Values with impact.

Investor Relations

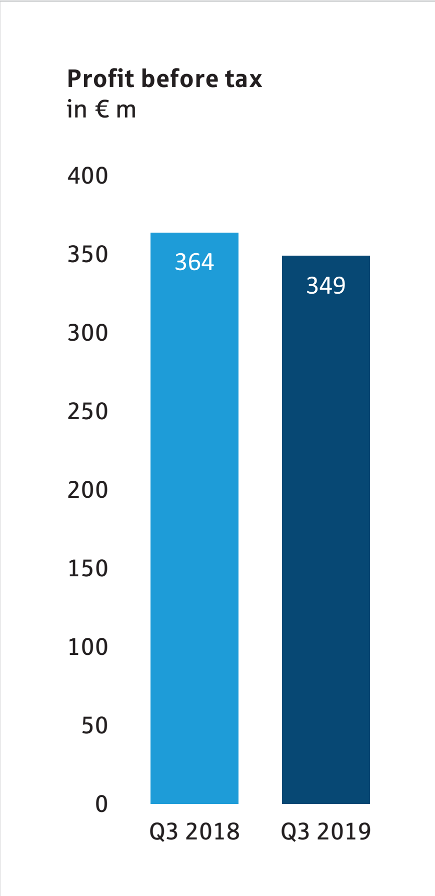
Group results as of September 30, 2019

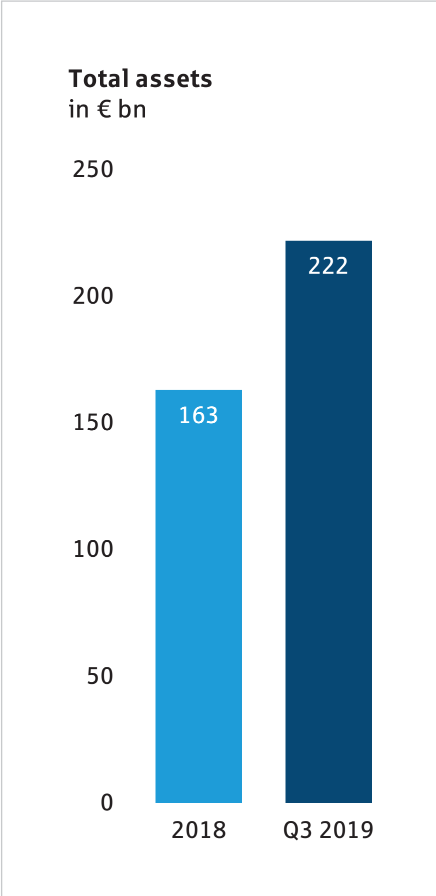
Performance Figures

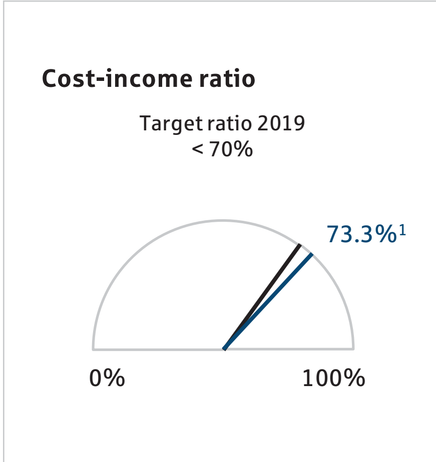
Management Summary
Helaba figures for 9M 2019: Satisfactory performance in operating business

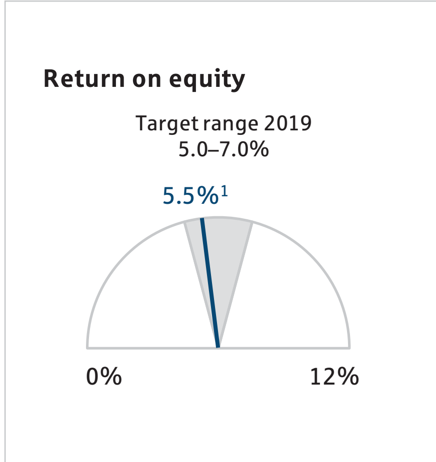
- → **New business and net interest as well as net fee and commission income above previous year's level**
- → **Consolidated net profit before tax of EUR 349 million slightly below same period last year**
- → **Decline in interest rate leads to negative valuation effects in net trading income**
- → **Progress with initiatives resulting from strategic agenda on track**
- → **CET1 ratio (phased-in and fully-loaded) of 13.8%, total capital ratio of 18.7% still significantly above regulatory requirements**

Development of key financial indicators reflects valuation and KOFIBA effects









1) Full consideration of bank levy and contributions paid into the guarantee schemes of the S-Finance Group

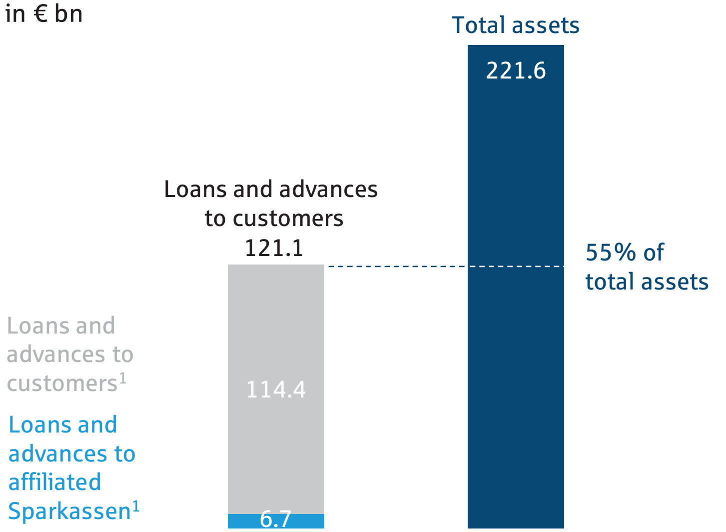
CET1 ratio (fully-loaded) and Liquidity Coverage Ratio

	Requirement 2019	Target ratio	Ratio Q3 2019
CET1 ratio (fully-loaded)	9.85%[2]	12.5%	13.8%
Liquidity Coverage Ratio	100%	>125%	161%

2) Derived from SREP requirement for 2019 taking capital buffers into account

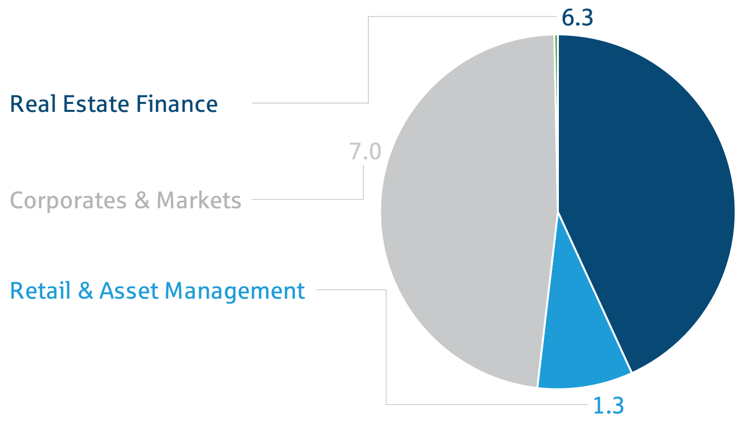
Customer business dominates balance sheet structure

Closely intertwined with the real economy
in € bn



1) Loans and advances in measurement category "at amortised cost"

New medium and long-term business: € 14.6 bn[3]
in € bn



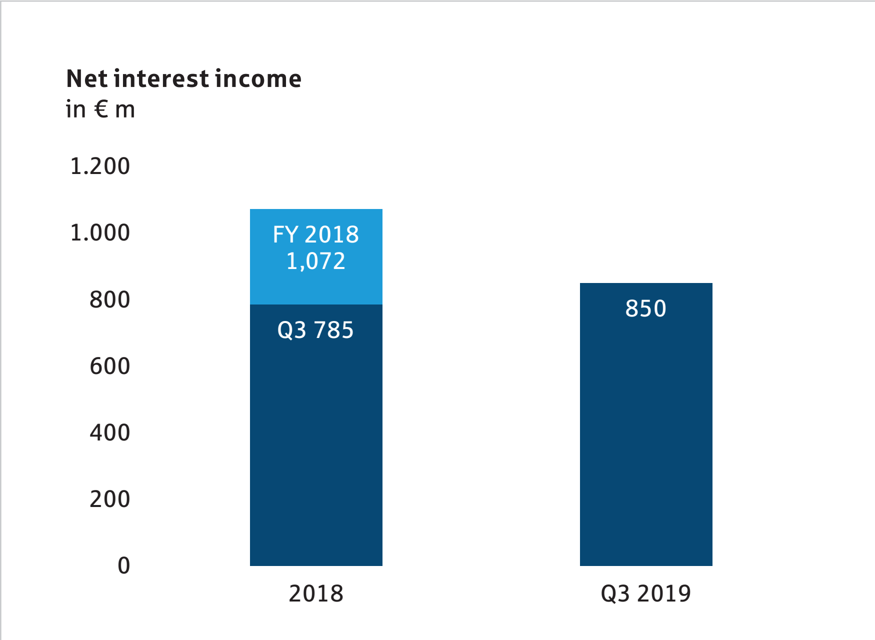
3) New medium and long-term business excl. WIBank

- Increase in balance sheet total to € 221.6 bn (2018: € 163.0 bn) primarily a result of the addition of KOFIBA and increased volume of deposits and loans from customers
- Share of loans and advances to customers at 55% of total assets following significant increase in balance sheet total (2018: 63%[2])

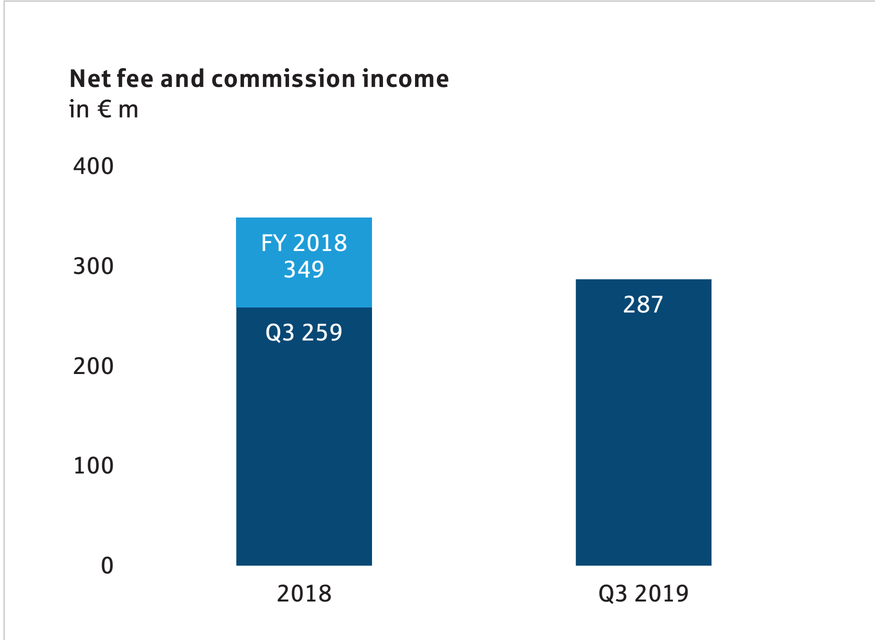
2) Previous year's figure adjusted

- At € 14.6 bn, volume of new medium and long-term business considerably above previous year's level of € 12.6 bn
- Includes acquisition of DVB's land transport finance portfolio (approx. € 1.0 bn in new medium/long-term business)

Net interest and net fee and commission income above previous year

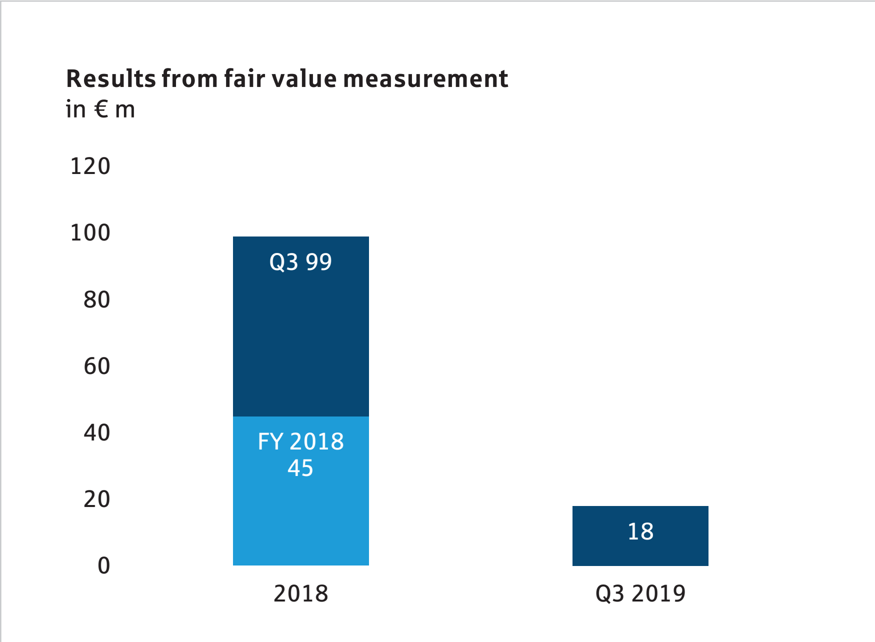


- Net interest income above previous year's level, in part due to larger average portfolios

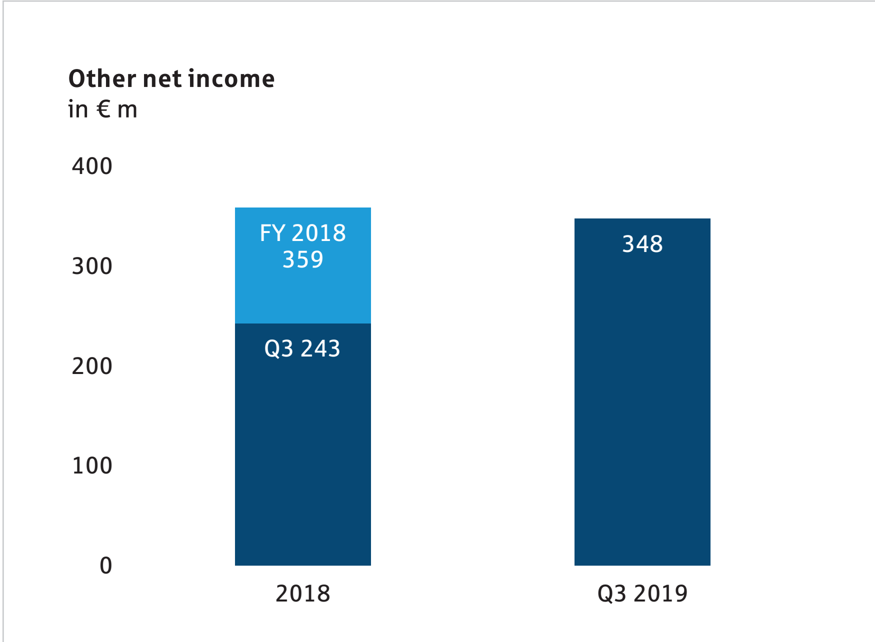


- Largest contributions to net fee and commission income from payment transactions and asset management (Helaba Invest)
- Positive development, particularly in terms of fees and commission for lending and guarantee business and from asset management at Helaba Invest

Valuation effects weigh on results from fair value measurement, while other net income reflects KOFIBA effect



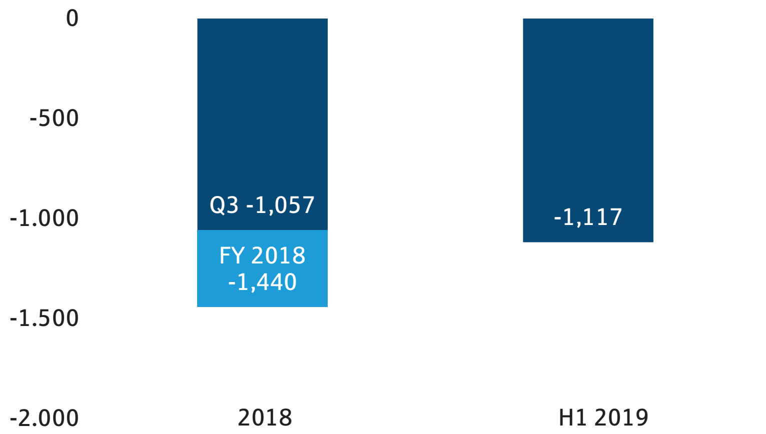
- Net operating income from customer-driven capital market business significantly higher than in previous year, while valuation effects as a result of a sharp fall in interest rates have negative impact



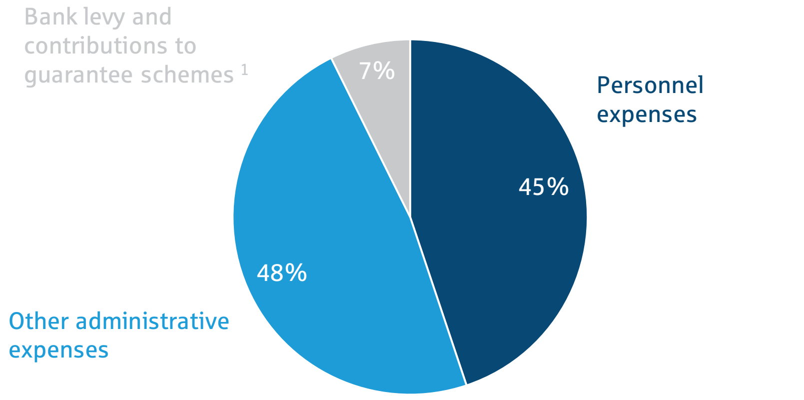
- Increase primarily due to special effects from first-time consolidation of KOFIBA

General and administrative expenses dominated by project and IT costs

General and administrative expenses
in € m



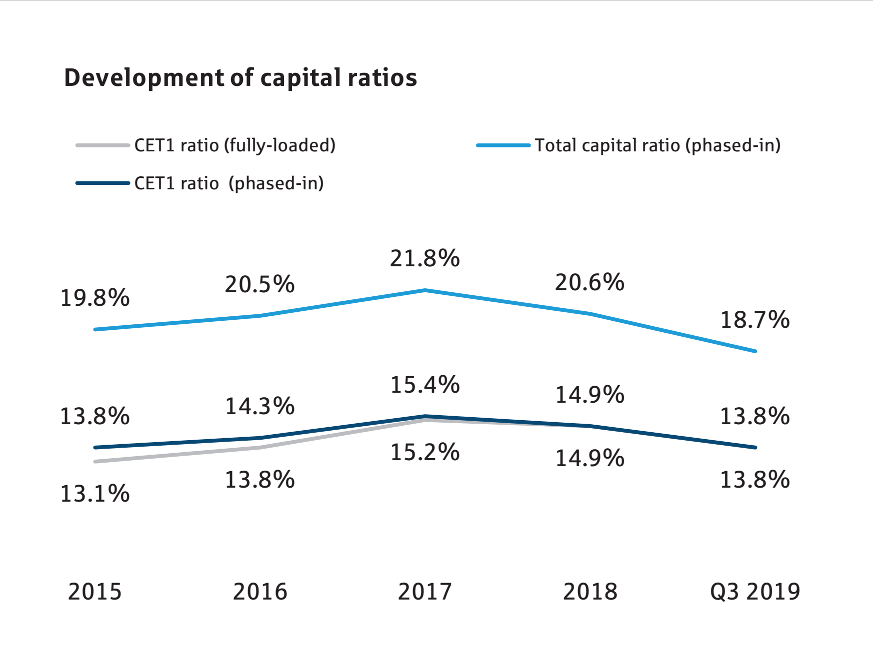
Composition of general and administrative expenses

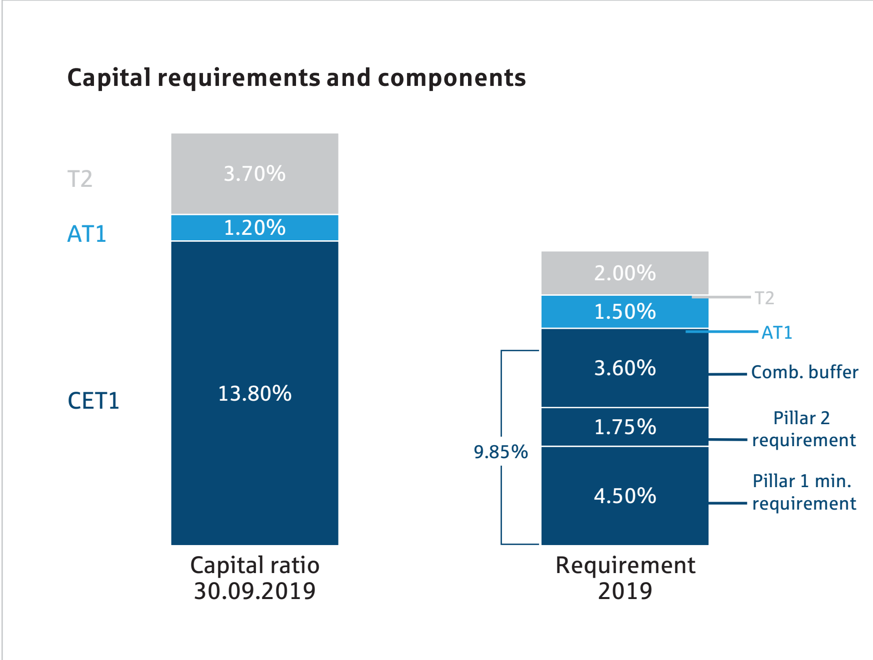


1) Full consideration in first quarter 2019

- Increase primarily driven by higher material costs in connection with the implementation of regulatory and business-driven requirements
- Full consideration of annual bank levy and contributions to guarantee schemes of S-Finanzgruppe totalling around € 82 m (Q3 2018: € 69 m)

Capital ratios significantly exceed regulatory capital requirements



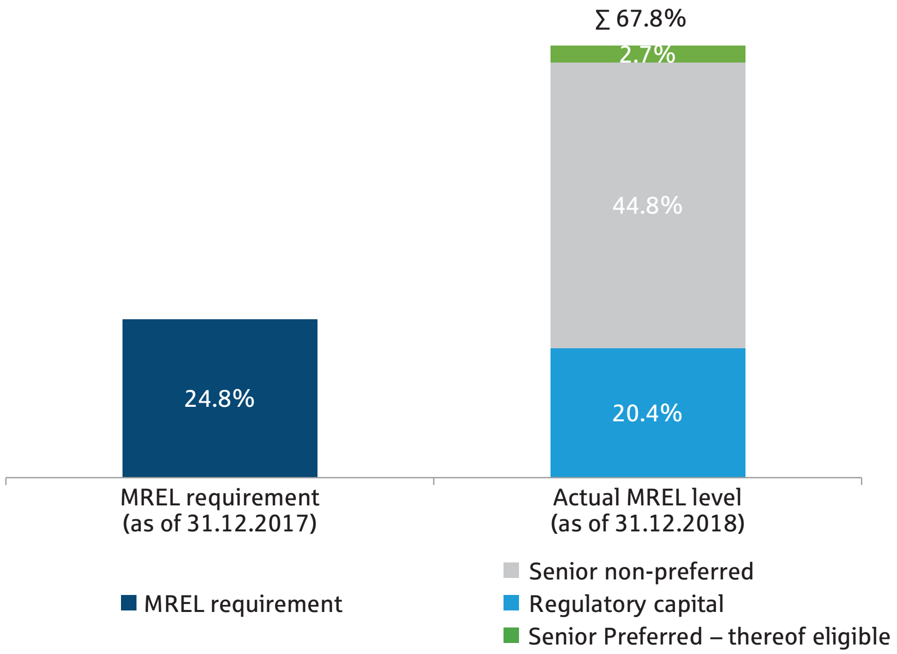


- CET1 ratios at very good level, decline due to increase in risk-weighted assets
- CRD IV / CRR transitional arrangements have no impact on CET1 ratio since 2018
- Leverage ratio at 4.2% (phased-in) and 4.0% (fully-loaded)
- Risk-weighted assets amount to € 60.4 bn

- Helaba enjoys comfortable capital backing, significantly exceeding all regulatory requirements:
  - CET1 ratio of 13.8% after Q3 2019 well above derived regulatory CET1 requirement of 9.85% for 2019
  - Total capital ratio of 18.7% after H1 2019 also considerably higher than 13.35% required for 2019

Helaba subject to binding MREL requirement for first time, level comfortably met

MREL requirement and actual level
in % of RWA



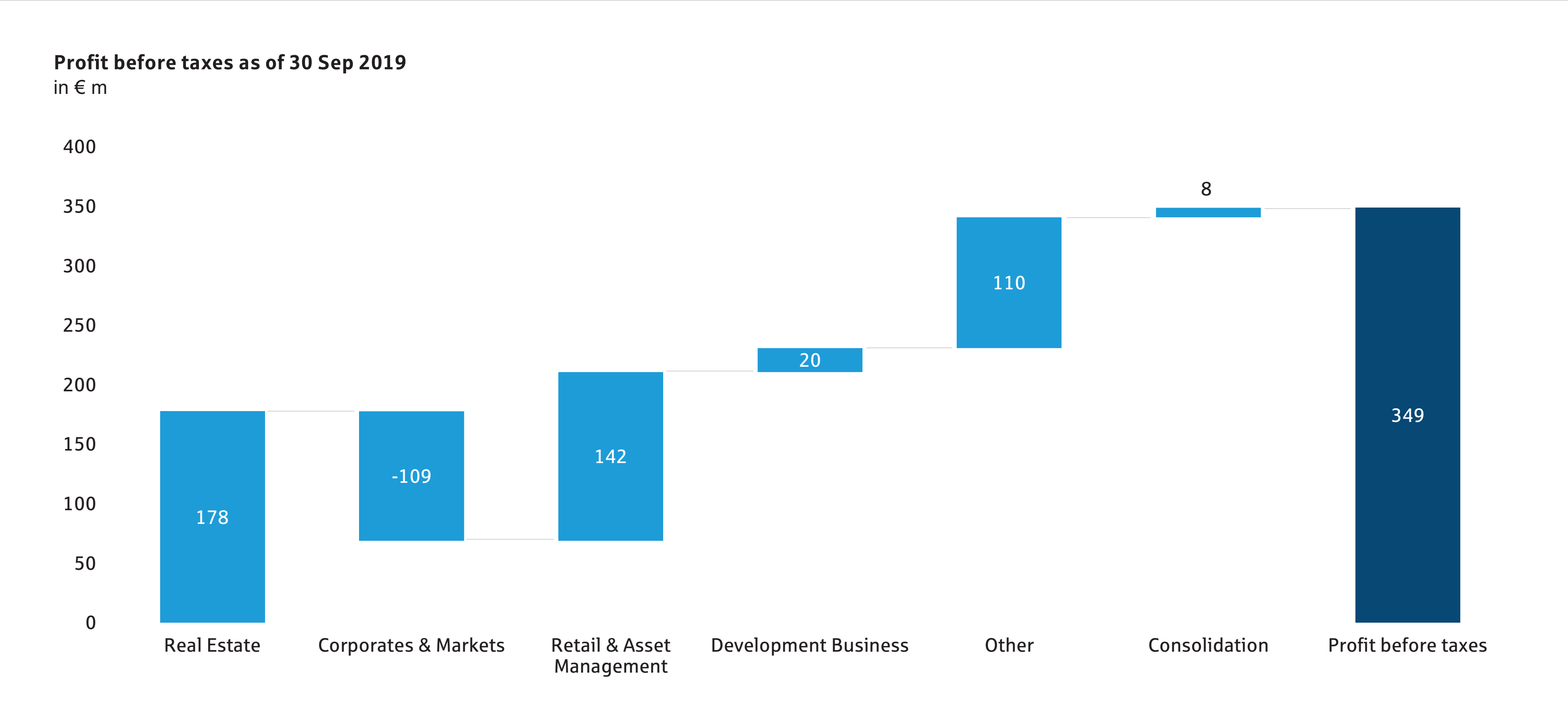
- Requirement based on data as of 31 December 2017 set at 8.46% in respect of TLOF[1], equivalent to 24.8% in respect of RWA
- Actual MREL level as of 31 December 2018 of 24.4% in respect of TLOF (equivalent to 67.8% in respect of RWA) significantly above regulatory requirements
- Helaba able to meet the required ratio almost completely with its own funds
- High level of subordinated eligible liabilities (senior non-preferred) not only effectively protects higher-ranking senior preferred class against losses, but also provides extensive protection within senior non-preferred class itself

1) MREL requirement initially communicated as a binding ratio by resolution authorities in July 2019 based on total liabilities and own funds (TLOF)

Segments aligned to customer and risk structure

Real Estate	Corporates & Markets	Retail & Asset Management	Development Business	Other
Real Estate Finance	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		KOFIBA-Kommunal-finanzierungsbank GmbH
	Sales Public Authorities	Portfolio and Real Estate Management		
	Public Finance	GWH		
	Capital Markets			**Consolidation**
	Cash Management			Consolidation effects

Group profit before taxes by business segment



Real Estate
New business volume above previous year

Real Estate	Q3 2019	Q3 2018	Change
	€ m	€ m	%
Total income before loan loss provisions	278	292	-4.8
Provisions for losses on loans and advances	16	3	>100.0
General and administration expenses	-116	-110	-5.5
Segment result	**178**	**185**	-3.8

	30 Sep 2019	30 Sep 2018
	€ bn	€ bn
Assets	31.8	29.5
Risk-weighted assets	17.1	15.4

- Represents commercial portfolio and project financing for real estate
- Increase in volume of new business by 5% to € 6.3 bn (Q3 2018: € 6.0 bn)
- Net interest income - a key earnings component - slightly higher than in the previous year due to higher average business volume , total earnings nevertheless below same period last year due to a negative one-off effect included in other net income
- Reversal of loan loss provisions in amount of € 16 m (Q3 2018: € 3 m)
- Higher general and administrative expenses due to increase in overhead costs

Helaba

Corporates & Markets
Result strongly impacted by measurement effects

Corporates & Markets	Q3 2019	Q3 2018	Change
	€ m	€ m	%
Total income before loan loss provisions	330	485	-32.0
Provisions for losses on loans and advances	-75	5	n.a.
General and administration expenses	-364	-344	-5.8
Segment result	**-109**	**146**	n.a.

	30 Sep 2019	30 Sep 2018
	€ bn	€ bn
Assets[1]	75.7	83.0
Risk-weighted assets	24.6	20.3

1) Decrease in balance sheet assets i.a. as result of reporting ECB and Bundesbank accounts in Other segment since beginning of 2019

- In addition to credit products, segment also includes trading and sales activities as well as payment transactions business
- New business volume grows by 25% to € 7.0 bn (Q3 2018: € 5.6 bn), including the acquisition of DVB's land transport finance portfolio (approx. € 1.0 bn)
- Decline in the result from fair value measurement, which was driven by lower interest rates; net interest income below previous year's level, but significant rise in net fee and commission income
- Additions to loan loss provisions of € 75 m noticeably above very low previous year's figure of € + 5 m
- Higher general and administrative expenses due to rise in overhead costs
- Largest earnings contribution of around € 59 m from Corporate Finance business unit

Retail & Asset Management
Absence of one-off, lower interest income weigh on result

Retail & Asset Management	Q3 2019	Q3 2018	Change
	€ m	€ m	%
Total income before loan loss provisions	555	566	-1.9
Provisions for losses on loans and advances	-4	-3	-33.3
General and administration expenses	-409	-395	-3.5
Segment result	**142**	**168**	-15.5

	30 Sep 2019	30 Sep 2018
	€ bn	€ bn
Assets	32.8	30.5
Risk-weighted assets	7.6	6.7

- 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
- Overall decline in earnings mainly due to lower net interest income as well as absence of a positive one-off effect in the other result of the previous year; positive development of GWH's income from real estate as well as increase in net fee and commission income
- Low level of additions to risk provisioning of € 4 m
- Slight increase in administrative expenses mainly due to business initiatives at GWH and Helaba Invest
- Largest contributions to segment result from GWH (approx. € 76 m) and Frankfurter Sparkasse (approx. € 65 m)

Development Business
Income rises due to expansion of promotional lending

Development Business	Q3 2019	Q3 2018	Change
	€ m	€ m	%
Total income before loan loss provisions	73	67	9.0
Provisions for losses on loans and advances	0	0	n.a.
General and administration expenses	-53	-53	0.0
Segment result	**20**	**14**	42.9

	30 Sep 2019	30 Sep 2018
	€ bn	€ bn
Assets	24.7	22.8
Risk-weighted assets	1.2	1.2

- Presentation of WIBank's public development business
- Increase in segment income due to expansion of promotional lending activities, segment result of € 6 m thereby above previous year's level
- Significant increase in portfolio mainly from Hessenkasse development programme

Helaba

Other
Positive impact from first-time consolidation of KOFIBA

Other	Q3 2019	Q3 2018	Change
	€ m	€ m	%
Total income before loan loss provisions	324	69	>100.0
Provisions for losses on loans and advances	6	24	-75.0
General and administration expenses	-220	-208	-5.8
Segment result	**110**	**-115**	n.a.

	30 Sep 2019	30 Sep 2018
	€ bn	€ bn
Assets[1]	65.3	21.5
Risk-weighted assets	9.9	9.1

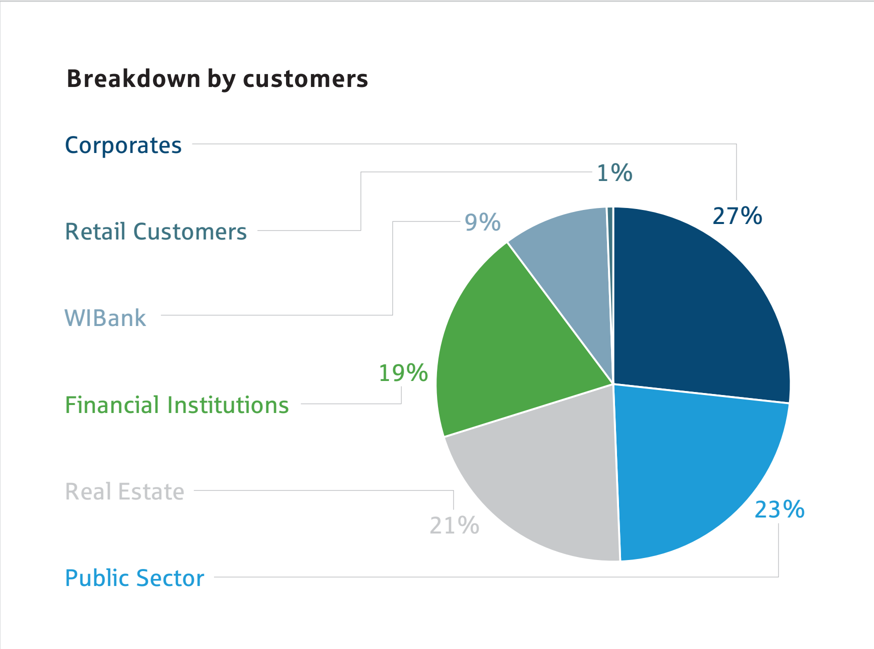
1) Increase in balance sheet assets i.a. as result of reporting ECB and Bundesbank accounts in Other segment since beginning of 2019 (previously reported in Corporates & Markets segment)

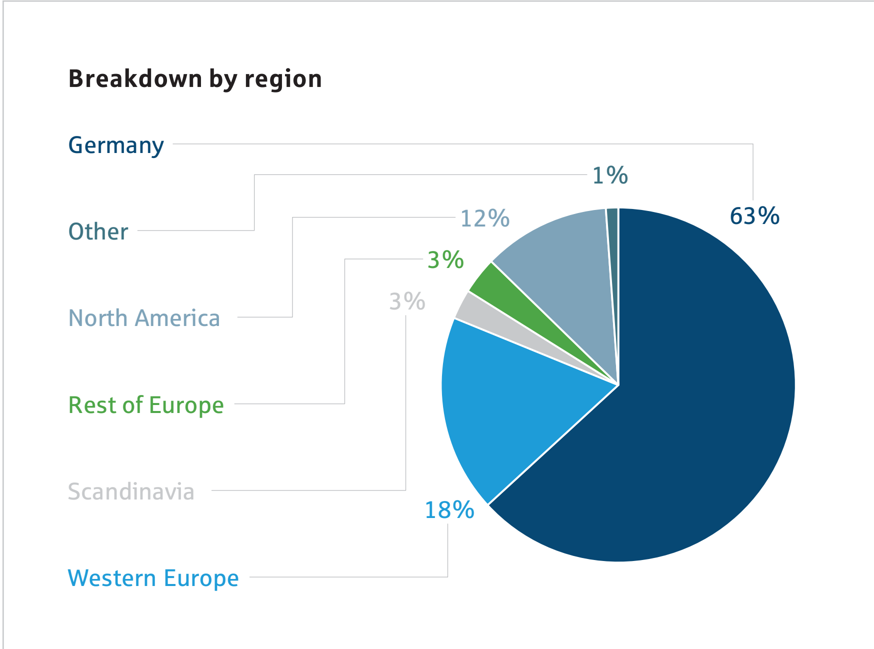
- Segment contains profit contributions and expenses that cannot be allocated to other business segments, especially earnings from treasury activities, OFB as well as costs of central corporate units; KOFIBA-Kommunalfinanzierungsbank consolidated since May 2019, accrual in September 2019
- Significant increase in total income primarily due to positive effects from the addition of KOFIBA and net income from proprietary investments
- Administrative expenses include, in particular, central projects as well as contributions already made to bank levy and guarantee schemes at their full annual amount and KOFIBA's administrative expenses

Helaba

Portfolio Quality

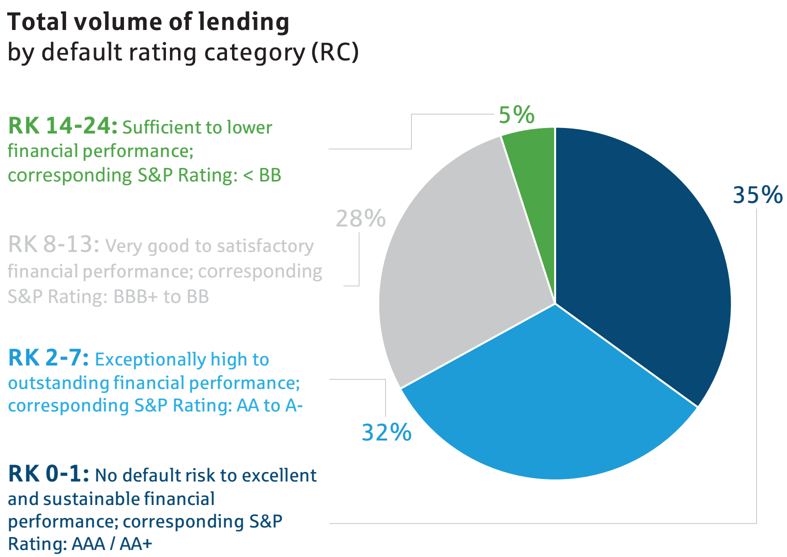
Diversified credit portfolio with focus on Germany

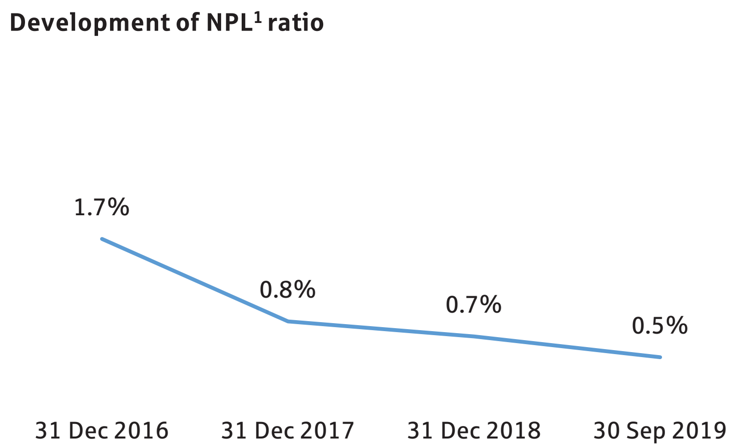




▶ **Total volume of lending € 203.6 bn**

Further decline in NPL ratio while rating structure remains stable





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 € 203.6 bn
- 95% of total lending volume with excellent to satisfactory creditworthiness

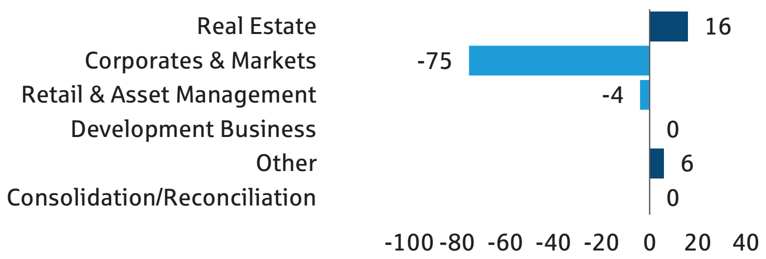
- As of September 30, 2019, NPL ratio had fallen further to 0.46%
- Of "total loans and advances" of € 159.3 bn, € 0.7 bn were classified as non-performing exposures

Net additions to loan loss provisions still low, but approaching normal level

Composition of loan loss provisions	Q3 2019	Q3 2018
	€ m	€ m
Risk provisioning on financial assets	-54	23
Provisions for off-balance lending business	-3	6
Net risk provisioning	**-57**	**29**

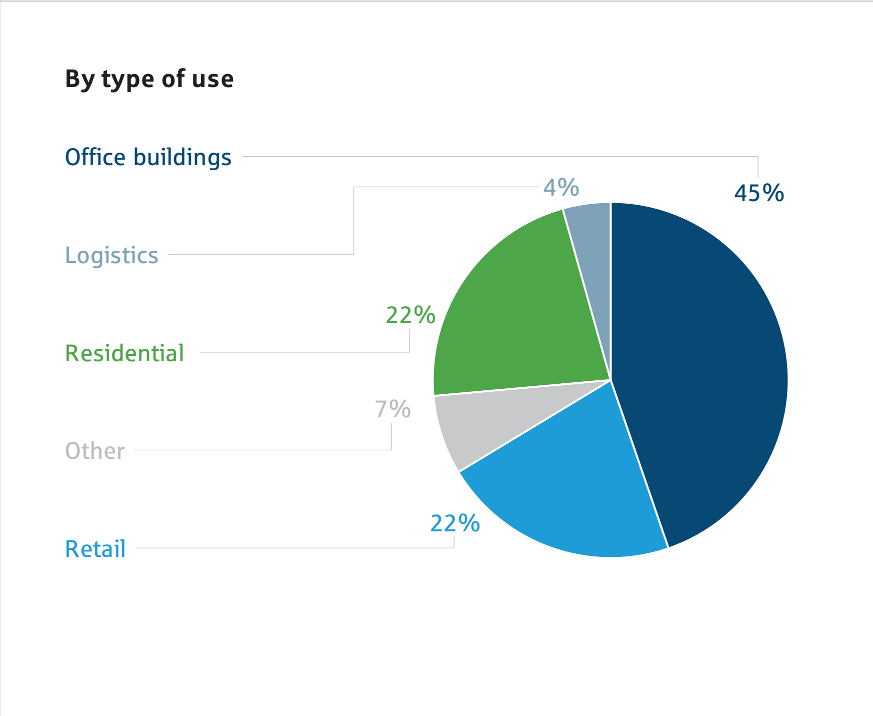
- Loan loss provisions above 9M 2018 level, mainly due to additions to IFRS 9 stage 2
- The increase reflects the general deterioration in the economic environment and returns risk provisioning to a normal level, but net additions remain low overall

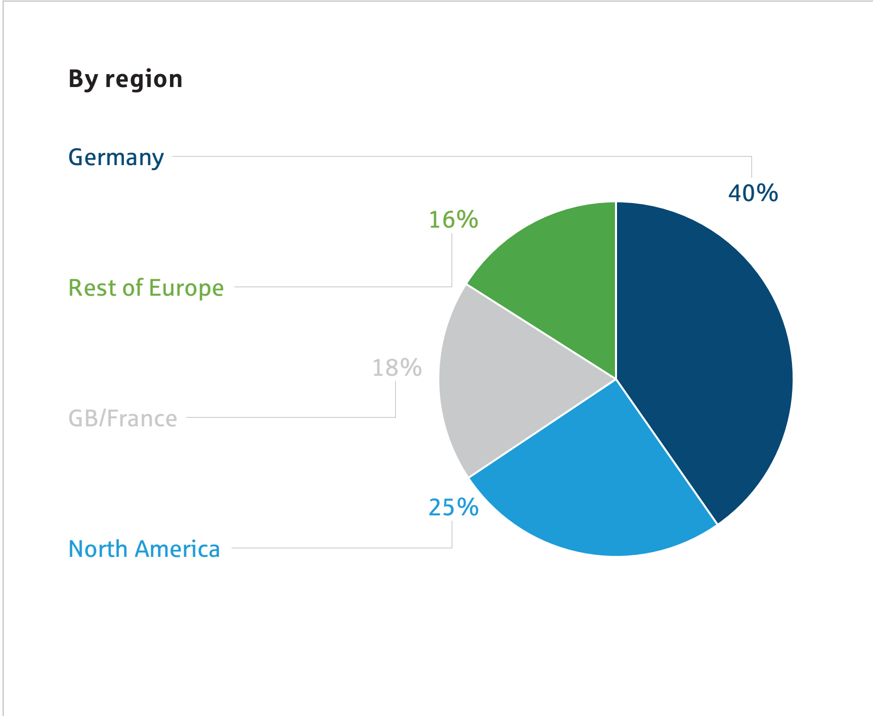
Breakdown by segments
in € m



- Net additions to impairments mainly in segment Corporates & Markets

Real Estate Finance Portfolio
Business volume of € 36.0 bn





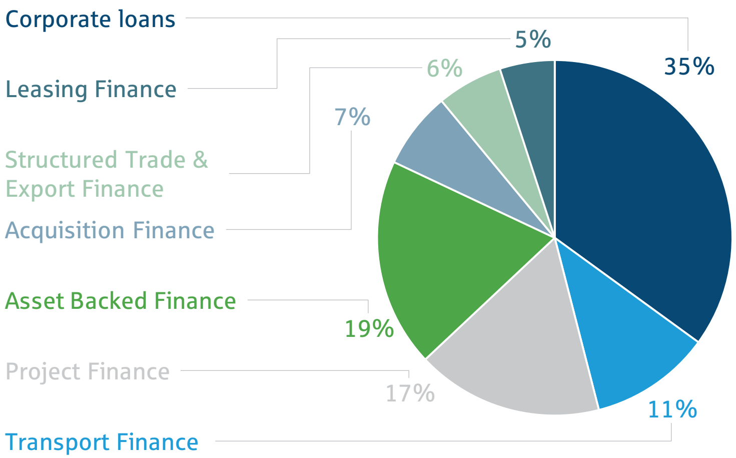
▶ **Balanced portfolio by regions and type of use**

As of September 30st , 2019

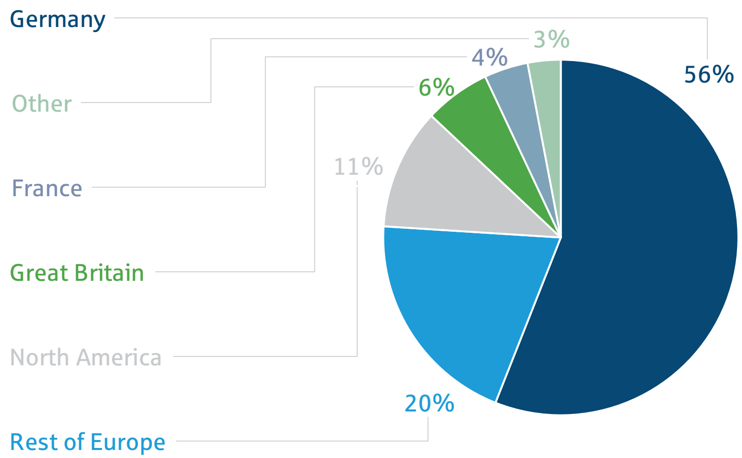
Helaba

Corporate Finance Portfolio
Business volume of € 48.2 bn

By product area



By region



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

As of September 30st, 2019

Funding

Helaba Ratings on a high level

Insolvency hierarchy in Germany

Insolvency / liability cascade

Insolvency hierarchy in Germany	Moody's: Issuer Rating Aa3	Fitch Ratings: L/t Issuer Default Rating[1] A+	S&P Global[1]: L/t Issuer Credit Rating A
Covered bonds	Aaa Public sector CB	AAA Covered bonds	
Deposits in protection scheme (< € 100,000) (covered deposits pursuant to deposit guarantee scheme)			
Deposits from private customers and SMEs (> € 100,000) (eligible deposits pursuant to deposit guarantee scheme)			
Senior Preferred: Derivates; Structured Notes; Other Deposits; Senior Preferred Notes	Aa3	AA-	A
Senior Non-Preferred: Senior Non-Preferred Notes (statutory); Senior Non-Preferred Notes (contractual)	A2	A+	A-
Tier 2	Baa2	A	
AT1			
CET1			

1) Joint group rating for the S-Group Hesse-Thuringia

As of September 18th, 2019

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

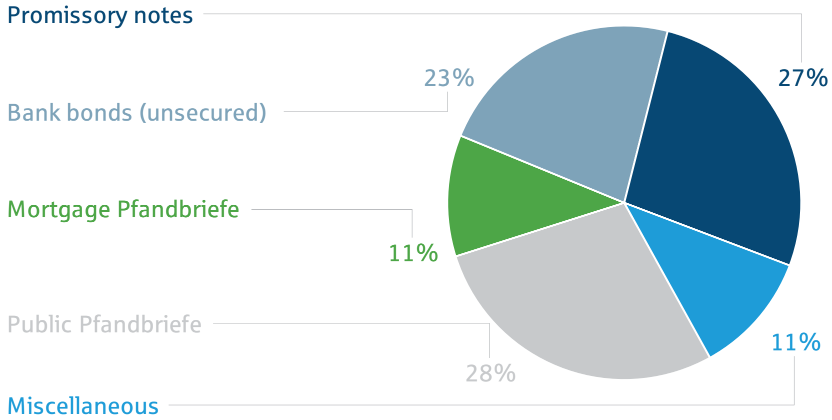
€ 49 bn cover pool for covered bonds
€ 32 bn securities eligible for ECB/ central bank funding
€ 20 bn retail deposits within Helaba Group

Long-term liquidity management and high degree of market acceptance

Outstanding medium and long-term funding (≥ 1 year): € 100.4 bn

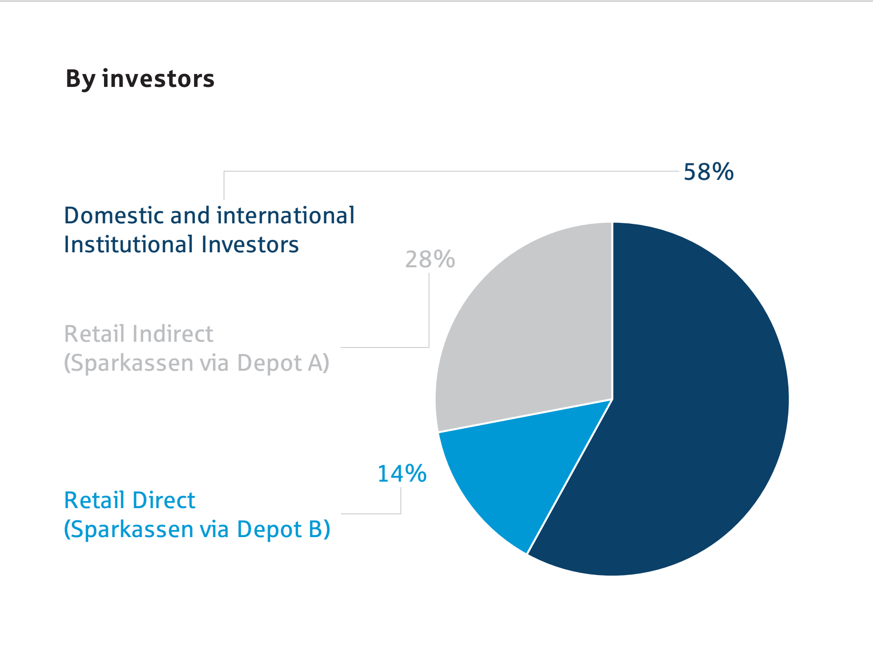
Year-on-year comparison	Q3 2019	2018	2017
	€ m	€ m	€ m
Covered bonds (“Pfandbriefe”)	39,394	26,851	26,334
thereof public sector	28,270	15,263	16,482
thereof mortgage backed	11,124	11,588	9,852
Senior unsecured bonds	22,853	22,891	20,906
Promissory notes	26,911	24,421	23,197
Miscellaneous*	11,228	10,874	12,283
Total	**100,386**	**85,037**	**82,720**

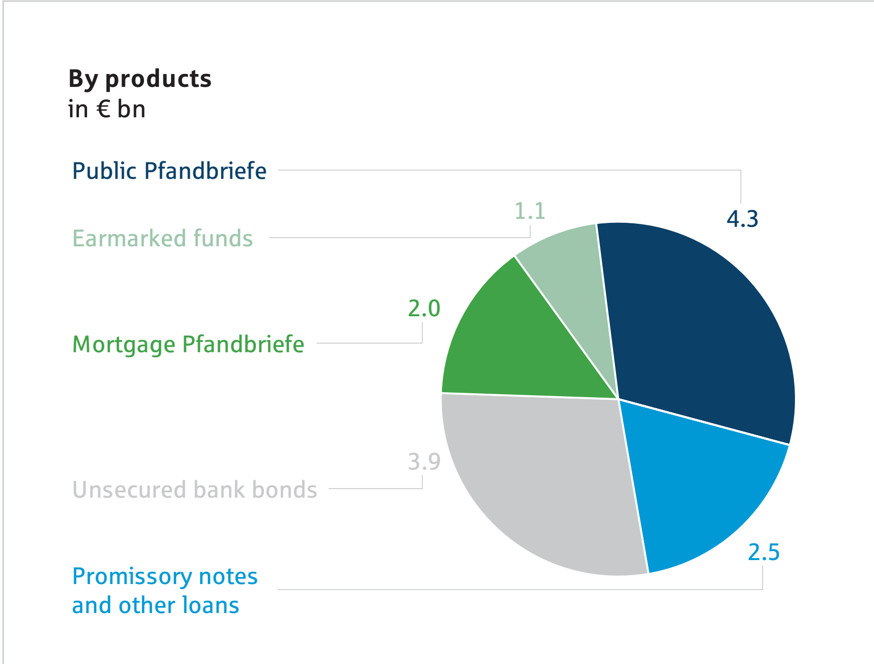
* Subordinated bonds/ participation certificates/ silent partnership contributions/earmarked funds



As of September 30st, 2019

Medium and long-term funding (≥ 1 year) 2019





Medium/long-term funding volume until Q3 2019: **€ 13.8 bn**

- Around 86% of planned funding volume for 2019 thus already achieved

As of September 30st, 2019

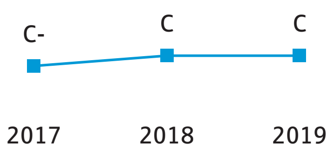
Helaba

Helaba‘s sustainable business orientation reflected in sustainability ratings

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”

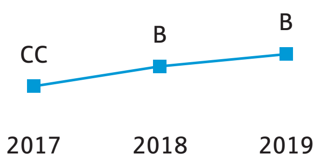
Development



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”

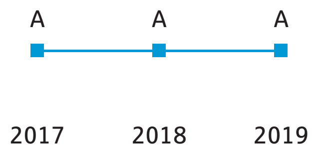
Development



MSCI ESG Research

- 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”

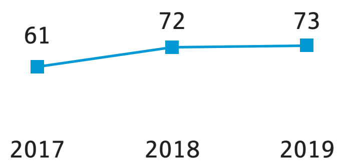
Development



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



Outlook

Strategic Agenda

Helaba's Strategic Agenda

focused growth, future-oriented processes, a responsible approach to business and increased efficiency

Refining the business model

Modern infrastructure and digitalisation

Responsibility and values

Growth through efficiency

Current issues

KOFIBA-Kommunalfinanzierungsbank (formerly DKD - Dexia Kommunalbank Deutschland)

- Legal integration by accrual of KOFIBA to Helaba completed on 2 September 2019
- Thereafter, commencement of technical integration of all assets and liabilities into Helaba's IT environment, expected to be completed by the end of 2019
- Full integration expected to be completed by the end of the first quarter of 2020

Scope – Growth through efficiency

- Project designed to systematically counteract expected rise in costs and pressure on earnings in order to gain necessary scope for investment in further growth
- Noticeable streamlining of organisational structures planned
- Target organisational structure to come into force in Q1 2020

Outlook

- *By increasing efficiency, we aim to stem rising costs and exploit the resulting scope to implement our growth initiatives in a targeted manner*
- *We are working on the assumption that we will conclude a reconciliation of interests on the results of Project Scope before the end of this year, which will thus be reflected in our full-year results for 2019*
- *Despite these charges, we expect to generate a profit before tax at the same level as last year*

Your contacts

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)	30 Sep 2019	31 Dec 2018	Change	
	€ bn	€ bn	€ bn	%
Cash, cash balances at central banks and other demand deposits	19.6	7.3	12.3	>100.0
Financial assets at amortised cost	133.8	106.8	27.0	25.3
Loans and advances to credit institutions	19.4	11.2	8.2	73.2
Loans and advances to customers	114.4	95.6	18.9	19.8
Financial assets held for trading	22.6	17.0	5.6	32.9
Financial assets at fair value (non-trading)	40.8	27.4	13.4	48.9
Investment property, deferred tax assets, other assets	4.8	4.5	0.3	6.7
Total assets	**221.6**	**163.0**	58.6	36.0
Financial liabilities measured at amortised cost	164.1	125.2	38.9	31.1
Deposits and loans from credit institutions	38.1	32.1	6.0	18.7
Deposits and loans from customers	67.5	47.4	20.1	42.4
Securitised liabilities	58.2	45.5	12.7	27.9
Other financial liabilities	0.3	0.2	0.1	50.0
Financial liabilities held for trading	22.3	12.8	9.5	74.2
Financial liabilities at fair value (non-trading)	23.7	13.8	9.9	71.7
Provisions, deferred tax liabilities, other liabilities	2.8	2.7	0.1	3.7
Total equity	8.7	8.5	0.2	2.4
Total equity and total liabilities	**221.6**	**163.0**	58.6	36.0

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

Income Statement of Helaba Group

Income Statement of Helaba Group (IFRS)	Q3 2019	Q3 2018	Change	
	€ m	€ m	€ m	%
Net interest income	850	785	65	8.3
Provisions for losses on loans and advances	-57	29	-86	>-100.0
Net interest income after provisions for losses on loans and advances	793	814	-21	-2.6
Net fee and commission income	287	259	28	10.8
Gains or losses on fair value measurement	18	99	-81	-81.8
Share of the profit or loss of equity-accounted entities	20	6	14	>100.0
Other net income	348	243	105	43.2
General and administrative expenses	-1,117	-1,057	-60	-5.7
Consolidated net profit before tax	349	364	-15	-4.1
Tax on income	-77	-109	32	29.4
Consolidated net profit	272	255	17	6.7

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