The figures for the 2007 financial statements set out in the documentation are preliminary. They are subject to a final audit opinion by the auditor.
Successful business model

HSH Nordbank recorded strong operating growth in 2007

- Strong new lending business: € 40 bn
- Operating income: double-digit growth
- Costs: under control
- Net income: positive after-tax figure*

Strong position on attractive markets and in growth areas

- Corporate client business: no. 1 in Northern Germany
- Ship finance: global no. 1
- Commercial real estate: among the top 3 in Germany
- Renewable energies: among world's top 3 in project business
- Aviation: among the top 5 worldwide

Sustainable and crisis-proof business model

* preliminary German GAAP results for 2007
Strong growth - successful cross-selling

Earnings growth of market units (CAGR 2003-2007)

<table>
<thead>
<tr>
<th>Category</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporates</td>
<td>17.1</td>
<td>15.2</td>
<td>12.5</td>
<td>38.0</td>
<td>54.1</td>
</tr>
<tr>
<td>Real Estate</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shipping</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Transport</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Energy</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Private Banking</td>
<td>7.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Savings banks</td>
<td>5.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overall</td>
<td>17.3</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

FMD* cross-selling income

- 2006: 177
- 2007: 252 (+42%)

* Financial Markets Division
Strong growth in operating income

Operating income* (€ mn)

2006: 2,172
2007: 2,456 (+13%)

Q1: 511
Q2: 605
Q3: 684
Q4: 656

* preliminary German GAAP results for 2007
Strong growth in operating profit

Operating profit before risk provisions*
(€ mn)

2006 2007

Q1 Q2 Q3 Q4

1,254 1,444

273 385 434 352

+15%

* preliminary German GAAP results for 2007
The Bank's conservative valuation policy incorporates latest market information:

- subprime risks have been fully adjusted in the 2007 income statement
- Most market-value changes in the securities portfolio have been absorbed with an impact on earnings
- Realized losses total less than € 200 mn
- Accumulated contingency reserves (§ 340 f+g of the German GAAP) have not been reduced
Systematic reassessment of risks (2/2)

### Risk provisions/evaluation

<table>
<thead>
<tr>
<th>Business/Investment</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lending business</td>
<td>€ 169 mn</td>
</tr>
<tr>
<td>Securities business</td>
<td>€ 642 mn</td>
</tr>
<tr>
<td>Equity investments</td>
<td>€ 71 mn</td>
</tr>
<tr>
<td>Contingency reserves (§ 340 f+g)</td>
<td>€ 9 mn</td>
</tr>
</tbody>
</table>

**Total** | **€ 891 mn**

---

This includes:

- Writedowns on credit investments of € 1.1 bn
  - Of which subprime € 563 mn
    - Of which North Street € 202 mn
  - Net realized gains € 252 mn
87% of the portfolio with virtually no impairment

Total credit-investment portfolio (29.9 € bn)

Extensive impairments:

- No unrealized writedowns from subprime
- Subprime risk has been absorbed with a full impact on earnings
- Credit Investments Portfolio: ~ 29.9 bn € writedowns: ~ 1.1 bn €
Charges well absorbed in 2007

**Operating profit after risk provisions***
(€ mn)

2006: 945
2007: 553
- 41 %

**Net income***
(€ mn)

2006: 460
2007: 250
- 46 %

* preliminary German GAAP results for 2007
# Overview: proven operating strength

Preliminary results pursuant to German GAAP:

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>€ 2,456 mn</td>
<td>+ 13 %</td>
</tr>
<tr>
<td>Operating profit before risk provisions</td>
<td>€ 1,444 mn</td>
<td>+ 15 %</td>
</tr>
<tr>
<td>Operating profit after risk provisions</td>
<td>€ 553 mn</td>
<td>- 41 %</td>
</tr>
<tr>
<td>Net income</td>
<td>€ 250 mn</td>
<td>- 46 %</td>
</tr>
<tr>
<td>Cost/income ratio</td>
<td>41.2%</td>
<td>- 1.1 pp</td>
</tr>
<tr>
<td>Tier 1 ratio (KWG, incl. market risk position, w/o minority interest)</td>
<td>6.2%</td>
<td>+ 0.1 PP</td>
</tr>
<tr>
<td>Pre-tax ROE</td>
<td>7.0%</td>
<td>- 8.0 pp</td>
</tr>
</tbody>
</table>
Unfavorable conditions for IPO

- The valuation of banks / financial institutions came down 30% as a result of the financial crisis
- Lower valuation would bring in less fresh capital
- Conditions for bank stocks will remain volatile in 2008

Stockholders are convinced by HSH Nordbank's business model

Stockholders do not want to list HSH Nordbank on the stock market below its value

IPO will be postponed
HSH Nordbank: well-positioned

We have a successful and crisis-proof business model

We are a financial institution that is geared to growth

We are steadily improving our market position