



# IFRS-Result for 9M 2014

## Group Result as of September 30, 2014

Frankfurt (Main), November 25, 2014

## Cornerstones for the first nine months of 2014: Helaba with Stable Business and Earnings Development

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By the end of Q3 2014, Helaba achieved **earnings before tax** of € 507 mio. It thus surpasses last year's high figure of € 442 mio by 14.7%.

After provisioning, the **net interest income** increased by almost 33% to € 916 mio.

**Net fee and commission income** rose by 6.5% to € 229 mio. Commissions from payment transactions, securities and custodial business as well as asset management made a positive contribution to this.

**Net trading income** returned to a normal level of € 121 mio, considerably below last year's figure of € 298 mio. The latter had however benefitted from a significant tightening in credit spreads.

At € 912 mio, **general administration expenses** remained at the same level as last year (€ 915 mio). While there was a small increase in personnel costs, other administration expenses fell from € 453 mio to € 437 mio.

The volume of **medium and long-term new business** reached € 12.5 bn (same period in 2013: € 11.5 bn).

The **CET-1 ratio** increased to 13.1%. In a **fully loaded scenario** it would reach 11.8%. The **leverage ratio** of 4.0% as of 30.09.2014 was also significantly above future regulatory minimum requirements of 3%.



# Helaba's Stable Strategic Business Model: Three Core Business Units

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## Helaba

...a Universal Bank with strong Regional Focus

### Wholesale Business



**Business Division:**  
Real Estate  
Corporate Finance  
Financial Institutions  
and Public Finance  
Global Markets  
Asset Management  
Transaction Banking

### S-Group Business, Private Customers and SME Business



### Public Development and Infrastructure Business



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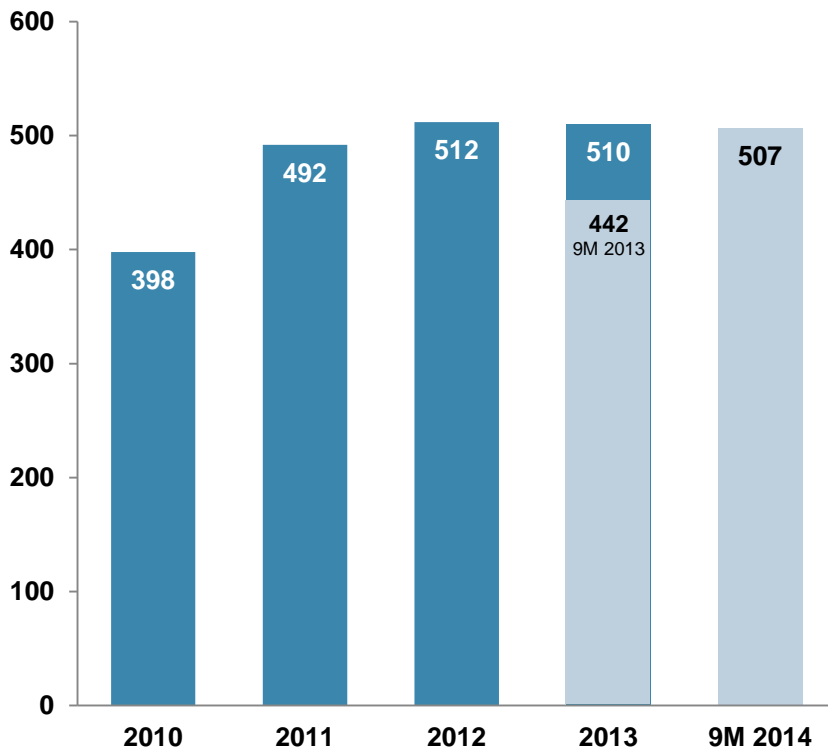


# IFRS-Result:

## Stable Development on a High Level

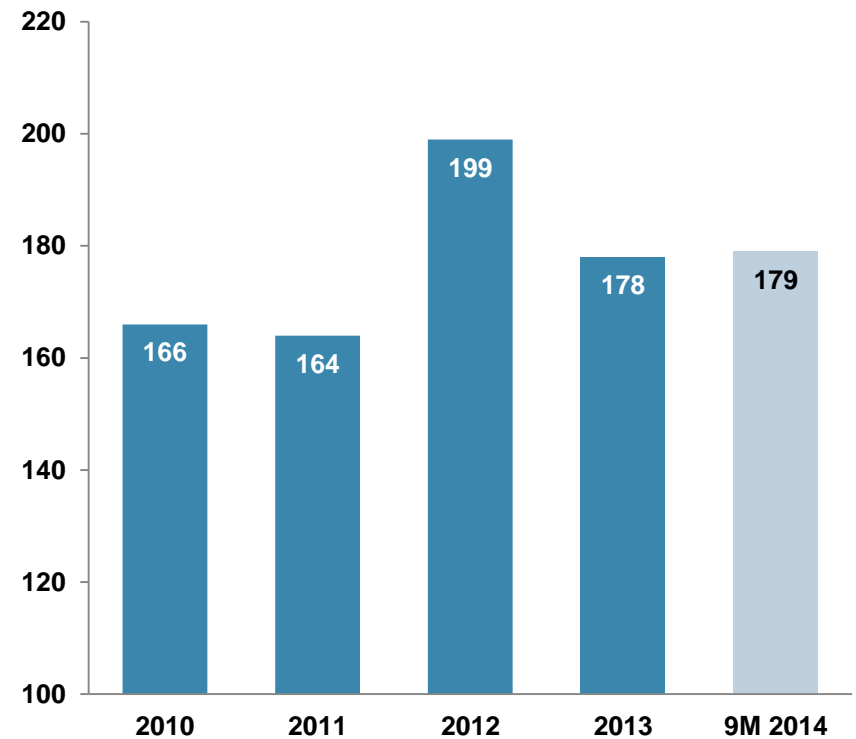
### Development of profit before taxes

in € million



### Development of total assets

In € billion



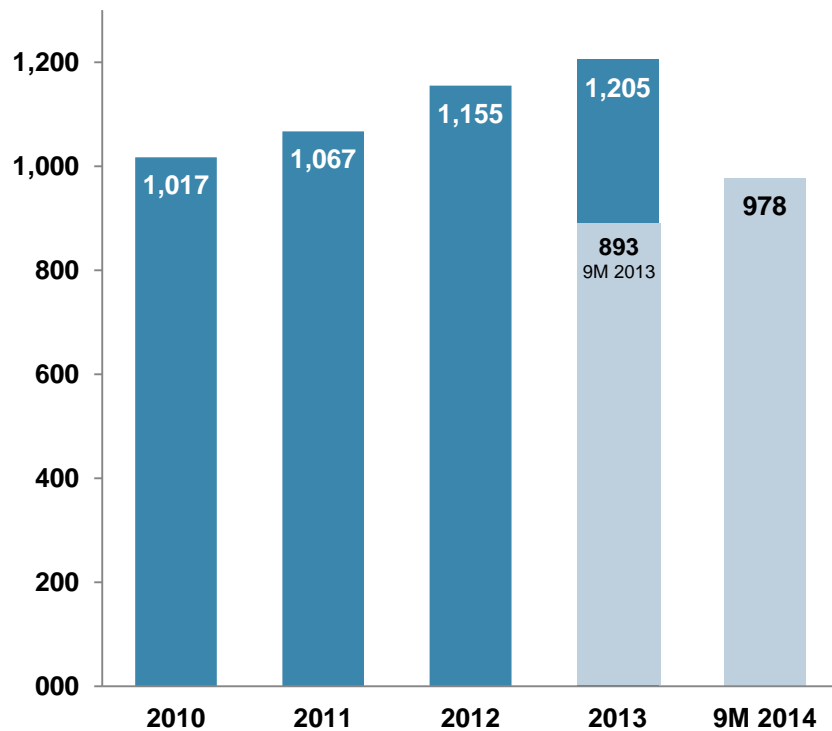
as of September 30, 2014



# Operating Income: Interest and Commission Income Continue to Grow

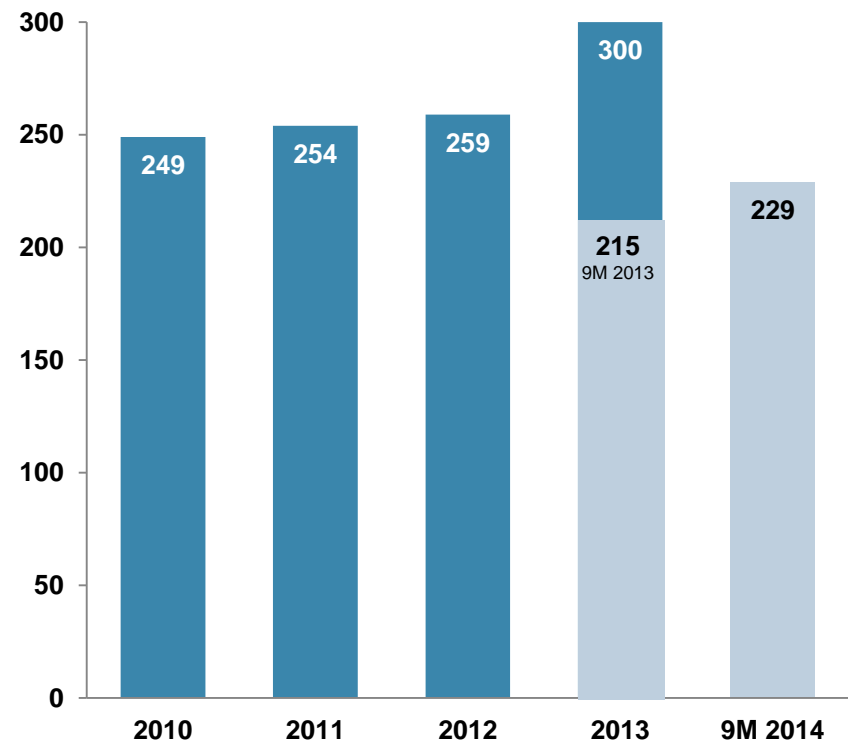
## Development of net interest income

in € million



## Development of net commission income

in € million

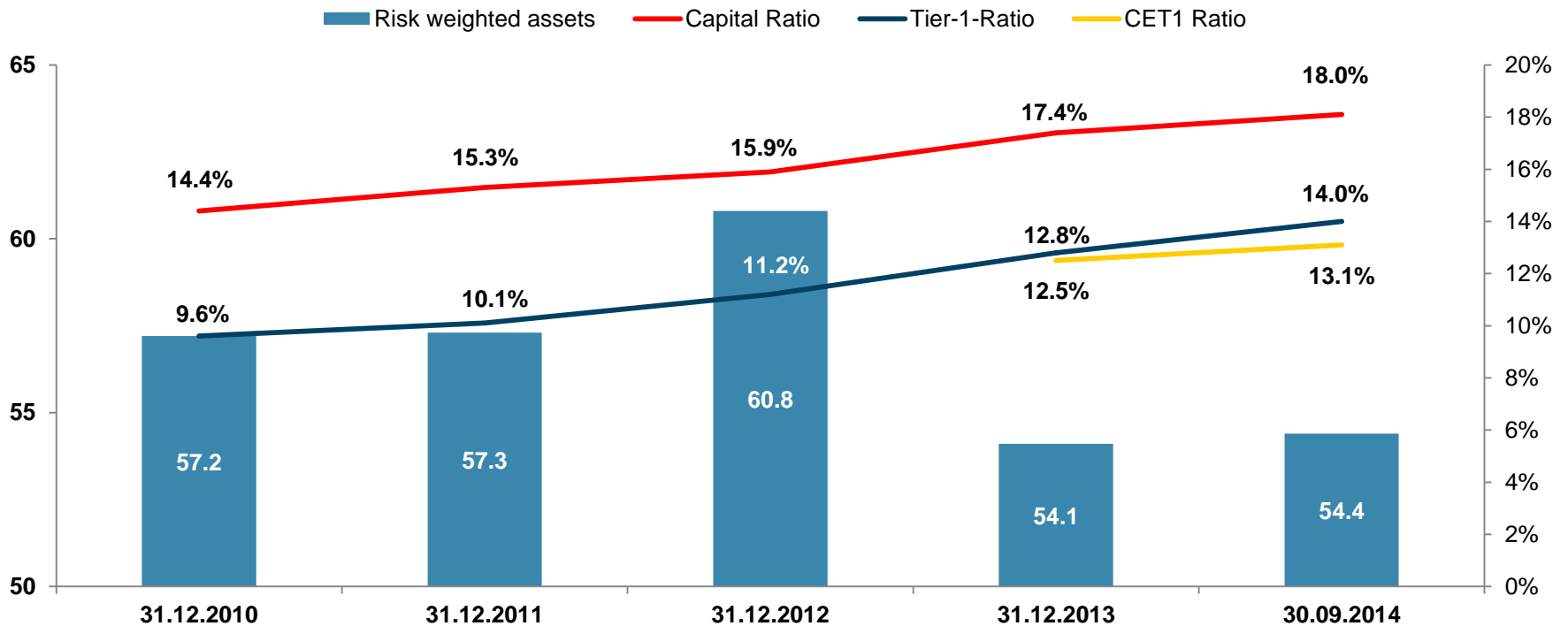


as of September 30, 2014



# Capital Ratios: Capital Base Strengthened

## Development of capital ratios (Helaba Group)



→ CET 1-Ratio as of September 30, 2014 at 13.1%.



# Consolidated Balance Sheet of Helaba Group for 9M 2014 (IFRS)

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	30.09.2014	31.12.2013	Change	
	in € billion	in € billion	in € billion	%
Loans and advances to banks incl. cash reserves	21.6	23.1	-1.5	-6.7
Loans and advances to customers	90.8	91.0	-0.2	-0.2
Impairments on receivables	-1.0	-1.1	0.1	7.6
Assets held for trading	31.3	32.3	-1.0	-3.1
Positive market value of derivatives not held for trading	5.9	4.7	1.2	26.8
Financial investments, incl. companies accounted for using the equity method	26.3	24.2	2.1	8.8
Other assets	4.0	4.1	-0.1	-2.4
<b>Total assets</b>	<b>178.9</b>	<b>178.3</b>	<b>0.6</b>	<b>0.3</b>
Liabilities due to banks	33.3	34.2	-0.9	-2.5
Liabilities due to customers	44.8	43.9	0.9	2.1
Securitised liabilities	49.6	48.4	1.2	2.4
Liabilities held for trading	30.6	33.7	-3.1	-9.3
Negative market value of derivatives not held for trading	5.2	3.5	1.7	48.7
Provisions/ other liabilities	2.5	2.3	0.2	8.7
Subordinated capital	5.4	5.1	0.3	6.4
Shareholders' equity	7.5	7.2	0.3	3.3
<b>Total liabilities</b>	<b>178.9</b>	<b>178.3</b>	<b>0.6</b>	<b>0.3</b>
<b>Business Volume</b>	<b>202.1</b>	<b>200.1</b>	<b>2.0</b>	<b>1.0</b>



## P&L of Helaba Group for 9M 2014 (IFRS)

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	01.01. – 30.09.2014	01.01. – 30.09.2013	Change	
	in € million	in € million	in € million	in %
Net interest income	978	893	85	9.5
Provisions for loans and advances	-62	-202	140	69.3
Net interest income after provisions for loans and advances	<b>916</b>	<b>691</b>	<b>225</b>	<b>32.6</b>
Net commission income	229	215	14	6.5
Net trading income	121	298	-177	-59.4
Result of hedges/derivatives	72	25	47	>100.0
Result from financial investments (incl. result from companies accounted for using the equity method)	24	-7	31	-
Other operating result	57	135	-78	-57.8
General administration expenses	-912	-915	3	0.3
Earnings before tax	<b>507</b>	<b>442</b>	<b>65</b>	<b>14.7</b>
Taxes on income	-167	-150	-17	-11.3
Consolidated net income	<b>340</b>	<b>292</b>	<b>48</b>	<b>16.4</b>





## Solid Development of Key Financial Ratios

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	01.01.-30.09.2014	01.01.-30.09.2013
Return on equity (before taxes)	9.3%	8.7%
Cost-income ratio	61.6%	58.1%
	30.09.2014	31.12.2013
Total capital ratio	18.1%	17.4%
Tier-1 capital ratio	14.0%	12.8%
Common Equity Tier-1 Ratio (CET1)	13.1%	12.5%
Common Equity Tier-1 Ratio (CET1) – „Fully Loaded“	11.8%	10.7%
Risk-weighted assets in € billion	54.4	54.1
Own funds, total in € billion	9.9	9.4
	30.09.2014	31.12.2013
Leverage Ratio	4.0%	3.4%

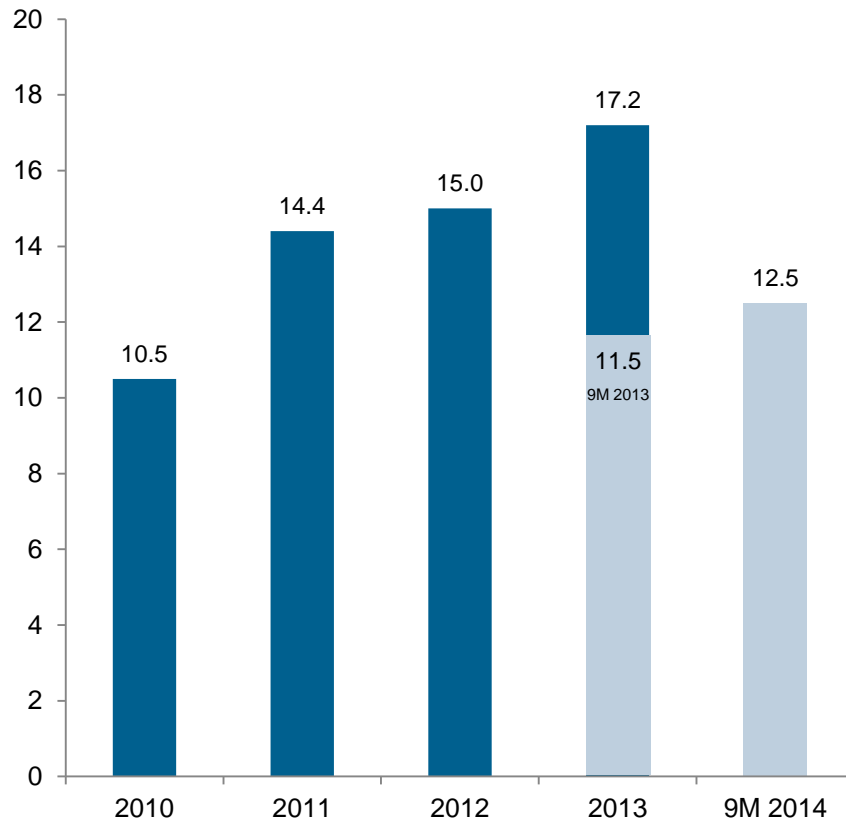
→ Leverage ratio of 4.0 % as of 30 September 2014 is considerably above the future regulatory minimum requirement of 3%.



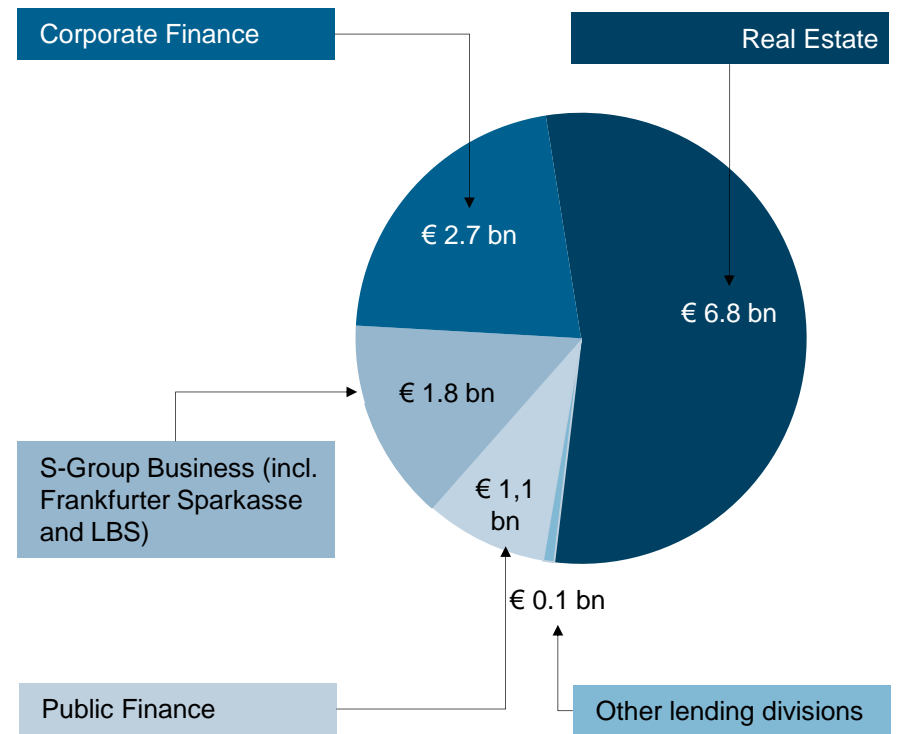
# Helaba Group: Volume of Medium and Long-Term New Business (>1 year): New Business with Customers Increases to € 12.5 bn

## Development of medium and long-term new business

in billion €



## Split of new business by segments: € 12.5 bn



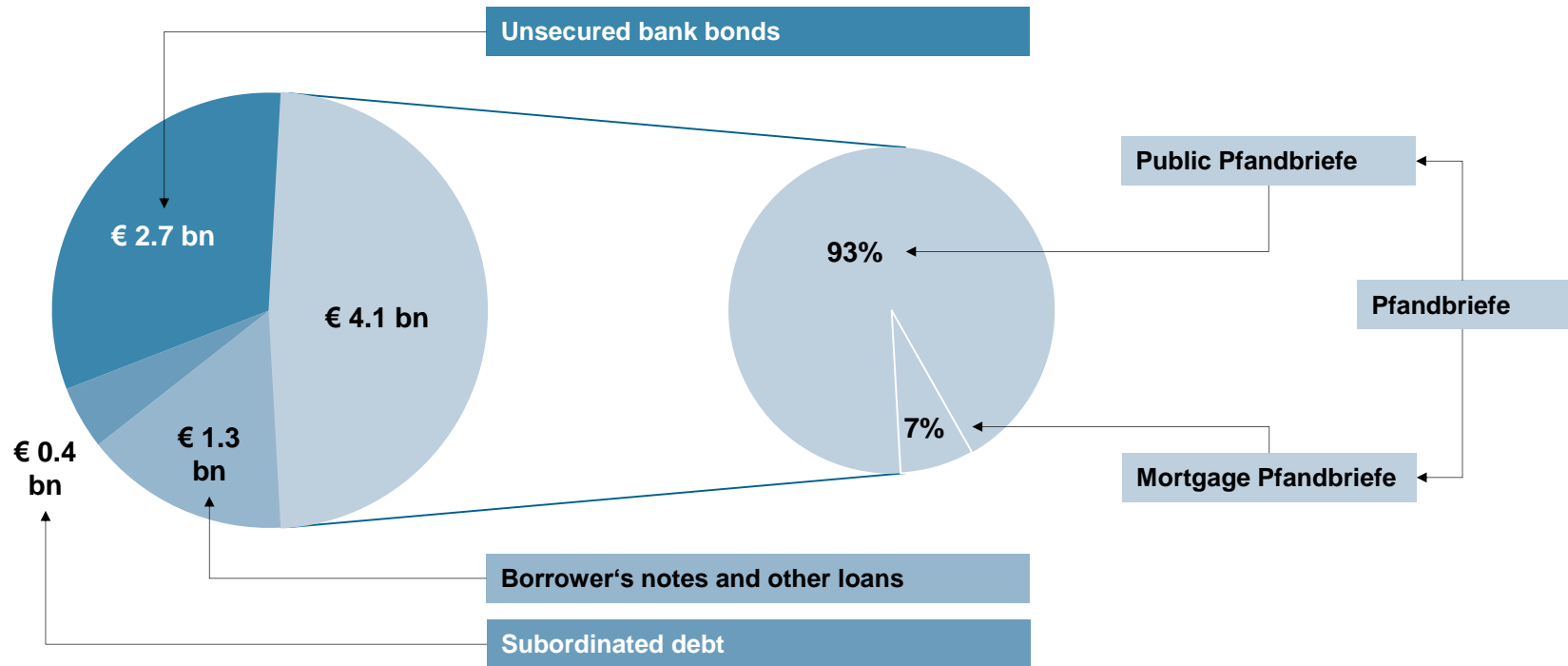
as of September 30, 2014



# Refinancing: High Proportion of Unsecured Funding Instruments

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Medium and long-term funding ( ≥ 1 Jahr): € 8.5 bn in 9M 2014



As of September 30, 2014

→ High stability provided by € 45 bn of customer liabilities.

→ In order to strengthen the Tier II capital base, € 400 mio of subordinated capital instruments were placed with institutional investors.



## Outlook on the Financial Year 2014:

### Helaba Expects a New All-time High in Group Earnings for 2014

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Helaba managed to sustain its positive business and earnings development.

After only nine months, Helaba achieved a Group result at the level of the best-ever full year results of 2012 and 2013.

**Helaba expects once again a new all-time high in Group earnings for the financial year 2014.**



# Helaba Ratings on a High Level

## Unguaranteed ratings

Agency	Moody's	Fitch Ratings	Standard & Poor's
Long-term rating	A2	A+ <sup>1</sup>	A <sup>1</sup>
Short-term rating	P-1	F1+ <sup>1</sup>	A-1 <sup>1</sup>
Financial strength-/ viability rating	D+	a+ <sup>1</sup>	-
Public Pfandbriefe	Aaa	AAA	-
Mortgage Pfandbriefe	-	AAA	-

## Guaranteed ratings<sup>2</sup>

Agency	Moody's	Fitch Ratings	Standard & Poor's
Long-term rating	Aa1	AAA	AA-

Source: Moody's Investor Service, Fitch Ratings, Standard & Poor's – as of November 25, 2014

1) Joint group rating (Sparkassen-Finanzgruppe Hessen-Thüringen)

2) With statutory guarantees of owners ('mit Gewährträgerhaftung')



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