



VAN LANSCHOT
KEMPEN

Investor presentation

August 2024

Van Lanschot Kempen at a glance

Specialist independent
wealth manager with a
capital-light business model

Oldest independent financial
institution in the
Netherlands, founded in 1737

1,937 FTE
Across four countries

Our purpose
Preserve and create wealth for our clients
and society in a sustainable way

Our values
Personal Specialised
Entrepreneurial Decisive

€157bn
Client assets

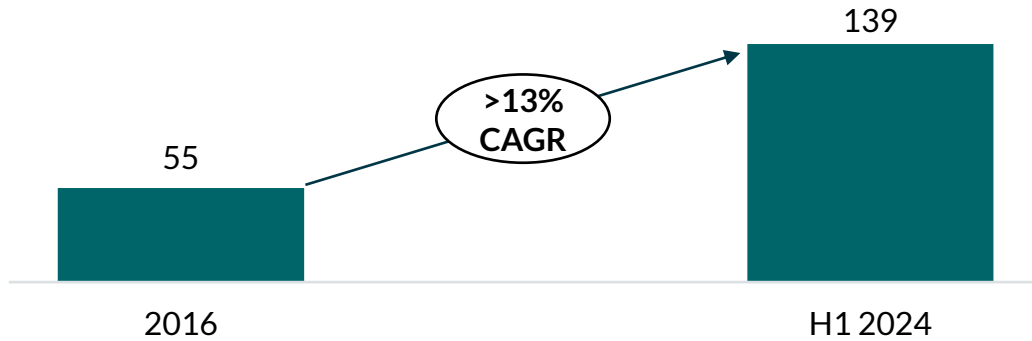
€139bn
AuM

€125m
Net result (2023)

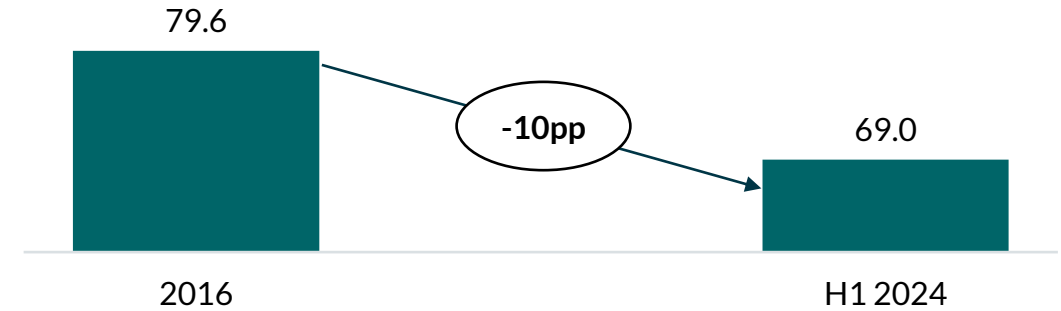
18.8%
CET1 ratio

Strong track record in delivering on our growth strategy

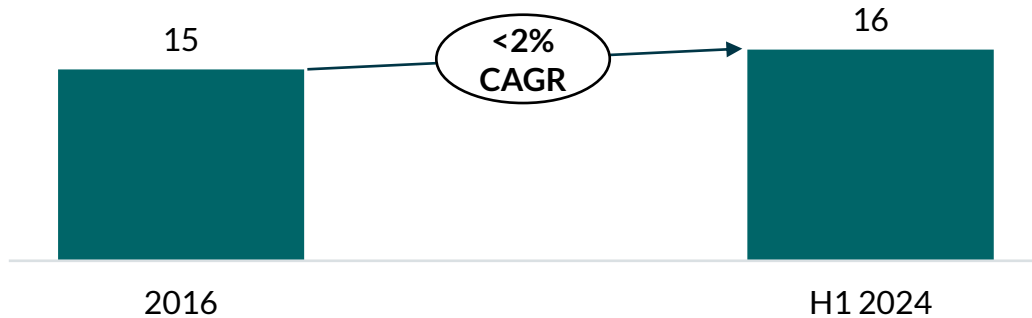
Continuous strong AuM growth (€bn)



With significant improvement of C/I ratio (%)



With very limited balance sheet growth (€bn)



Delivering attractive dividend and capital returns

€800m
Aggregate capital
return since 2016

>10%
Average annual
yield since 2016

Growing further together



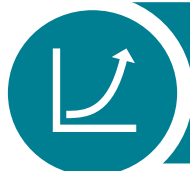
Be a leading wealth manager in Western Europe, with a solid foundation in the Netherlands and Belgium



Further capitalise on the momentum in Private Banking Netherlands, and unlock additional growth engines



Reap the significant potential for growth in Private Banking Belgium, our second home market



Positioned Investment Management and Investment Banking for renewed profitability and enhanced support to Private Banking



Ambitious financial targets for 2027 to underscore our scalable growth strategy

2027 financial targets reflecting our ambitions

Continued strong growth

10% average annual AuM growth

Scalable business model

67% – 70% cost/income ratio

Solid capital position

17.5% CET 1 ratio (Basel IV fully loaded)

Attractive returns

>18% return on CET 1 capital

High dividend distribution

70% – 90% dividend pay-out ratio



Generate sustainable and profitable growth while maintaining a capital-light business model with the target to grow on average 10% in AuM per year

Organic growth

Bolt-on acquisitions

Market performance

All our segments are well positioned with clear USPs

Private Clients

- Foundation of our business
- Differentiating with our personal approach and distinctive investment solutions
- Relevant throughout the client life cycle
- Scalable with single state-of-the-art IT platform

Netherlands

- Strong momentum in a growing market with clear growth opportunities
- Unique position in Switzerland

Belgium

- Strong momentum on the back of the launch of the Mercier Van Lanschot brand
- Ambition to be a leading player in Belgium

Investment Management Clients

- In-house investment engine
- Alternatives & specialist strategies and pension fund consolidation driving growth
- Firmly positioned to be more scalable and solidly profitable

Investment Banking Clients

- Specialist investment banking capabilities
- Strong track record in focus sectors based on personal and long-term relationships with clients
- Market momentum and profitability returned, cooperation with Private Clients taking off



Our people make the difference



Investing in talent development

- Van Lanschot Kempen Academy
- Young Private Banking program
- Cultivating expertise, entrepreneurship, personal approach

Nurturing high employee engagement

- High satisfaction with 90% engagement score and eNPS >20
- Stimulating and promoting internal throughflow

Fostering employee alignment

- Enabling our people to share in our success
- Partnership established to foster collaboration
- >70% of employees are shareholder (~10% stake)



Strong tech capabilities enable scalable organic growth

Strong diversified tech teams

Close business-IT alignment

Cloud frontrunner

Agile way of working

Track record of swift integrations

Tight cost control

GenAI examples

GenAI use cases: six live in production and seven in proof of concept

250,000+ prompts on internal GPT chatbot "Leonardo" since July 2023

Ask Leonardo

First company in NL live with Microsoft 365 Copilot



GitHub Copilot results in 20% productivity increase



Continue track-record of disciplined bolt-on acquisitions



Netherlands

α.s.r.

Bank cooperation



Retail distribution



2016

2017

2018

2019

2020

2021

2022

2023

2024

- Bolt-on acquisitions only, no transformational transactions
- Focus on opportunities in private banking and investment management in our core markets
- Primarily targets focusing on assets under management

- Cultural fit is paramount
- Leveraging our established integration capabilities
- Contributing to financial targets after two years

Acquisitions will be funded through own capital and potentially newly issued shares



Our long-term focus demands dedication to sustainability



Sustainability targets

Discretionary AuM: annual weighted average carbon intensity (WACI)
7% reduction (2019 baseline)

Mortgages: annual carbon footprint per m²
9.5% reduction (2023 baseline)

Own organisation: annual average carbon intensity per FTE
8% reduction (2019 baseline)

We aim to be a net-zero asset manager in 2050 and we aim to reach
net-zero for our own operations in 2030





VAN LANSCHOT
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2024 half-year results

August 2024

We continued our strong momentum in H1 2024

- Strong growth in AuM to €139.3 billion, a 9.4% increase vs 2023
- Net result of €74.5 million, a 44% increase vs H1 2023
- All client segments contributed to the net result



- Robust momentum in the Netherlands, especially with entrepreneurial clients
- Strong continued growth in Belgium following launch of Mercier Van Lanschot
- Completed the acquisition of Belgian investment adviser Accuro



- Named Fiduciary Manager of the Year in the UK; generated €2.6bn in net inflow from a number of new UK and NL clients in H1 2024
- Awarded Best Performance Benelux for our structured products proposition



- Presented our “Growing further together” strategy and our ambitious 2027 financial targets during our investor day in June in Amsterdam



Key financial highlights H1 2024 with net result up 44%



Net result
€74.5m (+44%)

Commission income
€251.5m (+23%)

Interest income
€92.2m (-15%)



Operating expenses
€248.2m (+6%)

Cost/income ratio
69.0% (H1 2023: 74.5%)

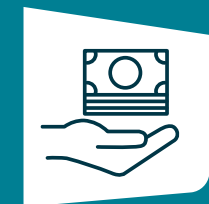
Loan loss provisions
€1.7m (H1 2023: -€1.9m)



AuM net inflow
€5.7bn

Total AuM
€139.3bn (+9%)

Total client assets
€156.8bn (+8%)



CET 1 ratio (Basel III)
18.8% (2023: 19.6%)

CET 1 ratio (Basel IV)*
18.5%

Return on CET 1 capital
17.0% (H1 2023: 11.4%)

Liquidity coverage ratio: 216% (2023: 225%). Total balance sheet of €16.4bn (2023: €16.8bn)

* Based on Van Lanschot Kempen's current interpretation of Basel IV

All our client segments performed well and contributed positively to our financial targets



Private Clients Netherlands

- Momentum continuing
- Net AuM inflow of €1.8bn
- €71.6m operating profit before tax



Investment Management Clients

- Reorganisation starting to pay off
- Net AuM inflow of €2.8bn
- €13.5m operating profit before tax



Private Clients Belgium

- Momentum accelerating
- Net AuM inflow of €1.1bn
- €16.7m operating profit before tax



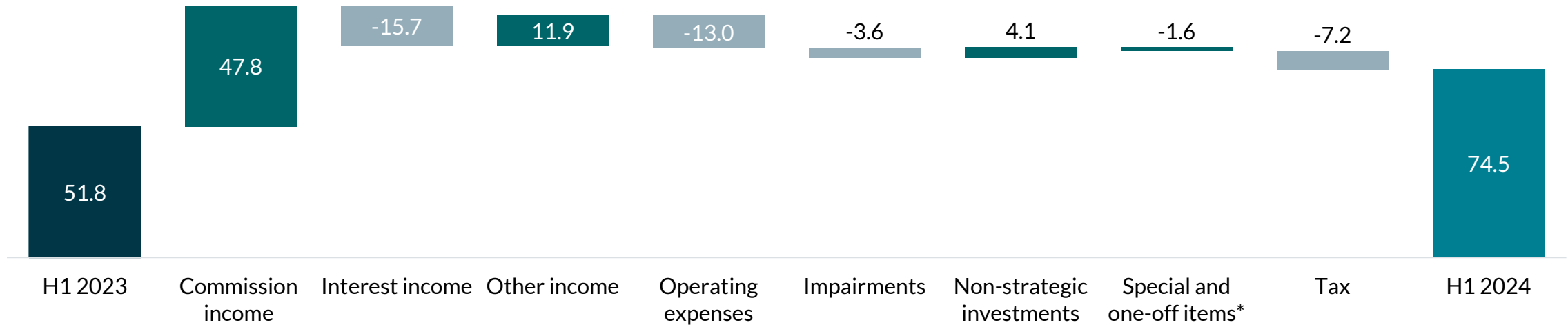
Investment Banking Clients

- Returned to profitability
- Commission income up 42%
- €3.0m operating profit before tax



Net result rises to €74.5m on the back of strong commission income

Key drivers of net result (€m)

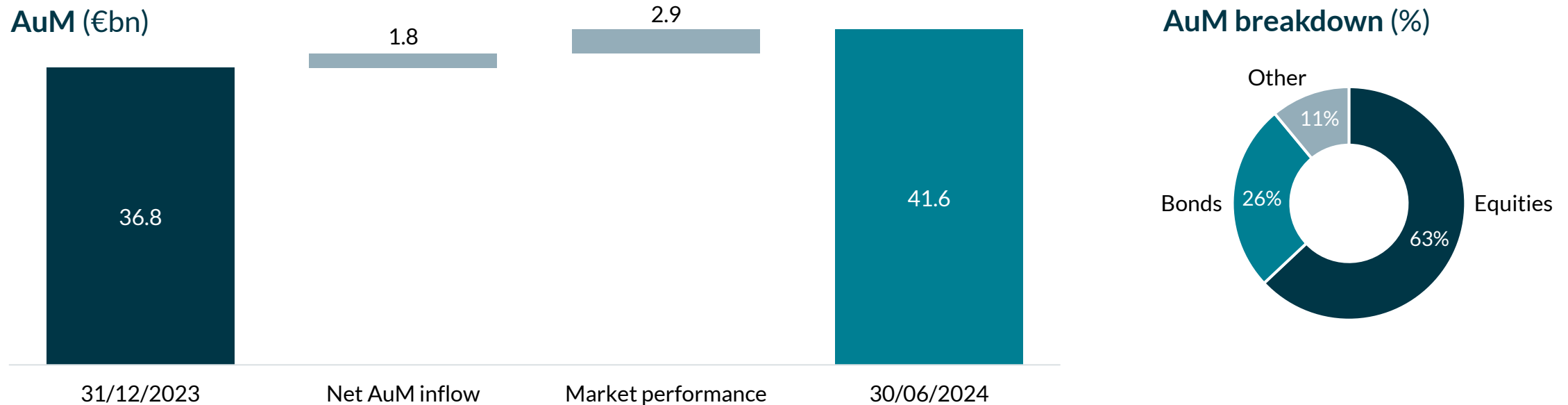


- Strong increase in commission income driven by higher AuM base as well as higher Investment Banking commissions
- Interest came down as net interest margins expectantly declined, partly offset by the Evi van Lanschot savings proposition
- H1 2024 includes Robeco's online investment platform, which led to a c. €9.5m increase in income and a c. €9.5m increase in expenses including c. €1m in integration costs
- Non-strategic investments includes an earn-out of €2.0m from the sale of AIO II (Medsen) in 2019

* Special and one-off items includes expenses related to amortisation of intangible assets arising from acquisitions, restructuring charges and expenses related to the accounting treatment of acquisitions



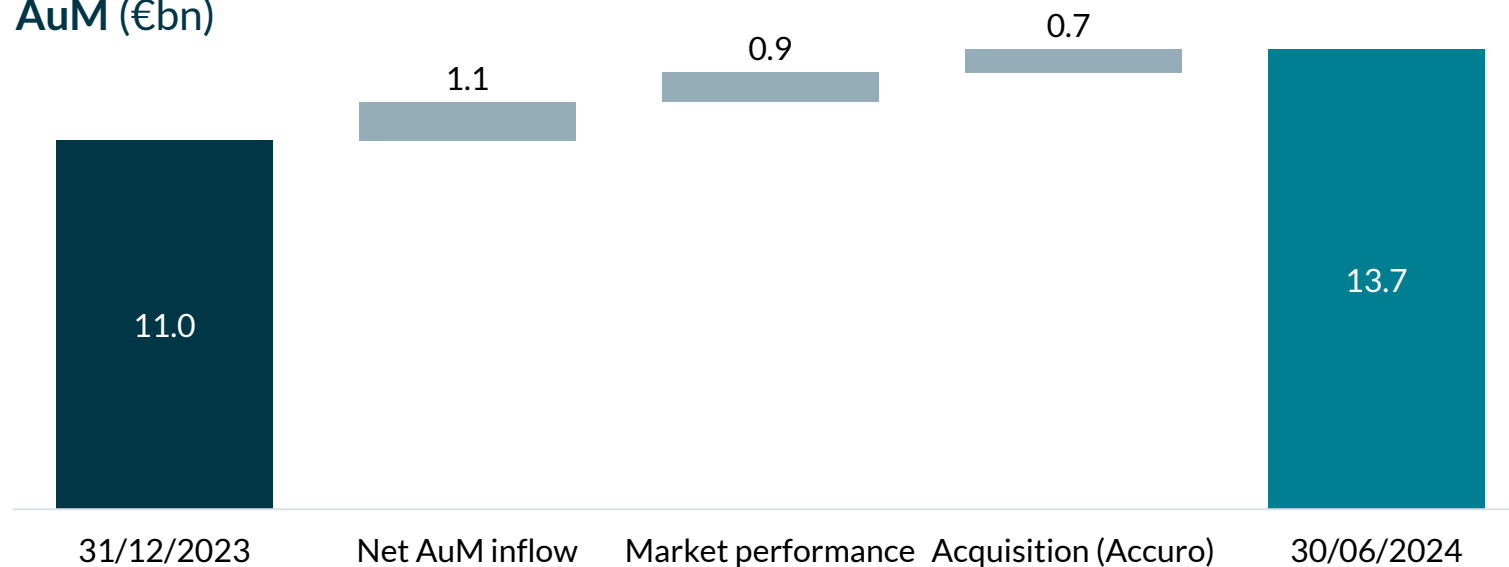
Private Clients Netherlands: high inflow and strong result



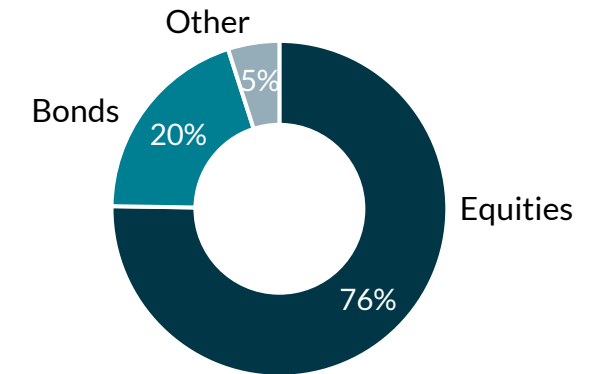
- Net AuM inflow of €1.8bn: 77% non-discretionary, 23% discretionary; including strong inflow in Switzerland
- Savings and deposits declined by €0.5bn
- Commission income +25% to €113.1m (H1 2023: €90.5m)
- Interest income normalised to €86.2m, down 14% vs. H1 2023, in which strong tailwinds shaped the rate environment
- Cost/income ratio increased to 61.3% (H1 2023 57.3%) due to Robeco's online investment platform and lower interest income
- Strong operating result before tax at €71.6m (H1 2023: €78.1m)

Private Clients Belgium: high inflow and strong result

AuM (€bn)



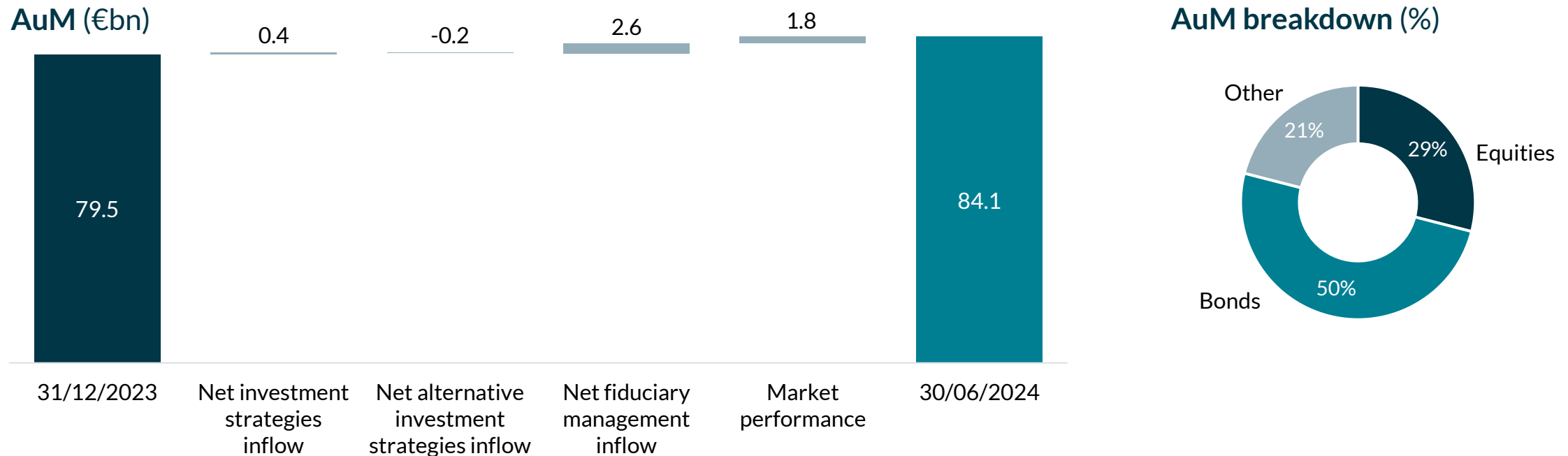
AuM breakdown (%)



- Gaining market share in the attractive Belgian private banking market, with total AuM growing by 25% to €13.7bn
- Net AuM inflow of €1.1bn: 91% discretionary, 9% non-discretionary
- Commission income +33% to €49.8m (H1 2023: €37.6m) and interest income -31% to €4.4m (H1 2023: €6.3m)
- Cost/income ratio of 56.2% (H1 2023: 65.5%)
- Strong operating result before tax at €16.7m (H1 2023: €12.5m)



Investment Management Clients: capitalising on restructuring and scalable operating model

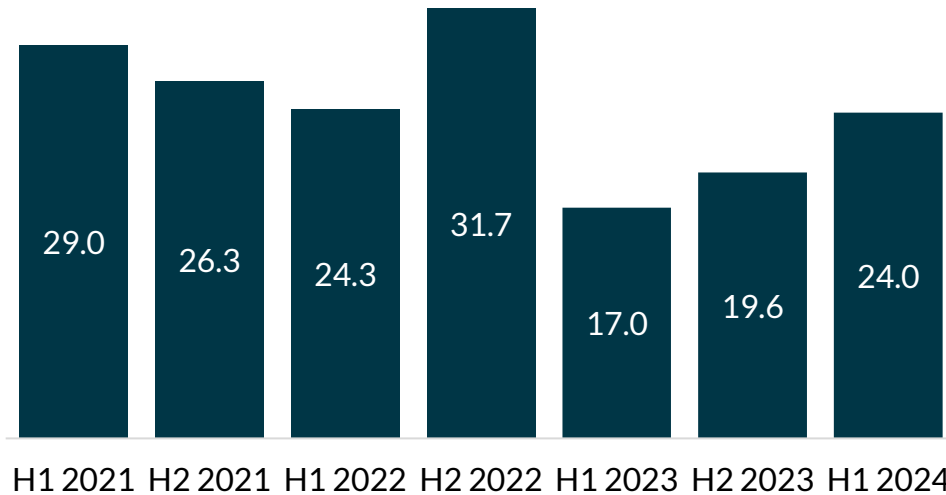


- Commission income up by 12% to €62.4m (H1 2023: €55.5m) and operating result before tax at €13.5m (H1 2023: €3.9m)
- Investment strategies: inflow mainly at credits and small caps
- Fiduciary management: net AuM inflow of €2.6bn, mainly from new NL and UK clients such as The Cheviot Trust, AA Pension Scheme, Clara Pensions' second transaction (Debenhams Retirement Scheme) and Hagee Stichting
- Cost/income ratio of 78.2% (H1 2023: 91.0%)

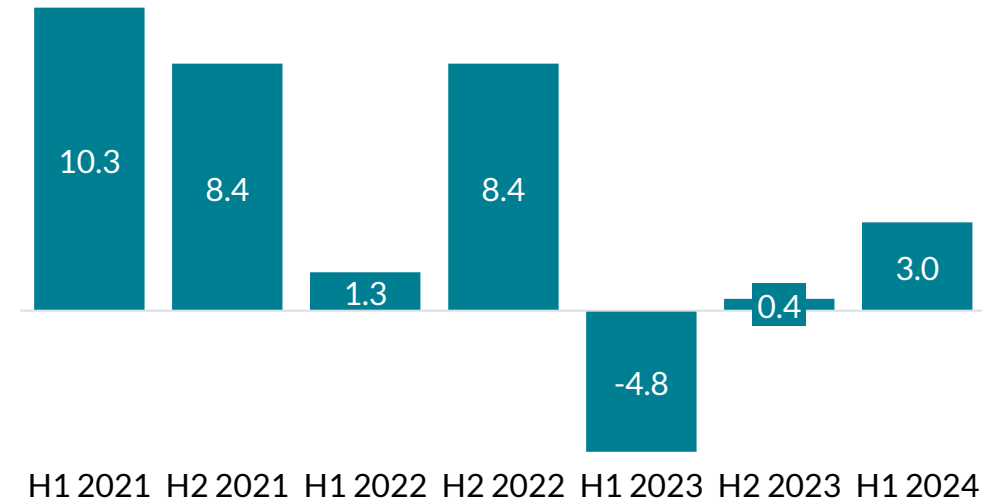


Investment Banking Clients: profitability returning as momentum builds

Commission income (€m)



Operating profit before tax (€m)

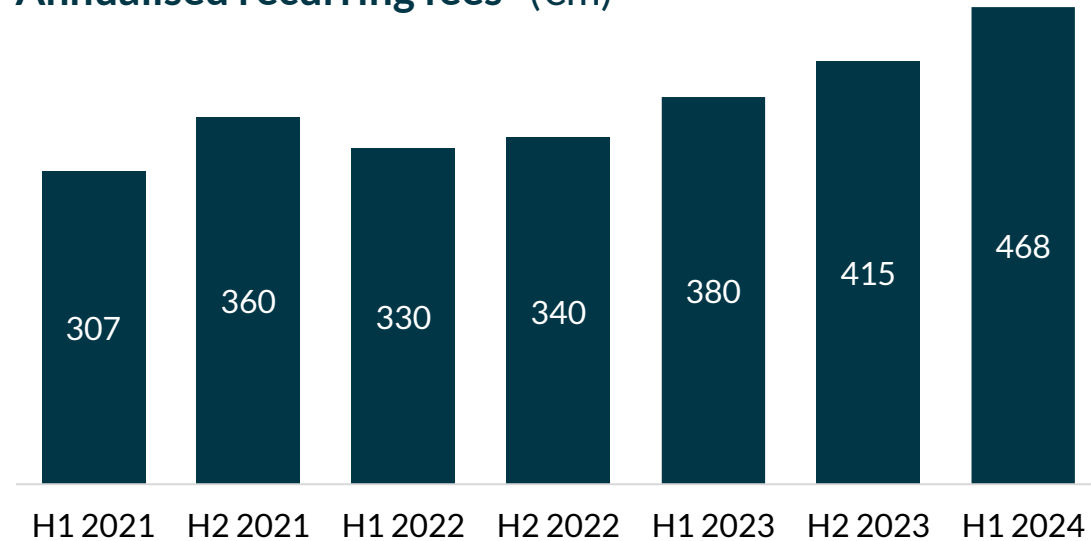


- Back to profitability with an operating result before tax of €3.0m (H1 2023: -€4.8m)
- Advised on a number of high-profile transactions including the sale of GW Crossmedia, the \$1bn primary capital increase of Zealand Pharma and the €150m primary capital increase of Argan
- Commission income up by 42% to €24.0m (H1 2023: €17.0m)
- Cross-pollination between Investment Banking and Private Clients resulted in significant AuM inflow



Stable margins at all segments

Annualised recurring fees* (€m)



- Stable margins at all client segments except Evi van Lanschot, where the margin was impacted by the acquisition of Robeco's online investment platform

Stable margins

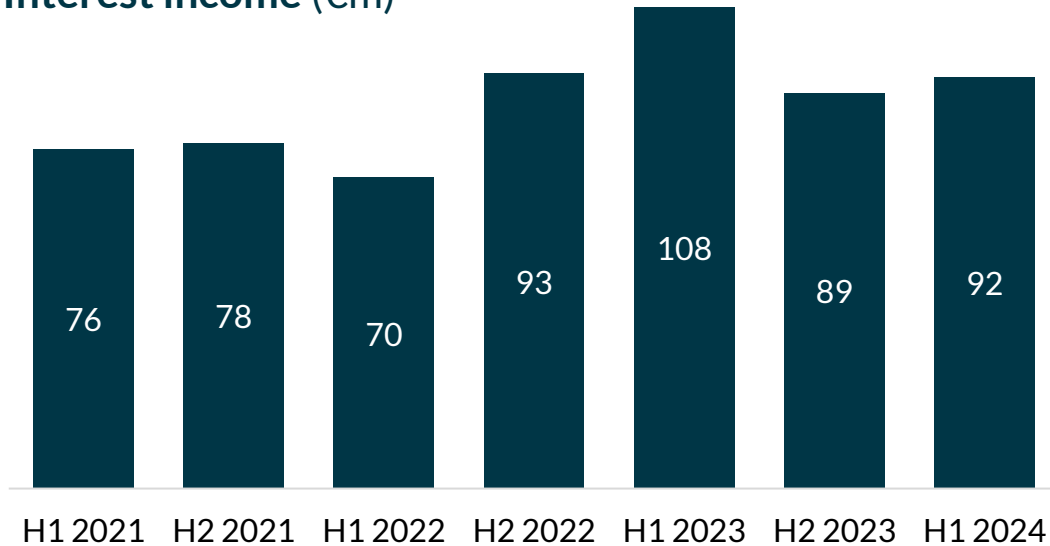
- Private Clients Netherlands 55bps (2023: 60bps)
 - Evi van Lanschot 37bps (2023: 52bps)
 - Private Clients Netherlands excl. Evi van Lanschot 58bps (2023: 60bps)
- Private Clients Belgium 81bps (2023: 80bps)
- Investment Management Clients 15bps (2023: 15bps)

* Annualised recurring securities commission is determined by multiplying the AuM on the reporting date by the management fee per client to arrive at the expected annualised management fee, assuming the AuM remains unchanged. The expected annual transaction fees related to these client portfolios are added.

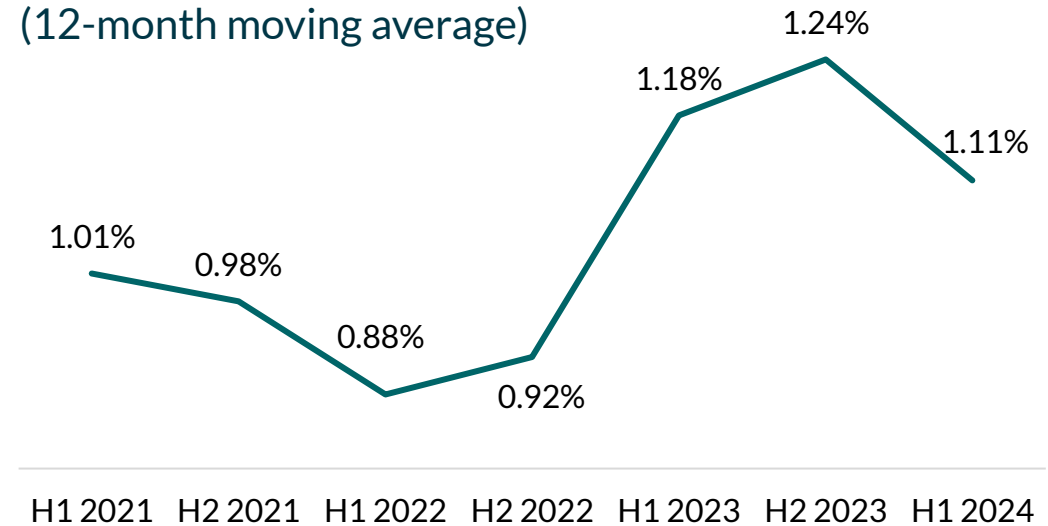


First half of 2024 shows resilient interest income

Interest income (€m)*



Interest margin
(12-month moving average)



- Interest income came down compared with H1 2023 as net interest margins showed an expected decline
- Decline in interest income partly offset by commercial success of the savings proposition for former Robeco Retail clients
- We saw an expected conversion from savings to AuM in the beginning of 2024
- Interest income for H2 2024 and 2025 is expected to remain in line with H1 2024

* Figures before H1 2023 are excluding medium-term notes (MTN) interest expenses

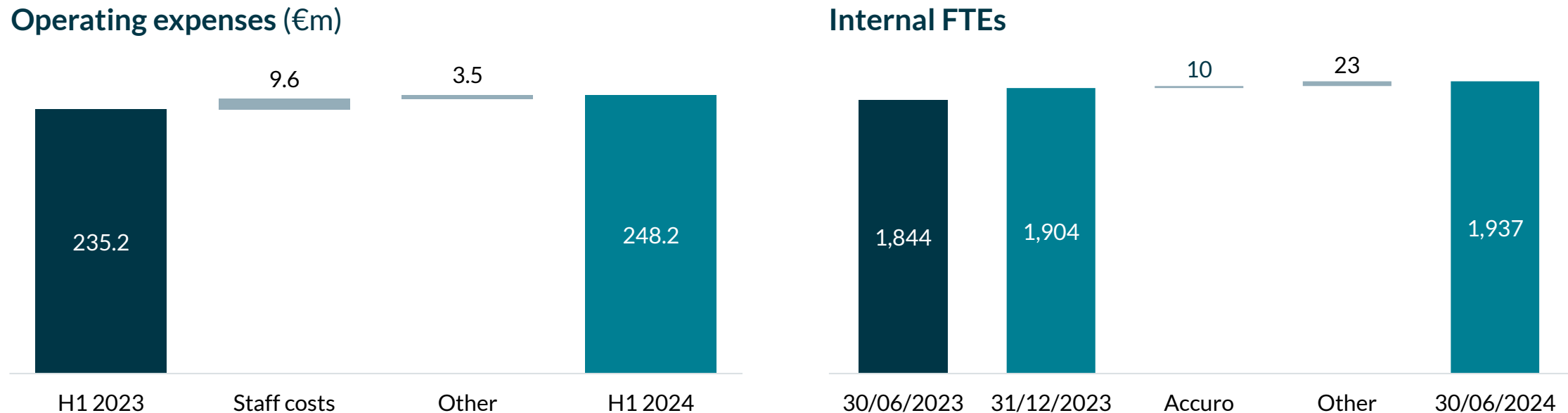
Higher other income driven by better results at various components

Other income (€m)

	Income H1 2024	Income H1 2023	Book value H1 2024	Book value YE 2023	Book value H1 2023
Van Lanschot Kempen Participaties	2.1	2.3	36.4	35.0	43.8
Bolster Investments Coöperatief UA	2.8	2.2	79.1	76.3	69.3
Co-investments in own investment funds (incl. futures)	1.1	-0.5	77.3	83.8	116.7
Result on securities trading	1.2	0.3			
Result on currency trading	5.4	4.2			
Other results	3.4	-4.4	2.1	2.1	1.9
Total	16.0	4.1	195.0	197.2	231.7

- Other income consists of income from securities and associates and result on financial transactions
- Higher other income driven by better results at co-investments in our own investment funds, higher trading results and higher other results (consisting of results from structured products and hedge accounting among others)

Operating expenses: focus on scalable growth



- Income from operating activities increased by 14% and operating expenses were up 6%, mainly due to staff costs
- Increase in staff costs mainly driven by collective salary increases (1% in July 2023 and 3.15% in January 2024) as well as an increase in FTEs
- In H1 2024, FTEs increased due to hiring of private bankers, a shift from contractors to internal staff at our Data Management teams and as a result of the Accuro acquisition
- Increase in other costs due to higher consultancy, marketing and IT expenses, offset by lower regulatory costs

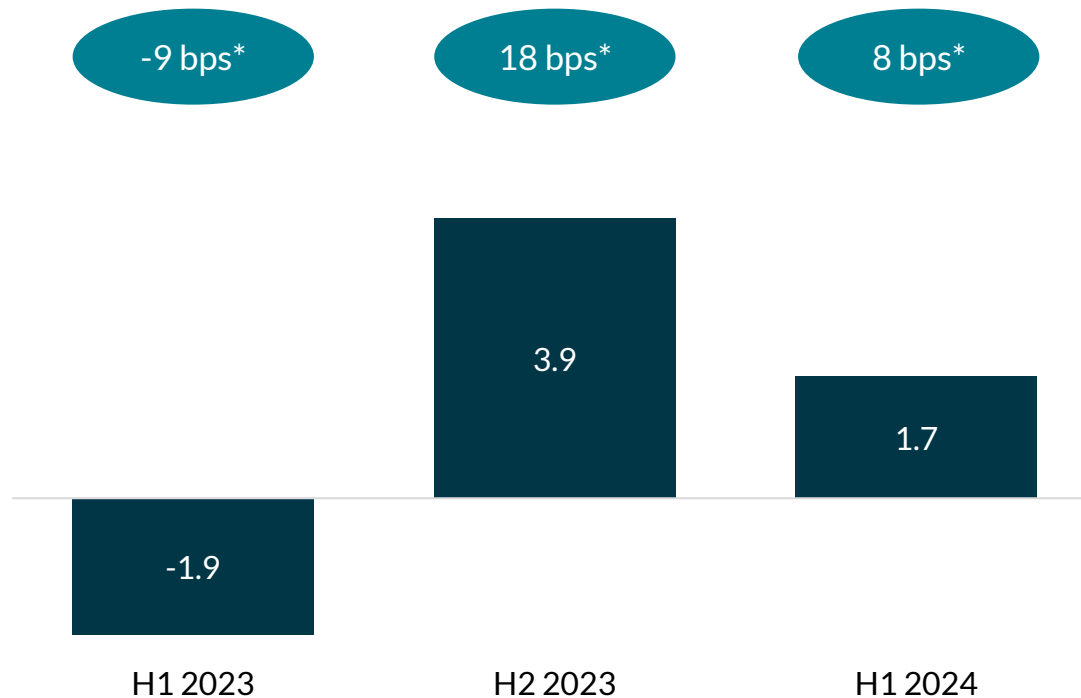
Stable loan portfolio

€m	Loan portfolio 30/06/2024	Loan portfolio 31/12/2023	% change 30/06/2024	Impaired loans 30/06/2024	Provision 30/06/2024	Impaired ratio 30/06/2024	Coverage ratio 30/06/2024
Mortgages	6,251	6,368	-2%	36	2	0.6%	6%
Other loans	2,291	2,182	5%	93	28	4.1%	30%
Loan portfolio	8,541	8,550	0%	129	30	1.5%	23%
Mortgages distributed by third parties	341	348	-2%	1	0	0.2%	6%
Other loans covered by residential real estate	303	302	0%	-	-	-	-
Total loan portfolio	9,185	9,200	0%	130	30	1.4%	23%
Provision	-39	-38					
ECL stages 1 and 2					9		
Total	9,146	9,161	0%		39		

- 68% of the portfolio consists of in-house residential mortgages with an average LTV of 61% (2023: 64%)
- Other loans include Lombard loans (35%), loans to family businesses and entrepreneurs (26%), current accounts (17%) and real estate loans (15%)
- Impaired ratio remained stable at 1.4%

Additions to loan loss provisions

Additions to loan loss provisions (€m)



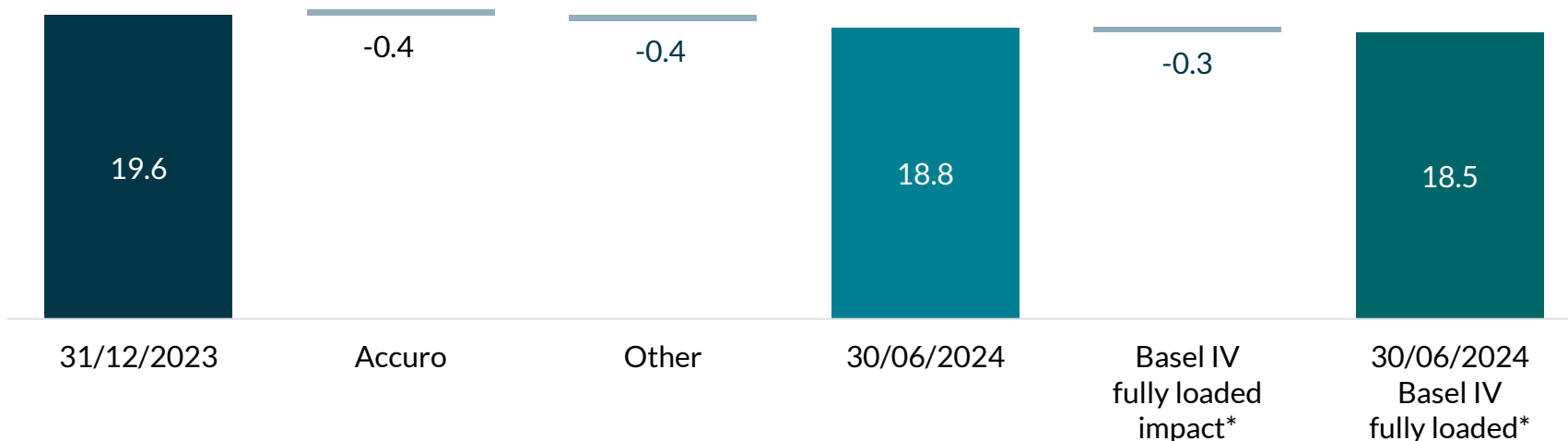
*Annualised loan loss provision / average total RWA

- Loan loss provisions relative to average risk-weighted assets worked out at 8 basis points
- Reflecting the high quality of the loan portfolio, mainly consisting of Dutch residential mortgages



Strong CET 1 ratio at 18.8%, Basel IV fully loaded 18.5%

Common Equity Tier 1 ratio (%)



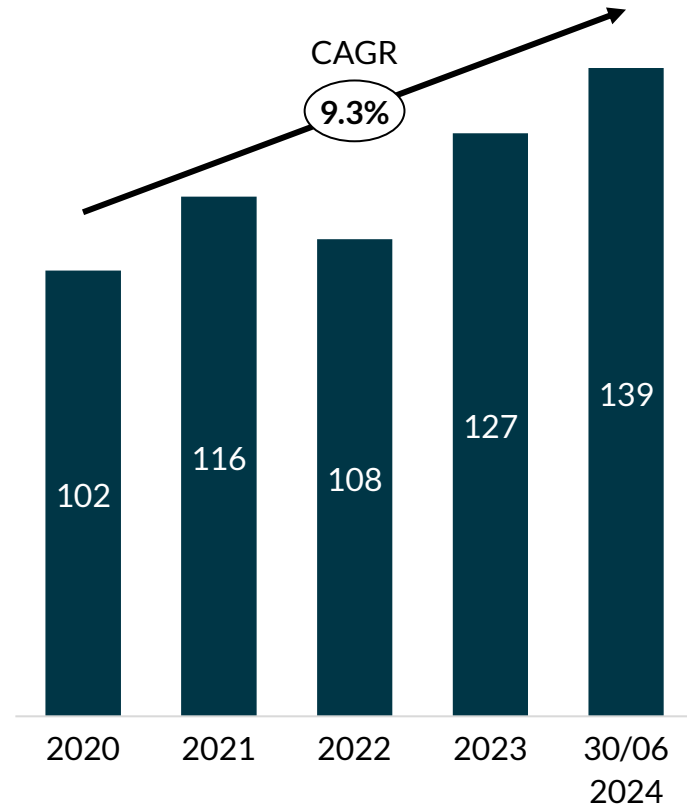
- The acquisition of Accuro had a negative impact of 0.4 percentage points on our CET 1 ratio
- Other items impacting the CET 1 ratio include a modest expansion of our portfolio of other loans and the share buyback programme which we completed in May
- The CET 1 ratio Basel IV fully loaded stood at 18.5%*, which is above our target of 17.5%
- Our CET 1 target of 17.5% allows for a temporary undershoot of up to 2.5% for M&A
- We aim to return to shareholders the proportion of capital in excess of 17.5% CET 1 Basel IV fully loaded by year-end 2024, subject to regulatory approval

* Based on Van Lanschot Kempen's current interpretation of Basel IV

Delivering on our 2027 financial targets

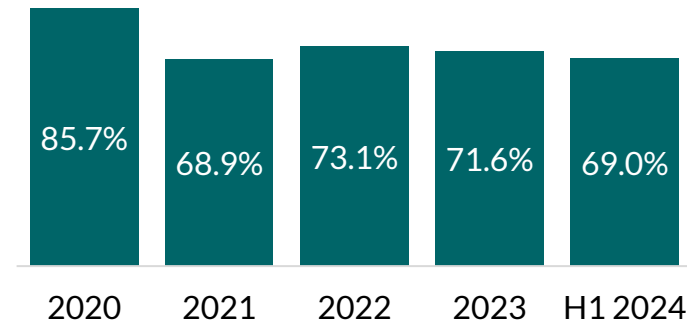
Average annual AuM growth (€bn)

Target 10%



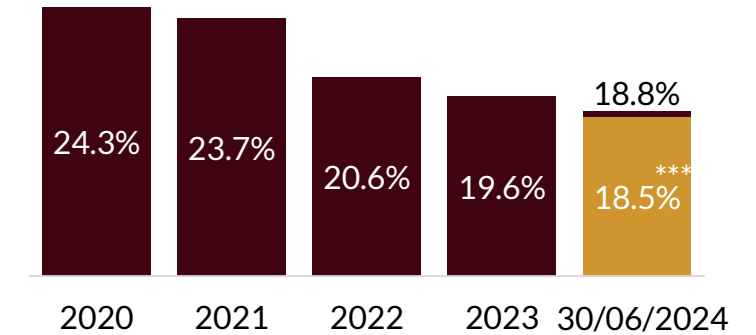
Cost/income ratio

2027 target 67-70%



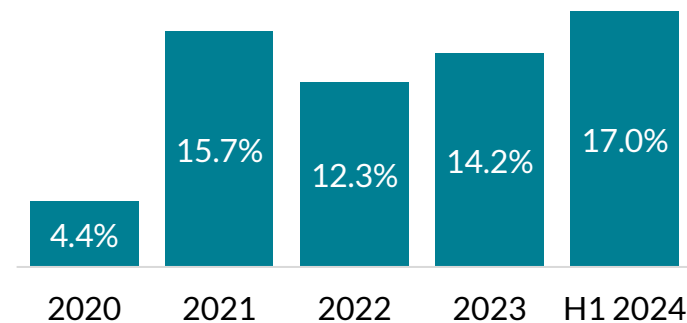
Common Equity Tier 1 ratio (Basel III)

2027 target 17.5% Basel IV fully loaded



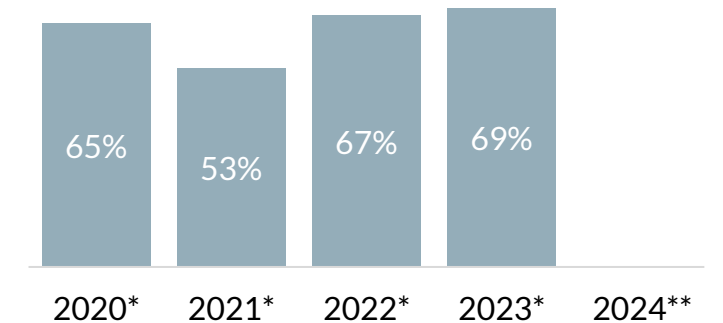
Return on Common Equity Tier 1*

2027 target >18%



Dividend pay-out ratio

2027 target 70-90%**



* Based on underlying net result attributable to shareholders

** Based on net result attributable to shareholders, dividend is distributed on an annual basis

*** Based on Van Lanschot Kempen's current interpretation of Basel IV



Delivering on our sustainability and social targets



Discretionary AuM

Annual weighted average carbon intensity
7% reduction (2019 baseline)

H1 2024 results

Average annual reduction
18% vs 2019

Own organisation

Annual average carbon intensity per FTE
8% reduction (2019 baseline)

1.47 tonnes CO₂ per FTE,
down 39% vs 2019, down
10% on average annually

Our people

Gender balance senior staff (>30% M/F)
Staff turnover (8-12%)
Employee engagement score >80%

20.0% (2023: 19.0%)
9.3% (2023: n/a)
90% (2023: 90%)

Regulation

Continued focus on measuring and reporting, well on track with new legislation such as SFDR, CSRD and AFM guidelines on sustainability



Growing further together



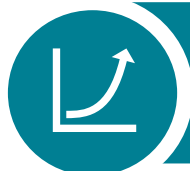
Be a leading wealth manager in Western Europe, with a solid foundation in the Netherlands and Belgium



Further capitalise on the momentum in Private Banking Netherlands, and unlock additional growth engines



Reap the significant potential for growth in Private Banking Belgium, our second home market



Positioned Investment Management and Investment Banking for renewed profitability and enhanced support to Private Banking



Ambitious financial targets for 2027 to underscore our scalable growth strategy



VAN LANSCHOT
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Appendix

Amsterdam, 22 August 2024

Overview of net result H1 2024

€ m	H1 2024	H1 2023	% change
Commission income	251.5	203.7	23%
- Of which securities commissions	227.4	186.5	22%
- Of which other commissions	24.1	17.2	40%
Interest income	92.2	107.9	-15%
Income from securities and associates	6.9	5.8	18%
Result on financial transactions	9.1	-1.7	
Income from operating activities	359.6	315.7	14%
Staff costs	-165.4	-155.8	6%
Other administrative expenses	-74.0	-71.6	3%
Depreciation and amortisation	-8.8	-7.8	14%
Operating expenses	-248.2	-235.2	6%
Gross result	111.4	80.5	38%
Impairments	-1.7	1.9	
Operating profit before tax of non-strategic investments	3.9	-0.2	
Operating profit before special items and tax	113.5	82.1	38%
Amortisation of intangible assets arising from acquisitions	-8.1	-7.1	15%
Expenses related to accounting treatment acquisitions	-3.2	-0.6	
Restructuring charges	-1.0	-3.1	-68%
Operating profit before tax	101.2	71.3	42%
Income tax	-26.7	-19.5	37%
Net result	74.5	51.8	44%
Underlying net result*	78.4	54.7	43%
Net result attributable to shareholders**	68.8	48.4	42%
Underlying net result attributable to shareholders	72.8	51.3	42%
Cost/income ratio	69.0%	74.5%	

* Underlying net result excludes the expenses related to the accounting treatment of acquisitions and restructuring charges

** Net result after deduction of profit attributable to holders of AT1 capital securities and non-controlling interests



Key figures by segment H1 2024

€ m	Private Clients Netherlands	Private Clients Belgium	Investment Management Clients	Investment Banking Clients	Other	Total
Commission income	113.1	49.8	62.4	24.0	2.2	251.5
Interest income	86.2	4.4	0.4	-0.2	1.5	92.2
Other income	0.5	0.3	0.1	1.3	13.7	16.0
Income from operating activities	199.8	54.4	62.9	25.1	17.4	359.6
Staff costs	-44.4	-15.7	-29.9	-12.4	-62.9	-165.4
Other administrative expenses	-30.9	-9.7	-20.1	-4.2	-9.2	-74.0
Allocated expenses	-47.2	-4.0	1.0	-5.4	55.7	-
Depreciation and amortisation	-	-1.1	-0.2	-0.1	-7.4	-8.8
Operating expenses	-122.6	-30.6	-49.2	-22.1	-23.8	-248.2
Gross result	77.2	23.9	13.7	3.0	-6.4	111.4
Impairments	-0.9	0.0	0.0	-	-0.7	-1.7
Operating profit before tax of non-strategic investments	-	-	-	-	3.9	3.9
Operating profit before special items and tax	76.3	23.8	13.7	3.0	-3.3	113.5
Amortisation of intangible assets arising from acquisitions	-3.6	-4.0	-0.2	-	-0.4	-8.1
Expenses related to accounting treatment acquisitions	-	-3.2	-	-	-	-3.2
Restructuring charges	-1.1	-	0.1	-	-	-1.0
Operating profit before tax	71.6	16.7	13.5	3.0	-3.7	101.2
Underlying operating profit before tax*	72.7	19.9	13.5	3.0	-3.7	105.4
Cost/income ratio	61.3%	56.2%	78.2%	88.0%	137.0%	69.0%

* Underlying operating profit before tax excludes the expenses related to the accounting treatment of acquisitions and restructuring charges



Overview of balance sheet as per H1 2024

€ m	30/06/2024	31/12/2023
Cash and cash equivalents and balances at central banks	1,898.7	2,925.3
Due from banks	53.6	77.5
Derivatives	388.5	342.5
Financial assets at fair value through profit or loss	292.0	234.6
Financial assets at fair value through other comprehensive income	2,748.0	2,208.5
Loans and advances to the public and private sectors	9,146.1	9,161.4
Other financial assets at amortised cost	1,203.7	1,201.1
Investments in associates using the equity method	114.9	110.9
Property and equipment	60.7	65.2
Goodwill and other intangible assets	317.0	313.0
Current tax assets	1.0	0.6
Deferred tax assets	10.9	10.7
Other assets	213.1	184.4
Total assets	16,448.3	16,835.9
Loan-to-deposit ratio (%)	74.8%	72.9%

€ m	30/06/2024	31/12/2023
Due to banks	315.5	250.5
Public and private sector liabilities	12,234.5	12,573.8
Derivatives	230.0	245.6
Financial liabilities at fair value through profit or loss	468.4	466.7
Issued debt securities	1,456.3	1,473.6
Provisions	31.3	32.7
Current tax liabilities	9.4	2.2
Deferred tax liabilities	20.4	21.4
Other liabilities	210.4	250.3
Subordinated loans	154.0	170.2
Total liabilities	15,130.3	15,487.1
Equity attributable to shareholders	1,215.5	1,247.0
Equity attributable to AT1 capital securities	102.2	101.7
Equity attributable to other non-controlling interests	0.2	0.1
Total equity	1,318.0	1,348.8
Total equity and liabilities	16,448.3	16,835.9

Progress on our non-financial KPIs

Capital	KPI	Target	H1 2024	2023
Financial capital	1 CET1 ratio Basel IV fully loaded	17.5%	● 18.5%	19.6% ¹
	2 Return on equity (CET1)	>18%	● ² 17.0%	14.2%
	3 Cost/income ratio	67-70%	● 69.0%	71.6%
Manufactured capital	4 Performance managed propositions vs their benchmark last 3 years (equally weighted) (PC)	> Benchmark	● -0.7%	-0.2%
Human and intellectual capital	5 Employee engagement score	80-85%	● 90%	90%
	6 Gender balance among senior staff	> 30% female and male by 2029 progress in line with our growth path of 2% per year (2024 target: 21%)	● 20.0%	19.0%
	7 Gender pay gap	< 2.0%	○ n/a	3.0% ³
	8 Staff turnover	8-12%	● 9.3%	n/a
Natural capital	9 Own organisation: average annual GHG emission intensity reduction / FTE	-8% (from base year 2019) 2024: <1.60 tonnes CO2e per FTE	● 1.47 tonnes CO2e per FTE	1.38 tonnes CO2e per FTE
	10 Discretionary AuM: average annual GHG emission intensity reduction (WACI)	-7% (from base year 2019)	● -18%	n/a
Social capital	11 Net promoter score (NPS)			
	a. NPS PC NL	≥ 20	● 42	34
	b. NPS PC BE	≥ 20	○ n/a	n/a
	c. NPS IMC	≥ 20	○ n/a	30
	d. NPS Evi	≥ 10	● 10	0
	e. NPS IBC	≥ 20	○ n/a	n/a
	12 Percentage of employees who believe they have a responsibility to behave ethically	≥ last pulse/EES (if below benchmark) ≥ benchmark (86%)	● 89%	89%

1. The CET1 ratio for 2023 was based on Basel III

2. The return on CET 1 of 17.0% is ahead of our envisioned growth path for achieving our 2027 target of >18%.

3. The gender pay gap for 2023 was only reported for the Netherlands



High scores on external ESG ratings

Governance: 1

Lower governance risk = 1
Higher governance risk = 10

ISS QualityScore

6th place in league table of
491 entrants

Transparantiebenchmark

11st place in a league table
of 51 multinationals
With 31/40 points



B- rating

On a scale of A+ to D-
ISS ESG Corporate Rating

ISS ESG 

AA rating

On a scale of AAA to CCC
on resilience to ESG risks

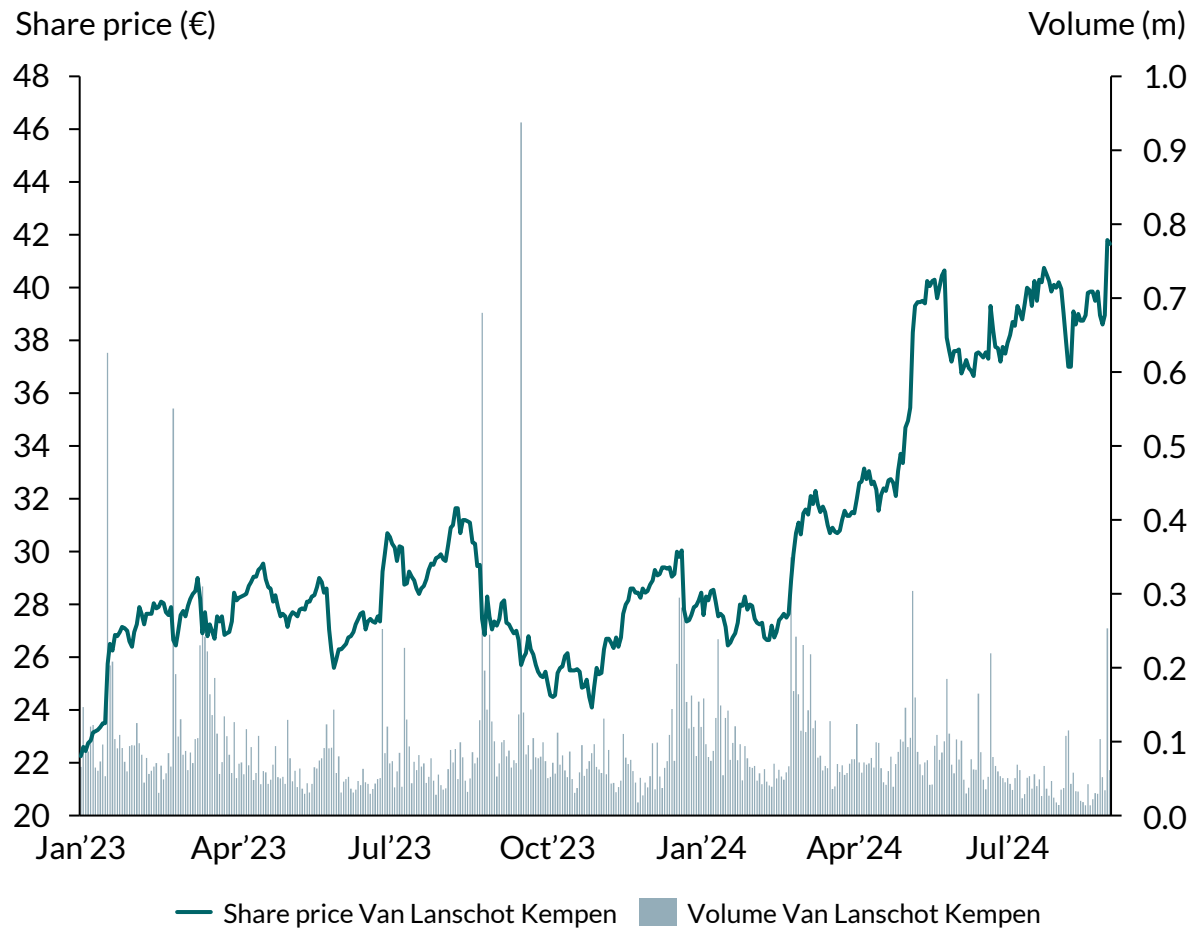
MSCI 

4 and 5 stars (out of 5) for
responsible investment process
(2023)

 PRI Principles for Responsible Investment



Van Lanschot Kempen share price development and analyst recommendations



Key metric	Value
Last close (28 Aug 2024)	€41.65
Year range	€23.80 - €42.20
Market cap (28 Aug 2024)	€1.9bn
Average daily volume	48k shares

Analyst	Recommendation	Price target	Date
ABN AMRO- ODDO Cor Kluis	BUY	€46.50	27 Aug 2024
Kepler Cheuvreux Benoit Petrarque	BUY	€45.00	27 Aug 2024
ING Jason Kalamboussis	BUY	€44.50	22 Aug 2024

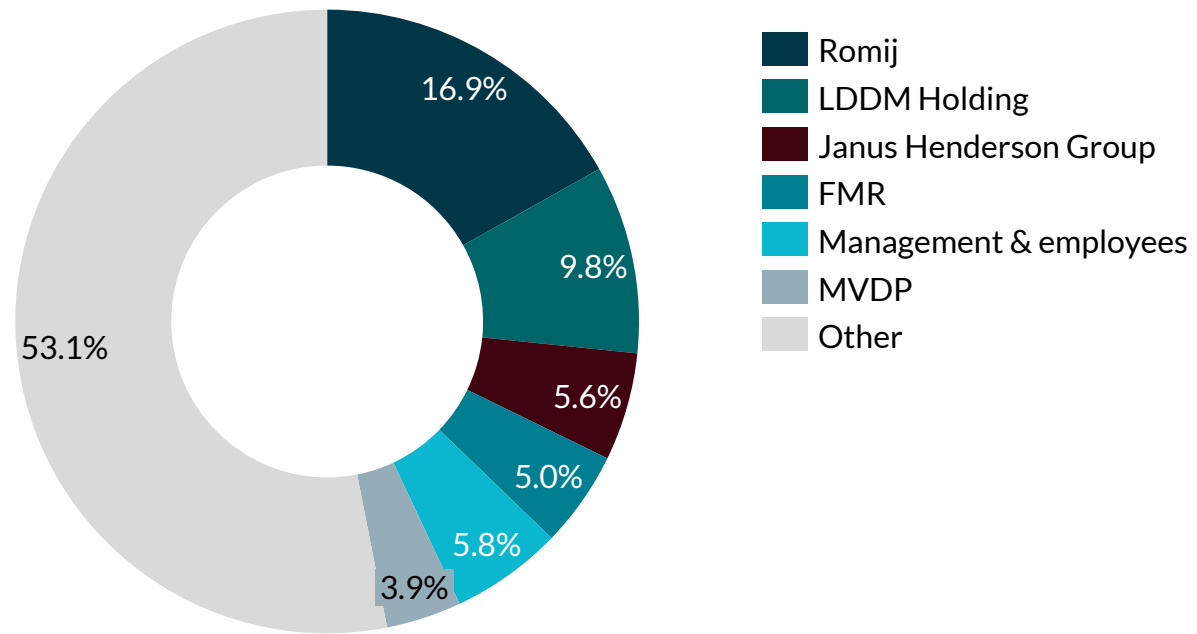
Data as per 28 Auguste 2024. Sources: Bloomberg, Refinitiv Workspace, Euronext



Diversified shareholderbase

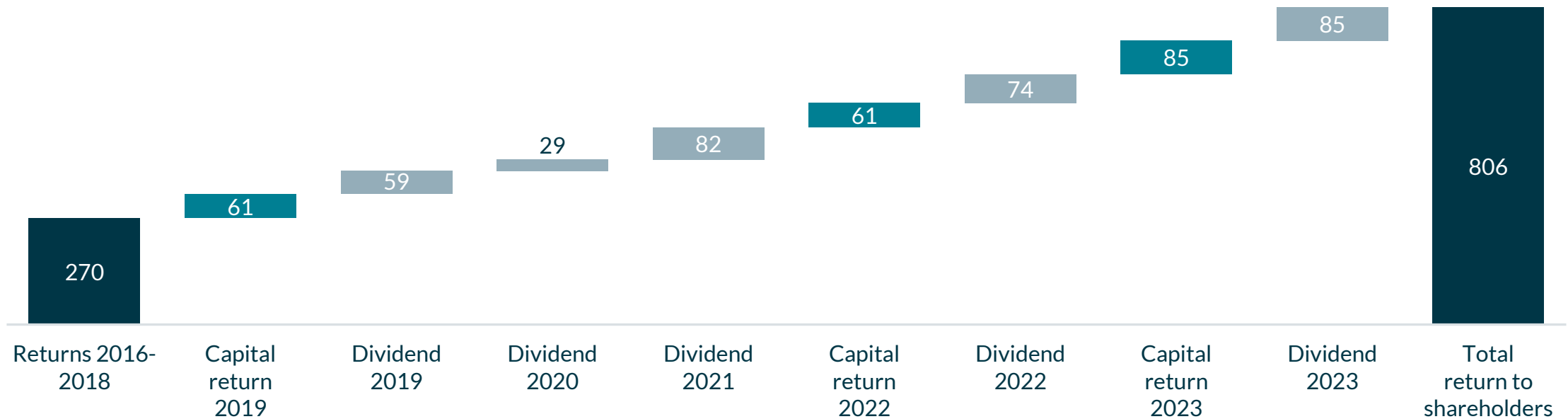
Shareholderbase Van Lanschot Kempen

Per 30-06-2024



Shareholder return since 2016

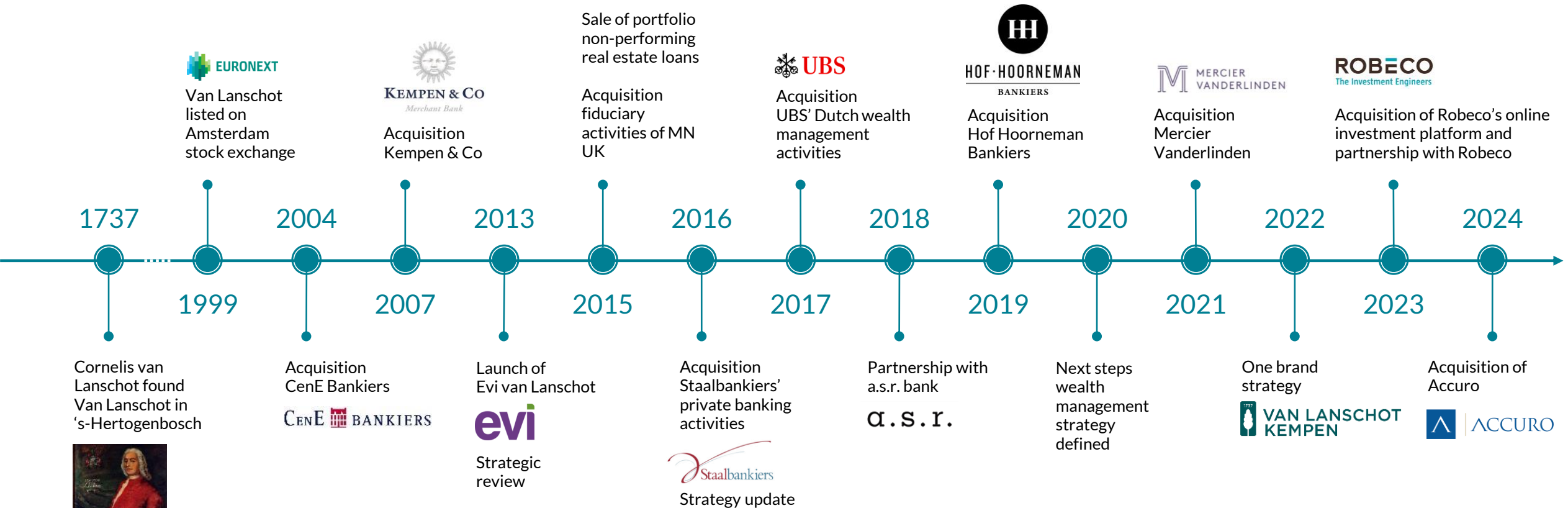
Total shareholder return (€m)



* 2016-2018 saw the following shareholder returns: €49m dividend return in 2016, €41m capital return in 2017, €59m dividend return in 2017, €62m capital return in 2018 and €59m dividend return in 2018.



A modern wealth manager with a rich heritage



Management Board



Maarten Edixhoven
(1971)
Chair
Private Clients BE

Appointed
1 October 2021

Background
2017 – Aegon: CEO Aegon Netherlands and member of management board of Aegon N.V.
2014 – Aegon: director Pension and member of management board Aegon Netherlands
2010 – Zwitterleven: CEO and member of management committee of SNS Reaal N.V.
1995 – ING Group: Various positions



Jeroen Kroes
(1973)
CFO

Appointed
1 September 2022

Background
2013 – Van Lanschot Kempen: Managing Director Finance, Reporting & Control
2013 – Van Lanschot: Project leader strategic project
2009 – Kempen & Co: Managing Director Corporate Finance
2006 – Kempen & Co: Director Corporate Finance
1996 – Kempen & Co: Corporate Finance, various positions



Damla Hendriks
(1985)
CRO

Appointed
1 June 2024

Background
2021 – Achmea Non – Life Türkiye, CFO and statutory executive board member
2018 – NN Life Pensions, Head of Enterprise Risk Management and DNB Affairs
2016 – Aegon Netherlands, Board Advisor
2016 – Aegon Group, Lead Model Validator
2012 – Aegon Netherlands, Financial and Underwriting Risk Manager
2008 – Robeco, Risk Manager Client Portfolios



Arjan Huisman
(1971)
COO

Appointed
6 May 2010

Background
2008 – BCG Amsterdam office: Partner and Managing Director
2004 – BCG Prague office: Partner and Managing Director
1995 – BCG Amsterdam and Boston offices: Various consulting positions, with a strong focus on financial services



Wendy Winkelhuijzen
(1978)
Private Clients NL,
Investment Banking
Clients

Appointed
1 September 2022

Background
2017 – Van Lanschot Kempen: Managing Director Strategy & Corporate Development
2014 – Van Lanschot Kempen: Investor Relations Manager
2014 – Van Lanschot: Project manager Treasury / Financial Control / Financial Risk Management
2013 – Van Lanschot: Senior member strategic review project
2010 – Van Lanschot: Member of Private & Business Banking management team
2001 – Kempen & Co: Corporate Finance: various positions



Erik van Houwelingen
(1965)
Investment Management
Clients

Appointed
27 May 2021

Background
2018 - 2020: Dimensional Fund Advisor, Head of Client Group Europe
2012 - 2018: ABP, member of the Board of Trustees, chairman of the Investment Committee and member of the Risk & Balance Sheet Committee
2015 - 2018: Achmea Investment Management, chairman of the Supervisory Board
2008 - 2010: AEGON Asset Management, Chief Executive Officer
1993 - 2010: AEGON, various positions



Disclaimer

Disclaimer and cautionary note on forward-looking statements

This document may contain forward-looking statements and targets on future events and developments. These forward-looking statements and targets are based on the current insights, information and assumptions of Van Lanschot Kempen's management about known and unknown risks, developments and uncertainties. Forward-looking statements and targets do not relate strictly to historical or current facts and are subject to such risks, developments and uncertainties which by their very nature fall outside the control of Van Lanschot Kempen and its management. Actual results, performances and circumstances may differ considerably from these forward-looking statements and targets.

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The financial data in this document have not been audited. Small differences in tables may be the result of rounding. Percentages are calculated based on unrounded figures.

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