

INVESTOR RELATIONS

IR Presentation as of 31.12.2017



Performance



Portfolio Quality



Funding



Outlook



Contact

PERFORMANCE FIGURES

IR Presentation as of 31.12.2017



Performance



Portfolio Quality



Funding



Outlook



Contact

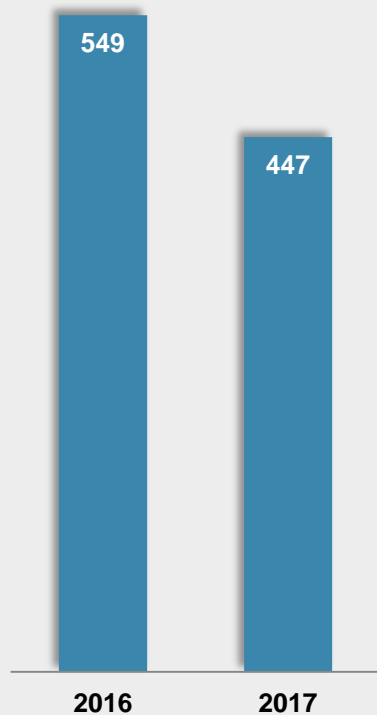


Start

- ▶ Despite a persistence in the challenging market environment, Helaba managed to generate a satisfactory **profit before taxes of € 447 m**. The decline in profits was lower than expected.
- ▶ With the **risk situation remaining positive** Helaba maintained its **strong market position**
- ▶ **Further growth** in **net trading income** and **net fee and commission income** as well as **lower risk provisioning** requirement
- ▶ **Increasing new customer business** is contrasted by a higher-than-planned level of **repayments** and **currency effects**
- ▶ Improvement in **CET1 ratio** to 15.2% (fully-loaded)

Profit before tax

in € m



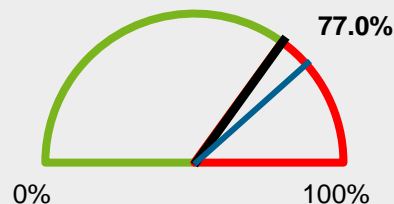
Total assets

in € bn



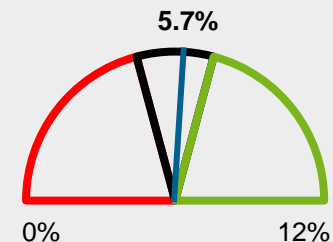
Cost/income ratio

Target ratio
2017 < 70%



Return on equity

Target range 2017
5.0–7.0%



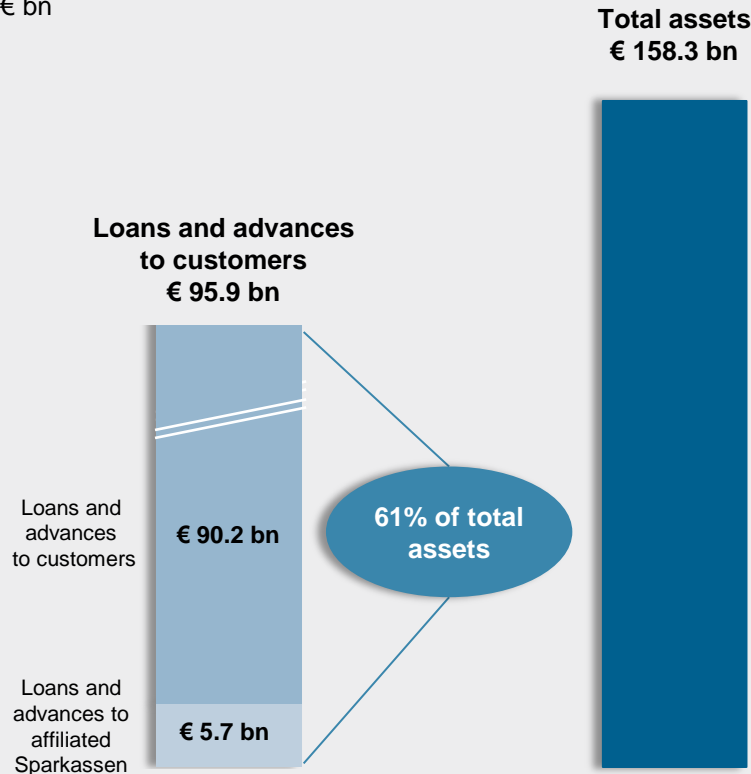
CET1 ratio (“fully-loaded”) and liquidity coverage ratio

	Requirement 2017	Target ratio/ range	Ratio Q3 2017
CET1 ratio (“fully-loaded”)	7.43%*	12%	15.2%
Liquidity coverage ratio	80%	110-130%	159%

* Derived from SREP requirement for 2017 taking capital buffers into account

Tightly interconnected with the real economy

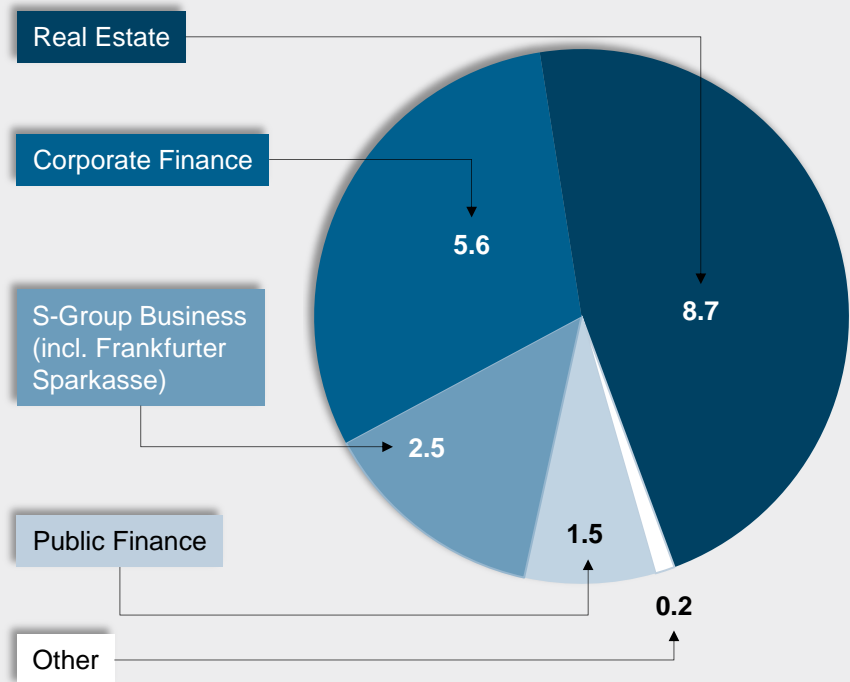
in € bn



- In 2017 degree of interconnectedness with real economy slightly increased to 61% (2016: 60%)

New medium and long-term business: € 18.5 bn *

in € bn

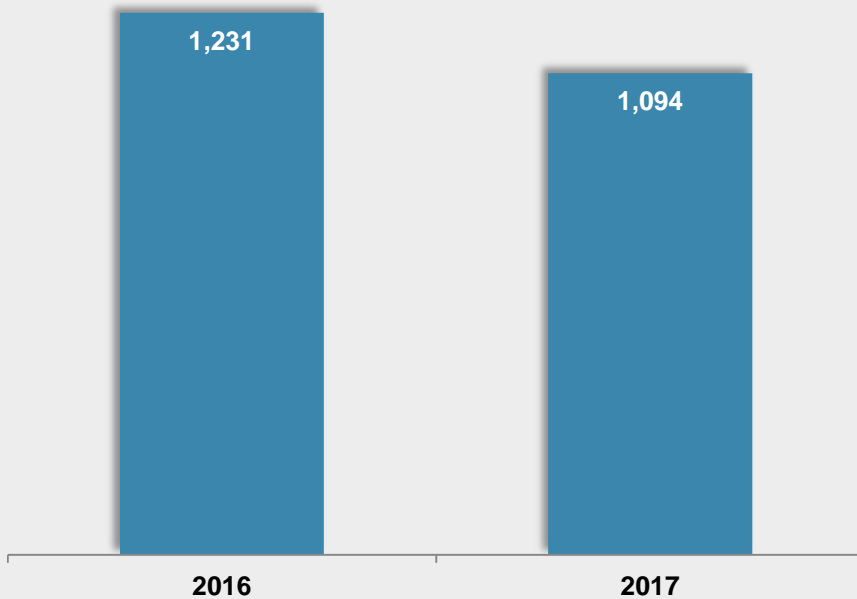


* New medium and long-term business excl. WIBank

- New medium and long-term business (duration of more than one year) remained stable (2016: € 18.5 bn)
- Despite this, portfolio volume declines due to higher-than-planned repayments as well as currency effects

Net interest income

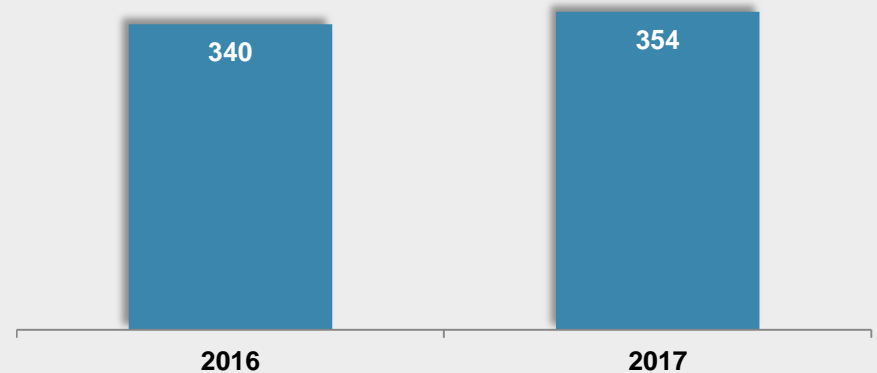
in € m



- Lower net interest income due to slightly reduced volumes and a margin decline resulting from the persistently high competitive pressure
- Results of own investments and retail-related activities impacted by historically low interest rates

Net fee and commission income

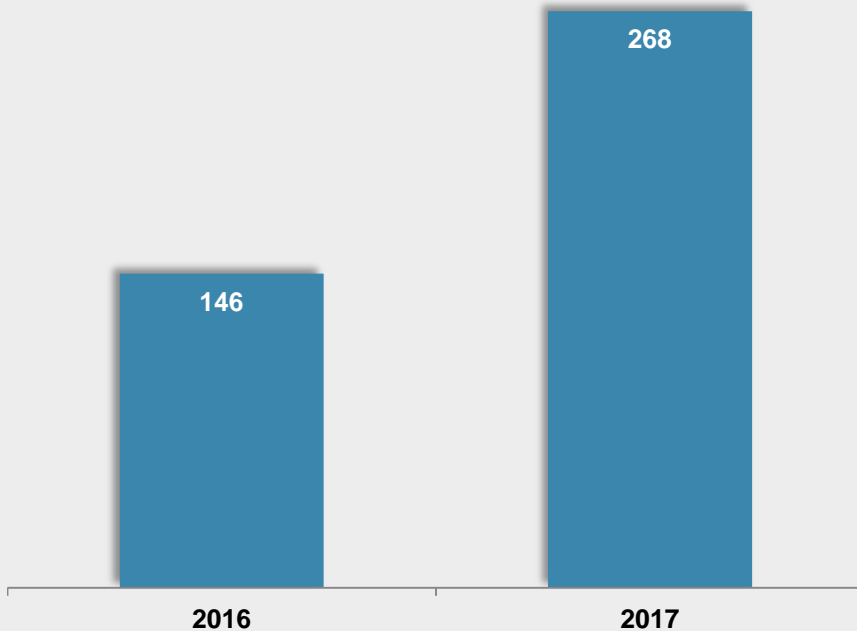
in € m



- Welcome increase in net fee and commission income. In particular, growth in fees and commissions generated by Helaba's transaction banking activities as well as from the security and custody business of Frankfurter Sparkasse and from Helaba Invest's asset management business

Net trading income

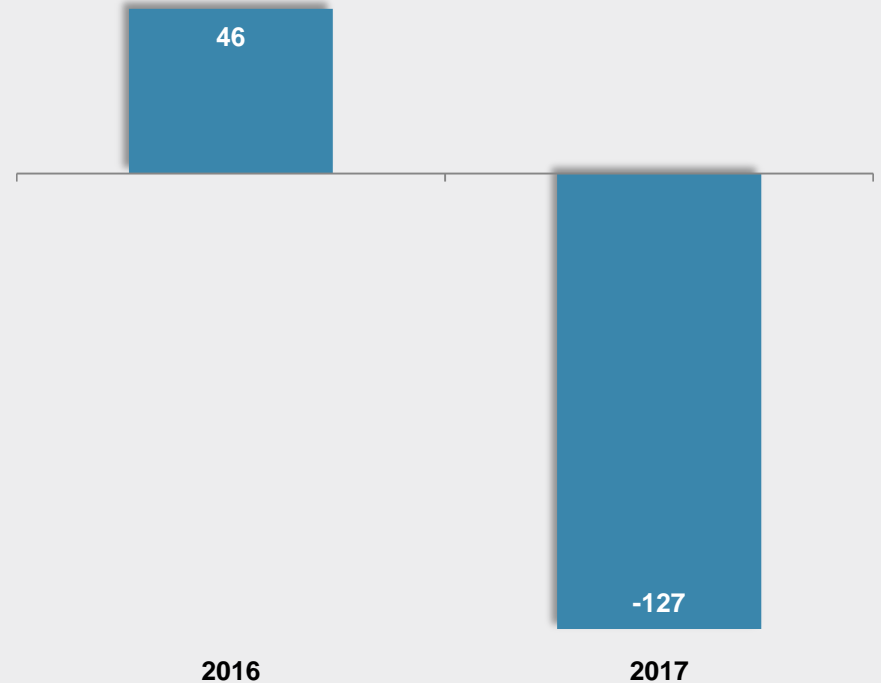
in € m



- Rise in net trading income significantly influenced by lower credit value adjustments on derivatives (CVA/ DVA and FVA-effects of € +77 m) as a consequence of the rise in long-term interest rates
- Satisfactory development of operating income from customer-driven capital market operations

Result from hedges / non-trading derivatives

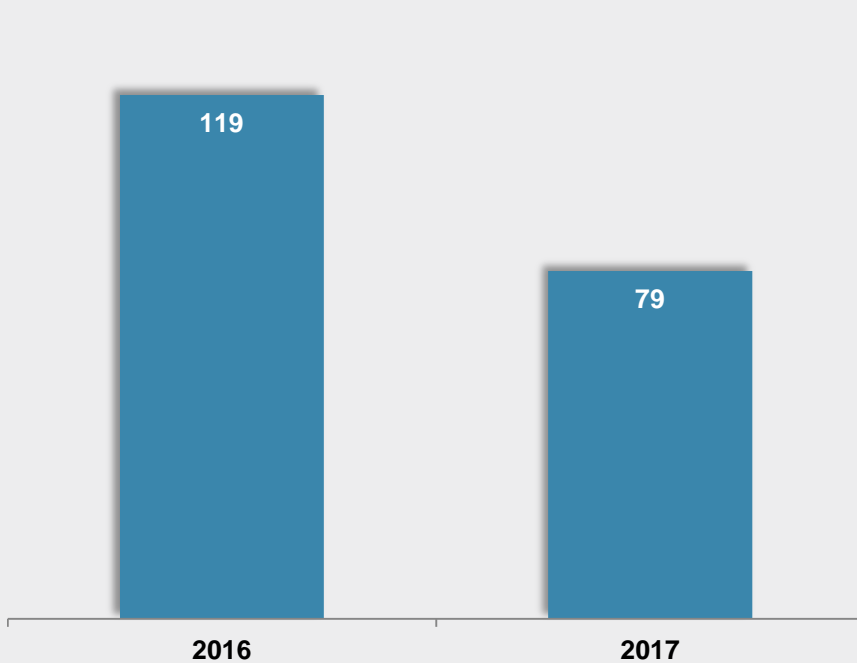
in € m



- Result from hedges / non-trading derivatives and financial instruments (FVO) strongly affected by mark-to-market valuation and therefore decreased from a € 51 m in 2016 to € -118 m
- Another reason for the decline was the inverse effect compared with the previous year of the liquidity component of foreign currencies (cross-currency basis spread) in the valuation of derivatives amounting to € -60 m (2016: € 23 m)

Other net operating income

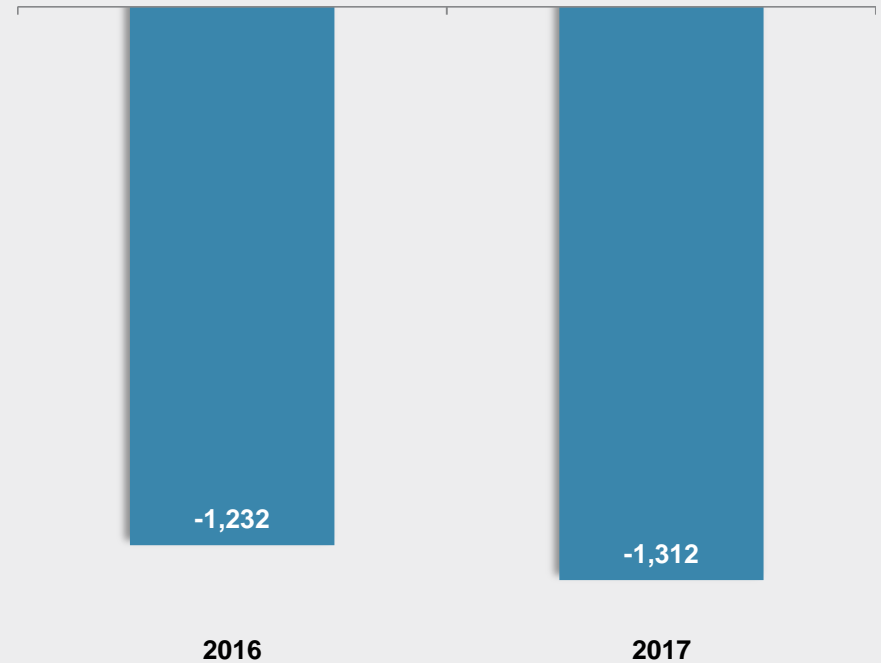
in € m



- Mainly affected by earnings from real estate portfolio (predominantly GWH) in an amount of € 158 m (2016: € 141 m)
- Negative impact on other net operating income due to the complete write-off of the goodwill in relation to Frankfurter Sparkasse (€ 68 m) and the recognition of impairment losses in relation to the postponed implementation of a new core banking system (€ 31 m)

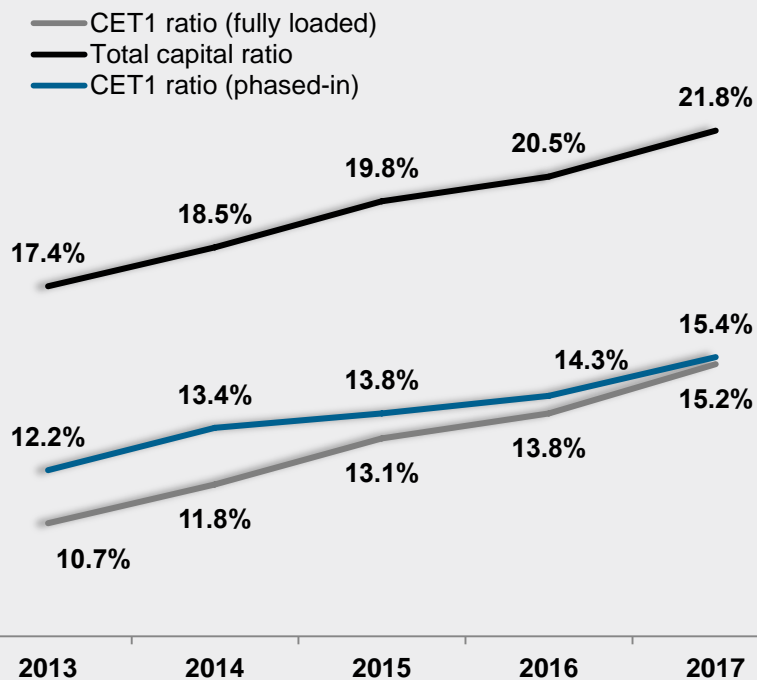
General and administrative expenses

in € m



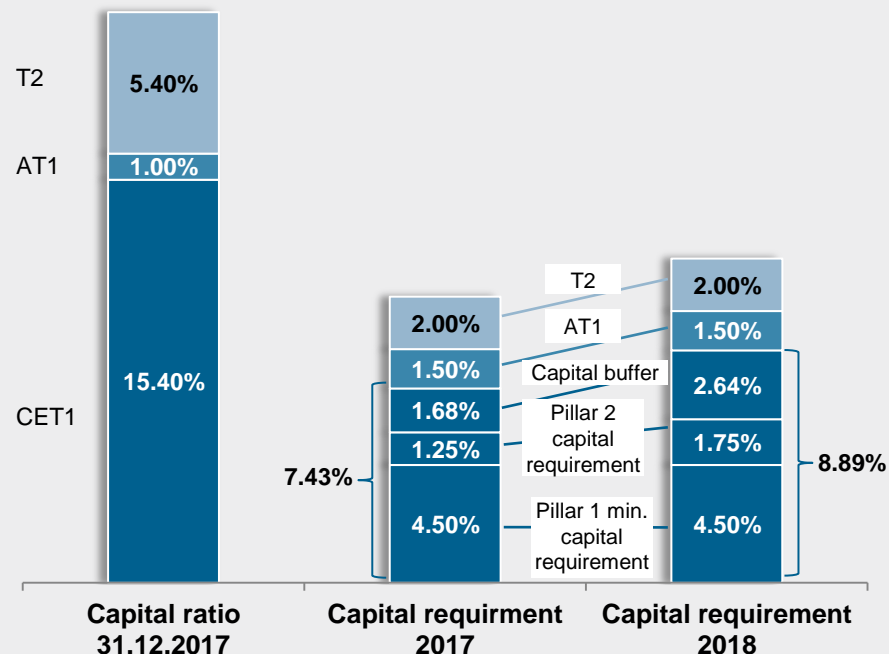
- Increase in non-personnel related administrative expenses include higher IT investments and consulting expenses in connection with the implementation of regulatory and operational requirements

Development of capital ratios









- Continuous improvement in capital ratios to a very high level of 15.2% (fully-loaded) and 15.4% (phased-in), respectively
- Leverage ratio at 4.9% (phased-in) and 4.5% (fully-loaded)
- Risk-weighted assets of € 49.8 bn

Capital requirements and components



- Capital requirement consists of following components:
 - Pillar 1: minimum capital requirement of 4.50%
 - Pillar 2: capital requirement of 1.25%
 - Total capital buffer of 1.68%
- Higher requirements for 2018 mainly result from higher capital buffers in line with the transitional rules

Real Estate	Corporate Finance	Financial Markets	S-Group Business, Priv. Customers & SME	Public Development and Infrastructure Business	Others
Real Estate Lending	Corporate Finance	Capital Markets	S-Group Business		Settlement / custody services
Real Estate Management		Asset/Liability Management (incl. domestic municipal lending business)			Cash Management
		Sales Public Authorities			Corporate Centre Units
		Financial Institutions and Public Finance			
					
			Frankfurter Bankgesellschaft PRIVATBANK Zürich Frankfurt		Consolidation
					Consolidation effects

Real Estate	2017	2016	Change
	m €	m €	%
Total income before loan loss provisions	619	631	-1.9
Provisions for losses on loans and advances	1	-3	n.a.
General and administration expenses	-243	-227	-7.0
Segment result	377	401	-6.0
	31.12.2017	31.12.2016	
	bn €	bn €	
Assets	32.6	34.5	
Risk-weighted assets	15.6	16.1	

- Segment with highest contribution to Group profit; result remains on a high level but below previous year
- As the most significant component of earnings, net interest income declined compared to previous year due to lower margins in existing business and slight reduction in the portfolio, also as a result of early repayments
- Slightly positive contribution to segment earnings from loan loss provisions, but overall on the same level as last year
- Increase in general and administration expenses due to higher allocation of overheads



Corporate Finance	2017	2016	Change
	m €	m €	%
Total income before loan loss provisions	311	304	2.3
Provisions for losses on loans and advances	-78	-226	65.5
General and administration expenses	-139	-132	-5.3
Segment result	94	-54	n.a.

	31.12.2017	31.12.2016
	bn €	bn €
Assets	26.9	28.3
Risk-weighted assets	13.2	13.9

- Significant rise of 30 % in new business to € 5.6 bn
- Recovery in segment result in part due to considerably lower risk provisioning requirement, especially for ship financing portfolio
- Higher general and administration expenses as a result of general increase in costs and higher allocation of overheads



Financial Markets	2017	2016	Change
	m €	m €	%
Total income before loan loss provisions	234	330	-29.2
Provisions for losses on loans and advances	2	-1	n.a.
General and administration expenses	-232	-215	-7.9
Segment result	4	114	-96.5
	31.12.2017	31.12.2016	
	bn €	bn €	
Assets	28.2	33.8	
Risk-weighted assets	6.1	7.8	

- Overall, segment result declines substantially to € 4 m, in particular due to negative valuation effects
- In comparison to the previous year, a considerable rise in segment trading income, thanks to earnings from customers and positive CVA/FVA effects ($\Delta+$ € 108 m), is contrasted by negative valuation effects ($\Delta-$ € 161 m), in part due to the valuation of derivatives (CCBS) as well as a lower contribution to earnings from treasury activities
- Moreover, rise in medium and long-term new business of Public Finance to € 1.5 bn (2016: € 1.2 bn)
- Increase in general and administration expenses of approximately 8 %, mainly as a result of higher project costs



S-Group Business, Private Customers and SME Business

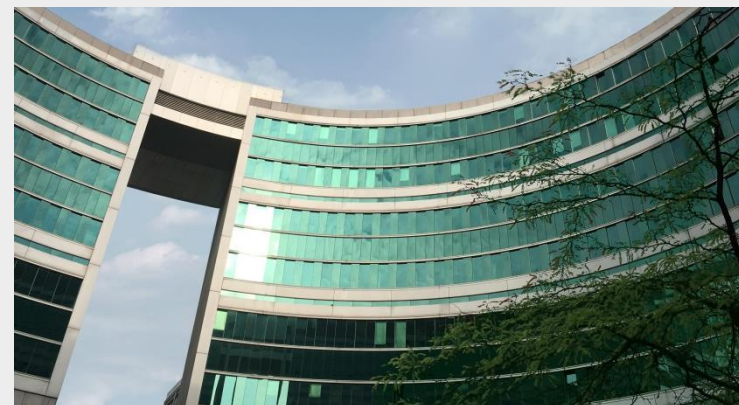
	2017	2016	Change
	m €	m €	%
Total income before loan loss provisions	553	565	-2.1
Provisions for losses on loans and advances	1	10	-90.0
General and administration expenses	-472	-476	0.8
Segment result	82	99	-17.2
	31.12.2017	31.12.2016	
	bn €	bn €	
Assets	34.6	35.6	
Risk-weighted assets	5.9	5.8	

- Fall in segment result and earnings due to decline in net interest income as a consequence of zero and negative interest rate environment, primarily in Frankfurter Sparkasse's business
- Positive development in earnings of business with Sparkassen across Germany
- Growth in net fee and commission income driven by Frankfurter Sparkasse, the S-Group Business and Frankfurter Bankgesellschaft
- Slightly lower general and administration expenses



Public Development and Infrastructure Business	2017	2016	Change
	m €	m €	%
Total income before loan loss provisions	88	85	3.5
Provisions for losses on loans and advances	0	0	n.a.
General and administration expenses	-69	-63	-9.5
Segment result	19	22	-13.6
	31.12.2017	31.12.2016	
	bn €	bn €	
Assets	16.8	16.6	
Risk-weighted assets	1.2	1.1	

- Change of segment result mainly due to rise in general and administration expenses due to higher investments for IT services
- Positive development in segment earnings thanks to slight increase in net interest income due to growth in promotional loan business



Other	2017	2016	Change
	m €	m €	%
Total income before loan loss provisions	-115	-13	>-100.0
Provisions for losses on loans and advances	132	64	>100.0
General and administration expenses	-221	-169	-30.8
Segment result	-204	-118	-72.9
	31.12.2017	31.12.2016	
	bn €	bn €	
Assets	29.0	23.2	
Risk-weighted assets	7.8	8.1	

- Segment includes, in particular, net income from transaction banking business as well as costs of central units
- Transaction business of Cash Management and Custody Services saw positive development; decline in segment result mainly caused by one-off effects
- Fall in segment earnings as a result of unforeseen encumbrances: Impairment charges on goodwill of Frankfurter Sparkasse as well as extraordinary allowances on capitalised project costs. In addition, the previous year was characterised by positive non-recurring effects.
- Higher general and administration expenses particularly due to costs for projects



Profit before taxes as of 31.12.2017

in € m



PORTFOLIO QUALITY

IR Presentation as of 31.12.2017

 Performance

 **Portfolio Quality**

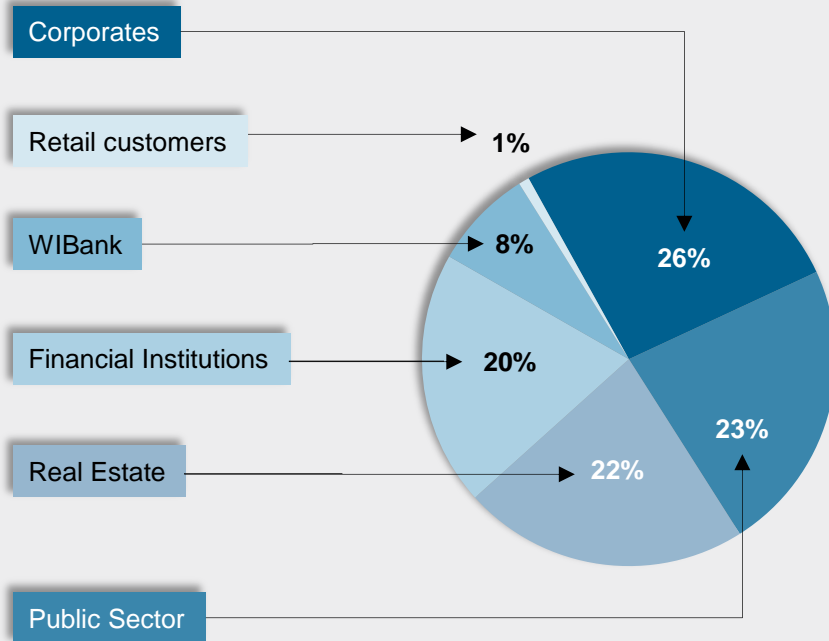
 Funding

 Outlook

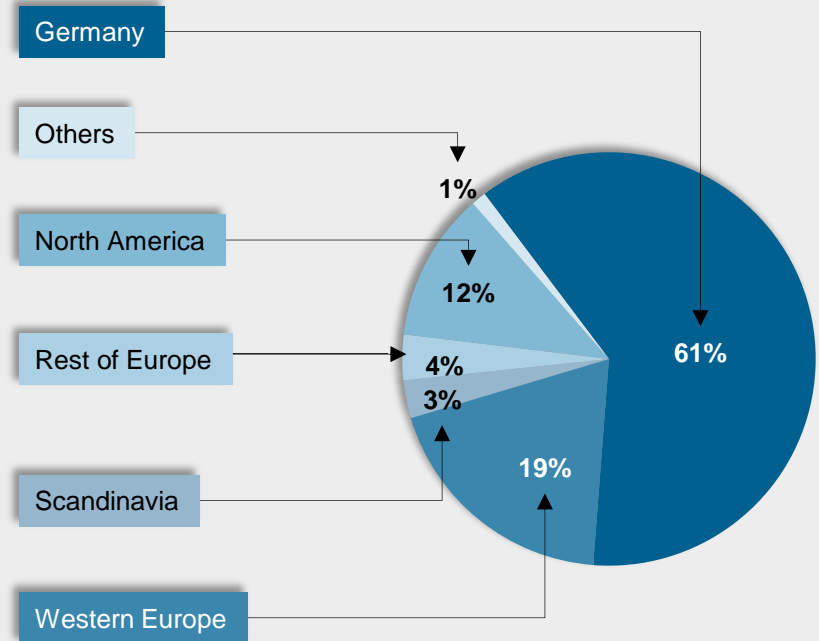
 Contact

 Start

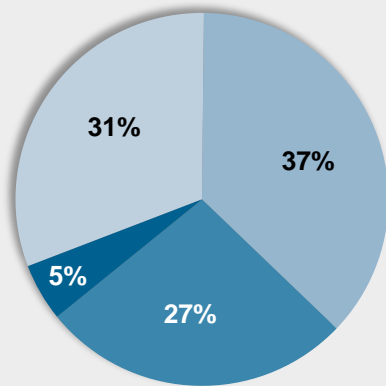
Breakdown by customers



Breakdown by region



Total volume of lending by default rating category (RC)



RC 0-1: No default risk to excellent and sustainable financial performance; corresponding S&P Rating: AAA / AA+

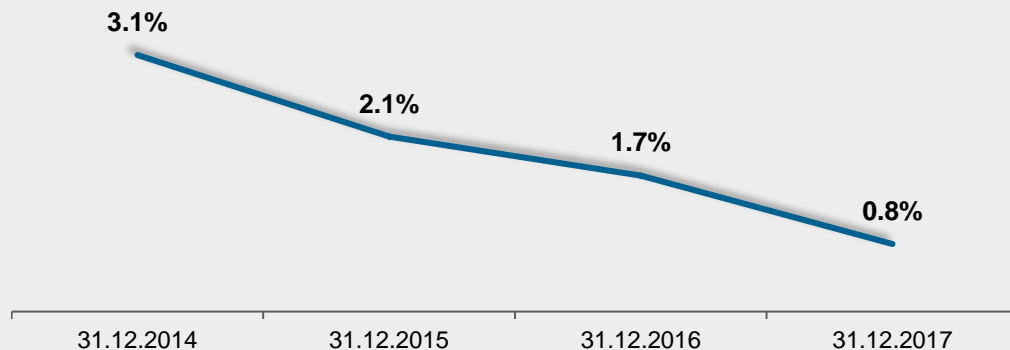
RC 2-7: Exceptionally high to outstanding financial performance; corresponding S&P Rating: AA to A-

RC 8-13: Very good to satisfactory financial performance; corresponding S&P Rating: BBB+ to BB

RC 14-24: Sufficient and lower financial performance; corresponding S&P Rating: < BB

- Total lending volume of € 175.8 bn
- 95% of total lending volume with excellent to satisfactory creditworthiness

Development of NPL¹ ratio



- As of 31.12.2017, NPL ratio had fallen further to 0.82%.
- Of total loans and advances of € 111.7 bn, € 0.9 bn were classified as non-performing exposures

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

Composition of loan loss provisions

in € m

01.01.- 31.12.2016

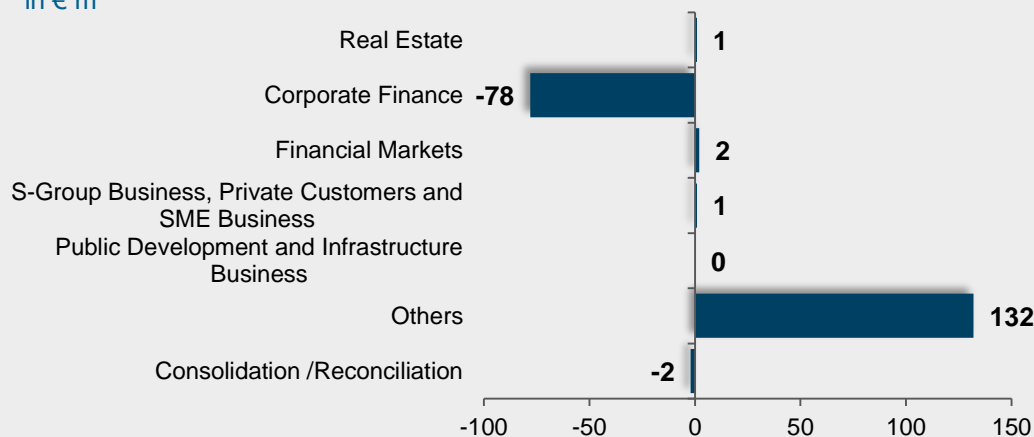
01.01.- 31.12.2017

Net risk provisioning	-154	Net risk provisioning	56
		Specific allowances	-115
		Portfolio allowances	140
		Provisions	6
		Direct impairments/ recoveries on receivables previously written down	25

- Significantly lower requirement for provisions for losses on loans and advances compared to the same period last year thanks to the high quality of the portfolio and the extensive risk provisions for the shipping portfolio recognised in 2016

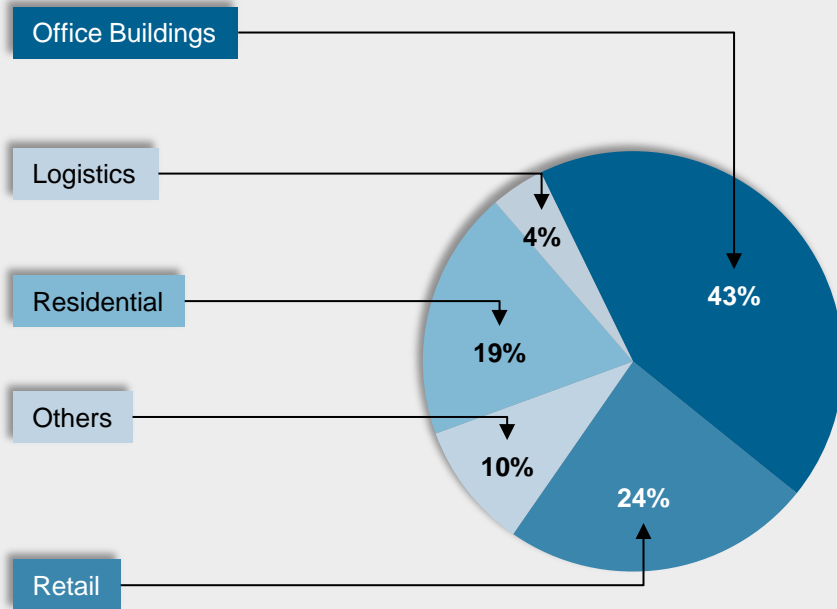
Breakdown by segment

in € m

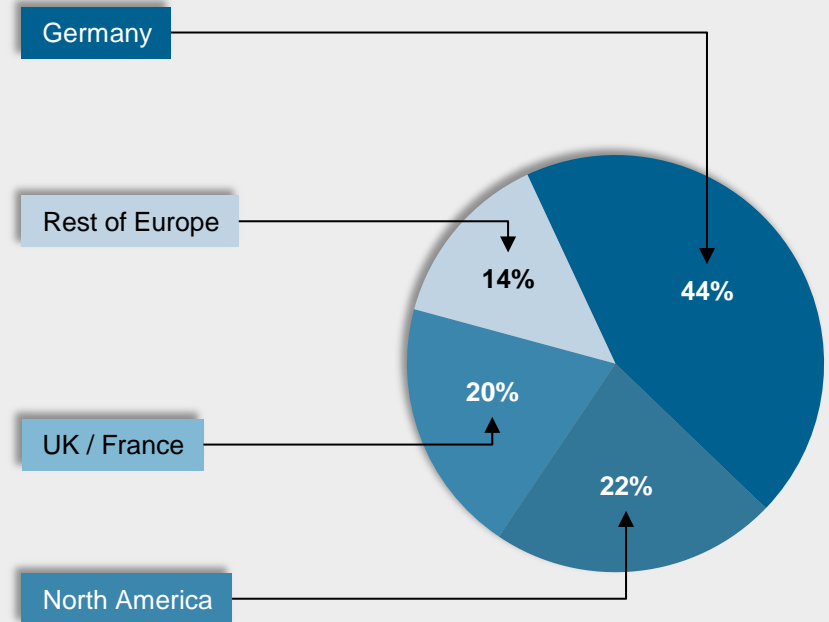


- Additions to allowances only in Corporate Finance segment mainly related to the shipping portfolio
- Reversal of portfolio allowances for loans not acutely at risk of default in segment of "Others"

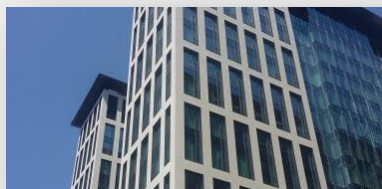
Breakdown by usage



Breakdown by region



▶ As a market leader in Germany, Helaba has acknowledged expertise in the real estate lending business



Two office Buildings in Brussels

Koreani livestor Group
€ 228.6 m
 Arranger, Lender, Agent



Office Building „Nework“ in Nanterre

GCI
€ 68.0 m
 Sole Lender, Hedging Provider



Development Financing in Munich

Art-Invest Real Estate / Accumulata Real Estate
€ 120.0 m
 Arranger, Sole Lender



Office Building in Boston

Beacon Capital Partners
\$ 83.0 m
 Sole Lender



Mixed-used property in Berlin (Office building, Hotel, commercial premises)

Signa
€ 320.0 m
 Co-Arranger



Office Building in Stockholm

M&G Real Estate
SEK 770.0 m
 Sole Lender, Hedging Provider



4 Shopping malls in Poland and the Czech Republic

CPI Property Group
€ 303.0 m
 Arranger, Lender, Agent



Office Builising in Berlin

Blackstone
€ 278.0 m
 Arranger, Lender, Agent



- ▶ Helaba has been named by the magazine **Euromoney – Real Estate** “**best bank in Western Europe**” in the category of **real estate loan providers** for the third time in a row
- ▶ Helaba also took the top spot in country-specific polls for Germany and Poland



- ▶ At the 2017 **Europe Property CEE Investment Awards**, Helaba once again was honoured as “**Bank of the Year 2017**”

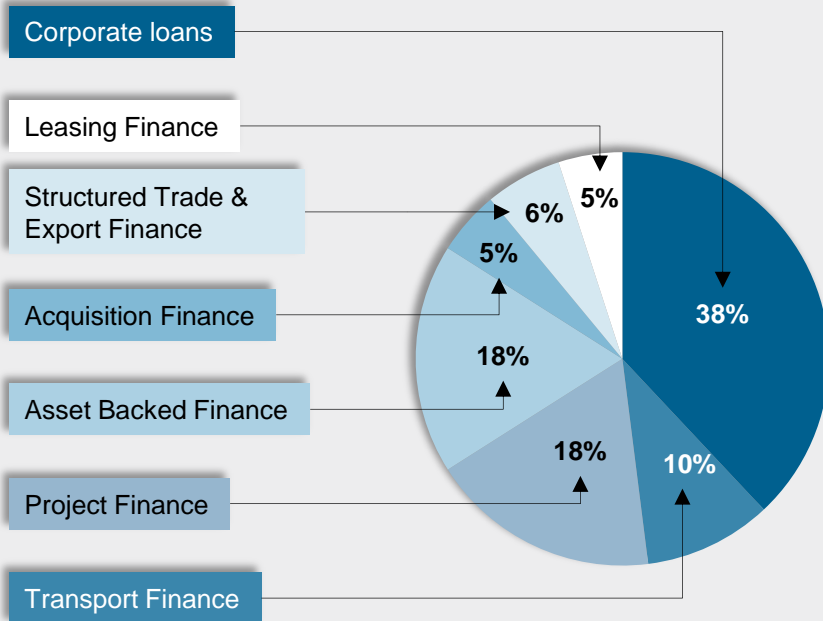


- ▶ Helaba took the top spot at the **immobilienmanagerAward 2017** in the category ‘Financing’ for its project "Junghof Plaza"

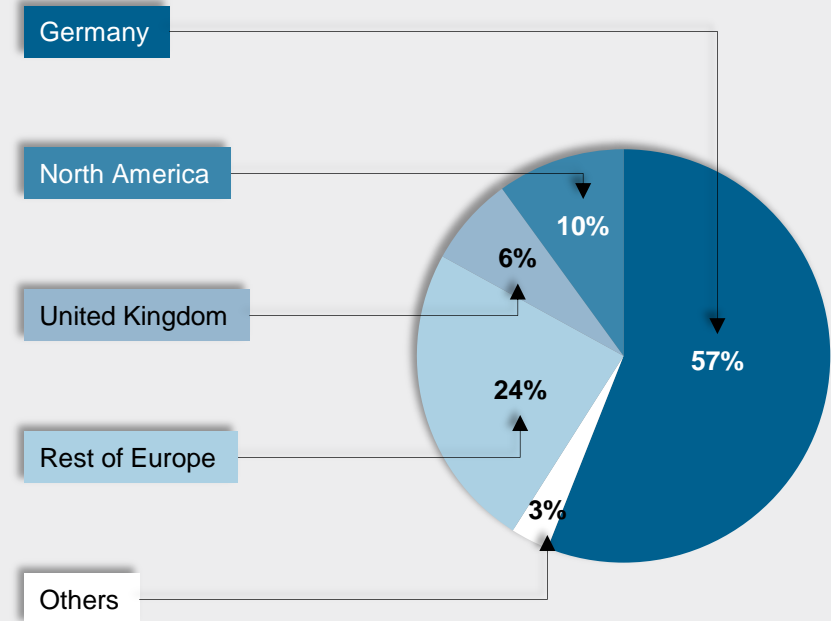


- ▶ Helaba's Commercial Real Estate lending was honoured by **Real Estate Capital** in two categories: "**Lender of the Year in Germany**" and "**Lender of the Year in Central and Eastern Europe**"

Breakdown by product area



Breakdown by region



▶ Corporate Finance supports target customers with customized classic and capital market oriented financing structures.

Corporate Loans

 <p>EUR 180 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 100 Mio. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger / Facility Agent</p>	 <p>EUR 150 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 300 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>USD 760 Mio. / CAD 80 Mio. / EUR 940 Mio. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 550 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 2,75 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 110 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger / Facility Agent</p>	 <p>EUR 450 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 1,75 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>
 <p>EUR 2,75 Mrd. / USD 1,15 Mrd. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 400 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 750 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 2,0 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 400 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 1,25 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 200 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 2,1 Mrd. / EUR 750 Mio. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 100 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 2,5 Mrd. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>
 <p>EUR 200 Mio. Green Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 275 Mio. Term Loan and Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 190 Mio. Term Loan and Revolving Credit Facility Coordinating Mandated Lead Arranger</p>	 <p>EUR 750 Mio. / EUR 810 Mio. Term Loan and Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 150 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 210 Mio. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 600 Mio. Revolving Credit Facility Bookrunner / Mandated Lead Arranger</p>	 <p>EUR 2,5 Mrd. Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 125 Mio. Term Loan and Revolving Credit Facility Mandated Lead Arranger</p>	 <p>EUR 500 Mio. Revolving Credit Facility Mandated Lead Arranger</p>

Transport Finance

 <p>EUR 92,6 Mio. 1x B787-9 Lender</p>	 <p>USD 100 Mio. 4x A320NEO Arranger / Lender / Facility Agent</p>	 <p>USD 47,5 Mio. 2x A330-300 Lender / Account Bank / Paying Agent</p>	 <p>USD 35,3 Mio. 412 Güterwaggons Sole Arranger / Lender</p>	 <p>USD 59,9 Mio. 2x B777-300 ER Mandated Lead Arranger / Lender</p>	 <p>GBP 36,6 Mio. diverse Schienenfahrzeuge Lead Arranger / Lender</p>	 <p>USD 805 Mio. diverse Flugzeuge Original Lender</p>
---	---	---	---	---	---	---

Project Finance

 EUR 10 Mio. ÖPP-Schulprojekt Landkreis Erding Sole Arranger	 EUR 75 Mio. Strukturierte Unternehmensfinanzierung Mandated Lead Arranger	 EUR 1,043 Mrd. 369 MW Offshore Windpark Mandated Lead Arranger / Insurance Agent	 EUR 626 Mio. 200 MW Offshore Windpark Breitenbach am Herzberg Mandated Lead Arranger	 EUR 11,4 Mio. 8,25 MW Windpark Breitenbach am Herzberg Sole Lead Arranger	 EUR 38,5 Mio. 19,8 MW Windpark Gollenberg Sole Lead Arranger
 EUR 32,1 Mio. 15 MW Windpark Monschau Sole Lead Arranger	 EUR 31,9 Mio. 17,25 MW Windpark Stillfüßel Sole Lead Arranger	 EUR 33,0 Mio. Erwerb eines Gasnetzes Sole Lead Arranger / Sole Underwriter	 EUR 41,5 Mio. Investitionen in das Abwasseretz der Stadt Viersen Sole Lead Arranger / Sole Underwriter	 undisclosed Kauf zweier Müllverbrennungsanlagen Mandated Lead Arranger / Agent	 EUR 396 Mio. Müllverbrennungsanlage in Dublin Lead Arranger
 USD129.4 Mio. LC Facilities for Windpark Sole LC Provider	 USD 29.3 Mio. Portfolio of Solar PV Facilities Sole Arranger and LC Provider	 USD 700 Mio. Combined Cycle Gas fired Power Plant in PA, USA Joint Lead Arranger	 USD 108 Mio. Peaking Gas Power Plant in CO, USA Lead Arranger / LC Issuer and Lender		

Acquisition Finance

 undisclosed DKV Mobility Services Group Mandated Lead Arranger	 USD 6,325 Mrd. Nuclaic Acid Testing von Hologic Inc. Mandated Lead Arranger	 undisclosed Lampenwelt GmbH Underwriter / Bookrunner / Mandated Lead Arranger / Agent
 USD 5,5 Mrd. Capsugel S.A. Bookrunner / Mandated Lead Arranger	 EUR 175 Mio. Orion Engineered Carbons S.A. Mandated Lead Arranger	 undisclosed PAS Management Holding GmbH Bookrunner / Mandated Lead Arranger / Agent
 EUR 477 Mio. Magnesita Refratários S.A. Bookrunner / Mandated Lead Arranger	 EUR 2,35 Mrd. STADA Arzneimittel AG Mandated Lead Arranger	 undisclosed van Eupen Holding GmbH Bookrunner / Mandated Lead Arranger / Agent

Structured Trade + Lease Finance






 EUR 160 Mio. Schienenfahrzeuge S-Bahn Nürnberg Co-Arranger	 undisclosed 21 Elektrotriebfahrzeuge E-Netz Saar Sole Lender	 EUR 50 Mio. Neubau Logistikzentrum Koblenz Co-Arranger	 EUR 50 Mio. Konsortialdarlehen Bookrunner / Mandated Lead Arranger / Agent
---	--	---	---


Export Finance

 undisclosed ECA-covered Loan LNG Terminal Vyotsk Sole Lender	 USD 130 Mio. Payment Guarantee Sole Guarantor	 USD 33 Mio. Performance Guarantee Sole Guarantor
--	--	---

HELABA FUNDING

IR Presentation as of 31.12.2017

-  Performance
-  Portfolio Quality
-  **Funding**
-  Outlook
-  Contact

-  Start

MOODY'S

	Rating
Outlook	Negative
Issuer Rating	A1
Counterparty Risk Assessment	Aa3(cr)
Long-term Deposit Rating	Aa3
Public-Sector Covered Bonds	Aaa
Short-term Deposit Rating ²	P-1
Senior senior unsecured bank debt ³	Aa3
Senior Unsecured ⁴	A1
Subordinate Rating ⁵	Baa2
Baseline Credit Assessment	baa3

FitchRatings

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

S&P Global ¹

	Rating
Outlook	Stable
Long-term Issuer Credit Rating	A
Short-term Issuer Credit Rating ²	A-1
Long-term Senior Unsecured ³	A
Long-term Senior Subordinated ⁴	A-
Standalone Credit Profile	a

Ratings for Helaba's liabilities covered by statutory guarantee ⁶

Long-term Rating

Moody's Fitch Ratings S&P Global

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)

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 Programm	€ 35 bn
Inlandsemissionen (Basisprospekt)	
Euro-CP/CD Programm	€ 10 bn
NEU CP (ehem. French CD) Programm	€ 6 bn
USCP Programm	\$ 5 bn

Broad Access to Liquidity

Helaba Group

- ▶ € 34 bn cover pool for covered bonds
- ▶ € 32 bn securities eligible for ECB/ central bank funding
- ▶ € 18 bn retail deposits within Helaba Group

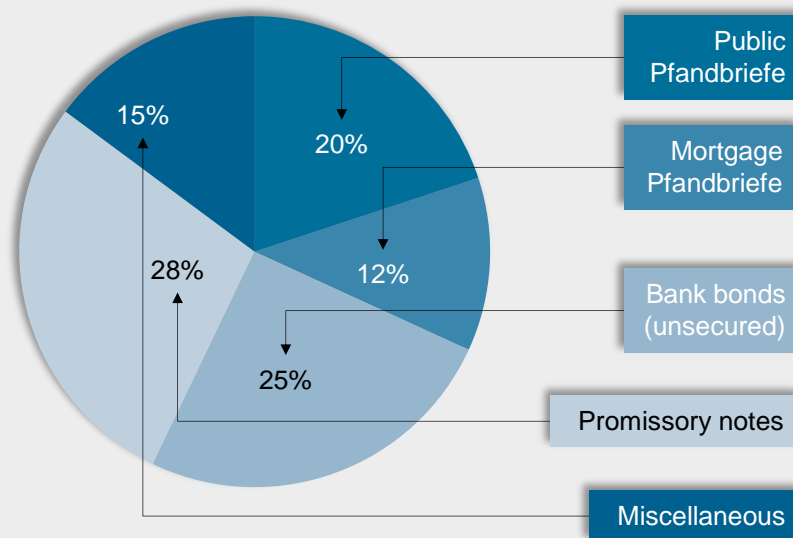
Finanzgruppe Hessen-Thüringen

- ▶ € 94 bn deposits within  Finance Group Hesse-Thuringia (consolidated accounts as of 31.12.2016)

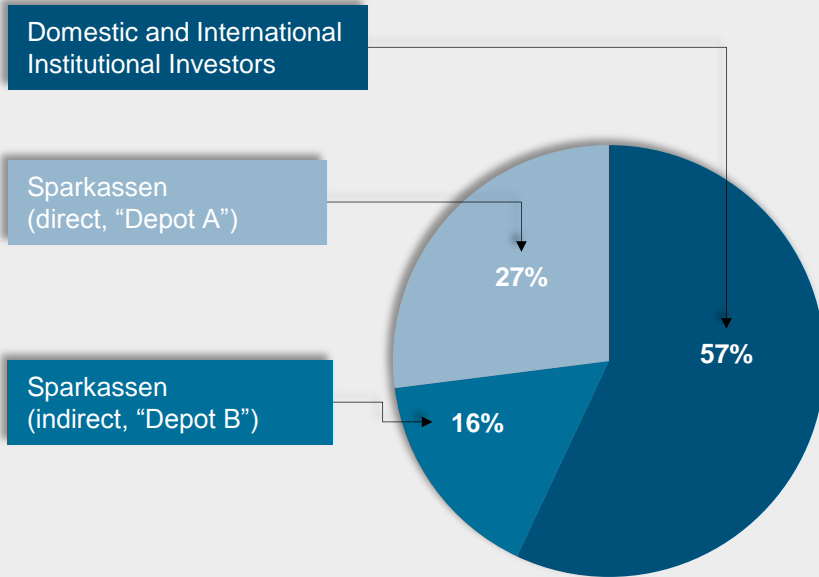
Outstanding medium and long-term funding (≥ 1 year): € 82.7 bn

Year-on-year comparison	2017	2016	2015
	in € m	in € m	in € m
Covered bonds ("Pfandbriefe")	26,334	27,477	29,406
thereof public sector	16,482	17,605	20,642
thereof mortgage backed	9,852	9,872	8,764
Senior unsecured bonds	20,906	20,113	17,087
Promissory notes	23,197	21,050	21,417
Miscellaneous*	12,283	12,852	13,700
Total	82,720	81,492	81,610

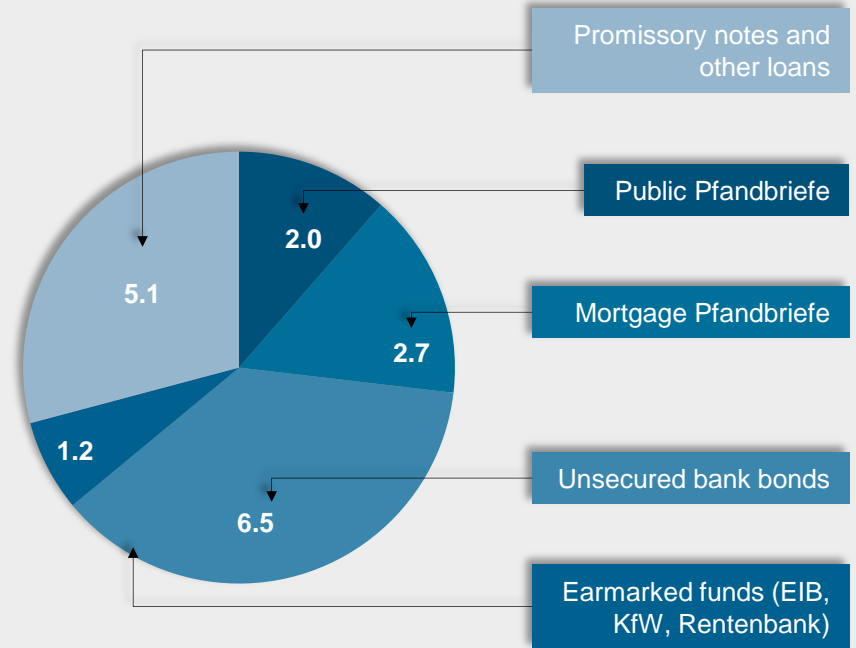
* Subordinated bonds/ participation certificates/ silent partnership contributions/ earmarked funds



Breakdown by Investor



Breakdown by Product (in € bn)









Medium and long-term funding volume in 2017: € **17.5 bn**. Helaba took advantage of positive market environment and exceeded planned funding volumes for 2017

- ▶ Successful benchmark issues in covered bond segment primarily appealed to institutional market
- ▶ Share of institutional investors includes drawdown of € 1.5 bn under the TLTRO II

OUTLOOK

IR Presentation as of 31.12.2017

-  Performance
-  Portfolio Quality
-  Funding
-  **Outlook**
-  Contact
-  Start

Helaba's Strategic Agenda

Focused growth, long-term performance and responsible conduct

**Refining the
Business Model**

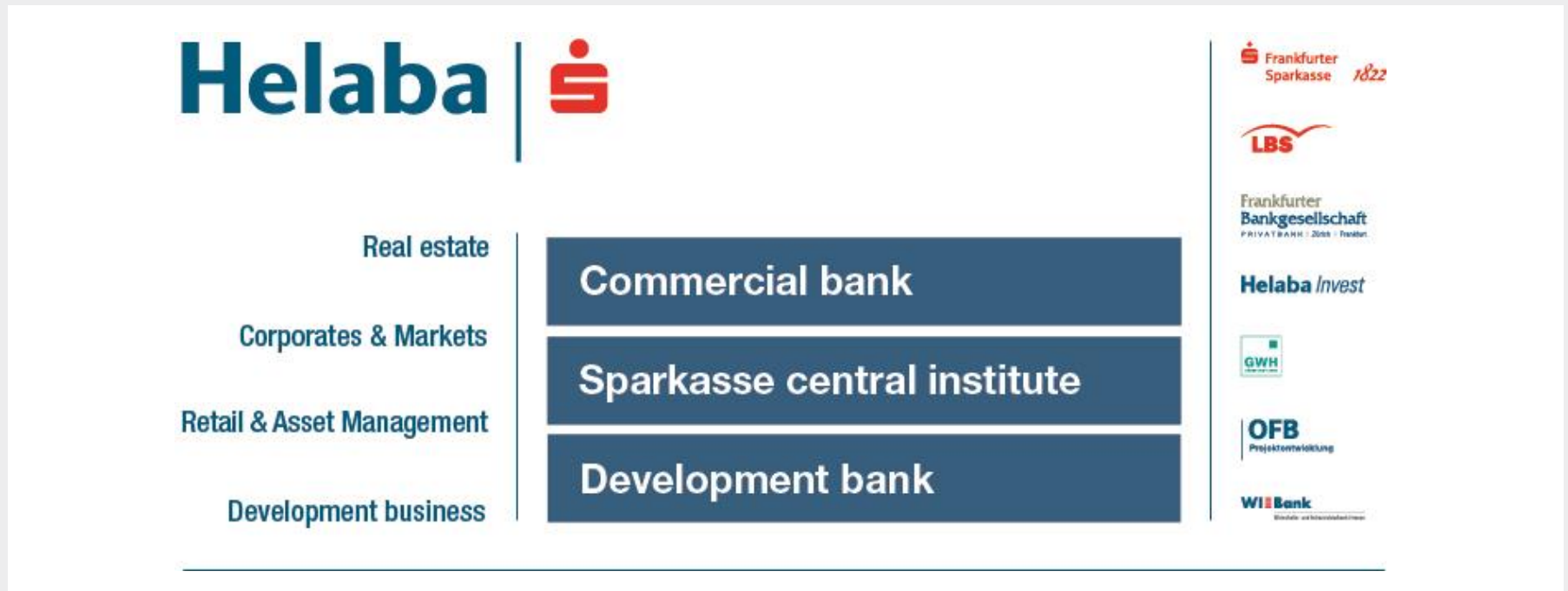


**Modern Infrastructure
and Digitalisation**



**Responsibility and
Values**





Business model affirmed

- Helaba continues to serve its customers as a **commercial bank**, as a **Sparkasse central institute** and as a **development bank**

Growth strategies

- Implementing and progressing growth strategies

Segment allocation update

- Changes of the organisation structure led to an update of the segment allocation; will be shown in the 2018 financial reporting

Adjusting the business portfolio and growth initiatives



▶ Real Estate Business

- 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.**

YOURCONTACT

IR Presentation as of 31.12.2017



Performance



Portfolio Quality



Funding



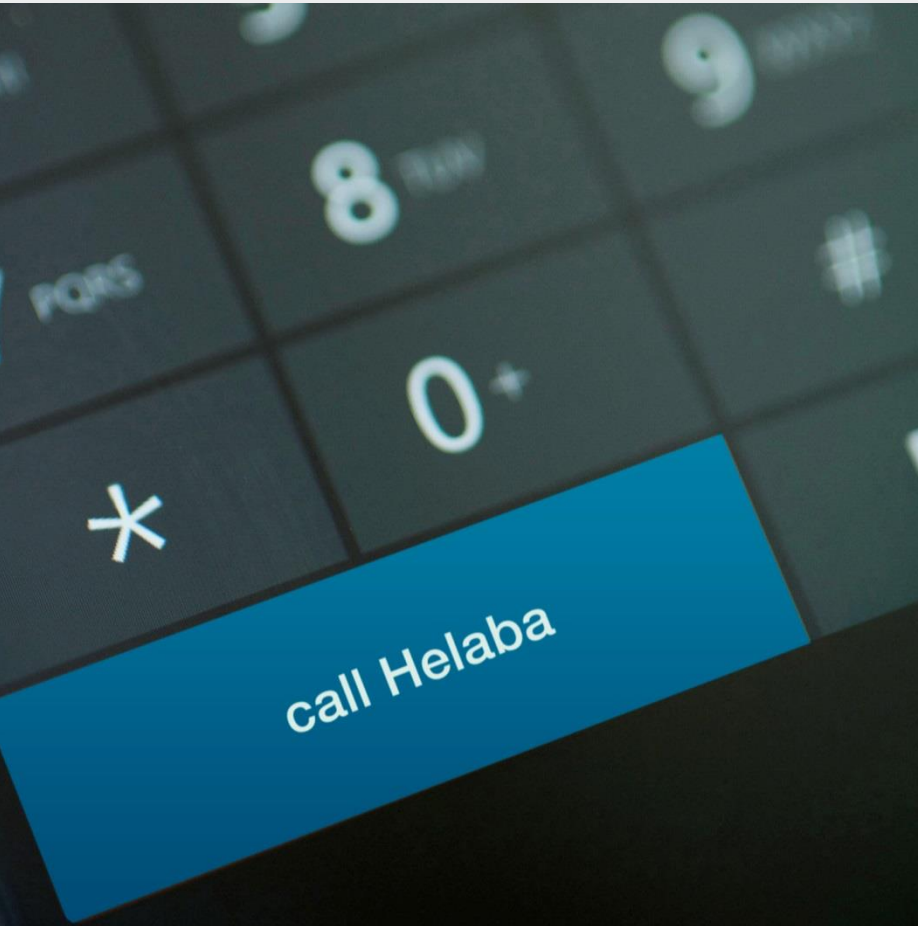
Outlook



Contact



Start



Mona Horchler

Group Strategy – Investor Relations
Tel (+49) 69/91 32 - 49 35
mona.horchler@helaba.de



Nicole Heenen

Group Strategy – Investor Relations
Tel (+49) 69/91 32 - 39 82
nicole.heenen@helaba.de



Nadia Landmann






Debt Investor Relations
Tel (+49) 69/91 32 – 23 61
nadia.landmann@helaba.de




Landesbank Hessen-Thüringen
Neue Mainzer Strasse 52-58
60311 Frankfurt am Main

APPENDIX

IR Presentation as of 31.12.2017

-  Performance
-  Portfolio Quality
-  Funding
-  Outlook
-  Contact

-  Start

Statement of Financial Position of Helaba Group (IFRS)	31.12.2017	31.12.2016	Change	
	bn €	bn €	bn €	%
Loans and advances to banks 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	0.0
Total assets	158.3	165.2	-6.9	-4.2
Liabilities due to banks	31.5	30.1	1.4	4.7
Liabilities due to customers	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

Income Statement of Helaba Group (IFRS)	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 administrative 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	256	340	-84	-24.7

- Material provided has been prepared for information purposes only. Prices and rates mentioned are of indicative and non-binding nature.
- The material and any information contained herein do not constitute an invitation to buy, hold or sell securities or any other instrument. The material does not constitute an investment consultancy and does not substitute an individual analysis. Opinions expressed are today's views and may change without prior notice. Transactions entered into by the user are at the user's risk!
- The material is based upon information and processes we consider reliable. However, we do not represent that the information, results and conclusions are accurate or complete, and they should not be relied upon as such. Past performance, previous simulations or forecasts provided in the past do not represent a reliable indicator of future performance.
- Certain transactions, including those involving derivatives such as interest rate swaps, futures, options and high-yield securities, give rise to substantial risk and are not suitable for all borrowers and investors.
- Helaba and persons involved with the preparation of this publication may from time to time have long or short positions in, or buy and sell derivatives such as interest rate swaps, securities, futures or options identical to or related to those instruments mentioned herein.
- No strategy implemented based on the publication is or will be without risk, and detrimental interest-rate and/or price moves can not be ruled out; these could, depending on size and timing, result in severe economic loss. The occurrence of exchange rate fluctuations may, over the course of time, have a positive or negative impact on the return to be expected.
- Due to the personal situation of the relevant customer, this information cannot replace tax consulting in the individual case. It is therefore recommended that potential purchasers of the financial instrument seek advice from their tax and legal consultants as regards the tax consequences of purchasing, holding and selling the financial instruments. Tax treatment may be subject to changes in the future.
- Helaba does not provide any accounting, tax or legal advice; such matters should be discussed with independent advisors and counsel before entering into transactions.
- Any third party use of this publication is prohibited without prior written authorization by Helaba.

© Landesbank Hessen-Thüringen Girozentrale, Frankfurt am Main and Erfurt