

Press release

BNY Mellon, the group of the 25 largest savings banks in Germany (G25) and Helaba agree foreign trade finance joint venture

BNY Mellon, G25 group of the largest German savings banks and Helaba Landesbank Hessen-Thüringen have signed an agreement to cooperate on handling business in foreign trade finance. Initially, the joint venture will cover the region of South-East Asia, India and China (APAC). The agreement is designed to be open so that other banks in the Sparkassen-Finanzgruppe will be able to join in the future.

The aim of the cooperation consists of bundling the strengths of individual cooperation partners in order to improve their market presence in foreign trade finance and, in particular, to complement each other in the documentary credit business on both a local and global level. For its part, BNY Mellon will act as an international sales partner with a focus on achieving additional revenues for all joint venture partners, also by developing joint marketing activities.

At the heart of the joint venture, the cooperation partners have agreed that import letters of credit issued by the savings banks and Helaba will be routed to BNY Mellon, who will then advise their beneficiaries through its network of branches and correspondent banks in the cooperation region. In the other direction, BNY Mellon will handle export letters of credit in favour of savings bank customers in Germany, channelling them through Helaba or the G25 group of savings banks. In this case, Helaba will assume the role of processing hub in the scope of the agreement, thereby rounding out its range of services in foreign trade finance.

“This deal helps connect the famed Mittelstand with the fastest growing region in the world,” said Ian Stewart, Chief Executive Officer, Treasury Services at BNY Mellon. “We will provide a common solution for Helaba and Germany’s savings banks which will give them access to our network of correspondent banks in APAC. Helaba and the savings banks will be able to leverage our strong brand presence in Asia where we have been based for over half a century. This, in turn, will help German companies drive export growth into new and exciting markets.”

“Due to their regional strategies, various different economic structures, customer bases and business models, even large savings banks do not always have direct access to their corporate customers’ business and banking partners in other countries. With this strategic partnership with BNY Mellon and with Helaba’s assistance in systematically supporting our corporate customers in terms of foreign trade finance, we aim to secure and strengthen our position in the German corporate finance segment”, declared Josef Hastrich, Vice-Chairman of

Kreissparkasse Köln as well as Matthias Peschke, Vice-Chairman of the Kreissparkasse Heilbronn for the G25 group of savings banks.

The President of the German Savings Banks Association (DSGV), Georg Fahrenschon, also welcomes the agreement: “Helaba is investing in this business segment, expanding its international activities and thereby strengthening co-operation within the S-Group. This gives our members the opportunity to position themselves more strongly in the international SME lending business and is necessary in order to strengthen our corresponding range of products and services, in foreign business as well. In times of globalisation, international business is increasingly becoming a core activity. I am convinced that this co-operation is an important step in the right direction and that more will follow.”

“The signing of this agreement is a further building block in a comprehensive strategic realignment of Helaba’s foreign trade finance operations”, commented Klaus-Jörg Mulfinger, designated Member of Helaba’s Board of Directors responsible for business with the savings banks. “Our goal is to considerably increase the efficacy of Helaba’s services for the savings banks and our key accounts and to be in a position to provide all the relevant foreign trade finance products. In addition to buyer credit and forfaiting services, this includes the full range of trade finance products as well as the assumption of bank and country risks. Helaba will concentrate on the focus regions of German companies’ international business. In order to support these activities, the bank is opening a further representative office in Singapore this year. In addition to that, it is also expanding its worldwide network of correspondent banks as well as co-operations with other institutions.

BNY Mellon has been serving clients in Germany since 1931. The company opened its first office in Frankfurt in 1972. Following its acquisitions of BHF Asset Servicing and Frankfurter Service KAG in 2010 and Meriten Investment Management in 2012, the company now has more than 650 employees in Germany. In addition to asset servicing, custodian banking services, fund administration and asset management, BNY Mellon is active in Germany in the areas of corporate trust, treasury services, collateral management, depository receipts and client management. It has over 200 institutional relationships in Germany, including more than 20 DAX-listed corporations, and offers regional coverage for 14 countries in the German speaking and Central Eastern and South Eastern European region. For more information, see www.bnymellon.de.

BNY Mellon is a global investments company dedicated to helping its clients manage and service their financial assets throughout the investment lifecycle. Whether providing financial services for institutions, corporations or individual investors, BNY Mellon delivers informed investment management and investment services in 35 countries and more than 100 markets. As of June 30, 2014, BNY Mellon had \$28.5 trillion in assets under custody and/or administration, and \$1.6 trillion in assets under management. BNY Mellon can act as a single point of contact for clients looking to create, trade, hold, manage, service, distribute or restructure investments. BNY Mellon is the corporate brand of The Bank of New York Mellon Corporation (NYSE: BK). Additional information is available on www.bnymellon.com, or follow us on Twitter @BNYMellon.

*With an aggregated balance sheet total of around EUR 330 billion and a total volume in corporate business lending of about EUR 110 billion, the **G25, a group representing the 25 largest savings banks** in Germany (excluding Berliner Sparkasse), enjoys a leading position among German banks. The G25 savings banks have a market share of one third of all German savings banks and are particularly*

strong in the provision of finance for small and medium-sized enterprises. The G25 assist in the international business projects of their corporate clients by providing extensive support at their home locations, e.g. export and import finance, interest-rate and currency management, investment finance and documentary business. The Sparkassen-Finanzgruppe has the third-largest volume of SWIFT transactions in Germany and is one of the largest users of the European EBA clearing platform. For more information, see: www.dsgv.de

With a balance sheet total of EUR 200 billion, the Helaba Group counts itself among the leading banks in the financial centre of Frankfurt. The wholesale business unit offers companies, banks as well as institutional investors a comprehensive range of financial services under one roof. Via the S-Group Bank in the segments of S-Group business, private customer business and SME business, Helaba provides the savings banks with high-quality, innovative financial products and services. As a central clearing bank for the savings banks in Hesse, Thuringia, North Rhine-Westphalia and Brandenburg, Helaba is a strong partner for 40 per cent of all German savings banks. It maintains branches and representative offices in numerous international financial centres. Helaba enjoys excellent ratings from Moody's, Fitch Ratings and Standard & Poor's. For more information, see: www.helaba.de

Contact BNY Mellon:

Sebastian Göb

Hering Schuppener

+49 69 9218 7425

sgoeb@heringschuppener.com

Contact G25:

Henry Rehküh

Kreissparkasse Köln

+49 221 227 2561

Henry.rehkuh@ksk-koeln.de

Contact Helaba:

Wolfgang Kuss

Helaba

+49 69 9132 2877

wolfgang.kuss@helaba.de