

PRESS RELEASE

Van Lanschot trading update: Q3 2014

- **Modest net profit in third quarter**
- **Client assets climb to €56.9 billion**
- **Solid capital base strengthened further: Common Equity Tier I ratio¹ up to 14.1%**
- **Launch of wealth planning advisory service the next strategic move**

's-Hertogenbosch, the Netherlands, 7 November 2014

Van Lanschot today published its trading update for the third quarter of 2014.

Constant Korthout, Van Lanschot's Chief Financial & Risk Officer said: "We are on track with the execution of our strategy to transform Van Lanschot into a specialist wealth manager.

"In October, we launched our new-style wealth planning advisory service: an innovative concept for private banking clients that meets their increased need for support in preserving and creating wealth. Evi van Lanschot, our online service for savings and investment, continues to develop well and is generating an inflow of assets from existing and new clients. Corporate Banking continues its run-off of the commercial and real estate loan book.

"Building on institutional client appetite, Asset Management has launched two new global funds in its well-known investment classes: Kempen Global Small-cap Fund and Kempen Global Property Fund. Merchant Banking's focus on niche markets was rewarded by several appealing transactions.

"Results from interest income and securities commissions were in line with the first two quarters of this year, with securities commissions up on the year-earlier figure. Costs have edged down in 2014 and a comparable amount was added to loan loss provisions as in 2014's first two quarters, taking this figure below that for the third quarter of 2013. On 30 September 2014, total client assets amounted to €56.9 billion, an increase of €0.8 billion on the first half ended 30 June 2014. Total client assets have grown by €3.4 billion in the year to date.

"The phase-in Common Equity Tier I ratio¹ was up further, to 14.1%, and the fully loaded Common Equity Tier I ratio¹ stood at 11.8%. The leverage ratio² amounted to approximately 5%."

2015 FINANCIAL CALENDAR

Publication of 2014 annual figures	10 March 2015
Publication of Q1 2015 trading update	13 May 2015
Publication of 2015 half-year results	25 August 2015

Media Relations: +31 20 354 45 85; mediarelations@vanlanschot.com

Investor Relations: +31 20 354 45 90; investorrelations@vanlanschot.com

¹ Excluding retained earnings in current financial year

² Fully loaded



Van Lanschot NV is the holding company of F. van Lanschot Bankiers NV, the oldest independent bank in the Netherlands with a history dating back to 1737. Van Lanschot, a wealth manager operating under the Van Lanschot and Kempen & Co brand names, is active in Private Banking, Asset Management and Merchant Banking, with the aim of preserving and creating wealth for its clients. Van Lanschot NV is listed on Euronext Amsterdam.

DISCLAIMER

Disclaimer and cautionary note

This document contains forward-looking statements on future events. These forward-looking statements are based on the current information and assumptions of Van Lanschot's management about known and unknown risks, developments and uncertainties. Forward-looking statements do not relate strictly to historical or current facts and are subject to risks, developments and uncertainties. The actual results may differ considerably as a result of risks, developments and uncertainties relating to Van Lanschot's expectations regarding, but not limited to, estimates of income growth, costs, the macroeconomic climate, political and market trends, actions by supervisory and regulatory authorities and private entities, and changes in the law and taxation. Van Lanschot cautions that expectations are only valid on the specific dates on which they are expressed, and accepts no responsibility or obligation to revise or update any information following new information or changes in policy, developments, expectations or other such factors. The financial data included in this document have not been audited. This document does not constitute an offer or solicitation for the sale, purchase or acquisition in any other way or subscription to any financial instrument and is not an opinion or recommendation to perform any action or refrain from performing any action.