

ANNUAL PRESS CONFERENCE 2018

Frankfurt am Main, 21 March 2018

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Herbert Hans Grüntker
Chairman of the Board of Managing
Directors

Frankfurt am Main, 21 March 2018



Overview of 2017 Financial Year



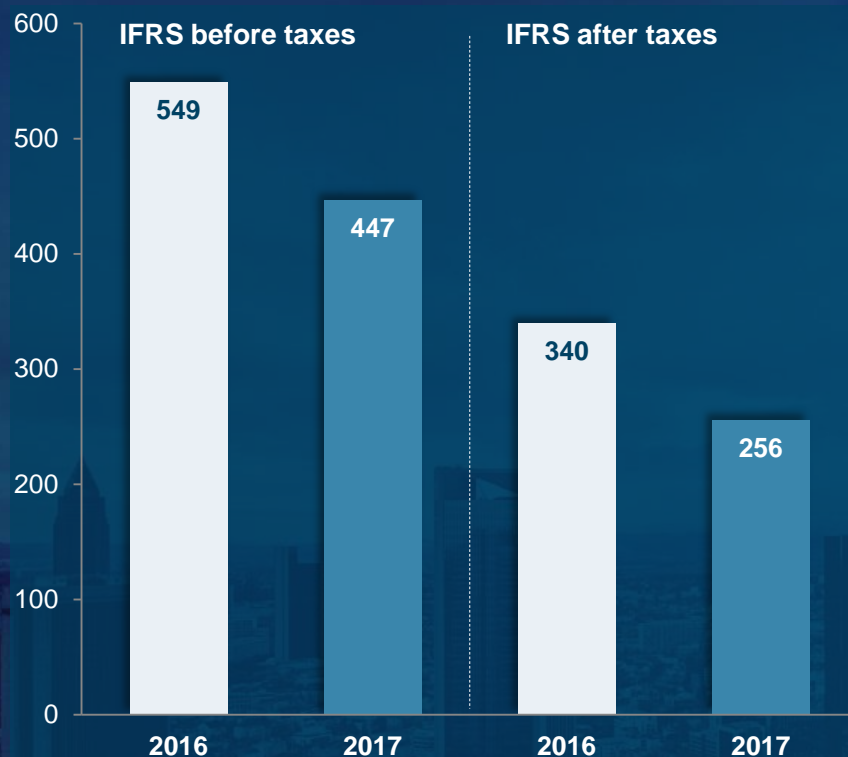
Consolidated Financial Statements 2017



2018 Agenda and Outlook

Consolidated Profit

in m €



- ▶ Consolidated profit before taxes of 447 m €
- ▶ Decline in profit lower than expected
- ▶ Strong market position maintained – risk position remains positive
- ▶ Improvement in CET1 ratio to 15.2 %
- ▶ Further growth in commission income

Corporate Lending

ALLGEIER EUR 180 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger	akuplast EUR 100 Mio. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger / Facility Agent	ALFA ROMEO EUR 150 Mio. Revolving Credit Facility Mandated Lead Arranger	BILFINGER EUR 300 Mio. Revolving Credit Facility Mandated Lead Arranger	BRENTAG USD 760 Mio. / CAD 80 Mio. / EUR 940 Mio. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger	CECONOMY EUR 550 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger
e-on EUR 2,75 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger	entega EUR 110 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger / Facility Agent	eutelsat EUR 450 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger	EVONIK EUR 1,75 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger	FRESENIUS EUR 2,75 Mrd. / USD 1,15 Mrd. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger	globe EUR 400 Mio. Revolving Credit Facility Mandated Lead Arranger
ingenico GROUP EUR 750 Mio. Revolving Credit Facility Mandated Lead Arranger	innogy EUR 2,0 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger	KONECRANES EUR 400 Mio. Revolving Credit Facility Mandated Lead Arranger	LANXESS EUR 1,25 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger	MERSEN EUR 200 Mio. Revolving Credit Facility Mandated Lead Arranger	ProSiebenSat.1 Media SE EUR 2,1 Mrd. / EUR 750 Mio. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger
RHÖN-KLINIKUM EUR 100 Mio. Revolving Credit Facility Mandated Lead Arranger	SAP EUR 2,5 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger	SKANSKA EUR 200 Mio. Green Revolving Credit Facility Bookrunner / Mandated Lead Arranger	SWH Stadtwerke Halle EUR 275 Mio. Term Loan and Revolving Credit Facility Mandated Lead Arranger	>Energivie EUR 190 Mio. Term Loan and Revolving Credit Facility Coordinating Mandated Lead Arranger	united internet EUR 750 Mio. / EUR 610 Mio. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger
VDM Metals EUR 150 Mio. Revolving Credit Facility Mandated Lead Arranger	VETTER EUR 210 Mio. Revolving Credit Facility Mandated Lead Arranger	viergas EUR 600 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger	VOLKSWAGEN FINANCIAL SERVICES EUR 2,5 Mrd. Revolving Credit Facility Mandated Lead Arranger	WITTE AUTOMOTIVE EUR 125 Mio. Term Loan and Revolving Credit Facility Mandated Lead Arranger	zalando EUR 500 Mio. Revolving Credit Facility Mandated Lead Arranger

Trade Finance

GAZPROMBANK TGE undisclosed ECA-covered Loan LNG Terminal Vyssotsk Sole Lender	ferrovial USD 130 Mio. Payment Guarantee Sole Guarantor	TUI Cruises USD 33 Mio. Performance Guarantee Sole Guarantor
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Transport Finance

TUI GROUP EUR 92,6 Mio. 1x B787-9 Lender	KGAL USD 100 Mio. 4x A320NEO Arranger / Lender / Facility Agent	MERGED USD 47,5 Mio. 2x A330-300 Lender / Account Bank / Paying Agent	K+S USD 35,3 Mio. 412 Güterwaggons Sole Arranger / Lender
QATAR AIRWAYS USD 59,9 Mio. 2x B777-300 ER Mandated Lead Arranger / Lender	BEACON RAIL LEASING GBP 36,6 Mio. diverse Schienenfahrzeuge Lead Arranger / Lender	AERCAP USD 805 Mio. diverse Flugzeuge Original Lender	

Asset and Leasing Finance

DBI DAL EUR 100 Mio. Schienenfahrzeuge S-Bahn Nürnberg Co-Arranger	vlexx undisclosed 21 Elektrotiefenfahrzeuge E-Netz Saar Sole Lender	REWE EUR 50 Mio. Neubau Logistikzentrum Koblenz Co-Arranger	CHG EUR 50 Mio. Konsortialdarlehen Bookrunner / Mandated Lead Arranger / Agent
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Project Finance

KK EUR 75 Mio. Strukturierte Unternehmensfinanzierung Mandated Lead Arranger	CH2M HILL EUR 1,043 Mrd. 369 MW Offshore Windpark Mandated Lead Arranger / Insurance Agent	Grünwerke EUR 626 Mio. 200 MW Offshore Windpark Mandated Lead Arranger	CEE EUR 11,4 Mio. 8,25 MW Windpark Monschau Sole Lead Arranger	CEE EUR 38,5 Mio. 19,8 MW Windpark Gollenberg Sole Lead Arranger	STAWAG EUR 32,1 Mio. 15 MW Windpark Monschau Sole Lead Arranger	ENERGIE EUR 31,9 Mio. 17,25 MW Windpark Stillfussel Sole Lead Arranger	MINDENER STADTWERKE EUR 33,0 Mio. Erwerb eines Gasnetzes Sole Lead Arranger / Sole Underwriter
NEW EUR 41,5 Mio. Investitionen in das Abwassernetz der Stadt Viersen Sole Lead Arranger / Sole Underwriter	steag undisclosed Kauf zweier Müllverbrennungsanlagen Mandated Lead Arranger / Agent	Dublin Waste to Energy EUR 396 Mio. Müllverbrennungsanlage in Dublin Lead Arranger	CATTNESS SHEPHERD & SHAW USD 129,4 Mio. LC Facilities for Windpark Sole LC Provider	Soltage USD 29,3 Mio. Portfolio of Solar PV Facilities Sole Arranger and LC Provider	Combined Cycle Gas USD 700 Mio. Combined Cycle Gas fired Power Plant in PA, USA Joint Lead Arranger	Invenergy USD 106 Mio. Pumping Gas Power Plant in CO, USA Lead Arranger / LC issuer and Lender	GOLDBECK EUR 10 Mio. OPP-Schulprojekt Landkreis Erding Sole Arranger



Development Finance Munich

Art-Invest Real Estate / Accumulata Immobilien

120 m €

Arranger, Sole Lender



Office property in Berlin

Blackstone

278 m €

Arranger, Lender, Agent



Two office properties in Brussels

La Française Real Estate Partners International

228.6 m €

Arranger, Facility and Security Agent, Lender



Four shopping centres Czech Republic and Poland

CPI Property Group

303 m €

Agent



Mixed use property in Berlin (office, hotel, commerce)

Signa

320 m €

Co-Arranger



Office property "Network"

Nanterre

GCI

68 m €

Sole Lender, Hedging Provider



Office property Boston

Beacon Capital Partners

83 m \$

Sole Lender



Office property Stockholm

M&G Real Estate

770 m SEK

Sole Lender, Hedging Provider

Corporate Schuldschein loans

▷ Helaba a successful player in the business

 Lufthansa	 WACKER NEUSON	 PORSCHE HOLDING	 Lonza
€ 1,200 m	€ 125 m	€ 360 m \$ 150 m	€ 700 m \$ 200 m
Schuldschein	Schuldschein	Schuldschein	Schuldschein
2021/23/26	2022	2020/22/24	2021/22/23/24
Joint Lead	Sole Lead	Joint Lead	Joint Lead





Frequent Borrower

▷ Well-positioned in the market

 CA	 UniCredit	 WL BANK	 Unedic
€ 2,900 m	€ 500 m	€ 500 m	€ 1,250 m
Bond	Bond	Bond	Bond
2025/32/37	2023	2027	2022
Joint Lead	Joint Lead	Joint Lead	Joint Lead

Corporate Bonds

▷ Successful growth in lead mandates

 HEIDELBERGCEMENT	 T	 BASF	 innogy
€ 1,000 m	€ 750 m	€ 3,000 m	€ 1,000 m
Bond	Bond	Bond	Bond
2026	2026	2019/27/37	2029
Joint Lead	Joint Lead	Co-Lead	Joint Lead

Towns, States and Districts

▷ Market leader in capital market business with municipalities

 Dortmund	 Lemgo	 UNTERNEHMENSGRUPPE NASSAUISCHE HEIMSTÄTTE WOHNSTADT	 STADT WIEN WIENER WOHNEN
€ 140 m	€ 26 m	€ 165 m	€ 100 m
Bond	Schuldschein	NSV	Schuldschein
2027	2047	2042	2027/28/32/42
Joint Lead	Sole Lead	Sole Lead	Sole Lead

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Dr Detlef Hosemann
Member of the Board of Managing
Directors

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2018 Agenda and Outlook

Statement of Financial Position of Helaba Group

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	31.12.2017	31.12.2016	Change	
	bn €	bn €	bn €	%
Loans and advances to customers incl. cash reserve	20.9	18.3	2.6	14.2
Loans and advances to customers	90.2	93.1	-2.9	-3.1
Allowances for losses on loans and advances	-0.4	-0.8	0.4	50.0
Trading assets	16.3	20.5	-4.2	-20.5
Positive fair values of non-trading derivatives	2.9	4.0	-1.1	-27.5
Financial investments incl. shares in equity-accounted entities	24.1	25.8	-1.7	-6.6
Other assets	4.3	4.3	0	0.0
Total assets	158.3	165.2	-6.9	-4.2
Liabilities due to customers	31.5	30.1	1.4	4.7
Liabilities due to banks	49.5	46.8	2.7	5.8
Securitised liabilities	48.2	50.9	-2.7	-5.3
Trading liabilities	12.3	18.7	-6.4	-34.2
Negative fair values of non-trading derivatives	2.3	3.9	-1.6	-41.0
Provisions, other liabilities	3.0	3.2	-0.2	-6.3
Subordinated capital	3.5	3.7	-0.2	-5.4
Equity	8.0	7.9	0.1	1.3
Total liabilities	158.3	165.2	-6.9	-4.2

	2017	2016	Change	
	m €	m €	m €	%
Net interest income	1,094	1,231	-137	-11.1
Provisions for losses on loans and advances	56	-154	210	n.a.
Net interest income after provisions for losses on loans and advances	1,150	1,077	73	6.8
Net fee and commission income	354	340	14	4.1
Net trading income	268	146	122	83.6
Net income from hedge accounting / derivatives	-127	46	-173	n.a.
Net income from financial investments (incl. at-equity valuation)	35	53	-18	-34.0
Other net operating income	79	119	-40	-33.6
General and administration expenses	-1,312	-1,232	-80	6.5
Profit before taxes	447	549	-102	-18.6
Taxes on income	-191	-209	18	-8.6
Consolidated net profit after taxes	256	340	-84	-24.7

in m €

	2017	2016
Real Estate	377	401
Corporate Finance	94	-54
Financial Markets	4	114
S-Group Business, Private Customers & SME Business	82	99
Public Development & Infrastructure Business	19	22
Other	-204	-118
Consolidation/transition	75	85
Group	447	549

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2018 Agenda and Outlook

Helaba's Strategic Agenda

Focused growth, long-term performance and responsible conduct

**Refining the
Business Model**

**Modern Infrastructure
and Digitalisation**

**Responsibility and
Values**

Helaba will continue to serve its customers in three functions: as a **commercial bank**, a **central S-Group bank** and a **development bank**.



Real estate

Corporates & Markets

Retail & Asset Management

Development business

Commercial bank

Sparkasse central institute

Development bank

Frankfurter
Sparkasse 1822

LBS

Frankfurter
Bankgesellschaft
PRIVATBANK · 2008 · Frankfurt

Helaba Invest

GWH

OFB
Projektentwicklung

WiiBank
Kredit- und Finanzdienstleistungen

Adjusting the business portfolio and growth initiatives



► Real Estate

- ▷ Expanding syndication activities and new products with subsidiaries

► Corporate Finance

- ▷ Increasing structured sales financing and syndication activities
- ▷ Growing business in midcap segment with companies with revenues from 250 m €

► S-Group Business

- ▷ Strengthening lending together with savings banks; realignment of trade finance activities

► Capital Markets

- ▷ Reorienting and increasing client-driven focus

► Public Finance

- ▷ Expanding Public Finance business

► Locations

- ▷ Boosting activities with corporate customer and public sector in NRW
- ▷ Intensifying business at international locations and with international clients

Forward-looking investment in IT and processes



► Information Technology

- Transformation programme to restructure the IT organisation
- Investment in implementing regulatory requirements for IT

► Organisation

- Strengthening project management skills
- Expanding information security organisation

Digital Transformation



Helaba | 

<https://my.helaba.bank>



► Digitalisation Projects

- Helaba Client App for video-based authentication
- Client portals for real estate and corporate customers

► Co-operation

- Digital issuing platform for Schuldscheine with “vc trade”

► Investment in FinTechs

- Investment in “Capnamic Ventures Fonds II”
- Creation of own holding company

► TechQuartier Frankfurt

- Events on topical issues and lively exchange with start-ups

Maintaining the bank's ability to meet future challenges



► Culture and Values

- Helaba has a reliable set of values and a positive corporate culture
- Accepting the challenge of digital transformation and actively shaping change
- Supporting concepts for the workplace of the future and new forms of collaboration

► Sustainability

- Expansion in commitment to principles of sustainable business practices:
 - Signing of UN Global Compact
 - Adoption of lending guidelines and Code of Conduct
 - Fulfilment of 20 criteria of German Sustainability Code (DNK)

- ▶ Clear objective: to maintain and expand strong position in the market.
- ▶ With the measures we have introduced, we have laid the groundwork for a noticeable increase in our earnings over the years to come.
- ▶ Interest rates will remain on a very low level this year and therefore conditions will be equally challenging.
- ▶ For 2018 we anticipate a stable performance in our business and a profit before taxes in the mid-triple-digit million range.

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