due to Hessenkasse development programme (€ +4 bn)

- Sustained pick-up in new business continues in fourth quarter
- At € 19.0 bn, overall volume of new medium and long-term business (maturity of more than one year) above previous year's figure of € 18.5 bn

Helaba

Net interest income at previous year's level, slight fall in net fee and commission income

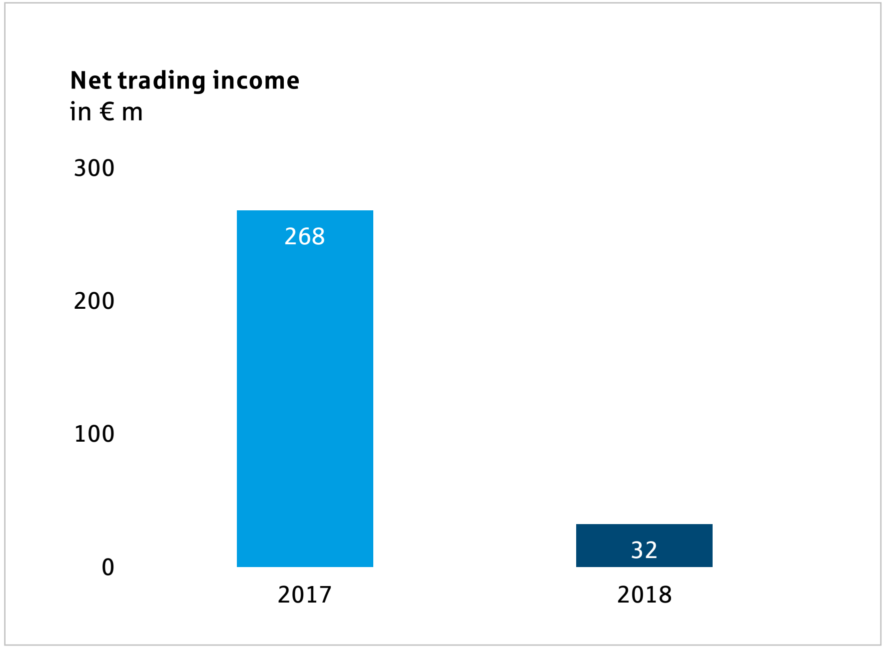


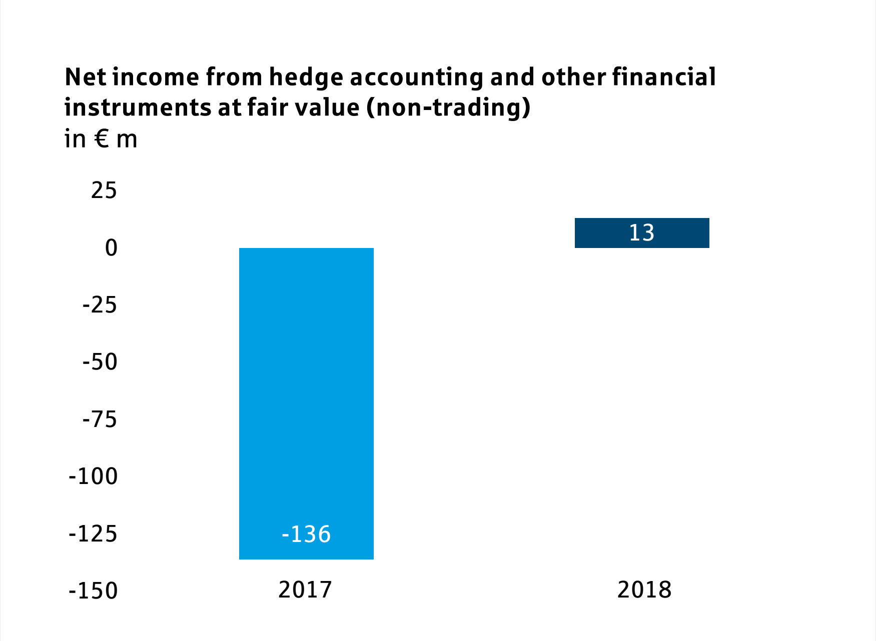


- Overall net interest income at previous year's level
- Stabilisation due to slightly higher interest margins on new operating lending business with lower average portfolios than in previous year

- Largest contributions to net fee and commission income from payment transaction business and Helaba Invest's asset management activities
- Asset management performs particularly well, while commission from lending and guarantee business declines

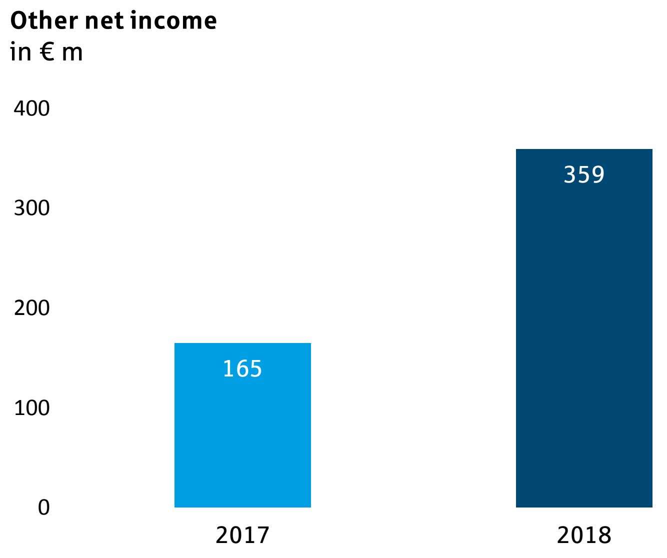
Significantly lower impact of remeasurement effects

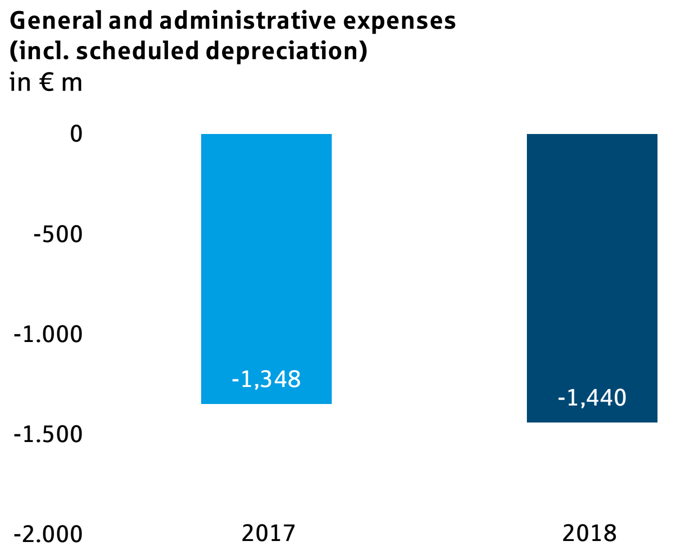




- Previous year strongly characterised by positive remeasurement effects of derivatives, negative impact of widening credit spreads in 2018
- Negative impact in previous year due to temporary remeasurement effects, since 2018 recorded in equity with no effect on P&L

Rise in other net income and administrative expenses



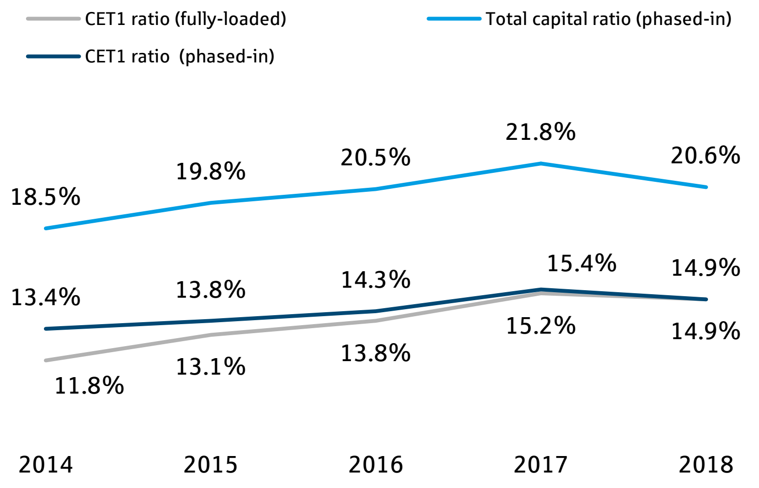


- Significant increase results from the sale of LB(Swiss) Investment AG and real estate project companies as well as absence of one-off effects that had negative impact in previous year
- Stable result from property portfolios (mainly GWH); scheduled depreciation on these property portfolios included in general and administrative expenses from 2018 (previous year's figure adjusted accordingly)

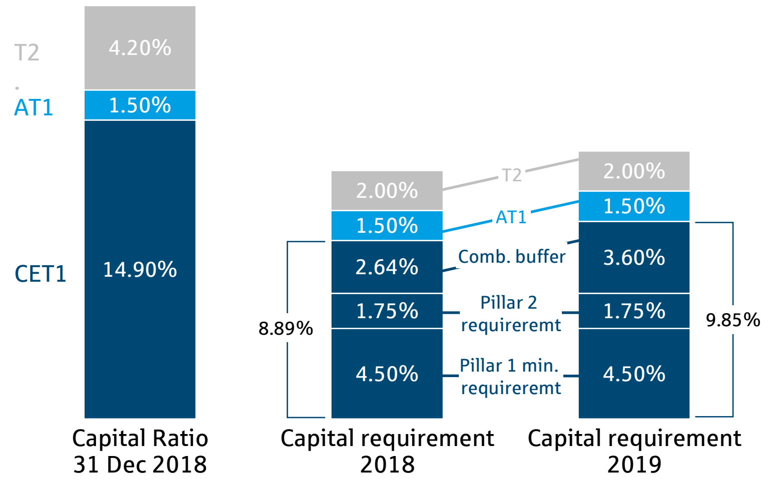
- Rise in other administrative expenses, in particular due to higher project costs for IT investments as well as audit and consulting expenses in connection with implementation of regulatory and business-driven requirements

Capital ratios significantly exceed regulatory capital requirements

Development of capital ratios



Capital requirements and components



- CET1 ratios at very good level
- CRD IV / CRR transitional arrangements have no impact on CET1 ratio in 2018
- Leverage ratio at 5.1% (phased-in) and 4.8% (fully-loaded)
- Risk-weighted assets amount to € 54.3 bn

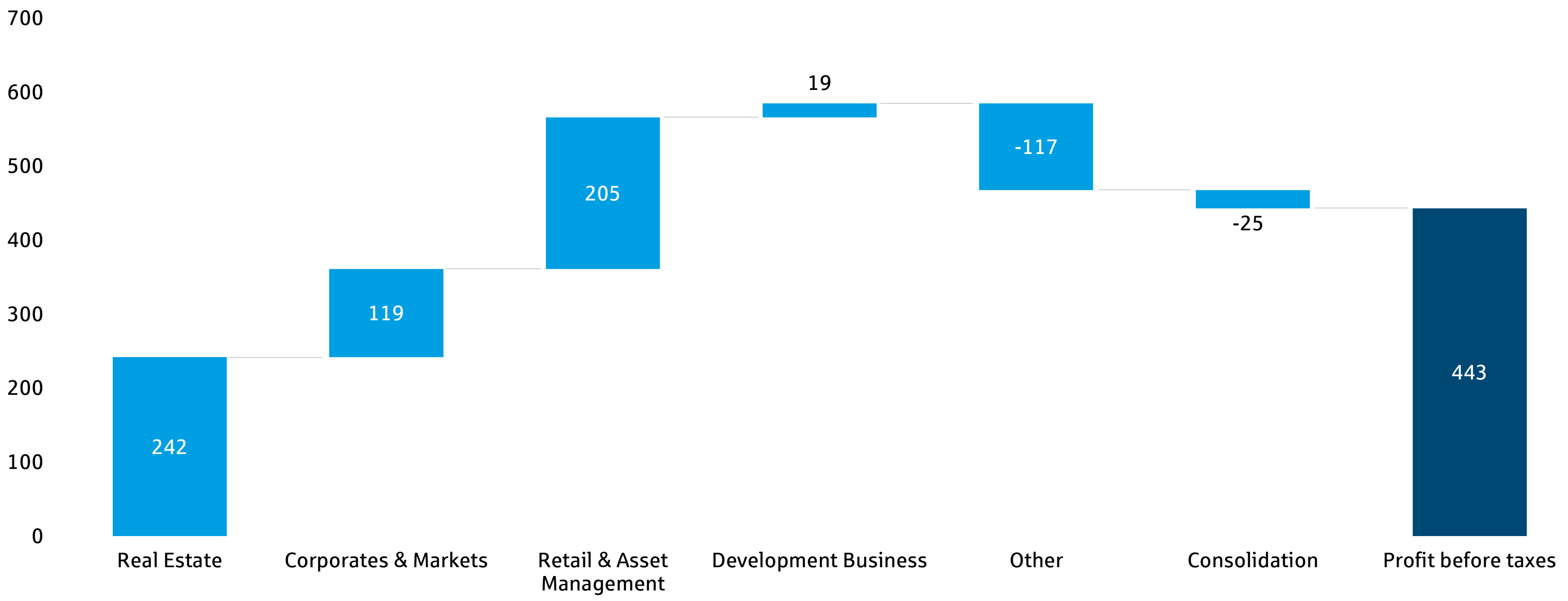
- Helaba enjoys comfortable capital backing, significantly exceeding all currently known regulatory requirements:
  - CET1 ratio of 14.9% at year-end 2018 already well above derived regulatory CET1 requirement of 9.85% for 2019
  - Total capital ratio of 20.6% at year-end 2018 also considerably higher than 13.35% required for 2019

Since 2018 segments aligned to customer and risk structure

Real Estate	Corporates & Markets	Retail & Asset Management	Development Business	Other
Real Estate Lending	Corporate Finance	Frankfurter Sparkasse 1822	WIBank Wirtschafts- und Infrastrukturbank Hessen	Group disposition and liquidity portfolio
	Insurance Finance	Frankfurter Bankgesellschaft PRIVATBANK | Zürich | Frankfurt		Corporate Centre Units
	Banks and International Business	LBS		OFB Projektentwicklung
	Sparkasse lending business and S-Group services	Helaba Invest		Asset/Liability Management
	Domestic Municipal Lending Business	Settlement/custody services		
	Sales Public Authorities	Real Estate Management		
	Public Finance	GWH		
	Capital Markets			**Consolidation**
	Cash Management			Consolidation effects

Group profit before taxes by business segment

Profit before taxes as of 31 Dec 2018
in € m



Helaba

Real Estate
Despite strong new business earnings slightly below 2017

Real Estate	2018	2017	Change
	€ m	€ m	%
Total income before loan loss provisions	402	386	4.1
Provisions for losses on loans and advances	-14	2	n/a
General and administration expenses	-146	-134	-9.0
Segment result	**242**	**254**	**-4.7**

	31 Dec 2018	31 Dec 2017
	€ bn	€ bn
Assets	30.2	29.1
Risk-weighted assets	16.4	14.7

- Represents commercial portfolio and project financing for real estate
- Significant increase in new business volume to € 9.8 bn (2017: € 8.7 bn) in particular due to transactions completed in second half of year; besides medium and long-term new business additional business of about € 2 bn scheduled for syndication has been closed, total sales performance therefore at € 11.8 bn
- Principal earnings components of net interest and net fee and commission income close to previous year's level
- Risk provisioning of € -14 m above previous year's figure of € 2 m, but still at low level
- Higher general and administrative expenses due to increase in overhead costs

Corporates & Markets
2017 strongly influenced by positive valuation effects

Corporates & Markets	2018	2017	Change
	€ m	€ m	%
Total income before loan loss provisions	581	772	-24.7
Provisions for losses on loans and advances	0	-68	n/a
General and administration expenses	-462	-443	-4.3
Segment result	**119**	**261**	**-54.4**

	31 Dec 2018	31 Dec 2017
	€ bn	€ bn
Assets	71.1	70.3
Risk-weighted assets	20.8	19.7

- In addition to credit products, segment also includes trading and sales activities as well as payment transactions business
- Net interest and net fee and commission income marginally below previous year's level, net trading income strongly influenced by positive valuation effects in 2017, but negatively impacted by widening in credit spreads in 2018
- Risk situation very relaxed compared to previous year
- Higher general and administrative expenses due to rise in overhead costs and increased project activity
- Corporate Finance division benefits from improved risk provisioning, earnings contribution significantly higher than 2017, also significant increase in business volume to € 42.7 bn (+8%)

Retail & Asset Management
Administration expenses weight on segment's result

Retail & Asset Management	2018	2017	Change
	€ m	€ m	%
Total income before loan loss provisions	739	731	1.1
Provisions for losses on loans and advances	-4	-4	0.0
General and administration expenses	-530	-507	-4.5
Segment result	**205**	**220**	**-6.8**

	31 Dec 2018	31 Dec 2017
	€ bn	€ bn
Assets	30.6	29.6
Risk-weighted assets	6.6	5.8

- Segment comprises retail banking, private banking, LBS as well as asset management activities (especially GWH, Helaba Invest)
- Higher segment earnings (e.g. from sale of LB(Swiss) Investment AG) more than offset by increased general and administrative expenses (e.g. Helaba Invest and GWH initiatives to develop new products and sales forms, expansion of advisory capacity at FBG)
- Risk provisioning of minus € 4 m at previous year's level
- Largest contributions to segment result from GWH (approx. € 93 m) and Frankfurter Sparkasse (approx. € 92 m)

Development Business
Income rises due to expansion of promotional lending

Development Business	2018	2017	Change
	€ m	€ m	%
Total income before loan loss provisions	91	88	3.4
Provisions for losses on loans and advances	0	0	–
General and administration expenses	-72	-69	-4.3
Segment result	**19**	**19**	**0.0**

	31 Dec 2018	31 Dec 2017
	€ bn	€ bn
Assets	23.5	16.8
Risk-weighted assets	1.2	1.2

- Presentation of WIBank's public development business
- Increase in segment earnings due to expansion of promotional loan business offset by higher general and administrative expenses, in particular for personnel and IT; segment result of € 19 m therefore at previous year's level
- Significant increase in portfolio mainly from Hessenkasse development programme (+ € 4 bn)

Helaba

Other
Absence of negative one-off and remeasurement effects

Other	2018	2017	Change
	€ m	€ m	%
Total income before loan loss provisions	110	-185	n/a
Provisions for losses on loans and advances	64	128	-50.0
General and administration expenses	-291	-259	-12.4
Segment result	**-117**	**-316**	**63.0**

	31 Dec 2018	31 Dec 2017
	€ bn	€ bn
Assets	21.8	22.3
Risk-weighted assets	9.3	8.4

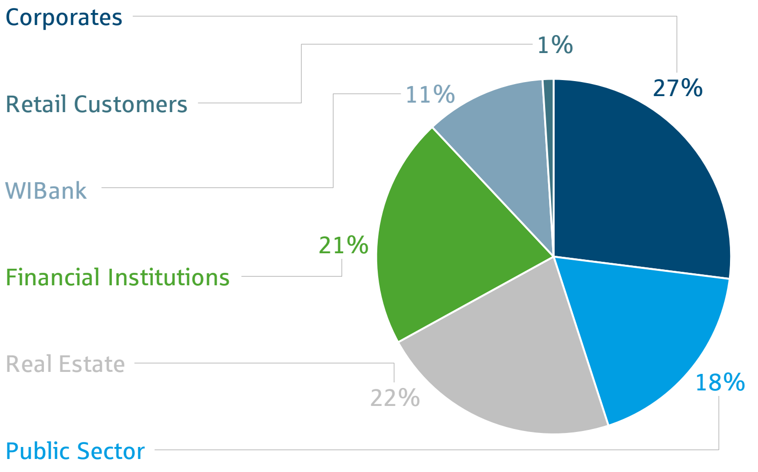
- Segment contains profit contributions and expenses that cannot be allocated to other business segments, especially earnings from treasury activities, OFB as well as costs of central corporate units
- Significant improvement in total income, in particular due to absence of one-off and temporary remeasurement effects that had negative impact in previous year as well as to higher treasury contributions
- Reversal of portfolio impairments for credit exposures with no significant risk of default continues to lead to positive profit contribution from risk provisioning
- General and administrative expenses mainly includes the costs of bank-wide projects as well as annual contributions to bank levy and guarantee schemes

Helaba

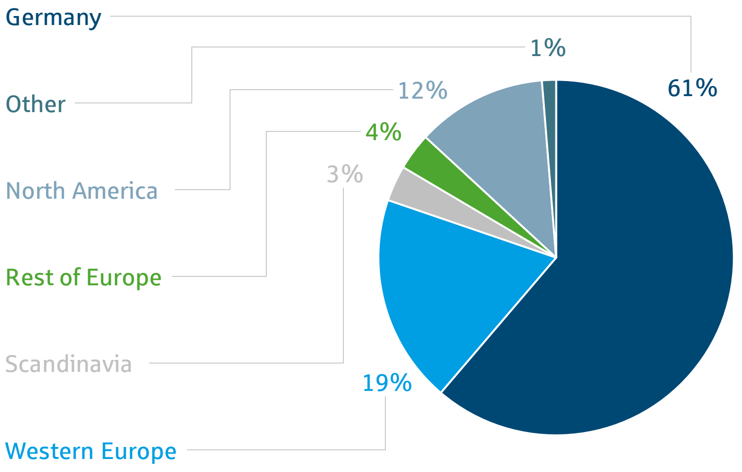
Portfolio Quality

Diversified credit portfolio with focus on Germany

Breakdown by customers



Breakdown by region

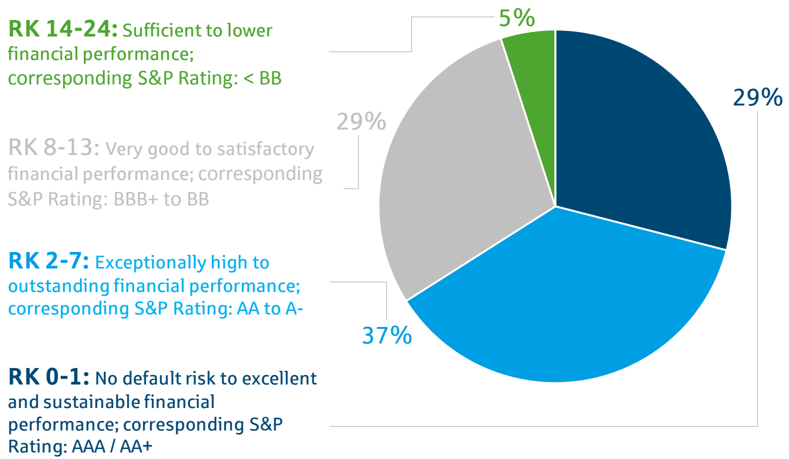


▶ **Total volume of lending € 182.3 bn**

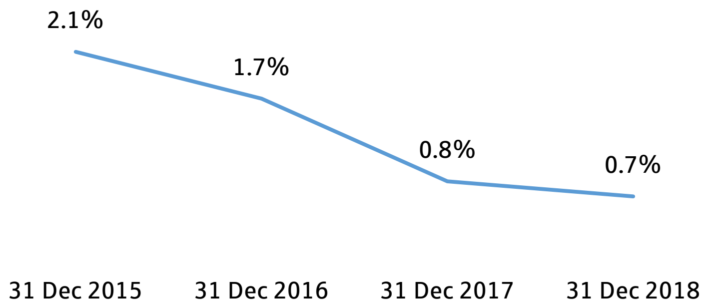
As of December 31st, 2018

Further decline in NPL ratio while rating structure remains stable

Total volume of lending
by default rating category (RC)



Development of NPL[1] ratio



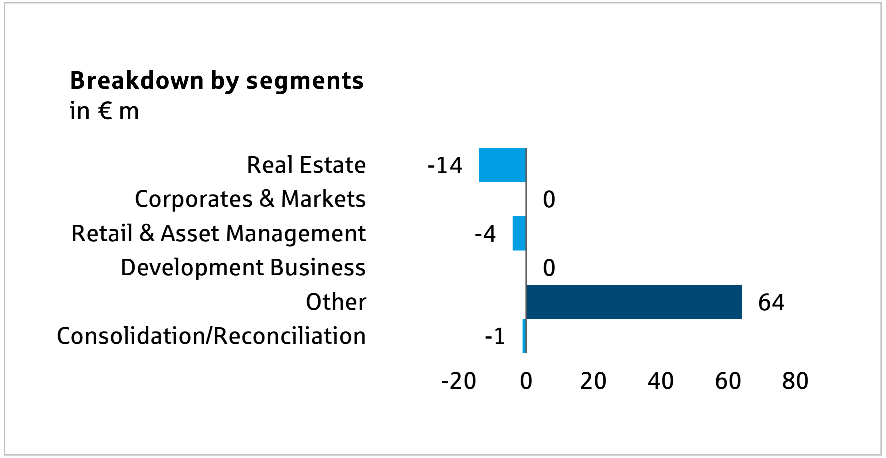
1) The NPL ratio is the share of non-performing exposures according the EBA definition in relation to loans and advances to customers/banks. Based on Finrep data

- Total lending volume of € 182.3 bn
- 95% of total lending volume with excellent to satisfactory creditworthiness

- As of December 31, 2018, NPL ratio had fallen further to 0.67 %
- Of “total loans and advances” of € 115.7 bn, € 0.8 bn were classified as non-performing exposures

High portfolio quality reflected in reversals of loan loss provisions

Composition of loan loss provisions	31 Dec 2018	31 Dec 2017
	€ m	€ m
Risk provisioning on financial assets	43	50
Provisions for off-balance lending business	2	6
Net risk provisioning	**45**	**56**



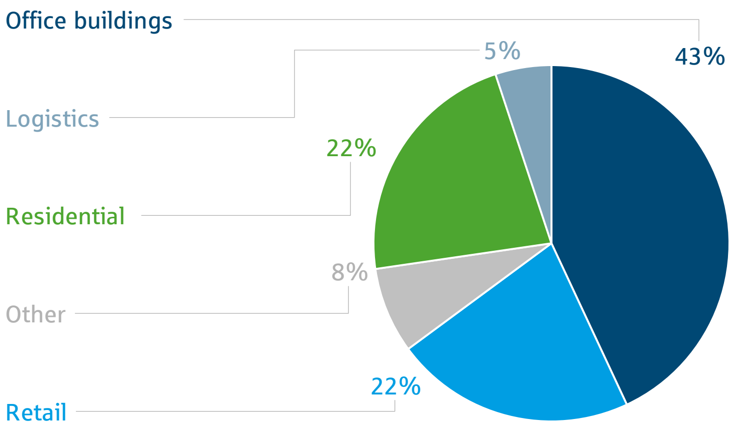
- Thanks to the high quality of the credit portfolio and the good economic environment, small increases were overcompensated by reversals and recoveries on loans and advances previously written off

- Low level of net additions to impairments in segment of Real Estate and Retail & Asset Management
- "Other" segment continues to be impacted by reversals of portfolio impairment losses for credit exposures not acutely at risk of default

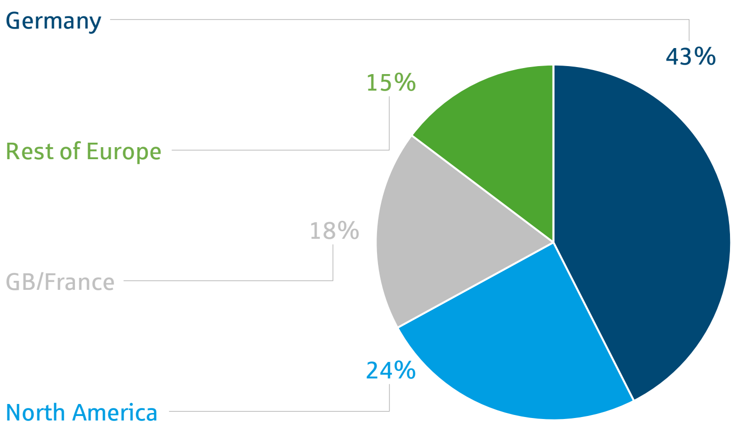
Helaba

Real Estate Lending Portfolio
Business volume of € 34.9 bn

By type of use



By region



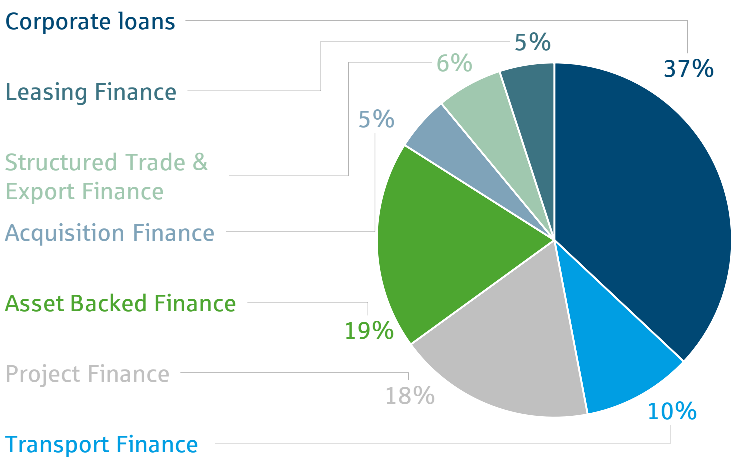
▶ **Balanced portfolio by regions and type of use**

As of December 31st, 2018

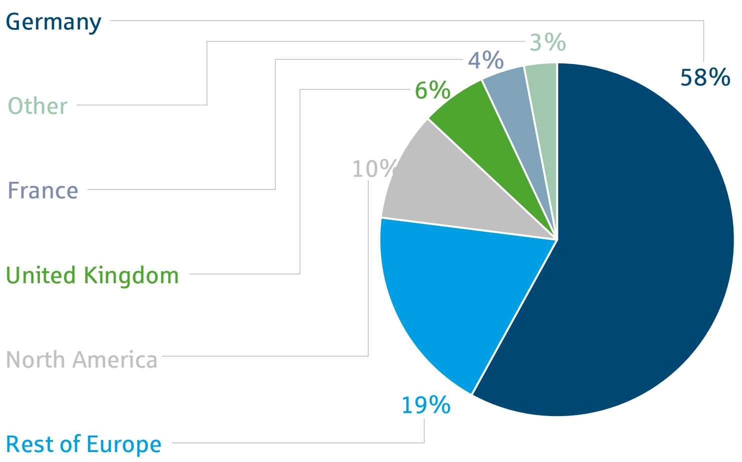
Helaba

Corporate Finance Portfolio
Business volume of € 42.7 bn

By product area



By region



▶ **Broadly diversified portfolio with focus on Europe**

As of December 31st, 2018

Funding

Helaba Ratings on a high level

Moody's	Rating
Outlook	Stable
Issuer Rating	Aa3
Baseline Credit Assessment	baa2
Short-term Deposit Rating[2]	P-1
Public-Sector Covered Bonds	Aaa
Counterparty Risk Assessment[3]	Aa3(cr)
Long-term Deposit Rating[3]	Aa3
Long-Term Senior Unsecured[3]	Aa3
Long-Term Junior Senior Unsecured[4]	A2
Subordinate Rating[5]	Baa2

FitchRatings	Rating
Outlook	Stable
Long-term Issuer Default Rating[1]	A+
Viability-Rating[1]	a+
Short-term Issuer Default Rating[1, 2]	F1+
Public Sector Pfandbriefe	AAA
Mortgage Pfandbriefe	AAA
Derivative Counterparty Rating[1, 3]	AA- (dcr)
Long-term Deposit Rating[1, 3]	AA-
Senior Unsecured[1, 4]	A+
Subordinated debt[1, 5]	A

S&P Global	Rating[1]
Outlook	Positive
Long-term Issuer Credit Rating	A
Standalone Credit Profile	A
Short-term Issuer Credit Rating[2]	A-1
Long-term Senior Unsecured[3]	A
Long-term Senior Subordinated[4]	A-

Ratings for Helaba's liabilities covered by statutory guarantee [6]	Moodys	Fitch Ratings	S&P Global
Long-term Rating	Aaa	AAA	AA-

Sources: Standard & Poor's, Moody's Investors Service, Fitch Ratings

1) Joint group rating for the S-Group Hesse-Thuringia
2) Corresponds to short-term liabilities
3) Corresponds in principle to long-term senior unsecured debt according to Sec. 46f (5 & 7) KWG ("with preferential right to payment")
4) Corresponds in principle to long-term senior unsecured debt according to Sec. 46f (6) KWG ("without preferential right to payment")
5) Corresponds to subordinated liabilities
6) Applies to all liabilities in place on 18 July 2001 (indefinitely)

Strong regional business as factor for success

Funding Strategy

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

Funding Programmes

Medium Term Note-Programme	€ 35 bn
Domestic issues (base prospectus)	
Euro-CP/CD-Programme	€ 10 bn
NEU CP- (former French CD) Programme	€ 6 bn
USCP-Programme	$ 5 bn

Broad Access to Liquidity

Helaba Group

- € 34 bn cover pool for covered bonds
- € 29 bn securities eligible for ECB/ central bank funding
- € 20 bn retail deposits within Helaba Group

Ṡ – Finance Group Hesse Thuringia

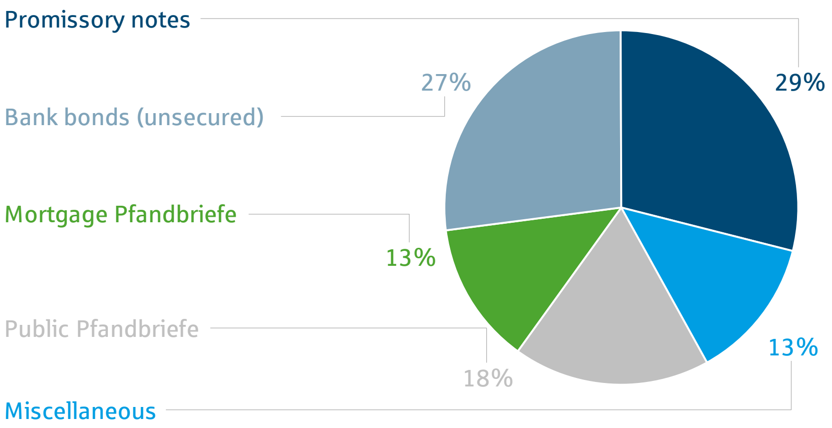
- € 94 bn deposits within Ṡ-Finance Group Hesse-Thuringia (consolidated accounts as of 31.12.2017)

Long-term liquidity management and high degree of market acceptance

Outstanding medium and long-term funding (≥ 1 year): € 85.0 bn

Year-on-year comparison	2018	2017	2016
	€ m	€ m	€ m
Covered bonds (“Pfandbriefe”)	26.851	26.334	27.477
thereof public sector	15.263	16.482	17.605
thereof mortgage backed	11.588	9.852	9.872
Senior unsecured bonds	22.891	20.906	20.113
Promissory notes	24.421	23.197	21.050
Miscellaneous*	10.874	12.283	12.852
Total	**85.037**	**82.720**	**81.492**

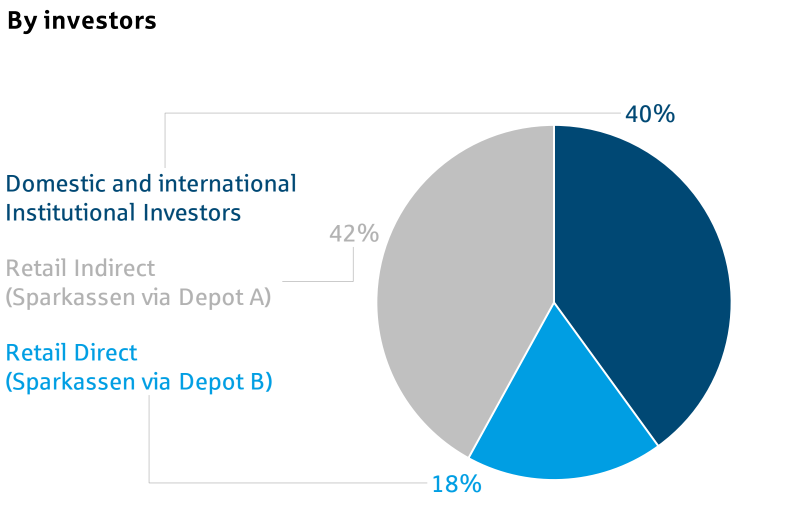
* Subordinated bonds/ participation certificates/ silent partnership contributions/earmarked funds

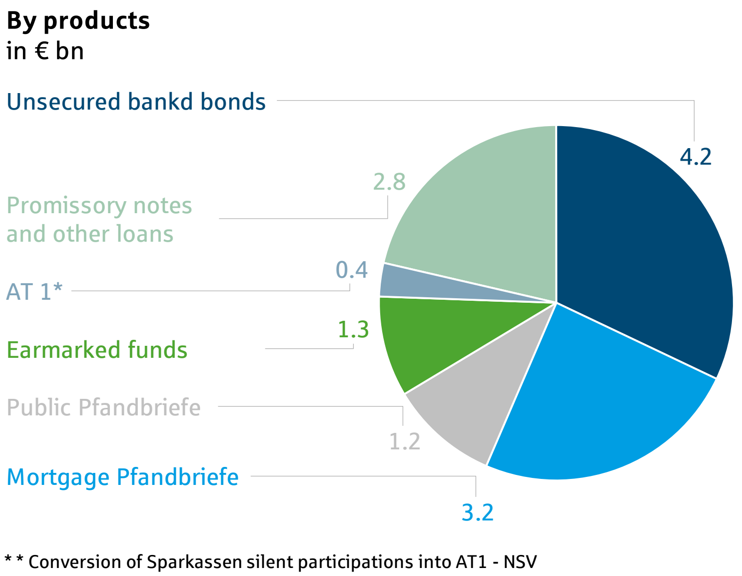


As of December 31st, 2018

Helaba

Medium and long-term funding (≥ 1 year) 2018





Medium/long-term funding volume 2018: **13.1 bn €**

- In Q4, Helaba raises new AT1 liable capital of just under € 0.4 bn to strengthen bank's capital base in exchange for silent participations

As of December 31st, 2018

Helaba's sustainable business orientation reflected in sustainability ratings

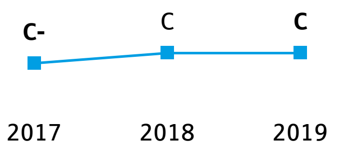
ISS-oekom | imug | MSCI ESG Research | SUSTAINALYTICS

Corporate Responsibility Prime rated by ISS-oekom | imug SUSTAINABILITY RATING RATING 2017 POSITIVE B | ESG RATING A LAST UPDATE: October 04, 2018 | 73 Overall ESG Score Leader Outperformer Average Performer Underperformer Laggard

ISS-oekom

- Rating score: C (Prime)
- Rating scale: from D- to A+
- Among the top 20 % in the peer group of 138 banks
- Rating score B- for partial rating "Social & Governance"

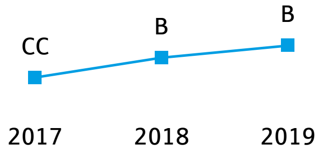
Development



imug

- Rating score: B (Positive)
- Rating scale: from D to AAA
- Among the top 5 in the peer group of 25 banks
- Rating score BBB (Positive) for partial rating "Mortgage bonds"

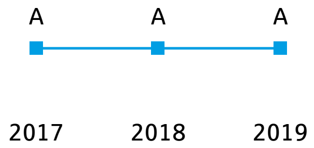
Development



MSCI

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

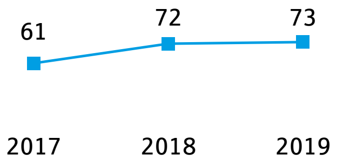
Development



Sustainalytics

- Rating score: 73 points
- Rating scale: 1 to 100 points
- Among the top 15% in the peer group of 345 banks
- 81 points for partial rating "Environment"

Development



As of March 2019

Helaba

Review of 2018 and Outlook

Review of 2018
Projects and initiatives launched

Helaba's Strategic Agenda

focused growth, long-term performance and a responsible approach to business

Refining the business model

Modern infrastructure and digitalisation

Responsibility and values

Refining the strategic business model
Focused growth

Real Estate

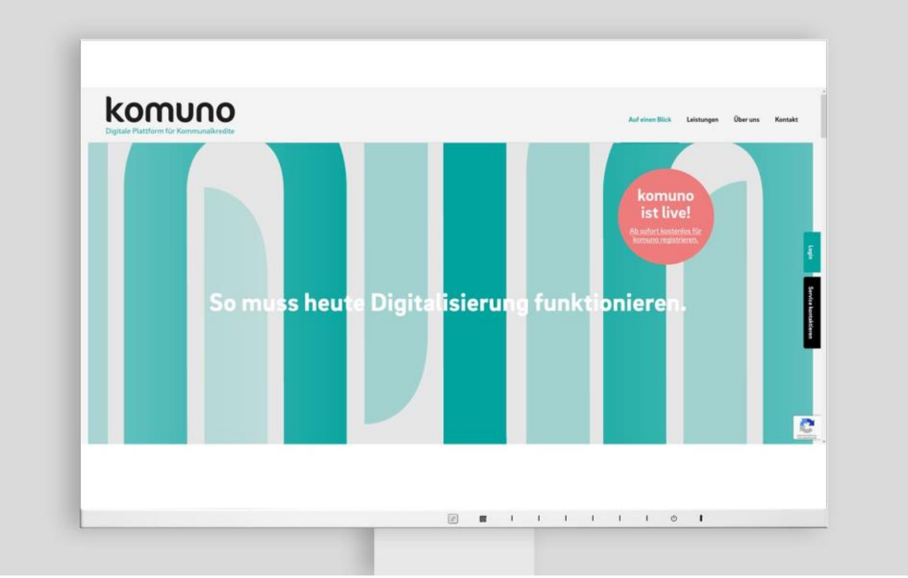
- Syndication business expanded and savings banks selectively involved in lending business
- Real estate credit fund launched jointly with Helaba Invest
- GWH WertInvest established - open-ended special real estate fund for residential real estate

Corporate Finance

- Range of structured factoring products (Supply Chain Finance) expanded
- Inorganic growth by acquiring DVB's Land Transport portfolio

Helaba abroad

- Growth acknowledged by conversion of Stockholm representative office into branch



Digitalisation as a growth driver
Interface to customer defined

Digitalisation project

- Successful implementation of client portals for real estate and corporate customers

Meta Plus Digital

- Syndicated loan application for savings banks integrated into OSPlus

Helaba Digital

- Investment company for digital start-ups

Komuno

- Digital platform for municipal loans extended to all banks

Cooperation

- "vc trade": digital platform for issuing Schuldschein loans

Modern infrastructure IT and organisation

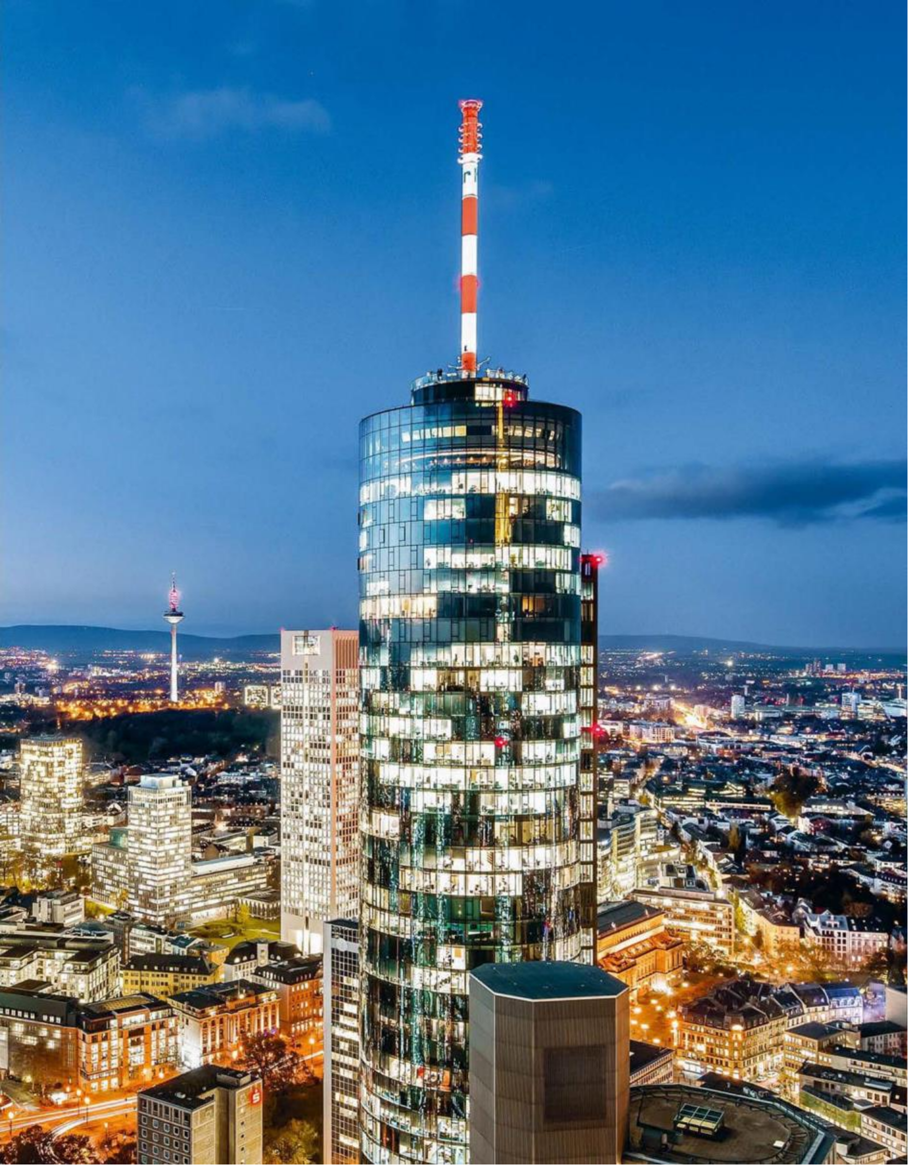
Alpha Programme

- Securing future viability and efficiency in the long term
- Transformation programme for IT organisation on schedule
- High cost of resources reflected in administration costs

Responsibility and values
Values-based approach as distinguishing characteristic

Culture and values

- Mission Statement updated together with employees
- Helaba's values-based approach accentuated as a distinguishing characteristic
- Helaba's core values: **"reliability", "focusing on the customer"** and **"enthusiasm"**
- Customer survey confirms high level of satisfaction with Helaba's products and services



2018: the bottom line

- *Customer business developed positively after initial muted activity - risk situation remains positive*
- *Excellent portfolio quality selectively expanded with acquisitions*
- *Despite demanding structural challenges, net profit on par with previous year*
- *Initiatives launched create basis for future growth*

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Review of 2018
Projects and initiatives launched

Helaba's Strategic Agenda

focused growth, long-term performance, a responsible approach to business and increased efficiency

Refining the business model

Modern infrastructure and digitalisation

Responsibility and values

Growth through efficency

Outlook for 2019

- → *We have created a sound basis for future growth with strong market positions in our core business fields.*
- → *By increasing efficiency, we aim to stem rising costs and exploit the resulting scope to implement our growth initiatives in a targeted manner.*
- → *In view of initiatives we have launched, we expect to achieve a net profit on a par with the previous year despite the negative impact of the interest rate environment and regulatory requirements.*

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Your contacts

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Values with impact.

Appendix

Statement of Financial Position of Helaba Group

Statement of Financial Position of Helaba Group (IFRS)	31 Dec 2018	31 Dec 2017*	Change	
	€ bn	€ bn	€ bn	%
Cash, cash balances at central banks and other demand deposits	7.3	10.5	-3.2	-30.5
Financial assets at amortised cost	106.8	99.4	7.4	7.4
Loans and advances to credit institutions	11.2	10.7	0.5	4.7
Loans and advances to customers	95.6	88.7	6.9	7.8
Financial assets held for trading	17.0	16.1	0.9	5.6
Financial assets at fair value (non-trading)	27.4	28.0	-0.6	-2.1
Investment property, deferred tax assets, other assets	4.5	4.2	0.3	7.1
Total assets	**163.0**	**158.2**	**4.8**	**3.0**
Financial liabilities measured at amortised cost	125.2	122.5	2.7	2.2
Deposits and loans from credit institutions	32.1	31.2	0.9	2.9
Deposits and loans from customers	47.4	47.6	-0.2	-0.4
Securitised liabilities	45.5	43.5	2.0	4.6
Other financial liabilities	0,2	0,2	-	-
Financial liabilities held for trading	12.8	12.3	0.5	4.1
Financial liabilities at fair value (non-trading)	13.8	12.6	1.2	9.5
Provisions, deferred tax liabilities, other liabilities	2.7	2.8	-0.1	-3.6
Total equity	8.5	8.0	0.5	6.3
Total equity and total liabilities	**163.0**	**158.2**	**4.8**	**3.0**

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

Helaba

Income Statement of Helaba Group

Income Statement of Helaba Group (IFRS)	2018	2017	Change	
	€ m	€ m	€ m	%
Net interest income	1,072	1,069	3	0.3
Provisions for losses on loans and advances	45	56	-11	-19.6
Net interest income after provisions for losses on loans and advances	1,117	1,125	-8	-0.7
Net fee and commission income	349	354	-5	-1.4
Net trading income	32	268	-236	-88.1
Net income from hedge accounting and other financial instruments at fair value (non-trading)	13	-136	149	n/a
Share of the profit or loss of equity-accounted entities	13	19	-6	-31.6
Other net income	359	165	194	>100.0
General and administrative expenses	-1,440	-1,348	-92	-6.8
Consolidated net profit before tax	**443**	**447**	**-4**	**-0.9**
Tax on income	-165	-191	26	13.6
Consolidated net profit	**278**	**256**	**22**	**8.6**

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