

Helaba: European Regional Bank with International Reach

Helaba Group

Helaba-Group
... an Integrated Universal Bank with strong Regional Focus

Wholesale Business	Private Customers and SME Business	Public Development and Infrastructure Business
 Business Divisions: Real Estate Corporate Finance Financial Institutions and Public Finance Global Markets Asset Management Transaction Banking		

Frankfurt · Erfurt · Kassel · Dublin · London · Madrid  Moscow · New York · Paris · Shanghai · Zurich

Key Financial Figures as of December 31, 2011

Total Assets	€ 164 bn
Tier 1 Capital ratio (SolV)	10.3%
Total capital ratio (SolV)	15.3%
Net profit before taxes	€ 492 m
Employees	ca. 5,888
Retail customers	> 1.8 m

Ownership structure

85% Savings Banks and Giro Association Hesse-Thuringia (SGVHT),
10% State of Hesse,
5% State of Thuringia

Helaba Business Model

- Universal bank with integrated wholesale and retail portfolio
- About 60% of earnings are contributed by wholesale business, 40% by retail business
- Frankfurter Savings Bank (#4 in Germany) as 100% subsidiary, Including direct banking activities
- Business model of a cohesive "single economic group" with savings banks in Hesse and Thuringia (S-Verbund)
- Integrated public development bank (with statutory guarantee)
- Conservative risk profile
- Groupwide business, risk and liquidity management
- Strong roots in core business regions

Helaba Ratings

The following unguaranteed ratings apply to Helaba (status: February 15, 2012):

Rating agency	Moody's	Fitch	S & P
Long-term rating	A1	A+*	A*
Short-term rating	P-1	F1+*	A-1*
Outlook	review for possible downgrade	stable	stable
Financial Strength / Individual Rating	C-	a+*	-
Public Pfandbriefe	Aaa	AAA	AAA
Mortgage Pfandbriefe	-	AAA	-

- Joint group rating for the S-Finance Group Hesse-Thuringia

Ratings und rating publications:

<http://www.helaba.de/en/InvestorRelations/Rating>

Support Schemes

National Support Schemes of the German S-Finance Group

Since establishment of the Support Schemes of the Savings Banks Group neither has a customer of a member institution ever lost his deposits nor has a member institution ever defaulted on financial obligations

Member institutions	Members of the Savings Bank Group (Landesbanks, savings banks)
Inception	In the 1970s; since January 1, 2006 risk-oriented
Protection	Institutional support
Risk Management	<ul style="list-style-type: none"> ● Aim: To secure a sound risk management policy ● Risk monitoring and early warning indicators ● Risk-based calculation of contributions

S-Finance Group Hesse-Thuringia

Helaba Group and the 49 savings banks from Hesse and Thuringia form a single economic unit

S-Finance Group Hesse-Thuringia Business Model

- Joint risk management
- Audited consolidated group accounts since 2003
- Group rating from Fitch Ratings (A+ and a+) and Standard & Poor's (A)
- Full market coverage (retail and wholesale business) as well as a clear allocation of customer responsibility and division of labour
- Regional reserve fund in the amount of € 530 m in addition to existing nationwide voluntary support mechanisms

Facts and Figures 2010

- Total assets € 251.6 bn
- Operating result € 1.3 bn
- 5 m customers
- 27,246 employees
- 2,000 locations/branches

Regional Reserve Fund in Hesse and Thuringia

First integrated Reserve Fund in which a Landesbank and savings banks have agreed to accept mutual responsibility. The Regional Reserve Fund offers additional security over and above the nationwide support systems and exists parallel to these.

Member institutions	Helaba and 50 savings banks in Hesse and Thuringia
Inception	January 1, 2004
Legal basis	Legally binding public law with direct claims of investors against the Reserve Fund
Dual protection	Direct creditor protection (for the first time in Germany) + institutional support
Risk Management	<ul style="list-style-type: none"> ● Aim: Secure a sound risk management policy ● Uniform risk strategy, binding for all institutes ● Risk monitoring and early warning indicators ● Individual risk profile determines risk-based contribution ● Risk committee with intervention authority



Helaba: Leading Regional Bank in the Financial Centre Frankfurt

Funding: Strong regional commitment as a factor of success in the financial crisis

Funding Strategy

- Continued matched funding of new business
- Expand the already strong position within the German investor base and further develop the international investor base
- Intensive marketing of Helaba's solid "Credit Story" in and outside Germany
- Further develop the product and structuring capacity through the issuance programmes

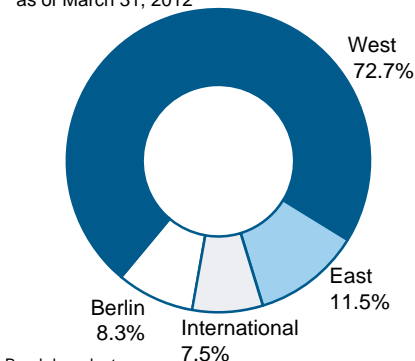
Funding Volume

	Covered	Unsecured	Total
2011	3 bn €	9 bn €	12 bn €
2012 planned	7 bn €	6 bn €	13 bn €

Funding Programmes

- EUR 35 bn Euro Medium Term Note Programme
- Domestic issuance (Basisprospekt)
- EUR 10 bn Euro-CP/CD Programme
- EUR 6 bn French CD Programme
- USD 5 bn USCP Programme

Mortgage Cover Pool* as of March 31, 2012



Breakdown by type: commercial 81.1%; residential 18.9%

* Further cover assets per §§ 4 and 19 Pfandbrief Act: € 329 m

	mn €	%
Germany	7,905	92.5
Berlin	710	8.3
West	6,211	72.7
Hesse	2,970	34.7
North Rhine-Westphalia	987	11.5
Bavaria	808	9.5
Baden-Württemberg	453	5.3
Hamburg	453	5.3
Rhineland-Palatinate	270	3.2
Lower Saxony	175	2.0
Schleswig-Holstein	75	0.9
Bremen	15	0.2
Saarland	5	0.1
East	984	11.5
Thuringia	348	4.0
Saxony	246	2.9
Brandenburg	162	1.9
Mecklenburg-Western Pomerania	169	2.0
Saxony-Anhalt	59	0.7
International	643	7.5
Luxembourg	180	2.1
Netherlands	229	2.7
France incl. Monaco	144	1.7
United Kingdom	18	0.2
Sweden	72	0.8
Total	8,548	100

Medium and Long Term Funding Landesbank Hessen-Thüringen Girozentrale

Products	Year-end 2009 m €	Year-end 2010 m €	Year-end 2011 m €
1. Covered Funding*	19,904.5	21,113.0	20,435.4
1.1. Mortgage Pfandbriefe	1,564.6	2,445.9	2,794.5
1.2. Mortgage Namenspfandbriefe	4,170.0	3,528.8	3,029.7
1.3. Public Sector Pfandbriefe	6,133.5	7,658.2	7,911.1
1.4. Public Sector Namenspfandbriefe	8,036.5	7,480.0	6,700.0
2. Loans / Schuldscheine	21,446.9	21,787.4	23,008.2
3. Development Funds	12,029.5	12,569.9	12,469.7
4. Unsecured Funding	30,578.1	29,887.8	27,537.3
5. Other**	4,123.2	4,074.7	4,080.1
Total	88,082.3	89,432.8	87,530.6

* Outstandings according final maturity date

** Subordinated / Participation Rights (Genussscheine) / Silent Participations

Total grandfathered securitized outstandings as of December 2011: € 17 bn.

Public Sector Cover Pool* as of March 31, 2012



* Further cover assets per § 20(2) Pfandbrief Act: € 105 m

	mn €	%
Germany	18,325	93.1
Berlin	771	3.9
West	15,671	79.6
Hesse	10,743	54.6
North-Rhine-Westphalia	2,336	11.9
Rhineland-Palatinate	641	3.3
Lower Saxony	575	2.9
Baden-Württemberg	463	2.3
Others	913	4.6
East	1,883	9.6
Thuringia	1,415	7.2
Saxony	245	1.3
Mecklenburg-Western Pomerania	101	0.5
Others	122	0.6
International	1,350	6.9
Spain	1,234	6.3
France	63	0.3
Austria	52	0.3
UK	1	0.0
Others	0	0.0
Total	19,675	100

Further Information:

- General Information: www.helaba.de/en/Unternehmen
- Annual Reports: <http://www.helaba.de/en/InvestorRelations/Geschaeftsberichte>
- Cover pool according to §28 Pfandbrief Act: <https://www.helaba.de/en/InvestorRelations/Funding/Investorenpraesentation>
- Contact Debt Investor Relations: Alan-James.Noble@helaba.de; Tel. +49 69 9132 1869

