

Analyst and media presentation

7 April 2021



**VAN LANSCHOT
KEMPEN**

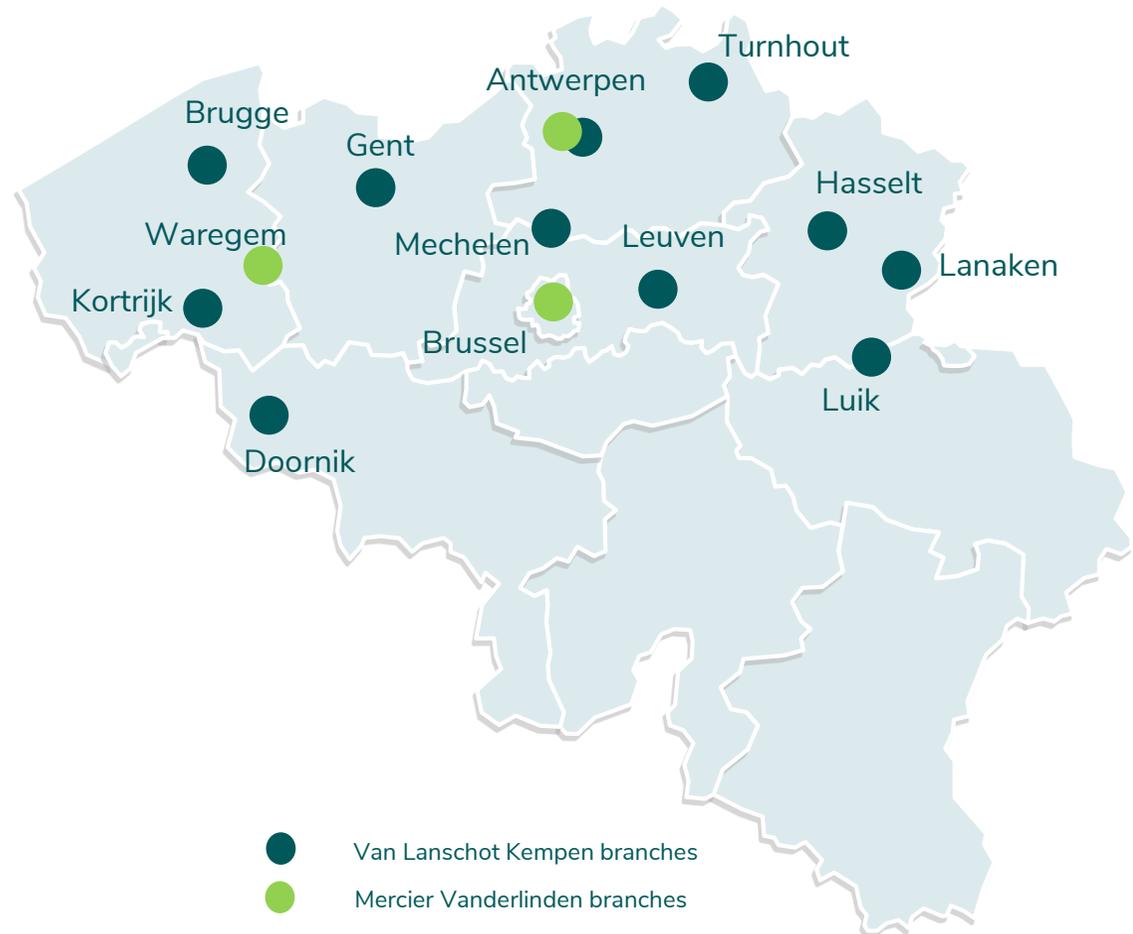
Van Lanschot Kempen and Mercier Vanderlinden join forces to become a leading wealth manager in Belgium

- Van Lanschot Kempen acquires a 70% interest in Mercier Vanderlinden, to be gradually increased to 100% by the end of 2025
- Mercier Vanderlinden is a specialist wealth manager in Belgium with approximately €3.4bn in assets under management, three in-house investment funds and three offices
- Belgium is the second home market for Van Lanschot Kempen with approximately €5.0bn in client assets and 11 offices
- The partnership leads to approximately €8.4bn in combined client assets in Belgium and will enable future growth
- Accelerate growth – organically and inorganically – is one of our five strategic pillars
- Van Lanschot Kempen has a proven track record of organic and inorganic growth



Mercier Vanderlinden is a specialist wealth manager in Belgium with c. €3.4bn in assets under management

- Mercier Vanderlinden's assets under management amount to approximately €3.4bn, invested in three in-house investment funds
- Highly profitable wealth manager
- Three offices, in Antwerp, Brussels and Waregem
- Highly experienced team of private bankers – and founding partners – with roots in Flanders and Wallonia
- 36 employees



The partnership leads to c. €8.4bn combined client assets in Belgium and will enable future growth

- Bringing two challengers in the Belgian market together to become a leading market player
- Strong fit in traditions and values due to our mutual family business heritage and focus on being a specialist wealth manager with a personal approach
- Entrepreneurial approach is what sets both parties apart from the competition
- Van Lanschot Kempen and Mercier Vanderlinden both staged growth in recent years with good AuM-inflows in the Belgian wealth management market

The partnership with Mercier Vanderlinden is transformational for our franchise in Belgium

The partnership leads to c. €8.4bn in combined client assets in Belgium and will enable future growth



- Initially Van Lanschot Kempen will acquire 70% of the shares in Mercier Vanderlinden
- Acquiring the remaining shares in two steps: 15% on 31 December 2024 and 15% on 31 December 2025



- The managing partners of Mercier Vanderlinden continue to be responsible for Mercier Vanderlinden
- Mercier Vanderlinden's current client proposition and brand name will be maintained

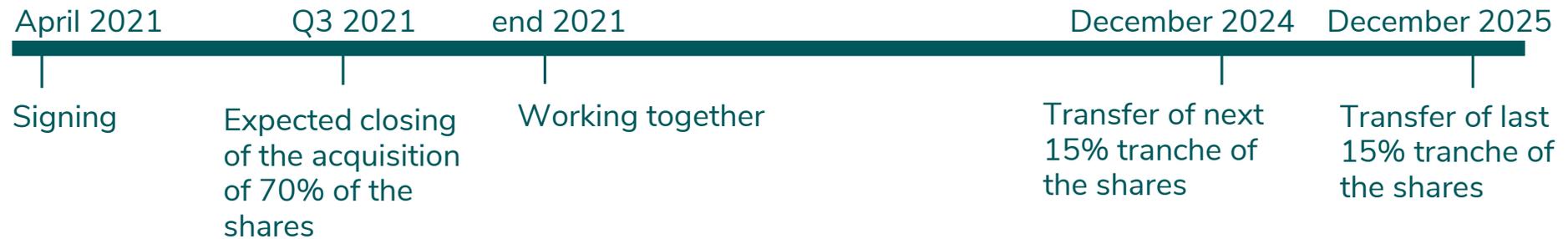


- Complementary in terms of client portfolio and network, solutions and product range, and geographical coverage



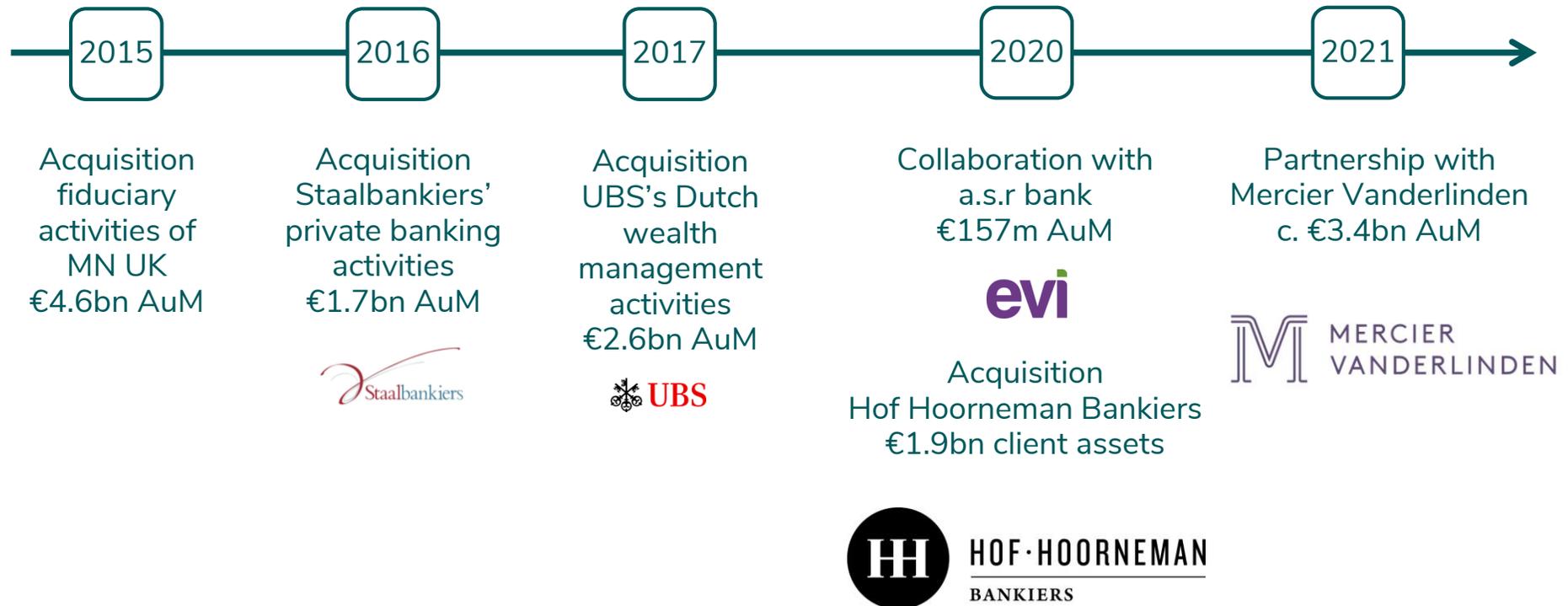
- Cross-selling opportunities, e.g.:
 - Offering Lombard loans and other Van Lanschot Kempen solutions and products to Mercier Vanderlinden's clients
 - Offering Mercier Vanderlinden's investment solutions to our clients

Timeline



- Expected impact on CET 1 ratio of approximately 4% points
- Mercier Vanderlinden will continue to operate its three in-house investment funds and its own brand name
- Managing partners of Mercier Vanderlinden will stay on board and are committed to the further development of the company
- Van Lanschot Kempen and Mercier Vanderlinden's clients will – in time – have access to each other's products and services

Proven track record of acquiring wealth management activities



Van Lanschot Kempen and Mercier Vanderlinden join forces to become a leading wealth manager in Belgium

- Van Lanschot Kempen acquires a 70% interest in Mercier Vanderlinden, to be gradually increased to 100% by the end of 2025
- Mercier Vanderlinden is a specialist wealth manager in Belgium with approximately €3.4bn in assets under management, three in-house investment funds and three offices
- Belgium is the second home market for Van Lanschot Kempen with approximately €5.0bn in client assets and 11 offices
- The partnership leads to approximately €8.4bn in combined client assets in Belgium and will enable future growth
- Accelerate growth – organically and inorganically – is one of our five strategic pillars
- Van Lanschot Kempen has a proven track record of organic and inorganic growth



Disclaimer

Disclaimer and cautionary note on forward-looking statements

This document may contain forward-looking statements on future events and developments. These forward-looking statements are based on the current insights, information and assumptions of Van Lanschot Kempen'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 such risks, developments and uncertainties which by their very nature fall outside the control of Van Lanschot Kempen and its management.

Actual results, performances and circumstances may differ considerably from these forward-looking statements as a result of risks, developments and uncertainties relating to, but not limited to, (a) estimates of income growth, (b) costs, (c) the macroeconomic and business climate, (d) political and market trends, (e) interest rates and currency exchange rates, (f) behaviour of clients, competitors, investors and counterparties, (g) the implementation of Van Lanschot Kempen's strategy, (h) actions taken by supervisory and regulatory authorities and private entities, (i) changes in law and taxation, (j) changes in ownership that could affect the future availability of capital, (k) changes in credit ratings, and (l) evolution and economic and societal impact of the Covid-19 pandemic.

Van Lanschot Kempen cautions that forward-looking statements in this document are only valid on the specific dates on which they are expressed and accepts no responsibility or obligation to revise or update any information, whether as a result of new information or for any other reason.

The financial data in this document have not been audited, unless specifically stated otherwise. Small differences are possible in the tables due to rounding.

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 a recommendation to perform or refrain from performing any action.

Elements of this document contain information about Van Lanschot Kempen NV and/or Van Lanschot Kempen Wealth Management NV within the meaning of Article 7(1) to (4) of EU Regulation No. 596/2014.