



Van Lanschot

2012 Annual results

KARL GUHA, CEO

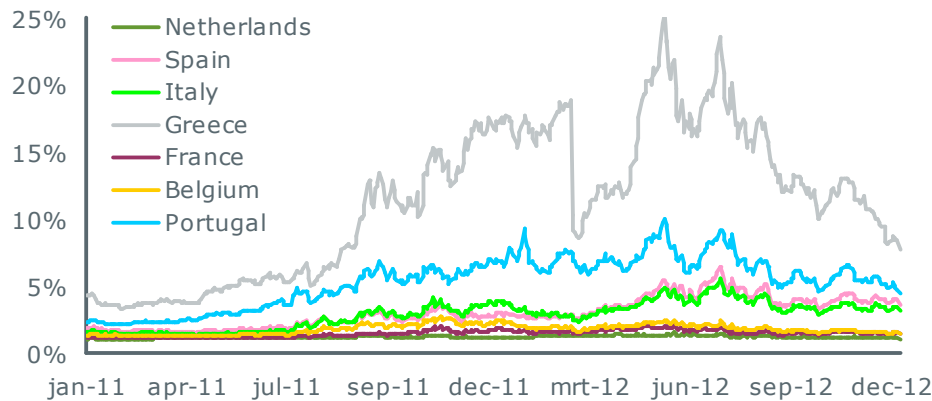
CONSTANT KORTHOUT, CFRO

AMSTERDAM, 8 MARCH 2013

Challenging market conditions in 2012

Clients opt for certainty

Interest rate spread 10-year government bonds vs Germany



AEX January 2011 - December 2012



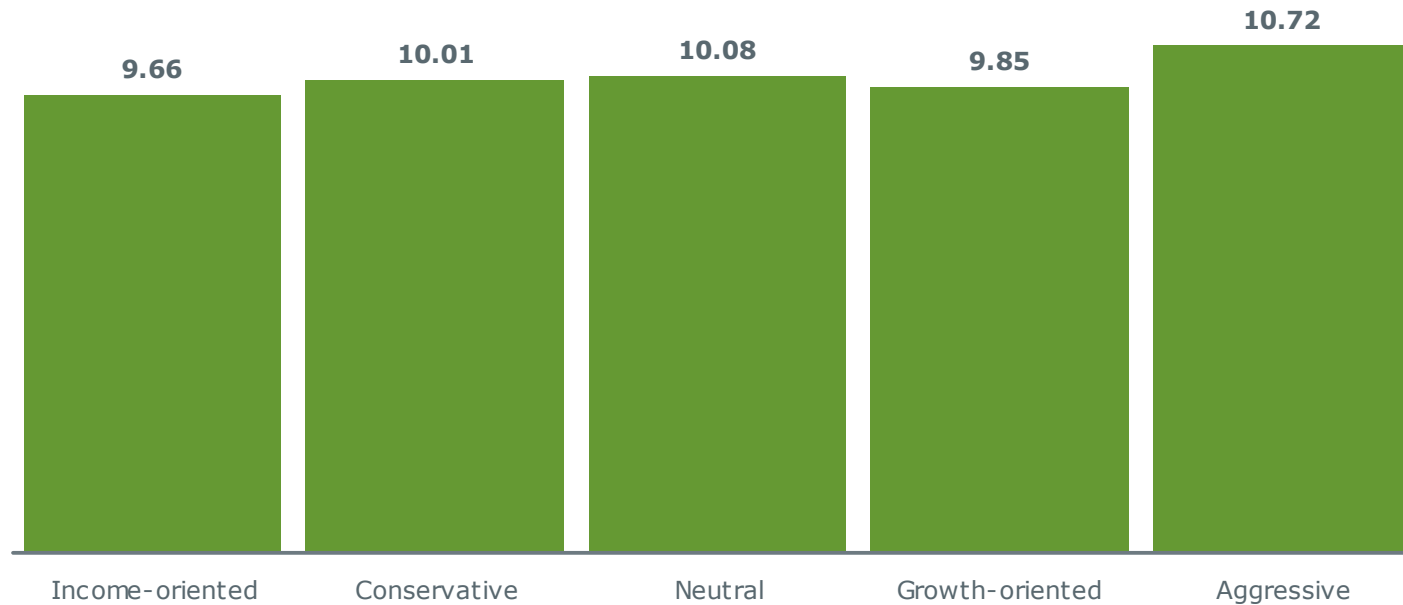
Trends in 2012

- Deleveraging by clients – businesses and private individuals; accelerated repayment of mortgages continues
- In volatile markets, clients opt for liquidity and low-risk investments
- Satisfaction among private banking clients with the services of Van Lanschot increased further; particularly in discretionary asset management, investment advice and personal contact with the bank
- Absolute return of Van Lanschot's discretionary management products is 10% on average

Good performance in asset management

Absolute return of 10% on average

Absolute performance of preferred proposition in asset management in 2012 (%)



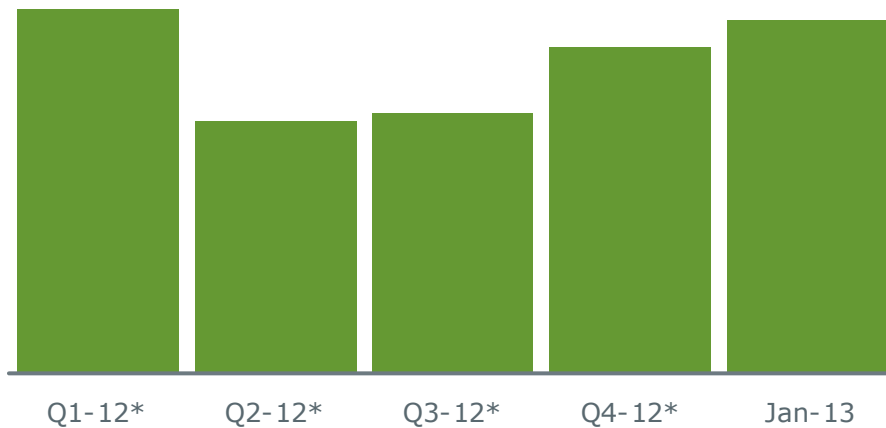
2013 will be a challenging year

But first signs of recovery of investment appetite

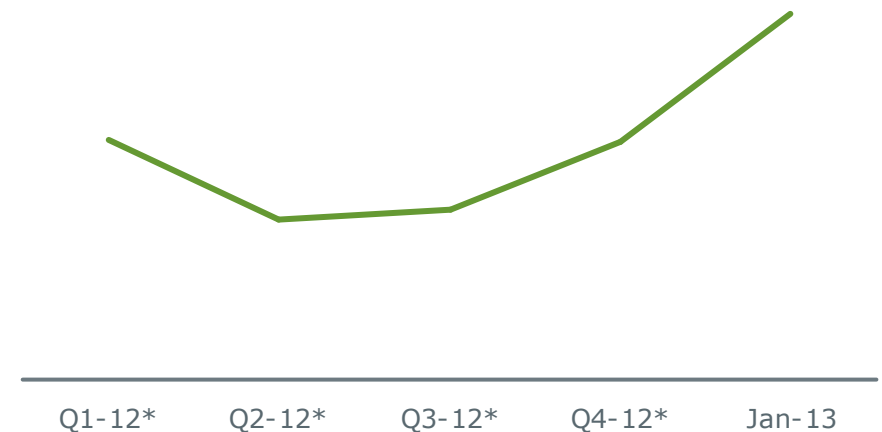
Economic outlook for 2013

- Economic decline for the eurozone cannot be excluded
- Falling European employment
- Consumer and producer confidence at low levels
- Very broad monetary policy, resulting in low interest rates on the money market
- Inflation continues to fall
- Good performance on the stock markets

Transaction volumes



Transaction commission



2012 Annual results

Highlights

Growth in client assets

Client assets +5% to € 52.3 billion

- Increase in assets under management through robust performance of discretionary management products and new institutional mandates
- Closure of several foreign offices led to outflow

Non-recurring items

Bank is profitable despite market conditions

- Underlying profit € 2.0 million
- High additions to loan loss provision as a result of thorough review
- Previously announced goodwill impairment (non-cash) and non-recurring costs led to a net loss of € 155.4 million

Solid profile

Undiminished solid profile

- Core Tier I ratio 11.0%
- Comfortable funding and liquidity; funding ratio 84.4%

Cost reduction

Investment and cost reduction programme on track

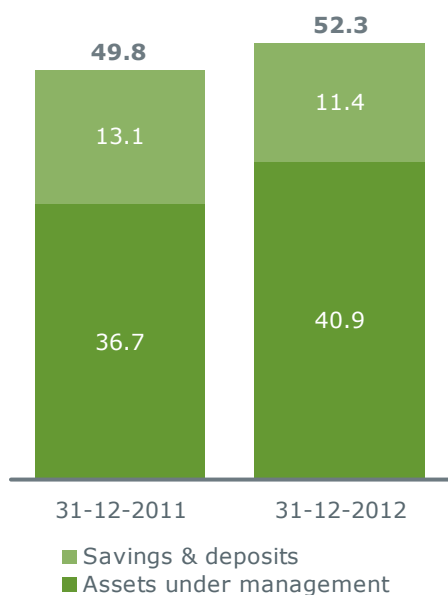
- Reduction of 147 FTEs in 2012; salary costs down € 8.2 million
- Further cost reductions in the coming years

Growth in client assets

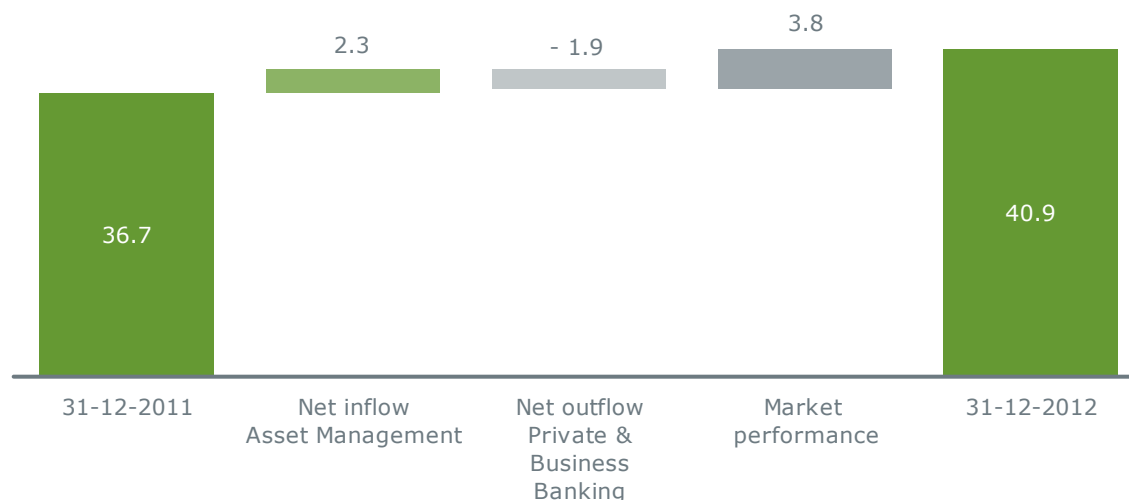
Strong performance of discretionary asset management

- Client assets up 5% to € 52.3 billion
- Total assets under management up 11% to € 40.9 billion
- Strong market performance due to robust performance of discretionary management products
- Asset Management successful in attracting new institutional mandates
- Net outflow of Private & Business Banking due to:
 - Deleveraging by private individuals and businesses
 - Closure of offices abroad

Client assets (€ billion)



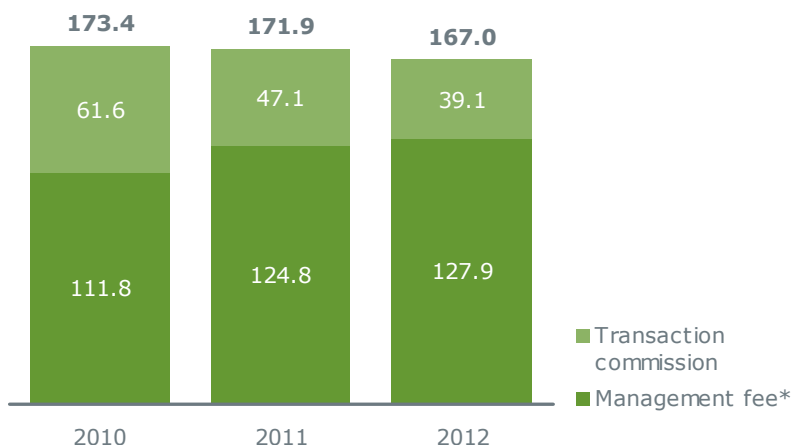
Assets under management (€ billion)



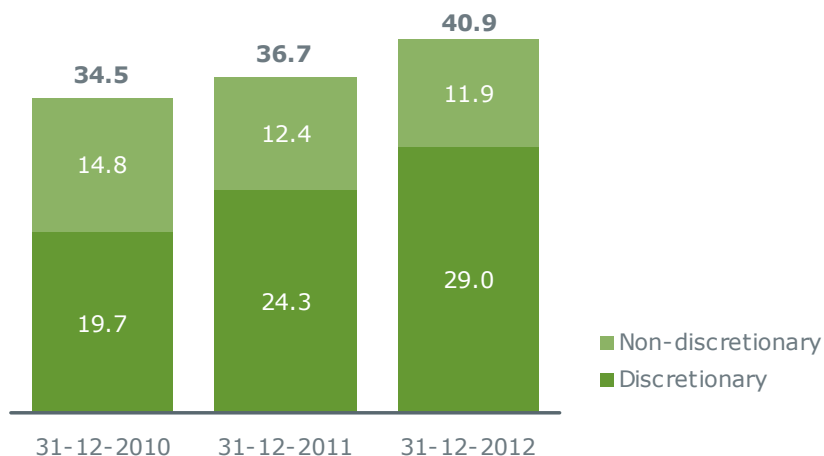
Higher management fees

Clients still cautious about investing given uncertainty in the financial markets

Securities commission (€ million)



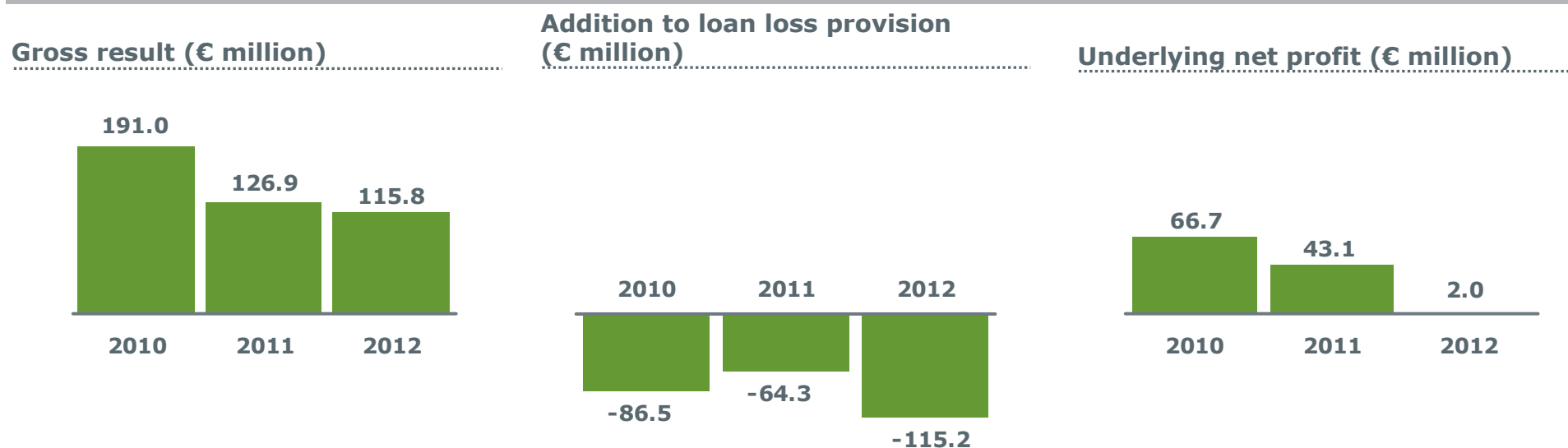
Assets under management (€ billion)



- Management fees increased further due to an increase in assets under discretionary management in 2012
- Margins are relatively lower on large institutional mandates
- Transaction commission down due to outflow in non-discretionary assets and lower trading volumes as a result of volatile markets
- Shift to discretionary mandates continues; assets under discretionary management comprise 36% of the total assets under management for Private & Business Banking clients (end 2011: 33%)

Underlying positive result

Net profit hit by previously announced goodwill impairment and non-recurring charges



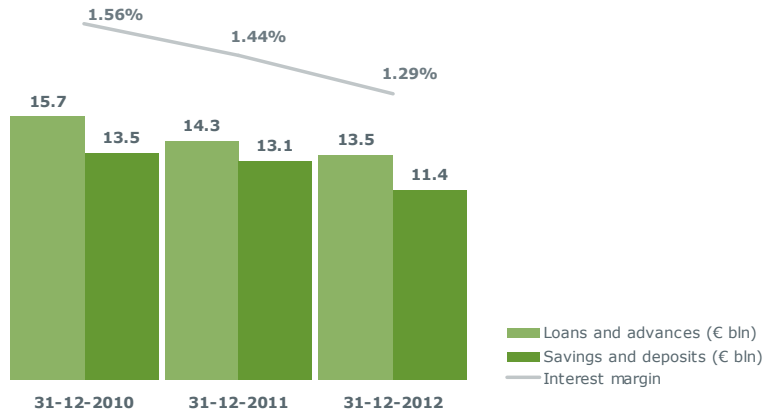
Reconciliation of underlying net profit (€ million)

Underlying net profit	2.0
Non-recurring charges	-44.7
Impairment on goodwill and intangibles	-126.6
Tax effect	13.9
Net result	-155.4

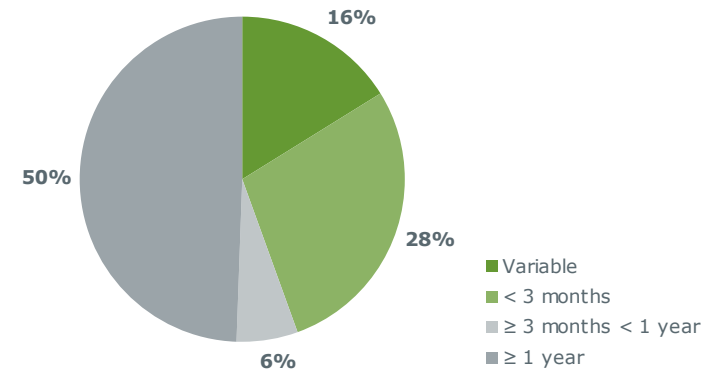
Interest margin under pressure

Decrease mainly caused by a sharp fall in the Euribor rates

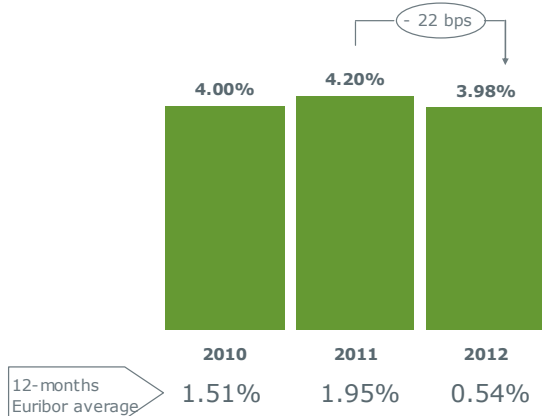
Interest margin down to 1.29%



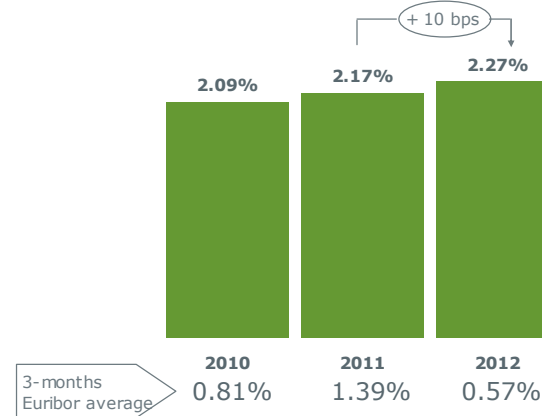
Repricing depends on interest revision date



Sharp fall in Euribor rates reflected in the lending rate* ...



... but does not lead to a corresponding decline in the savings rates*



Investment and cost reduction programme on track

Salary costs declined due to a decrease in the number of FTEs by 147

- Investment and cost reduction programme is aimed at achieving a structural cost reduction of € 60 million in 2015; FTE reduction of 15% (2012-2015)
- In 2012, this programme has delivered a significant workforce reduction and a decline in salary costs of € 8.2 million
- Effect on total operating expenses less visible because pension costs increased due to guaranteed indexation and IFRS accounting

Operating expenses 2012 (€ million)

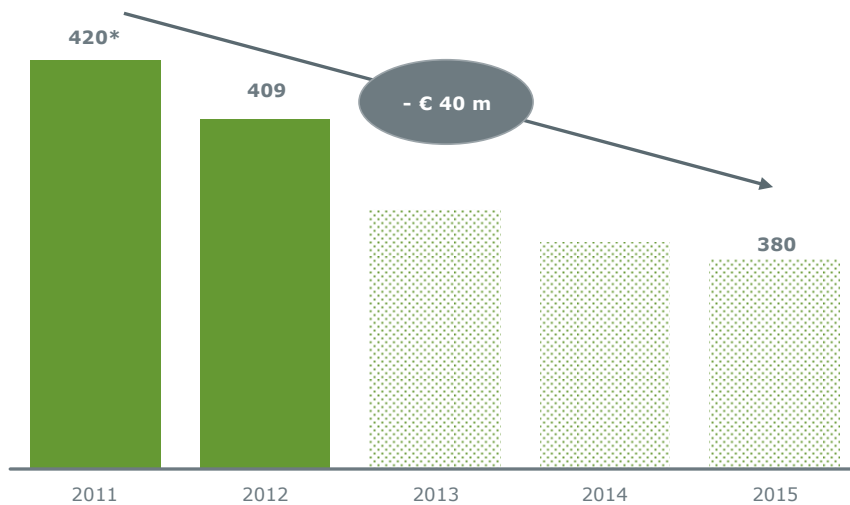


Additional investments

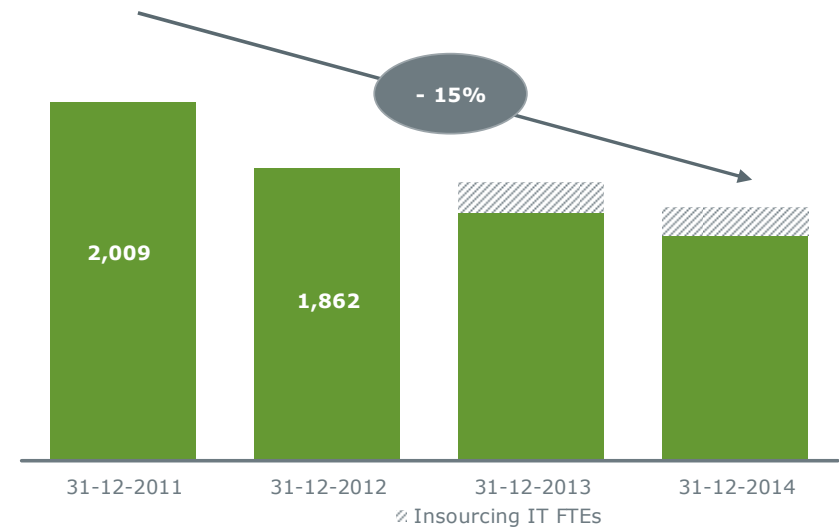
Will lead to improved services and further cost efficiencies

- Additional investments in the coming years:
 - Insourcing of IT activities
 - New loan and collateral system
 - Implementation new securities system
 - Completion of outsourcing of payment services to Equens
- These investments will lead to efficiency improvements, reduction in FTEs and costs and a further optimisation of the service to clients

Projected operating expenses (€ million)



Achieved FTE reduction at 31 December 2012

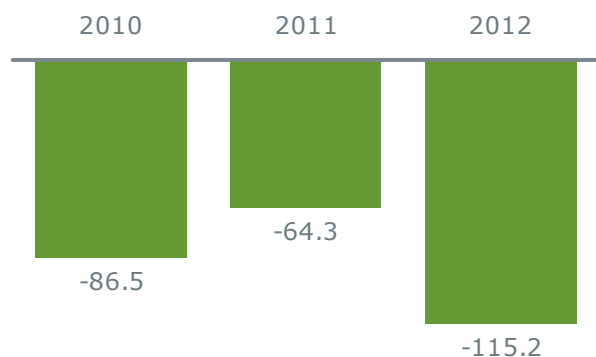


Thorough review of the loan book

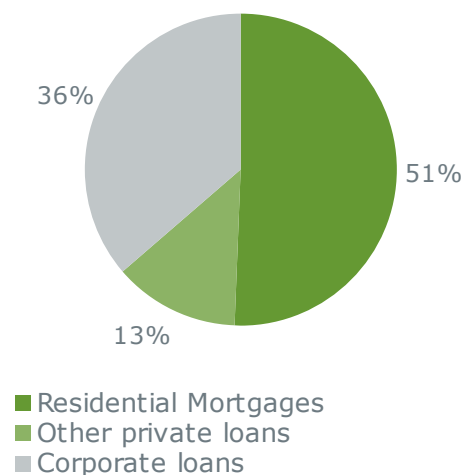
Increased loan loss provisioning in line with prudent strategy

- Thorough review of loan book carried out; impaired loans adequately provisioned based on current valuations
- Addition to provision of 107 basis points (bps) of average risk weighted assets
- High quality loan portfolio despite higher addition to loan loss provisions
 - Residential mortgages in the Netherlands and Belgium
 - Good sector diversification, low concentrations

Addition to loan loss provision (€ million)



Loan book by sector at 31 December 2012



Loan book with a focus on private banking

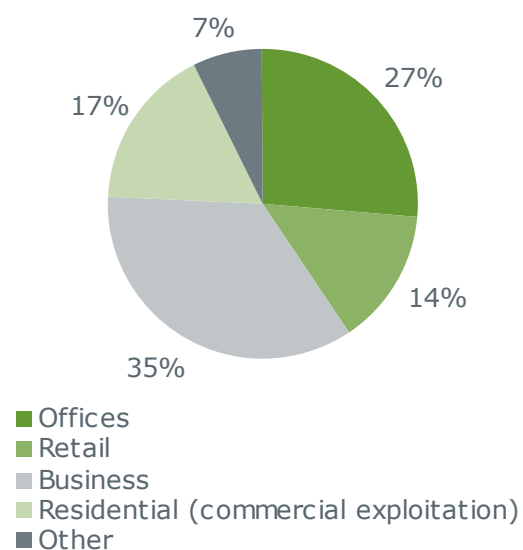
Impaired loans (NPLs) relatively low at 3.9%; high coverage ratio of 56%

(x € million)	Total exposure	%	Impaired	Total loan loss provision	Addition to loan loss provision 2012	NPL (%)	Coverage ratio (%)
Mortgages	6,945	51%	94	57	16	1.4%	61%
Other private loans	1,827	13%	128	64	4	7.0%	50%
Corporate loans	5,002	36%	314	178	97	6.3%	57%
Total	13,774	100%	536	299	117	3.9%	56%
Impairments (incl. IBNR)	310						
Total loan book	13,464						

Property portfolio

Small loans; property located in the Netherlands

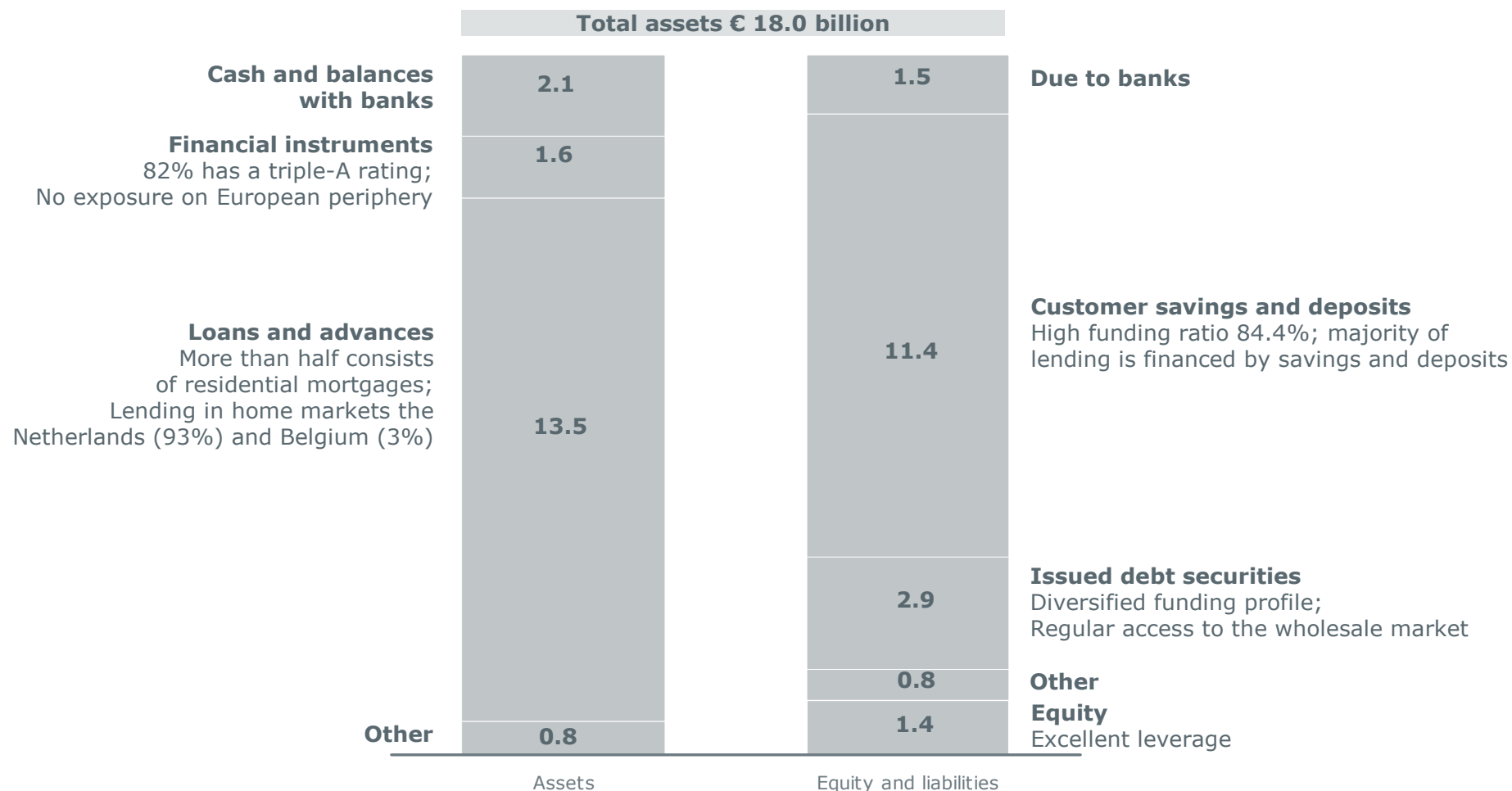
Property by sector at 31 December 2012



- Property portfolio (corporates and private individuals) at year-end 2012 amounted to € 2.4 billion
- Small loans; average loan size at year-end 2012 € 2.3 million
- No project development
- Relatively large portion relates to property wholly or partly for own use
- Constant assessment of the direct and indirect private banking potential
- In many cases, additional collateral is provided in addition to the underlying property
- Vacancy rates are relatively low at 8.3%

Transparent balance sheet

Low risk profile due to focus on private banking activities

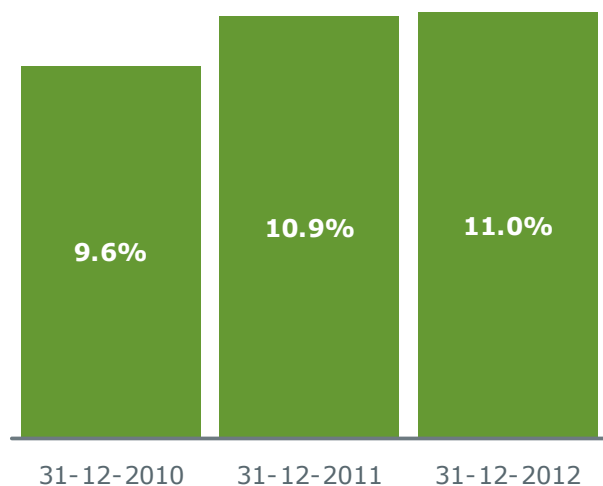


Solid profile

Capital and funding ratios remain strong

- Strong capital position; Core Tier I ratio 11.0%
- Impact of transition to full IRB is limited to 47 bps
- Further deleveraging: risk weighted assets down at € 10.5 billion
- Ample liquidity and funding thanks to customer savings and deposits (funding ratio 84.4%) and access to the wholesale market

Core Tier I ratio (%)



Loan book and risk weighted assets (€ billion)

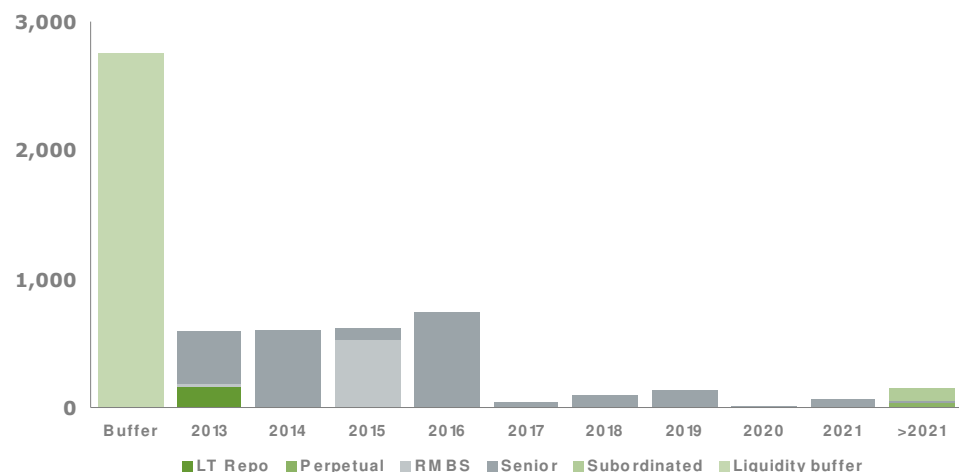


Strong funding position

Well diversified in terms of maturity and funding sources

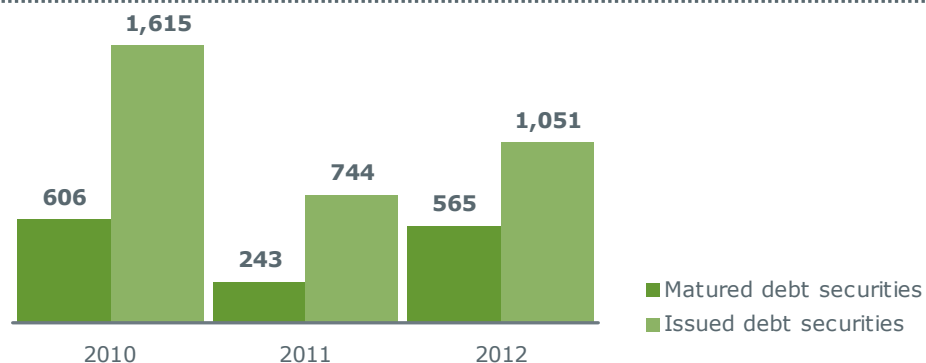
Funding profile by maturity at 31 December 2012

(€ million)



Capital market funding: maturing vs issuances

(€ million)



- Liquidity buffer close to € 3 billion
- Regular access to the wholesale market underlines the confidence of investors in Van Lanschot
- Successful funding transactions on the capital market in 2012; more than € 1 billion of long-term funding raised
 - 7-year retail note (€ 126 million)
 - Placement of RMBS notes (€ 150 million)
 - 4-year senior bonds (€ 500 million)
 - 3,5-year senior bonds (CHF 250 million)
 - Medium Term Notes (€ 70 million)
- Participation in LTRO for € 750 million; return on ring-fenced portfolio of 62 bps

2012 Annual results

Recap

Growth in client assets

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Van Lanschot

Summary

- Underlying positive result despite difficult market conditions
- Capital, funding and liquidity positions remain solid
- Measures taken to reduce costs, prudent loan loss provisioning
- Economic conditions will remain challenging, although first signs of a cautious recovery
- Positioning as a strong and independent private bank to be continued with a strategic review



Van Lanschot

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AMSTERDAM, 8 MARCH 2013

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.