

Dear Shareholders and Investors,

For DekaBank Deutsche Girozentrale, 2018 was a special year: 1 February marked the start of our hundred-year anniversary. Together with the savings banks, Deka has been committed to sustainable economic, social and ecological development in Germany since the Bank's establishment. Derived from the shared values of the Sparkassen-Finanzgruppe, the key themes of our anniversary celebrations were people, the economy and responsibility. These values remain crucial to our future direction as well, as there is no future without past foundations.

In our centenary year, our business model once again proved to be resilient. Despite challenging market conditions, the Deka Group achieved a satisfactory economic result of €452 million (previous year: €449 million). Total income rose slightly to €1,509 million, while expenses of €1,057 million showed a moderate increase compared to the previous year's level.

In an increasingly uncertain stock market environment, net sales of the Deka Group were once again in double-digit territory, reaching around €12 billion for the 2018 financial year. It is encouraging to note that more and more savings bank customers are discovering the world of securities investments – as evidenced by around 160,000 new securities and customer custody accounts in the Deka Group as well as over 400,000 new Deka investment savings schemes. In the current market phase especially, regular fund-based saving is a vital component of a stronger securities culture in Germany.

One reason for the positive sales development of Deka products is the high quality of our product and service offering. In 2018 this was once again corroborated by numerous awards from independent parties. The *Wertpapierhaus* of the savings banks was for the first time chosen as "Fund Manager of the Year" by Finanzen Verlag, receiving the publisher's Golden Bull award. In the prestigious Fonds-Kompass awards, which are organised by Capital business magazine together with rating agency Scope Analysis and consultancy firm Tetralog Systems, Deka once again received the maximum five-star rating, also making it one of just four companies to repeat the top ranking awarded to them in the previous year. Deka is also set to receive top rankings in both sets of awards again this year. In the Zertifikate Awards, Deka was chosen as "Certificate Issuer of the Year" and won the German Excellence Prize. At the same time, Deka has established itself as one of the leading sustainable financial service providers. For example, one way in which we are supporting the Sustainable Development Goals of the United Nations is by means of a new 'positive list' for financing.

During our centenary year we demonstrated that Deka is in a stable position and is well equipped for the future. In order to ensure that this remains the case, the Board of Management launched the DekaPro programme during the reporting year. This is our way of investing in the future direction of our business model. Our primary objective is customer focus – we are rethinking processes and products from the bottom up in order to bring them even closer into line with the needs and workflows of savings banks and institutional customers. This is something that digitalisation is helping us to achieve in all areas of the Bank, for example through solutions such as robotic process automation. In addition, we are exploiting every opportunity for organisational optimisation and efficiency improvements, as well as the possibilities opened up to us by digitalisation.

In 2019, we once again expect an economic result on a par with the current reporting year, which will ensure payment of an appropriate dividend.

This level of stability will enable us to continue to make necessary investments in our future using our own resources in order to enhance our long-term growth and earnings prospects.

Sincerely,



Michael Rüdiger



Dr. Georg Stocker



Manuela Better



Dr. Matthias Danne



Martin K. Müller