

# Analyst and media presentation

18 August 2020



**VAN LANSCHOT  
KEMPEN**

# Van Lanschot Kempen takes an important step in its growth strategy with the acquisition of Hof Hoorneman Bankiers

- Accelerate growth – organically and inorganically is one of our four strategic pillars
- This acquisition is an important step in our growth strategy
- The acquisition of Hof Hoorneman Bankiers adds €1.9bn to our client asset base
- Excellent fit between the service concepts of Van Lanschot Kempen and Hof Hoorneman Bankiers
- Strong basis for economies of scale and future growth
- Closing of the transaction expected at the end of 2020, followed by integration and migration in 2021
- Van Lanschot Kempen has a proven track record of integrating wealth management acquisitions



# The acquisition of Hof Hoorneman Bankiers adds €1.9bn to our client asset base



- Hof Hoorneman Bankiers has c. 4,600 clients with c. 5,600 accounts
- AuM base of €0.9bn; after migration, margins in line with our current Private Banking and Evi margins are expected
- AuA base of €0.9bn



- Significant economies of scale to be realised and potential for further growth



- As can be expected in these kind of transactions, one-off transition costs will be incurred in 2020 and 2021
- One-off transition costs will be in the range of €5m – €8m



- A positive contribution to earnings can be expected as of 2022 – after transition phase

# Excellent fit between the service concepts of Van Lanschot Kempen and Hof Hoorneman Bankiers



Private Banking



Private Banking



Online wealth management  
Pension solutions



Online wealth management  
• [vermogensopbouw.nl](http://vermogensopbouw.nl)  
• [pensioenopbouw.nl](http://pensioenopbouw.nl)



Asset Management



Investment funds



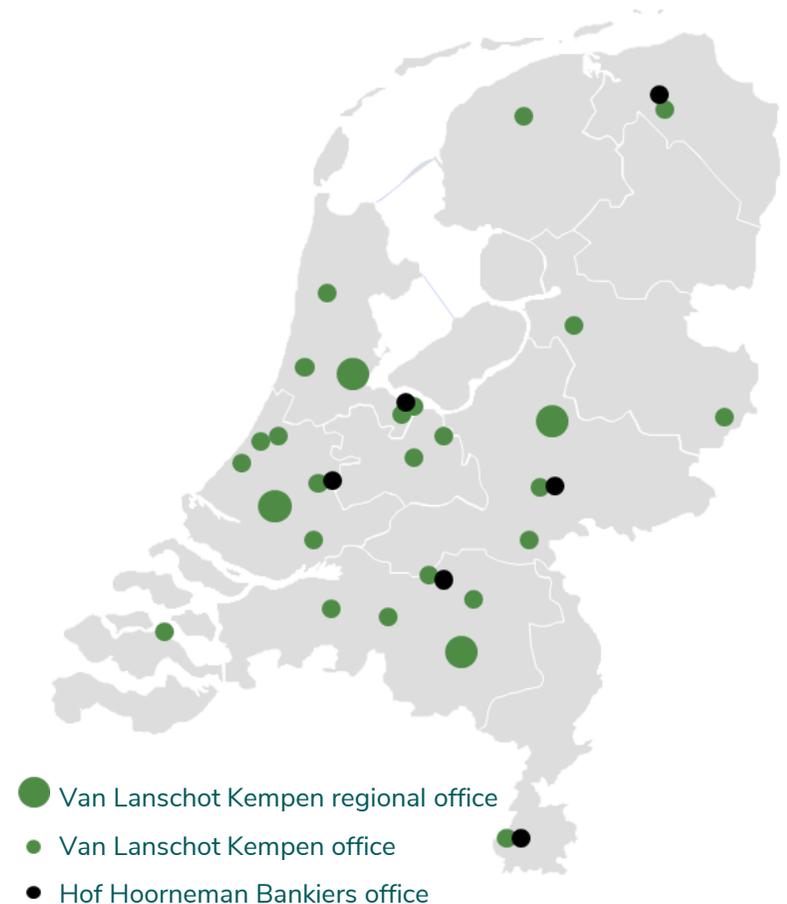
# Strong basis for economies of scale and future growth

## Potential for economies of scale

- Hof Hoorneman Bankiers is a fully-fledged bank with a banking license and support functions
- Hof Hoorneman Bankiers has 59 FTE, including bankers, investment professionals and support staff
- Employees will be offered a position at Van Lanschot Kempen, but they may also opt to leave under a departure arrangement

## Potential for future growth

- Clients will continue to be serviced by Hof Hoorneman Bankiers until integration (in the course of 2021)
- Clients will be offered a broader product and services range after migration to Van Lanschot Kempen
- We aim to keep the commercial team on board to make the transition for clients as smooth as possible



# Closing of the transaction expected at the end of 2020, followed by integration and migration in 2021



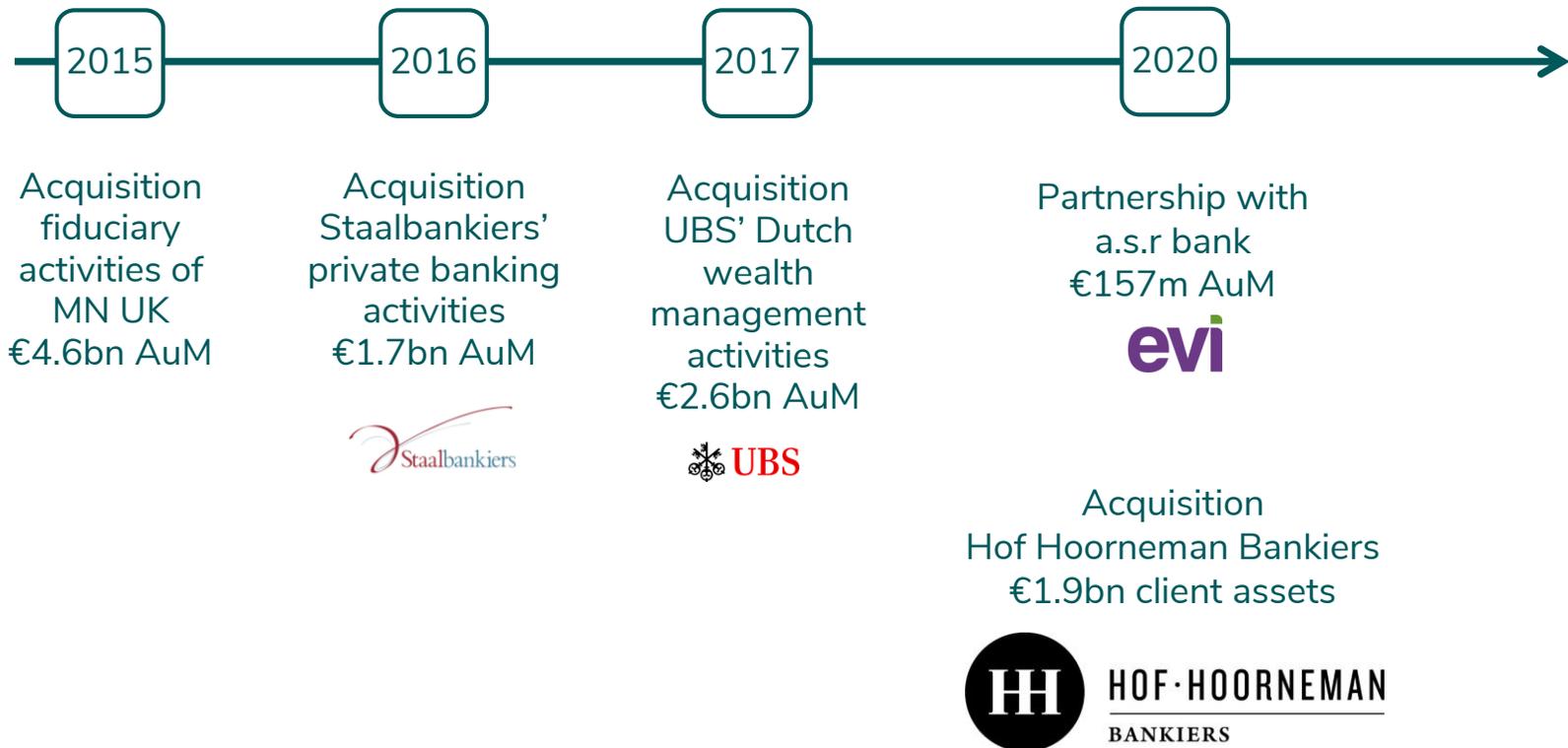
## *Pre-closing*

- Request approval of regulators
- Communication to Hof Hoorneman Bankiers staff
- Communication to Hof Hoorneman Bankiers clients
- Preparation of transition to Van Lanschot Kempen to the extent possible

## *After closing*

- Further preparation for transition to Van Lanschot Kempen
- Onboarding and migration of Hof Hoorneman Bankiers clients to Van Lanschot Kempen platforms
- Integration of Hof Hoorneman Bankiers employees into various Van Lanschot Kempen teams
- Integration of Hof Hoorneman Bankiers funds
- Termination of Hof Hoorneman Bankiers IT systems

# Proven track record of integrating wealth management acquisitions



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