

Half Year Results 2014

Press Presentation

27 August 2014



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Half Year Results 2014 Highlights

NIBC Bank

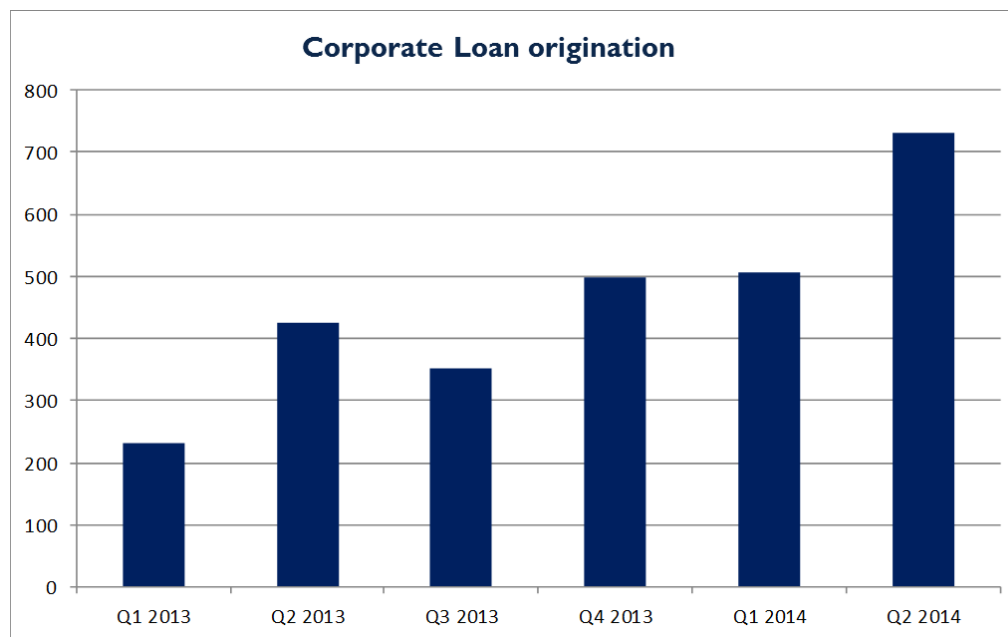
Paulus de Wilt
CEO

27 August 2014



Overall Highlights H1 2014

- H1 2014 profit of EUR 27 million equals H1 2013, excluding SNS levy of 12m
- Strong growth of interest income with 40%
- Improving business performance
 - Corporate lending up substantially, partly reflection of economic recovery



Overall Highlights H1 2014

- Consumer Banking shows healthy performance:
 - Acceleration in NIBC Direct mortgages production to EUR 400 million
 - Healthy client demand
 - Retail savings up to EUR 8.9bn from 8.4bn (FY 2013)

- Strengthened focus on medium-sized companies across sectors

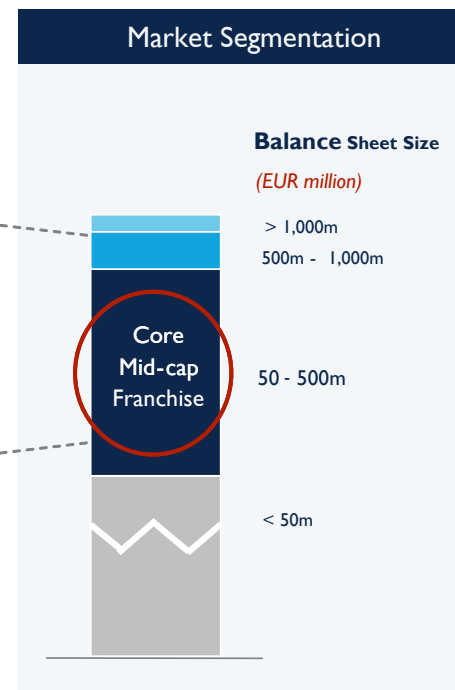
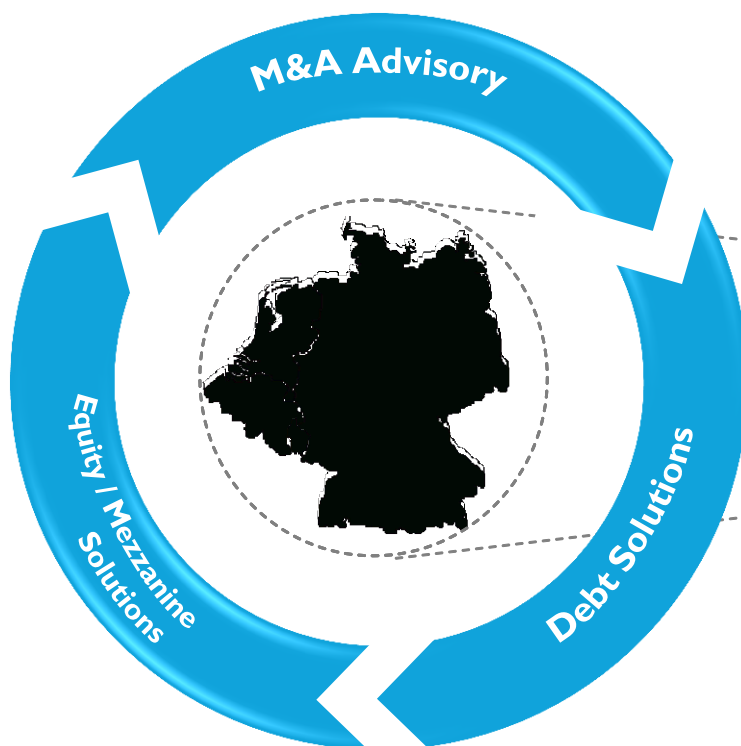
- Second home market Germany: integration Gallinat-Bank on track

Corporate Banking: the bank for decisive moments

- Clients' decisive moments
- Privately/Family-owned
- Medium-sized: EUR 50 – 500 million company value
- Tailormade solutions for clients
- Mid-term financing
- Expertise in selected sectors

Leading bank for medium-sized companies

Serving Clients with Integrated Solutions



Signature HY Client Deals

Koninklijke Van den Boer Groep

NIBC enabled the family shareholders to regain full control of their 100-year-old family business.

- New client for NIBC
- Decisive moment for the client
- Tailor-made solution providing subordinated debt
- Market leader in the Netherlands: events and catering
- Substantial growth potential in Germany

Signature HY Client Deals

Novamedia/ECI

NIBC was exclusive financial advisor to Novamedia in the acquisition of the commercial activities of ECI. Novamedia operates Dutch Postcode Loterij and Vriendenloterij, focused on socially responsible activities.

- For Novamedia, ECI is an attractive way to improve the accessibility of books at an acceptable price.
- ECI will benefit from Novamedia's expertise in database and subscriber management
- Novamedia can contribute to ECI's further growth

Signature HY Client Deals

Dura Vermeer

Three-year EUR 213.5 million facilities package for Dura Vermeer Groep NV. Lead arranger and facility agent in this club deal.

- Family-owned company with history of over 155 years
- Top ten player in the Dutch construction industry
- It is active solely in the Netherlands, where it has nationwide coverage through regional units.
- Package to help developing, executing, maintaining and renovating projects in commercial and residential construction, as well as in infrastructure markets

Signature HY Client Deals

Vroon Shipping

NIBC closed a bilateral facility to Vroon Group, for two container vessels. Client relationship exists since the 70's.

- Largest shipowner in the Netherlands
- Largely funded by equity
- Provides Vroon with the opportunity to strengthen its cash position
- Enables the company to continue its fleet renewal and expansion plan in a challenging economic environment
- True example of building long-term relationships with our clients

Growing our Retail Client Base

Retail savings at EUR 8.9 billion, as per June 2014

Acceleration in production of NIBC Direct mortgages in 2014

The Netherlands



- NIBC Direct successfully launched in the Netherlands in September 2008
- Residential mortgages (via white-label) since the mid-nineties; origination via intermediaries
- NIBC Direct mortgages introduced in May 2013

Germany



- NIBC Direct launched in February 2009
 - Brokerage services introduced in Summer 2011

Belgium



- NIBC Direct launched in December 2011

Clear Geographical Focus

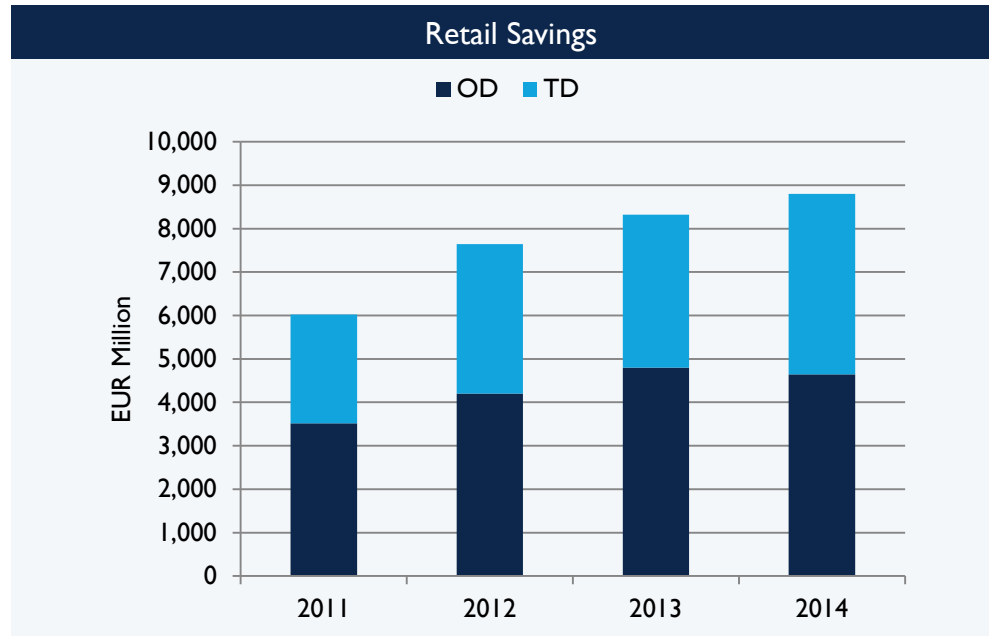


- Complete range of online saving products, from instant access accounts to longer-term deposits
- Transparent and secure, no complicated conditions

Growth Retail Savings and Mortgages

Term deposits (TD) over 40% of total retail savings

OD = On Demand



- Continued growth of total savings pool NIBC Direct
- Bulk of term deposits (TD) in longer maturities ≥ 3 years

NIBC Direct mortgages:

- Production HI at EUR 400 million
- Arrears down

Half Year Results 2014

NIBC Bank

Herman Dijkhuizen
CFO

27 August 2014



Financial Highlights H1 2014

- Strong growth interest income with 40% to EUR 100 million, compared to EUR 71 million at H1 2013 and EUR 148m FY 2013
- Net trading income slowly but surely moving in smaller bandwidth
- Impairments down compared to H1 2013
- Strong foundations:
 - Common equity Tier-I ratio NIBC Bank 16.3% (H1 2013: 16.5%)
 - Cost-to-Income ratio 54%

Profit & Income

In EUR millions	H1 2014	FY 2013	H2 2013	H1 2013
Net interest income	100	148	78	71
Net fee and commission income	12	17	10	8
Dividend income	2	2	2	
Net trading income	3	56	(15)	71
Gains less losses from financial assets	17	1	9	(8)
Share in result of associates		(1)	(1)	
Other operating income				
Operating income	134	225	83	142
Personnel expenses	(44)	(82)	(39)	(43)
Other operating expenses	(25)	(48)	(24)	(23)
Depreciation and amortisation	(3)	(5)	(3)	(2)
Operating expenses	(72)	(134)	(66)	(68)
Impairments of financial assets	(28)	(62)	(26)	(36)
SNS levy (Net)	(12)			
Total expenses	(112)	(196)	(92)	(104)
Profit before tax	22	29	(9)	38
Corporate tax	(7)	(6)	4	(11)
Profit after tax	15	22	(5)	27
Result attributable to non-controlling interests				
Net profit attributable to parent shareholder	15	22	(5)	27

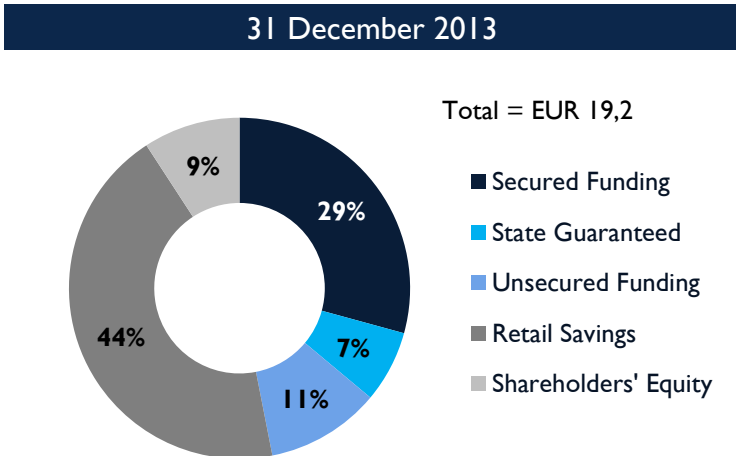
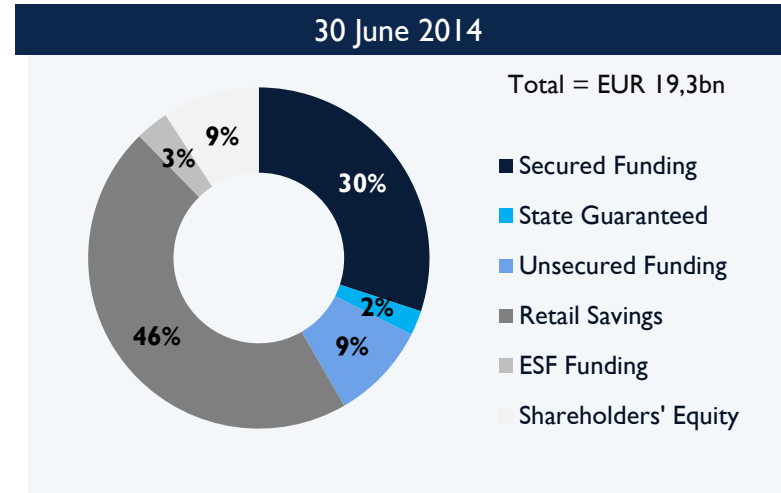
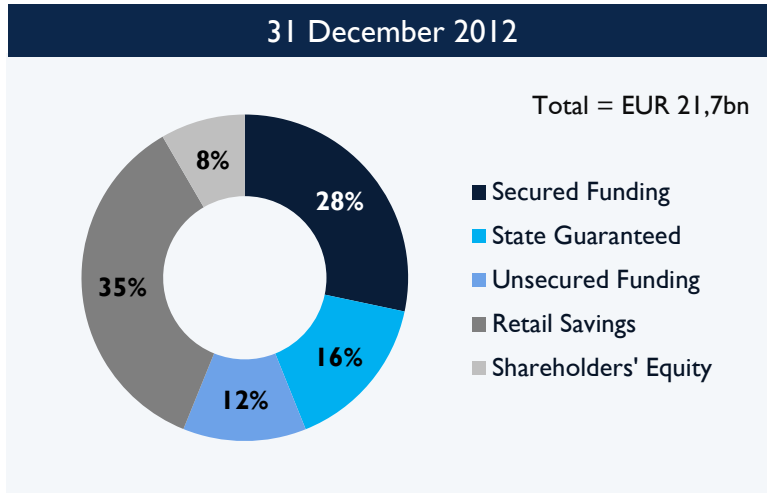
- Profit H1 2014 equals H1 2013, excluding SNS levy
- Interest income increased substantially mainly driven by improved funding conditions, the regular EUR 0.6 billion and an early US 327.5m repayment of state-guaranteed bonds and the new pass-through covered bond issue
- Net trading income includes revaluation of structured funding and our mortgage portfolio valued at fair value through P&L

Expenses & Impairments

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- Underlying operating expenses in line with H1 2013
- SNS levy directly impacts net profit
- Impairments down more than 20% compared to H1 2013, still at elevated level

Funding diversification



Further diversification of funding due to lower reliance on (state guaranteed) wholesale funding, an increase in retail savings and the addition of a new funding source, ESF funding.

Questions & Answers