
Extract from the Annual Report 2017



Sparkassenverband
Baden-Württemberg

The 51 savings banks in Baden-Wuerttemberg

(April 2018)



* On the territory of the state capital Stuttgart the LBBW complies with the tasks of a savings bank.

Expansion of lending guarantees economic dynamism

In spite of the difficult framework conditions, 2017 was a successful year for the savings banks in Baden-Wuerttemberg. They could further develop their business and play their part in the excellent economic condition of our state. All things considered, the savings banks achieved good results.

Most of all, three major issues demanded the attention of the Savings Banks Financial Group in the past year: the continuous zero and negative interest politics of the ECB, the banking regulation and digitalisation. The savings banks successfully resisted the decline in earnings caused by falling interest income. At the same time, they had to shoulder the higher costs arising from the banking regulation. In terms of the digitalisation they made good progress.

The financial result achieved in 2017 was again shaped by a strongly growing customer business. Customer deposits and customer credits rose above average. Thus, individual and corporate clients in Baden-Wuerttemberg had consigned about 134 billion Euro to the savings banks by the end of 2017. At the same time the savings banks had issued loans worth over 124 billion Euro. Both are record values.

The association's work was affected by lots of questions regarding regulatory issues. In addition, there was an increasingly strong pressure to communitise the deposit insurance at European level. We strongly object to that. With regard to this issue, we are pleased to be able to continue our fruitful cooperation with the Baden-Wuerttemberg Confederation of Skilled Crafts, the Baden-Wuerttemberg Association of Chambers of Industry and Commerce and the Baden-Wuerttemberg Federation of Cooperatives. Together we call for the preservation of the national deposit guarantee schemes, for a greater understanding of the needs of smaller and medium sized enterprises as well as a banking regulation with a sense of proportion.

Last fall we experienced some staffing turmoil at the head of the German Association of Savings Banks. Helmut Schleweis, former Chairman of the Savings Bank of Heidelberg and a highly respected personality has become President of the German Savings Banks Financial Group in January 2018. In Baden-Wuerttemberg, we are especially pleased by the election.

The success of our savings banks and of the financial group as a whole is attributable to many – our customers, whose great trust is an incentive for us, the members of the corporate bodies and our approximately 50,000 employees. I would like to thank them all for their great commitment.

Stuttgart, April 2018



Peter Schneider
President



Chronicle 2017

7th and 8th February: Delegation trip to Brussels

Together with the Confederation of Skilled Crafts Baden-Wuerttemberg, the Baden-Wuerttemberg Association of Chambers of Industry and Commerce and the Baden-Wuerttemberg Federation of Cooperatives a delegation of the association of savings banks visited Brussels. Besides conversations with Members of the European Parliament, the economic forum of Nicole Hoffmeister-Kraut, Minister of Economic Affairs, Labour and Housing, was part of the schedule.



21st February: Annual press conference

The savings banks' annual results for 2016 were presented by President Peter Schneider and Association Director Dr. Joachim Herrmann.

5th April: Award ceremony "Vorbild sein" (being an example to others)

In the premises of the LBS Suedwest (regional building society "Southwest") the Sports Youth of Baden-Wuerttemberg honoured volunteers for their outstanding commitment in sports clubs.

4th May: Trade Forum and award of the Zukunftspreis Handel (Future Prize in Trade)

Together with the Baden-Wuerttemberg Trade Association the savings banks association honoured outstanding retail merchants. The awards were granted by Dr. Nicole Hoffmeister-Kraut.

9th May: Gruenderpreis (Founder's Prize) Baden-Wuerttemberg

Together with Dr. Nicole Hoffmeister-Kraut, the Savings Banks Financial Group of Baden-Wuerttemberg honoured fascinating founder ideas.



23rd June: Summit talk with Federal Minister of Finance Dr. Wolfgang Schäuble

Dr. Wolfgang Schäuble welcomed Baden-Wuerttemberg's savings banks in the German Bundestag in Berlin.

17th July: Burkhard Wittmacher becomes the new Regional Chairman

The chairman of the Savings Bank of Esslingen was elected Regional Chairman by the chairmen of Baden-Wuerttemberg's savings banks. Carsten Claus, Chairman of the Savings Bank of Boeblingen and predecessor in office, retired in September.

24th July: General Meeting of the Association

In the course of the 29th General Meeting of the Association of Savings Banks of Baden-Wuerttemberg that took place in the savings banks' academy in Stuttgart, Peter Schneider was unanimously elected President of the Association for another tenure. Schneider, hence, will stay in office until April 2024.

26th July: Press meeting

The savings banks' half-year results were presented by President Peter Schneider and Association Director Dr. Joachim Herrmann.

9th October: Kulturlandschaftspreis (Cultural Landscape Award)

Together with the Swabian Heritage Association and Friedlinde Gurr-Kirsch, State Secretary of the Ministry of Rural Affairs and Consumer Protection, the association of savings banks granted the Cultural Landscape Award in the city of Moessingen.



12th October: Kommunalforum (Communal Forum)

The Communal Forum 2017 took place in the Congress Center of Baden-Baden. "Interest-free times" was its key topic.

24th October: Symposium on the World Savings Day

In Stuttgart's House of Economy (Haus der Wirtschaft), according to the motto "Threatened savings culture", the association of savings banks and the Baden-Wuerttemberg Federation of Cooperatives called attention to the consequences of the persistent low-interest phase.



20th December: Helmut Schleweis becomes new President of the German Savings Banks Association (DSGV)

Since at the beginning of November a penalty order had become public knowledge, the up to then President of the German Savings Banks Association (DSGV), Georg Fahrenschon, resigned on 24 November, 2017. Helmut Schleweis, former chairman of the Savings Bank of Heidelberg and Federal Chairman, was unanimously elected President by the General Assembly of the DSGV. Schleweis took office on 1 January, 2018.



Further expansion of lending ensures excellent economic climate

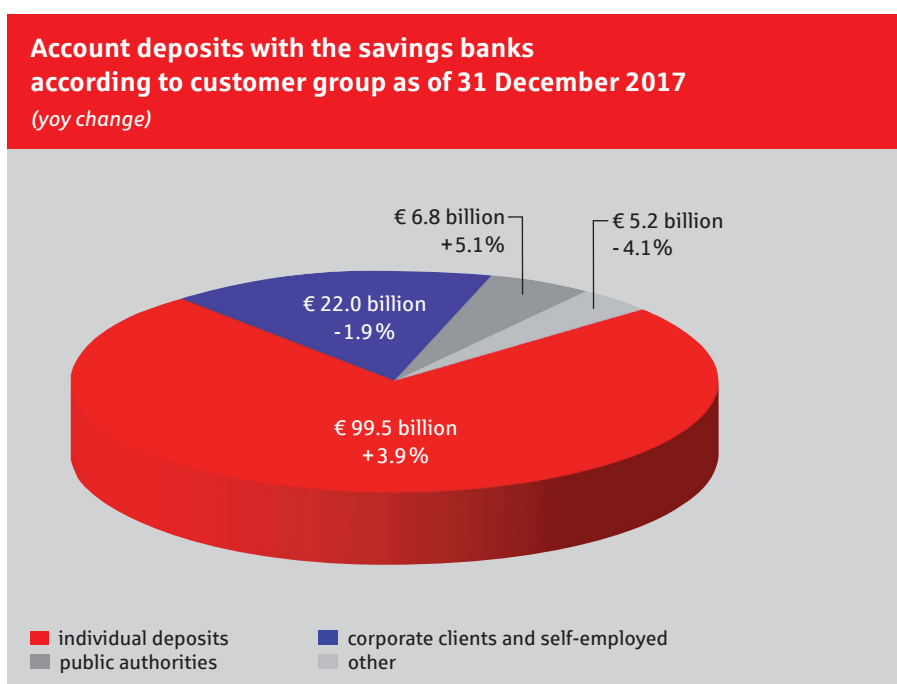
Despite the difficult basic conditions, the savings banks in Baden-Wuerttemberg experienced a positive year 2017. The savings banks recorded good results. They could expand their business activities. At the same time they, thus, underpinned the excellent economic climate prevailing in the Land by their lending activities. The financial result achieved in 2017 was, again, shaped by a strongly growing customer business. Customer deposits and loans rose above average.

As of 31 December 2017, the balance sheet total of the 51 savings banks in Baden-Wuerttemberg amounted to 188.9 billion Euro. Compared to the previous year's value of 183.4 billion Euro this is a significant increase of around 5.6 billion Euro. The growth of the balance sheet results exclusively from the strong customer business. The inter-bank business has been further reduced, this time by 0.4 billion Euro. At the same time, customer business rose by 9.1 billion Euro.

Customer deposits rise by 3.4 billion Euro

During the past twelve months customer deposits placed with the savings banks rose again above average – by 3.4 billion Euro. This is a plus of 2.6 per cent. By the reporting date of 31 December 2017, private and corporate customers in Baden-Wuerttemberg entrusted 133.6 billion Euro of deposits with their savings banks.

The private customers' deposits could be increased by 3.7 billion Euro (a plus of 3.9 per cent). At the same time corporate customers reduced their deposits by 0.4 billion Euro (a minus of 1.9 per cent).



In 2017, savings banks' customers purchased securities amounting to 9.6 billion Euro and sold securities worth 8.0 billion Euro. The security purchases exceeded thereby the sales by approximately 1.6 billion Euro. The turnover of securities (purchases plus sales) increased in 2017 by 3.3 billion Euro to 17.6 billion Euro. This is the highest value in the last ten years.

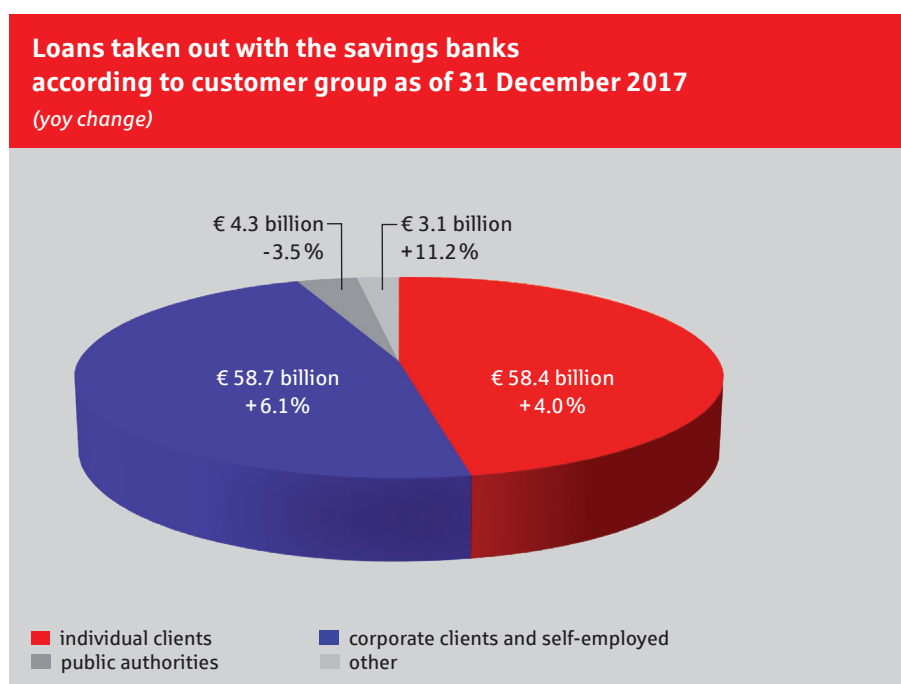
Despite the substantial regulatory requirements the savings banks will continue to consult their customers on securities on a comprehensive basis. The new prescriptions of MiFID II, covering about 20,000 pages, were timely implemented by the savings banks as of 3 January 2018.

Corporate lending rises by more than 6 per cent

By 3 December 2017, the savings banks had granted loans worth 124.4 billion Euro. In comparison to the previous year the volume of loans could again be increased – this time by around 5.7 billion Euro, corresponding to a plus of 4.8 per cent.

The volumes of corporate loans and loans to self-employed have been rising continuously for years – in 2017 by 6.1 per cent. This is the highest increase since the crisis year 2008. At that time the savings banks prevented a credit clamp by a strong expansion of lending activities.

The dynamic growth of corporate lending indicates the increased capital spending of corporate clients in Baden-Wuerttemberg. In doing so, corporate clients not only replace already existing units. They also expand the whole business. The numbers clearly indicate that the economic upswing will continue.



In 2017, new loans worth 13.8 billion Euro were promised to corporate clients and self-employed customers. This is also a record high. 12.4 billion Euro were disbursed, effectively. These numbers reflect Baden-Wuerttemberg's excellent economic condition and its strong momentum.

Since the outbreak of the financial crisis in 2007/ 2008 the amount of credits granted by Baden-Wuerttemberg's savings banks to corporate clients and self-employed customers has risen by over a third.

The property credit market continued to develop with great dynamism. The volume of credits grew by 5.3 per cent up to 62.4 billion Euro as of 31 December 2017. Thereby, the "60 billion – mark" was exceeded for the first time. More than 80 per cent of this amount is attributable to private loans (50.2 billion Euro). For the moment, property developers and other corporate clients have taken out loans worth 12.2 billion Euro with the savings banks.

Results in 2017

The interest surplus is the savings banks' main source of earnings. In 2017, it amounted to 3.3 billion Euro and, thus, approximately 65 million Euro below the value of 2016. The savings banks feel the consequences of the zero and negative interest policy run by the ECB. However, they buck the trend well enough to compensate the sinking interest income by the rise of the ordinary income.

The ordinary income rose by 74 million Euro up to approximately 1.2 billion Euro. Making great efforts, the savings banks were able to increase the ordinary income during the last five years respectively. However, increases like that cannot be repeated any number of times and, in the long run, they cannot compensate the decrease of the interest surplus completely.

Thanks to numerous economy measures of the savings banks, the ordinary expenses could be reduced slightly. As measured by the average balance sheet total, ordinary expenses – in relative terms – return to 2013 levels.

The figures show that the austerity measures conducted by the savings banks do take effect and that the institutions have reacted fast and efficiently, also on the cost side, to the financial burden resulting from the zero and negative interest politics run by the ECB.

The 2017 cost-income-ratio (CIR) of all savings banks in Baden-Wuerttemberg averaged 62.3 per cent. Last year, in order to earn one Euro, the savings banks had, thus, to spend approximately 62 Cent.

Overview of business performance	As of		Change in			
	31.12.2017		2017		2016	
	€m	%	€m	%	€m	%
Own savings deposits	44,554	23.6	-890	-2.0	-1,098	-2.4
Own issues	4,688	2.5	-607	-11.5	-583	-9.9
Time issues	4,048	2.1	41	1.0	-766	-16.1
Demand deposits	80,289	42.5	4,828	6.4	7,270	10.7
Liabilities to customers	133,578	70.7	3,372	2.6	4,823	3.8
Credits on bills of banks	31,062	16.4	846	2.8	-1,086	-3.5
Discount credit	5	0.0	-2	-25.8	-1	-9.6
Short-term exchange	7,646	4.0	289	3.9	-255	-3.4
Medium-term receivables	6,629	3.5	-33	-0.5	98	1.5
Long-term receivables	110,121	58.3	5,480	5.2	5,225	5.3
Loans to customers ¹⁾	124,401	65.8	5,734	4.8	5,067	4.5
Own securities banks ²⁾	3,225	1.7	-1,207	-27.2	-908	-17.0
Own investments in securities	45,644	24.2	933	2.1	462	1.0
Business assets	188,931	100.0	5,571	3.0	4,716	2.6

In 2017, the dropped interest surplus (minus 65 million Euro) could be compensated completely by the increased ordinary income (plus 74 million Euro).

- 1) Including acquired borrower's notes and registered bonds
2) Not including acquired borrower's notes and registered bonds

Since the ordinary expenses declined as well, the operating result before valuation amounting to 1.66 billion Euro exceeds the previous year's level of 1.65 billion Euro slightly.

There are also value readjustments leading to an increase of the operating result after valuation that amounts to 1.82 billion Euro and is in 2017, again, higher than the operating result before valuation.

The savings banks pay income taxes amounting to almost half a billion Euro on this respectable result. According to the forecast, the value amounts to 488 million Euro. The taxes paid by the savings banks directly benefit Baden-Wuerttemberg's municipalities.

All things considered, in 2017, the 51 savings banks in Baden-Wuerttemberg record an annual (total) result amounting to 1.3 billion Euro. The savings banks use this profit to further strengthen their equity capital. Consequently, the savings banks are well prepared to resist economically weaker times.

The Savings Banks Association of Baden-Wuerttemberg

At year-end 2017, the Savings Banks Association of Baden-Wuerttemberg (SVBW) consists of 51 savings banks with approximately 2,100 branches (including self-service branches), 32,600 employees and a balance sheet total of 188.9 billion Euro as well as their municipal owners.

The SVBW is headed by Association President Peter Schneider. He represents and manages the group in the association's committees. His full-time deputy is Dr. Joachim Herrmann, the association's managing director. President Peter Schneider also acts as chairman of the supervisory board of LBS Suedwest (public building society "Southwest"). In addition to that he is chairman of the supervisory board of the SV SparkassenVersicherung Holding AG (insurance owned by the savings banks) as well as a member of the supervisory boards of Landesbank Baden-Wuerttemberg (LBBW) and Landesbank Berlin Holding (LBB).

Legal form

Headquartered in Stuttgart, the SVBW is a public-law institution.

Members

At the end of December 2017, the SVBW had 51 independent member savings banks. Together with their municipal owners, they form the SVBW.

Legal supervision

Baden-Wuerttemberg's savings banks and the SVBW are subject to the legal supervision of the State of Baden-Wuerttemberg. The supervisory authority responsible for the SVBW is the Ministry of the Interior of Baden-Wuerttemberg. The savings banks are subject to the supervision of the responsible Regierungspraesidium (regional council).

Employees

At the end of 2017, the SVBW employed 303.5 full-time equivalents (FTE) which are distributed between the individual departments as follows:

Association management and department 1 Principle/Law/Personnel and Administration	69.5 FTE
Department 2 Savings banks' academy	55.1 FTE
Department 3 Market and organisation	72.8 FTE
Department 4 Examination body	106.1 FTE

In 2017, four employees of the association's auditing section successfully passed the association's auditing exam. Two employees sat the tax accountant's exam.

Memberships

The SVBW is a member of Deutscher Sparkassen- und Giroverband (German Savings Banks Association) and of Deutscher Sparkassen- und Giroverband, Koerperschaft des oeffentlichen Rechts (public law institution), both based in Berlin.

Ownerships

As one of LBBW's owners, SVBW holds a share of 40.534 per cent. As co-owners, the State of Baden-Wuerttemberg holds 24.988 per cent, Landesbeteiligung Baden-Wuerttemberg GmbH holds 15.545 per cent and the state capital Stuttgart holds 18.932 per cent.

The SVBW holds an 87.5 per cent stake in the LBS Suedwest (public building society "Southwest"). The residual stake of 12.5 per cent is held by the Savings Banks Association Rhineland-Palatinate.

In addition to SVBW's ownership of the associated companies LBBW and LBS, the association's shares in the SV Sparkassenversicherung Holding AG are pooled and managed by SVBW.

Further material investments

- Beteiligungsgesellschaft des Sparkassenverbands Baden-Wuerttemberg mbH & Co. KG, Stuttgart
- Deutscher Sparkassen Verlag GmbH, Stuttgart
- Finanz Informatik Verwaltungsgesellschaft mbH, Frankfurt am Main
- Geschaefsfuehrungsgesellschaft mbH des Sparkassenverbands Baden-Wuerttemberg, Stuttgart
- Landsiedlung Baden-Wuerttemberg GmbH, Stuttgart
- LBBW Immobilien Kommunalentwicklung GmbH, Stuttgart
- S Direkt-Marketing GmbH & Co. KG, Halle
- SVBW Beteiligungsgesellschaft mbH, Stuttgart
- SI-BW Geschaefsfuehrungsgesellschaft mbH, Stuttgart
- SIZ GmbH, Bonn
- Sparkassen-Beteiligungen Baden-Wuerttemberg GmbH, Stuttgart
- "WIRTSCHAFTSPRUEFUNG" Treuhand-, Revisions- und Unternehmensberatungs-Gesellschaft mbH, Ditzingen
- WSV Wuerttembergische Sparkassen-Beteiligungsverwaltungsgesellschaft mbH, Stuttgart

Activities of the bodies and committees

The Association's General Meeting

Honorary Chairman:

Wolfgang Dietz

Oberbuergemeister,
Weil am Rhein

Honorary Deputy Chairmen:

1. Stv.: Burkhard Wittmacher

Vorsitzender des Vorstands
der Kreissparkasse Esslingen-Nuertingen

2. Stv.: Bernhard Ilg

Oberbuergemeister, Heidenheim

In addition to the chairman the Association's General Meeting consists of the delegates of the Association's members (the chairman of the board of directors, the chairmen and the deputies of the member savings banks).

Chairman of the Association

Chairman of the Association:

Peter Schneider

Praesident

Deputy Chairman:

Dr. Joachim Herrmann

Verbandsgeschaeftsfuehrer

at 31 December 2017

The decision-making bodies of the association set out concrete approaches to issues and solutions of defining importance to the Savings Banks Financial Group concerning political, strategic and business policy issues of savings banks.

In 2017, questions regarding regulatory topics, the low-interest-rate phase and digitization were intensely discussed during the committee meetings of the SVBW.

The delegates of the Baden-Wuerttemberg's member savings banks convened for one general meeting. The main topics of the 29th general meeting that took place on 24 July 2017 were the 2016 financial statement of the SVBW, the annual reports of the Landesbank Baden-Wuerttemberg, the LBS Landesbausparkasse Baden-Wuerttemberg and the SV Sparkassen-Versicherung as well as the election of the association's chairman and the deputy chairman of the association's general meeting.

In 2017, the management of the association dealt with forward-thinking, strategic and business policy questions as well as regulatory issues. Moreover, the agenda of the general meeting was pre-discussed.

During the meetings of the Committee for Marketing and Market Communications that took place in 2017, the attendees discussed various projects the Association of Savings Banks of Baden-Wuerttemberg and the German Association of Savings Banks had worked on. Questions on topics such as the communication and marketing strategy were discussed at length.

During its meetings, the personnel development committee dealt with topics such as the savings banks' training architecture and developments in the area of technical and managerial personnel.

In addition, regular meetings were held by the Working Group of the Chairmen of the Supervisory Boards, the Conference of the Chairmen and the Working Group of the Deputies of the member Savings banks. These dealt mainly with business policy and regulatory issues.

Our commitment at a glance

For many years, the savings banks have been increasing their commitment to the community by establishing savings banks foundations. In 2017, Baden-Wuerttemberg's savings banks (including the association) topped up their 100 foundation's capital stock by additional 11 million Euro to over 266 million Euro.

Total corporate social responsibility spending (donations, funds distributed by foundations, sponsorship etc.) added up to more than 53 million Euro, with just over 30 million Euro earmarked for cultural and social projects.

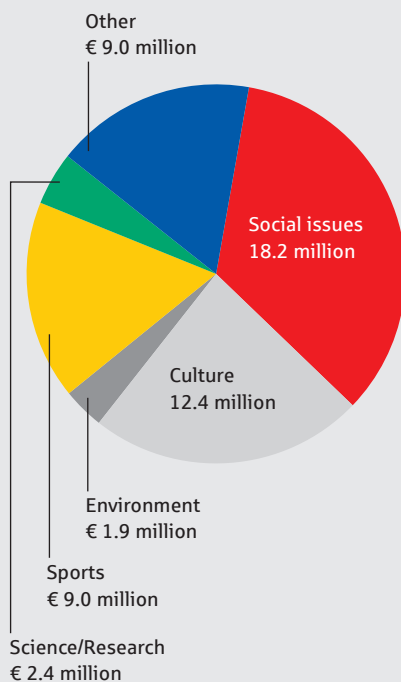
Baden-Wuerttemberg's savings banks therefore continue to substantially contribute to the region's cultural and social life.

Contributions made by Baden-Wuerttemberg's savings banks for charitable purposes amounting to 52.9 million Euro in 2017

Donations	€ 24.6 million
Special-purpose bonus savings plan income	€ 3.3 million
Other contributions and sponsorships	€ 16.9 million
Foundation disbursements	€ 8.1 million

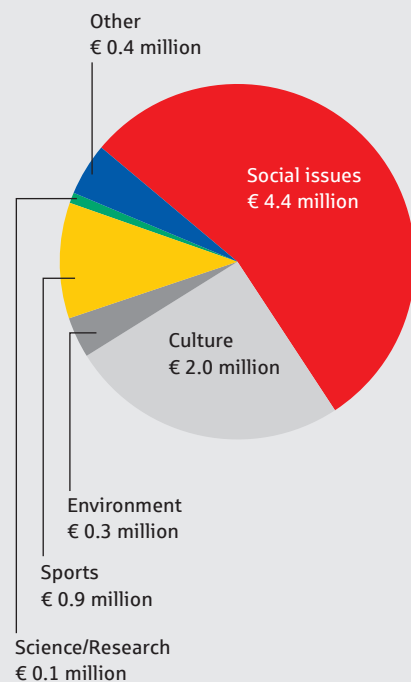
Total funds disbursed:

Breakdown of CSR € 52.9 million



Breakdown of foundation disbursements:

Foundation disbursements € 8.1 million



Baden-Wuerttemberg's savings banks

(at 31 December 2017)

Savings Bank	Chairman of the Supervisory Board	Board of Managing Directors	Owner representative
Sparkasse Baden-Baden Gaggenau	OB Margarete Mergen	Lothar Volle, Martin Semmet	OB Christof Florus
Kreissparkasse Biberach	LR Dr. Heiko Schmid	Martin Bücher, Joachim Trapp, Kurt Hardt	KR/BM a. D. Wolfgang Dahler
Sparkasse Bodensee	OB Uli Burchardt	Lothar Mayer, Franz Bernhard Bühler, Christoph Müller	LR Lothar Wölfle
Kreissparkasse Boeblingen	LR Roland Bernhard	Dr. Detlef Schmidt, Michael Tillmann, Michael Fritz	KR/BM Wilfried Dölker
Sparkasse Bonndorf-Stuehlingen	BM Michael Scharf	Theo Binninger, Georg Riesterer	N.N.
Sparkasse Buehl	OB Hubert Schnurr	Frank König, Matthias Frietsch	BM Oliver Rastetter
Sparkasse Engen-Gottmadingen	BM Johannes Moser	Jürgen Stille, Werner Schwacha	BM Dr. Michael Klinger
Kreissparkasse Esslingen-Nuertingen	LR Heinz Eininger	Burkhard Wittmacher, Bernd Haußels, Frank Dierolf, Kai Scholze	KR/BM Bernhard Richter
Sparkasse Freiburg-Noerdlicher Breisgau	OB Dr. Dieter Salomon	Marcel Thimm, Erich Greil, Lars Hopp, Bernd Rigl	OB Stefan Schlatterer
Kreissparkasse Freudenstadt	LR Dr. Klaus Michael Rückert	Uwe Braun, Leopold Zanker	KR/BM a.D. Heinz Hornberger
Sparkasse Gengenbach	BM Thorsten Erny	Thomas Laubenstein, Alois Lehmann	BM Bernd Bruder
Kreissparkasse Goepfingen	LR Edgar Wolff	Dr. Hariolf Teufel, Joachim Müller, Klaus Meissner	KR/GF Kurt Moll
Sparkasse Hanauerland	OB Toni Vetrano	Joachim Parthon, Jutta Grandjean, Wolfgang Huber	BM Marco Steffens
Sparkasse Haslach-Zell	BM Philipp Saar	Bernd Jacobs, Klaus Minarsch	BM Günter Pfundstein
Sparkasse Hegau-Bodensee	OB Bernd Häusler	Udo Klopfer, Jens Heinert, Dr. Alexander Endlich	BM Rainer Stolz
Sparkasse Heidelberg	OB Prof. Dr. Eckart Würzner	Helmut Schleweis, Rainer Arens, Bernd Wochele, Thomas Lorenz (stv.)	OB Dieter Gummer
Kreissparkasse Heidenheim	LR Thomas Reinhardt	Dieter Steck, Thomas Schöpplein	OB Bernhard Ilg
Kreissparkasse Heilbronn	LR Detlef Piepenburg	Ralf Peter Beitner, Matthias Peschke, Dr. Thomas Braun, Bernhard Steck	OB Harry Mergel
Sparkasse Hochrhein	OB Dr. Philipp Frank	Heinz Rombach, Wolf Morlock	BM Alexander Guhl
Sparkasse Hochschwarzwald	BM Armin Hinterseh	Jochen Brachs, Michael Frech	BM Andreas Hall
Sparkasse Hohenlohekreis	LR Dr. Matthias Neth	Bernd Kaufmann, Werner Siller	KR Manfred Wenzel
Sparkasse Karlsruhe	OB Dr. Frank Mentrup	Michael Huber, Thomas Schroff, Lutz Boden, Marc Sesemann	OB Klaus Demal
Sparkasse Kraichgau	OB Cornelia Petzold-Schick	Norbert Grießhaber, Thomas Geiß, Michael Reichert	OB Jörg Albrecht
Sparkasse Loerrach-Rheinfelden	OB Jörg Lutz	André Marker, Klaus Jost, Rainer Liebenow	OB Klaus Eberhardt
Kreissparkasse Ludwigsburg	LR Dr. Rainer Haas	Dr. Heinz-Werner Schulte, Thomas Raab, Dieter Wizemann	KR/BM a.D. Manfred Hollenbach
Sparkasse Markgraeflerland	OB Wolfgang Dietz	Ulrich Feuerstein, Peter Blubacher, Patrick Glünkin	BM Astrid Siemes-Knoblich

BM = Mayor (Buergermeister)

LR = District Administrator (Landrat)

KR = County Councillor (Kreisrat)

OB = Lord Mayor (Oberbuergermeister)

	Deposits from customers €m Dec, 31		Loans to customers ¹⁾ €m Dec, 31		Business volume €m Dec, 31	
	2017	2016	2017	2016	2017	2016
	1,465	1,443	1,187	1,138	1,940	1,941
	3,528	3,435	2,399	2,262	5,617	5,522
	2,968	2,924	3,062	2,972	4,113	4,176
	5,409	4,997	6,169	5,802	8,266	7,902
	376	363	269	267	524	508
	669	645	532	513	946	904
	645	653	678	659	959	979
	6,865	6,746	6,017	5,705	8,688	8,504
	4,489	4,341	4,689	4,471	6,308	5,890
	1,283	1,236	982	938	1,757	1,714
	269	260	299	291	455	454
	3,900	3,767	4,136	3,875	5,976	5,582
	739	763	809	805	1,416	1,413
	751	744	705	679	1,038	1,031
	2,054	2,050	2,185	2,175	3,225	3,213
	5,827	5,641	5,200	5,014	7,483	7,275
	1,446	1,410	1,183	1,143	1,967	1,965
	6,403	5,971	6,600	6,283	8,985	8,426
	2,080	2,063	2,219	2,134	3,033	2,941
	756	733	703	693	1,080	1,094
	1,392	1,371	1,084	1,006	1,777	1,725
	5,959	5,748	5,784	5,374	8,009	7,605
	3,219	3,076	2,105	2,022	4,184	4,049
	1,512	1,485	2,043	2,004	2,611	2,505
	6,900	6,693	5,754	5,427	10,615	10,397
	1,402	1,386	1,698	1,697	2,417	2,444

¹⁾ including acquired borrower's notes and registered bonds

Savings Bank	Chairman of the Supervisory Board	Board of Managing Directors	Owner representative
Sparkasse Neckartal-Odenwald	OB Michael Jann	Gerhard Stock, Michael Krähmer, Martin Graser	BM Jürgen Galm
Sparkasse Offenburg/Ortenau	OB Edith Schreiner	Helmut Becker, Karl Bähr, Jürgen Riexinger	OB Dr. Wolfgang G. Müller
Kreissparkasse Ostalb	LR Klaus Pavel	Andreas Götz, Dr. Christof Morawitz, Markus Frei	KR/Erster BM Dr. Joachim Bläse
Sparkasse Pforzheim Calw	OB Peter Boch	Stephan Scholl, Hans Neuweiler, Sieghardt Bucher, Dr. Georg Sticklel	LR Karl Röckinger
Sparkasse Pfullendorf-Meißkirch	BM Thomas Kugler	Hubert Rist, Carsten Knaus	BM Arne Zwick
Sparkasse Rastatt-Gernsbach	OB Hans Jürgen Pütsch	Ulrich Kistner, Klemens Götz, Martin Seidel	BM Julian Christ
Kreissparkasse Ravensburg	LR Harald Sievers	Heinrich Pumpmeier, Norbert Martin, Dr. Manfred Schöner	KR/BM Roland Bürkle
Bezirkssparkasse Reichenau	BM Dr. Wolfgang Zoll	Johann Roth, Günter Weber	BM Stefan Friedrich
Kreissparkasse Reutlingen	LR Thomas Reumann	Michael Bläsius, Joachim Deichmann, Martin Bosch (stv.)	KR/BM a. D. Rudolf Heß
Sparkasse Rhein Neckar Nord	OB Heiner Bernhard	Stefan Kleiber, Ulrich Sonntag, Helmut Augustin	OB Dr. Peter Kurz
Kreissparkasse Rottweil	LR Dr. Wolf-Rüdiger Michel	Matthäus Reiser, Roland Eckhardt, Christian Kinzel	KR/BM Herbert Halder
Sparkasse Salem-Heiligenberg	BM Manfred Härle	Ralf Bäuerle, Wolfgang Müller	BM Jürgen Beisswenger
Sparkasse Schwaebisch Hall-Crailsheim	LR Gerhard Bauer	Thomas Lützelberger, Michael Beck, Klaus Ehrmann	KR/BM Kurt Wackler
Sparkasse Schwarzwald-Baar	OB Dr. Rupert Kubon	Arendt Gruben, Wolfgang Wurbs	OB Erik Pauly
Hohenzollerische Landesbank Kreissparkasse Sigmaringen	LR Stefanie Bürkle	Michael Hahn, Stefan Häußler	KR/BM Stefan Bubeck
Sparkasse St. Blasien	BM Adrian Probst	Gerhard Behringer, Klaus Kistler	BM Rolf Schmidt
Sparkasse Staufen-Breisach	BM Michael Benitz	Michael Grüninger, Georg Selinger	BM Oliver Rein
Sparkasse Tauberfranken	BM Wolfgang Vockel	Peter Vogel, Wolfgang Reiner	LR Reinhard Frank
Kreissparkasse Tuebingen	LR Joachim Walter	Dr. Christoph Gögler, Hans Lamparter	KR/BM i. R. Manfred Hofelich
Kreissparkasse Tuttlingen	LR Stefan Bär	Lothar Broda, Markus Waizenegger	OB Michael Beck
Sparkasse Ulm	OB Gunter Czisch	Manfred Oster, Wolfgang Hach, Andrea Grusdas	LR Heiner Scheffold
Kreissparkasse Waiblingen	LR Dr. Richard Sigel	Ines Dietze, Lothar Kümmerle, Ralph Walter	KR Wilfried Klenk MdL
Sparkasse Wiesental	BM Christof Nitz	Lothar Müller, Georg Ueckert	BM Peter Palme
Sparkasse Wolfach	BM Thomas Geppert	Günter Rauber, Alexander Thau	BM Thomas Haas
Sparkasse Zollernalb	LR Günther-Martin Pauli	Markus Schmid, Claus Kimmerle	KR/BM a. D. Hermann Luppold

Assets total
Baden-Wuerttemberg

BM = Mayor (Buergermeister)
KR = County Councillor (Kreisrat)

LR = District Administrator (Landrat)
OB = Lord Mayor (Oberbuergermeister)

	Deposits from customers €m Dec, 31		Loans to customers ¹⁾ €m Dec, 31		Business volume €m Dec, 31	
	2017	2016	2017	2016	2017	2016
	1,680	1,634	1,241	1,187	2,219	2,148
	3,113	3,085	2,723	2,619	4,313	4,245
	3,861	3,826	3,199	3,031	5,063	4,945
	7,702	7,467	8,011	7,605	11,676	11,317
	592	561	478	458	771	753
	1,199	1,209	929	884	1,640	1,628
	3,553	3,503	3,126	3,049	4,670	4,621
	643	611	987	959	1,108	1,064
	3,671	3,761	3,405	3,145	4,872	4,847
	3,393	3,351	2,548	2,347	4,798	4,725
	1,976	2,021	1,637	1,598	2,820	2,787
	650	650	525	509	855	847
	2,121	2,081	2,118	2,028	3,280	3,173
	2,528	2,444	2,097	2,001	3,527	3,425
	1,236	1,155	931	919	1,690	1,640
	213	203	296	284	403	396
	987	1,006	911	877	1,351	1,302
	1,917	1,934	1,713	1,637	2,652	2,654
	3,648	3,480	3,575	3,389	5,016	4,822
	2,166	2,197	2,275	2,205	3,372	3,273
	4,565	4,578	3,917	3,752	6,177	5,922
	6,114	5,872	6,155	5,852	8,298	7,801
	817	815	761	735	1,125	1,138
	330	323	269	263	474	460
	2,599	2,496	2,082	1,984	3,377	3,270
	133.578	130.206	124.401	118.667	188.931	183.360

¹⁾ including acquired borrower's notes and registered bonds

Statistical overview

Interim figures/Status of savings banks

	As of Dec, 31, 2017		As of Dec, 31, 2016	
	€m	%	€m	%
Cash	1,173	0.6	1,183	0.6
Balances with central banks	3,323	1.8	2,341	1.3
Loans and advances to banks (MFIs)	9,170	4.9	11,326	6.2
Loans and advances to non-banks (MFIs)	124,401	65.8	118,667	64.7
Debentures and other fixed-income securities	30,733	16.3	30,928	16.9
Equities and other non-fixed-income securities	15,005	7.9	13,799	7.5
Equity investments	1,826	1.0	1,931	1.1
Shares in affiliates	303	0.2	225	0.1
Trust assets	190	0.1	211	0.1
Property and equipment	1,848	1.0	1,939	1.1
Other assets	960	0.5	810	0.4
Total assets	188,931	100.0	183,360	100.0

Interim figures/Status of savings banks

	As of Dec, 31, 2017		As of Dec, 31, 2016	
	€m	%	€m	%
Liabilities to banks	29,699	15.7	29,009	15.8
Liabilities to non-banks	132,197	70.0	128,693	70.2
Savings deposits	44,554	23.6	45,444	24.8
Other liabilities	87,643	46.4	83,249	45.4
Securitized liabilities	2,247	1.2	2,029	1.1
of which: issued debentures	2,247	1.2	2,029	1.1
issued money market certificates	0	0.0	0	0.0
Trust liabilities	190	0.1	211	0.1
Write-downs	146	0.1	169	0.1
Provisions	2,059	1.1	2,040	1.1
Subordinated liabilities	593	0.3	707	0.4
Capital generated from profit-participation rights	63	0.0	91	0.0
Fund for general banking risks	7,873	4.2	6,932	3.8
Equity	9,362	5.0	9,091	5.0
Other liabilities	4,503	2.4	4,387	2.4
Total assets	188,931	100.0	183,360	100.0
Business volume	188,931		183,360	
Guarantees	6,196		6,672	

Branches and employees

	Dec. 31, 2017	Dec. 31, 2016
Savings Banks	51	52
Savings bank branches	1,646	1,747
Self-service branches	454	409
Total employees	32,595	33,810
of which trainees	2,106	2,435

Breakdown of savings banks by size

Business volume in €m	Dec. 31, 2017		Dec. 31, 2016	
	Number of banks	Business- volume	Number of banks	Business- volume
less than 500	3	1,331	4	1,619
500 to 1,500	11	11,172	11	10,722
1,500 to 2,500	8	15,406	8	15,204
2,500 to 5,000	15	54,846	17	63,671
5,000 or more	14	106,176	12	92,143
Total	51	188,931	52	183,360

Donations, foundation disbursements and other contributions

Use:	2017	
	€m	Share in %
Social issues	18,2	34.4
Culture	12,4	23.4
Environment	1,9	3.5
Sports	9,0	17.0
Research, promotion of business and science	2,4	4.5
Other	9,0	17.1
Total	52,9	100.0

Account overview

Use:	Holdings in thousands of units	
	Dec. 31, 2017	Dec. 31, 2016
Savings accounts	5,605	5,844
Checking (giro) accounts	6,196	6,190
Term deposit accounts ¹⁾	22	29
Loan accounts ²⁾	1,325	1,328
Custody accounts ¹⁾	293	301

¹⁾ including accounts with no balance ²⁾ not including checking accounts

Savings deposits

	Total		of which: bearing a higher interest rate	
	Dec. 31, 2017	Dec. 31, 2016	Dec. 31, 2017	Dec. 31, 2016
Savings deposits (volume in €m)	44,554	45,444	32,613	35,810
Average balance per account (in €)	7,949	7,776	12,670	12,626

Securities business

	2016 €m	2015 €m
Total sales	17,627	14,297
Fixed-interest securities	2,661	2,124
Shares, warrants	2,257	2,121
Investment and real estate shares	4,683	3,476
Purchases by customers	9,602	7,721
Fixed-interest securities	2,391	2,008
Shares, warrants	2,227	1,787
Investment and real estate shares	3,407	2,780
Sales by customers	8,025	6,576
Fixed-interest securities	271	116
Shares, warrants	30	333
Investment and real estate shares	1,276	696
Net sales to customers	1,576	1,145

Accumulation of financial assets by private individuals in Germany

	2017		2016	
	€m	%	€m	%
Savings deposits	-863	-17.7	-802	-16.7
Own issues ¹⁾	-510	-10.5	-701	-14.6
Time deposits	-91	-1.9	-237	-4.9
Demand deposits	5,166	105.9	5,556	116.0
Profit participation certificates	-27	-0.6	-18	-0.4
Securities ²⁾	1,202	24.6	991	20.7
Fixed-interest securities	119	2.4	113	2.4
Shares, warrants	35	0.7	317	6.6
Investment and certificates	1,048	21.5	561	11.7
Total	4,877	100.0	4,789	100.0

¹⁾ At nominal value (zero coupon bonds at the face value of the issue). Including subordinated securities and the balance from secondary sales and redemption of bearer bonds and savings bank bonds.

²⁾ At market value

Lending business

Borrowers	As of Dec. 31, 2016		Change since the beginning of year 2016		Change since the beginning of year 2015	
	€m	%	€m	%	€m	%
Agriculture/forestry, fisheries	1,021	0.8	-22	-2.2	-25	-2.4
Energy/water utilities, mining	3,245	2.6	150	4.9	202	7.0
Manufacturing	8,103	6.5	223	2.8	331	4.4
Construction	4,241	3.4	316	8.0	15	0.4
Retail/wholesale	5,848	4.7	246	4.4	56	1.0
Communications/information transmission	1,294	1.0	88	7.3	46	4.0
Financial institutions (not including credit institutions) and insurance companies	4,531	3.6	421	10.2	145	3.7
Service providers (incl. independent professions)	30,422	24.5	1,939	6.8	2,040	7.7
These include, housing companies	5,763	4.6	622	12.1	458	9.8
investment companies	2,635	2.1	446	20.4	238	12.2
other real estate business	10,186	8.2	540	5.6	717	8.0
hospitality industry	1,651	1.3	31	1.9	61	3.9
information and communication, research and development, publishing	4,519	3.6	257	6.0	266	6.7
health care, veterinary care, social services	3,679	3.0	-6	-0.2	199	5.7
Companies and financially independent private individuals	58,704	47.2	3,361	6.1	2,809	5.3
Consumer loans (installment and non-installment loans)	8,184	6.6	-40	-0.5	-61	-0.7
Home construction loans (including mortgage loans)	50,189	40.3	2,258	4.7	2,275	5.0
Non-financially independent private individuals and other private individuals	58,373	46.9	2,218	4.0	2,214	4.1
Public sector	4,259	3.4	-153	-3.5	-278	-5.9
Other borrowers	3,065	2.5	309	11.2	323	13.3
Total loans to customers	124,401	100.0	5,734	4.8	5,067	4.5
For information only, loans to tradesmen	4,787	3.8	51	1.1	20	0.4

Statement of income

	2017		2016		Change	
	€m	% of ATA	€m	% of ATA	in €m	%age-points
Interest income	4,084	2.19	4,354	2.40	-270,4	-0.21
Interest expense	661	0.35	838	0.46	-177,1	-0.11
Interest result from derivatives	-162	-0.09	-190	-0.10	28,6	0.01
Net interest income	3,261	1.75	3,326	1.83	-64,6	-0.08
Ordinary income	1,176	0.63	1,103	0.61	73,6	0.02
Ordinary expenses	2,778	1.49	2,781	1.53	-3,0	-0.04
Staff costs	1,813	0.97	1,817	1.00	-3,9	-0.03
General and administrative expenses	925	0.50	923	0.51	2,4	-0.01
Other ordinary expenses	39	0.02	41	0.02	-1,5	0.00
Total operating income/expenses from financial transactions	3	0.00	4	0.00	-1,5	0.00
Operating income before remeasurement	1,662	0.89	1,652	0.91	10,4	-0.02
Securities valuation results	70	0.04	52	0.03	17,9	0.01
Loans valuation results	73	0.04	167	0.09	-93,7	-0.05
Other valuation results	14	0.01	32	0.02	-18,3	-0.01
Remeasurement gain or loss	157	0.08	251	0.14	-94,1	-0.06
Operating income after remeasurement	1,819	0.97	1,902	1.05	-83,6	-0.08
Net profit/loss in equity	-32	-0.02	-130	-0.07	98,7	0.05
Net profit/loss before tax	1,787	0.96	1,772	0.97	15,1	-0.01
Profit-related taxes	-488	-0.26	-549	-0.30	60,8	0.04
Net profit/loss for the year (available profit)	1,299	0.70	1,223	0.67	75,9	0.03

In individual cases, rounding differences of +/- 0.01 may occur.

Published by:
Sparkassenverband
Baden-Wuerttemberg (SVBW)
Am Hauptbahnhof 2
70173 Stuttgart

Edited by:
Stephan Schorn
Phone: 0711 127-77390
E-Mail: stephan.schorn@sv-bw.de

Translation:
Sven F. Zschörper
E-Mail: sfzschoerper@googlemail.com

Design and production:
Systemedia GmbH
75449 Wurmberg

© April 2018

**Sparkassen-Finanzgruppe
Baden-Wuerttemberg**

51 Sparkassen
Landesbank Baden-Wuerttemberg
LBS Suedwest
SV SparkassenVersicherung
DekaBank
Deutsche Leasing

www.sv-bw.de
www.youtube.de/svbwdeu