

# Press Release

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## Helaba realigns its capital markets activities for financial institutions

**Frankfurt am Main.** As part of its "Scope" restructuring project, Helaba has realigned its capital market activities with financial institutions and similar clients. A separate business line for financial institutions has been established within the Capital Markets division in addition to the existing business lines for commercial customers and Sparkassen. The new department encompasses all aspects of investor-driven capital market activities with banks, financial institutions, local authorities and SSAs, both in Europe and beyond. This is the first time that Helaba has pooled its primarily transaction-based capital and money market activities with its more strategy-driven structuring and sales activities, in which financial institutions and SSAs act as investors or issuers. "In this way, we want to give institutional investors access to Helaba's entire range of investment and financing services in the most optimal format possible", explains Hans-Dieter Kemler, a member of Helaba's Board of Managing Directors. "Helaba also wants to further enhance its profile as a covered bond issuer." Helaba is one of the largest Pfandbrief issuers on the market.

The aim of this is also to generate added value for one of the bank's most important target clients - the German savings banks, or Sparkassen - even though Helaba already operates a department within Capital Markets focused exclusively on this segment. The Financial Institutions department will therefore be placed on an equal footing with the departments for Sparkassen and commercial customers that have already been successfully established. Thomas Cohrs, who joined Helaba at the end of 2019, is heading up the new business line. In recruiting Cohrs, Helaba has gained a proven capital market expert with more than three decades of experience in covered bonds, not only in the public sector but also in the cooperative and private banking sectors in Germany and abroad. In his new function, Cohrs reports to Thomas Leicher, the head of the Capital Markets division.

### Press and Communication

Neue Mainzer Strasse 52-58  
60311 Frankfurt am Main  
[www.helaba.de](http://www.helaba.de)  
Tel.: +49 (0) 69 / 9132 – 2192

### Mike Peter Schweitzer

E-Mail: [mikepeter.schweitzer@helaba.de](mailto:mikepeter.schweitzer@helaba.de)

### Ursula-Brita Krück

E-Mail: [ursula-brita.krueck@helaba.de](mailto:ursula-brita.krueck@helaba.de)

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## **About Helaba:**

One of the leading banks in the German financial capital of Frankfurt, the Helaba Group employs approximately 6,300 people and has total assets of 207 bn euros. It offers a complete range of financial services from a single source for companies, banks and institutional investors. Helaba provides innovative, high-quality financial products and services for the Sparkassen. It serves as the Sparkasse central bank for Hesse, Thuringia, North Rhine-Westphalia and Brandenburg, making Helaba a strong partner for some 40 percent of Germany's Sparkassen. Helaba is also the regional market leader in retail banking through its subsidiary Frankfurter Sparkasse and has a presence in direct banking through 1822direkt. Landesbausparkasse Hessen-Thüringen, Helaba's independent home loans and savings division, uses the Sparkassen as sales partners and is the market leader in both Hesse and Thuringia. WIBank, which comes under Helaba's Public Development and Infrastructure Business unit, supports development programmes for the State of Hesse. Helaba also engages in many areas of public life by sponsoring ground-breaking cultural, educational, environmental, sports and social projects.

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