




Van Lanschot

General Meeting of Shareholders

's-Hertogenbosch, 18 May 2017





Agenda item 2a
Report of the Supervisory Board

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a mix of dark blue and copper-colored rings. On the copper-colored ring, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene of a road at night, with several bright headlights from an approaching car. The background is a soft, out-of-focus green field. A semi-transparent teal box is overlaid on the bottom right of the image, containing white text.

Agenda item 2b
Report of the Statutory Board for 2016

Annual results 2016



Good progress on Strategy 2020



Next steps in
omnichannel Private
Banking model

STATER
International Mortgage Services

Outsourcing
mortgages servicing

fidor
SOLUTIONS

Partner selected for
payment servicing

Staalbankiers

Bolt-on acquisition
realised



Product
development
continued



KCM London
successfully
migrated



KCM teams
strengthened



New Merchant
Banking niche
FI & FinTech started

Strong increase in profit and dividend

**Underlying net result
+35% to €81.3 million**

Client assets €69.4 billion (+10%)

**Assets under management
€57.5 billion (+14%)**

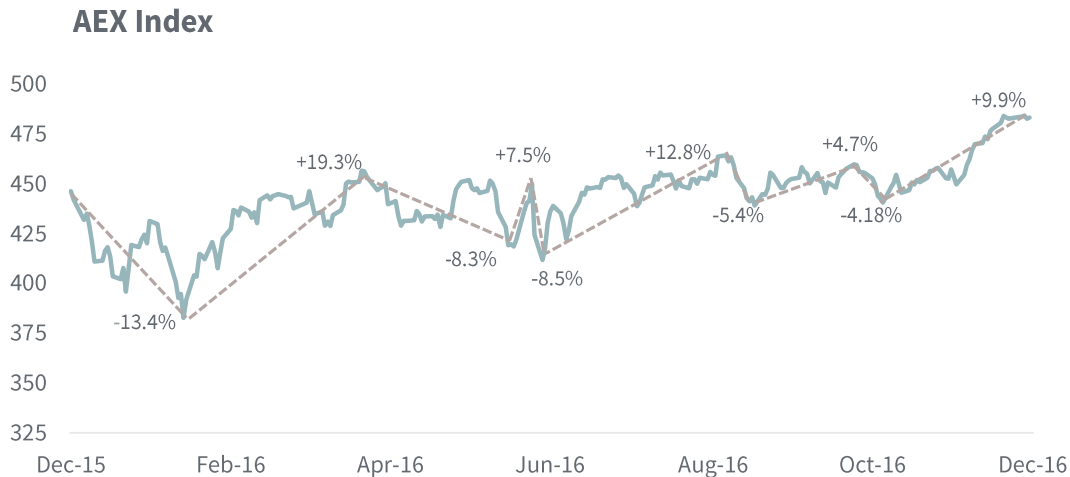
**Capital ratios continue
to improve**

CET I ratio at 19.0%

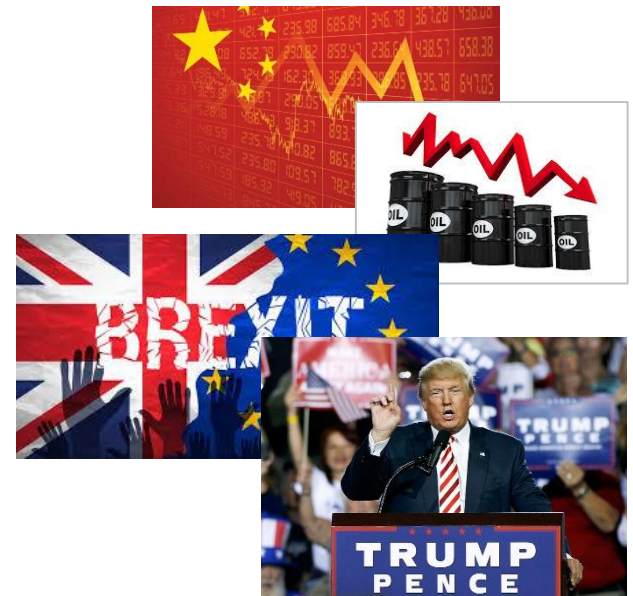
**Dividend per share up
from €0.45 to €1.20**

Market developments at a glance

- Equity markets were highly volatile in 2016
- China, oil prices, Brexit and U.S. elections were key events that shaped financial markets
- Political uncertainties will continue to drive market developments in 2017



Source: Bloomberg



Highlights 2016

Results

Underlying net result increases with 35% to €81.3 million (2015: €60.1 million)

- Net result increases to €69.8 million (2015: €42.8 million)
- Commission income under pressure due to less trading activity by clients
- Improving credit quality leads to net release of loan loss provision of €6.9 million (2015: net addition of €51.0 million)

Client assets

Client assets increase by 10% to €69.4 billion (2015: €63.0 billion)

- The acquisition of Staalbankiers' private banking activities leads to an increase of €1.9 billion client assets
- New Asset Management mandates lead to growth in assets under management to €37.8 billion

Capital position

Strong balance sheet

- Further reduction of Corporate Banking loan book volume to €1.4 billion with RWA of €1.2 billion
- CET I ratio (phase-in) increases to 19.0% (2015: 16.3%)
- Fully loaded leverage ratio amounts to 6.9% (2015: 6.1%)

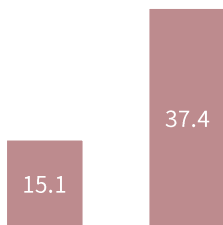
Underlying net result increases by 35%

€ million

Core activities

Private Banking

+147%



2015 2016

Evi

+27%



2015 2016

Asset Management

-46%



2015 2016

Merchant Banking

-69%

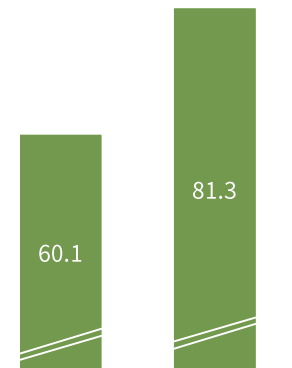


2015 2016

Total

(incl. Other and Corporate Banking)

+35%

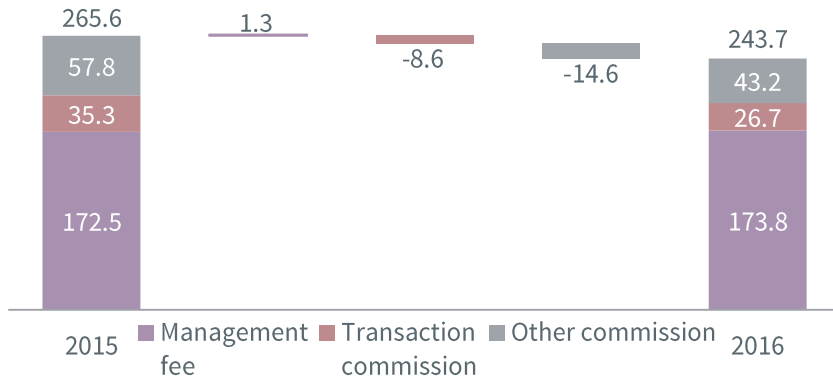


2015 2016

Management fees hold up well; transaction and other commissions hampered by market circumstances

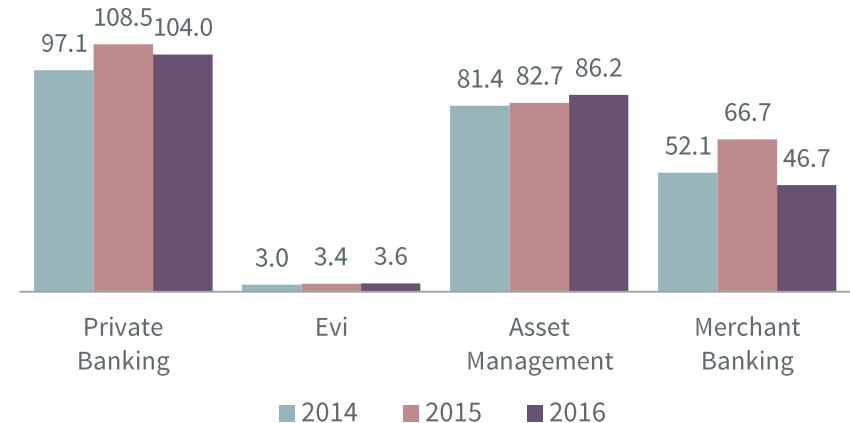
Commission income 2016 versus 2015

€ million



Commission income by segment

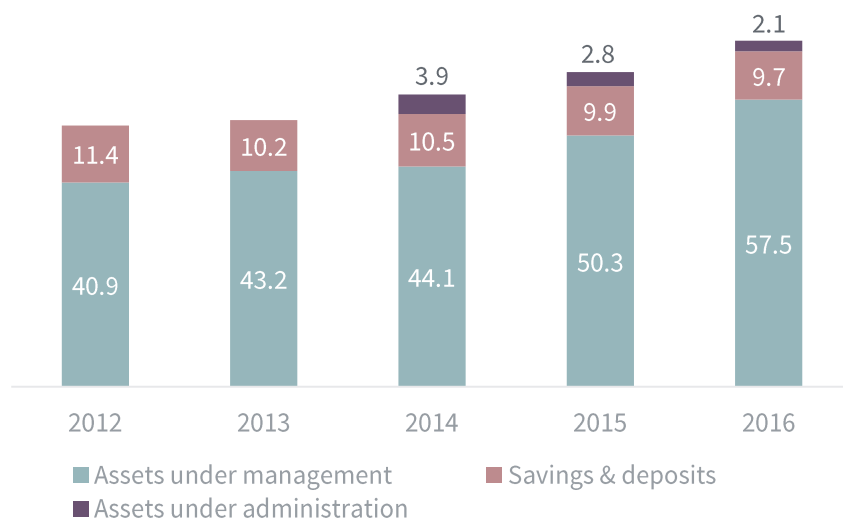
€ million



Client Assets increase; shift to discretionary continues

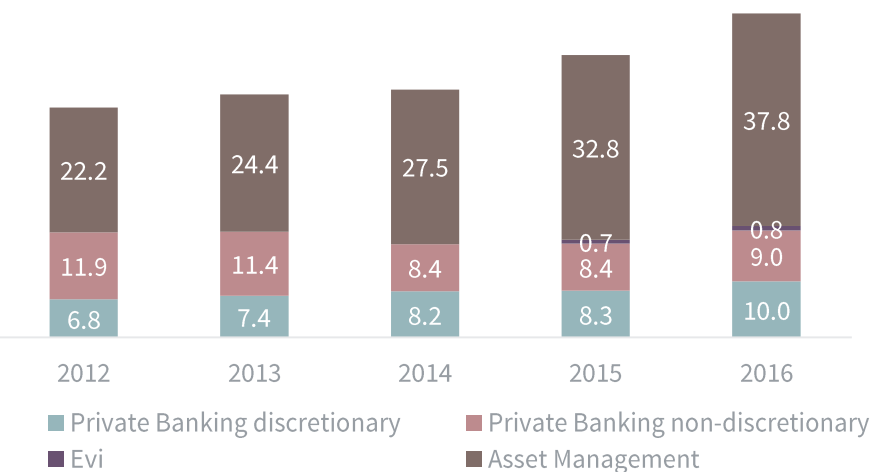
Client assets

€ billion, ultimo



Assets under management

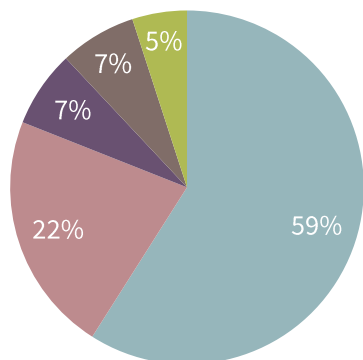
€ billion, ultimo



Better credit quality leads to net release of loan loss provisions

Loan portfolio, excluding provision

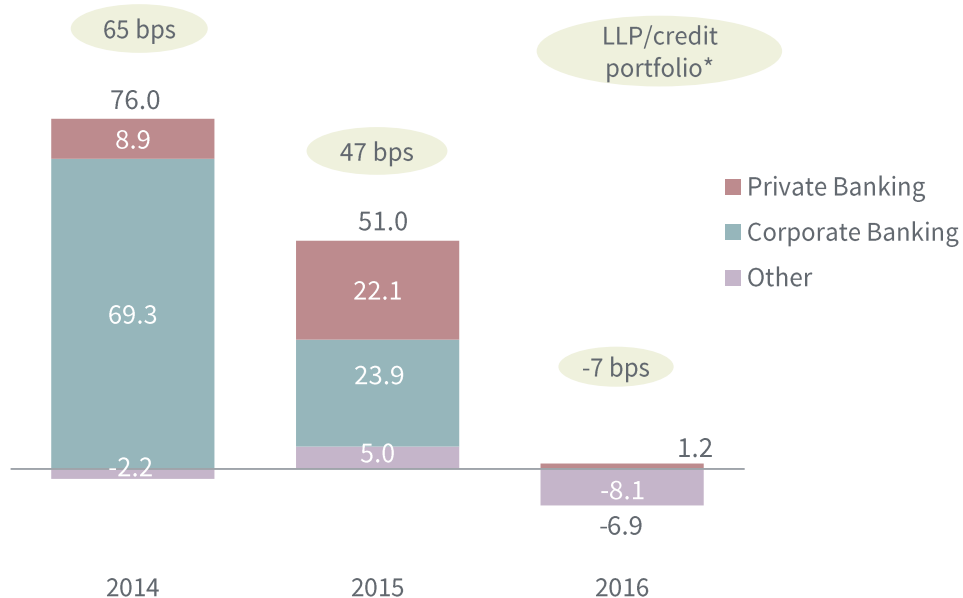
100% = €9.8 billion



- Private Banking - Mortgage loans
- Private Banking - Other loans
- Corporate Banking - SME loans
- Corporate Banking - Real estate loans
- Hypotheken - Distributed by third parties

Additions to loan loss provision

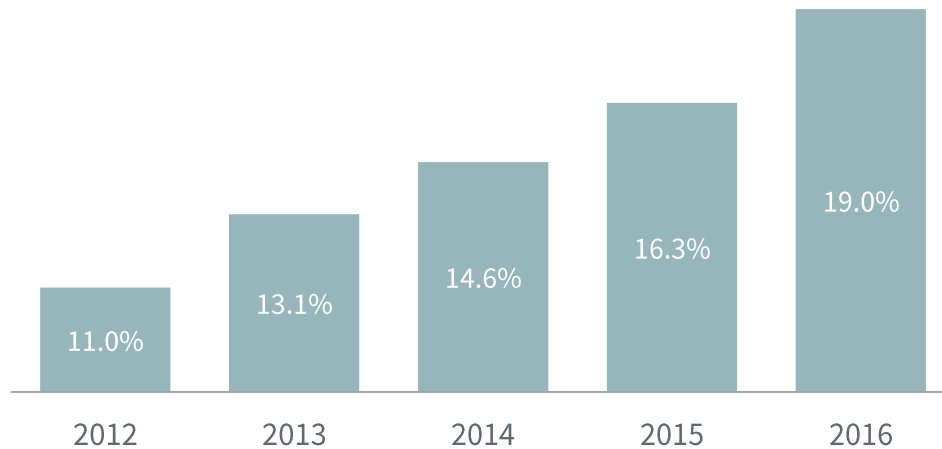
€ million



Strong increase of capital position

Common Equity Tier I ratio (phase-in)

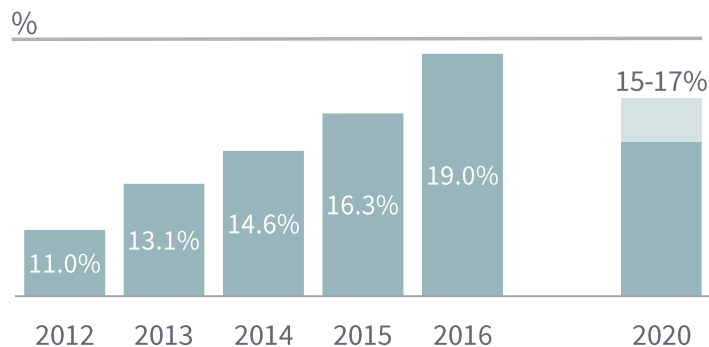
%



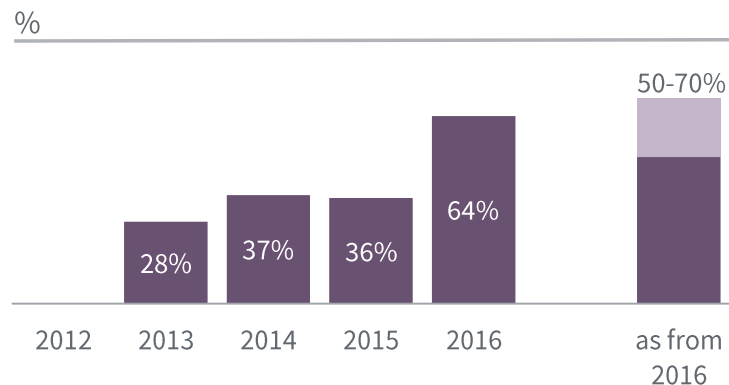
We reiterate our commitment to return at least €250 million to our shareholders by 2020, based on our current plans and currently known laws and regulations

Overview of group targets

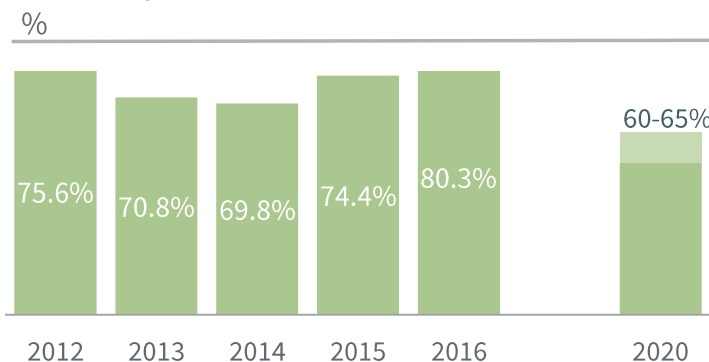
Common Equity Tier I ratio (phase-in)



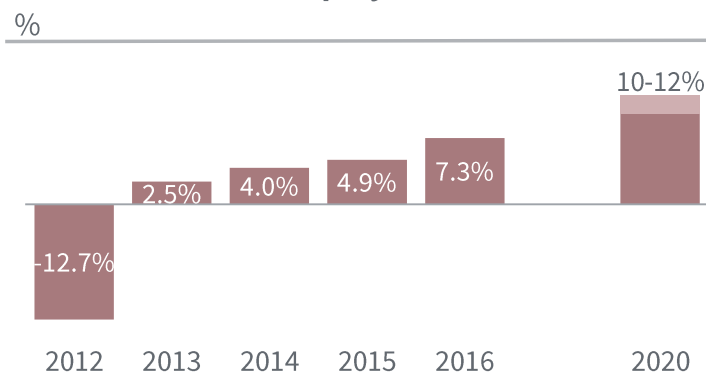
Dividend pay-out ratio*



Efficiency ratio



Return on Common Equity Tier I*



* Based on underlying net result attributable to shareholders. The dividend pay-out ratio for 2016 is based on the proposed dividend.

Highlights 2017

Results

Positive results continue

- Commission income is showing a positive development
- Book profit on the successful sale of TechAccess is included in result
- Operational expenses were at similar levels to last year

Client assets

Client assets adding €1.4 billion to €70.8 billion (2016: €69.4 billion)

- First-quarter assets under management (AuM) were up on the back of €0.4 billion net inflows generated by Private Banking, Evi and Asset Management
- Staalbankiers' private banking activities are fully and successfully integrated


Capital position

Capital position continued to develop strongly

- Phase-in CET I ratio increases to 19.3% (2016: 19.0%)
- Fully loaded leverage ratio is stable at 6.8% (2016: 6.9%)

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a warm, golden-brown color. On the inner ring of the lens, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene from a road at night, with several bright headlights and taillights creating a bokeh effect. The background is a soft, out-of-focus green, suggesting a natural setting. The overall composition is artistic and technical.

Agenda item 3a
Implementation of remuneration policy for 2016

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a warm, golden-brown color. On the inner ring of the lens, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene from a road at night, with several bright headlights and taillights creating a bokeh effect. The background is a soft, out-of-focus green and yellow gradient.

Agenda item 3b
Adoption of 2016 financial statements

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a dark, metallic color with some blue and purple accents. On the inner ring of the lens, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene of a road at night, with several bright headlights illuminating the road ahead. The background is a soft, out-of-focus green and yellow gradient.

Agenda item 3c
Reserves and dividend policies

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a dark, metallic color with some text visible. The lens is reflecting a scene from a road at night, showing a road with a white line, palm trees, and a bright light source, possibly a car's headlights. The background is a soft, out-of-focus green and yellow gradient.

Agenda item 3d

Proposal to pay a cash dividend of €1.20 per Class A ordinary share

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a light brown or tan color with some text. The lens is reflecting a scene from a road at night, showing several bright headlights and taillights of cars in the distance. The background is a soft, out-of-focus green and yellow, suggesting a natural setting like a field or forest. The overall lighting is warm and artistic.

Agenda item 4a

Proposal to discharge the members of the Statutory Board from liability for their conduct of Van Lanschot's affairs in the 2016 financial year

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate elements and a reflection of a road at night with several bright lights. The lens barrel has some text on it, including "ASPH." and "φ62". The background is a soft, out-of-focus green and yellow gradient.

Agenda item 4b

Proposal to discharge the members of the Supervisory Board for their supervision of Van Lanschot's affairs in the 2016 financial year

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a mix of dark blue and copper tones. On the copper-colored ring, the text "ASPH." and "φ62" is visible. The lens reflects a scene of a road at night, with several bright headlights from an approaching car. The background is a soft, out-of-focus green, suggesting a natural setting. A semi-transparent teal box is overlaid on the bottom right of the image, containing the text.

Agenda item 5

Proposal to amend the Articles of Association



Agenda item 6

Notification of the intended reappointment of Karl Guha as member and Chairman of the Statutory Board



Agenda item 7
Appointment of the auditors

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a light brown or tan color with some blue accents. On the barrel, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene of a road at night, with several bright headlights and taillights creating a bokeh effect. The background is a soft, out-of-focus green and yellow gradient.

Agenda item 8a

Notification of vacancies and profiles; opportunity to make a recommendation

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Agenda item 8b
Proposal to reappoint Jeanine Helthuis as a
member of the Supervisory Board

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Agenda item 8c
Proposal to appoint Manfred Schepers as a
member of the Supervisory Board



Agenda item 8d

Announcement of a vacancy that will arise on the day of the Annual General Meeting of Shareholders in 2018

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a mix of dark blue and light brown/gold tones. On the gold-colored ring, the text "ASPH." and "φ62" is visible. The lens reflects a scene of a road at night, with several bright headlights and taillights creating a bokeh effect. The background is a soft, out-of-focus green and yellow gradient.

Agenda item 9

Grant of authority to repurchase own shares
and/or depositary receipts for such shares

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Agenda item 10a

Extension of the power of the Statutory Board to issue Class A ordinary shares

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a light brown or tan color with some text. The lens is reflecting a scene from a road at night, showing a road with several bright headlights in the distance. The background is a soft, out-of-focus green and yellow gradient.

Agenda item 10b

Extension of the powers of the Statutory Board to limit or exclude pre-emption rights when Class A ordinary shares are issued

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a mix of dark blue and metallic gold colors. On the gold-colored ring, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene from a road at night, with several bright headlights and taillights creating a bokeh effect. The background is a soft, out-of-focus green and yellow gradient.

Agenda item 11

Any other business and closure of meeting



Van Lanschot

General Meeting of Shareholders

's-Hertogenbosch, 18 May 2017

