

Annual General Meeting of Shareholders



Van Lanschot

15 May 2014

Agenda item 2a



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Report of the Supervisory Board

Agenda item 2b



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Report of the Board of Managing Directors for
2013

2013 highlights



Profit recovery in 2013

- Net profit € 33.5 million
- Underlying net profit excl. non-recurring charges € 38.9 million
- Costs down 6%

Growth in client assets

- Client assets increase to € 53.5 billion

Balance sheet strengthened

- Core Tier I ratio grows to 13.1%
- Van Lanschot meets the Basel III requirements

Execution of strategy on track

- Long-term financial targets confirmed

All core activities contributed to the profit recovery



Private Banking

- Private Banking turnaround ongoing
- Introduction of three service concepts
- Launch of Evi, online investment coach
- Growth in discretionary mandates
- Product simplification

Asset Management

- Inflow of assets under management
- New clients in all segments, and increasingly international

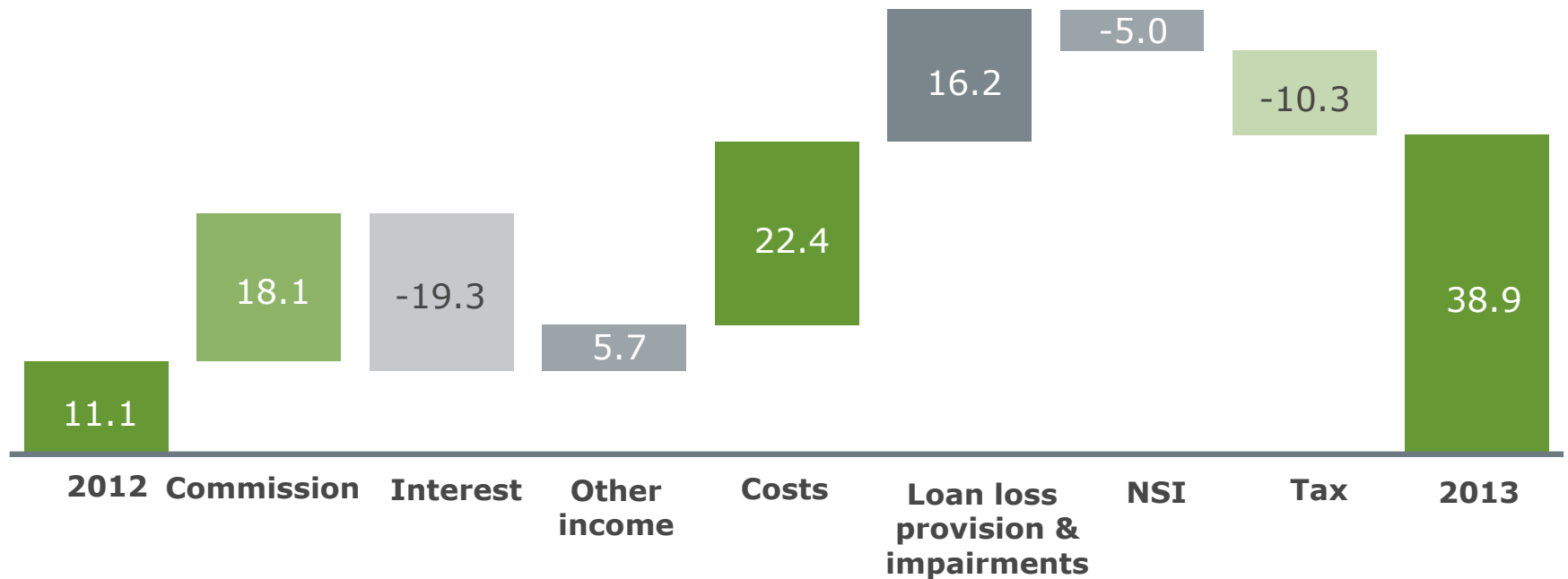
Merchant Banking

- Higher income
- Focus on niches enhances international market positioning

Profit recovery due to higher commission, lower costs and lower loan losses



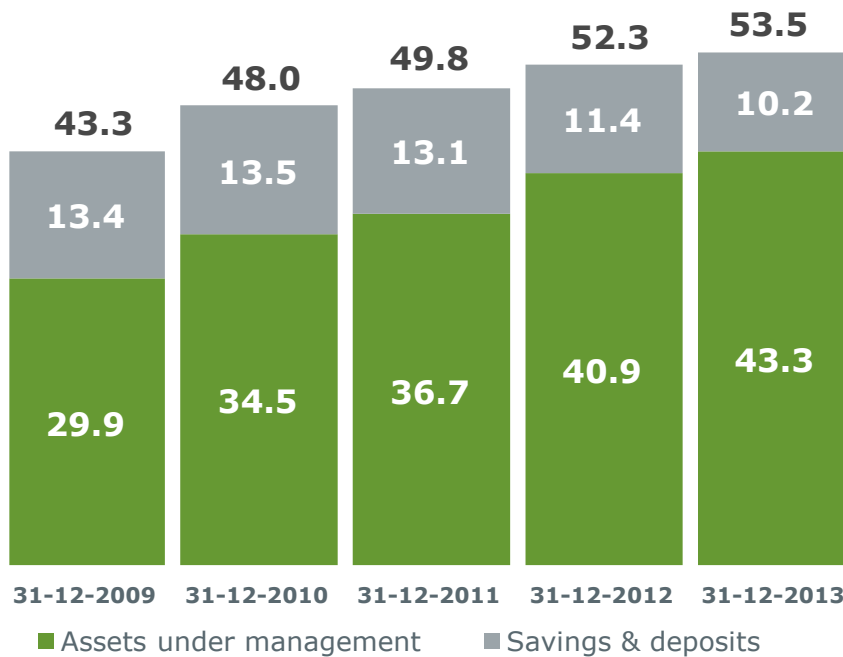
Key drivers of underlying net profit (€ million)



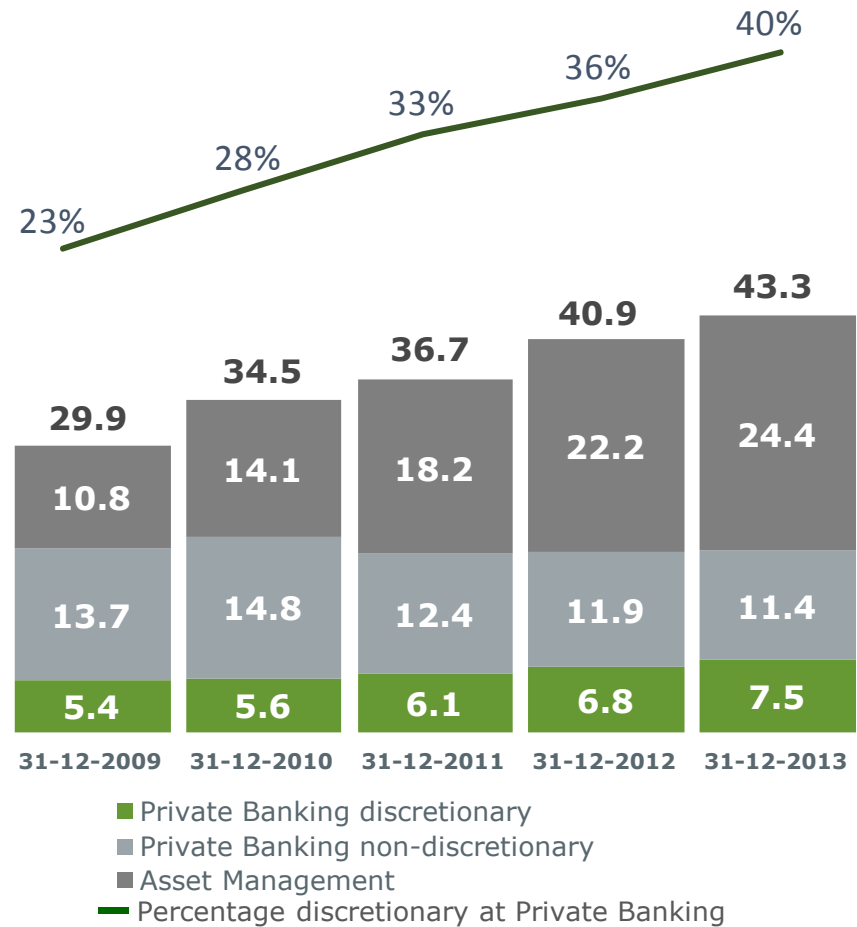
Growth in client assets and shift to discretionary mandates



Client assets
(€ billion)



Assets under management
(€ billion)



Robust balance sheet with strong capital and liquidity position



Strong capital base

Total equity of € 1.3 billion

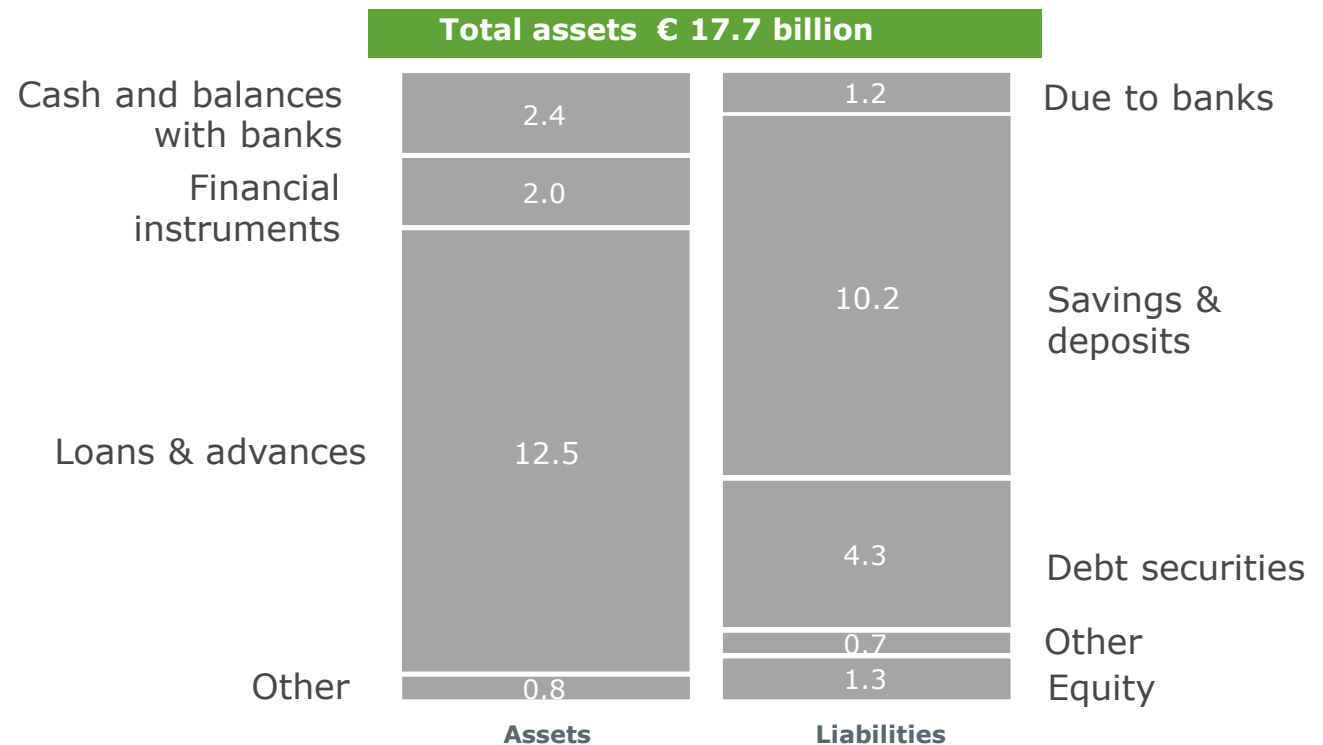
Solid funding position

Loan book largely financed by customer deposits;
Funding ratio 81.3%

Diversified funding mix

In terms of source, instrument and maturity

Regular presence on the wholesale market

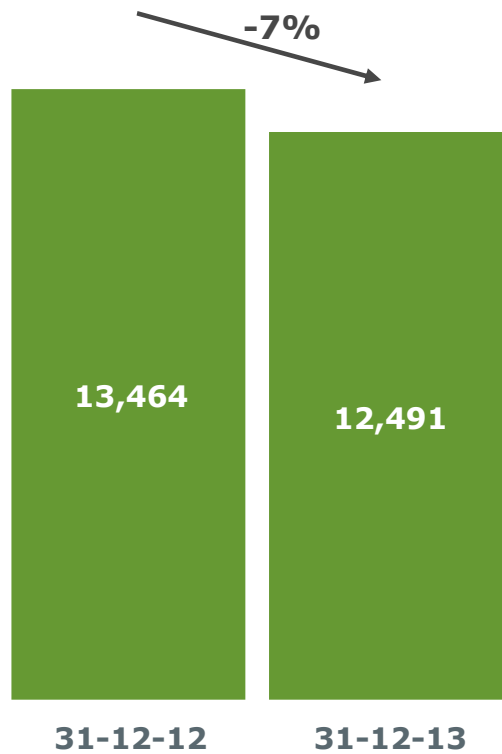


At 31-12-2013

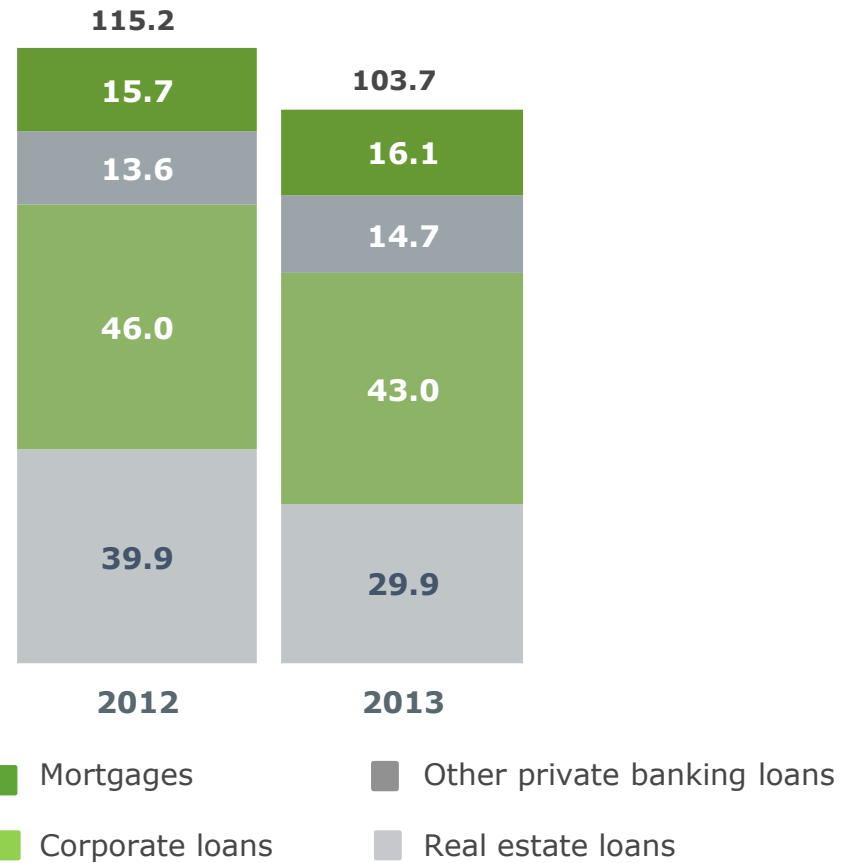
Diversified loan book; reduction in line with strategy, lower loan losses



Loan book
(€ million)



Addition to loan loss provisions
(€ million)



Asset Quality Review – results confirm comfortable capital buffers



Findings and conclusions

- “When compared to what CBRE considers to be a regular Dutch property lender portfolio, VLB’s collateral compares **favourably** due to a lower representation in offices, relatively more residential property and smaller higher quality (and thus more liquid) properties.” (CBRE)
- The analysis confirmed that there was **no need to increase** the level of provisions on the loan books reviewed
- The independent comprehensive analysis confirms that projected capital attributable to this part of the loan book in the coming 5 years will be **well above** required capital in both macroeconomic scenarios (base case and stress scenario)

Van Lanschot already meets the Basel III requirements



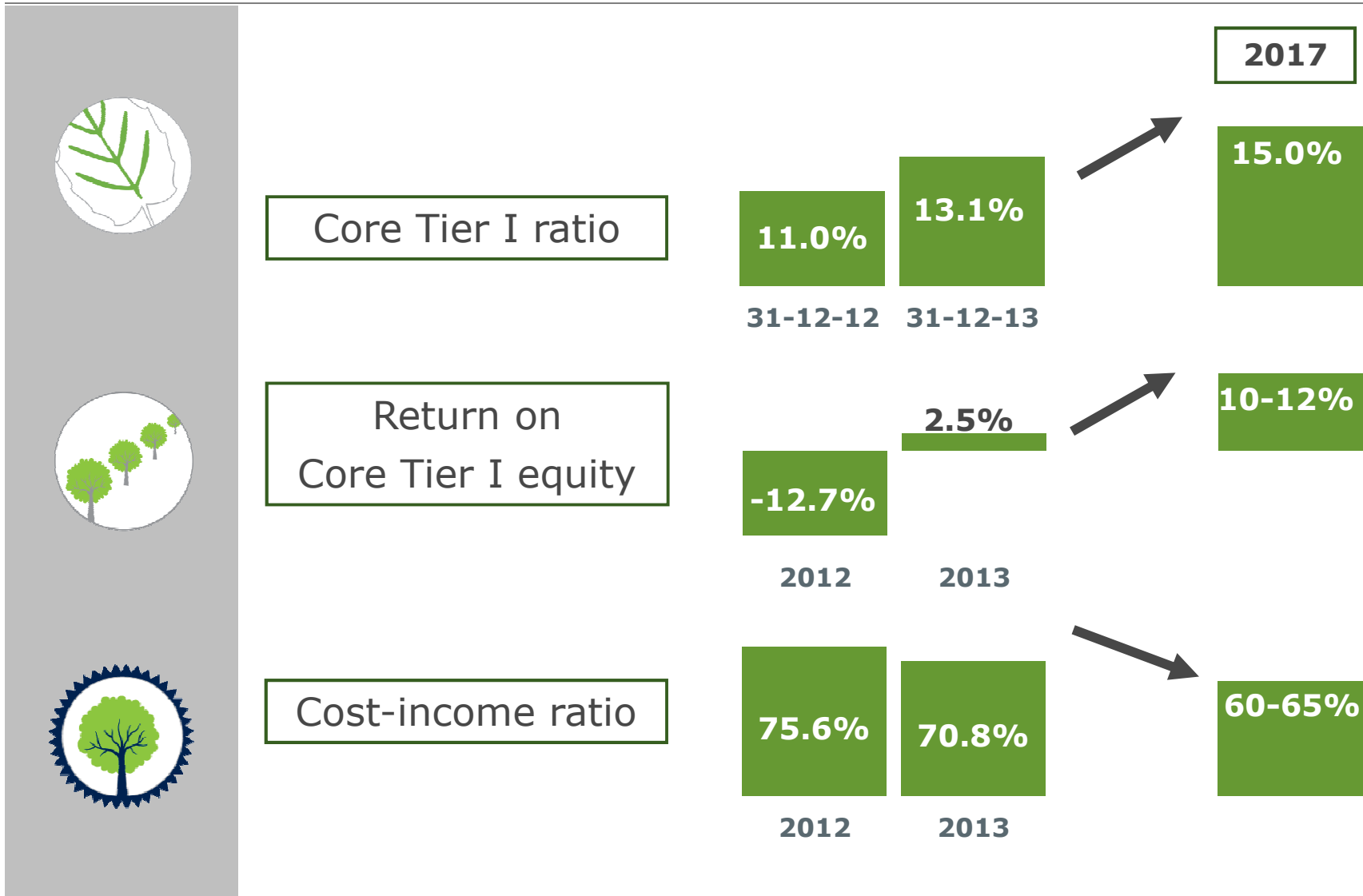
Strong capital buffers

- Core Tier I ratio (Basel II) 13.1%
- Common Equity Tier I ratio (Basel III, *fully loaded*) 10.5%
- Leverage ratio 5.1%

Diversified funding profile

- Various successful wholesale funding transactions
- Liquidity Coverage Ratio 151.3%
- Net Stable Funding Ratio 102.9%

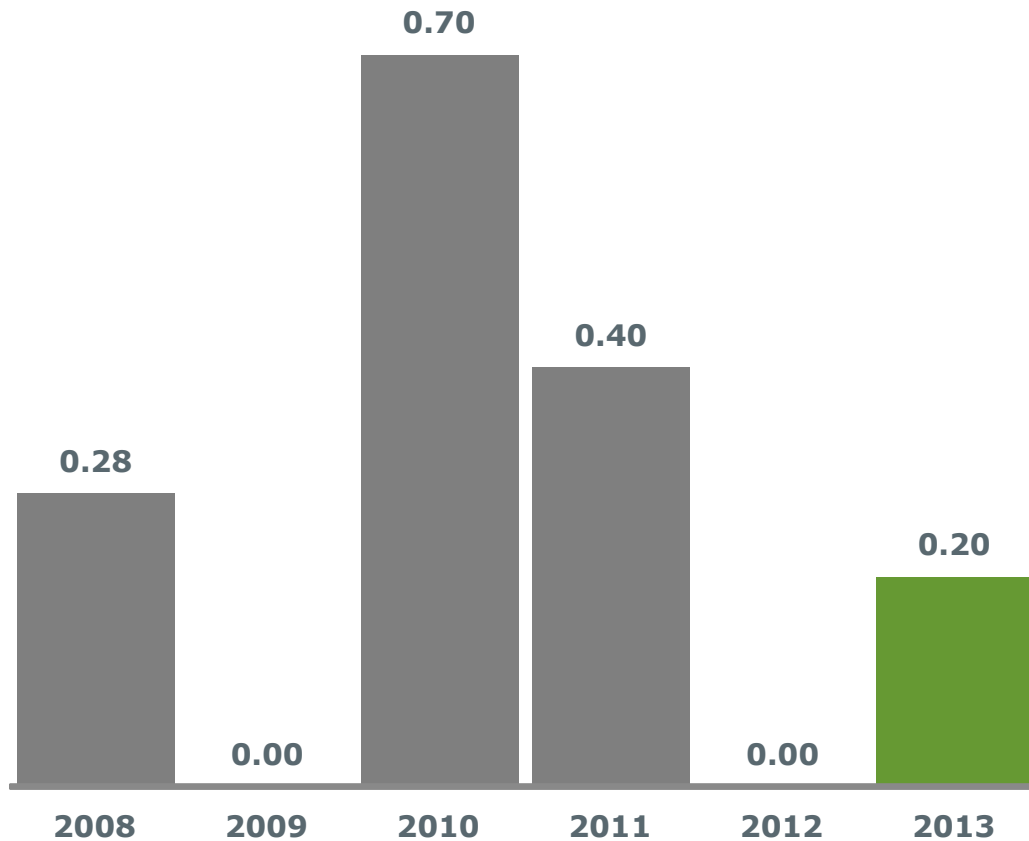
2017 financial targets



2013 results and solid capital position allow dividend proposal



Dividend 2008 - 2013
(€)



Pay-out ratio 28.2%

Developments in Q1 2014



Positive result

- All core activities contributed to profit
- Income and costs comparable to last year

Increase in client assets

- Client assets grow to € 55.9 billion

Strong capital & funding position

- Common Equity Tier I ratio (pro forma, Basel III phase-in) 13.3%
- Leverage ratio (Basel III, fully loaded) 4.8%

Strategy on track

- Implementation of wealth management strategy on track
- Corporate Bank loan books further reduced as planned

Agenda item 2c



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Strategy implementation status report

Agenda item 3b



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Adoption of 2013 financial statements

Agenda item 3c



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Proposal to pay a cash dividend of € 0.20 per ordinary A share

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Proposal to discharge the members of the Board of Managing Directors for their conduct of the Company's affairs during the 2013 financial year

Agenda item 4b



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Proposal to discharge the members of the Supervisory Board for their supervision of the Company's affairs during the 2013 financial year

Agenda item 5



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Composition of the Board of Managing Directors

Agenda item 6a



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Composition of the Supervisory Board:

- Announcement of vacancy and profile
- Opportunity to make a recommendation

Agenda item 6b



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Proposal to reappoint Mr G.P. van Lanschot as a member of the Supervisory Board

Agenda item 7



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Appointment of external auditor

Agenda item 8



Grant of authority to repurchase own shares or
depository receipts for own shares

Agenda item 9a



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Extension of the power of the Board of
Managing Directors to issue ordinary shares

Agenda item 9b



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Extension of the power of the Board of Managing Directors to limit or exclude the pre-emption right in the event of the issue of ordinary shares

Annual General Meeting of Shareholders



Van Lanschot

15 May 2014

Disclaimer



Forward-looking statements

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Forward-looking statements do not relate to definite facts and are subject to risks and uncertainty. The actual results may differ considerably as a result of risks and uncertainties relating to Van Lanschot's expectations regarding such matters as the assessment of market risk and revenue growth or, more generally, the economic climate and changes in the law and taxation.

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