



Full Year Results 2016
Credit Profile NIBC Bank N.V.

Moving Forward

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Executive Summary 2016 Performance

Strengthening franchise

- Solid corporate asset growth of 4% to EUR 10.3 bln and mortgage portfolio growth of 3% to EUR 8.8 bln
- Strong growth in buy-to-let mortgage origination of EUR 0.3 bln (EUR 0.4 bln since start in 2015)
- Expanding our mid-market franchise through the acquisition of NIBC Markets (former SNS Securities)
- BEEQUIP (heavy equipment leasing) off to a good start with origination of EUR 124 mln
- Start of mortgage origination for third parties in Q4 2016

Stable funding, lower funding costs

- Active curves in the capital markets: we extended our covered bond curve to 10 years and issued a benchmark senior unsecured transaction with a maturity of 5 years, on the back of an almost 2.5x oversubscribed order book
- NIBC Direct retail savings showed continued stickiness throughout 2016 (45% of total funding), with controlled net outflow of less than EUR 0.3 bln
- Our average funding spread declined 21 bps in 2016

Solid asset quality

- Cost-of-risk declined from 0.71% in 2015 to 0.60% in 2016 and NPL remained stable at 3.7%
- External validation through the Dutch Central Bank (corporate loan) AQR highlights solid NIBC asset quality, resulting in limited additional impairment of EUR 20 mln in 2016
- Continued decline in residential mortgage losses due to improving economic and housing market conditions

Strong capital

- NIBC Bank (fully-loaded) CET-I ratio increased further to 16.8% and BIS ratio to 21.3% (NIBC Holding at 15.1% and 18.0% respectively, comfortably above required SREP levels)
- Comfortable leverage ratio of 7.3%
- Dividend pay-out of 25% over 2016

Strong liquidity

- LCR of 124% and an NSFR of 112%

Increasing profitability

- Net profit NIBC Bank grew 44% to EUR 102 mln and return-on-equity increased to 5.4% (NIBC Holding net profit increased 49% to EUR 104 mln with a return-on-equity of 6.0%)
- Net interest income up 7%, mainly driven by increasing portfolios, higher asset spreads and lower funding spreads
- Cost-to-income ratio improved to 51% in 2016, from 56% in 2015

I Introduction

Profile and Business Model

Our purpose

Making a difference at decisive moments

Our values



Professional

- In-depth sector knowledge
- Expert financial solutions
- Agile execution



Entrepreneurial

- Sound, enterprising bank
- Decisive moments in clients' business and life



Inventive

- Bespoke solutions
- Think creatively to meet clients' financial needs

Our business model

NIBC BANK

CORPORATE BANKING

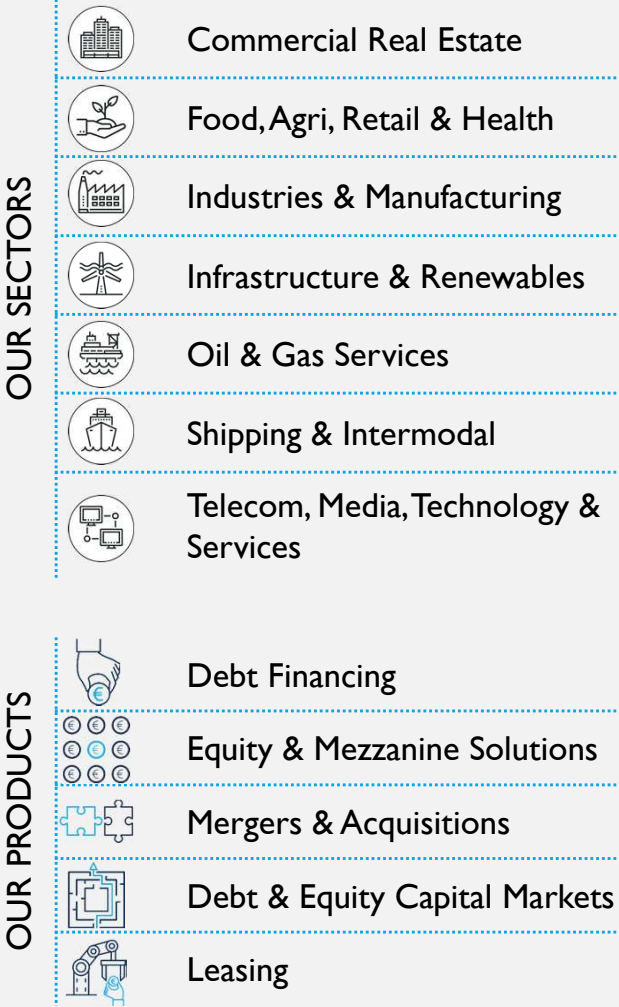
We offer advice and debt, mezzanine and equity financing solutions to entrepreneurs across select sectors in which we have strong expertise and market positions among mid-sized businesses

RETAIL BANKING

We offer residential mortgages, online savings and investment brokerage products. Our product offering includes value adding products like buy-to-let mortgages and products tailored for self-employed entrepreneurs

Profile and Business Model

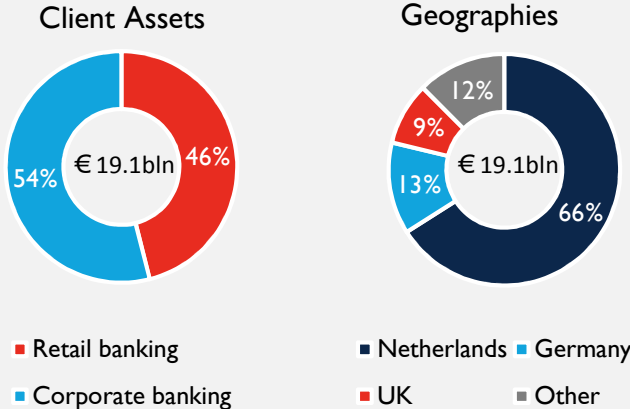
CORPORATE BANKING



RETAIL BANKING



OUR MARKETS



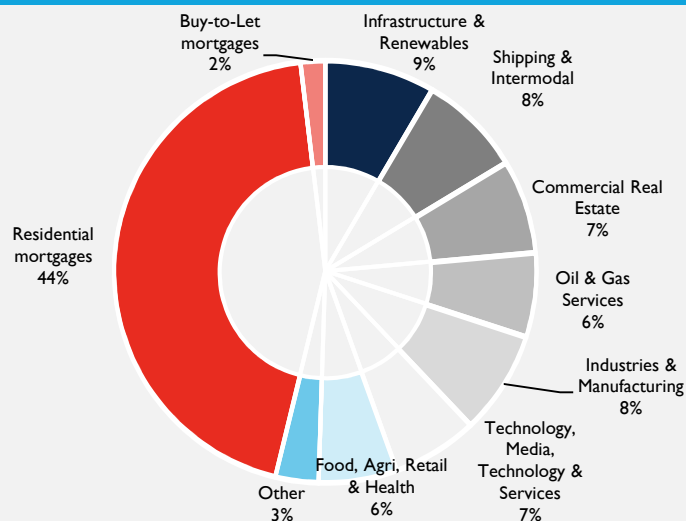
Diversified Asset Base

Our balance sheet is for our clients

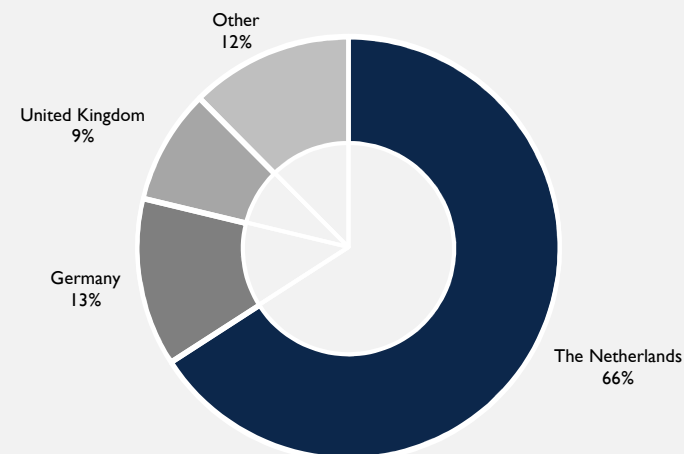
NIBC Bank Balance Sheet (31 December 2016)

- Total balance sheet size: EUR 23.6 bln, with total client assets of EUR 19.1 bln
- Corporate banking exposures amount to 54% of client assets
- Mortgage portfolio comprises 46% of client assets
- Impairment ratio of 0.34% (FY 2015: 0.39%)
- NPL ratio of 3.7% (FY 2015: 3.7%)

Well diversified client assets, per sector



Focus on Western Europe, per region

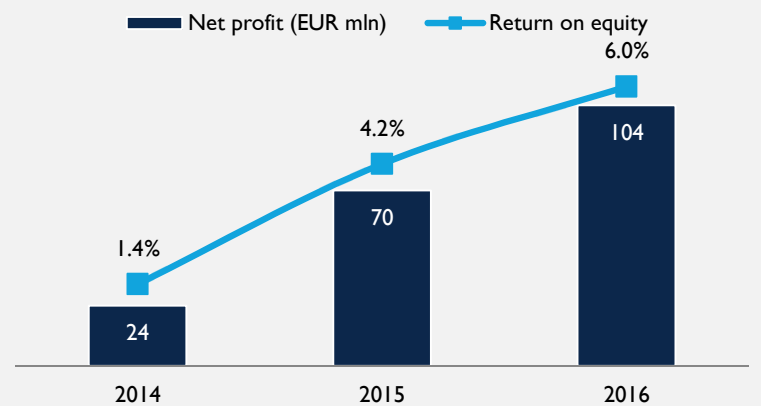


NIBC Holding

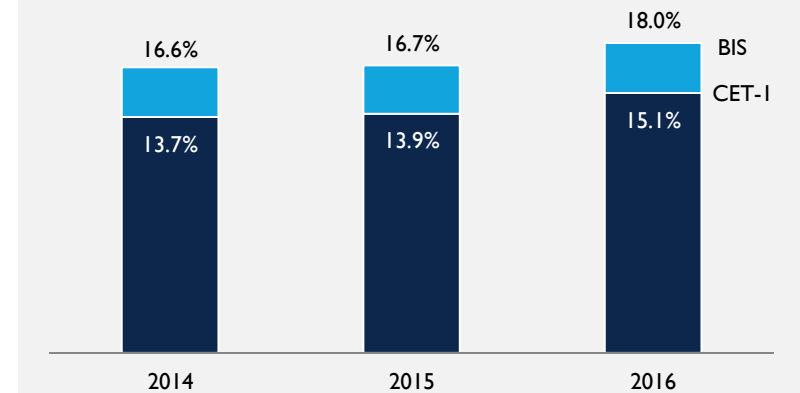
NIBC Holding

- NIBC Bank is the main operating company within NIBC Holding
- Net profit growth of 49% driven by business growth and lower funding costs, reaching our intermediate return-on-equity target of 6.0%
- NIBC Holding's (fully-loaded) capital ratios (CET-I ratio at 15.1% and BIS ratio at 18.0%) are comfortably above the required SREP levels
- Capital levels for NIBC Bank are higher as a result of limited double leverage and deferred tax assets
- Increasing profitability and strong capital position allow NIBC Holding to restart dividend payments with a payout ratio of approximately 25%

Net profit increasing 49% from 2015 to 2016¹



NIBC Holding solvency ratios



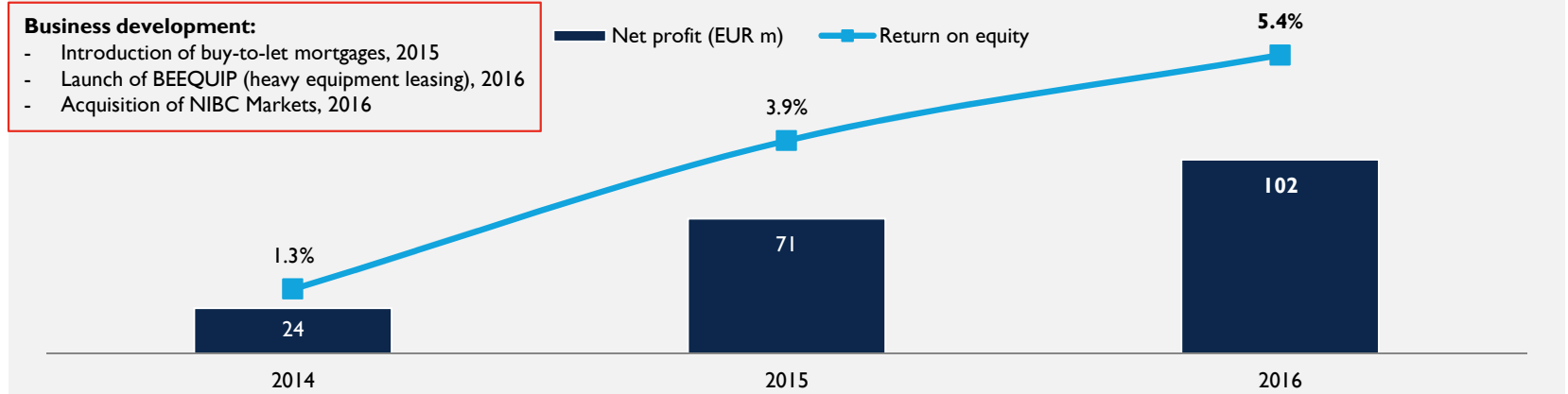
¹: NIBC Holding 2014 net profit excludes the goodwill impairment of EUR 121 million

NIBC Bank: Business Performance

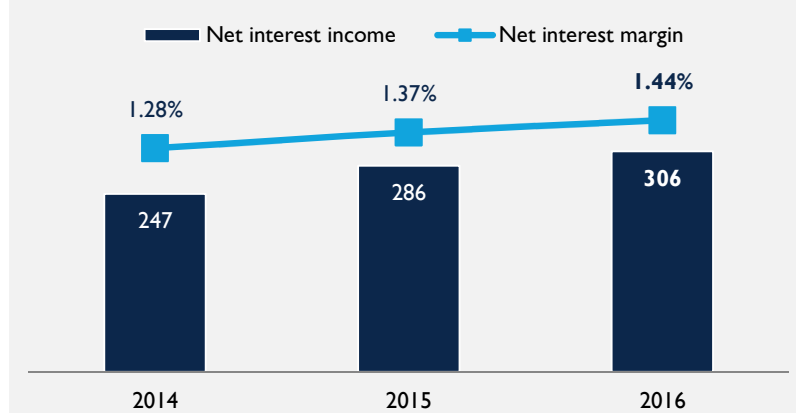
Net profit increasing 44% from 2015 to 2016: beating our intermediate ambition of EUR 100 million

Business development:

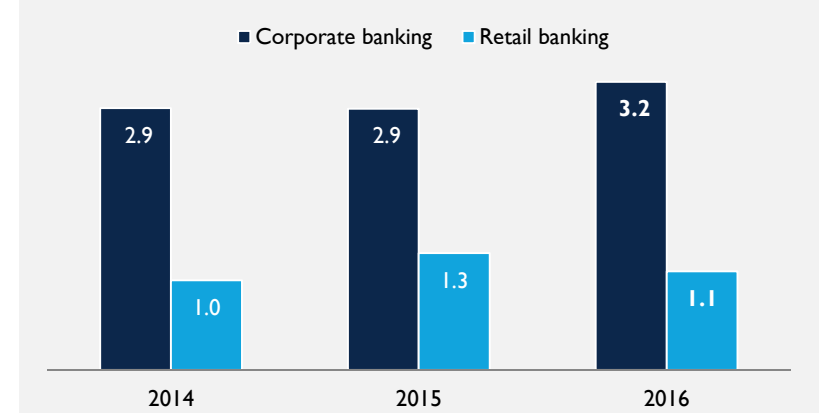
- Introduction of buy-to-let mortgages, 2015
- Launch of BEEQUIP (heavy equipment leasing), 2016
- Acquisition of NIBC Markets, 2016



Net interest income (EUR mln) & Net interest margin

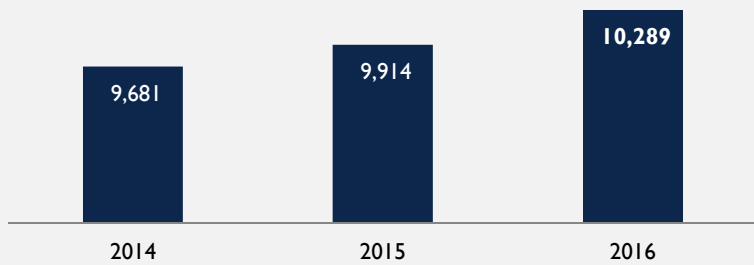


Origination (EUR bln)

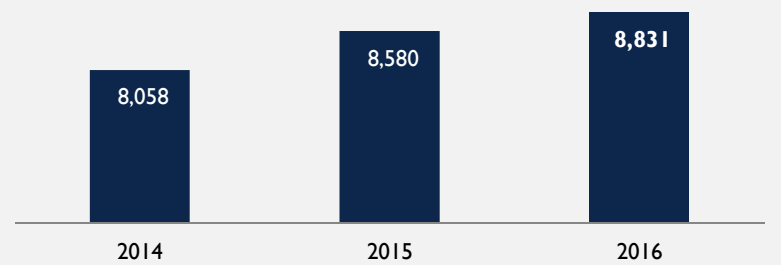


NIBC Bank: Business Performance

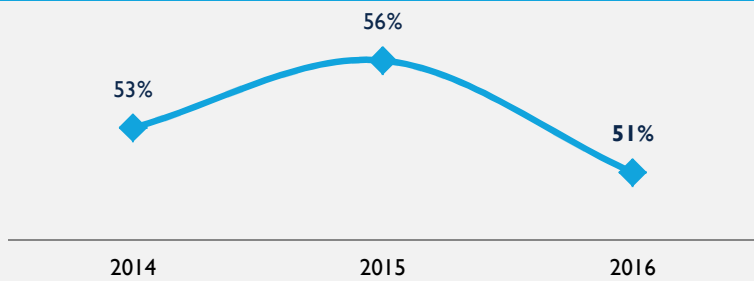
Corporate banking assets (EUR mln)



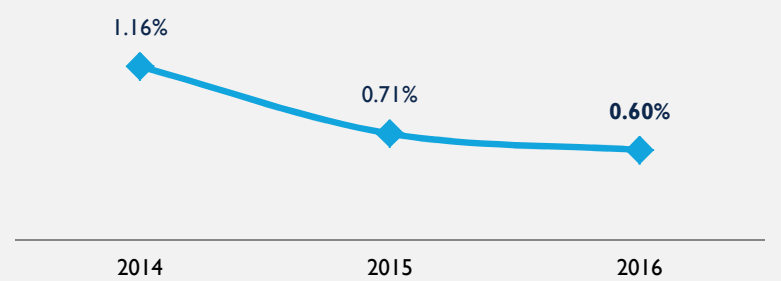
Retail banking assets (EUR mln)



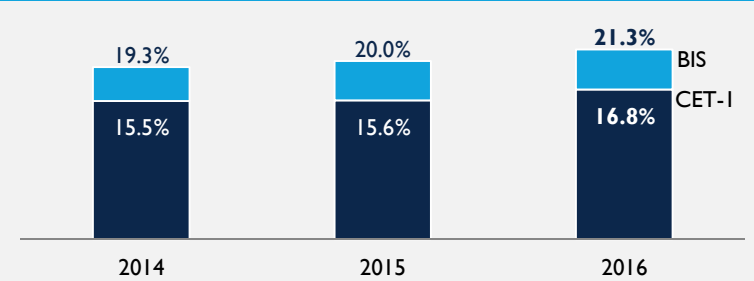
Cost to income ratio



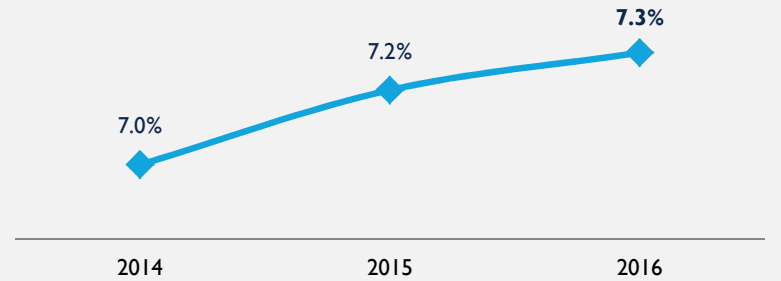
Cost of risk



Solvency ratios (fully loaded Basel 3)



Leverage ratio (fully loaded Basel 3)



Ratings

Positive ratings outlook:

- In June 2016 Fitch revised its outlook to positive on the back of structurally improving earnings
- In October 2016 S&P revised NIBC's rating outlook to positive on improving earnings prospects and balancing funding profile

Ratings NIBC Bank

- Fitch: BBB-, positive outlook
- Standard & Poor's: BBB-, positive outlook
- Moody's: Baa1, stable outlook (rating is unsolicited and non-participative)

Major rating factors: Strengths¹

NIBC View

Clear Strategic Focus



NIBC is a specialised bank for decisive moments, both in our Corporate Banking as well as our Retail Banking franchise

Strong Capitalisation



NIBC's solid capitalisation is evidenced by a Basel 3 (fully-loaded) CET-1 ratio of 16.8% as per December 2016 and a BIS ratio of 21.3%

Stable Retail Deposit Base



Loan-to-deposit ratio of 148% as of December 2016, inside our target range of 140% to 160%

Major rating factors: Weaknesses¹

NIBC View

Niche Banking Model



NIBC has long-standing expertise in its corporate niches as well as the Dutch mortgage market. Client surveys show above-average client satisfaction, evidencing NIBC's market position

Earnings Volatility (albeit improving)



Since 2014 net profit has been increasing, mainly driven by growth in net interest income, while trading income (largely revaluation of certain assets and liabilities) has been decreasing, improving our quality of earnings and contributing to lower P&L volatility

Funding Profile



Funding diversification has been and remains one of NIBC's key attention points. We have enhanced our funding profile by deepening our retail deposit base (which currently represents 45% of total funding) and by reducing our reliance on wholesale funding

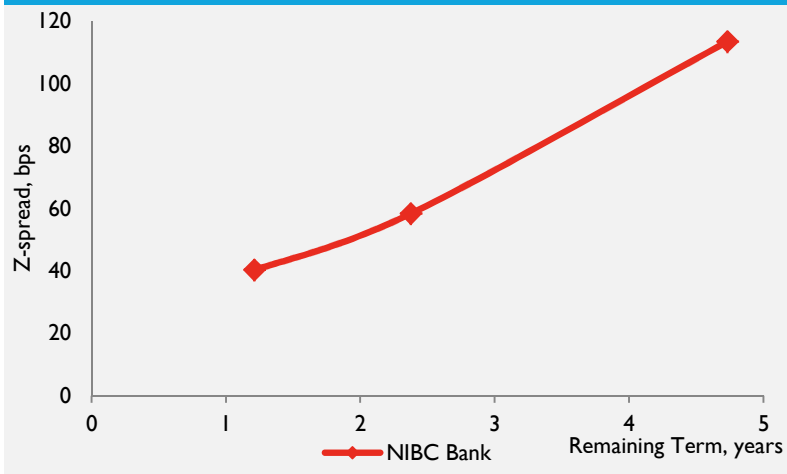
¹: Strengths and weaknesses as identified by S&P and Fitch

Public Capital Market Transactions

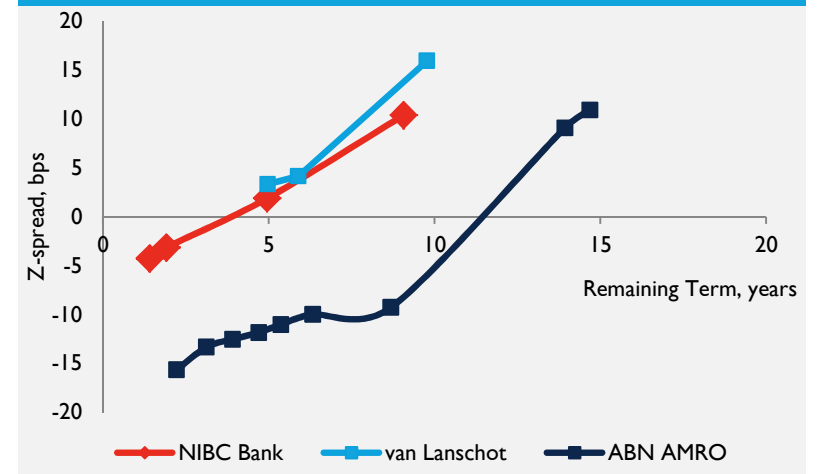
Actively building public funding curves in all segments of the capital markets

Type	Size (m)	Original maturity	Spread (coupon)	Maturity date
Senior unsecured	EUR 500	5yrs	m/s+1.40% (1.50%)	31-01-2022
Senior unsecured	EUR 500	3.5yrs	m/s+2.35% (2.25%)	24-09-2019
Senior unsecured	EUR 500	3.5yrs	m/s+1.85% (2.00%)	26-07-2018
Covered bond	EUR 500	10yrs	m/s+0.17% (0.63%)	01-06-2026
Covered bond	EUR 500	7yrs	m/s+0.01% (0.25%)	22-04-2022
Covered bond	EUR 500	5yrs	m/s+0.33% (1.25%)	08-04-2019
Covered bond	EUR 500	5yrs	m/s+0.50% (1.75%)	08-10-2018
DMBS 18	EUR 500 (A1+A2)	Ford: 2yrs (A1) / 5yrs (A2)	3m€+0.45% (A1) / 3m€+0.95% (A2)	Ford: 02-02-2018
DMBS 17	EUR 500 (A1+A2)	Ford: 2yrs (A1) / 5yrs (A2)	3m€+0.75% (A1) / 3m€+1.35% (A2)	Ford: 02-10-2017

NIBC senior unsecured curve¹



NIBC Covered Bond curve and comparables¹



In January 2017 NIBC successfully issued its EUR 500mln 2022 senior unsecured bond, with almost 2.5x oversubscription (EUR 1.25bln order book)

Regular issuance with at least one senior unsecured and one covered bond benchmark per year

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2 Business Model

Corporate Banking

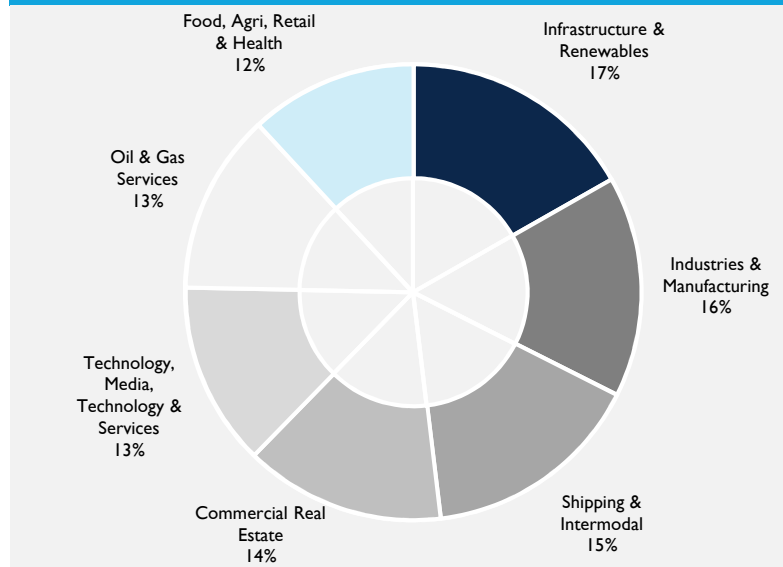
Our balance sheet is for our clients

NIBC Markets acquisition allows us to service the full balance sheet of our corporate clients, offering a full suite of investment banking services

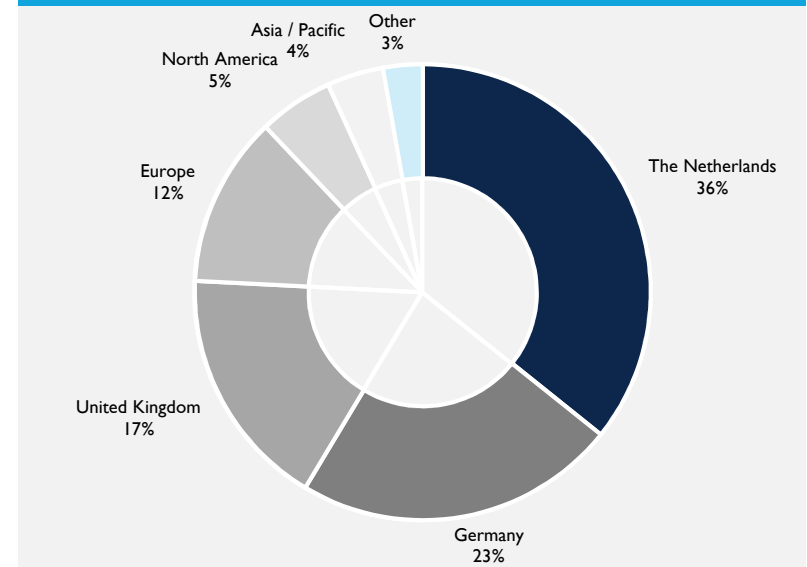
Total corporate banking portfolio (31 December 2016)

- Well diversified corporate banking exposure of EUR 10.3bn
 - EUR 9.7 billion corporate loans¹
 - EUR 123 million lease receivables
 - EUR 246 million investment loans
 - EUR 262 million equity investments
- Strong risk management and selective asset origination, niche focus
- Highly collateralised portfolio, concentrated in Western Europe

Corporate loan portfolio per sector



Corporate loan portfolio per region



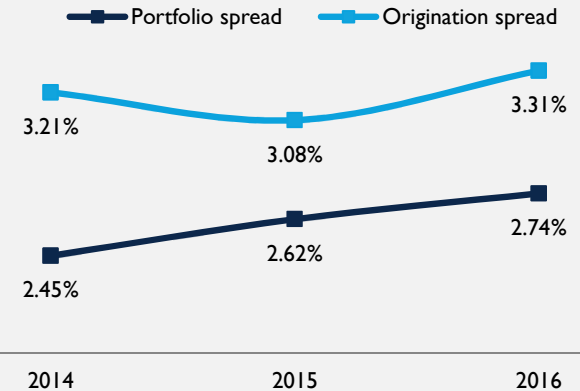
¹: Of which EUR 1.4 billion is undrawn

Corporate Banking

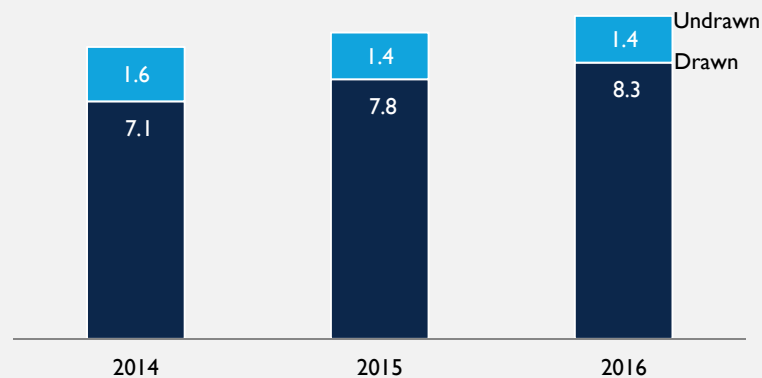
Business performance

- NIBC's niche strategy is to focus on clients and transactions where we can really add value (selective origination), which contributes to higher origination and portfolio spreads
- Origination grew by 10% despite fierce competition and challenging market environment
- Continued high client satisfaction, evidenced by a strong Net Promotor Score (NPS) of +37%

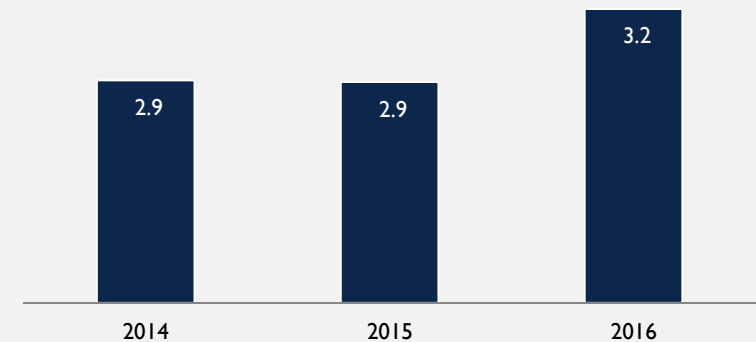
Corporate banking spreads



Corporate banking exposure grew by 4%, portfolio size development (EUR bln)



Origination (EUR bln)

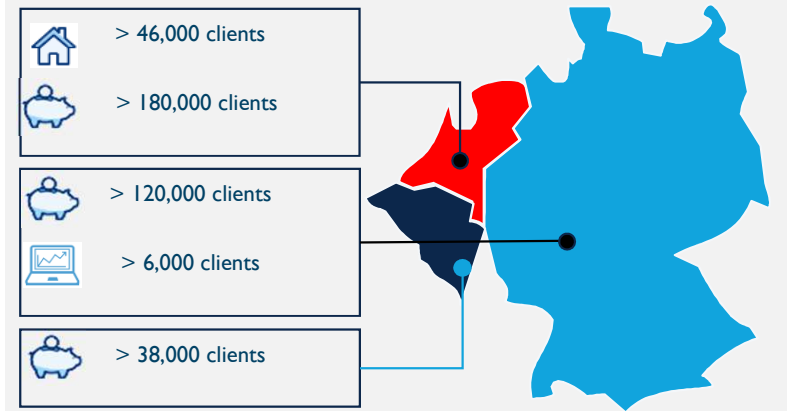


Retail Banking

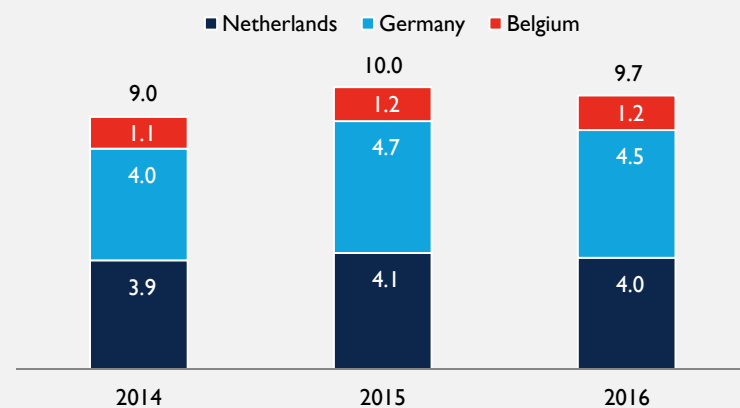
More than 350,000 clients across 3 countries

- NIBC's niche strategy is to focus on those segments of the mortgage market where we can offer added value: non-NHG and buy-to-let
- We secured our first 'originate-to-manage' mandate, originating and managing a portfolio of mainstream mortgages for an institutional investor
- Efforts to increase our share of on-demand deposits have led to controlled net outflow

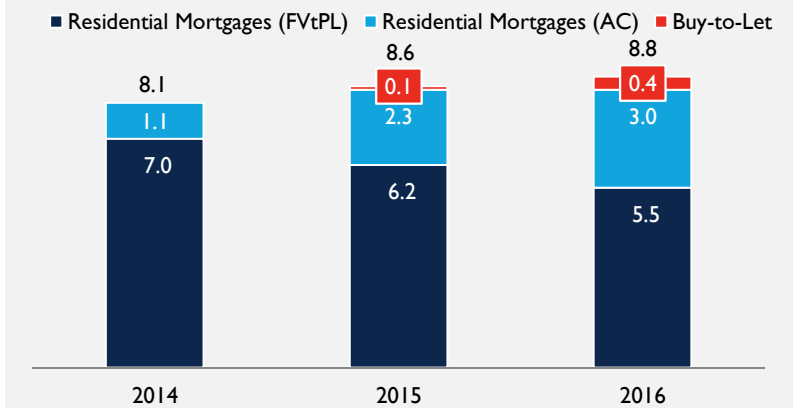
Geographies



Savings balance NIBC Direct (EUR bln)



Mortgage portfolio (EUR bln)¹



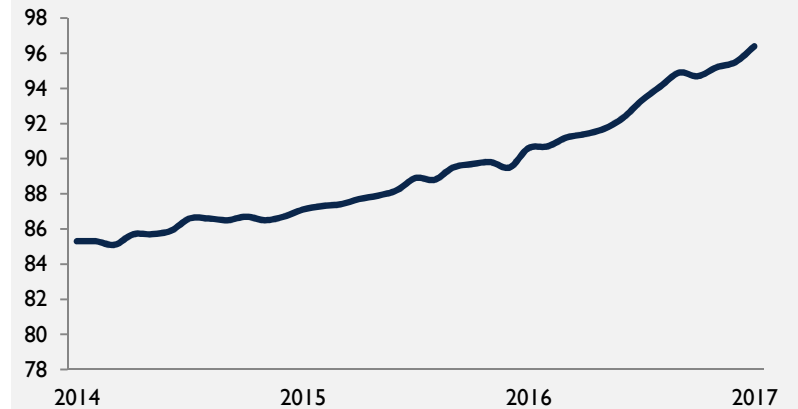
¹: FVtPL (fair-value) and AC (amortised cost) refer to the accounting classification on the NIBC balance sheet

Retail Banking

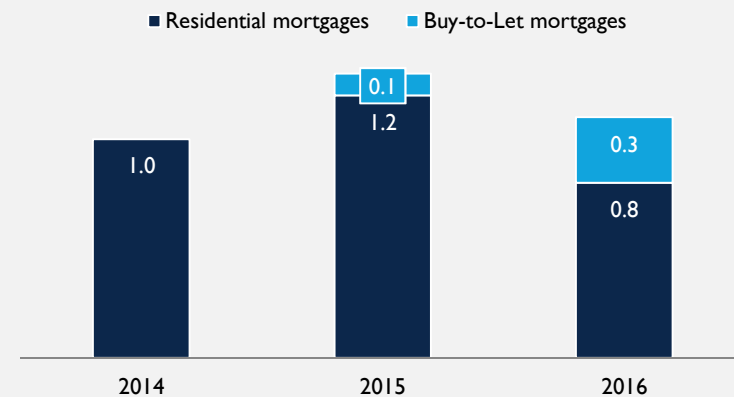
Dutch mortgage market

- Housing market trends are favorable in the Netherlands; transaction activity has recovered and house prices are on an upward trend
- Mortgage demand is concentrated in the long maturities: 10yrs, 20yrs and longer
- Strong growth of our buy-to-let mortgage portfolio

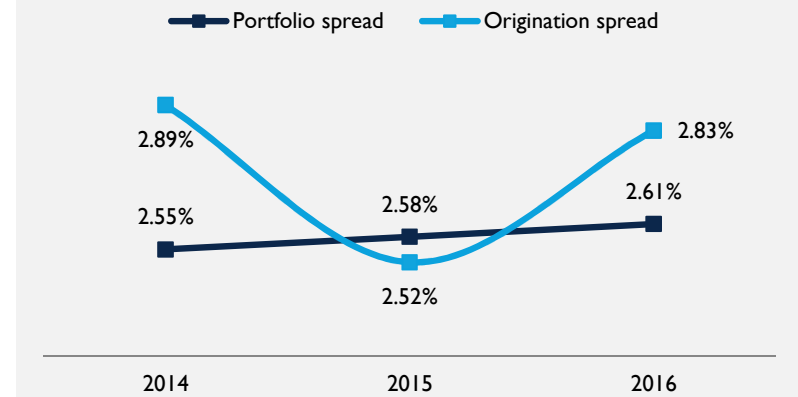
Dutch house price index (2010=100)



Origination (EUR bln)



Mortgage spreads



3 Financial Results and Asset Quality

Profit & Loss

NIBC Bank N.V.					
euro millions	2016			2015	(%)
	NIBC	Markets ³	Total		
Net interest income	306		306	286	7
Net fee and commission income	28	4	32	36	(11)
Investment income	31		31	4	
Net trading income	7	5	12	(12)	
Other operating income				1	
Operating Income	372	9	381	316	21
Payroll expenses	(89)	(7)	(96)	(91)	5
Other operating expenses	(73)	(4)	(77)	(76)	1
Depreciation and amortisation	(7)		(7)	(6)	17
Regulatory charges	(15)		(15)	(4)	
Operating Expenses	(183)	(11)	(194)	(177)	10
Impairments of financial assets	(57)		(57)	(63)	(10)
Profit before tax	131	(2)	129	77	68
Tax	(26)	(1)		(6)	
Profit after tax	105	(2)	104	71	46
Special Items (after tax)	(1)	(1)			
Net profit NIBC Bank after special items	104	(2)	102	71	44
Holding Items (after tax)			2	(1)	
Net profit NIBC Holding after special items			104	70	

Financial Results FY 2016

- Net profit increased 44% in 2016 to EUR 102 mln, with three special items:
 - One-off gain (badwill) of EUR 22mln¹ for the acquisition of NIBC Markets
 - Credit loss on resolving a pre-crisis (fashion) retail exposure results in an EUR 18 mln² charge
 - After-tax operating expenses of EUR 6mln relate to the partial outsourcing of our IT infrastructure as well as to the integration of NIBC Markets
- Operating income up 21% to EUR 381 mln
- Solid fee and commission income
- Regulatory charges of EUR 15mln, impacting total operating expenses
- Impairments down 10%, but still at elevated levels, reflecting fragile and volatile economic environment, especially in Oil & Gas and dry-bulk Shipping sectors
- Net profit growth pushes return-on-equity NIBC Bank from 3.9% in 2015 to 5.4% in 2016

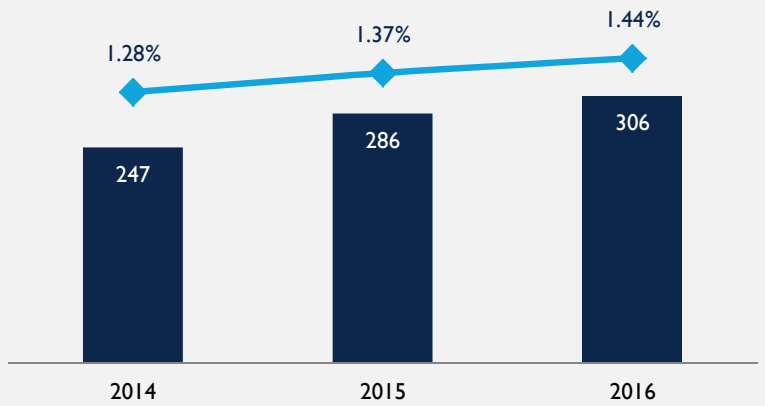
1: No tax effect on the EUR 22mln badwill

2: EUR 18mln is after tax. In the Annual Report 2016, EUR 8mln (pre-tax) is accounted for in "Investment income" and EUR 12mln (pre-tax) is accounted for in "Impairments of financial assets" and EUR 2mln (pre-tax) is accounted for in "Impairments of non-financial assets"

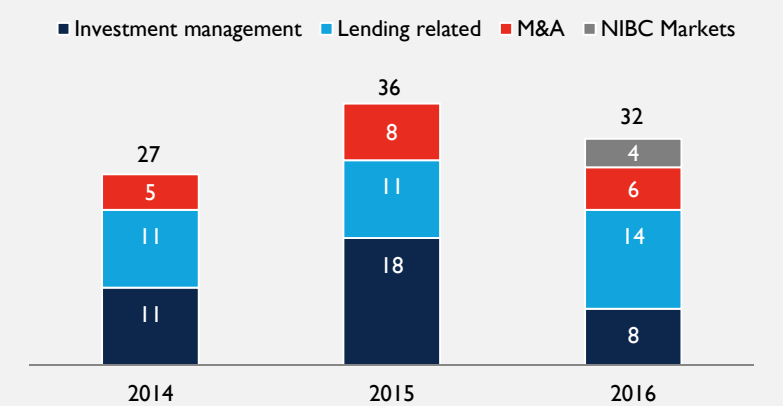
3: For the period of 1 July 2016 to 31 December 2016

Income

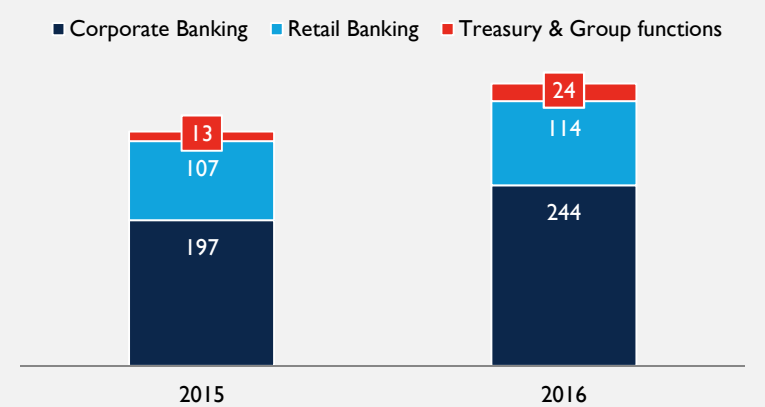
Net interest income (EUR mln) & net interest margin continue their positive trend



Solid fee & commission income (EUR mln), despite slight decrease compared to 2015



Increase of operating income (EUR mln) in both our strategic business units

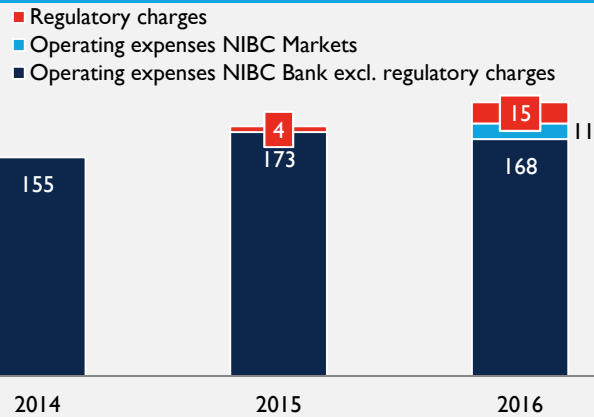


Income growth driven by increase of client business in Corporate and Retail banking

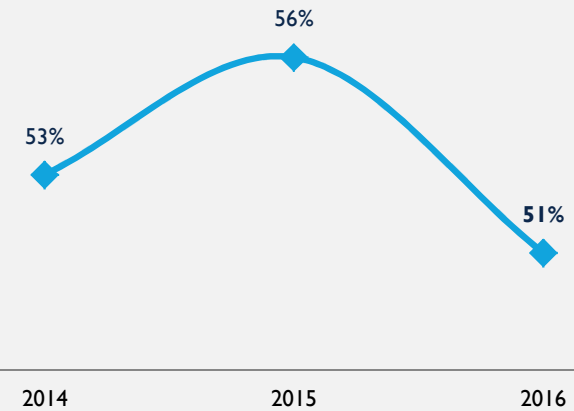
- Net interest income up, driven by loan origination and positive development of portfolio and origination spreads
- Fee income slightly lower due to reduced investment management income; other fees remained stable
- Lower funding costs: average funding spread down by 21 bps, following a decrease of 8 bps in 2015

Expenses

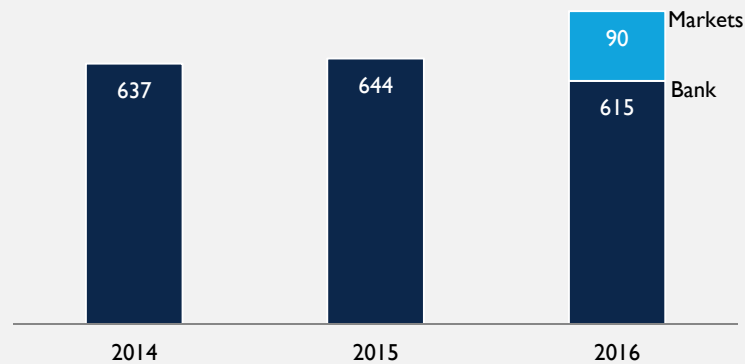
Operating expenses (EUR mln)



On the back of higher operating income, our cost/income ratio improved substantially



FTE development

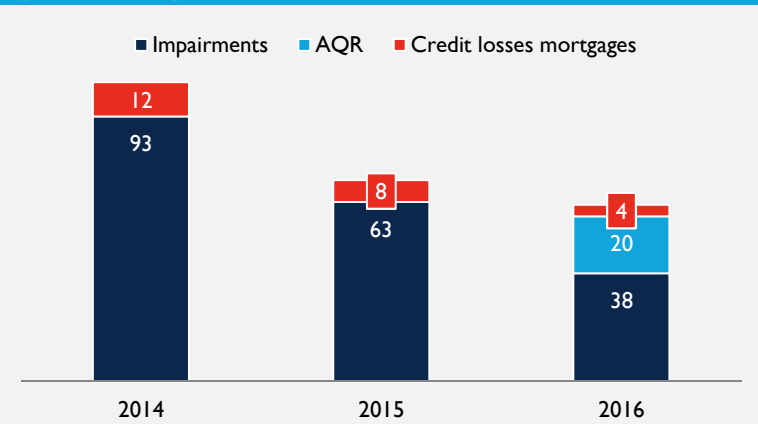


Summary

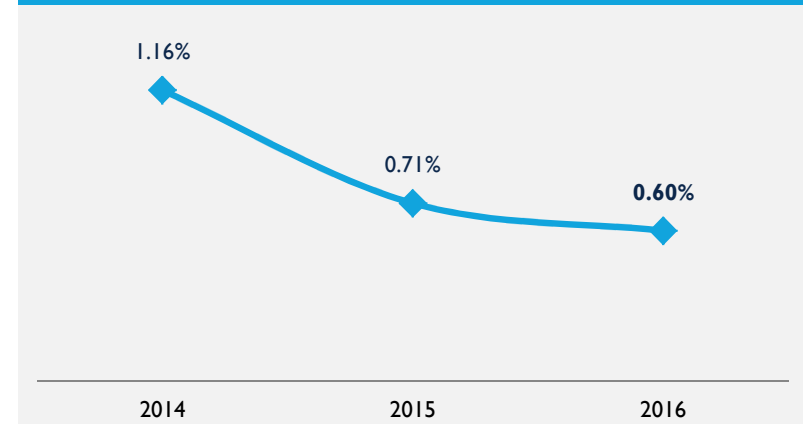
- Increase in operating expenses driven by:
 - Higher regulatory charges (from EUR 4mln to EUR 15mln in 2016)
 - Consolidation of SNS Securities (NIBC Markets)
- Reduction in FTEs and lower payroll expenses (excl. NIBC Markets) due to partial outsourcing of IT infrastructure as well as further automation and centralisation of certain functions

Asset Quality

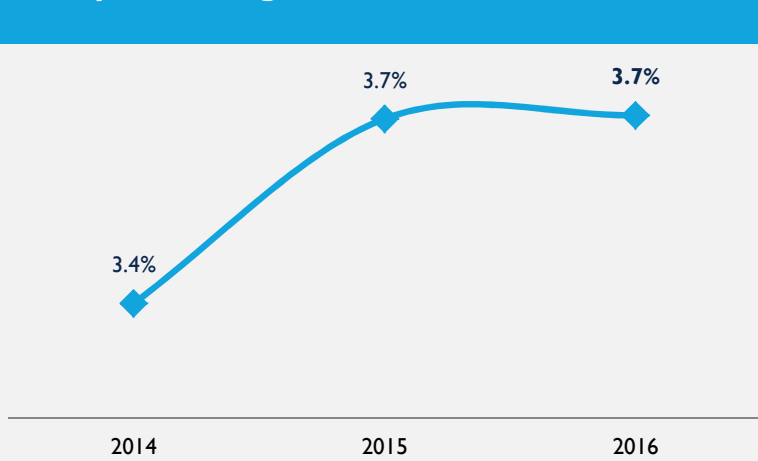
Loan portfolio impairments & credit losses (EUR mln)¹



Cost of risk²



Non-performing loan ratio



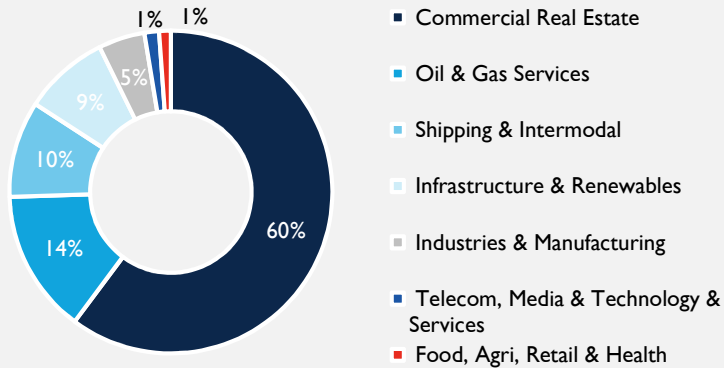
Summary

- Impairments decrease by 10% to EUR 57mln in 2016 from EUR 63mln in 2015
- We consider the impairment level for 2016 still elevated, as it reflects the fragile and volatile environment, especially in Oil & Gas and the dry bulk shipping sectors
- Impairments in 2016 include the results of an AQR on the corporate loan book, performed by DNB³

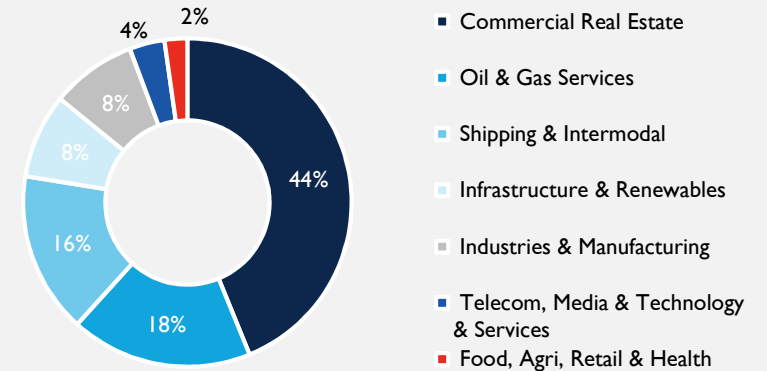
Asset Quality: Corporate Banking

Detailed asset quality information is provided in **Appendix IV, Portfolio Updates**

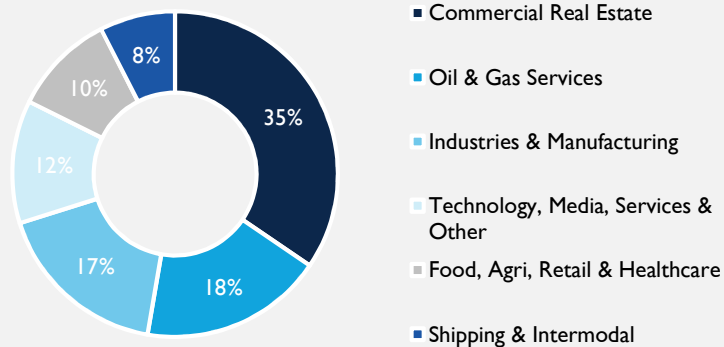
Impaired exposure: EUR 604 mln as per 31 December 2016



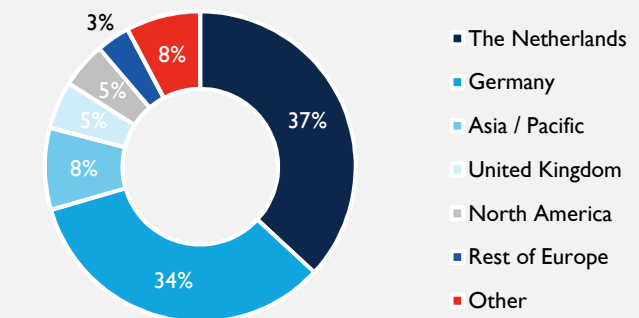
Outstanding impairments: EUR 175 mln as per 31 December 2016



Top-20 exposures at EUR 1.4bln, split per sector¹



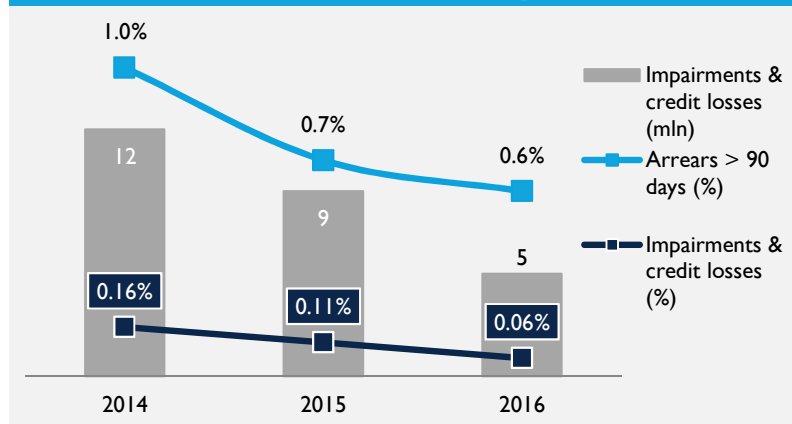
Top-20 exposures at EUR 1.4bln, split per region¹



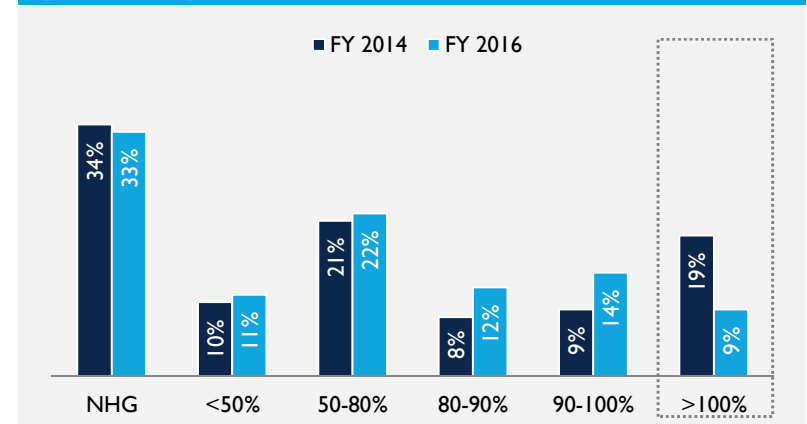
¹: Top-20 exposures exclude equity exposures and CMBS exposure of around EUR 140mln. Commercial Real Estate sector includes exposures of high granularity (multi-family / multi-property residential exposures)

Asset Quality: Retail Banking

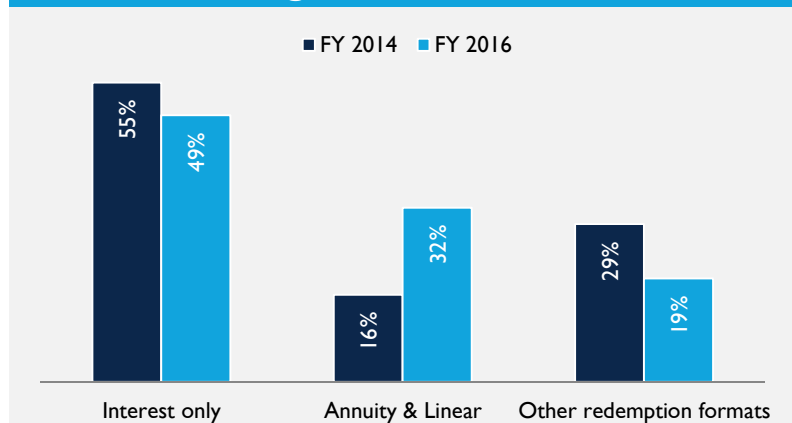
Mortgage loan arrears, impairments and credit losses down substantially



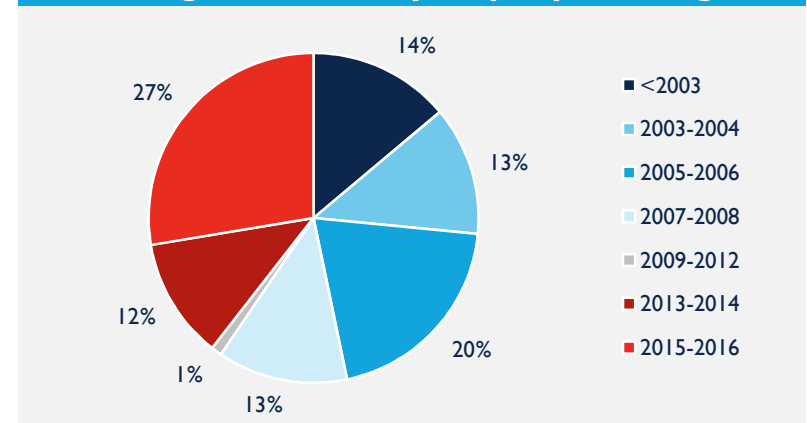
Portfolio indexed LtMV decreased over the past few years: 85% for 2016



Mortgage book composition changes towards more amortising loans



Mortgage portfolio is characterised by a high seasoning of around 10yrs, split per vintage



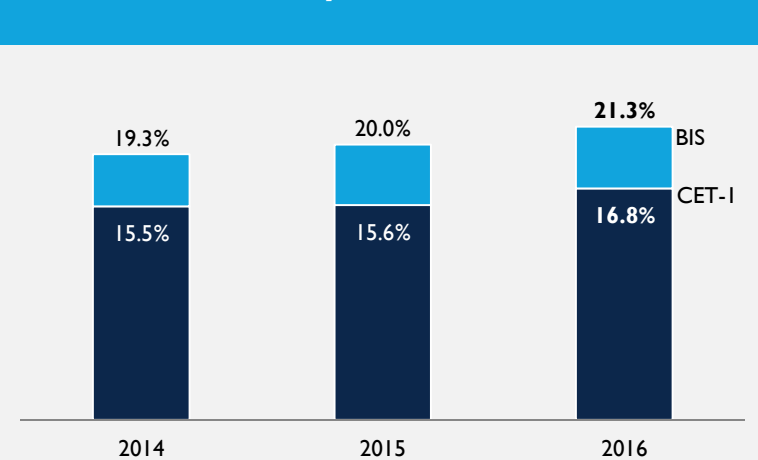
4 Capital and Balance Sheet Composition

Capital

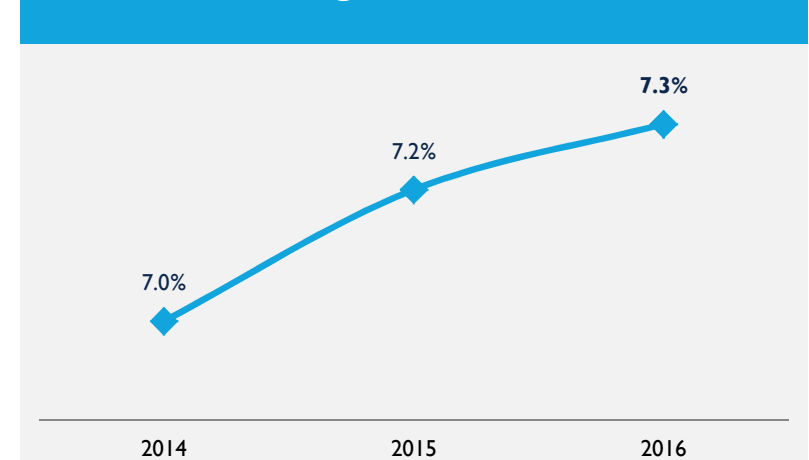
Further strengthening of our capital position

- Fully-loaded CET-I ratio of 16.8% and BIS ratio of 21.3%, both comfortably above the required SREP-levels (set at NIBC Holding level)
- Leverage ratio ticks up further to 7.3% at the end of 2016
- Strong capital position and increasing profitability allow us to restart dividend payments: pay-out ratio of approximately 25%

NIBC Bank solvency ratios



NIBC Bank leverage ratio



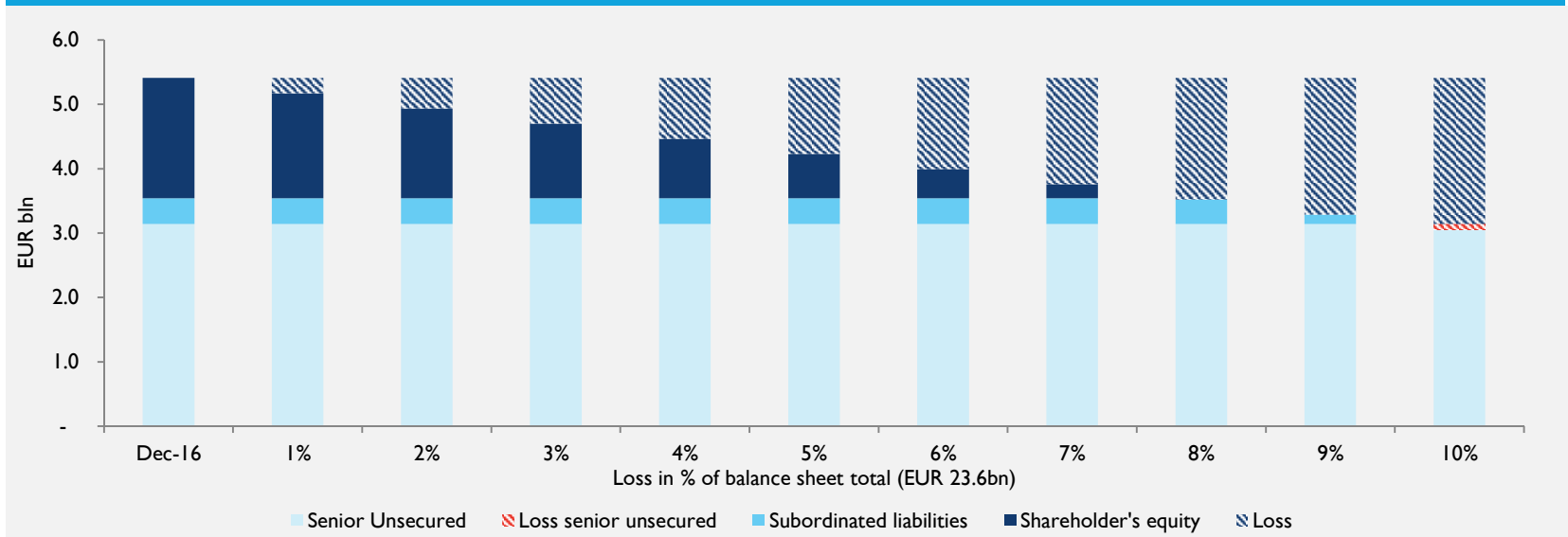
Capital Buffer

*Strong protection
for senior
unsecured
noteholders*

Impact analysis

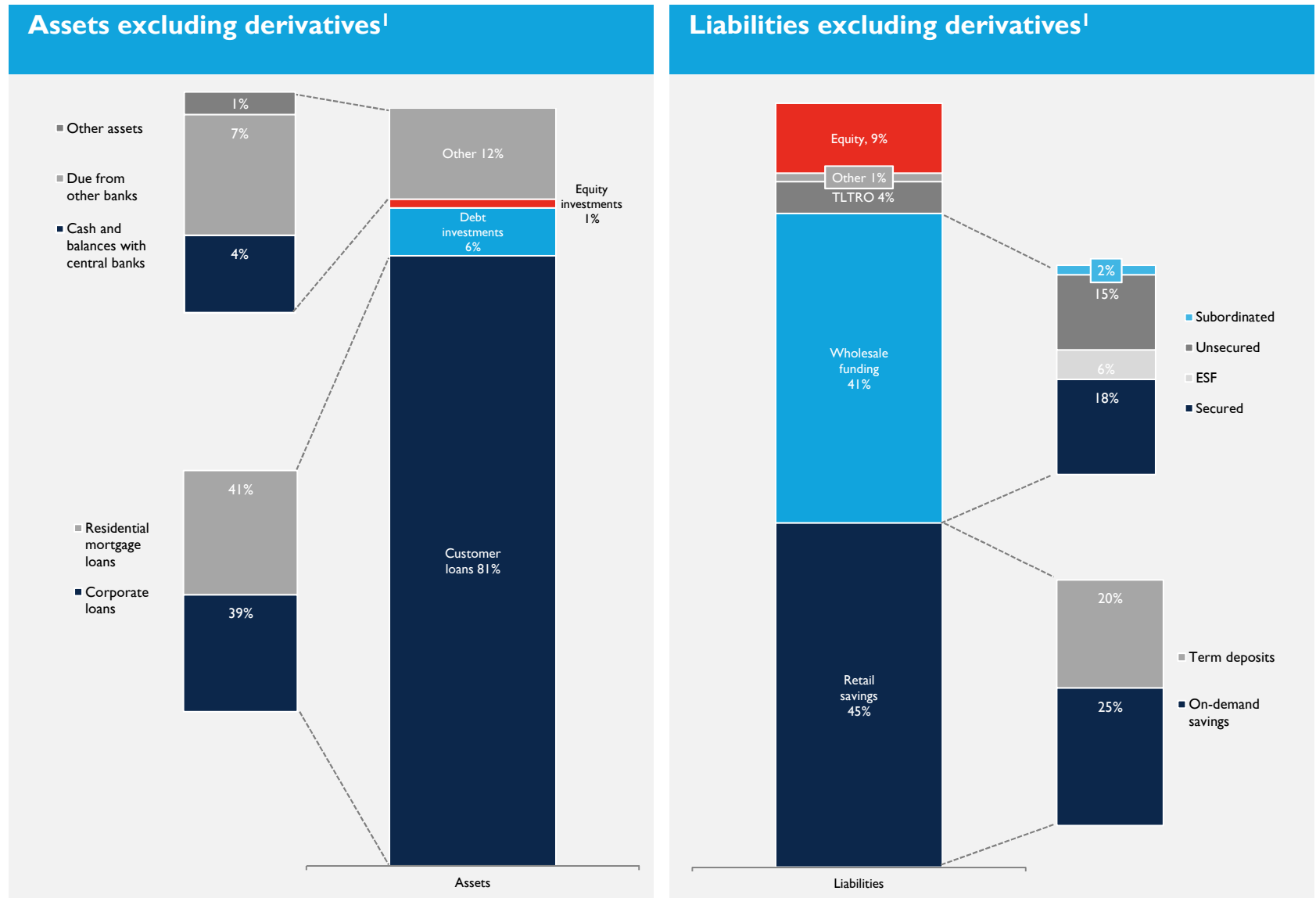
- The large capital buffer of almost EUR 2.3 billion serves as a strong protection against the bail-in of senior unsecured bonds
- Senior unsecured bonds are not affected until losses exceed 9% of current balance sheet total
- Although new loss-absorption regulations for banks have not yet been finalised, NIBC already has a solid capital buffer in place

Potential impact of losses on capital and senior unsecured



Balance Sheet Composition

More than 80% of total assets consists of client assets



¹: As per 31 December 2016, assets (excluding derivatives) totaled EUR 21.8 bln and liabilities (excluding derivatives) totaled EUR 21.6 bln

Appendix I

Key Figures NIBC Bank

Key Figures NIBC Bank

Earnings and assets

	2016	2015	2014
EARNINGS			
Operating income (EUR millions)	381	316	295
Operating expenses (EUR millions)	194	172	155
Net profit attributable to parent shareholder (EUR millions) ¹⁾	102	71	24
Net profit before special items ¹⁾	104	71	42
Net interest income	306	286	247
Net fee and commission income	32	36	27
Net trading income	12	(12)	3
Impairments	57	63	93
Net interest margin ²⁾	1.44%	1.37%	1.28%
Dividend payout ratio ³⁾	25%	0%	0%
Cost-to-income ratio ⁴⁾	51%	56%	53%
Return on equity ⁵⁾	5.4%	3.9%	1.3%
CORPORATE & CONSUMER BANKING ASSETS			
CORPORATE BANKING ASSETS (DRAWN + UNDRAWN)⁶⁾			
Infrastructure & Renewables	1,618	1,990	2,070
Industries & Manufacturing	1,514	1,266	1,118
Shipping & Intermodal	1,512	1,537	1,357
Commercial Real Estate	1,375	1,293	1,321
Telecom, Media, Technology & Services	1,257	968	744
Oil & Gas Services	1,233	1,282	1,316
Food, Agri, Retail & Health	1,149	896	864
Total corporate loans (drawn + undrawn)	9,658	9,232	8,789
Lease receivables	123	221	361
Investment loans	246	161	154
Equity investments	262	300	377
Total corporate banking assets (drawn + undrawn)	10,289	9,914	9,681
CORPORATE BANKING ASSETS (DRAWN + UNDRAWN) PER REGION			
The Netherlands	3,849	3,304	2,983
Germany	2,378	2,229	2,293
United Kingdom	1,678	1,700	1,788
Other	2,384	2,681	2,617
Total corporate banking assets (drawn + undrawn)	10,289	9,914	9,681
RETAIL BANKING ASSETS			
Mortgages - The Netherlands	8,847	8,463	7,891
Mortgages - Germany	84	117	167
Total consumer banking assets	8,831	8,580	8,058

Asset quality, solvency and funding & liquidity

	2016	2015	2014
ASSET QUALITY			
Risk-weighted assets (EUR millions)	10,109	10,162	9,646
Cost of risk ⁷⁾	0.60%	0.71%	1.18%
Impairment ratio ⁸⁾	0.34%	0.39%	0.63%
NPL ratio ⁹⁾	3.7%	3.7%	3.4%
Top-20 exposure / Common Equity Tier-1 ¹⁰⁾	87%	86%	104%
Exposure corporate loans that display an arrear > 90 days	0.9%	0.7%	0.8%
Exposure residential mortgages that display an arrear > 90 days	0.6%	0.7%	1.0%
Loan to value Dutch Residential mortgages ¹¹⁾	85%	84%	82%
Loan to value BTL mortgages	56%	61%	n/a
SOLVENCY INFORMATION ¹²⁾			
Shareholder's equity (EUR millions)	1,969	1,886	1,831
Subordinated liabilities	398	400	320
Group capital base (EUR millions)	2,367	2,286	2,151
Balance sheet total	23,580	23,229	23,331
Common Equity Tier-1 ratio	16.8%	15.6%	15.5%
Tier-1 ratio	16.8%	15.6%	15.5%
BIS ratio	21.3%	20.0%	19.3%
Leverage ratio	7.3%	7.2%	7.0%
FUNDING & LIQUIDITY ¹³⁾			
LCR	124%	201%	128%
NSFR	112%	113%	108%
Loan-to-deposit ratio ¹⁴⁾	148%	143%	154%
Asset encumbrance ratio ¹⁵⁾	29%	29%	35%
Retail savings / Total funding ¹⁶⁾	45%	48%	47%
Secured funding / Total funding ¹⁶⁾	22%	24%	30%
ESF / Total funding ¹⁶⁾	6%	6%	5%
S&P rating & outlook	BBB- / Positive	BBB- / Stable	BBB- / Stable
Fitch rating & outlook	BBB- / Positive	BBB- / Stable	BBB- / Stable
Moody's rating & outlook (unsolicited and non-participative)	Baa1 / Stable	Baa1 / Stable	Baa3 / Stable
OTHER INFORMATION			
Assets under management for third parties (EUR millions)	1,538	1,703	1,732

Key Figures NIBC Bank

Notes to the key figures

1. The difference of EUR 2 mln in 2016 between the net profit of EUR 102 mln and the net profit before special items of EUR 104 mln relates to a gain of EUR 22mln badwill (no tax effect on badwill) for the acquisition of NIBC Markets minus EUR 18mln of losses (after tax) mainly relating to a pre-crisis (fashion) retail exposure minus after-tax operating expenses of EUR 6 mln that relate to the partial outsourcing of our IT infrastructure as well as to the integration of NIBC Markets. In the Annual Report 2016 the badwill is accounted for in other operating income and with respect to the mentioned losses: EUR 8mln (pre-tax) is accounted for in "Investment income", EUR 12mln (pre-tax) is accounted for in "Impairments of financial assets", EUR 2mln (pre-tax) is accounted for in "Impairments of non-financial assets" and EUR 8 mln (pre-tax) operating expenses are accounted for in "Operating Expenses"
2. 12 months net interest income / 12 months average interest-bearing assets
3. Percentage of net profit paid out as dividend
4. Operating expenses as a percentage of operating income
5. Net profit attributable to parent shareholder / total shareholder's equity at the beginning of the year
6. The figures on our Corporate Banking assets in this table are not directly comparable to the loan and equity portfolios on the balance sheet. Corporate and investment loans include off-balance sheet exposures and exclude exposures from NIBC Bank to NIBC Holding. Furthermore, corporate loans in the key figures include certain debt investments issued by Corporate Banking clients. The industry sectors displayed in the key figures are based on NIBC's internal organization of its business in sectors
7. Impairments & credit losses mortgages included in net trading income as a percentage of average total risk weighted assets (RWA). 2014 includes exceptional impairments relating to additional impairments due to a prudent approach on the pre-crisis portfolio
8. Impairments as a percentage of the average carrying value of loans and mortgages
9. Non-performing loan ratio: total non-performing corporate and consumer loan exposure as a percentage of the total corporate and consumer loan exposure. The non-performing exposure is determined at customer level
10. Our largest 20 exposures as a percentage of CET1 capital. The largest 20 exposures exclude a CMBS exposure of EUR 140 mln and equity exposures
11. Loan-to-indexed-market-value, excluding NHG guaranteed mortgages
12. The Common Equity Tier-I ratio, Tier-I ratio and BIS ratio are fully loaded Basel III ratios. The 31 December 2016 ratios are pro forma fully loaded Basel III ratios, including the net profit FY 2016
13. All funding & liquidity ratios with exception of loan-to-deposit are calculated at NIBC Holding level
14. The loan-to-deposit ratio is calculated as the balance sheet carrying value of loans and residential mortgages divided by that of deposits from customers
15. Encumbered assets & total collateral received re-used / total assets & total collateral re-used
16. Retail savings reflect the carrying value of on demand and term deposits attracted through our NIBC Direct on-line platform. Total funding is the total balance sheet amount minus derivative liabilities. Secured funding is the carrying value of liabilities (excl. derivative liabilities) in our balance sheet for which assets have been pledged. ESF funding reflects the carrying value of deposits attracted under the EinlagenSicherungs Fonds (ESF)

Appendix II

Balance Sheet

Balance Sheet NIBC Holding

Assets (in EUR million)		
	2016	2015
Cash and banks	2,386	2,512
Loans	7,818	7,397
Lease receivables	236	212
Residential mortgages	9,020	8,767
Debt investments	1,375	1,377
Equity investments	252	277
Derivatives	1,811	2,141
All other assets	597	470
TOTAL ASSETS	23,495	23,153

Liabilities (in EUR million)		
	2016	2015
Retail funding	9,721	10,016
Funding from securitised mortgages	1,337	2,062
Covered bonds	2,028	1,513
ESF	1,230	1,127
All other senior funding (secured)	1,508	1,300
All other senior funding (unsecured)	3,166	2,486
Tier I & Subordinated funding	398	400
Derivatives	2,006	2,356
All other liabilities	281	158
TOTAL LIABILITIES	21,676	21,418
SHAREHOLDER'S EQUITY	1,819	1,735
TOTAL LIABILITIES & SHAREHOLDER'S EQUITY	23,495	23,153

Balance Sheet NIBC Bank

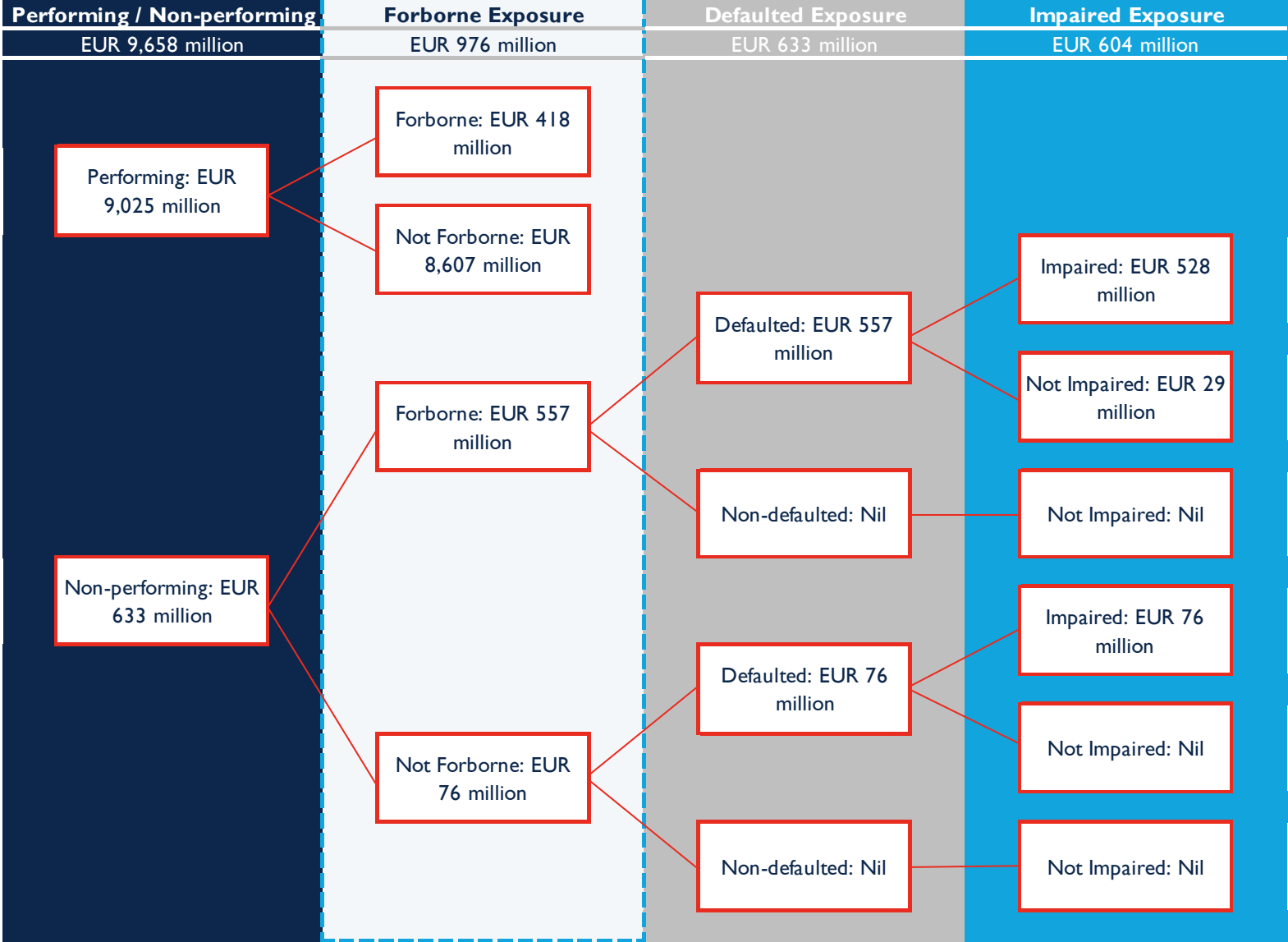
Assets (in EUR million)		
	2016	2015
Cash and banks	2,346	2,491
Loans	8,380	7,790
Lease receivables	123	212
Residential mortgages	9,020	8,767
Debt investments	1,375	1,377
Equity investments	252	277
Derivatives	1,817	2,151
All other assets	267	165
TOTAL ASSETS	23,580	23,229

Liabilities (in EUR million)		
	2016	2015
Retail funding	9,721	10,016
Funding from securitised mortgages	1,337	2,062
Covered bonds	2,028	1,513
ESF	1,230	1,127
All other senior funding (secured)	1,508	1,300
All other senior funding (unsecured)	3,142	2,435
Tier I & Subordinated funding	398	400
Derivatives	2,006	2,350
All other liabilities	241	139
TOTAL LIABILITIES	21,611	21,343
SHAREHOLDER'S EQUITY	1,969	1,886
TOTAL LIABILITIES & SHAREHOLDER'S EQUITY	23,580	23,229

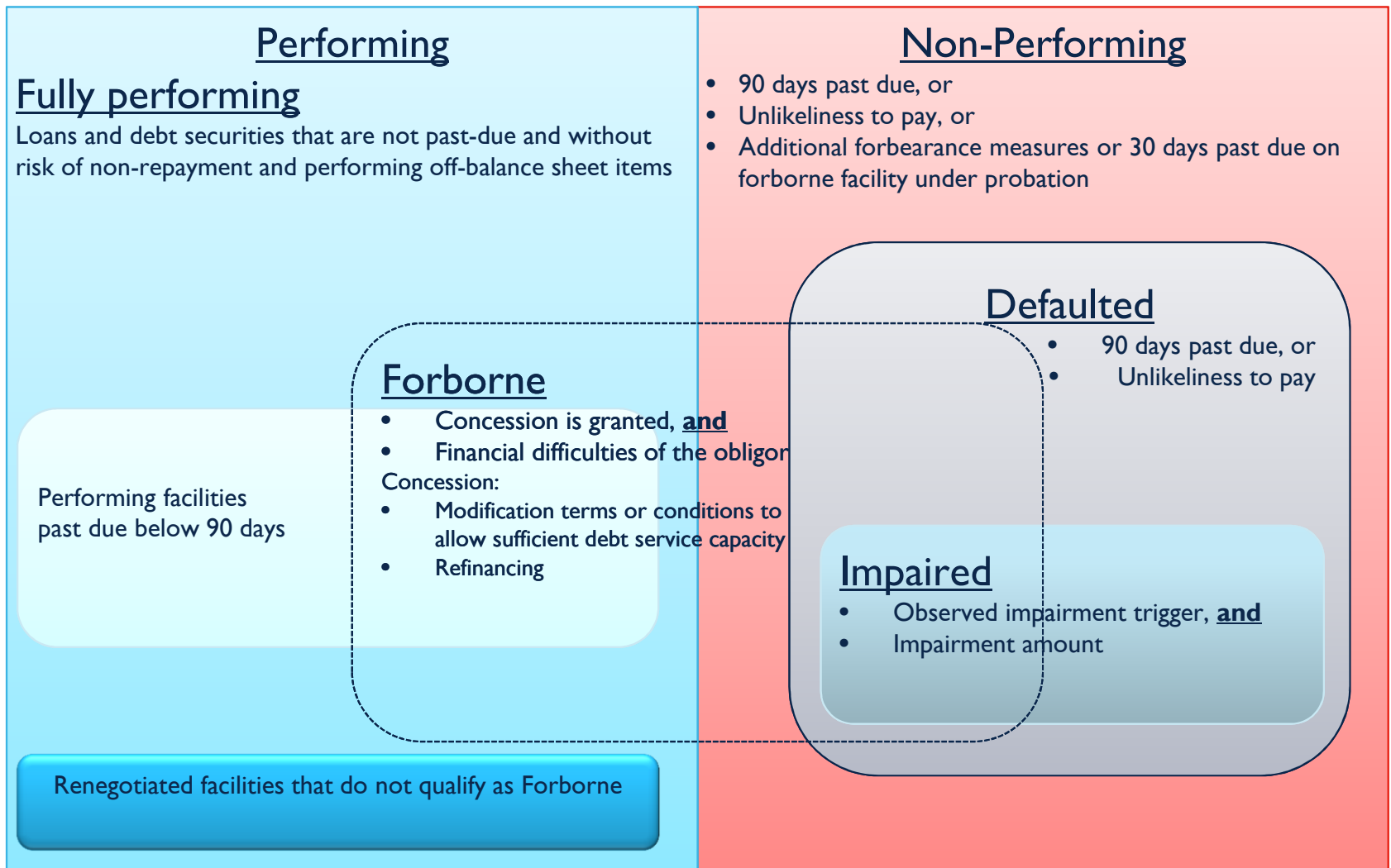
Appendix III

Corporate Loan Portfolio Performance

Corporate Loan Portfolio Performance



Impaired, Defaulted, Non-Performing and Forborne Reference Card: Determination Guidance



Appendix IV

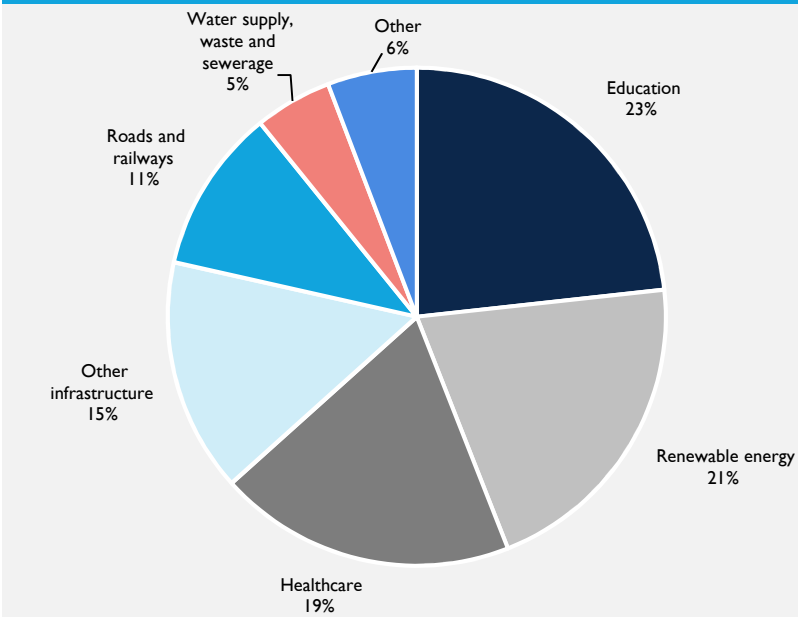
Portfolio Updates

Infrastructure & Renewables

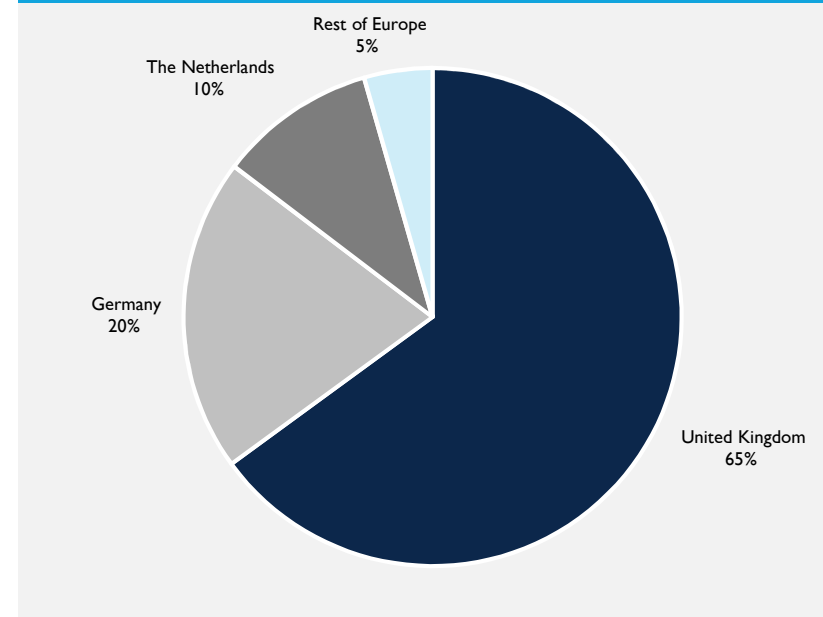
Credit quality

	2014	2015	2016
Exposure (EUR mln)	2,070	1,990	1,618
Non-performing exposure	2.5%	2.6%	3.2%
Impaired exposure	2.2%	2.2%	3.2%
Coverage ratio	21%	31%	28%

Exposure per sector



Exposure per region

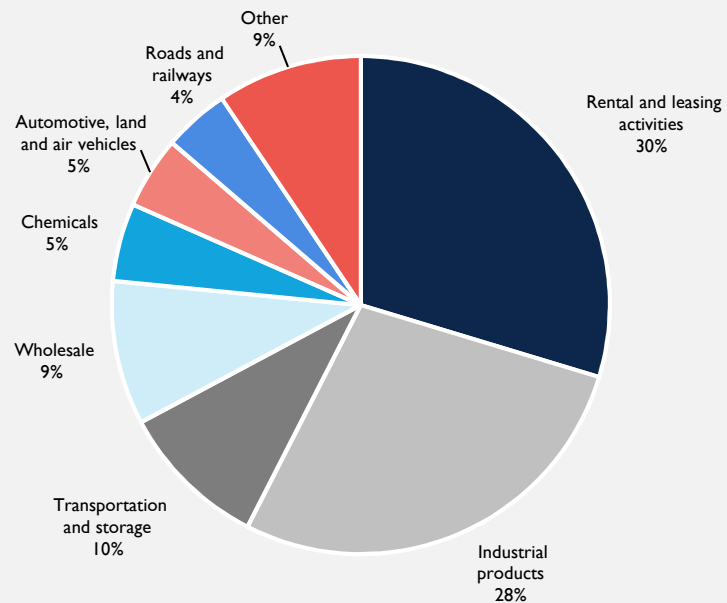


Industries & Manufacturing

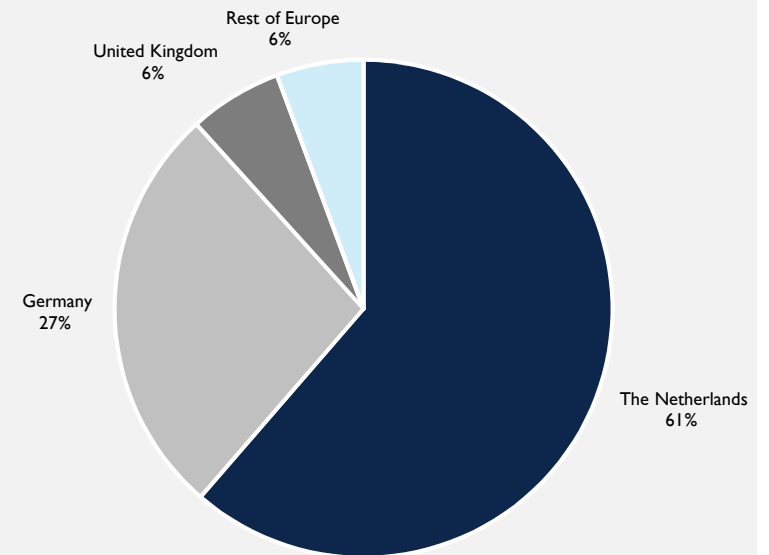
Credit quality

	2014	2015	2016
Exposure (EUR mln)	1,118	1,266	1,514
Non-performing exposure	3.3%	3.2%	2.0%
Impaired exposure	2.9%	2.4%	1.8%
Coverage ratio	18%	41%	53%

Exposure per sector



Exposure per region

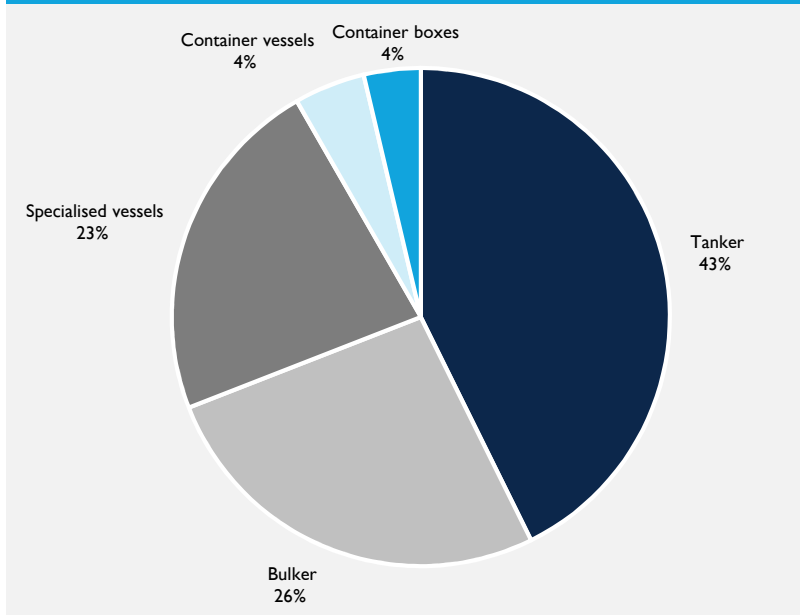


Shipping & Intermodal

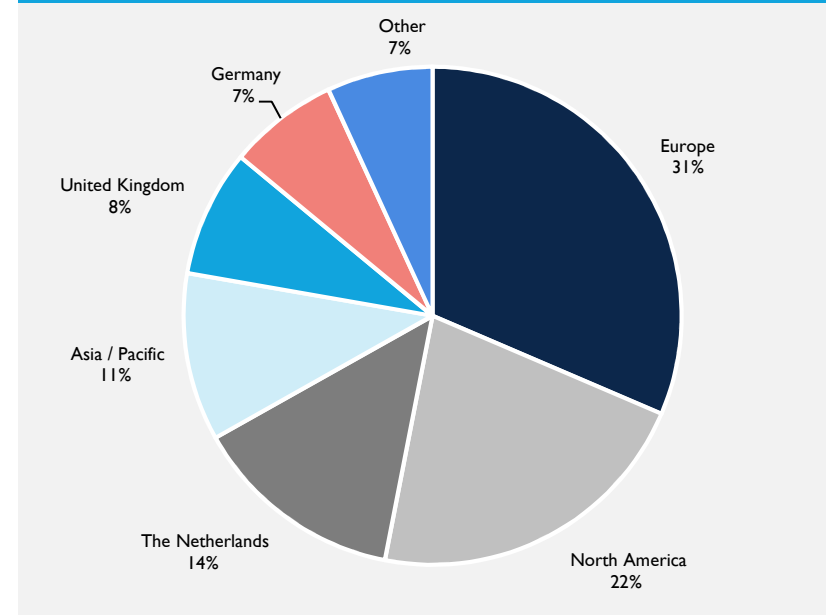
Credit quality

	2014	2015	2016
Exposure (EUR mln)	1,357	1,537	1,512
Non-performing exposure	3.6%	2.4%	3.8%
Impaired exposure	3.6%	0.6%	3.8%
Coverage ratio	75%	20%	48%

Exposure per sector



Exposure per region

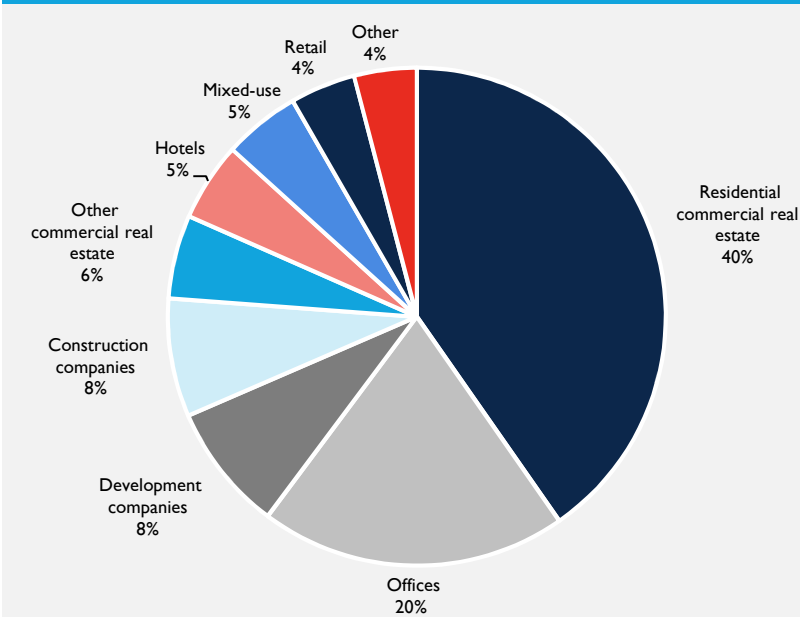


Commercial Real Estate

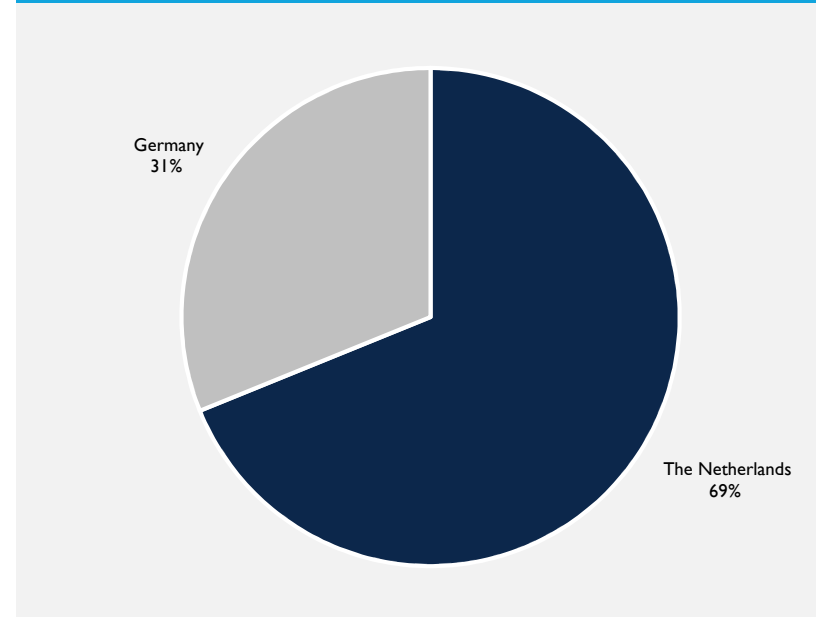
Credit quality

	2014	2015	2016
Exposure (EUR mln)	1,321	1,293	1,375
Non-performing exposure	25.2%	29.6%	26.4%
Impaired exposure	23.0%	26.0%	26.4%
Coverage ratio	33%	27%	21%

Exposure per sector



Exposure per region

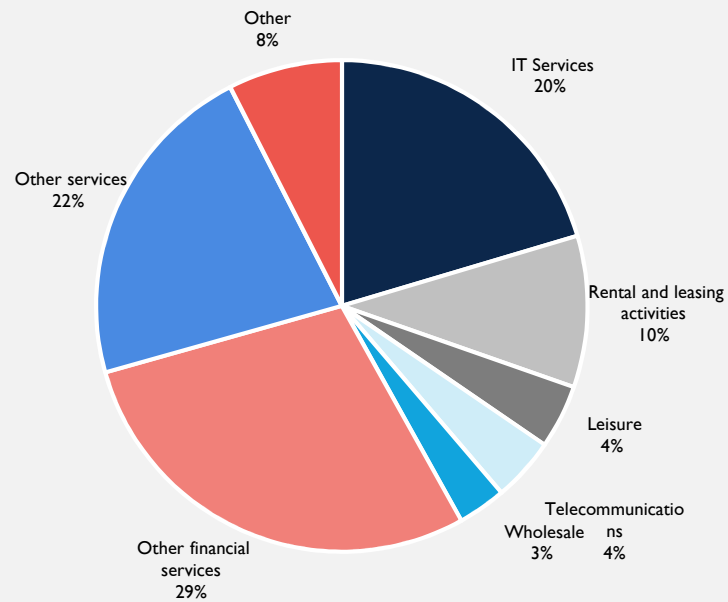


Telecom, Media, Technology & Services

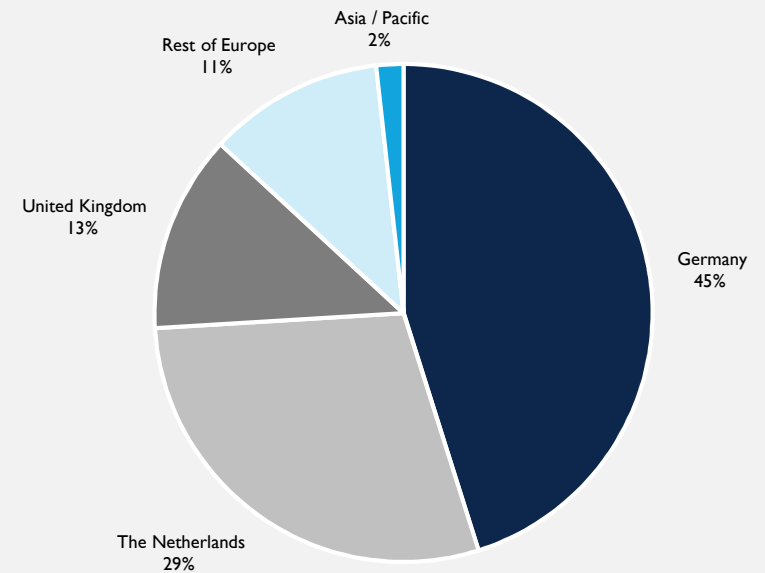
Credit quality

	2014	2015	2016
Exposure (EUR mln)	724	968	1,257
Non-performing exposure	3.8%	3.3%	0.7%
Impaired exposure	1.9%	2.4%	0.7%
Coverage ratio	40%	60%	69%

Exposure per sector



Exposure per region

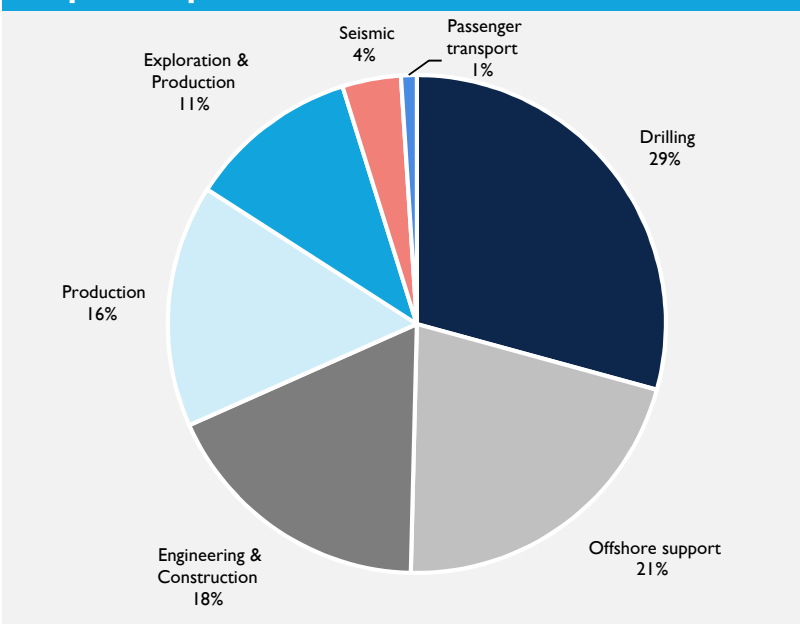


Oil & Gas Services

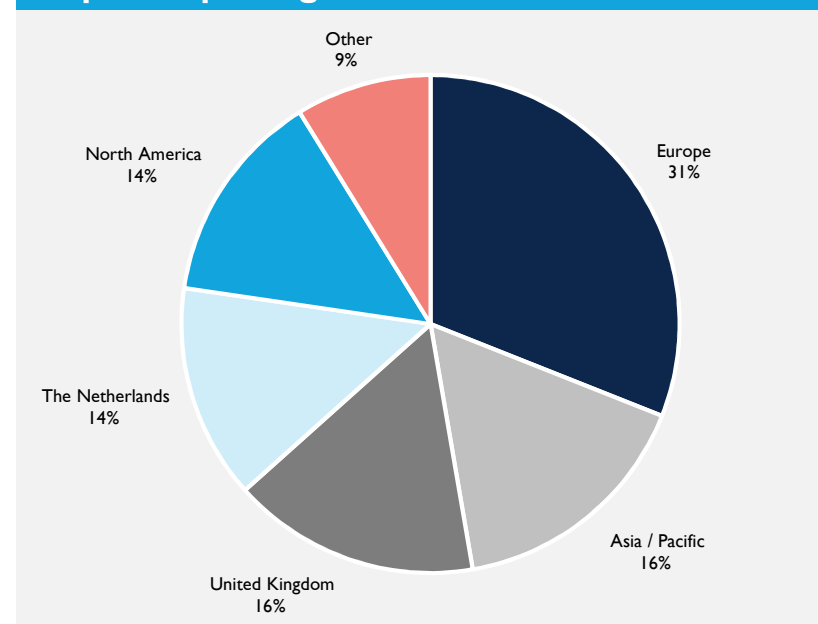
Credit quality

	2014	2015	2016
Exposure (EUR mln)	1,316	1,282	1,233
Non-performing exposure	0.0%	3.8%	9.2%
Impaired exposure	0.0%	3.8%	7.0%
Coverage ratio	n/a	47%	36%

Exposure per sector



Exposure per region

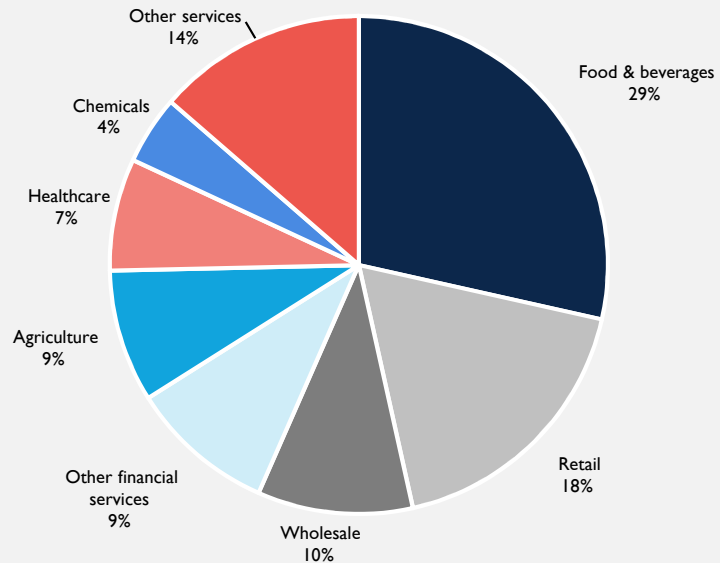


Food, Agri, Retail & Health

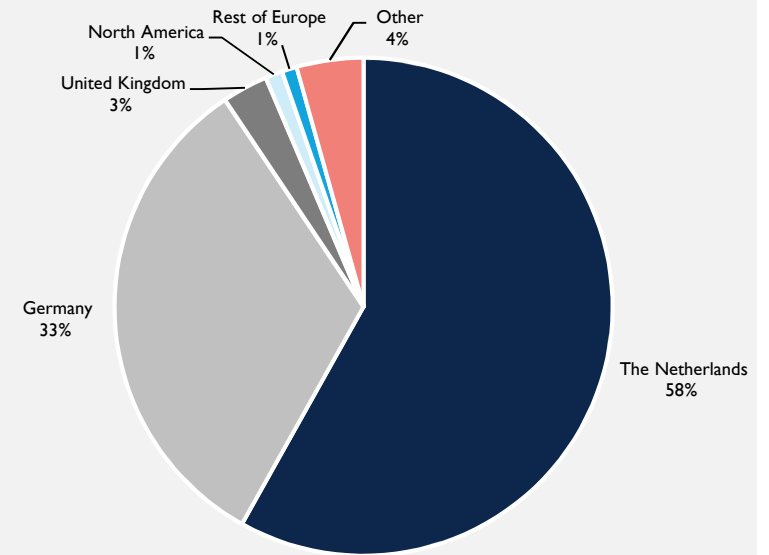
Credit quality

	2014	2015	2016
Exposure (EUR mln)	864	896	1,149
Non-performing exposure	1.3%	1.3%	0.6%
Impaired exposure	1.2%	1.2%	0.6%
Coverage ratio	61%	63%	55%

Exposure per sector



Exposure per region



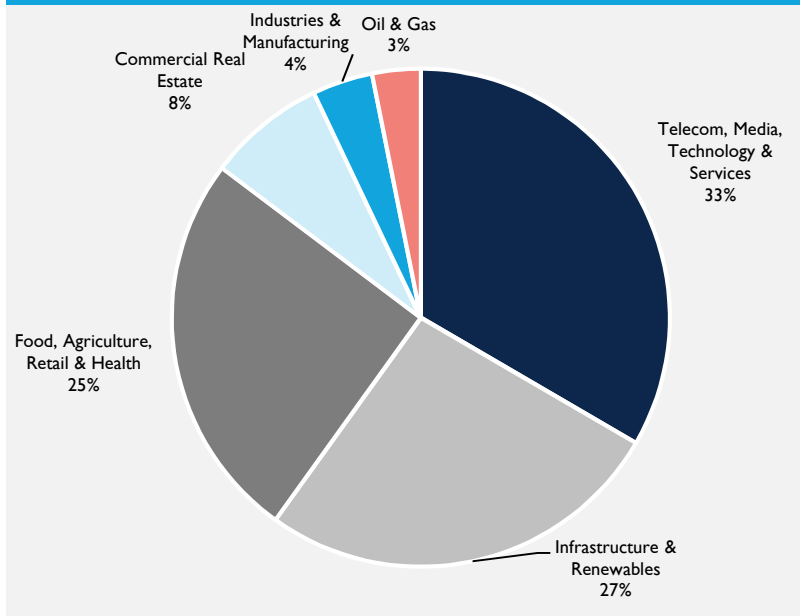
Equity and Investment Loans

Introduction

Investment portfolio is concentrated in the Netherlands

- Investment portfolio of EUR 0.5 billion at 31 December 2016, split between EUR 262 million equity exposure and EUR 246 million investment loan exposure
- Non-performing exposure 4.9%
- Impaired exposure 4.9% with coverage ratio of 52%

Exposure per sector



Exposure per region

