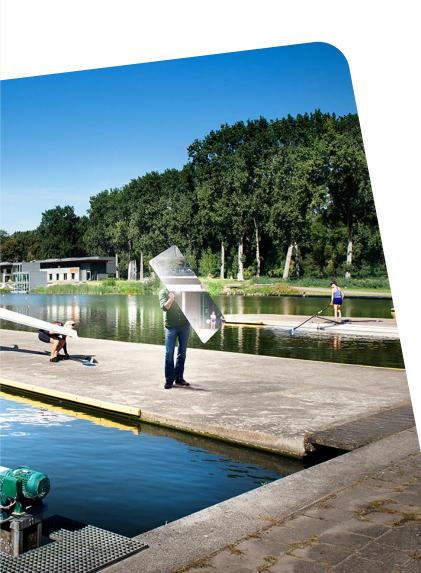
VAN LANSCHOT KEMPEN

February 2024

Investor presentation

Van Lanschot Kempen at a glance



We are an independent, specialist wealth manager with the aim to preserve and create wealth for our clients and for society in a sustainable way

We focus on private clients, wholesale and institutional clients, and investment banking clients

Our core activities are private banking, investment management and investment banking

Solid performance on all key financials

	2023	2022
Net result	€125.2m	€84.3m
Underlying net result	€130.5m	€117.8m
CET1 ratio	19.6%	20.6%
Cost/income ratio	71.6%	73.1%
RoCET1	14.2%	12.3%
Total capital ratio	25.3%	26.4%
Client assets	€145.0bn	€124.2bn
AuM	€127.6bn	€107.8bn
Loan book (excluding provisions)	€9.2bn	€9.4bn

Van Lanschot Kempen: independent, well-capitalised wealth manager

Who we are

- We are an independent, well-capitalised, wealth manager with a banking licence
- Aim to be the best wealth manager in western Europe, with leading positions in the Netherlands and Belgium
- We have a strong specialist position in our chosen markets, combining private banking, investment management and investment banking

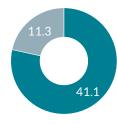
Private Clients NL/CH

Private Clients BE

- Around 1,900 FTE
- Client assets €145.0 bn _
- Strongly capitalised

AuM by client group

Private Clients (€52.4bn)



Wholesale & Institutional Clients (€75.1bn)

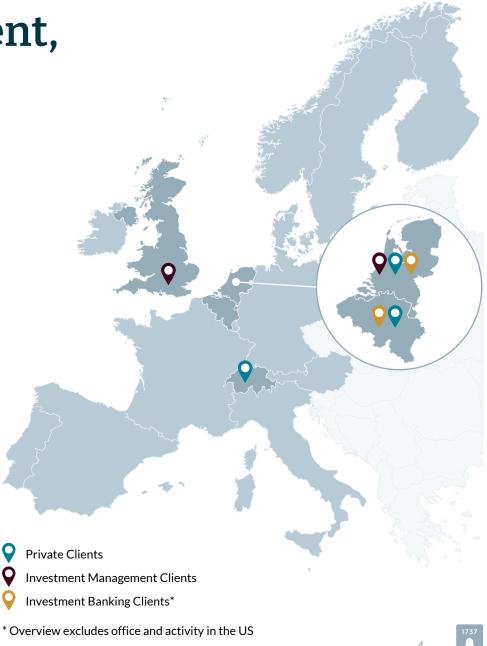


Investment strategies

Fiduciary management

Alternative Investment Solutions

Ο



We serve our clients with clearly defined propositions

Private Clients

- Wealth management services for entrepreneurs, family businesses, high net-worth individuals, business professionals and executives, health care professionals, foundations and associations
- Online wealth management for massaffluent individuals
- Discretionary asset management, investment advice, structured products, investment strategies, financial planning, savings and deposits, and lending



Wholesale & Institutional Clients

- Comprehensive fiduciary wealth management for institutional clients such as pension funds
- Niche investment strategies for wholesale clients

Investment Banking Clients

- Corporate finance, equity capital markets, debt advisory, research, sales, trading and corporate access.
- Active in the sectors European real estate, infrastructure & renewables, tech & fintech, life sciences & healthcare



The year in review



Our clients

- Continuing growth of clients and net inflows
- Renewed interest in fixed income, continued interest in illiquid asset classes
- NPS of 34 for Private Clients and NPS of 30 for Wholesale & Institutional Clients



Our employees

- Focus on the development and throughflow of diverse talent
- More than 70% of employees are shareholders in Van Lanschot Kempen
- Highly engaged staff with eNPS of 22



Society

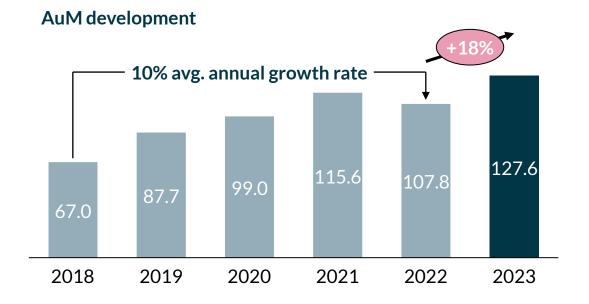
- Focus on energy and food transitions
- Continued annual steps towards 2030 carbon neutral ambition for own organisation
- Continued demand for impact alongside risk-return metrics



Our shareholders

- Dividend proposal of €2.00 per share
- Continued commitment to return excess capital to shareholders
- Investor Day 20 June
 2024

Achieving sustainable and profitable growth



Organic growth

• Strong net AuM inflow (€5.3bn)

Bolt-on acquisitions

- Completed integration of Mercier Vanderlinden
- Acquisition of Robeco's online investment platform (€5.0bn)
- Planned acquisition of Accuro (€0.7bn)

Market performance

• Positive market performance (€9.4bn)

Capital-light balance sheet

- Continued commitment to return excess
 - capital
- €85m capital returned in 2023

Progress towards our sustainability goals

Lower carbon emissions

Discretionary (AuM)

88% of funds on track for reduction of 7% average annual emission intensity in line with Paris Agreement

Target: 80% of funds comply with 7% average annual emission intensity reduction

Mortgage portfolio

-6.9% total indirect carbon emissions per euro of our mortgage portfolio (2022: +8.7%)

*Target: CO*₂ $e/ \in < last year$

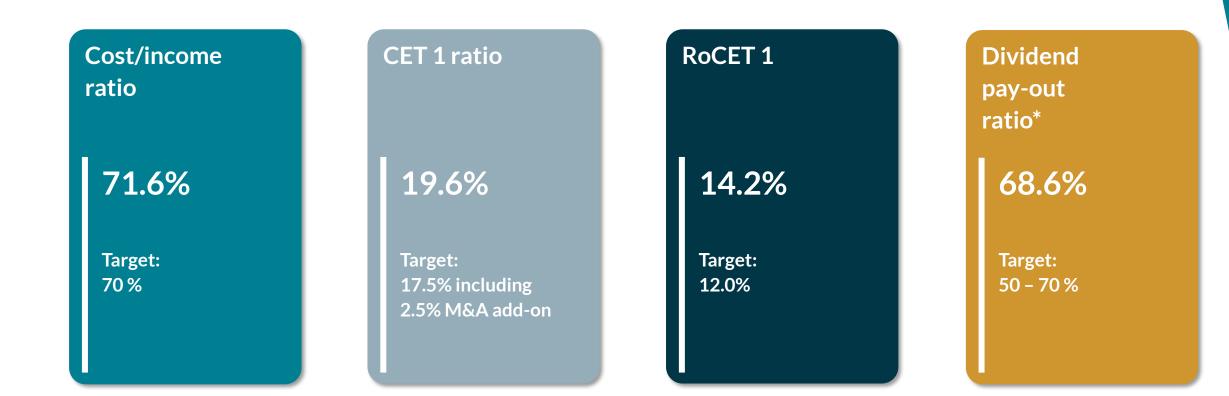
Our organisation

-42% carbon emissions per FTE compared with 2019, in line with our transition path of -7.0% a year per FTE, against 2019 baseline

In 2023, we set a more ambitious target to reduce our own carbon footprint by 8.0% a year per FTE, against a 2019 baseline, effective from 2024

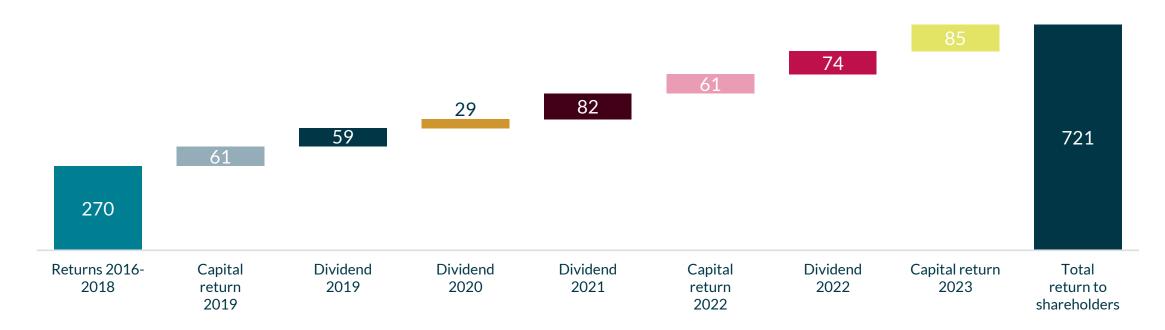


Working towards our medium-term financial targets



Shareholder return since 2016

Total shareholder return (€ m)

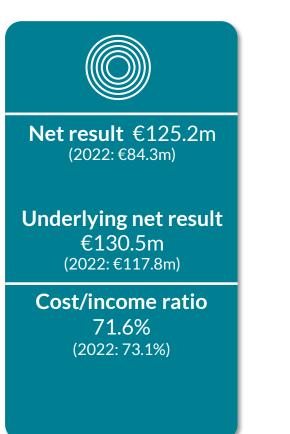


* 2016-2018 saw the following shareholder returns: €49m dividend return in 2016, €41m capital return in 2017, €59m dividend return in 2017, €62m capital return in 2018 and €59m dividend return in 2018.

VAN LANSCHOT KEMPEN

2023 full-year results

2023: Performance





Commission income €427.2m (2022: €407.8m)

Interest income €196.5m (2022: €162.7m)

Operating expenses €474.8m (2022: €438.2m)



AuM €127.6bn (2022: €107.8bn)

AuM net inflow €5.3bn (2022: €13.7bn)

Client assets €145.0bn (2022: €124.2bn)



Strong capital position CET 1 ratio 19.6% (2022: 20.6%)

RoCET 1 at 14.2% (2022: 12.3%)

Dividend proposal of €2.00 per share

2023: Key messages

Net result of €125.2m (2022: €84.3m):

- Commission income +5%
- Interest income +21%
- Operating expenses +8%

Net AuM inflow: €5.3bn

- Private Clients net inflow: €2.3bn
- Wholesale & Institutional Clients net inflow: €3.1bn

Segment operating profit before tax:

- Private Clients: €165.9m. Strong result
- Wholesale & Institutional Clients: -€2.7m. Measures taken to improve profitability good starting point for 2024
- Investment Banking Clients: -€4.4m. Challenging M&A environment due to rising interest rates recovery visible in H2

Robust capital position:

- CET 1 ratio 19.6% (2022: 20.6%)
- Dividend proposal €2.00 per share (totalling €85m)

Net result amounts to €125.2m

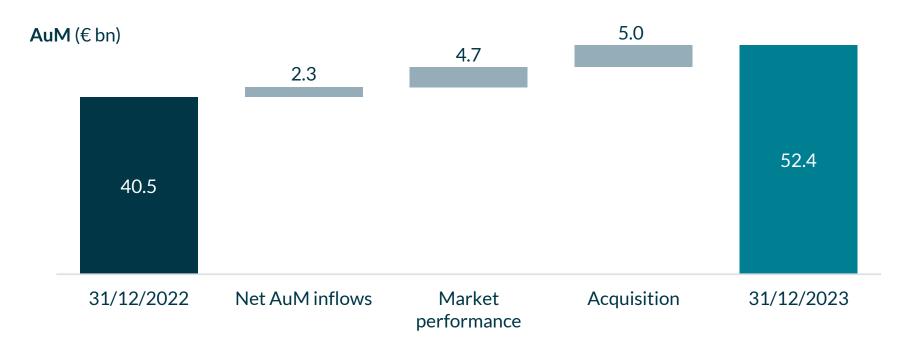
Key drivers of net result (€ m) 10.0 -36.7 33.8 -5.4 28.5 19.4 -8.7 125.2 84.3 2022 Other** 2023 Commission Interest Other income Operating Impairments Expenses income* related to income expenses accounting treatment Mercier Vanderlinden

Overview of net result

€m	2023	2022	% change
Commission	427.2	407.8	5%
- Of which securities commissions	389.8	350.4	11%
- Of which other commissions	37.4	57.4	-35%
Interest	196.5	162.7	21%
Other income	39.1	29.2	34%
Income from operating activities	662.8	599.7	11%
Operating expenses	-474.8	-438.2	8%
Gross result	188.0	161.5	16%
Loan loss provision	-2.0	7.7	
Other impairments	0.0	-1.1	-100%
Operating profit before tax of non-strategic investments	0.1	0.6	-77%
Operating profit before special items and tax	186.1	168.7	10%
Amortisation of intangible assets arising from acquisitions	-15.2	-14.9	2%
Expenses related to accounting treatment Mercier Vanderlinden	-1.2	-29.6	-96%
Provision for revolving consumer credit	0.3	2.0	-83%
Restructuring charges	-5.9	-0.7	
Other one-off items	0.0	-6.5	-100%
Operating profit before tax	164.2	119.0	38%
Income tax	-39.0	-34.7	13%
Net profit	125.2	84.3	48%
Underlying net result*	130.5	117.8	11%
Cost/income ratio (%)	71.6%	73.1%	

* Underlying net result excludes the expenses related to the accounting treatment of Mercier Vanderlinden, and the net effect of the provision for revolving consumer credit, restructuring charges and other one-off items

Private Clients: High net inflows



- Net inflows: 71% non-discretionary, 29% discretionary
- Q1: strong inflow in non-discretionary AuM from excess savings, increased client holdings in fixed income Q4: some clients switched back to savings rather than reinvesting the proceeds from maturing bonds
- Strong operating profit before tax at €165.9m (2022: €117.1m)
- Commission income +13% to €306.4m (2022: €270.4m) and interest income +19% to €184.7m (2022: €155.8m)

Private Clients: Strong net AuM inflow in Belgium of €0.8bn

- After a successful integration we continued as Mercier Van Lanschot from 1 January 2024
- Private Clients Belgium will be reported as a separate segment from 2024
- Intended acquisition of Belgian investment adviser Accuro, expected to be completed in 2024
- Net AuM inflow: €0.8bn; total AuM: €11.3bn (2022: €9.2bn)
- Cost/income ratio: 61.9% (2022: 61.3%)





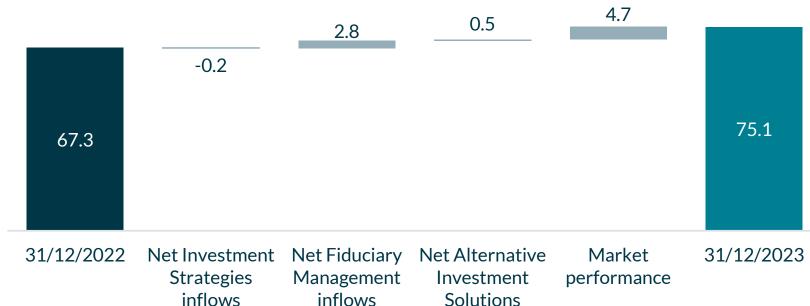
Private Clients: Positioning Evi van Lanschot for further growth



- Good progress on integration of Robeco's online investment platform
- Acquisition created a leading online investment platform for massaffluent clients, with AuM of €6.4bn
- Well on track with the integration with one-off transition costs of €2.6m in 2023, in line with the total expected one-off costs of €8–€11m over a two-year integration period
- Combined activities expected to break even by 2025 and then to start making a positive contribution to net profit
- As well as integration, our focus is on further strengthening our proposition by:
 - Launching a pension product
 - Launching a competitive savings proposition

Wholesale & Institutional Clients: €3.1bn net inflow

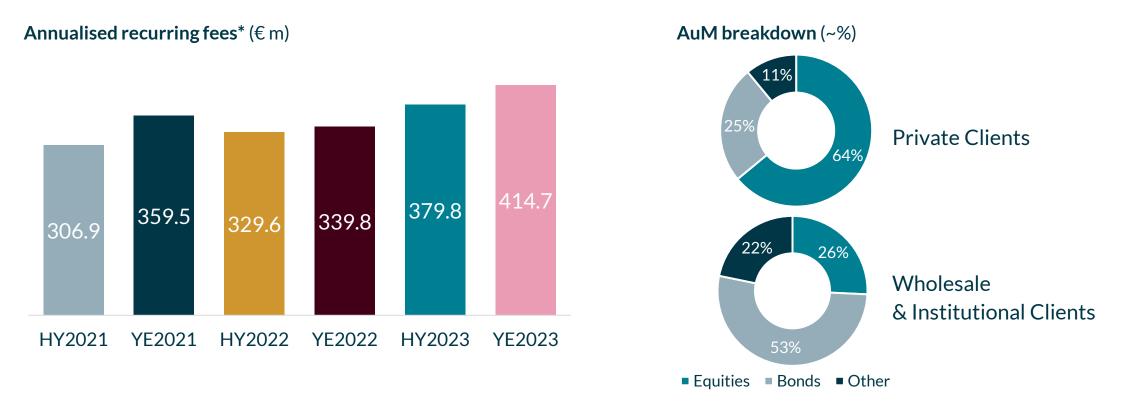
AuM (€ bn)



inflows

- Investment strategies: net outflow of €0.2bn, with net inflow in Q4
- FM: net inflow of €2.8bn, from new fiduciary mandates and existing clients
- AIS: net inflow of €0.5bn, from non-listed real estate, SDG Farmland Fund and direct lending
- Operating result before tax of -€2.7m (2022: €2.2m)
- Focus on profitable growth for investment strategies in western Europe and for fiduciary management in NL and UK

Stable margins at both Private Clients and Wholesale & Institutional Clients



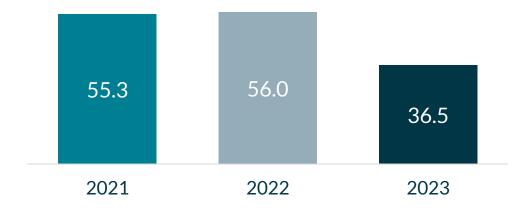
• Stable AuM margins: Private Clients: 63 bps (2022: 63 bps); Wholesale & Institutional Clients: 11 bps (2022: 12 bps)

*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.

Investment Banking Clients: Challenging markets due to increasing interest rates



Commission income (€ m)



- Operating result before tax of -€4.4m (2022: €9.7m)
- Rising interest rates put pressure on deal activity in real estate sector
- We adapted our organisation to market conditions with a focus on costs and appropriate staff levels
- Positive results in H2 2023, most notably in ECM

Net interest income: client behaviour main driver

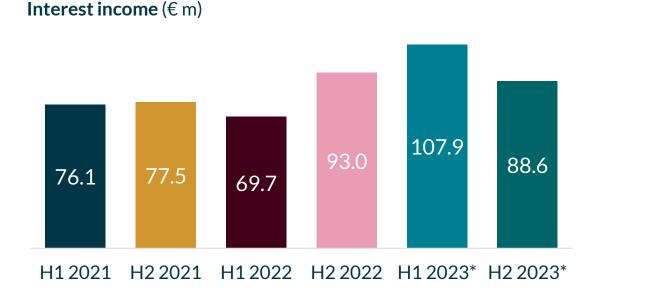
- In the first half of the year, clients converted on-demand savings into AuM, mainly fixed income
- In the second half, client demand for term deposits accelerated
- Clients switched back to savings rather than reinvesting the proceeds from maturing bonds in last two months of 2023
- Client savings grew in December, helped by a competitive savings rate on DGS-guaranteed amounts

Client deposits

€bn	31/12/2023	30/06/2023	31/12/2022
Term deposits	3.2	1.7	1.0
Savings	5.1	4.4	4.4
Securities accounts	1.7	2.0	2.9
Current accounts	2.3	2.6	4.0
Other	0.3	0.4	0.4
Total	12.6	11.2	12.7



Interest margins improved in 2023



Interest margin (12-month moving average, %)



- Interest income stabilised in the second half of the year, while we were operating with a smaller balance sheet on average
- Expected conversion from savings to AuM beginning of 2024, limited expected further shifts from current accounts into term deposits
- Interest income 2024 expected to remain stable vs H2 2023

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* Including MTN interest expenses
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Higher result on other income mainly driven by the sale of a participating interest

€m	Income 2023	Income 2022	Book value YE2023	Book value YE2022
Van Lanschot Kempen Participaties	28.4	10.1	35.0	47.8
Bolster Investments Coöperatief UA	3.9	6.3	76.3	63.1
Co-investments in own investment funds (incl. futures)	1.8	2.9	83.8	123.3
Result on securities trading	1.7	-0.1	-	-
Result on currency trading	7.6	11.0	-	-
Other results	-4.3	-1.0	2.1	2.0
Total	39.1	29.2	197.2	236.2

- Other income at €39.1m (2022: €29.2m)
- Compared with 2022, other income rose due to the sale of our participating interest in Movares, which resulted in a book profit of €23.1m. In 2022, the sale of another participating interest resulted in a book profit of €7.1m

Operating expenses: Focus on scalable growth



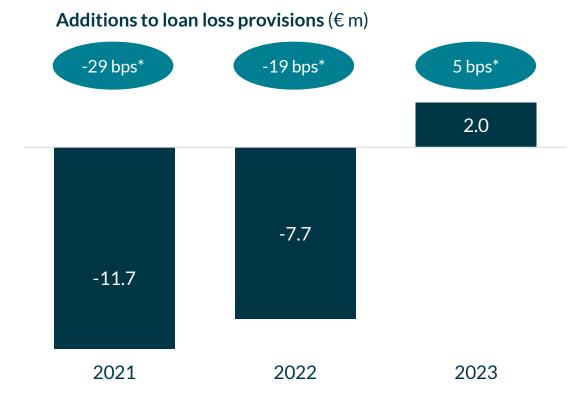
- Increase in staff costs, mainly driven by a higher number of FTEs at 1,904
 - In the first half, FTEs increased due to a shift from contractors to recruitment of internal staff, hiring private bankers and new members of our Digital and Technology teams
 - > Added FTEs as a result of the acquisition of Robeco's online investment platform
 - In the second half, FTEs stabilised
- Going forward, we expect higher staff costs due to general increase in fixed salaries by 3.15% for Dutch employment contracts as of 1 January 2024
- Cost control remains key focus

Loan portfolio

€m	Loan portfolio 31/12/2023	Loan portfolio 31/12/2022	% change	Impaired Ioans	Provision	Impaired ratio	Coverage ratio
Mortgages	6,368	6,341	0%	27	2	0.4%	8%
Other loans	2,182	2,371	-8%	98	25	4.5%	26%
Loan portfolio	8,550	8,712	-2%	125	28	1.5%	22%
Mortgages distributed by third parties	348	373	-7%	1	-	0.2%	0.0%
Other loans covered by residential real estate	302	320	-6%	-	-	0.0%	0.0%
Total loan portfolio	9,200	9,404	-2%	126	28	1.4%	22%
ECL stages 1 and 2					10		
Total	9,200	9,404	-2%		38		

- 69% of the portfolio consists of residential mortgages with an average LTV of 64% (2022: 63%)
- Other loans include loans to family businesses and entrepreneurs (28%), Lombard loans (33%), current accounts (16%), real estate loans (15%)
- Lower other loans €2.2bn (2022: €2.4bn) mainly driven by decrease in current accounts
- Impaired ratio rose slightly to 1.4% (2022: 1.1%)

Additions to loan loss provisions



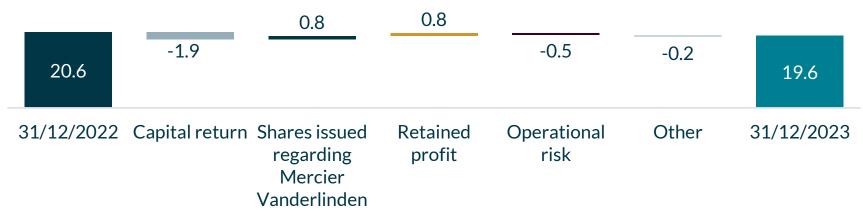
Loan loss provision per stage (€ m)



• Loan loss provisions relative to average riskweighted assets worked out at 5 basis points

Strong CET 1 ratio at 19.6% Dividend proposal of €2.00 per share (total €85.0m)

Common Equity Tier 1 ratio (%)



- CET 1 ratio is above target of 17.5% including an M&A add-on of 2.5%
- Impact of the capital return (€85m) in December 2023 was partly offset by issuance of new shares as part of the acquisition of the remaining 30% stake in Mercier Vanderlinden
- In 2024, the intended acquisition of Accuro is expected to have a negative impact of 0.4 percentage points on our CET 1 ratio
- The CET 1 ratio according to the "Basel IV fully loaded" definition stood at around 21%*
- Should DNB's risk weight floor for residential mortgages still apply during phase-in, our CET 1 ratio at 1 January 2025 would remain around its current level*

* The Basel IV results are based on the balance sheet as of 31 December 2023 and our current interpretation of Basel IV

Solid capital position Continued commitment to return excess capital

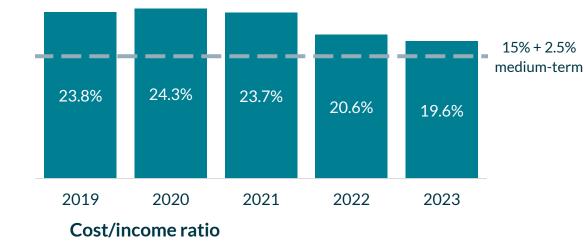


 Our intention remains to return excess capital above 17.5% CET 1 ratio target to our shareholders going forward

Total shareholder return (€ m)

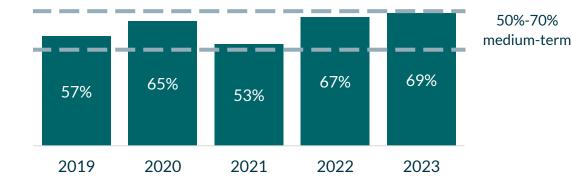


Committed to our financial targets

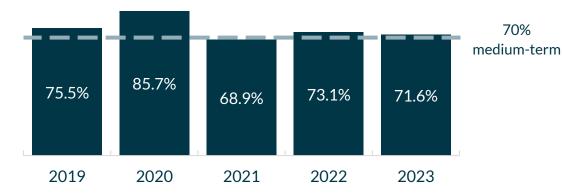


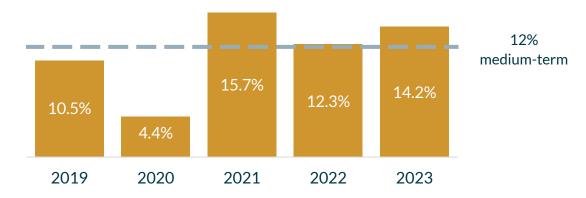
Common Equity Tier 1 ratio

Dividend pay-out ratio*



Return on Common Equity Tier 1*





* Based on underlying net result attributable to shareholders

VAN LANSCHOT KEMPEN

Appendix

Progress on our non-financial KPIs

	KPI	Target	2023	Score 2023	Score 2022
anufactured apital	Three-year relative performance of our managed propositions	> benchmark	•	-0.2%	
man and	Employer Net Promoter Score (eNPS)	> 10		22	
ellectual pital			•		
	Employee engagement score (EES)	> 80%	٠	90%	
	Percentage of employees who believe they have the opportunity for personal development and growth	≥ benchmark (77%)	•	82%	
		≥ last pulse/EES (if below benchmark)			
	Gender balance among senior staff	> 30% female	•	19.0% female	
		> 30% male		81.0% male	
	Gender pay gap	< 2.0%	•	3.0%	
	Staff turnover	5-10%	•	4.1%	
	Absenteeism	< industry average (3.25%)	٠	2.6%	2.
itural capital	Sustainability rating of all Kempen funds by Morningstar	≥ 3.5	٠	3.6	
	Decrease in carbon emissions:				
	Direct emissions via our own organisation	-7.0% per FTE per year, against 2019 baseline.		1.38 tonnes CO2e	
		Target 2023: ≤1.80 tonnes CO ₂ e per FTE	•	per FTE (-42%	
				compared with 2019)	
	b. Alignment of our solutions with Paris Agreement:				
	i. Van Lanschot Kempen funds and discretionary management solutions	80% of funds comply with 7% average annual emission intensity	•	88%	
		reduction			
	ii. Fiduciary management (FM) solutions	> 50% of FM clients have Paris Agreement-aligned goals	•	72%	
	c. Indirect emissions via our assets under management (AuM)	Coverage grows to 55-60% of CO2e emissions by end 2022	•	53%	
	d. Indirect emissions via our mortgage portfolio	CO2e/€ < last year	٠	-6.9%	
	Investment Strategies & Solutions sustainability ambition:				
	a. Percentage of AuM invested in sustainable and/or impact wealth management solutions	+ 5 percentage points per year	•	23.1%	
	b. Percentage of AuM in internal and external funds/mandates on the approved list that meet the basic sustainability criteria	> last year	•	96%	
	c. Van Lanschot Kempen listed funds engage with companies representing > 50% of carbon footprint of the fund	Engaged with companies representing > 50% of carbon footprint out of total portfolio	•	44/49 (divested from three)	54/55 (divested fro remaining or
ocial capital	Net Promoter Score (NPS):				
	a. Private Clients	20	•	34	
	b. Evi van Lanschot	10	•	0	
	c, Wholesale & Institutional Clients	20	•	30	
	Investment Banking Clients: number of fee-generating transactions with repeat Corporate Finance clients (five-year period)	50-60%	•	56%	
	Number of interactions by Securities with institutional investors	130	•	156	
		(2020 baseline: 100)	•		
	Average Morningstar medallist rating"	≥ last year		2 silver	
			0	7 bronze	
				8 neutral	
	Engagements for change on social and governance issues for which at least one milestone has been reached in the past year	10-15 engagements	٠	27	
	Percentage of employees who believe they have a responsibility to behave ethically	≥ benchmark (85%)		89%	
		≥ last pulse/EES (if below benchmark)	•		
	Percentage of employees who believe the company culture holds everyone to the same standards of ethical behaviour and promotes transparent communication	≥ benchmark (81%)	•	86%	
	Products and services are subject to strict approval and review procedures, including relevant assessments by Compliance	≥ last pulse/EES (if below benchmark) Yes	•	Yes	
				103	



High scores on external ESG ratings

Governance: 2 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

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

ISS ESG ▷



Management Board



Maarten Edixhoven (1971) Chair

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 - Zwitserleven: 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



Wendy Winkelhuijzen (1978) CRO

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



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



Richard Bruens (1967) Client Management & Origination

Appointed 15 May 2014

Background

2010 – ABN AMRO: Global Head Products & Solutions and Global Head Private Wealth Management 2007 – Renaissance Capital: Member of group managing board 1991 – ABN AMRO: Various managerial positions in the Global Markets division, Managing Director of Investor Relations



Erik van Houwelingen (1965) Investments Strategies & Solutions

Appointed 16 November 2020

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

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Supervisory Board



Frans Blom (1962) Chair

Appointed: 2018



Manfred Schepers (1960) Vice-Chair

Appointed: 2017

Appointed: 2020

(1967)

Karin Bergstein



Appointed: 2021

Appointed: 2018

Maarten Muller

(1954)



Elizabeth Nolan (1962)

Appointed: 2023

More information about the Supervisory Board members can be found on vanlanschotkempen.com/management-supervision

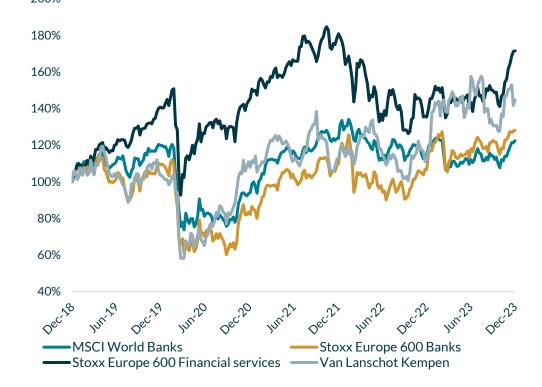
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Van Lanschot Kempen shares



Average daily trading volume (year) — Van Lanschot Kempen share price

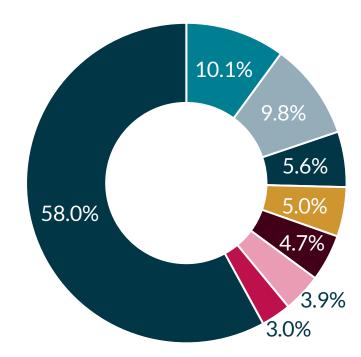
Movements in Van Lanschot Kempen's share price compared with industry indices 200%



We have a diversified shareholder base



Van Lanschot Kempen's shareholder base At 31/12/2023



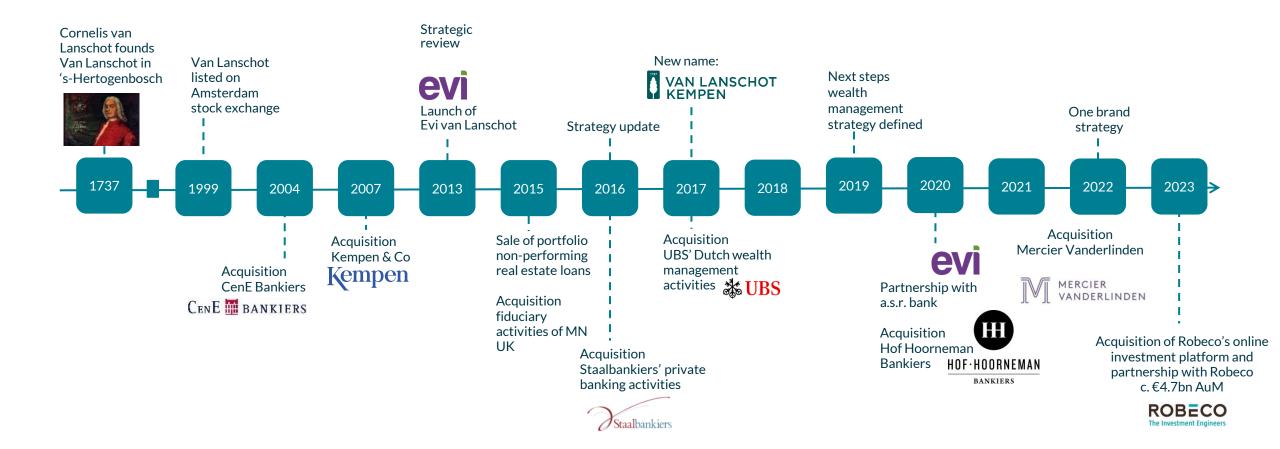
Romij

- LDDM Holding
- Janus Henderson Group
- FMR
- Management & employees

MVDP

- J.B. Meulman
- Other

Van Lanschot Kempen's rich history reaches back to 1737



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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