2011 annual results

AMSTERDAM, 8 MARCH 2012

- **Putting solidity before profit**
  Floris Deckers, CEO
- **2011 annual results**
  Constant Korthout, CFRO
- **Basel III**
  Constant Korthout, CFRO
- **The best private bank in the Netherlands and Belgium**
  Floris Deckers, CEO
- **Q&A**

Van Lanschot reports strong inflow of new money and solid balance sheet

Further reinforcement of bank's solid profile in 2011	- Core Tier I ratio 10.9% - Funding ratio 91.8% - Further diversification and lengthening of funding profile - European stress test: under adverse stress scenario, Core Tier I ratio increases to 9.7% in 2012 compared with 9.6% at year-end 2010 - Affirmation of Single A minus (stable outlook) credit rating by Standard & Poor's and Fitch in December 2011 and November 2011 respectively
Giving priority to solidity puts profit under pressure	- Income from operating activities -12% to € 539.2 million - Operating expenses -2% to € 412.3 million - Addition to loan loss provision -26% to € 64.3 million - Net profit -36% to € 41.9 million
Strong net inflow of new assets	- Total assets under management +6% to € 36.7 billion - Total net inflow of new assets +10% to € 3.4 billion - Total client assets +4% to € 49.8 billion

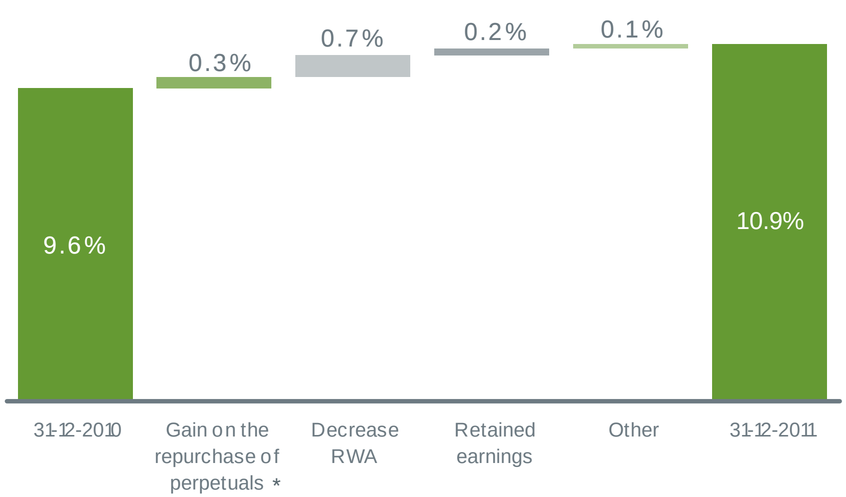
Numbers based on core activities (excluding non-strategic investments)

Further reinforcement of solid capital and funding position

Core Tier I ratio 10.9%
- Further increase in capital ratios due to lower risk weighted assets, the repurchase of perpetual loans and retained earnings

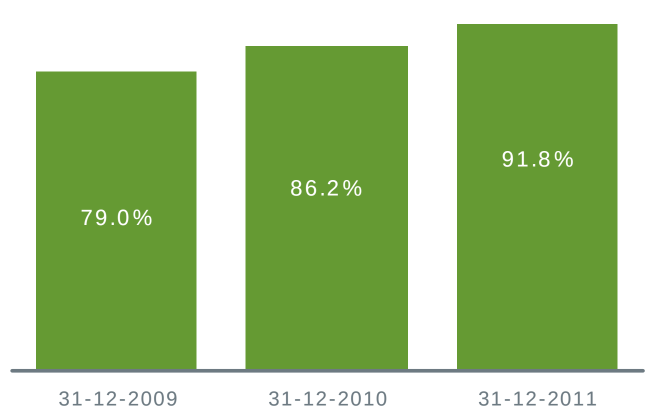
Funding ratio 91.8%
- The extent to which the loan book is funded by customer deposits

Core Tier I ratio



* The 2004 loans were redeemed for cash at 75% of the nominal amount. The 2005 loans were redeemed for cash at 82.5% of the nominal amount.

Funding ratio



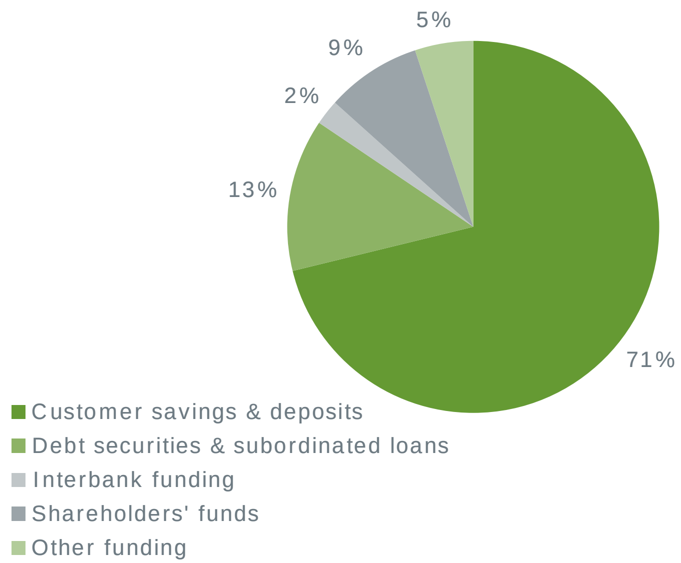
Van Lanschot

Numbers based on core activities (excluding non-strategic investments)

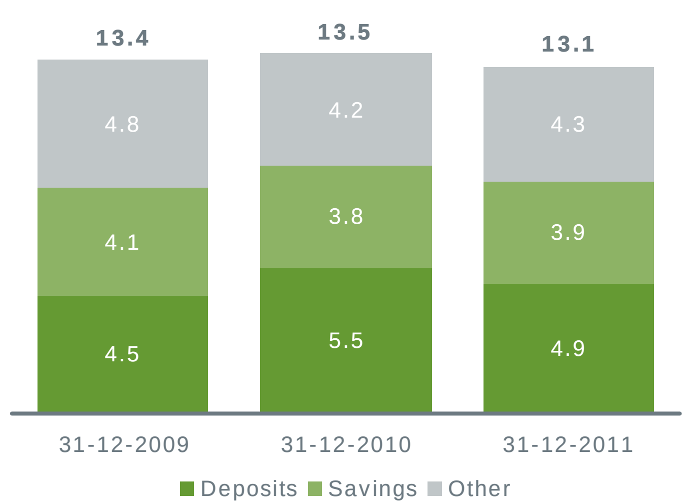
Diversification and lengthening of funding profile

- Strong funding position based on stable level of customer deposits
- Long-term funding raised on the wholesale market in 2011:
  - April 2011, issue of 3-year senior unsecured bonds to institutional investors for € 500 million
  - April 2011, issue of approx. € 65 million of Trigger Notes with a three year term
  - May 2011, issue of Floored Floater for approx. € 90 million with a ten year term
- Van Lanschot already complies with the published Basel III funding and liquidity ratios

Funding mix at 31 December 2011



Customer deposits (€ billion)

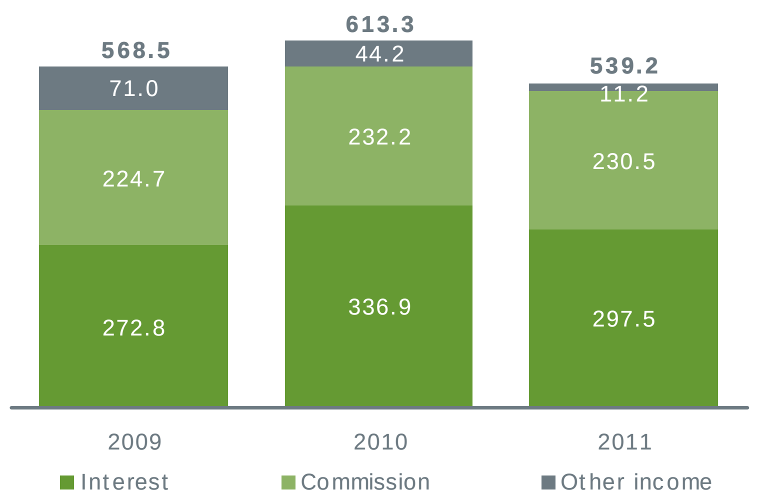


Numbers based on core activities (excluding non-strategic investments)

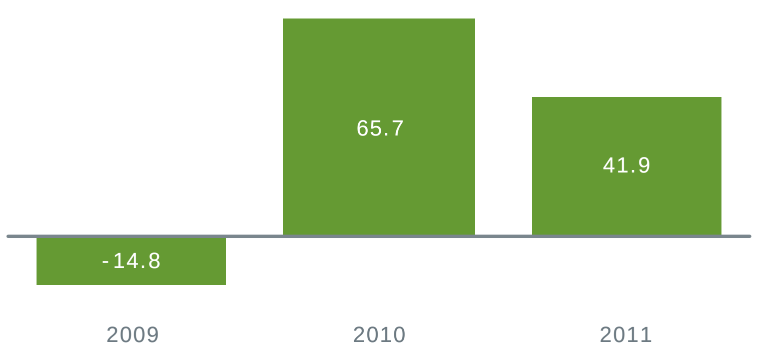
Income and profit under pressure as a result of priority for solidity and difficult market conditions

- Interest income -12% to € 297.5 million (2010: € 336.9 million)
- Interest margin 1.57% (2010: 1.68%)
- Management fees +19% to € 124.4 million (2010: € 104.4 million)
- Other income -75% to € 11.2 million (2010: € 44.2 million)
- Consolidated net profit -35% to € 43.1 million (2010: € 66.7 million)
- Net profit (core activities) -36% to € 41.9 million (2010: € 65.7 million)

Income from operating activities (€ million)



Net profit (€ million)

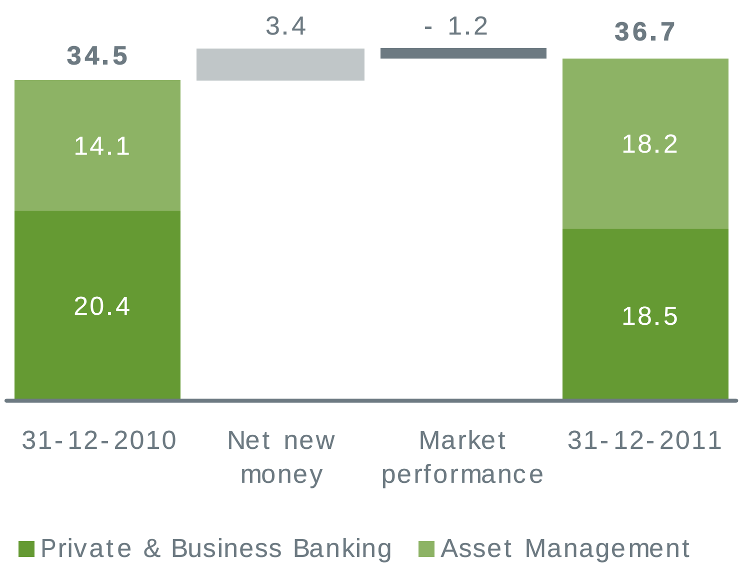


Numbers based on core activities (excluding non-strategic investments)

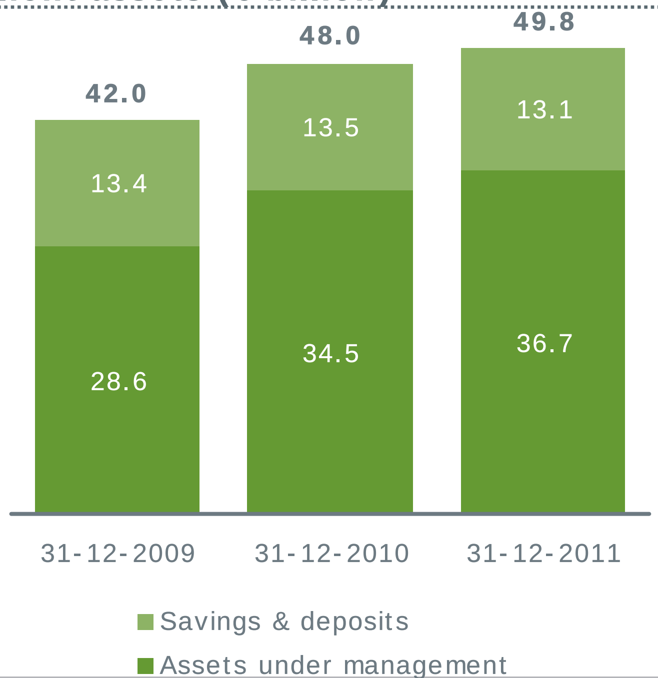
Strong inflow of assets under management

- Total assets under management* +6% to € 36.7 billion
- Inflow of net new money € 3.4 billion (+10%), mainly institutional mandates
- Assets under discretionary management for Private & Business Banking increased to 33% (2010: 27%)
- 2011 difficult year for investment performance; long-term track record above the benchmark
- Total client assets +4% to € 49.8 billion

Assets under management (€ billion)



Total client assets (€ billion)



* The definition of assets under management was refined in H2 2011. Comparative figures have been restated accordingly.

- **Putting solidity before profit**
  Floris Deckers, CEO

- **2011 annual results**
  Constant Korthout, CFRO

- **Basel III**
  Constant Korthout, CFRO

- **The best private bank in the Netherlands and Belgium**
  Floris Deckers, CEO

- **Q&A**

2011 annual results

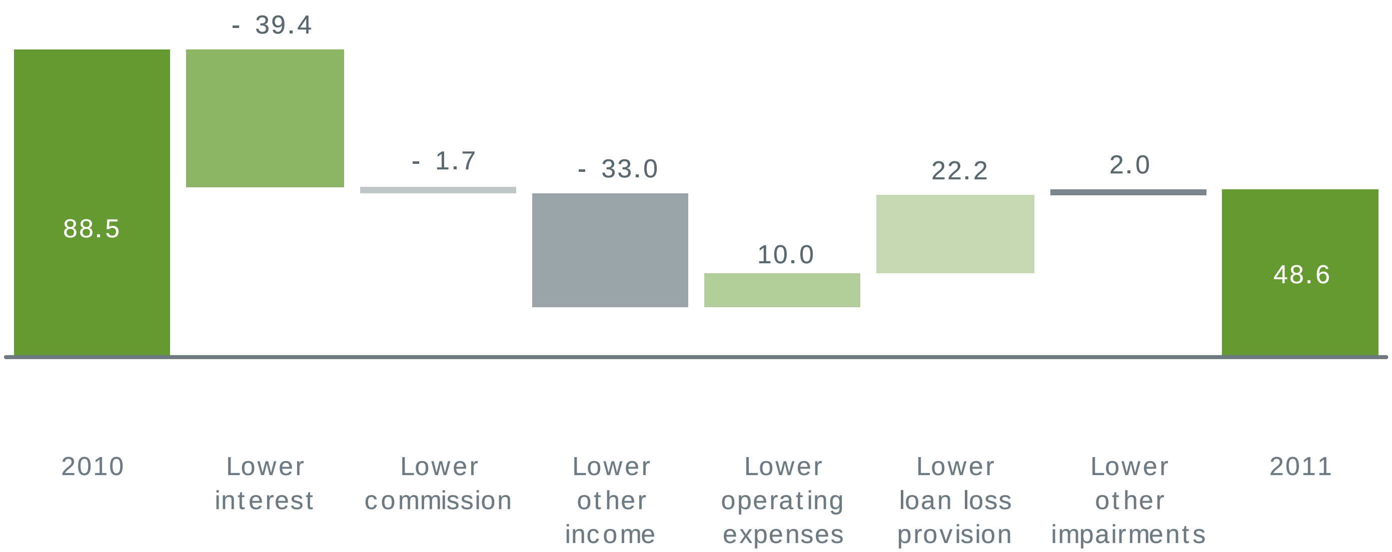
€ million	H1 2011	H2 2011	2011	2010
Interest	150.5	147.0	297.5	336.9
Securities commission	93.9	78.0	171.9	173.4
Other commission	29.3	29.3	58.6	58.8
Other income	16.0	- 4.8	11.2	44.2
Income from operating activities	**289.7**	**249.5**	**539.2**	**613.3**
Operating expenses	211.6	200.7	412.3	422.3
Gross result	**78.1**	**48.8**	**126.9**	**191.0**
Addition to loan loss provision	27.4	36.9	64.3	86.5
Other impairments	3.0	11.0	14.0	16.0
Operating profit before tax	**47.7**	**0.9**	**48.6**	**88.5**
Tax	6.9	- 0.2	6.7	22.8
Net profit	**40.8**	**1.1**	**41.9**	**65.7**

Numbers based on core activities (excluding non-strategic investments)

Lower operating profit before tax due to decrease in interest income and other income

- Net profit 2011 € 41.9 million (2010: € 65.7 million)
- Operating profit before tax € 48.6 million (2010: € 88.5 million)
- Lower interest margin due to strict focus on the private banking strategy, fewer loan applications, higher loan redemptions, diversification of the funding profile and placing excess liquidity at the ECB
- Lower other income, in particular due to lower profit on financial transactions
- Addition to loan loss provision down 26%

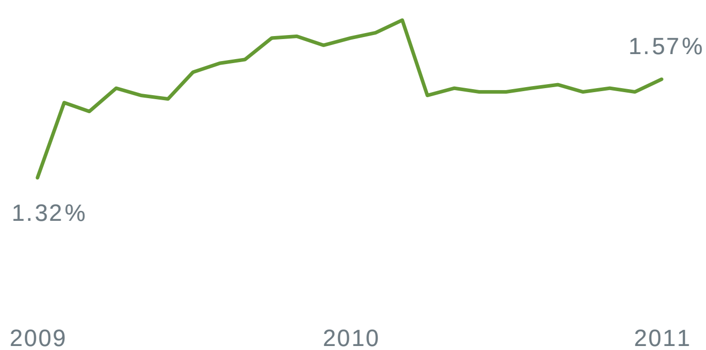
Operating profit before tax (€ million)



Numbers based on core activities (excluding non-strategic investments)

Interest margin down due to conscious choice to put solvency and liquidity before profit

Interest margin



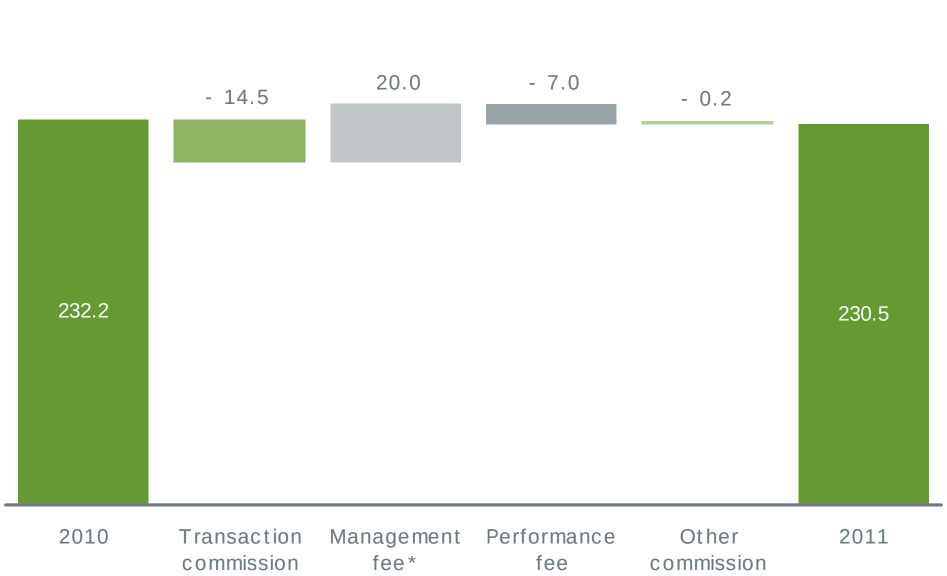
- Interest income -12% to € 297.5 million (2010: € 336.9 million)
  - Client loan book decreased by € 1.1 billion due to a strict focus on the private banking strategy, fewer loan applications and higher loan redemptions; mortgage portfolio reduced by approximately € 0.3 billion
  - Diversification and lengthening of funding profile resulted in higher funding costs
  - Excess liquidity placed at the ECB at low interest rate
- Interest margin 1.57% (2010: 1.68%)
- Van Lanschot already complies with the published Basel III funding and liquidity ratios

Numbers based on core activities (excluding non-strategic investments)

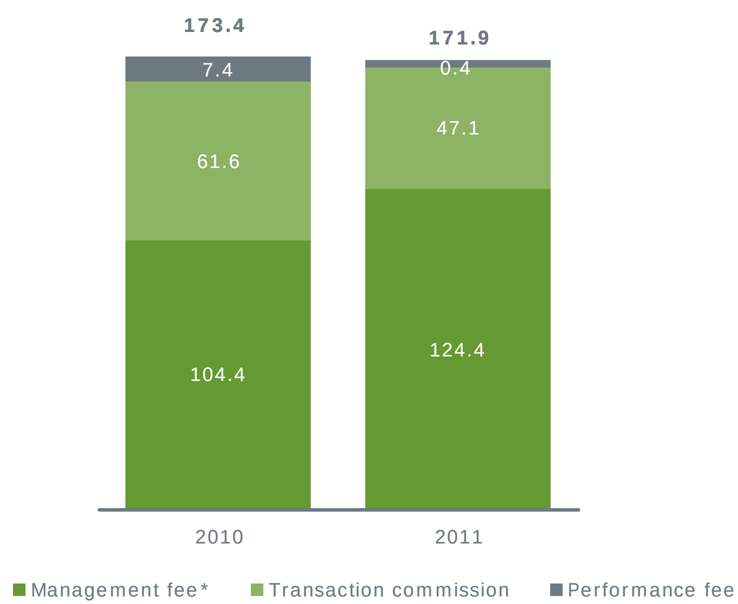
Commission income: further shift to discretionary asset management leads to higher management fees

- Commission income –1% to € 230.5 million (2010: € 232.2 million)
- Management fees* comprise 72% of total securities commission (2010: 60%), in particular due to increase of assets under discretionary management and growth of institutional asset management
- Assets under discretionary management comprise 33%** (2010: 27%**) of the total assets under management for Private & Business Banking clients

Commission income (€ million)



Securities commission (€ million)



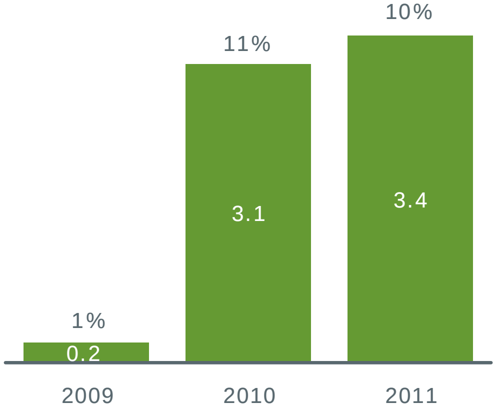
* Including portfolio commission and custody fee

Numbers based on core activities (excluding non-strategic investments)

** Definition of AuM was refined in H2 2011. Comparative figures have been restated accordingly.

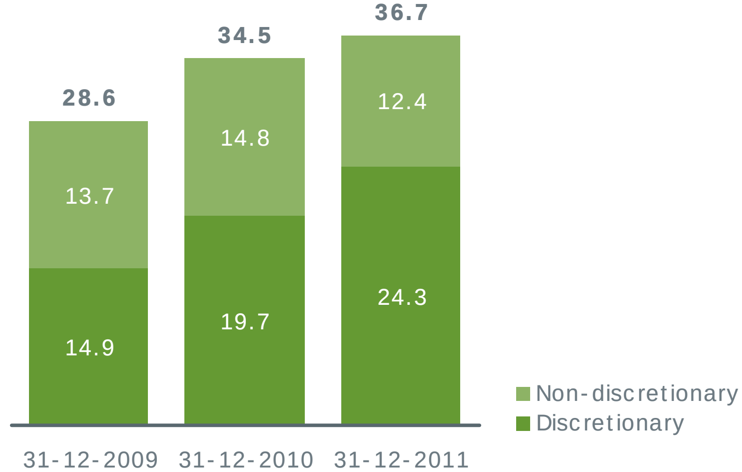
Higher commission income driven by increase in assets under management and shift to discretionary mandates

Net inflow AuM (€ billion)

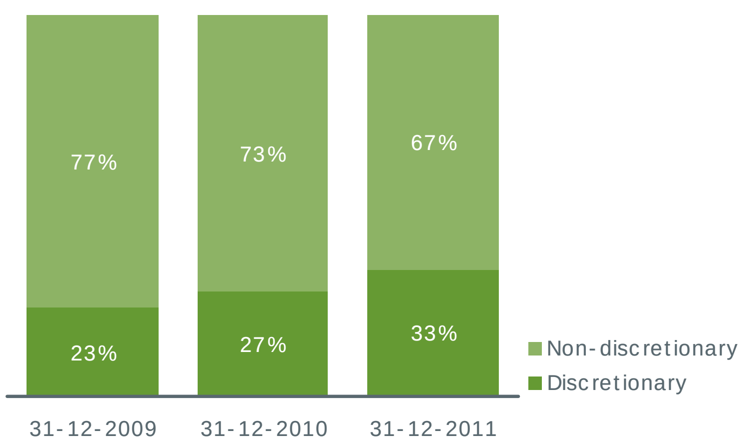


% related to total amount of AuM at the start of the period

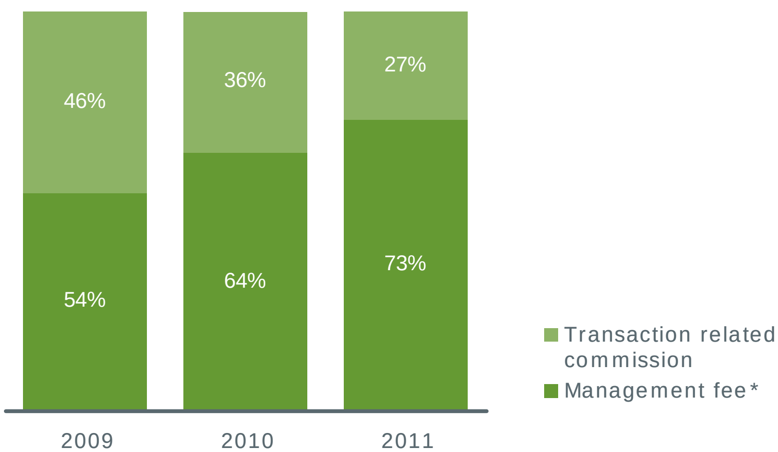
Total assets under management (€ billion)



Assets under discretionary management Private & Business Banking (%)



Management fee and transaction commission (%)



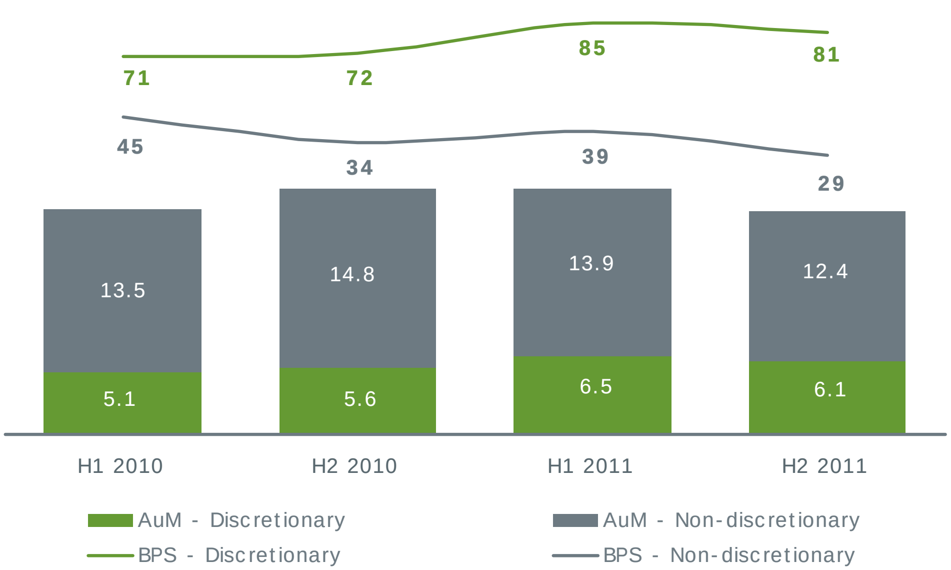
* Including portfolio commission and custody fee

Numbers based on core activities (excluding non-strategic investments)

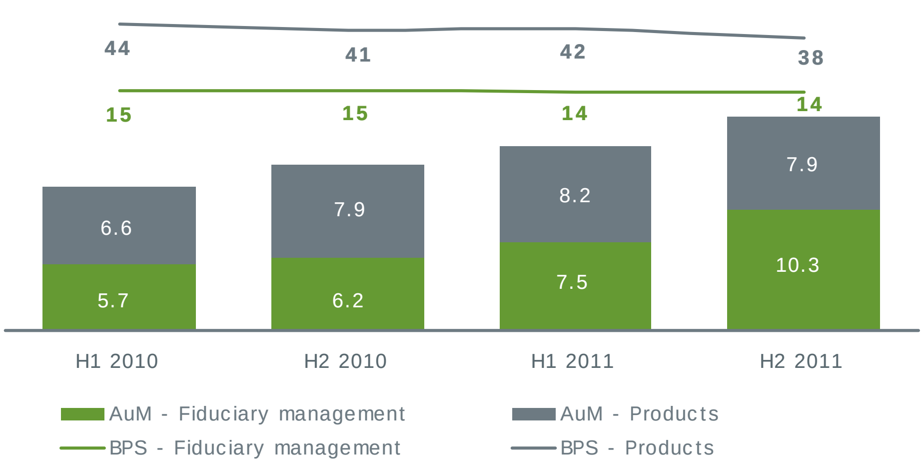
Assets under Management (AuM) and commission in basis points (BPS) by segment

- Shift to assets under discretionary management results in higher gross margin
- Margin on non-discretionary assets under management down due to correlation with the sentiment on the stock market and trading volume
- Margin on fiduciary management steady despite the inflow of new mandates in 2011

Breakdown of AuM (in € billion) and commission (in bps) Private & Business Banking



Breakdown of AuM (in € billion) and commission (in bps) Asset Management



Numbers based on core activities (excluding non-strategic investments)

Lower profit on financial transactions due to decrease of profit on securities and profit on interest hedges

€ million	2011	2010
Profit on securities	-5.6	10.5
Profit on currency trading	13.0	11.4
Profit on investment portfolio	14.5	21.0
Profit on interest hedges	-23.1	-13.7
Other income	1.0	1.0
Profit on financial transactions	**-0.2**	**30.2**

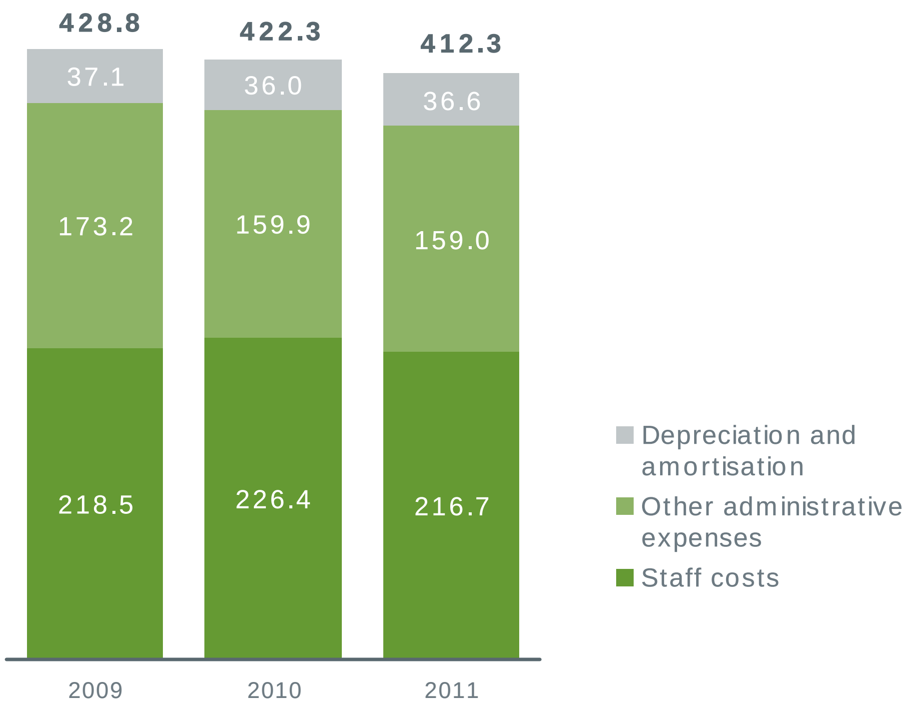
Profit on financial transactions decreased from € 30.2 million in 2010 to € 0.2 million negative in 2011

- Lower profit on securities in the trading portfolio and on own positions in several in-house funds
- Negative result on Marked-to-Market (MtM) investment portfolio
- Loss on interest hedges due to changes in the interest rate curve
- Terminated hedges in 2009 and 2010 result in annual amortisation charge (2011: - € 16.6 million)

Numbers based on core activities (excluding non-strategic investments)

Decrease in operating expenses – decline in number of employees, particularly at Van Lanschot Bankiers

Operating expenses (€ million)



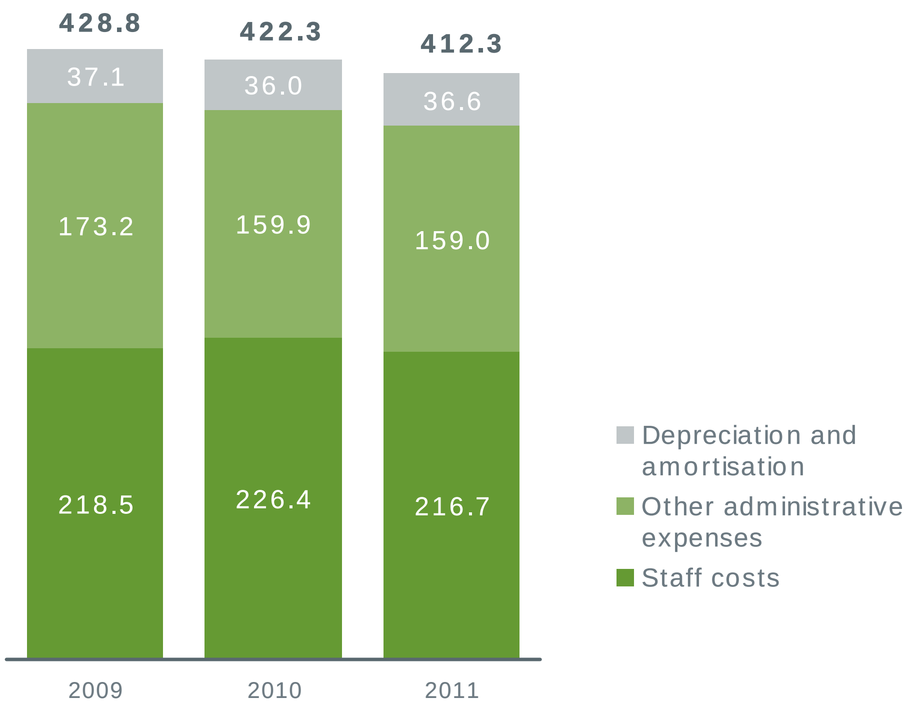
- Staff costs -4% on 2010 to € 216.7 million
  - Lower variable pay (- € 13.1 million)
  - Higher pension costs (€ 2.1 million)
  - Investments in Asset Management (€ 1.2 million)
  - The number of FTEs decreased to 2,009 at 31 December 2011

Number of FTEs	31-12-2010	31-12-2011
Van Lanschot	1,648	1,612
Kempen	395	397
Total	2,043	2,009

Numbers based on core activities (excluding non-strategic investments)

Cost savings offset by higher expenses for compliance and supervision

Operating expenses (€ million)

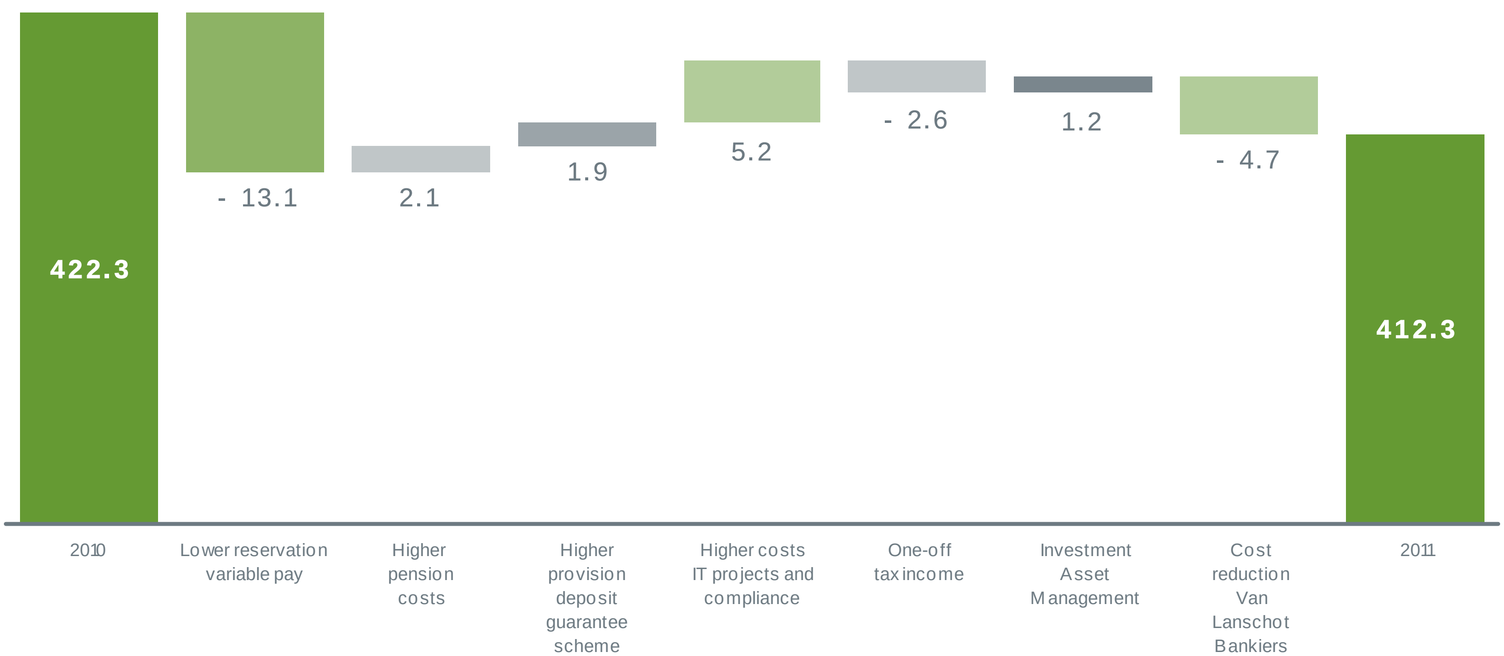


- Other administrative expenses of € 159.0 million more or less in line with 2010
  - Cost reduction at Van Lanschot Bankiers (- € 4.7 million)
  - Higher expenses for deposit guarantee scheme (€ 1.9 million)
  - Increased expenses for compliance and supervision (€ 1.4 million)
  - Increased statutory and regulatory requirements mean higher expenses for compliance and supervision; on a structural basis, these costs are estimated at 3 to 4% of total operating expenses

Strict focus on cost control

- Decrease in operating expenses due to lower staff costs (lower accrual for variable pay)
- Additional expenses related to new statutory and regulatory requirements and investments in IT and Asset Management
- Cost reduction at Van Lanschot Bankiers

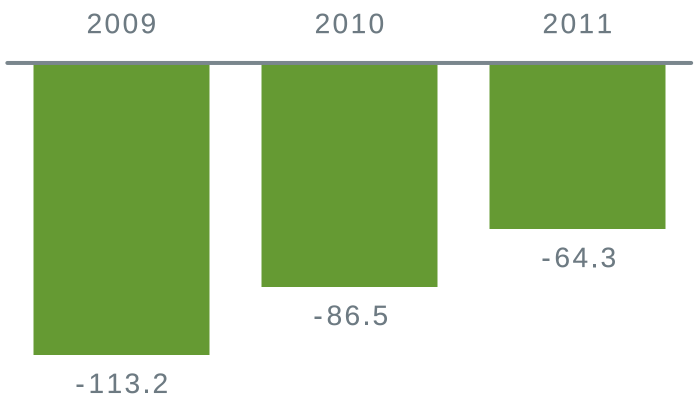
Operating expenses (€ million)



Numbers based on core activities (excluding non-strategic investments)

Strong decrease in loan losses despite difficult economic conditions

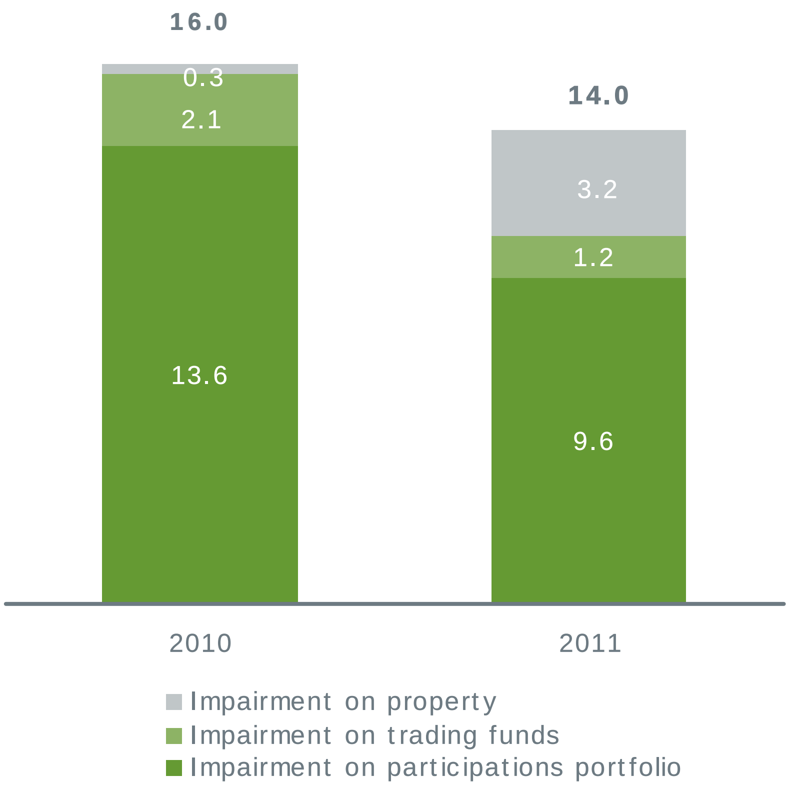
Addition to loan loss provision (€ million)



- Addition to loan loss provision down 26% to € 64.3 million (2010: € 86.5 million)
- Addition to loan loss provision represents 56 basis points (BPS) of average risk weighted assets (2010: 66 BPS)

Other impairments due to impairments on shareholdings and properties

Other impairments (€ million)



Participations portfolio

- In 2011, several shareholdings in the participations portfolio were written down by a total amount of € 9.6 million
- Market value of the participations portfolio was up (year-end 2011: approximately € 110 million)
- Participations portfolio has a strategic fit with the target group policy of Van Lanschot
- Long-term return on the participations portfolio of 15 – 20%

Other

- Impairment of € 3.2 million on property

Numbers based on core activities (excluding non-strategic investments)

Balance sheet is for the client

Total assets € 18.4 billion

No exposure to Greece, Spain, Portugal, Italy and Ireland

70% of available-for-sale investments have a triple-A rating

91% of financial assets designated at fair value through profit or loss have a triple-A rating

More than half of the loan book consists of residential mortgages

The core activities of Van Lanschot take place in its home markets in the Netherlands and Belgium

Assets	
Cash and balances at banks	**1.7**
Financial Instruments	**1.4**
Loans and advances	**14.3**
Other	**1.0**

Equity and liabilities	
Due to banks	**0.4**
Savings and deposits	**13.1**
Issued debt securities	**2.3**
Other	**1.0**
Equity	**1.6**

High funding ratio 91.8%

Stable base of customer deposits

Diversified funding profile (in terms of both maturity and source)

Van Lanschot has access to the wholesale market

Issue of 3-year senior unsecured bonds for € 500 million

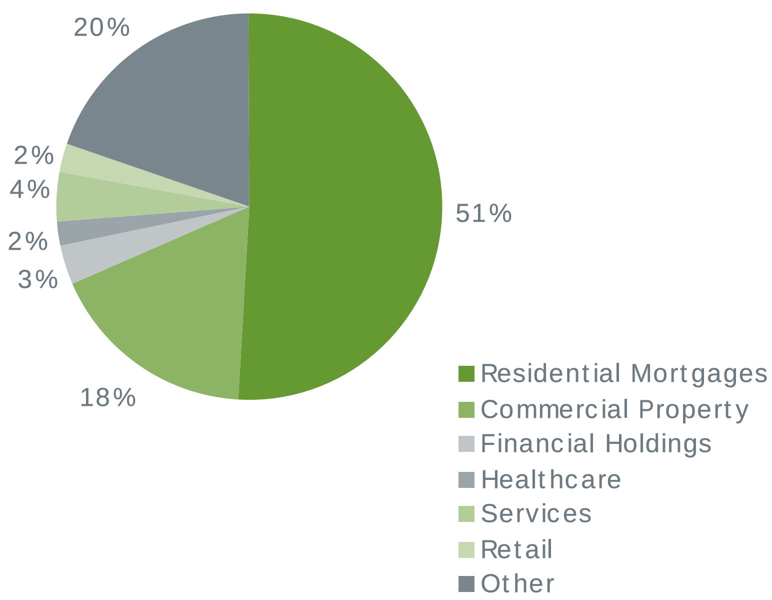
Very low leverage 12.2*

*Current definition of leverage = total assets / equity attributable to shareholders

Numbers based on core activities (excluding non-strategic investments)

High quality loan book

Loan book by sector at 31 December 2011



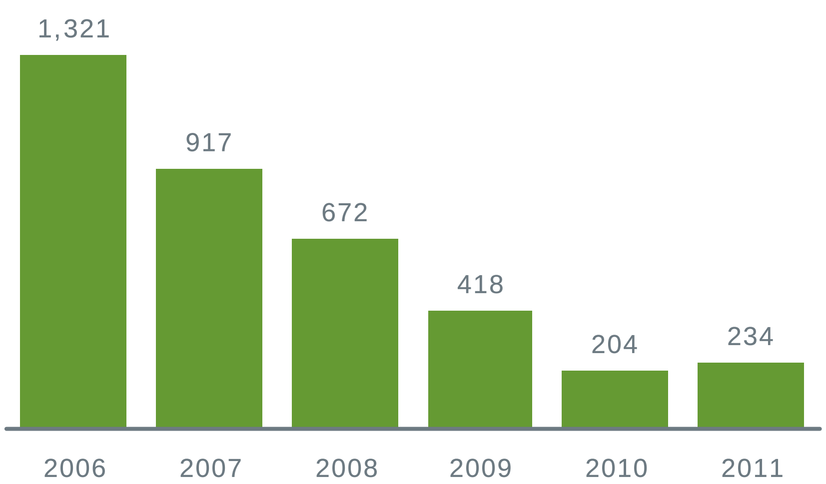
- Total loan book at 31 December 2011 € 14.3 billion
- More than half of the loan book consists of residential mortgages
- 97% of the loan book comprises loans and advances in the Netherlands and Belgium
- New loans provided to target group clients with private banking potential
- Loans for commercial property and corporate clients reduced

Numbers based on core activities (excluding non-strategic investments)

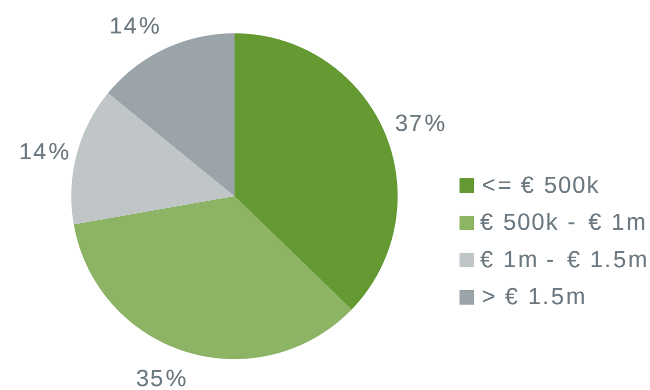
Losses on the mortgage portfolio remain limited

- Average mortgage per client is € 460,000 (national average € 213,750*)
- Mortgages largely originated before 2007
- Number of foreclosures in 2011 was 12 (2010: 16)
- Addition to the loan loss provision for mortgage loans only 6 BPS
- Average Loan-To-Value 89%

Gross new mortgage business (€ million)



Mortgage portfolio per nominal amount of loan at 31 December 2011



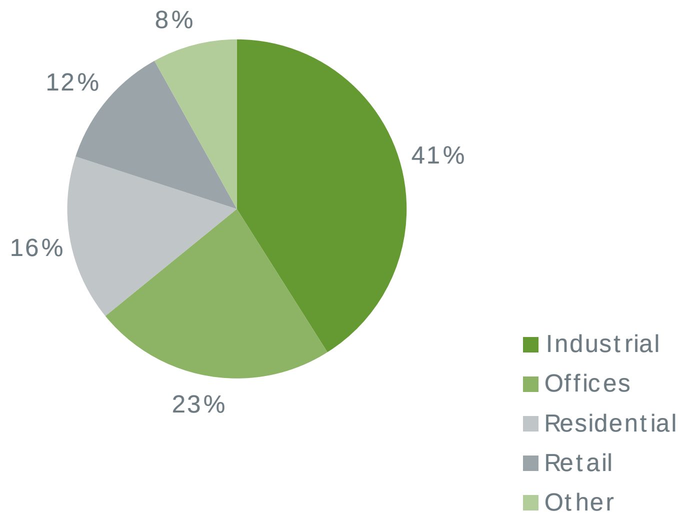
* Source: Mortgage data network

Numbers based on core activities (excluding non-strategic investments)

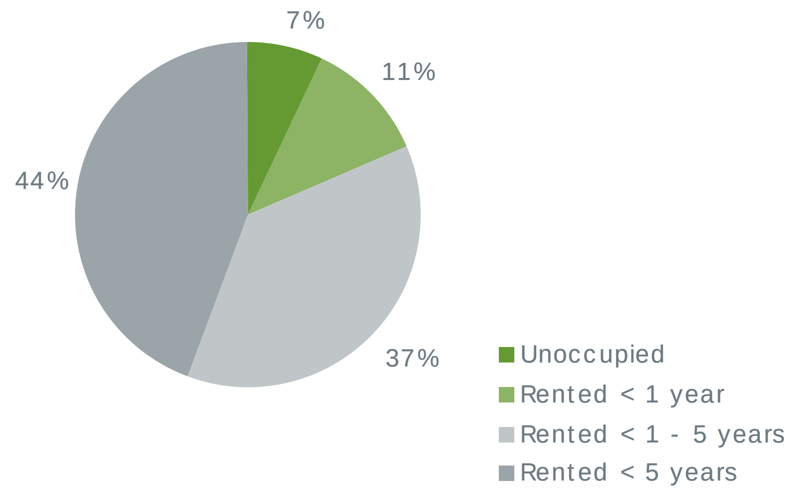
Property portfolio

- Property portfolio (excluding residential mortgages) at 31 December 2011 amounts to € 2.5 billion (2010: € 2.6 billion)
- Average Loan-To-Value 70%
- Property portfolio includes company and other business-related buildings in use and recreational property
- Less than a quarter of the portfolio concerns loans for office buildings
- Portfolio almost entirely concerns property in the Netherlands, excluding residential mortgages

Property by sector at 31 December 2011



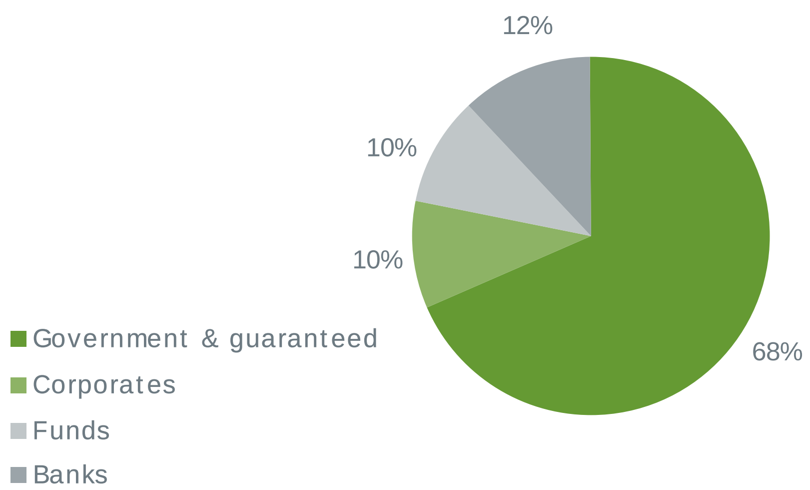
Occupancy of property at 31 December 2011



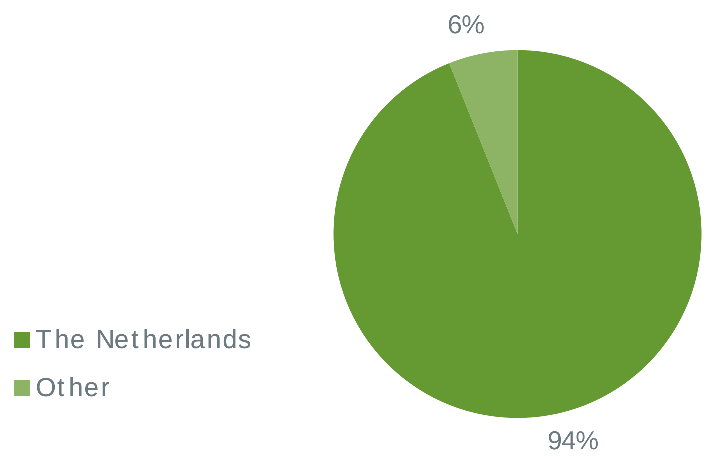
Investment and trading portfolio held mainly for liquidity purposes

- Total investment and trading portfolio of € 1.4 billion
- Comprises mainly Dutch government bonds and small amounts in France, Belgium, Germany, Switzerland and Canada
- No investments in European peripheral countries

Investment and trading portfolio by counterparty at 31 December 2011



Investment and trading portfolio by country at 31 December 2011



Conscious decision to put solidity before profit in 2011

Solid capital and funding position	- Core Tier I ratio 10.9% - Low leverage 12.2* - Funding ratio 91.8%; long-term funding position strengthened by raising wholesale funding - Affirmation of Single A minus (stable outlook) credit rating by Standard & Poor's and Fitch in December 2011 and November 2011 respectively
Growth in discretionary AuM results in higher management fees	- Assets under management +6% to € 36.7 billion - Inflow of net new money € 3.4 billion (+10%), mainly in discretionary mandates - Total client assets +4% to € 49.8 billion - Management fees +19% to € 124.4 million
Pressure on income and profit	- Income from operating activities -12% - Operating expenses -2% - Addition to loan loss provision -26% - Operating profit before tax € 48.6 million - Net profit € 41.9 million - Earnings per ordinary share € 0.81

*Current definition of leverage = total assets / equity attributable to shareholders
Numbers based on core activities (excluding non-strategic investments)

- **Putting solidity before profit**
  Floris Deckers, CEO

- **2011 annual results**
  Constant Korthout, CFRO

- **Basel III**
  Constant Korthout, CFRO

- **The best private bank in the Netherlands and Belgium**
  Floris Deckers, CEO

- **Q&A**

Implementation of IRB and Basel III

Internal Ratings Based	- Credit risk management professionalised with implementation of Internal Ratings Based (IRB) models - Transition of retail portfolio in 2010, transition of non-retail portfolio in 2011 (2 models) and 2012 (2 models). Expected to be finalised in 2012 - Transition of non-retail portfolio is based on prescribed LGD percentages, resulting in an expected shortfall between expected loss based on IRB models and provisions on the balance sheet - Shortfall results in additional Core Tier I capital deduction (Basel II 50% and Basel III ultimately 100%) - Transition of non-retail portfolio results therefore in (limited) negative impact on capital ratios - Transition to IRB means that the capital ratios will be more sensitive to impact of economic conditions on the loan book
Impact on capital ratios	- Phased implementation of Basel III as from 2013 - Combined initial impact of Basel III and IRB will lead to a net decrease of the Core Tier I ratio of approx. 80 to 100 BPS - The bank remains well above the minimum requirement of Basel III of 7.0% and the EBA standard of 9.0%

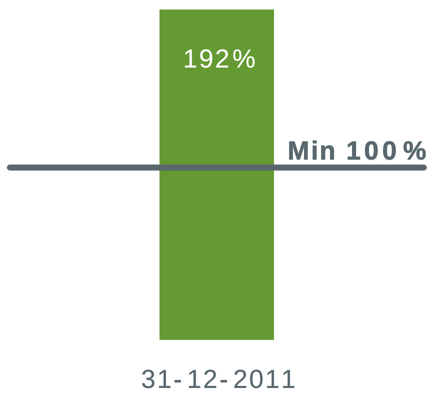
Numbers based on core activities (excluding non-strategic investments)

Van Lanschot meets published Basel III requirements

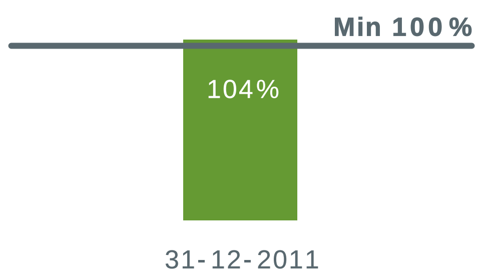
PRO FORMA AT 31 DECEMBER 2011 UNDER BASEL III

Leverage

Liquidity Coverage Ratio (%)



Net Stable Funding Ratio (%)



Strong results in European stress test

- Core Tier I ratio under adverse stress scenario <u>increases</u>
- No exposure to government bonds of Greece, Portugal, Ireland, Italy and Spain
- Sovereign risk in the bank's investment portfolio is limited to the Netherlands and small amounts in France, Belgium, Germany, Switzerland and Canada
- High quality loan book: more than half of the portfolio consists of residential mortgages in the Netherlands and Belgium
- EBA stress test complements the risk management procedures and regular stress testing programmes performed by Van Lanschot

	Baseline scenario		Adverse scenario	
	2011	2012	2011	2012
Risk-weighted assets (€ million)	11,764	12,027	11,766	12,031
Core Tier I capital (€ million)	1,170	1,227	1,152	1,167
Core Tier I ratio	9.9%	10.2%	9.8%	9.7%

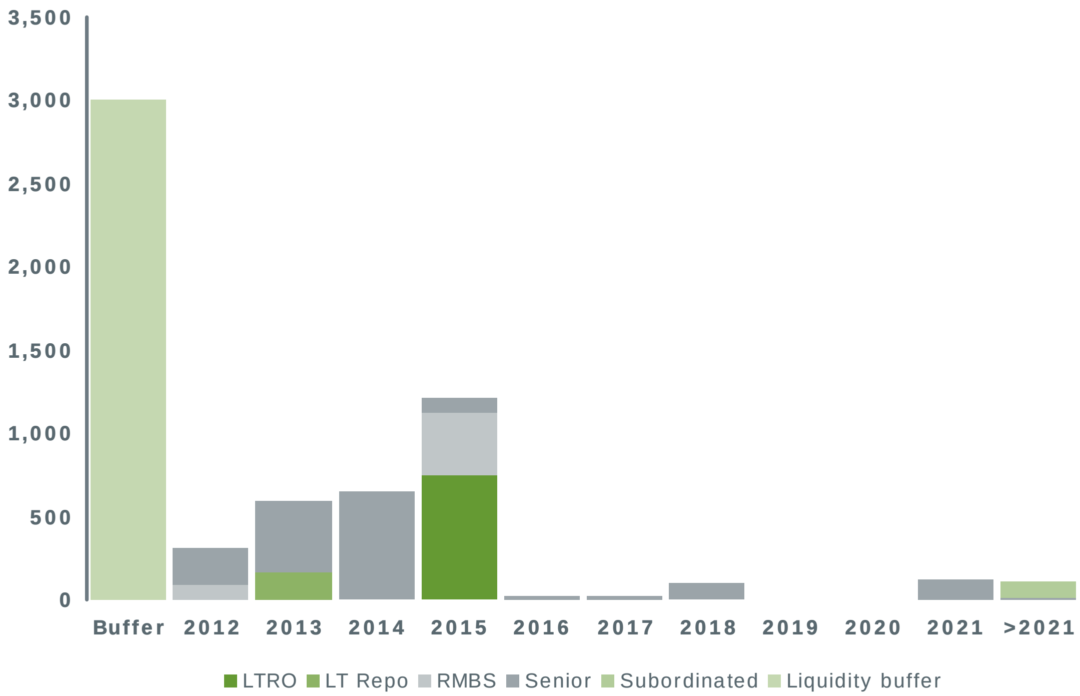
- **Putting solidity before profit**
  Floris Deckers, CEO
- **2011 annual results**
  Constant Korthout, CFRO
- **Basel III**
  Constant Korthout, CFRO
- **The best private bank in the Netherlands and Belgium**
  Floris Deckers, CEO
- **Q&A**

Van Lanschot's strategy: unchanged but accelerated

Mission	To offer high-quality financial services to high net-worth individuals, entrepreneurs and other select client groups, whereby the interest of our clients is leading
Vision	Van Lanschot aims to be the best private bank in the Netherlands and Belgium
Targets	To be able to measure the achievement of its vision, Van Lanschot has formulated targets relating to clients, employees, and financial ratios; Van Lanschot aims to realise the targets in harmony with all its stakeholders
Strategy	1. Focus on private banking 2. Enhance commercial effectiveness 3. Invest continually in service quality 4. Maintain a solid profile
Core Values	Ambitious Independent Committed Professional

Comfortable funding and liquidity position

Wholesale funding by maturity at 1 March 2012 (€ million)



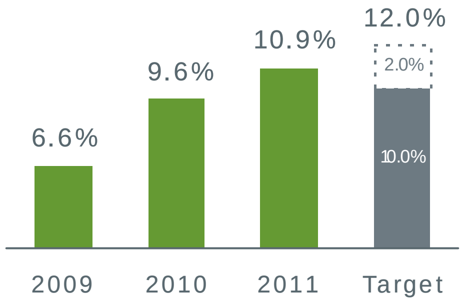
- Largely 'self funded' in line with a traditional private bank: funding ratio 91.8%
- Van Lanschot already complies with the published Basel III liquidity and funding ratios: LCR 192%, NSFR 104%
- Successful in raising funds in wholesale markets in 2010 and 2011
- CMBS transaction (Lancelot) called at February 2012
- Strong diversification in terms of maturity and funding sources
- Liquidity buffer of over € 3 billion at 1 March 2012 covers funding requirement for the coming years

Participation in the LTRO

- Amount € 750 million
- RMBS notes used as collateral
- Separate investment portfolio – very low risk profile, highly liquid and/or maturity of less than 3 years
- Repayment in 3 years (or earlier) from self-liquidating portfolio
- Target: extra profit

Strong balance sheet translates into robust solvency

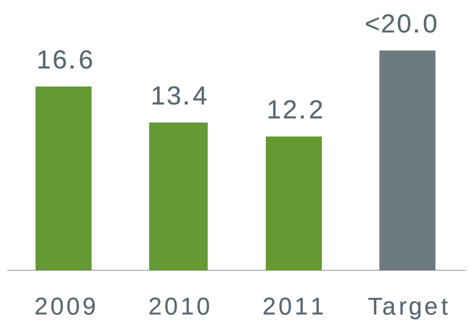
Capital



<u>Target</u>: Core Tier I ratio: at least 10.0 %; increasing in the future to 12.0 %

- *Improved capital position to be realised through profit retention, dividend policy and balance sheet management*

Leverage*



<u>Target</u>: Leverage* less than 20

*Current definition of leverage = total assets / equity attributable to shareholders
Numbers based on core activities (excluding non-strategic investments)

Towards normalised profit level

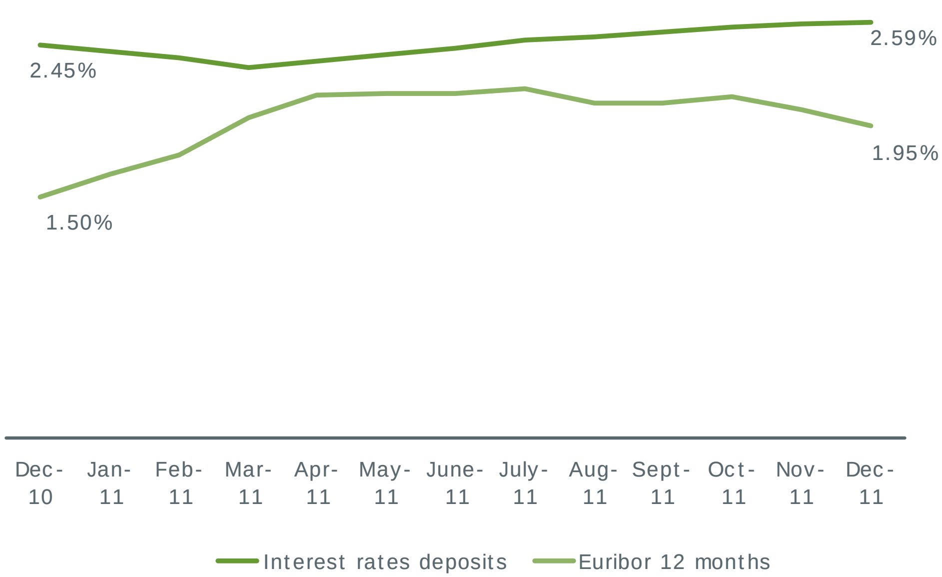
1. Recovery of income to (future) normal levels:
   - Interest
   - Commission income

2. Cost control:
   - Investment programme
   - Cost reduction programme
   - Return to normalised loan losses

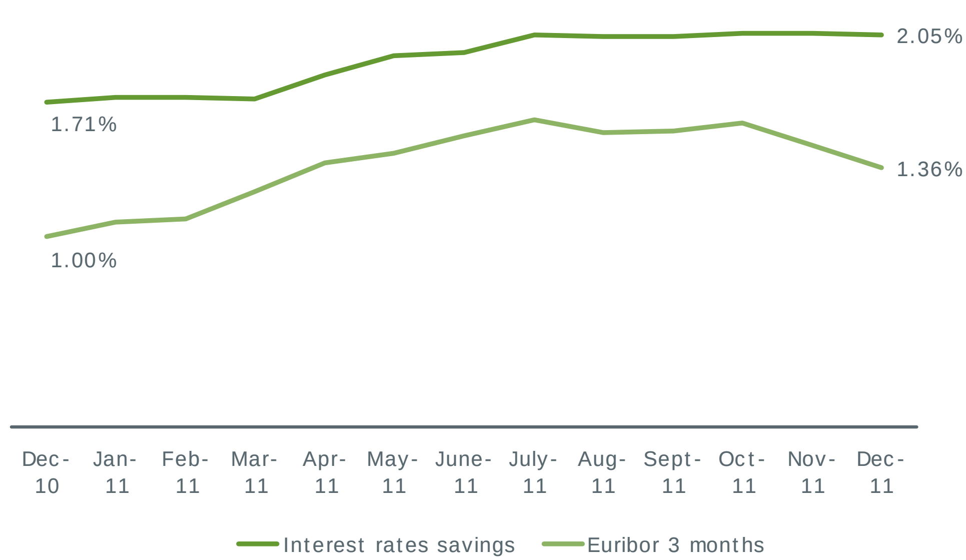
High interest rates on savings and deposits due to funding needs of banks

- Market rates of savings and deposits are far above 'normal' levels: more than 60 bps above Euribor
- Interest rates of other banks are higher still: average interest rate on savings above 2.5%
- With an average volume of savings and deposits of € 7 billion in 2011, revenues potentially hit by approx. € 20 - 40 million

Interest rates* on Van Lanschot deposits



Interest rates* on Van Lanschot savings

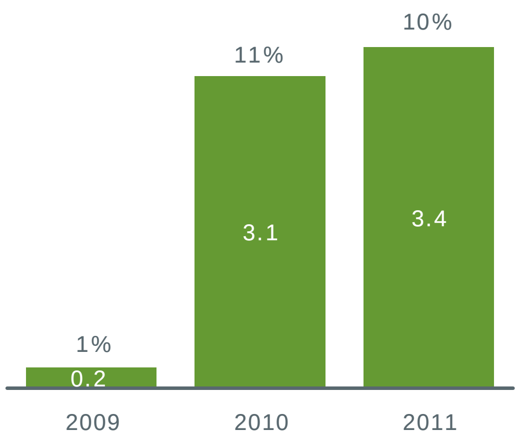


* Rates in the Netherlands
Numbers based on core activities (excluding non-strategic investments)

Growth assets under management towards € 50 billion

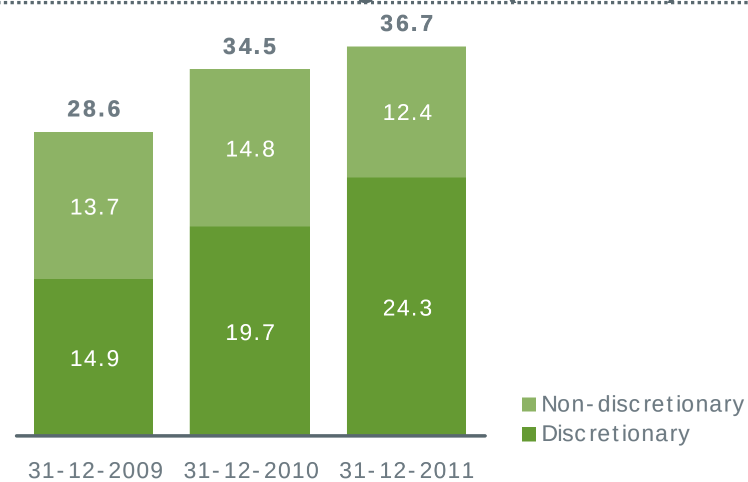
- Growth of assets under management towards € 50 billion through inflow of net new money and expected market performance
- Target is achievable, the pace depends on market conditions
- Shift to discretionary management provides higher and more stable commission income (80 bps versus 30 bps)
- Distribution fees also to be passed on to advisory clients

Net inflow AuM (€ billion)



% related to total amount of AuM at the start of the period

Total assets under management (€ billion)



Numbers based on core activities (excluding non-strategic investments)

Cost reduction programme: FTE reduction of 10-15% from 2012 to 2015

		Initiative	Timing
Cost savings	**System upgrade and integration**	• Upgrades: web portal functionalities, improved front office • Back office: enhanced effectiveness and efficiency in back office • Integration: systems to be integrated with KCM systems	• 2012 / 2013
	Collaboration Van Lanschot / Kempen	• Collaboration on selected projects, e.g. investment policy	• 2012
	Mid and back offices	• More efficient and effective processes for payments, securities, lending and operations • Reduction and concentration of Trade Finance activities • Potential FTE reduction by 30-40% in 2013/2014	• 2012-2014
	Corporate departments	• Corporate departments to achieve 15% cost savings • More intensive collaboration with Kempen	• 2012-2014

Investments to promote the positioning as Private Bank

		Initiative	Timing
External profile	**Positioning**	• Key messages: Performance **and** Personal • To be reflected in website and campaign • Website: first release in progress • Advertising campaign to promote positioning + 275 year anniversary of Van Lanschot	• 2012 / 2013
	Strict focus of business bank on entrepreneur	• Focus on entrepreneur and his business as feeder for the private bank • Reduction of smaller loans • Reduction / ring-fencing of property loans	• 2012
	Online services	Investments in improved online services	• 2012 / 2013
	Closer to target group	• Banker to be matched to client profile • Clustering and enhancing expertise • Promoting local presence	• 2012 / 2013

Towards normalised profit levels

What is needed?

1. Recovery of capital markets
   ➔ decrease of interest rates on savings

2. Return of confidence in the financial markets
   ➔ return of investors
   ➔ growth in assets under management

3. Successful implementation of investment and cost reduction programme
   ➔ gross reduction in cost base by € 60 million from 2015

4. Economic recovery
   ➔ Loan losses reduce to a normalised level (addition to loan loss provision of 25-30 BPS per year)

- **Putting solidity before profit**
  Floris Deckers, CEO

- **2011 annual results**
  Constant Korthout, CFRO

- **Basel III**
  Constant Korthout, CFRO

- **The best private bank in the Netherlands and Belgium**
  Floris Deckers, CEO

- **Q&A**

2011 annual results

AMSTERDAM, 8 MARCH 2012

Disclaimer

Forward looking statements

This presentation contains forward looking statements concerning future events. Those forward looking statements are based on the current information and assumptions of the Van Lanschot management concerning known and unknown risks and uncertainties.

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.

Van Lanschot cautions that expectations are only valid on the specific dates, and accepts no responsibility for the revision or updating of any information following changes in policy, developments, expectations or the like.

The financial data regarding forward looking statements concerning future events included in this presentation have not been audited.