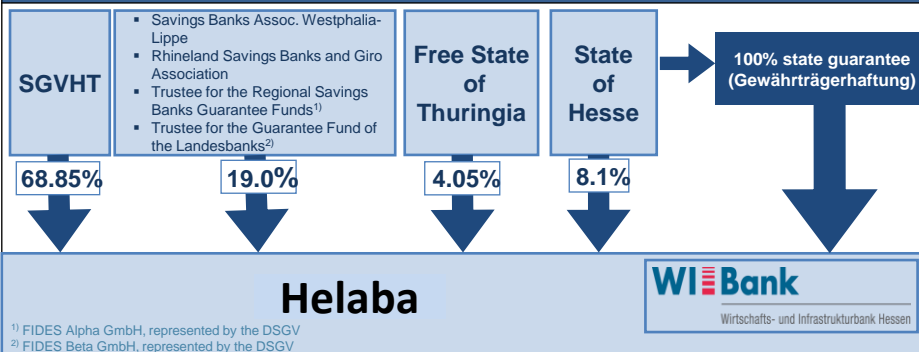


WIBank - Overview

- WIBank is a **legally dependent but economically and organisationally independent, public sector entity** within Landesbank Hessen-Thüringen Girozentrale.
- WIBank is responsible for the **monetary development business** of the state of Hesse and is a **development bank according to the "Understanding II"**, i.e. strict separation of WIBank's development banking business from the business of Helaba and thus compliant with state aid guidelines of the EU.
- **WIBank is responsible, on behalf of the State of Hesse**, for the development of the economy, infrastructure, social housing, urban development, agriculture as well as education and employment.

WIBank within Helaba



WIBank – The development programmes at a glance

- **Economic development:: (GuW Hessen)** founding and growth, **investments, sureties and guarantees, film promotion, capital for small business (KfK), JEREMIE** - fund for small business, Hesse – **microcredit, Innovation credit**.
- **Infrastructure:** Municipal Investment Programme (KIP), financing **hospitals, Local authority funding / capital spending on projects for essential public services, municipal Protection Shield Hesse (KSH), broadband expansion**, Refinancing of Banks for investment in public interest projects.
- **Building and Housing: Affordable Housing, Home ownership, Rented property** (new constructions, modernization, energy-efficient building and renovation), Urban development, **JESSICA** - urban development fund State of Hesse, Regional fund / **aircraft noise mitigation**.
- **Agriculture: Agricultural investment, market structure improvement, agricultural environment, Agricultural land development**, village regeneration and regional development (**DERE**).
- **Education and employment: Qualification and training programmes, childcare, employee development**.

WIBank - Hesse as guarantor

- The **State of Hesse** (long-term S&P rating: AA positive) - is the **explicit, unconditional and irrevocable guarantor** for all **liabilities** entered into by **WIBank**.
- **Bonds issued by WIBank benefit from a risk weight of 0 according to CRR (formerly "Solva zero status"):**
No capital requirements, exempt from regulatory large exposure limits, LCR-Status Level 1
- In terms of its liabilities, **the state of Hesse has to pay on first demand, thus timely payment is guaranteed**.

WIBank - Rating

- **Issuer rating from S&P: AA / positive / A-1+**

WIBank - Figures

	31 Dec 2016	31 Dec 2015	31 Dec 2014
Total assets	EUR 17,412.6 m	EUR 16,813.0 m	EUR 15,681.4 m
Number of employees	406	407	411
New business volume¹⁾	EUR 2,034.4 m	EUR 2,656.8 m	EUR 2,224.3 m
Net income	EUR 19.2 m	EUR 11.0 m	EUR 12.3 m

¹⁾ Loans and subsidies

Refinancing requirement

via global loans, promissory notes, bearer and registered bonds

2016 (actual)	2017 (budget)	2018 (budget)
EUR 1.3 bn	EUR 1.2 bn	EUR 1.4 bn

Refinancing Instruments

- Global loans with state & regional development institutions
- Bearer bonds, promissory notes & registered bonds (PPs subject to funding requirements)

General information:

<http://www.wibank.de>

Investor Relations:

<http://www.wibank.de/de/Investor-Relations.html>