# 

### Continued Underlying Growth



November 2015

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## **Executive Summary**

Franchise	<ul> <li>Sustained business performance, driven by a stable corporate loan portfolio of 8.7 billion<sup>1</sup> and a growing mortgage portfolio of EUR 8.2 billion</li> <li>In January 2015 NIBC successfully introduced the Buy-To-Let mortgage product</li> <li>Launch of Think YES campaign stimulates business growth: more positive brand recognition</li> <li>Net Promotor Score continues to be very positive at +24% for new and existing clients</li> </ul>	
Sustainable Profitability	<ul> <li>The reported net profit more than doubled to EUR 33 million in H1 2015, from EUR 15 million in H1 2014. Excluding the one-off SNS levy in H1 2014, net profit increased 18% in H1 2015</li> <li>Net interest income increased by 30% to EUR 130 million compared to H1 2014. Fee income increased by 33% to EUR 16 million in the same period</li> </ul>	
Capital	<ul> <li>NIBC continues to display a solid capital position with a fully loaded Basel III Common Equity Tier I ratio of 15.9% (FY 2014 15.5%) and a BIS ratio of 20.5% (FY 2014 at 19.3%)</li> <li>Comfortable leverage ratio of 6.6% as of 30 June 2015</li> </ul>	
Funding	<ul> <li>NIBC is actively expanding its presence and visibility in the public debt markets. In Q1 NIBC successfully returned to the public senior unsecured market with a 3.5 year benchmark transaction of EUR 500m. In Q2 NIBC extended its curve in the covered bond market with a 7 years EUR 500m benchmark transaction</li> <li>NIBC Direct retail savings grew by 7% to EUR 9.6 billion, almost half of which is in term deposits, further supporting the stickiness of our retail funding</li> </ul>	
Liquidity	<ul> <li>Liquidity remains strong, demonstrated by an LCR of 279% and an NSFR of 112%, as of 30 June 2015. The ample liquidity position demonstrates NIBC's prudent approach to uncertainties in the market, such as the Greece situation</li> </ul>	e
Asset quality	<ul> <li>Impairments of EUR 23 million, down more than 17% compared to H1 2014</li> <li>Losses on Dutch residential mortgages remain limited (EUR 4 million in H1 2015), partly due to the improved Dutch housing market; transaction activity is recovering and house prices are in an upward trend</li> <li>The composition of the corporate loan book improved due to new origination and repayments of some larger exposures</li> </ul>	



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## 1. Strategy and Profile



## Strategy and Profile

### The Bank of Choice for Decisive Moments

### Business Model

Who we are

### What we do

- Dutch specialised bank focusing on decisive moments
- Headquartered in The Hague, with offices in Frankfurt, London and Brussels
- Established in 1945 as De Nationale Investeringsbank to reconstruct the Dutch economy through the financing of companies and infrastructure projects
- Corporate banking: financing, advising and co-investment solutions to midsize (familyowned) companies and entrepreneurs in the Netherlands, Germany and Belgium. In addition, NIBC is active in asset-based financing in a number of specific sectors based on long-term expertise
- Consumer banking including residential mortgages and online retail saving deposits via NIBC Direct in the Netherlands, Germany and Belgium

### Key Figures

NIBC Bank (EUR millions)	2015HI	2014	2013
Net profit NIBC Bank	33	24	22
Operating income	146	278	225
Cost-to-income ratio	53%	50%	60%
Impairment ratio*	0.32%	0.66%	0.40%
Common Equity Tier-I ratio**	15.9%	15.5%	18.1%
BIS ratio*	20.5%	19.3%	22.3%
Balance Sheet	23,581	23,144	22,323
Number of FTEs	650	637	596

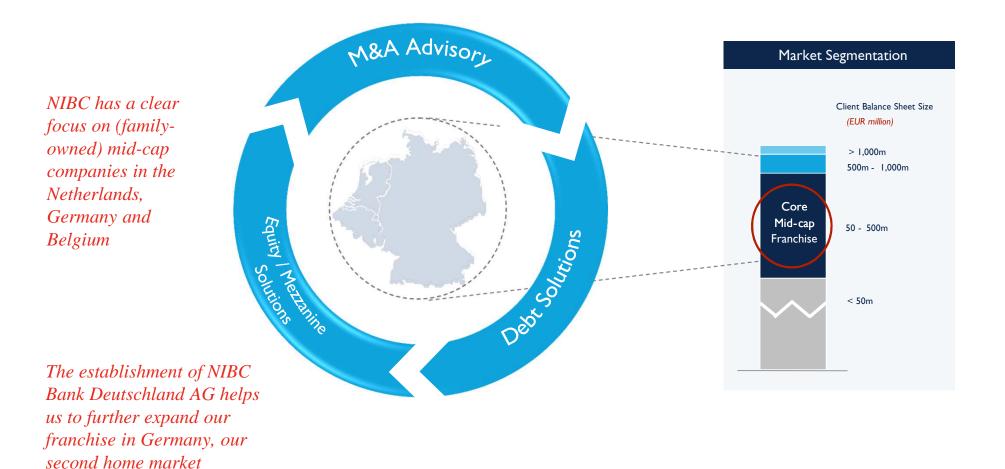


\* The impairment ratio for 2014 includes 0.26% exceptional impairments due to a prudent approach on a pre-crisis portfolio

\*\* Common Equity Tier-I ratio (previously Core Tier-I ratio) and BIS ratio are based on fully-loaded Basel III as from 31 December 2014. The 31 December 2013 capital ratios are based on Basel II.

## **Corporate Banking**

Serving Clients with Integrated Solutions





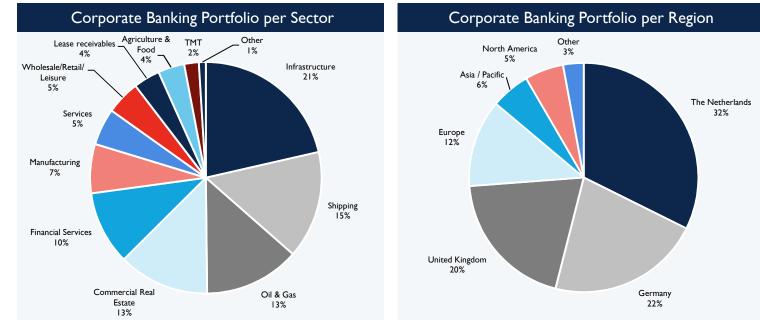
## **Corporate Banking**

### Our Balance Sheet is for our Clients

### Total Corporate Banking Portfolio

Well diversified corporate banking exposure of EUR 9.55 billion at 30 June 2015, consists of:

- EUR 8.7 billion corporate loans\*
- EUR 355 million lease receivables
- EUR 165 million investment loans
- EUR 305 million equity investments
- Strong risk management and selective asset origination
- Highly collateralised portfolio, concentrated in Western Europe



NIBC is also offering alternative ways of financing for clients:

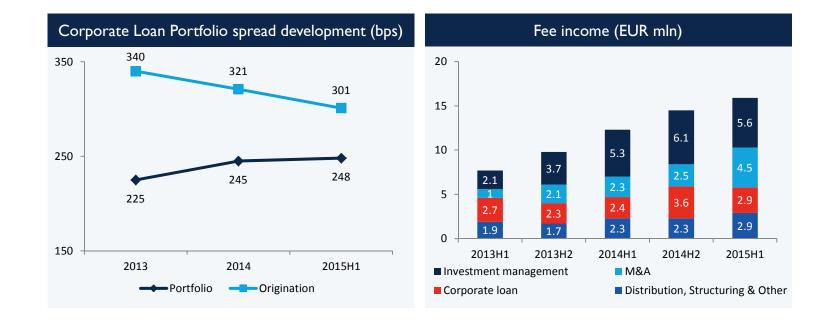
- Infrastructure Capital Markets
- Corporate Debt Funds / Managed Accounts
- Private Placements



## **Corporate Banking**

#### **Business Performance**

- The composition of the corporate loan book improved in HI 2015 due to new origination and (scheduled) repayments of some larger exposures
- Fee income has been increasing on the back of increasing client M&A activity and higher investment management fees
- The improving portfolio spread and lower funding costs support our increasing Net Interest Income



## **Delivering Corporate Client Solutions**

Examples of Client Deals that illustrate NIBC's Corporate Strategy

	GROEP		MONARCH ALTERNATIVE CAPITAL
Initial Public Offering Euronext Amsterdam	Acquisition of DANTUMA	Mezzanine investment to support growth	EUR 35 million Seniored Secured Term Loan
Advisor to Lucas Bols and shareholders	Advisor to PCI Groep	Mandated Lead Arranger	Mandated Lead Arranger
NIBC 2015	<b>NIBC</b> 2015	<b>NIBC</b> 2015	<b>NIBC</b> 201
verier Reality Partners and CQS	FALCON GLOBAL USD 80.5 million	fieijmans	Senior Facilities
acquisition of	Senior Secured Facility	Construction Financing Project Wijnhaven	Senior racinges
Advisor to Meijer Realty Partners	Mandated Lead Arranger	Mandated Lead Arranger	Mandated Lead Arranger
NIBC 2015	<b>NIBC</b> 2015	<b>NIBC</b> 2015	<b>NIBC</b> 201
BRINK	Augustea Bunge York	HILTERMANN	
Senior Facilities for Acquisition by	USD 15.5 million Senior Secured Facility	LEASE GROEP EUR 140 million Senior Credit Facilities	Acquisition of
H2 Equity Partners	Bulk Carrier		from Jardines
			Financial advisor to

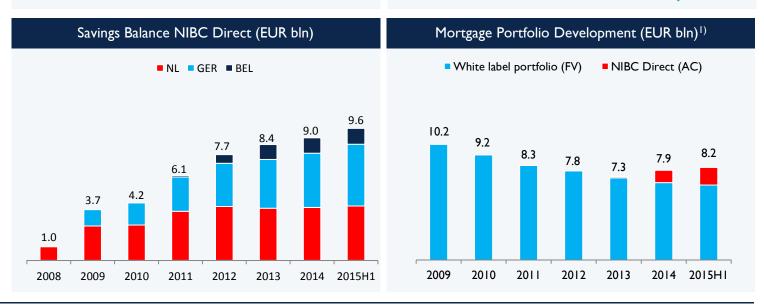




## **Consumer Banking**

### Leading to a Growing, Loyal Base of Retail Clients





NIBC offers a complete range of fair and transparent savings and mortgage products to its retail clients



## **Consumer Banking**

### Mortgage Business

Affordability for homebuyers has improved significantly on the back of house price correction and historically low mortgage rates

### Transaction volumes are rising and confidence in the housing market increased to 102 in August 2015 from a low of 50 early 2013

110

100

90

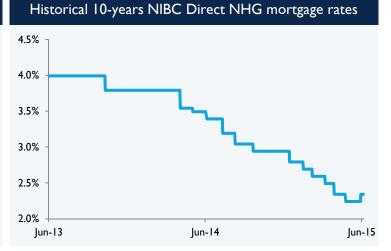
80

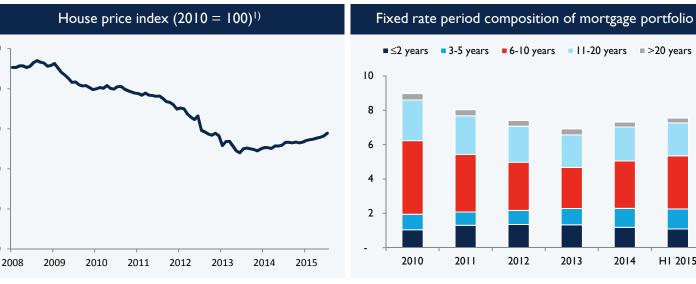
70

60

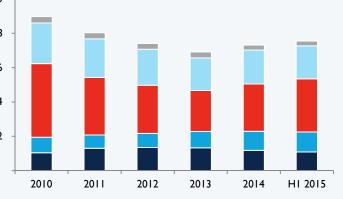


- Housing market trends are favorable in The Netherlands. Transaction activity is recovering and house prices are on an upward trend
- However, margins are under pressure due to increased competition
- In January 2015 the Buy-To-Let mortgage product was successfully introduced
- Percentage of newly originated non-NHG loans increases
- Per I July 2015, the maximum loan amount for NHG application has been reduced from EUR 265.000 to EUR 245.000 and the maximum LTMV for mortgage loans has been decreased from 104% to 103% on 1 January 2015.











## **Consumer Banking**

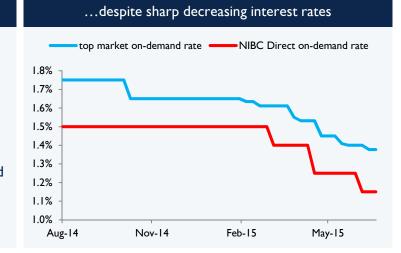
### NIBC Direct Savings

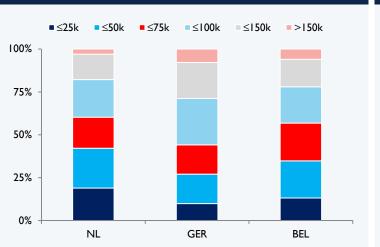
Total retail savings grew by EUR 0.6bn while the average funding spread has declined

### High stickiness of retail savings

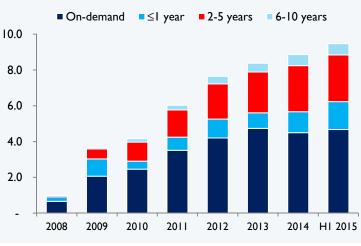
- NIBC offers a range of fair and transparent savings products, ranging from on-demand to term deposits up to 10 years in the Netherlands, Germany and Belgium
- Savings balance grew by EUR 0.6bn to EUR 9.6bn
- Despite price reductions no significant outflow, proving stickiness of retail savings
- Substantial higher term deposit share (50%) compared to market

Composition of clients' savings balance per country





#### Composition of clients' savings (EUR bln)



Bulk of term deposits in longer maturities ( >2 years)

## 2. Financial Results



## Profit & Loss

### Continued Underlying Growth

Net interest income up 30%, compared to H1 2014

Net fee income up 33%, compared to H1 2014

Impairments down 17% in H1 2015

NIBC Bank				
(in EUR millions)	2015 HI	2014 HI	2014 FY	2013 FY
Net interest income	130	100	231	148
Net fee and commission income	16	12	27	17
Dividend income		2	2	2
Net trading income	(6)	4	3	56
Gains less losses from financial assets	5	16	16	I
Share in result of associates	I		I	(1)
Other operating income				
Operating income	146	134	278	225
Personnel expenses	(44)	(44)	(81)	(82)
Other operating expenses	(30)	(25)	(52)	(48)
Depreciation and amortisation	(3)	(3)	(5)	(5)
Operating expenses	(77)	(72)	(139)	(134)
Net Operating Income	69	62	I 40	90
Impairments of financial assets	(23)	(28)	(93)	(62)
Corporate tax	(12)	(6)	(4)	(6)
Underlying net profit before special items	33	28	42	22
Special Items				
SNS REAAL levy (net)		(12)	(18)	
Reported net profit	33	15	24	22

#### Comments

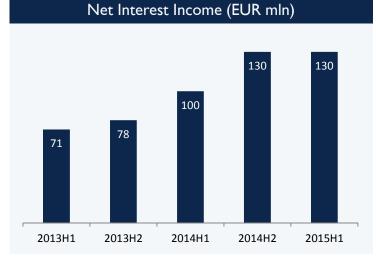
- Reported net profit more than doubled to EUR 33 million in H1 2015; excluding SNS levy net profit was up 18%
- Net interest income up 30% compared to H1 2014, driven by improving portfolio spread, lower funding costs and solid mortgage origination
- Net fee income up 33%, as a result of increased M&A activity and investment management fees
- Net trading income remains inside a narrow bandwidth; our trading income line is mainly driven by fair-value adjustments on (part of) our residential mortgage portfolio and our structured funding

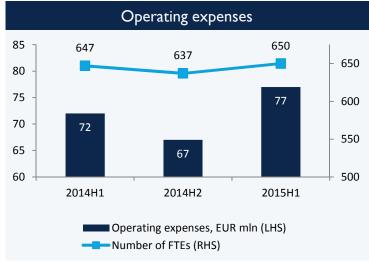
## Net Interest Income & Operating Expenses

Since 2012 Net Interest Income has been steadily improving as a result of:

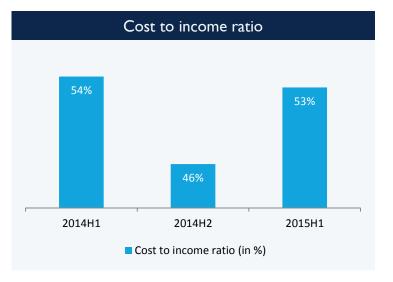
- Asset spread improvement
- Increased business volumes
- Funding spread improvement

Cost-to-income ratio up at 53%, reflecting investments in our German origination capacity, the insourcing of our retail contact center and the roll-out of the NIBCity project









## Asset Quality

### Selective Asset Origination and Prudent Risk Management

Loan Portfolio Impairments & Credit Losses (EUR mln)<sup>1)</sup> Impairment Ratio (bps annualised)<sup>2)</sup> Impairments in H1 26 2015 down 17%, compared to H1 2014 4 4 2013 2015H1 2014 2013 2014 2014H1 2015H1 Normalised Exceptional Impairments Credit Losses Exceptional Impaired exposure EUR 448mln as per 2015 H1<sup>3)</sup> Outstanding impairments EUR 163mln as per 2015 H1<sup>3</sup>) 3% 2%1% 4% 0.4% 3% Impaired exposure 5% 0.5% Commercial Real Estate Commercial Real Estate 6% at 5.1% of total Infrastructure Infrastructure 17% corporate loan Manufacturing Manufacturing 7% exposure in H1 Shipping Shipping Oil & Gas Oil & Gas 2015 56% 10% Services Services 11% Wholesale/Retail/Leisure Wholesale/Retail/Leisure 66% Financial Services Financial Services 9%

Loan portfolio refers to corporate loans, residential mortgage loans and debt investments

2) Impairments + credit losses mortgages / balance sheet carrying value of Loans + Mortgages + Debt Investments at the beginning of the year

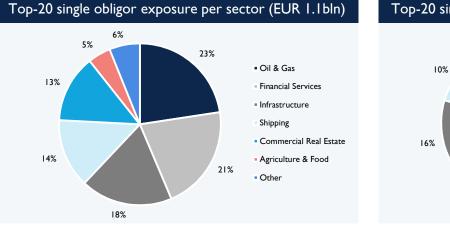
3) Impaired exposure and outstanding impairments relate to corporate loans only

1)

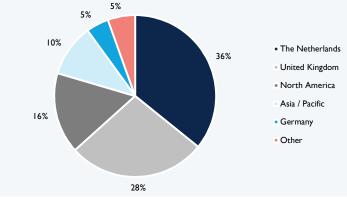
No major changes in Top-20 single obligor exposure compared to FY 2014

### Top-20 single obligor exposure<sup>1)</sup>

- Top-20 single obligor exposure at EUR 1.1bln as per June 2015, averaging EUR 55mln of exposure per single obligor
- No overweight of any sector in Top-20 single obligor exposure
- Top-20 single obligor exposure / Total corporate loan exposure at 12.6%

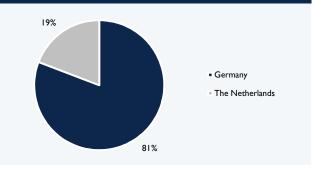


#### Top-20 single obligor exposure per region (EUR 1.1bln)



#### Top-5 large exposure of high granularity (EUR 0.5bln)

- Multi-family / multi-property residential exposures based on multiple underlying loans
- Well-collateralized exposures
- Total highly granular exposure of EUR 0.5bln excludes additional CMBS exposure of around EUR 150mln

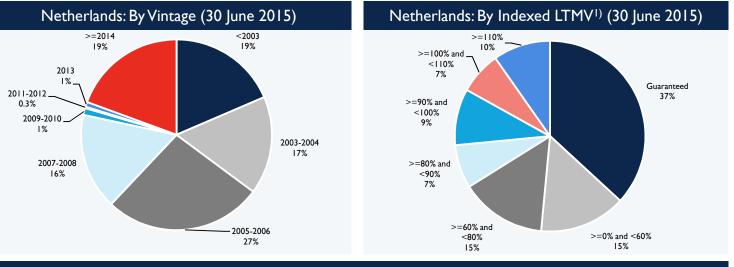




### Residential Mortgage Loan Performance

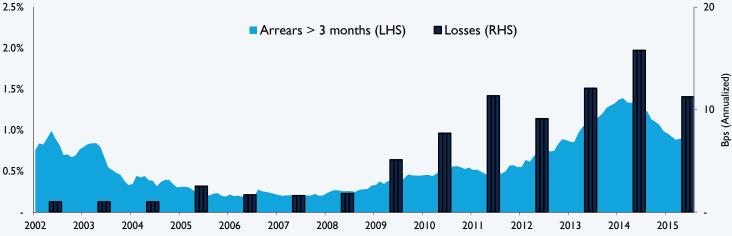
### Total Dutch Residential Mortgage Loan Portfolio

The Dutch portfolio is characterised by a high seasoning (ca. 9 years) and average of around 81% loan-toindexed market value



Defaults and Losses of NIBC Total Mortgage Loan Book (as per 30 June 2015)







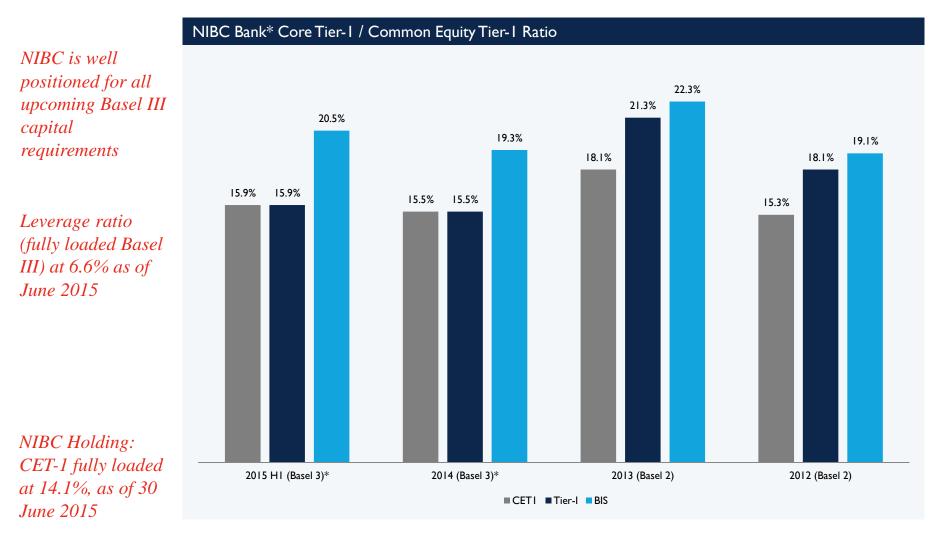
I)

## 3. Capital, Liquidity and Rating



## Capital

### Continued Solid Capital Position

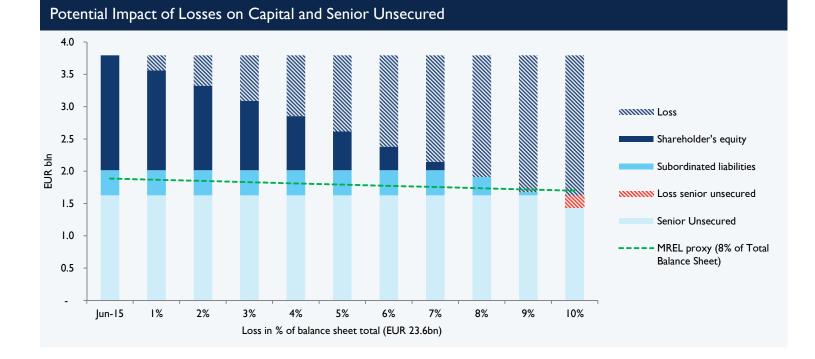


## Capital Buffer

### Strong Protection for Senior Unsecured Noteholders

### Impact Analysis

- The large buffer of more than EUR 2.1 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





### **Capital Market Transactions**

### Solid Performance of Senior Unsecured and Covered Bond Transactions

### Actively Building Public Funding Curves in All Segments of the Capital Markets

In March 2015 NIBC returned to the subordinated debt (Tier 2) market with a EUR 50 million 10 years private placement

In January 2015

NIBC returned to

the public senior

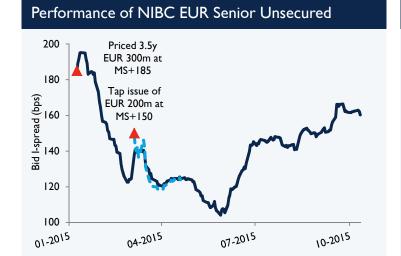
unsecured market

and increased the

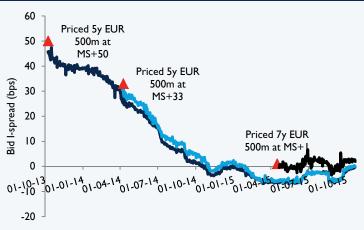
deal to EUR 500

million in March

- NIBC is actively (re)building its curves in the capital markets: senior unsecured, covered bonds and RMBS
  - Senior unsecured EUR 500 million due July 2018, 3.5 years original maturity
  - Covered bond EUR 500 million due October 2018, 5 years original maturity
  - Covered bond EUR 500 million due April 2019, 5 years original maturity
  - Covered bond EUR 500 million due April 2022, 7 years original maturity
  - DUTCH MBS 16 (A1/A2) call date in May 2016
  - DUTCH MBS 17 (A1/A2) call date in October 2017
  - DUTCH MBS 18 (A1/A2) call date in February 2018



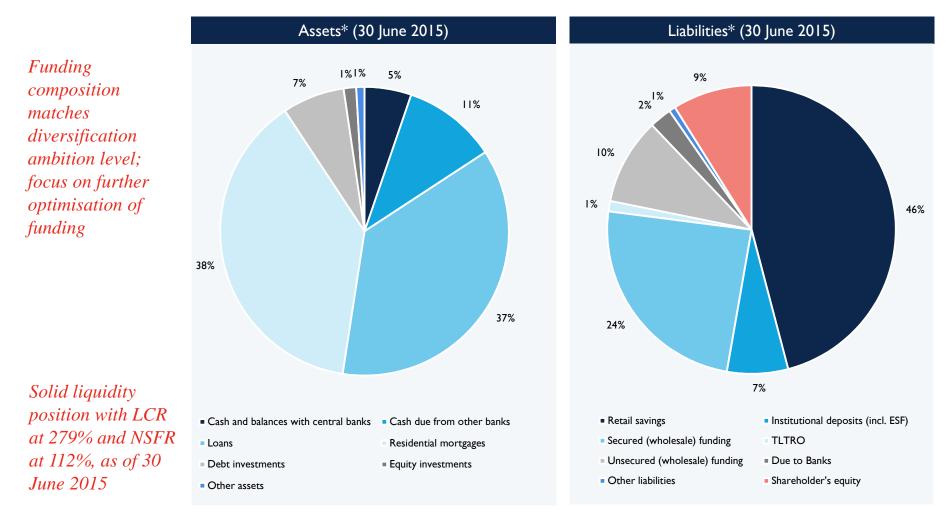
### Performance of NIBC EUR Covered Bonds





## Asset and Liability Composition

### Client-Focused Balance Sheet / Diversified Funding Base





## Ratings

### Ratings NIBC Bank

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

Major rating factors: Strengths <sup>1</sup>	NIBCView
Clear Strategic Focus	NIBC is a specialised bank for decisive moments, both in our Corporate Banking as well as our Consumer Banking franchise
Strong Capitalisation	NIBC's solid capitalisation is evidenced by a Basel 3 (fully-loaded) CET1 ratio of 15.9% as per June 2015 and a BIS ratio of 20.5%
Increasing Retail Deposit Base	Loan-to-deposit ratio of around 145% as of June 2015, inside our target range of 140% to 160%
Major rating factors:Weaknesses <sup>1</sup>	NIBCView
Niche Banking Model	NIBC has long-standing expertise in its corporate niches as well as the Dutch mortgage market. Client surveys (for example NPS) show above-average client satisfaction, evidencing NIBC's market position
Volatile Profitability	Since 2012 interest income has been increasing and trading income (largely revaluation of certain assets and liabilities) has been decreasing, improving our quality of earnings and contributing to lower P&L volatility
Wholesale Funding Reliance (albeit decreasing)	Funding diversification has been one of NIBC's key attention points. Our retail funding base is now representing 46% of total funding, of which roughly half in term deposits. In 2014 we added ESF funding to our toolbox. NIBC continues to be active in all segments of the wholesale market (senior unsecured, covered bonds and RMBS)

## 

NIBC's ratings do

*<u>not</u>* benefit from any rating uplift

*for (implicit) government* 

support

I) Strengths and weaknesses as identified by S&P and Fitch

## Appendix I

Key Figures NIBC Bank



## Key Figures NIBC Bank (1/2)

LCR

**OTHER INFORMATION** 

Moody's rating & outlook (unsolicited and non-participative)

Assets under management for third parties (EUR millions)

Key figures: Earnings and Assets			
	2015 HI	2014	2013
EARNINGS			
Operating income (EUR millions)	146	278	225
Operating expenses (EUR millions)	77	139	134
Net profit attributable to parent shareholder (EUR millions)	33	24	22
Underlying net profit before special items	33	42	22
Net interest margin <sup>1)</sup>	1.28%	1.19%	0.72%
Dividend payout ratio	0%	0%	73%
Cost-to-income ratio	53%	50%	60%
Return on equity <sup>2)</sup>	3.7%	1.3%	1.2%
CORPORATE & CONSUMER BANKING ASSETS CORPORATE BANKING ASSETS (DRAWN + UNDRAWN)			
Infrastructure	2,041	2,112	1,979
Shipping	1,437	I,387	1,161
Commercial Real Estate	1,203	I,294	1,301
Oil & Gas	1,259	1,244	864
Manufacturing	618	650	527
Financial Services	640	607	551
Services	482	483	398
Wholesale/Retail/Leisure	420	453	347
Agriculture & Food	343	289	168
Technology, Media & Telecommunications	189	172	109
Other	92	98	6
Total corporate loans (drawn + undrawn)	8,723	8,789	7,412
Lease receivables	355	361	-
Investment loans	165	154	126
Equity investments	305	377	378
Total corporate banking assets (drawn + undrawn)	9,549	9,681	7,916
CORPORATE BANKING ASSETS (DRAWN + UNDRAWN) PER REGION			
The Netherlands	3,087	2,983	2,547
Germany	2,067	2,293	1,698
United Kingdom	1,894	1,788	1,467
Other	2,501	2,617	2,204
Total corporate banking assets (drawn + undrawn)	9,549	9,681	7,916
CONSUMER BANKING ASSETS			
Mortgages - The Netherlands	8,019	7,891	7,331
Mortgages - Germany	143	167	233
Total consumer banking assets	8,162	8,058	7,564

#### 2015 HI 2014 2013 ASSET OUALITY 9.646 8.405 Risk-weighted assets (EUR millions) 9.543 Cost of risk (normalised for exceptional impairments) <sup>3)</sup> 0.58% 0.72% 0.79% 0.58% 1.18% 0.79% Cost of risk 0.32% 0.40% 0.40% Impairment ratio (normalised for exceptional impairments) 4) 0.32% 0.66% 0.40% Impairment ratio NPL ratio 5) 5.8% 6.5% 6.6% Top-20 exposure (in %) 6) 13% 12% 13% 0.8% 0.8% 0.7% Exposure corporate loans that display an arrear > 90 days Exposure residential mortgages that display an arrear > 90 days 0.8% 1.0% 1.4% Loan to value Dutch Residential mortgages 7) 81% 82% 82% SOLVENCY INFORMATION<sup>8)</sup> Shareholder's equity (EUR millions) 1,854 1,831 1.789 Subordinated liabilities 390 320 298 2,243 2,151 2,087 Group capital base (EUR millions) Balance sheet total 23.581 23.144 22.323 15.9% 15.5% 18.1% Common Equity Tier-I ratio Tier-I ratio 15.9% 15.5% 21.3% BIS ratio 20.5% 19.3% 22.3% Leverage ratio 6.6% 7.0% 7.6% FUNDING & LIOUIDITY 9 279% 128% 150% NSFR 112% 108% 107% 145% 165% Loan-to-deposit ratio 154% Asset encumbrance ratio 10) 33% 35% 34% Retail savings / Total funding 46% 47% 45% 24% 30% 30% Secured funding / Total funding 7% 0% Institutional deposits / Total funding 6% S&P rating & outlook BBB- / Stable BBB- / Stable BBB- / Negative BBB- / Stable Fitch rating & outlook BBB- / Stable **BBB- / Stable**

Key figures: Asset Quality, Solvency and Funding & Liquidity

Baa3 / Stable

1,732

Baa3 / Negative

1,995

Baal / Stable

1,790

## Key Figures NIBC Bank (2/2)

#### Key figures: Footnotes

1) 12 months net interest income / 12 months average interest bearing assets

2) Net profit attributable to parent shareholders / total shareholders equity at the beginning of the year

3) Impairments + credit losses mortgages in net trading income / average total RWA. Exceptional impairments relate to additional impairments due to a prudent approach on the pre-crisis portfolio.
 4) Impairments + credit losses mortgages in net trading income / Balance Sheet carrying value of Loans + Mortgages + Debt investments at the beginning of the year. Exceptional impairments relate to additional impairments due to a prudent approach on the pre-crisis portfolio.

5) total non-performing exposure (defined by the European Banking Authority (EBA)) / total corporate loan exposure. Non-performing exposure determined at customer level.

6) Top-20 exposure excludes granular exposures from Commercial Real Estate

7) Loan-to-Indexed-Market-Value (LTIMV) excluding NHG guaranteed mortgages

8) Common Equity Tier-1 ratio (previously Core Tier-1 ratio), Tier-1 ratio and BIS ratio based on Basel III as of 1 January 2014. Till 31 December 2013 all capital ratios were based on Basel II. Leverage ratio is based on Basel III. All Basel III ratios are fully loaded.

9) NIBC Funding & liquidity is managed on NIBC Holding level, all funding & liquidity ratios with exception of Loan-to-deposit are calculated on NIBC Holding level, Loan-to-deposit ratio is calculated on NIBC Bank level

10) Encumbered assets + total collateral received re-used / total assets + total collateral re-used



## Appendix II

Balance Sheet NIBC Bank



## Balance Sheet NIBC Bank

Assets (in EUR million)			
	2015 HI	2014	2013
FINANCIAL ASSETS AT AMORTISED COST			
Cash and balances with central banks	1,118	474	1,150
Due from other banks	2,246	2,286	1,796
Loans and receivables			
- Loans	7,468	7,226	6,186
- Debt investments	318	359	415
- Residential mortgages own book	1,558	1,078	98
FINANCIAL ASSETS AT AVAILABLE-FOR-SALE			
Loans	18		
Debt investments	1,127	945	1,300
Equity investments	55	53	47
FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS			
Loans	332	374	480
Residential mortgages own book	3,701	3,342	3,586
Securitised residential mortgages	2,903	3,638	3,878
Debt investments	40	37	81
Equity investments	246	276	257
Derivatives financial assets	2,255	2,851	2,800
OTHER			
Investments in associates (equity method)	7	6	8
Intangible assets	39	43	47
Property, plant and equipment	42	42	45
Current tax	-	2	2
Other assets	104	109	142
Deferred tax	4	3	5
TOTAL ASSETS	23,581	23,144	22,323

#### Liabilities (in EUR million) 2015 HI 2014 2013 FINANCIAL LIABILITIES AT AMORTISED COST 854 1,159 1,017 Due to other banks Deposits from customers 10.975 10.182 8.639 Own debt securities in issue 2,064 3,100 3,108 2,672 3,348 3,525 Debt securities in issue related to securitised mortgages FINANCIAL LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS 36 35 35 Own debt securities in issue 777 823 794 Debt securities in issue structured Derivative financial liabilities 2,776 3,217 2,957 OTHER FINANCIAL LIABILITIES Other liabilities 137 161 137 8 Current tax 8 16 Employee benefits 4 4 SUBORDINATED LIABILITIES Amortised cost 120 67 57 Fair value through profit or loss 269 253 241 TOTAL LIABILITIES 21,728 21,313 20,534 SHAREHOLDER'S EQUITY 80 80 80 Share capital Other reserves 307 318 286 Retained earnings 1.433 1.409 1.437 Net profit attributable to parent shareholder 33 24 22 Interim and final dividend paid (36) 1,853 1,831 1,789 TOTAL PARENT SHAREHOLDER'S EQUITY Non-controlling interests 1,853 1,789 TOTAL SHAREHOLDER'S EQUITY 1,831 TOTAL LIABILITIES 22,323 23,581 23,144



## Appendix III

Portfolio Updates

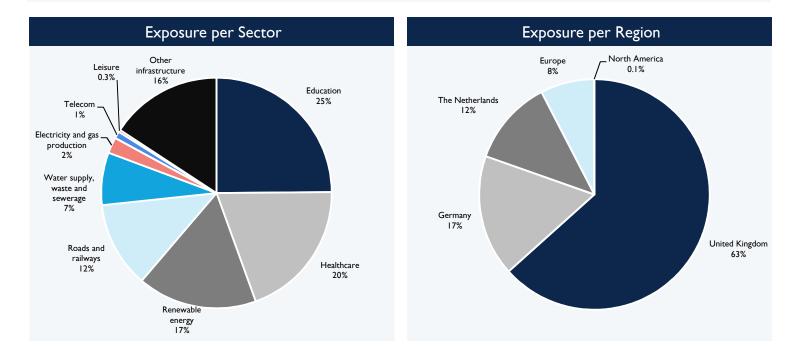


### Infrastructure & Renewables

#### Introduction

NIBC has been active in the Infrastructure sector since the bank was founded in 1945 Active since mid 90's in UK PFI & PPP market (mainly health, education, road and waste). Since 2002 also in renewables and essential infrastructure

- Portfolio of EUR 2.0 billion at 30 June 2015
- Impaired exposure of EUR 45 million with outstanding impairments of EUR 14 million
- Non-performing exposure of EUR 52 million





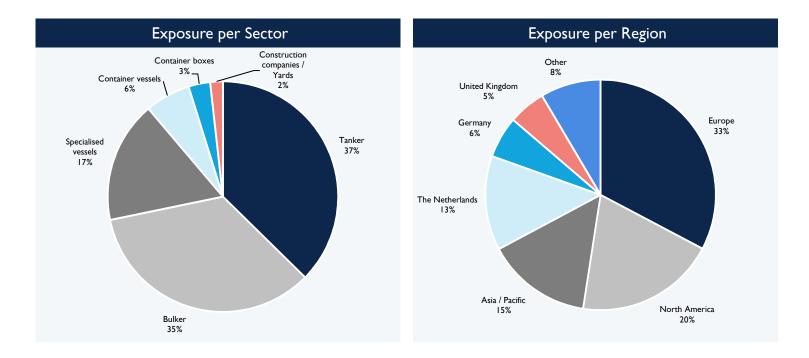
## Shipping

### Introduction

NIBC has a solid "through-the-cycle" track record in the Shipping sector

### Well secured portfolio divided over several subsectors with a focus on relatively young vessels

- Portfolio of EUR 1.4 billion at 30 June 2015
- Impaired exposure of EUR 27 million with outstanding impairments of EUR 27 million
- Non-performing exposure of EUR 27 million



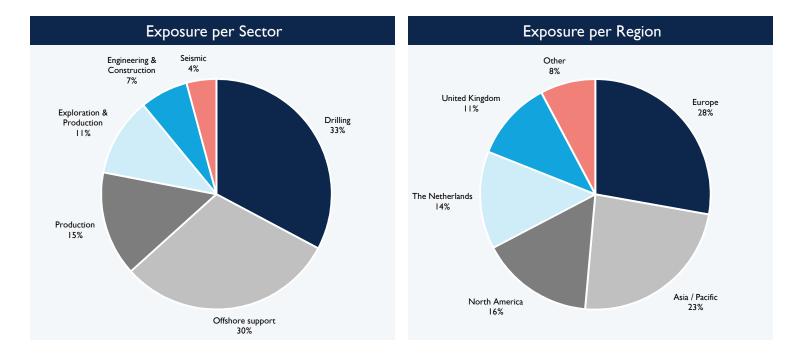


## Oil & Gas

#### Introduction

Well-diversified corporate loan portfolio of which all project financings and the majority of corporate financings are secured.

- Portfolio of EUR 1.3 billion at 30 June 2015
- Impaired exposure of EUR 20 million with outstanding impairments of EUR 1 million
- Non-performing exposure of EUR 20 million



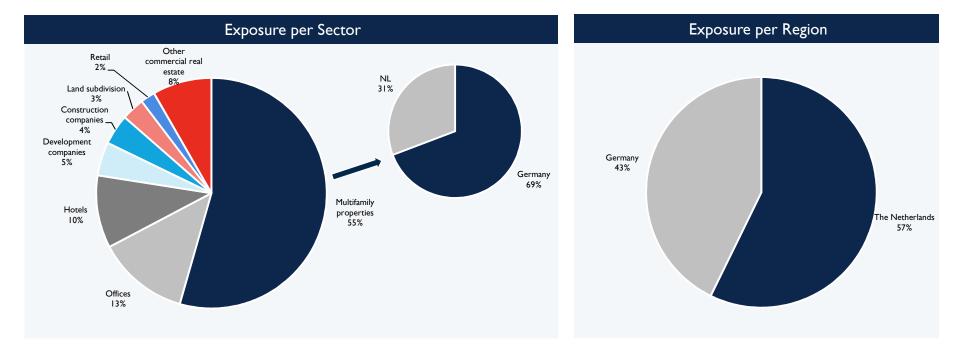


Portfolio is successfully being transformed: reducing larger exposures and adding smaller exposures at better spreads

### Introduction

Largely senior secured portfolio, the majority of which consists of residential commercial property financing in Germany

- Portfolio of EUR 1.2 billion at 30 June 2015
- Impaired exposure of EUR 297 million with outstanding impairments of EUR 90 million
- Non-performing exposure of EUR 398 million



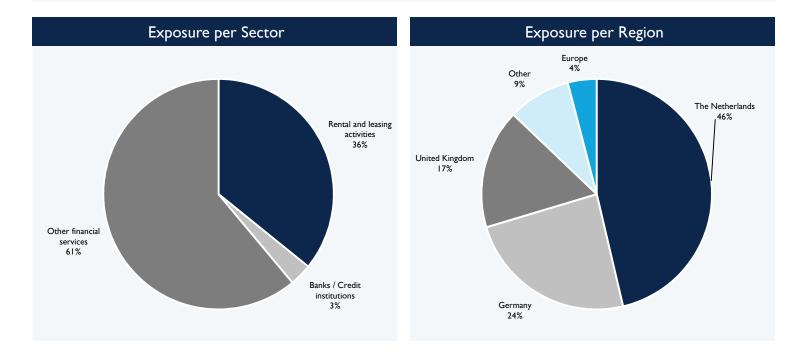


### **Financial Services**

#### Introduction

Well-diversified corporate loan portfolio of financial clients active in rental, leasing and other financial services.

- Portfolio of EUR 0.6 billion as per 30 June 2015
- Impaired exposure of EUR 4 million and outstanding impairments of EUR 1 million
- Non-performing exposure of EUR 4 million



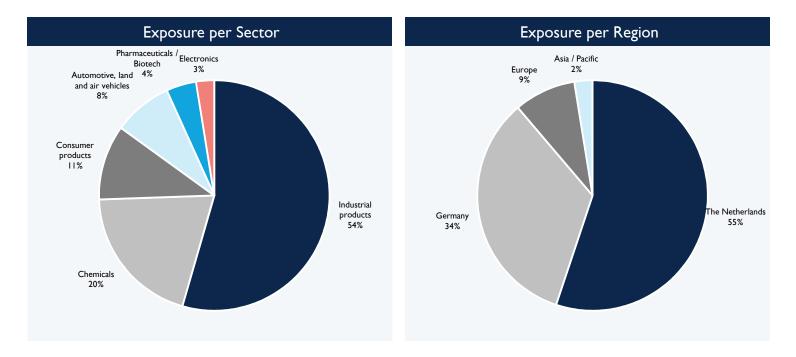


## Manufacturing

#### Introduction

Well-diversified corporate loan portfolio of mid-market industrial clients active in amongst others mobility, harbor & storage and manufacturing

- Portfolio of EUR 0.6 billion as per 30 June 2015
- Impaired exposure of EUR 29 million and outstanding impairments of EUR 18 million
- Non-performing exposure of EUR 29 million

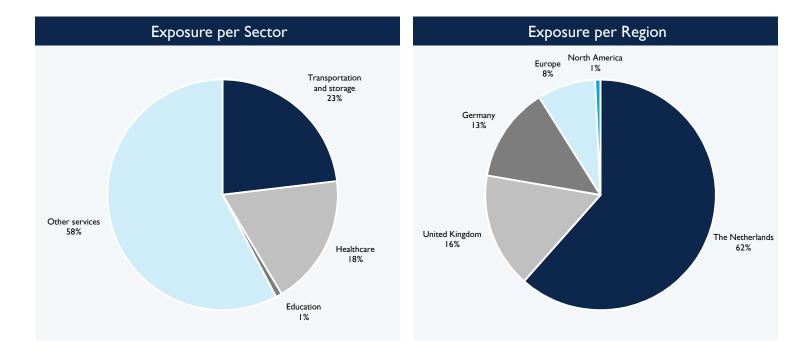




### Services

#### Introduction

- Portfolio of EUR 0.5 billion as per 30 June 2015
- Impaired exposure of EUR 14 million and outstanding impairments of EUR 6 million
- Non-performing exposure of EUR 24 million

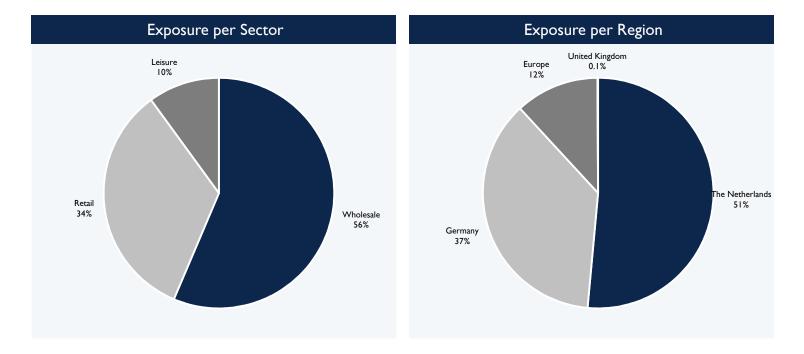




### Wholesale, Retail & Leisure

#### Introduction

- Portfolio of EUR 0.4 billion as per 30 June 2015
- Impaired exposure of EUR 14 million and outstanding impairments of EUR 6 million
- Non-performing exposure of EUR 11 million

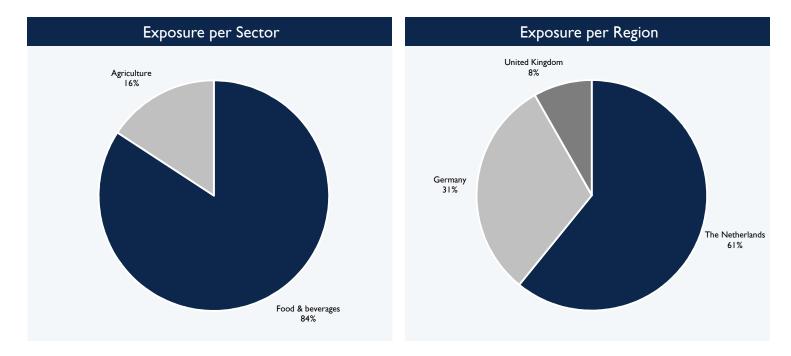




### Agriculture & Food

#### Introduction

- Portfolio of EUR 0.3 billion as per 30 June 2015
- No impaired exposure, no outstanding impairments
- No non-performing exposure

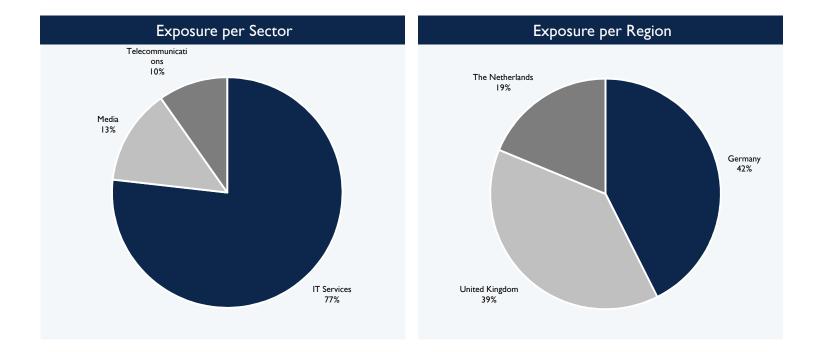




### Technology, Media & Telecommunication

### Introduction

- Portfolio of EUR 0.2 billion as per 30 June 2015
- No impaired exposure and no outstanding impairments
- Non-performing exposure of EUR 8 million



## Equity and Investment Loans

#### Introduction

Investment portfolio is concentrated in the Netherlands

- Investment portfolio of EUR 0.5 billion at 30 June 2015, split between EUR 305 million equity exposure and EUR 165 million loan exposure
- Impaired exposure of EUR 4 million and outstanding impairments of EUR 1 million (loan exposures only)
- Non-performing exposure of EUR I million (loan exposures only)

