

Van Lanschot Kempen Soft Bullet Covered Bond Programme

June 2022



**VAN LANSCHOT
KEMPEN**

IMPORTANT NOTICE

NOT FOR DISTRIBUTION TO ANY U.S. PERSON OR TO ANY PERSON OR ADDRESS IN THE U.S. AND NOT FOR DISTRIBUTION TO ANY PERSON WHICH IS NOT A QUALIFIED INVESTOR AS DEFINED IN REGULATION (EU) 2017/1129, AS AMENDED.

IMPORTANT: The following applies to the presentation following this page (the "**Presentation**"), and you are therefore advised to read this notice carefully before reading, accessing or making any other use of the Presentation. In accessing the Presentation, you agree to be bound by the following terms and conditions.

The Presentation has been prepared by Van Lanschot Kempen N.V. ("**Van Lanschot Kempen**") for information purposes only and is made available to you solely on the basis of your acceptance of these terms and conditions. The Presentation does not constitute, or form part of, any offer or invitation to underwrite, subscribe for or otherwise acquire or dispose of any debt instruments or other securities ("**Securities**") of Van Lanschot Kempen and is not intended to provide the basis for any credit or any other third party evaluation of Securities. If any such offer or invitation is made, it will be done so pursuant to separate and distinct offering materials (the "**Offering Materials**") and any decision to purchase or subscribe for any Securities pursuant to such offer or invitation should be made solely on the basis of such Offering Materials and not on the basis of the Presentation. In particular, investors should pay special attention to any sections of the final Offering Materials describing any risk factors. The merits or suitability of any Securities or any transaction described in the Presentation to a particular person's situation should be independently determined by such person. Any such determination should involve, inter alia, an assessment of the legal, tax, accounting, regulatory, financial, credit and other related aspects of the Securities or such transaction.

No offering of Securities shall be made in the United States except pursuant to registration under the U.S. Securities Act of 1933, as amended (the "**Securities Act**"), or an exemption therefrom.

The Presentation is only intended for use by the original recipient. The Presentation or its contents must not be reproduced, redistributed or passed on to any other person or published, in whole or in part, for any purpose without the prior written consent of Van Lanschot Kempen. The Presentation is not intended for distribution to, or use by any person or entity in any jurisdiction or country where such distribution or use would be contrary to local law or regulation or which would require any registration or licensing within such jurisdiction. In particular these materials are not intended for distribution in the United States or to U.S. persons (as defined in Regulation S) under the Securities Act. Persons who come into possession of any document or other information referred to herein should inform themselves about and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the securities laws of such jurisdictions.

No person is authorized to give any information or to make any representation not contained in and not consistent with the Presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of Van Lanschot Kempen.

Any investments referred to herein may involve significant risk, are not necessarily available in all jurisdictions, may be illiquid and may not be suitable for all investors. The value of, or income from, any investments referred to herein may fluctuate and/or be affected by changes in exchange rates. Past performance is not indicative of future results. Investors should make their own investigations and investment decisions without relying on the Presentation. Only investors with sufficient knowledge and experience in financial matters to evaluate the merits and risks should consider any investment discussed herein and other persons should not take any action on the basis of the Presentation.

The financial data in the Presentation have not been audited, unless specifically stated otherwise. Small differences in tables may be the result of rounding. The information contained in the Presentation has not been subject to any independent audit or review.

Van Lanschot Kempen expressly disclaims any and all liability for any representations, warranties or undertakings (whether express or implied) contained in, or any omissions from, the Presentation or any other written or oral communications transmitted to the recipient thereof. Van Lanschot Kempen expressly disclaims any and all liability which may be based on such information, errors therein or omissions therefrom. The information in the Presentation may become unreliable because of subsequent market conditions, economic and tax circumstances, new legal developments or for other reasons. Van Lanschot Kempen disclaims any intent or obligation to update these statements.

The Presentation contains certain tables and other statistical analyses (the "**Statistical Information**") which have been prepared in reliance on information deemed to be reliable by Van Lanschot Kempen. Numerous assumptions have been used in preparing the Statistical Information, which may or may not be reflected in the Presentation or be suitable for the circumstances of any particular recipient. As such, no assurance can be given as to the Statistical Information's accuracy, appropriateness or completeness in any particular context, or as to whether the Statistical Information and/or the assumptions upon which they are based reflect present market conditions or future market performance. The Statistical Information should not be construed as either projections or predictions or as legal, tax, financial, investment or accounting advice. The average life of or the potential yields on any Security cannot be predicted, because the actual rate of repayment on the underlying assets, as well as a number of other relevant factors, cannot be determined. No assurance can be given that the assumptions on which the possible average lives of or yields on the Securities are made will prove to be realistic. Therefore information about possible average lives of, or yields on, the Securities must be viewed with considerable caution.

Table of Contents

Executive summary	4
Strategy Van Lanschot Kempen	6
Q1 2022 results	14
2021 full-year results	16
Funding profile and capital buffer	27
Mortgage loan portfolio	33
Soft Bullet Covered Bond Programme	37
Annexes	
Annex I Sustainability	46
Annex II Dutch housing market	52
Annex III Product offering and underwriting	59

Van Lanschot Kempen at a glance

Who we are

- Well-capitalised, profitable, independent wealth manager with a strong specialist position in the market
- Clear choice for wealth management, targeting private, wholesale, institutional and investment banking clients
- Relatively small-scale organisation and high level of executive involvement
- Strong focus on sustainable investing
- Differentiating and compelling investment management offering that matches client needs
- Strong balance sheet and attractive capital strategy
- Strong track record in transformation processes and de-risking of the company

Our purpose is the preservation and creation of wealth, in a sustainable way, for our clients and the society we serve.

Solid performance on all key financials

	2021	2020
• Net result	€143.8m	€49.8m
• CET 1 ratio	23.7%	24.3%
• Total capital ratio	30.1%	27.4%
• Client assets	€131.1bn	€115.0bn
• AuM	€112.1bn	€99.0bn
• Loan book (excluding provisions)	€8.9bn	€8.5bn



Executive summary - Soft Bullet Covered Bond Programme

Issuer	Van Lanschot Kempen NV
Programme size	€5.0bn
Format	Soft Bullet (SB)
Extension Period	Maximum of 12 months
Guarantor	Van Lanschot Kempen SB Covered Bond Company B.V.
Ratings (expected)	AAA (S&P)
Collateral	Prime Dutch residential mortgage loans
Asset Percentage	87%*
Robust structure	<ul style="list-style-type: none">✓ Registered programme with DNB✓ Strong programme tests (Asset Cover Test & Amortisation Test)✓ No interest rate swap counterparties**✓ External bank account✓ Exempted from bail-in

Van Lanschot Kempen N.V.

- Strong balance sheet and attractive capital strategy
- Credit rating of BBB+/BBB+ (S&P/Fitch)

Now debuts with an AAA rated Soft Bullet Covered Bond Programme

- Established in March 2022
- Inaugural [...] years Soft Bullet (SB) Covered Bond (CB) transaction
- NTT and HTT reporting (ECBC Covered Bond Label)
- Experienced issuer that successfully operated a AAA/AAA (S&P/Fitch) rated Conditional Pass-Through (CPT) Covered Bond Programme since 2015 from which to date 3 benchmark issuances have been launched

Mortgage loan portfolio

- Total mortgage book of €6.337m per FY 2021
- Strong performing Dutch housing market
- High quality mortgage portfolio with low historic arrears and write-offs

* The asset percentage of Van Lanschot Kempen's SB CB Programme was set at 87% in March 2022 and this percentage is currently included in the Securities Note. This percentage will be updated after pricing of its inaugural SB CB transaction to a level that is sufficient to attain an AAA rating at S&P. The new level will be communicated via Van Lanschot Kempen's corporate website (vanlanschotkempen.com/en/financial/debt-investors/covered-bond-programme) and in the first NTT investor report

** Portfolio swap and Interest rate swap are optional for the Programme





**VAN LANSCHOT
KEMPEN**

Van Lanschot Kempenn
is a well-capitalised,
profitable, specialist
wealth manager

Our independent wealth management strategy

Our ambitions

Supported by our strong client relationships we are a leading player in our relevant markets and geographies:

- A leading wealth manager in the Netherlands and Belgium that creates and preserves wealth in a sustainable way
- The leading wealth management platform for the mass-affluent market in the Netherlands, combining online with a personal approach
- A prominent, European-oriented active investment manager that delivers sustainable alpha in less efficient and alternative markets
- The leading fiduciary manager in the Netherlands, and a key challenger in the UK fiduciary market
- The preferred trusted adviser in selected niches in investment banking across Europe
- A wealth manager with a solid risk profile and a moderate risk appetite, aiming to optimise our capital base while leaving room for potential acquisitions

Our strategic pillars

In order to deliver on our ambitions, we defined five strategic pillars:

- Accelerate growth – organically and inorganically
- Activate our full potential
- Achieve our sustainability ambitions
- Advance through digitalisation and advanced analytics
- Adapt the workforce

Financial targets

	Target	Q1 2022	2021
• Common Equity Tier 1 ratio	15%*	20.8%	23.7%
• Return on CET1	12%	14.7%	15.7%
• Efficiency ratio	70%	72.0%	68.9%
• Dividend pay-out	50-70%**	-	53%

*Common Equity Tier 1 ratio: 15% plus a 2.5% M&A add-on for bolt-on acquisitions

**Of underlying net profit attributable to shareholders



Our client segments catering to the needs of our clients



**VAN LANSCHOT
KEMPEN**

Private Clients

- Wealth management services for entrepreneurs, family businesses, high net-worth individuals, business professionals and executives, healthcare professionals, foundations and associations
- Online wealth management for mass-affluent individuals
- Discretionary asset management, investment advice, structured products, niche investment strategies, financial planning, savings and deposits, and lending
- Assets under management: €44.6 billion
- Savings and deposits: €11.3 billion
loans: €8.5 billion
- Offices in the Netherlands, Belgium and Switzerland
- 587 FTEs

Wholesale & Institutional Clients

- Comprehensive fiduciary wealth management services for pension funds
- Niche investment strategies for wholesale clients: high dividend equities, small-caps, real estate, infrastructure, credits, sustainable equity and private markets
- Assets under management: €67.6 billion
- Assets under monitoring and guidance: €3.5 billion
- Offices in the Netherlands, the UK and France
- 43 FTEs

Investment Banking Clients

- Equities research and trading, capital market transactions, corporate finance and debt advisory services focused on Western Europe
- Sectors covered are real estate, life sciences & healthcare, tech & fintech, renewables and infrastructure
- Offices in the Netherlands, Belgium, the UK and the US
- 107 FTEs

Corporate and support departments
Investment Strategies & Solutions
917 FTEs



Our journey to a modern integrated and independent wealth manager

2013

A small universal bank –
doing everything for everyone



- Clear choices for specific client groups
- Simplified product offering
- Implementation of omnichannel model
- IT investments: outsourced mortgage administration and partnership for payments

2021

Continue our successful journey as an independent
wealth manager under one brand:



- €4bn Corporate Banking loan portfolio run off
- Transformation to an entrepreneurial workforce
- New organisational set-up
- Simplified legal structure
- Six bolt-on acquisitions

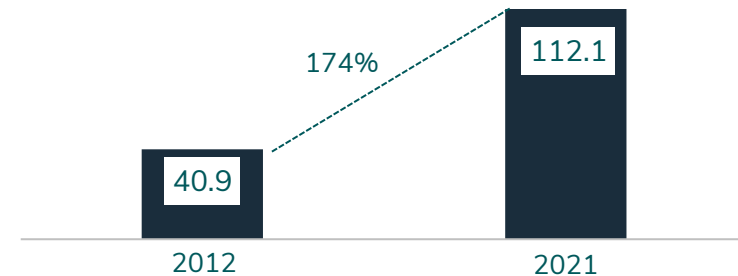


A closer look at our journey

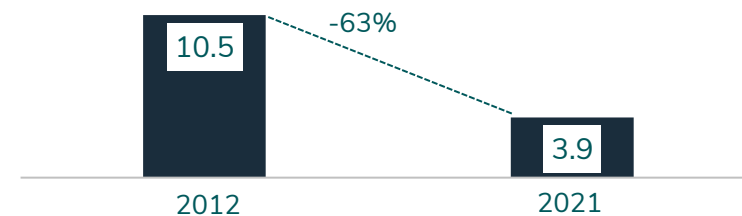
Strategy review

- In 2013 we started our journey from universal bank to a specialist wealth manager with focus on private banking, investment management and investment banking
- We simplified our product portfolio and organisation and initiated a targeted reduction of the corporate banking loan portfolio where there was no link to private banking
- In 2015 a logical next step was the sale of part of the non-performing commercial real estate loans. The corporate banking loan portfolio decreased to €132m as per 31 December 2021
- Over the years we acquired several activities and partnered up with businesses that suited our wealth management strategy:
 - MN UK fiduciary activities
 - Staalbankiers' private banking activities
 - UBS' Dutch wealth management activities
 - Hof Hoorneman Bankiers
 - Partnership with a.s.r. bank
 - Partnership with Mercier Vanderlinden

Assets under management €bn

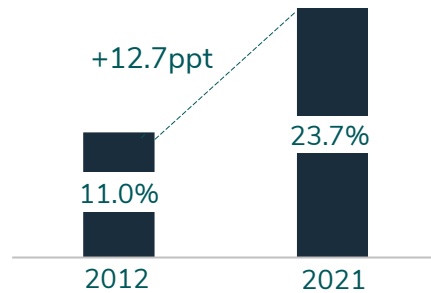


Risk-weighted assets €bn

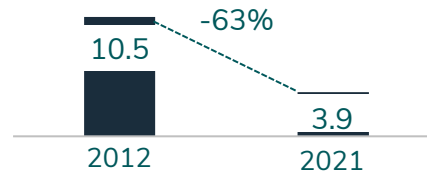


De-risking our balance sheet over the years

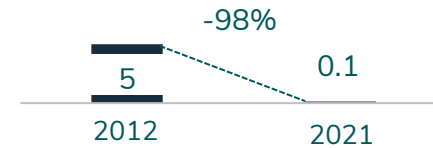
CET 1 ratio



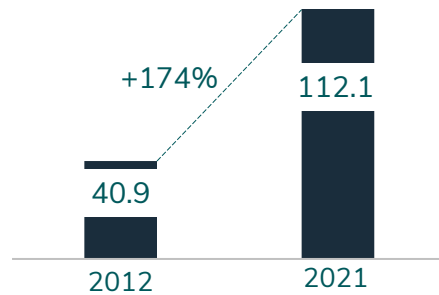
Risk-weighted assets
€bn



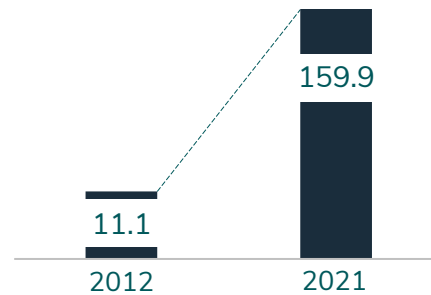
Corporate banking loan portfolio
€bn



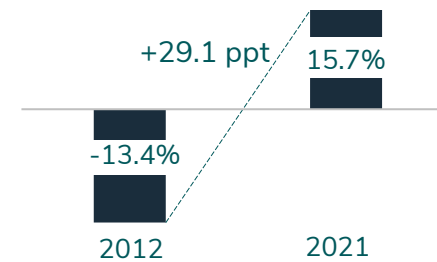
AuM
€bn



Underlying net result
€m



Return on CET 1*



* Based on underlying net result attributable to shareholders



Delivering on our growth ambitions as an independent, specialist wealth manager in Western Europe

A leading wealth manager in the Netherlands and Belgium that creates and preserves wealth in a sustainable way

The leading wealth management platform for the mass-affluent market in the Netherlands, combining online with a personal approach

A prominent, European-oriented active investment manager that delivers sustainable alpha in less efficient and alternative markets

The leading fiduciary manager in the Netherlands, and a key challenger in the UK fiduciary market

The preferred trusted adviser in selected niches in investment banking across Europe

A wealth manager with a solid risk profile and a moderate risk appetite, aiming to optimise our capital base while leaving room for potential acquisitions

Our sustainability ambitions

Time to take bigger strides



- To preserve and create wealth, in a sustainable way, for our clients and the society we serve
- We focus on three themes: **climate, circularity and health**
- We are committed to become a **net-zero wealth manager by 2050**
 - Ambitious annual carbon footprint reduction targets for discretionary AuM (-7%) and our own organisation (-7% per FTE)
- Our **ambitions** in 2022 are set **through active stakeholder dialogue**
 - *Impact via our assets under management*
 - Engage actively with our institutional clients to commit to net zero
 - Further increase the share of sustainable and impact investments in our clients' portfolios
 - Launch of sustainable discretionary management propositions for private clients
 - *Impact via our loans*: launch of new sustainable mortgage proposition
 - *Impact via own organisation*: implementing new way of working (less and more sustainable travel, optimising our workspace)

Transparency and inclusion & diversity are other key focus areas going forward

Q1 2022 results



Q1 2022: strong overall performance



Net result €25.1m (2021 Q1: €33.1m)
Underlying net result €35.7m
(2021 Q1: €33.7m)

Commission income €106.1m
(+18% vs 2021 Q1)
Interest income €35.6m (-3% vs 2021 Q1)



Operating expenses €108.6m
(2021 Q1: €97.8m)

Efficiency ratio 72.0%
(2021 Q1: 71.6%)



AuM €106.3bn (-5% since 2021)

Client assets €125.5bn (-4% since 2021)



Our CET 1 ratio remains robust
at 20.8% (2021: 23.7%)*

Release from loan loss provisions
€7.3m (2021 Q1: €2.8m)

*Our CET1 ratio declined due to the introduction by De Nederlandsche Bank of higher capital requirements for residential mortgages with effect from 1 January 2022

2021 full-year results



**VAN LANSCHOT
KEMPEN**

Our 2021 performance reflects our successful wealth management strategy

- **Net profit at €143.8m**
 - Strong growth in commission income to €385.5m (+30%)
 - Interest income stable, further releases from loan loss provisions
 - Our portfolio of participating interests generated a strong result, including book profits on sales of €19m
 - Operational expenses up due to strong organic and inorganic growth
- **Client assets +14% to €131.1bn and AuM +13% to €112.1bn**
 - Private Clients saw record net inflow of €3.8bn AuM
 - Wholesale & Institutional Clients saw net outflow of €4.0bn AuM
 - Strong market performance helped AuM to grow by €9.5bn
- **Focused growth in Western Europe**
 - Growth in the UK – fiduciary business – with AuM up by €2.0bn (+33%) to €8.0bn
 - Strong organic growth at our Belgian and Swiss private banking franchises
 - Joining forces with Mercier Vanderlinden, combined client assets in Belgium at €10.7bn

2021: Very strong overall performance



Net result €143.8m (2020: €49.8m)
Underlying net result €159.9m
(2020: €51.0m)

Commission income €385.5m (+30%)
Interest income €153.6m (+1%)



Operating expenses
€409.9m (+10%)

Efficiency ratio 68.9%
(2020: 85.7%)



AuM €112.1bn (+13%)

Client assets €131.1bn (+14%)



Strong capital position
CET 1 ratio at 23.7% (2020: 24.3%)

Dividend proposal €2.00 per share
(2020: €0.70)

Overview of net result

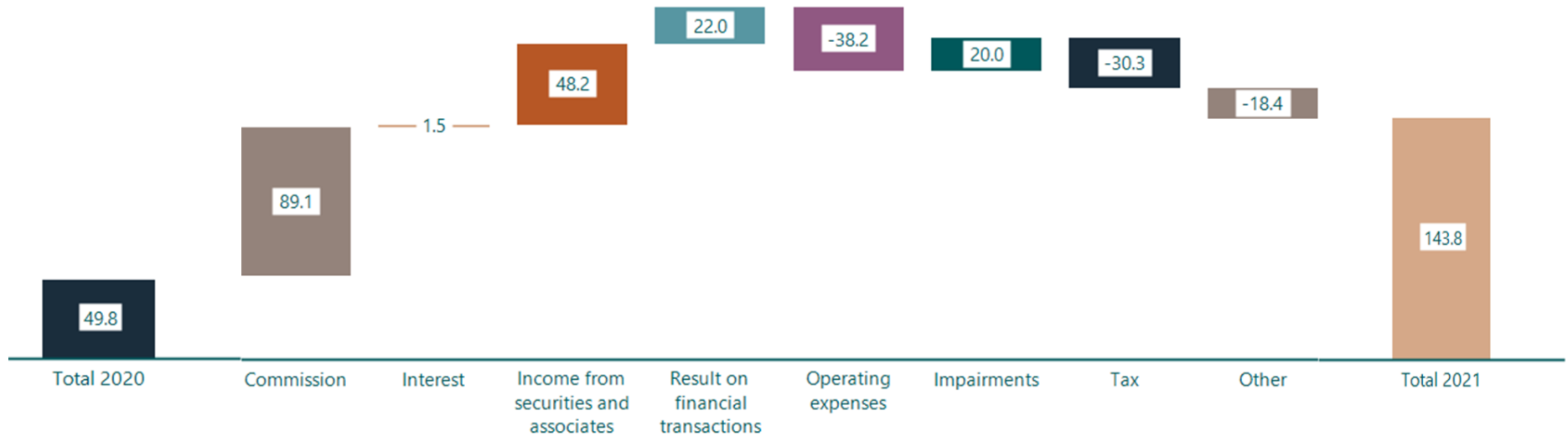
€ m	2021	2020	% change
Commission	385.5	296.4	30%
Interest	153.6	152.1	1%
Other income	55.6	-14.5	
Income from operating activities	594.7	434.0	37%
Operating expenses	-409.9	-371.8	10%
Gross result	184.8	62.2	197%
Loan loss provision	11.7	-1.9	
Other impairments	6.5	-	
Operating profit before tax of non-strategic investments	4.8	1.7	
Operating profit before special items and tax	207.7	62.0	235%
Amortisation of intangible assets arising from acquisitions	-11.3	-6.2	82%
Expenses related to accounting treatment Mercier Vanderlinden	-8.5	-	
Provision for revolving consumer credit	-3.3	-	
Restructuring charges	-3.9	-1.6	
Other one-off items	-2.3	-	
Operating profit before tax	178.5	54.2	229%
Income tax	-34.6	-4.4	
Net profit	143.8	49.8	189%
Underlying net result*	159.9	51.0	213%
Efficiency ratio (%)	68.9%	85.7%	

* 2021 adjusted for expenses related to accounting treatment of Mercier Vanderlinden, provision for revolving consumer credit, restructuring charges related to the acquisition of Hof Hoorneman Bankiers and other one-off items; 2020 adjusted for restructuring charges related to the acquisition of Hof Hoorneman Bankiers.

Strong commission income drives net result to €143.8m

Key drivers of net result

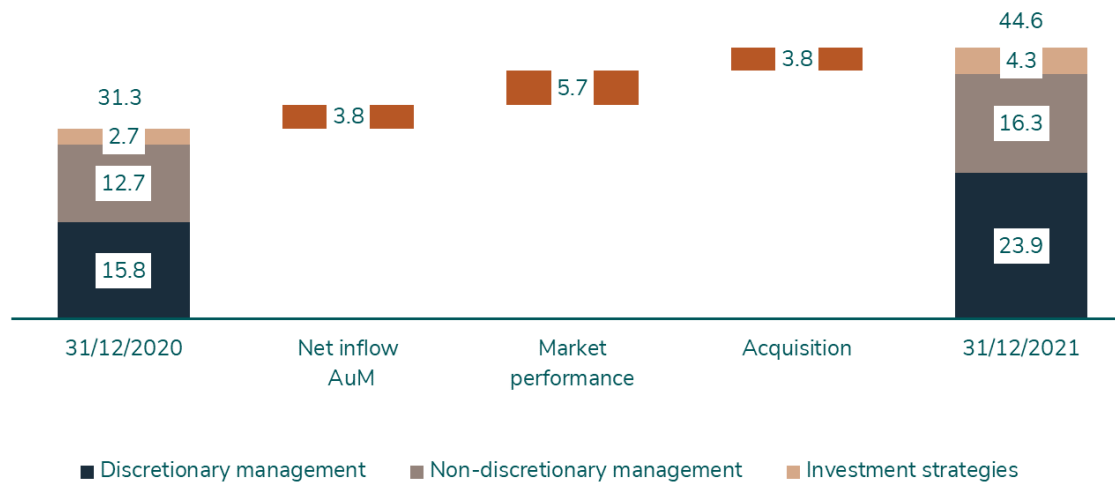
€ m



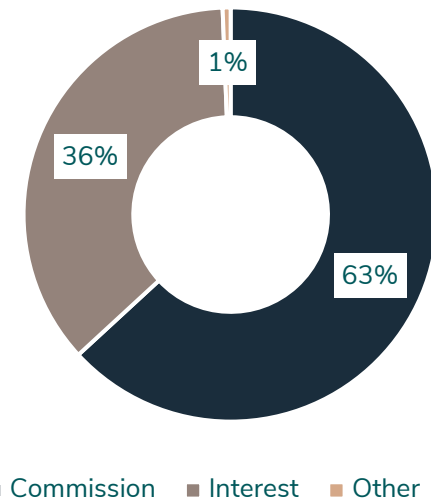
- Other consists of special items and operating profit before tax of non-strategic investments

Private Clients: exceptionally high inflows reflect our unique wealth management position

Private Clients: AuM
€ bn



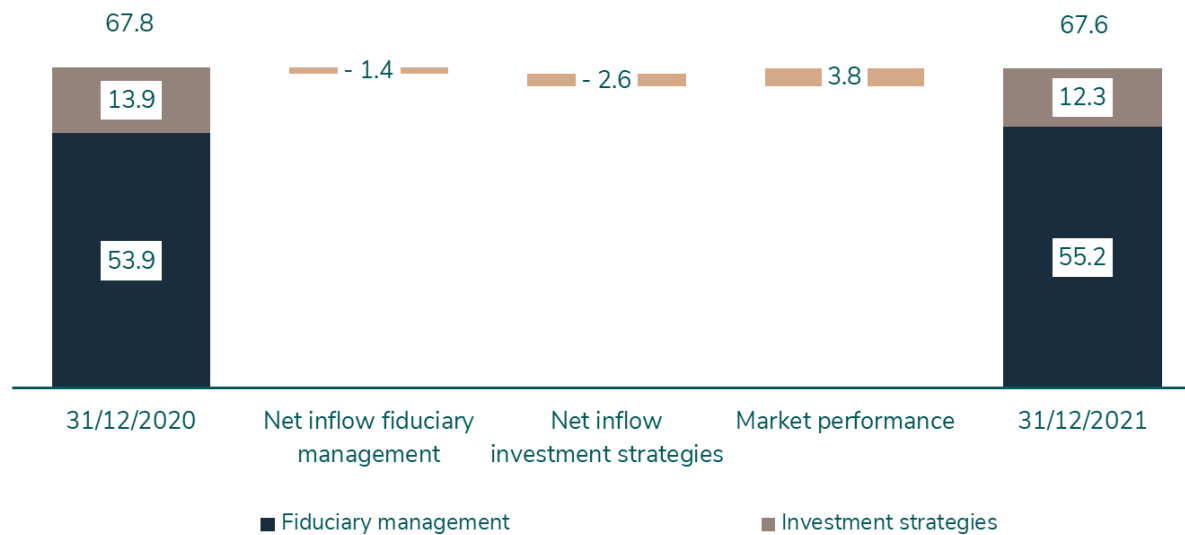
Private Clients: Revenue composition
Total = €387.0m



- All the underlying client segments show positive net inflow
- Inflow in discretionary management (€1.8bn) outpacing non-discretionary management (€1.3bn)
- Client assets grew by 37% to €58.6bn (2020: €42.8bn)
- Savings and deposits rose by €1.6bn to €11.3bn
- Operating profit before tax at €114.3m, commission income at €244.4m

Wholesale & Institutional Clients: AuM stable

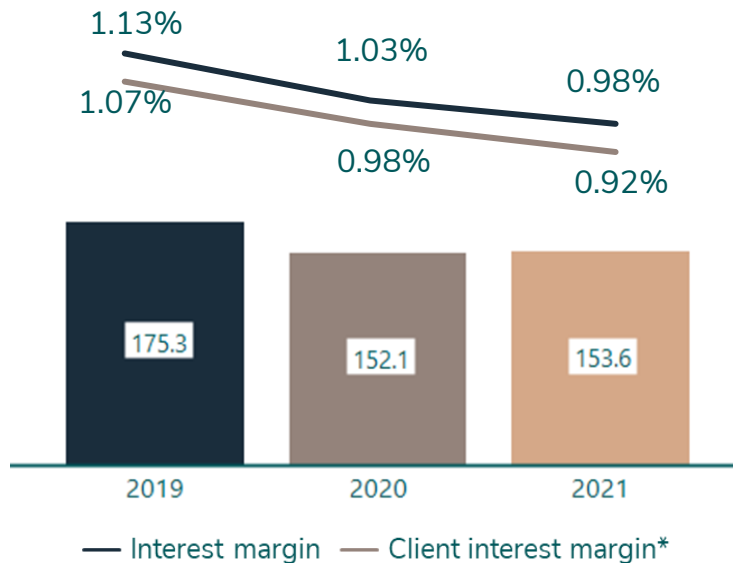
Wholesale & Institutional Clients: AuM € bn



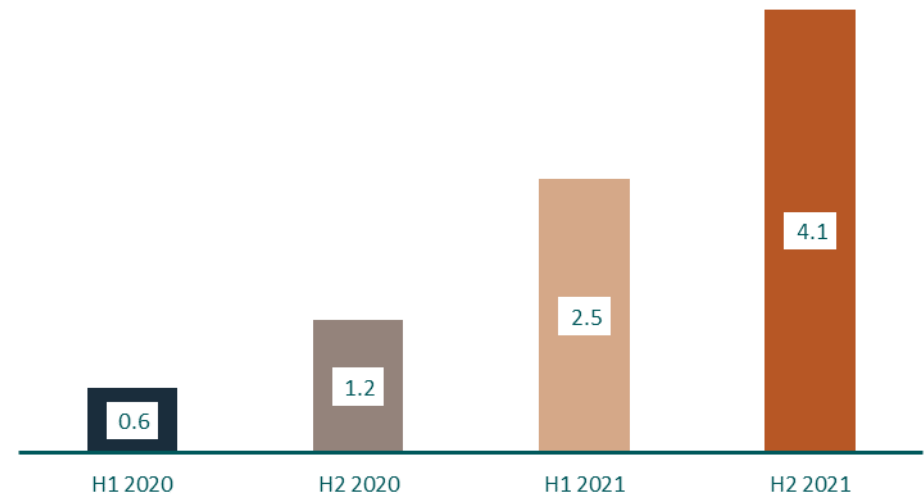
- Fiduciary management outflow due to the loss of two clients – both because of a merger with other parties – partially offset by growth within our UK fiduciary management franchise
- Investment strategies' flows consist of:
 - Inflow in high-margin strategies such as global small-cap strategies and real assets strategies
 - Outflow in lower-margin strategies such as government bond strategies and credit strategies
- Operating profit before tax at €9.6m and commission income at €81.4m

Stable interest income in 2021

Interest income and margin (12-mth moving average)*
€ m



Average volume charged negative interest rates
€ bn



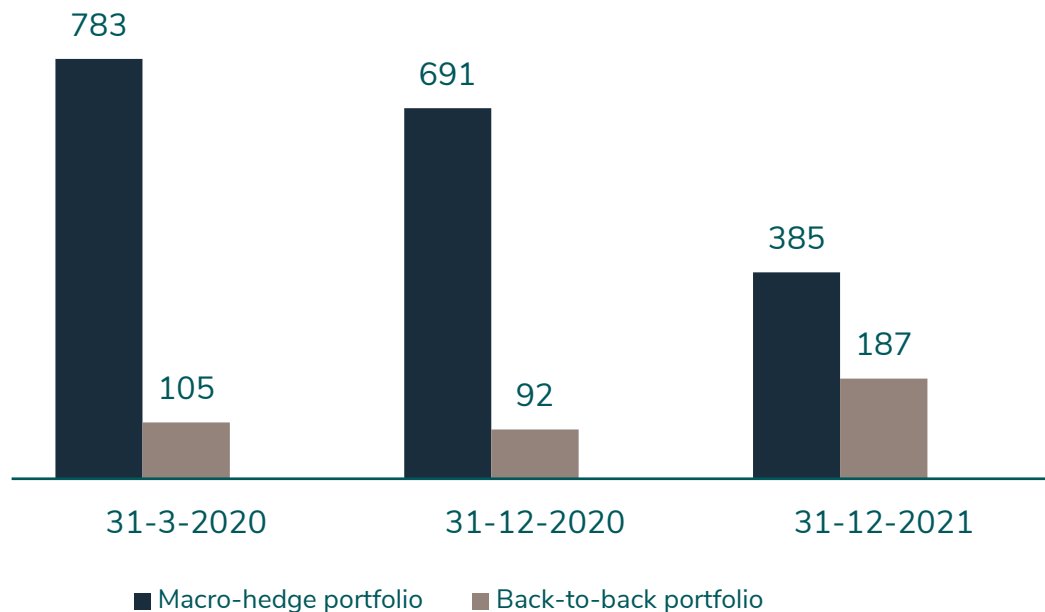
- Stable interest income driven by loan portfolio growth and our ability to charge negative interest rates
- As of July 2021, negative interest rates are charged on balances from €100k (previously: €250k)
- The introduction of our wealth management arrangement enables clients to keep a certain percentage of their assets invested with us in cash, without paying negative interest rates

* The clean interest margin equals the gross interest margin adjusted for interest equalisation and interest-related derivatives amortisation

Structured products activities develop according to plan

Outstanding volume structured products portfolio

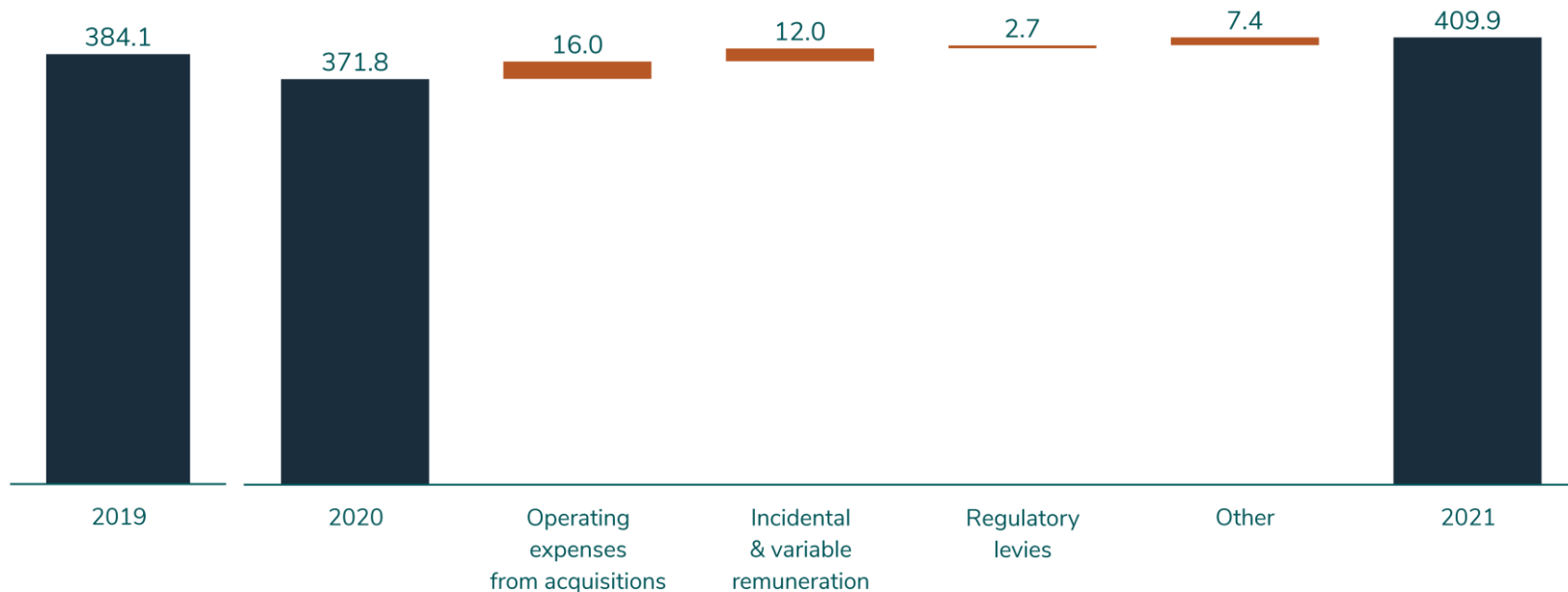
€ m



- Result on structured products activities stabilised at -€1.3m (2020: -€33.2m)
- Significant progress has been made on the run-off of the structured products macro-hedge portfolio
- In 2021 we successfully continued to issue new structured products. For these new issuances we moved to an almost exclusively back-to-back hedging strategy

Increased operating expenses driven by organic and inorganic growth

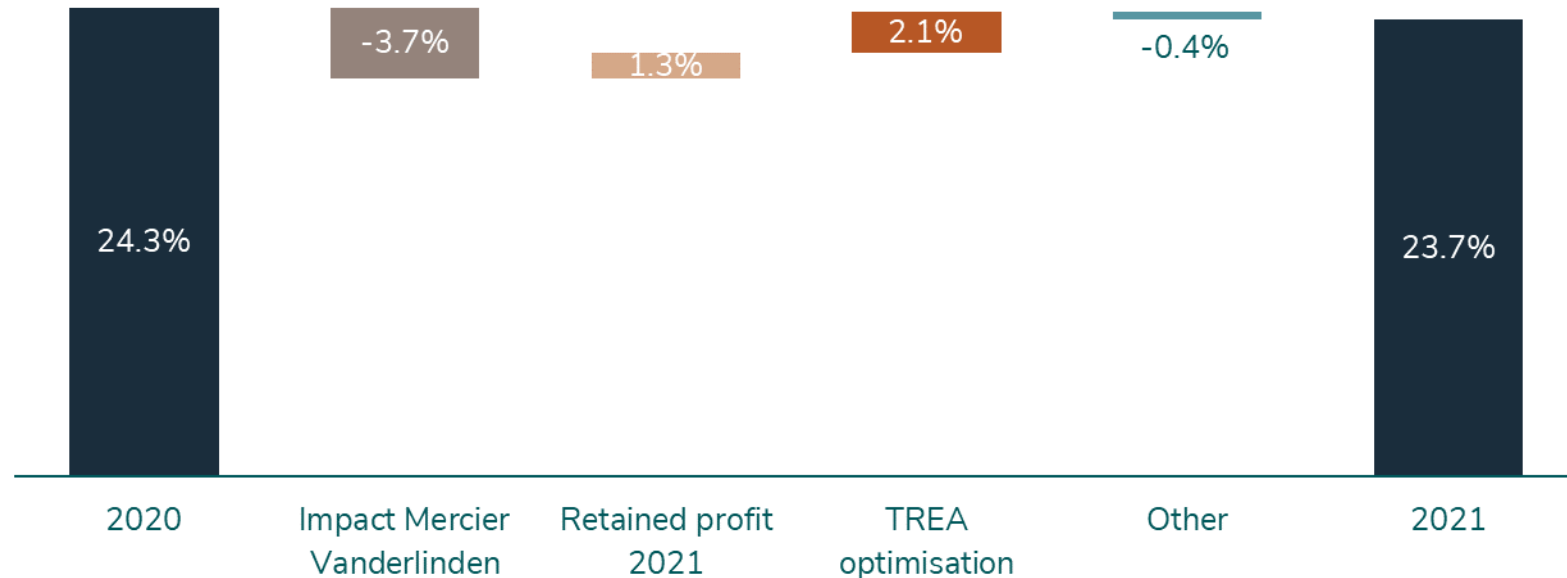
Operating expenses € m



- Operating expenses increased by €38.1m to €409.9m
- Our two acquisitions led to an increase of operating expenses of c. €16m
- Higher variable remuneration driven by significantly higher net profit
- In the coming years we will continue to invest in people and IT – e.g. IT Investment Management – for future growth

Strong capital position, CET 1 ratio to 23.7%

Common Equity Tier 1 ratio %



- As of 1 January 2022, the DNB-floor has impacted our CET-ratio by 3.2%-points, we expect this impact will largely disappear when Basel IV is implemented in 2025
- Including this DNB-floor, our capital position is still ample, and we will continue to optimise our capital base, retaining scope for any bolt-on acquisitions. Whenever possible, we will also continue to pay out excess capital to shareholders, subject to regulatory approval



VAN LANSCHOT
KEMPEN

Van Lanschot
Kempen's diversified
funding profile and
solid capital buffers

Van Lanschot Kempen's solid profile is reflected in its creditworthiness

Standard & Poor's

- Long-term credit rating of issuer: BBB+
- Outlook long-term credit rating: Stable outlook
- Short-term credit rating of issuer: A-2
- Latest press release: 24-06-2021
- Latest report: 25-03-2021

“While Van Lanschot Kempen Wealth Management N.V.* (VLKWM) is somewhat less dependent than other banks on economic trends in the Netherlands, because of its wealth management focus, we believe that the improving economic outlook will steer VLKWM toward a restored profitability, hence our outlook revision to stable from negative. We anticipate that the group's revenue base will recover and gradually improve thanks to continued growth of its asset under management (AUM) base over the next two years, through organic and potential further mergers and acquisitions growth, in addition to the announced Mercier Vanderlinden deal. However, as is the case for the whole industry, net interest income will be further under pressure given the persisting low-interest-rate environment, in our view. With costs broadly under control, the efficiency ratio could improve below the 80% mark this year and be close to 75% by end-2022, more in line with the industry and consistent with current ratings.”
(24-06-2021)

*July 1st a legal merger took place between Van Lanschot Kempen Wealth Management NV and Van Lanschot Kempen NV whereafter a name change took place to Van Lanschot Kempen NV

Fitch

- Long-term credit rating of issuer: BBB+
- Outlook long-term credit rating: Stable outlook
- Short-term credit rating of issuer: F2
- Latest press release: 07-07-2021
- Latest report: 12-07-2021

“Van Lanschot Kempen N.V.’s ratings reflect its well-established private banking franchise in the Netherlands, complemented by adequate diversification in asset management and merchant banking, sound asset quality and capitalisation, as well as its good funding and liquidity profile. They also reflect the bank’s growth-focused strategy and moderate pricing power. The Stable Outlook reflects Fitch Ratings’ view that Van Lanschot Kempen’s sound asset quality, capitalisation, and good funding and liquidity profile, which are all above its Viability Rating (VR), provide sufficient rating headroom to withstand various downside scenarios to our updated baseline economic forecast.”
(12-07-2021)



Balance sheet shows strong capital and funding position

Significant capital buffer

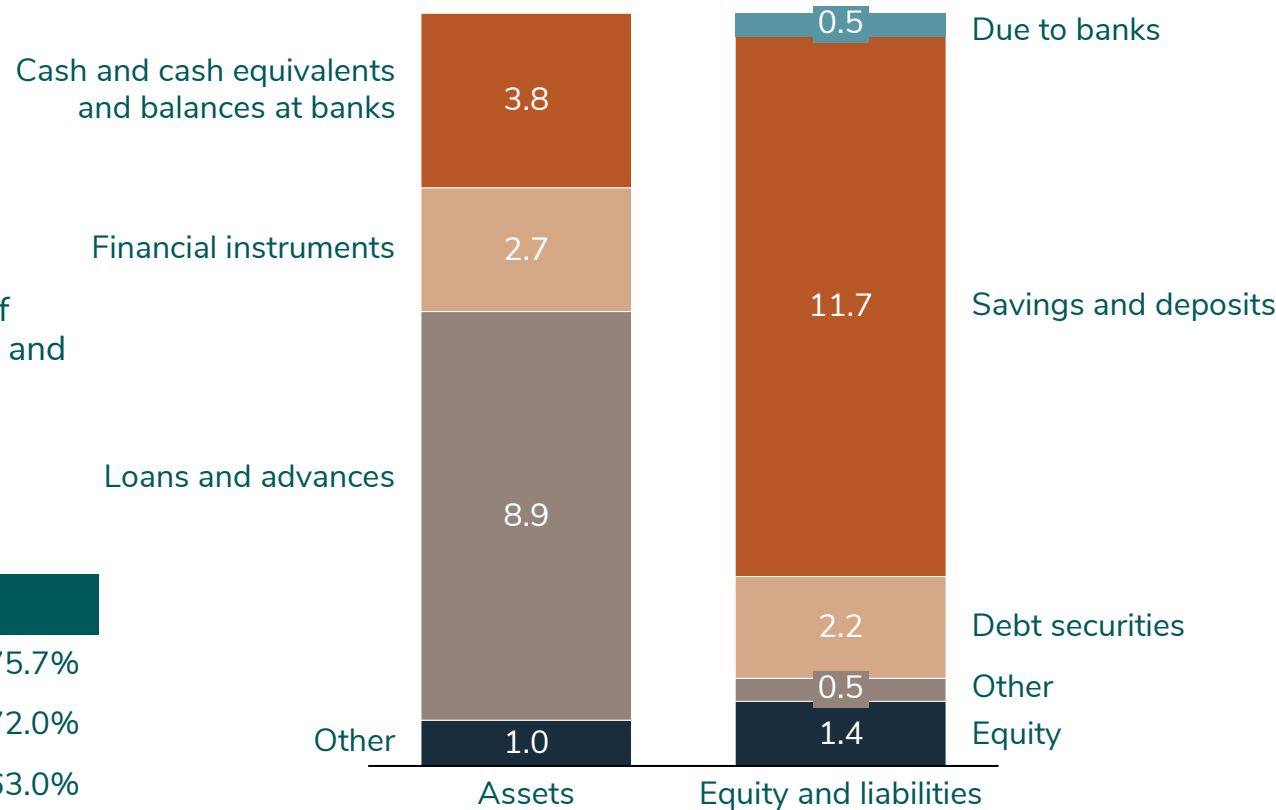
- Total equity of €1.4bn
- CET1 ratio 23.7%
- Leverage ratio 6.3%

Low-risk assets

- Loan book portfolio increased by c €410m
- Mortgage book grew by 5% in 2021
- Investment portfolio consists mainly of low-risk European government bonds and bonds issued by financial institutions

Solid, diversified funding position	
Loan to deposit ratio	75.7%
Liquidity coverage ratio	172.0%
Net stable funding ratio	163.0%

Balance sheet 31 December 2021
€ bn, balance sheet total = €16.3bn



Van Lanschot Kempen has various funding programmes

Secured programmes

- Public covered bond programmes used for wholesale funding purposes
- Residential mortgage loan portfolio, fully originated and serviced by Van Lanschot Kempen
- Registered with the Dutch Central Bank
- ECBC Covered Bond Label (at issuance for Soft Bullet Covered Bond Programme)

Specific programme characteristics

- CPT Covered Bond Programme 2 is a retained programme used for liquidity management purposes
- Both CPT Covered Bond Programmes are significantly de-linked from Van Lanschot Kempen's rating
- New covered bonds are issued of the Soft Bullet Covered Bond Programme

Unsecured programmes

Debt Issuance Programme / MTN

- €5.0 billion programme
- Used for wholesale funding (senior unsecured and subordinated), and structured retail products

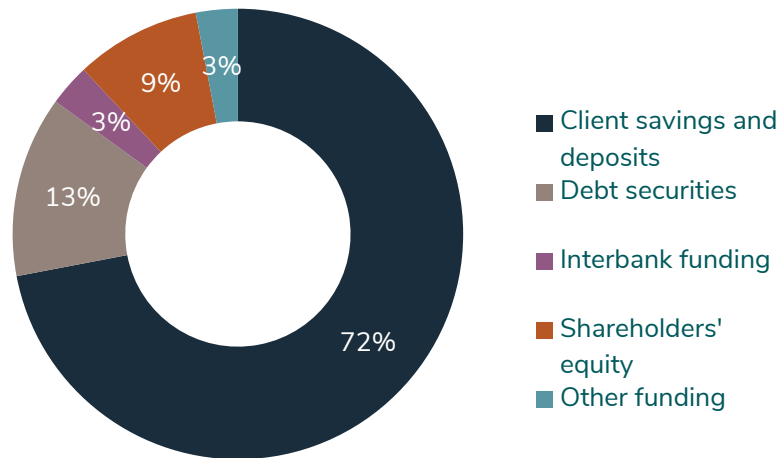
Non-MTN / Specials

- Euro and non-euro issues on stand-alone documentation
- Private placements
- Structured products (SNIP)
- Hybrid instruments

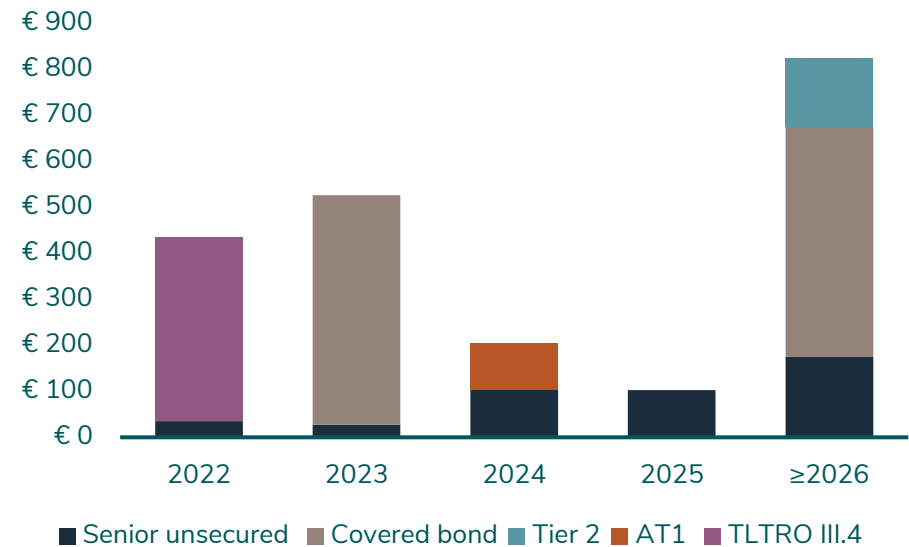


Diversified funding mix and solid liquidity buffers

Funding mix at 31/12/2021
(100% = €16.3 billion)

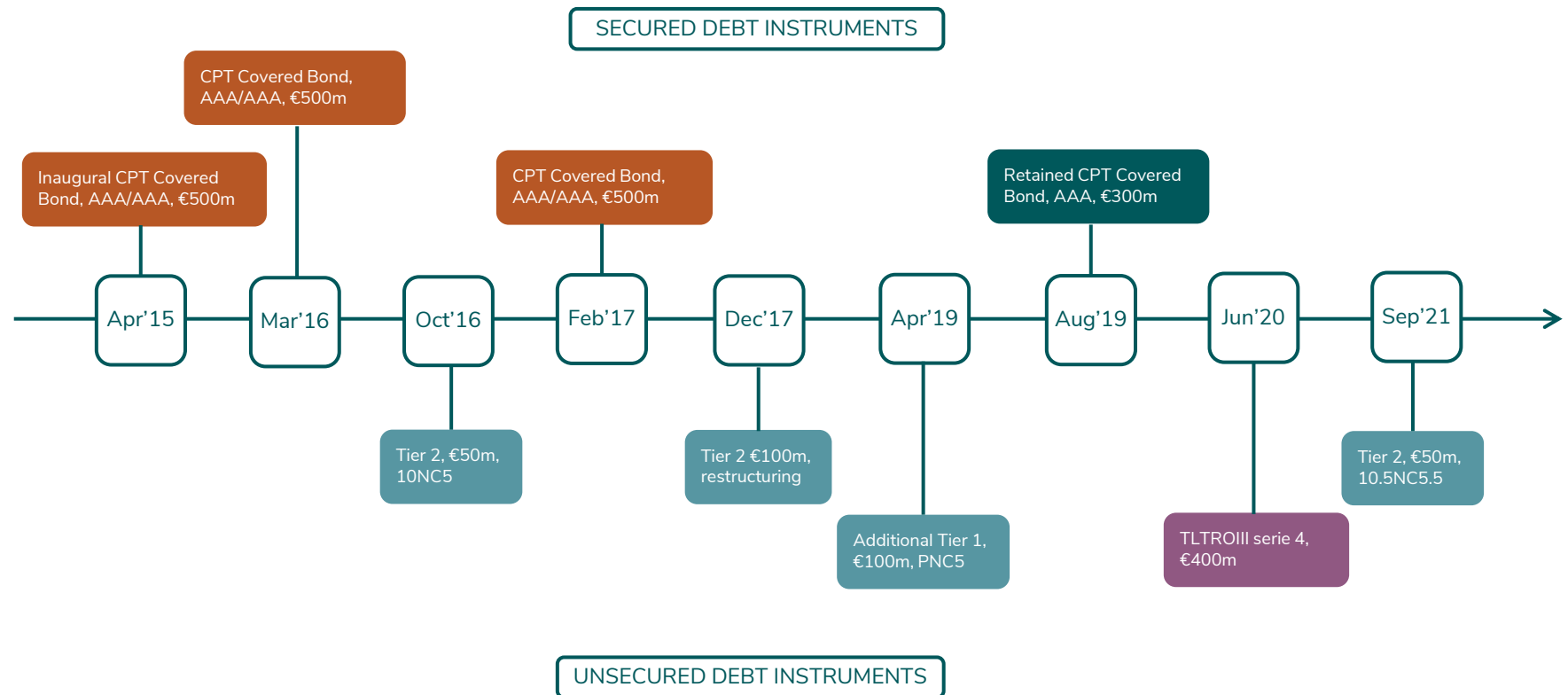


Redemption profile*
€m



Long track record of issuing secured and unsecured debt instruments

- Strong funding position based on a stable level of bond issuance, our presence in wholesale markets and accordingly experienced with secured funding related (reporting) tasks
- Experienced player in setting up new funding programmes (for example: the public CPT Covered Bond Programme replaced the Citadel and Lunet RMBS programmes and the newly set-up Soft Bullet Covered Bond Programme will overtime replace our public CPT Covered Bond Programme)



Mortgage loan portfolio



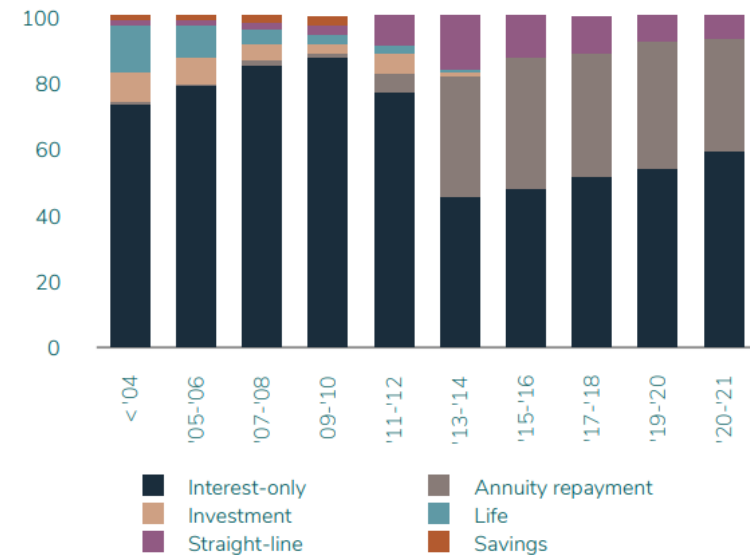
**VAN LANSCHOT
KEMPEN**



Offering mortgages to private banking clients

- We are a specialist wealth manager offering multiple services to our clients: investment allocation, estate planning and financing – and we also offer mortgages to our private banking clients
- Our private bankers can offer personalised service thanks to their compact client portfolio size. Our investment advisers also add value by providing advice on clients' investment portfolios
- As a long-standing institution, we've been offering credit for many years. This means that our credit assessment takes place in-house and we make limited use of intermediaries
- Our mortgage book reflects our focus on private banking clients. The portfolio's weighted average loan-to-value (LTV) ratio, based on foreclosure value, stood at 62% at year-end 2021. In general, new issuances are issued with LTVs between 50% and 90%

Mortgage loans: new production by type (%)



Growth in loan portfolio +5%, decrease in impaired loans

€ m	Loan portfolio 31/12/2021	Loan portfolio 31/12/2020	% change	Impaired loans	Provision	Impaired ratio	Coverage ratio
Mortgages	6,337	6,039	5%	30	2	0.5%	5%
Other loans	2,199	1,997	10%	121	40	5.5%	33%
Loan portfolio	8,536	8,036	6%	152	42	1.8%	28%
Mortgages distributed by third parties*	389	476	-18%	1	0	0.2%	0%
Total loan portfolio	8,925	8,512	5%	153	42	1.7%	28%
ECL stages 1 and 2					10		
Total	8,925	8,512	5%		52		

- Mortgages increased by c. €300m
- Increase in other loans is driven by growing Lombard loans in Belgium and Switzerland
- Other loans include corporate banking loans of €132m (2020: €195m)
- Total impaired loans decreased to €153m from €186m
- Total impaired ratio improved to 1.7% from 2.2%, due to improved credit quality

* Mortgages distributed by third parties are currently not eligible for the Soft Bullet Covered Bond Programme

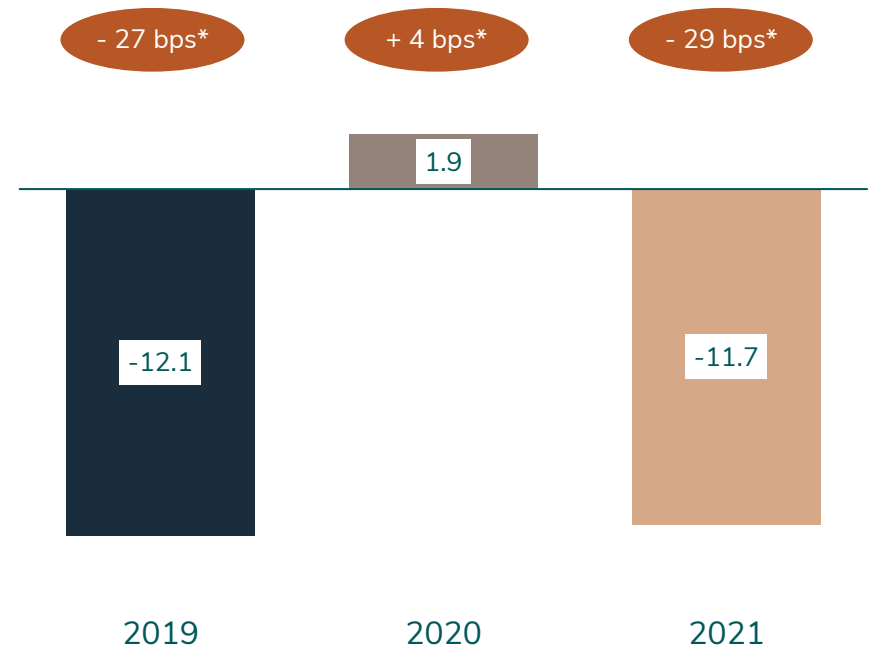
Improvement in credit quality leads to decrease in loan loss provisions

Loan loss provision per stage

€ m	31/12/2020	31/12/2021	% change
Stage 1	3.4	3.6	6%
Stage 2	8.7	3.5	-60%
Stage 3	51.9	42.4	-18%
Total	64.1	49.5	-23%

- Stage 2 decrease mainly due to adjustment in management overlay
- Management overlay on loan loss provisions decreased to €1.6m (from €4.9m)
- Stage 3 significant decline due to release of loan losses and write-offs
- Very limited exposure to coronavirus-impacted sectors such as leisure, travel, retail and energy

Additions to loan loss provisions €m



* Loan loss provision / average total TREA



Soft Bullet Covered Bond Programme



**VAN LANSCHOT
KEMPEN**

Highlights & key benefits

Highlights - summary

Issuer	Van Lanschot Kempen NV
Programme size	€5.0bn
Format	Soft Bullet (SB)
Extension Period	Maximum of 12 months
Guarantor	Van Lanschot Kempen SB Covered Bond Company B.V.
Ratings (expected)	AAA (S&P)
Collateral	Prime Dutch residential mortgage loans
Governing law	Dutch covered bond legislation
Overcollateralisation	Regulatory OC% of at least 5% Asset Percentage: 87%***

Key benefits

- Robust structure**
 - Registered programme with DNB
 - Strong programme tests (asset cover test & amortisation test)
 - No interest rate swap counterparties*
 - Exempted from bail-in
- Dual recourse**
 - Recourse to Van Lanschot Kempen (BBB+/BBB+) (S&P/Fitch) on an unsecured basis should the cover pool be insufficient to repay covered bond holders
 - Recourse to CBC in case of default of Van Lanschot Kempen
- Favourable regulatory treatment**
 - Qualify as LCR eligible (Level 1)
 - Solvency II eligible
 - ECB CBPP3 eligible
 - UCITS and CRR article 129 compliant
 - ECB repo eligible
- Cover pool****
 - Originator: Van Lanschot Kempen
 - CLTIMV: 47.99%
- Reporting**
 - ECBC Covered Bond label [upon issuance]
 - Compliance by NTT & HTT format

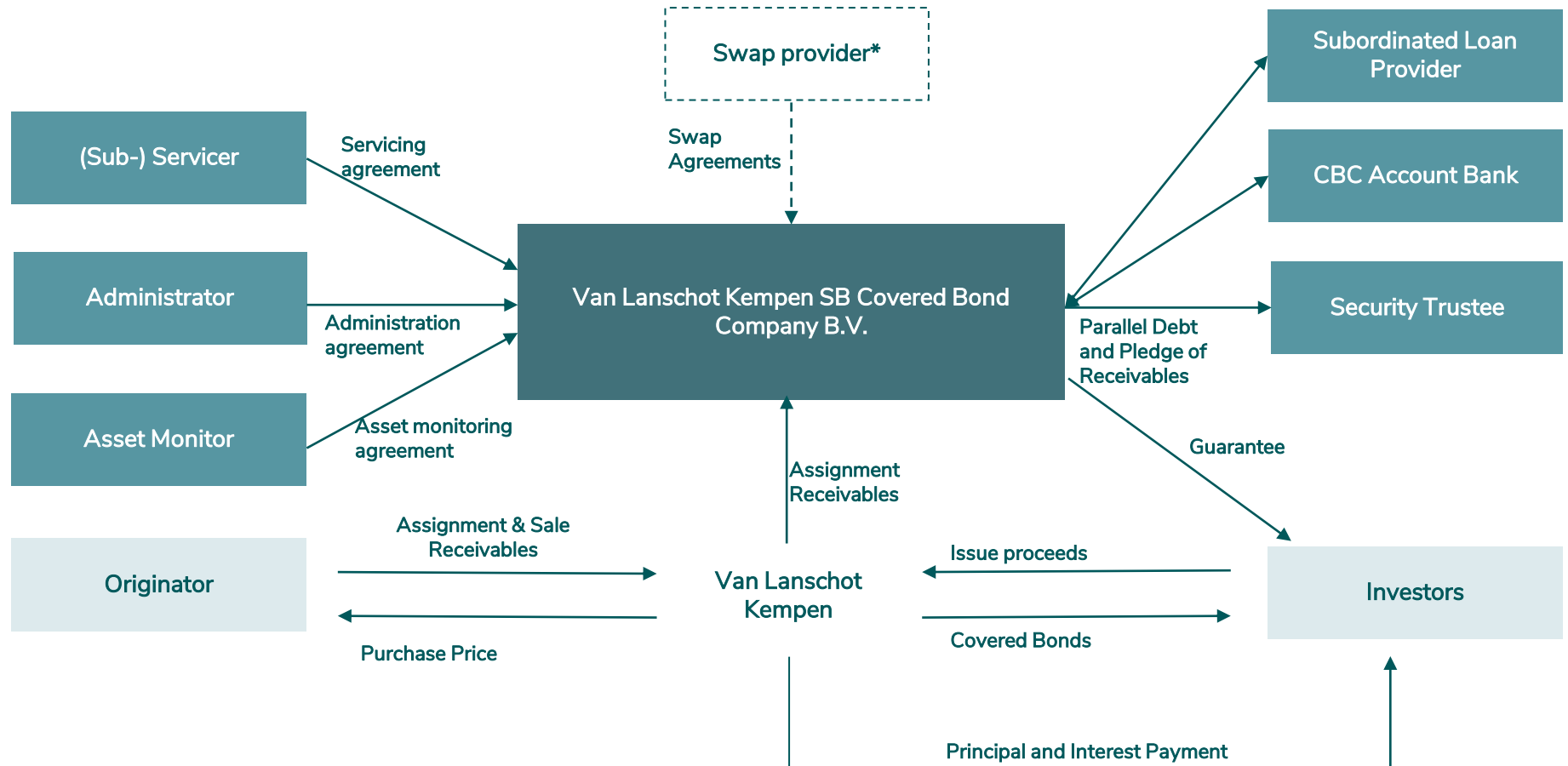
* Portfolio swap and Interest rate swap are optional for the Programme

** The composition is based on the current cover pool which composition can change in the future

*** The asset percentage of Van Lanschot Kempen's SB CB Programme was set at 87% in March 2022 and this percentage is currently included in the Securities Note. This percentage will be updated after pricing of its inaugural SB CB transaction to a level that is sufficient to attain an AAA rating at S&P. The new level will be communicated via Van Lanschot Kempen's corporate website (vanlanschotkempen.com/en/financial/debt-investors/covered-bond-programme) and in the first NTT investor report



Transaction structure



* Portfolio swap and Interest rate swap are optional for the Programme



Key parties & transaction structure

Key Programme Parties

Originator	Van Lanschot Kempen
Transferor	Van Lanschot Kempen
Issuer	Van Lanschot Kempen
Servicer	Van Lanschot Kempen
Guarantor	Van Lanschot Kempen SB Covered Bond Company
Subordinated Loan Provider	Van Lanschot Kempen
Administrator	Intertrust Administrative Services
Asset Monitor	PriceWaterhouseCoopers (PwC)
Director CBC	Intertrust Management
Security Trustee	Stichting Security Trustee Van Lanschot Kempen SB Covered Bond Company
Director Security Trustee	IQ EQ Structured Finance
CBC Account Bank	BNG Bank

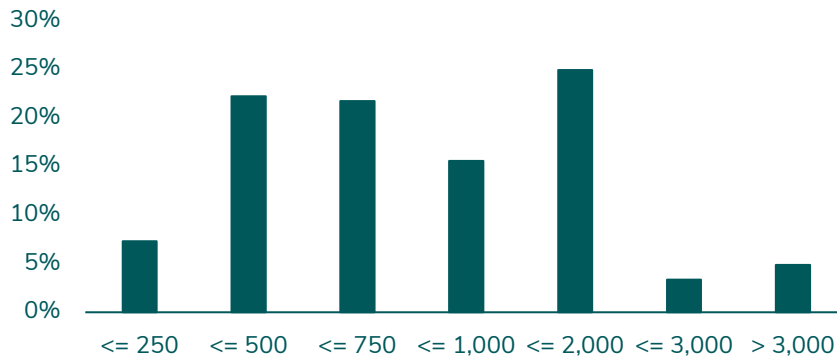
Key pool characteristics as of 31 March 2022

Net principal balance	€737,677,200
Construction deposits	€0
Fixed rate	98.50%
Floating rate	1.50%
Number of loans	1,355
Number of loan parts	3,177
Average net principal balance (per borrower)	€544,411
Weighted average current interest rate	2.28%
Weighted average maturity (in years)	18.26
Weighted average remaining time to interest reset (in years)	7.58
Weighted average seasoning (in years)	11.50

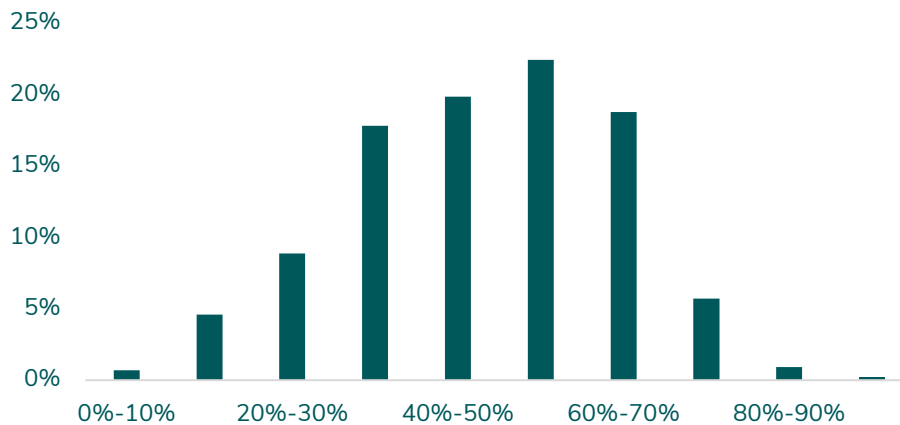


Cover pool characteristics as of 31 March 2022

Current loan balance per borrower
€ thousand



Current Loan to Indexed Market Value



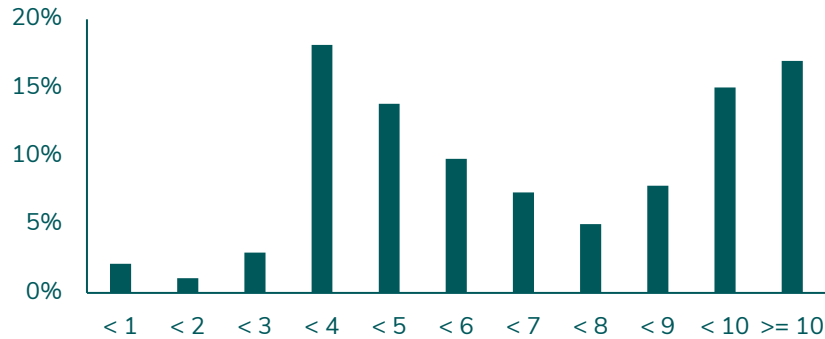
Geographical distribution as % of outstanding amount

Noord-Holland	30.76%
Zuid-Holland	21.34%
Utrecht	17.50%
Noord-Brabant	13.92%
Gelderland	8.27%
Limburg	2.41%
Overijssel	1.96%
Zeeland	1.24%
Flevoland	0.88%
Groningen	0.60%
Drenthe	0.59%
Friesland	0.54%

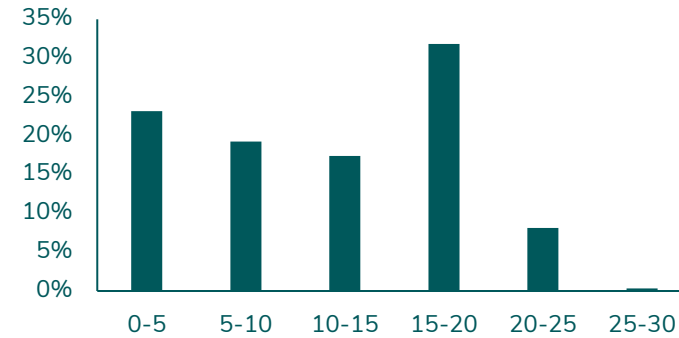


Cover pool characteristics as of 31 March 2022

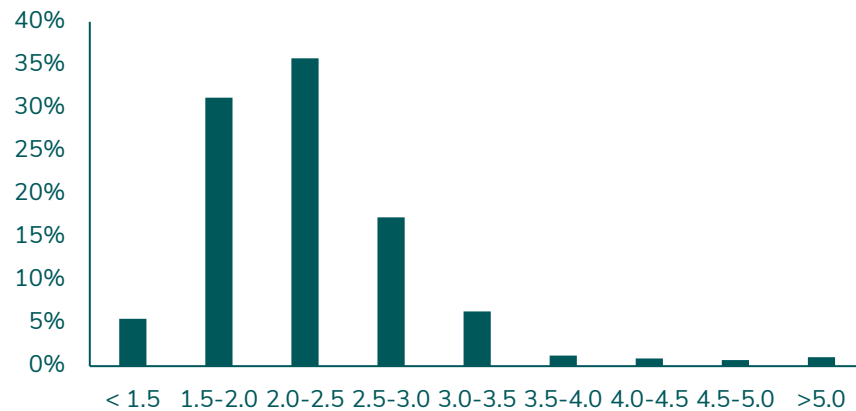
Time to interest reset date (in years)



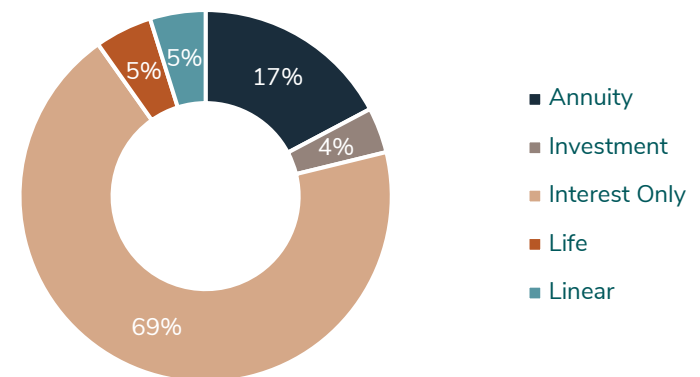
Seasoning (in years)



Interest rate (%)



Product type



Soft Bullet mechanism

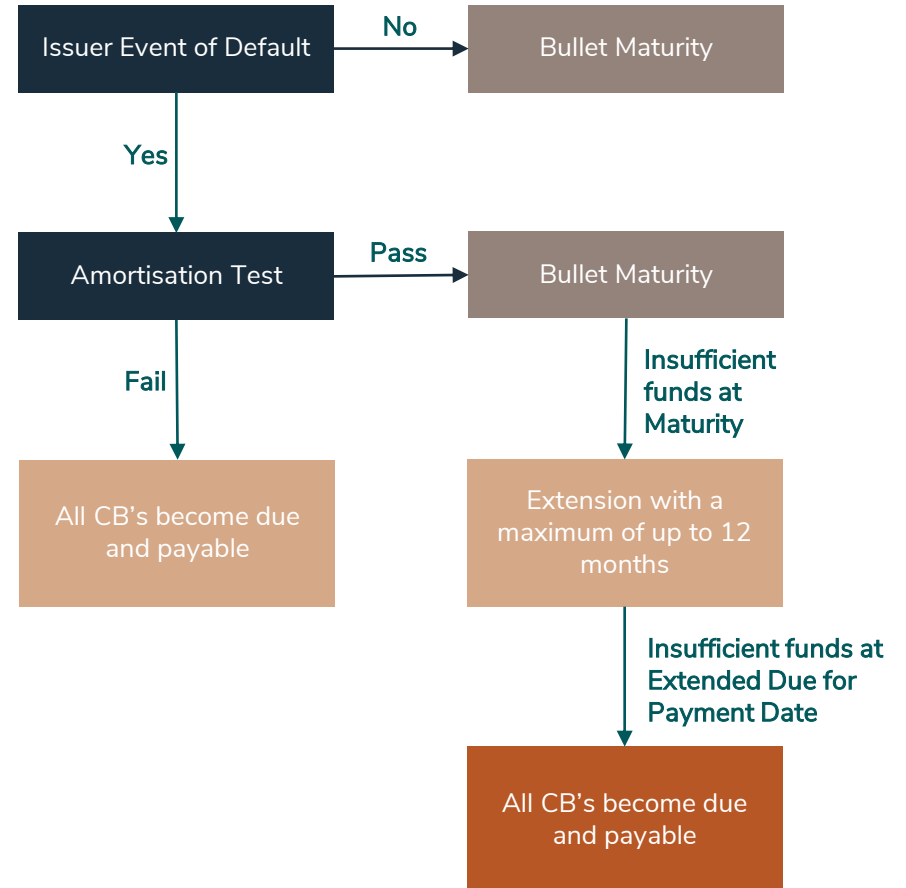
Going-concern

- The covered bonds (CBs) are bullet securities due on the specified maturity date and the Issuer makes the coupon and principal payments to the investors
- The ACT ensures that the cover pool meets the minimum OC requirements

Issuer event of default










- The ACT will be replaced by the Amortisation Test
- If on the maturity date of the CB an Issuer Event of Default takes place and the CBC has insufficient funds to redeem the CB, this will not trigger a CBC Event of Default
- At such moment the maturity date is extended for a maximum of 12 months
- During this extension period the administrator undertakes to (partially) sell the cover pool and to use the proceeds to (partially) repay the CB series on every interest payment date within this period
- If the structure has insufficient funds to repay a specific series on the Extended Due for Payment Date, this will trigger a CBC default and result in all CBs becoming due and payable
- A breach of the Amortisation Test would also constitute a CBC Event of Default and lead to all CBs becoming due and payable

Soft Bullet Mechanics



Comparison - Dutch covered bond programmes

Main highlights*

	 VAN LANSCHOT KEMPEN	 ABN-AMRO	 achmea	 AEGON	 ING	 NIBC	 NN	 Rabobank	 de volksbank
Issuer Rating (S/M/F)	BBB+/NR/BBB+	A/A1/A	A-/NR/A	A/NR/A-	A+/A1/AA-	BBB+/NR/BBB	A-/NR/NR	A+/Aa2/A+	A-/A2/A-
Programme Rating (S/M/F)	1. AAA/NR/AAA 2. AAA(exp)/NR/NR	NR/Aaa/AAA	1. NR/Aaa/AAA 2. AAA/NR/NR	1. AAA/NR/NR 2. AAA/NR/NR	1. AAA/Aaa/AAA 2. AAA/NR/AAA	1. AAA/NR/AAA 2. AAA(exp)/NR/NR	AAA/NR/NR	NR/Aaa/NR	NR/Aaa/AAA
Collateral Type	Prime Residential Dutch Mortgages	Prime Residential Dutch Mortgages	Prime Residential Dutch Mortgages	Prime Residential Dutch Mortgages	Prime Residential Dutch Mortgages	Prime Residential Dutch Mortgages	Prime Residential Dutch Mortgages	Prime Residential Dutch Mortgages	Prime Residential Dutch Mortgages
Indexed Valuation	Kadaster, 90% increase 100% decrease	Kadaster, 85% increase 100% decrease	Calcasa 90% increase 100% decrease	Kadaster, 90% increase 100% decrease	Kadaster, 90% increase 100% decrease	Kadaster, 90% increase 100% decrease	Kadaster, 90% increase 100% decrease	Kadaster, 90% increase 100% decrease	Kadaster, 100% increase 100% decrease
LTV Cut-Off (ACT)	80%	80%	80%	80%	80%	80%	80%	80%	80%
Asset Percentage	1.) 95.0% 2.) 87%	87.0%	1.) 93.5% 2.) 94.3%	1.) 93.0% 2.) 96.7%	97.56%	1.) 97.5% 2.) 77.5%	96.5%	100%	88.5%
Total Return Swap Provider	na	na	na	na	ING Bank N.V.	na	na	na	de Volksbank N.V. (plus stand-by guarantee or similar)
Repayment Type	1.) Conditional Pass-Through 2.) Soft Bullet	Hard & Soft Bullet	1.) Conditional Pass-Through 2.) Soft Bullet	1.) Conditional Pass-Through 2.) Soft Bullet	Hard & Soft Bullet	1.) Conditional Pass-Through 2.) Soft Bullet	Soft Bullet	Soft Bullet	Soft Bullet
UCITS Compliant	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
CRR Article 129 Compliant	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
DNB Registration	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Comments *	Two public programmes		Two public programmes	Two public programmes		Two public programmes			

*Based on NTT March 2022 reporting figures as published by individual issuers. In case the issuer has multiple public programmes, 1) is Conditional Pass-Through and 2) is Soft Bullet covered bond programme.



Van Lanschot Kempen investor reporting

Investor Reporting for Covered Bonds

- Van Lanschot Kempen is a member of the Dutch Association of Covered Bond issuers (DACB). The objective of the DACB is to continuously improve the quality of the Dutch covered bond product offering (See also www.dacb.nl)
- The public Conditional Pass Through Covered Bond Programmes carries the ECBC Covered Bond Label. The Soft Bullet Covered Bond Programme will also have a 'ECBC label' as we will market this deal as an ECBC eligible transaction
- Investor reports follow the HTT and NTT and are published on our website
<https://www.vanlanschotkempen.com/en/financial/debt-investors>



Financial /

Debt Investors

Van Lanschot Kempen aims for a solid capital position and a balanced funding mix with sufficient diversification (both retail and wholesale), products and maturities.

Being a wealth manager savings and deposits account for a relatively large proportion of Van Lanschot Kempens's funding mix. In addition, Van Lanschot Kempen is a regular issuer of secured and unsecured bonds in the wholesale market.

Funding mix and redemption profile

We aim to retain access to both retail and wholesale markets through diversified funding. At the end of 2021, our funding ratio had increased by 12 percentage points to 132% (year-end 2020: 120%).

Click on the figures for additional information on the funding mix (left) and the funding redemption profile (right).

Funding mix

Category	Color
Client savings and deposits	Dark Blue
Debt securities	Light Blue
Interbank funding	Orange
Shareholders' equity	Red
Other funding	Grey

Funding redemption profile

Year	Components
2022	Client savings and deposits, Debt securities, Interbank funding, Shareholders' equity, Other funding
2023	Client savings and deposits, Debt securities, Interbank funding, Shareholders' equity, Other funding
2024	Client savings and deposits, Debt securities, Interbank funding, Shareholders' equity, Other funding
2025	Client savings and deposits, Debt securities, Interbank funding, Shareholders' equity, Other funding
2026	Client savings and deposits, Debt securities, Interbank funding, Shareholders' equity, Other funding



Annex I - Sustainability



**VAN LANSCHOT
KEMPEN**

Our achievements as a sustainable wealth manager in 2021

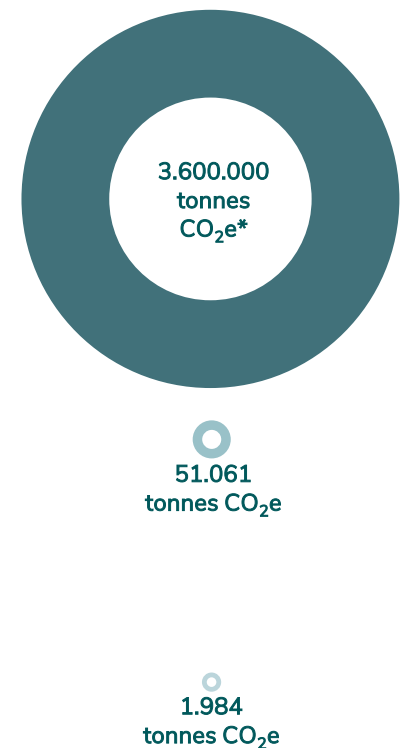
- Based on our net-zero commitment we reduced our carbon footprint further:
 - AuM: footprint per euro AuM down by 44%
 - Mortgage portfolio: footprint per euro invested down by 6.1%
 - Own organisation: by 6.2% per FTE
- In 2018 we started scoring our internal and external fund managers on sustainability criteria and categorised them in keeping with market practice. In 2021 we screened 387 funds (2020: 147 funds), representing 57% of our AuM. The scores were 2% impact, 25% sustainable and 64% responsible
- As long-term active owners our internal fund managers engaged directly with 132 companies (35% of all holdings) on ESG themes to create positive change
- In 2021, we launched the Kempen SDG Farmland fund – together with a fiduciary client. The fund invests in land for sustainable agriculture across the globe and delivers attractive long-term returns. At year-end 2021, around €380m had been committed to the fund

Our main focus is on our clients' investments

- Because of our wealth management strategy, the impact that can be associated with our client investments is substantially larger than the impact that be associated with our on-balance sheet activities or own operations.
- In our sustainability strategy and the enhancing of the sustainability profile of our products and services, we therefore focus on our investment products.

1.	AuM (€112.1bn)	Examples of investment solutions with a strong sustainability profile, include the SDG Farmland Fund and Global Impact Pool
2.	Balance Sheet (€16.3bn)	For example the services we offer via our 'Groenhypotheek' (green mortgage) are to help our clients take energy efficiency measures
3.	Own organisation (1.654 FTEs)	We continuously strive to further reduce the impact of our own operations and behavior. For example, by transitioning to a fully electric lease car fleet





Our carbon footprint



*based on coverage of 59% of AuM, per year-end 2021

Progress on our non-financial KPIs

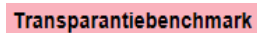
- To monitor whether we are on track to deliver on our ambitions, we define KPIs and targets
- The KPIs are focused on value creation, both financial and non-financial, financial KPIs are referred to on slide 7

Theme	KPI	Target	2021	Score 2021	Score 2020
 Clients	NPS Private Clients	10	●	36	26
	NPS Evi	10	●	15	5
	NPS W&I Clients	20	●	38	n/a
	MBC: number of successful transactions with repeat CF clients (5 yr)	60-70%	●	46%	43%
	MBC: bundled commission paid by repeat Securities clients	> 80%	●	94%	95%
	W&I Clients: average Morningstar rating of investment strategies	> 3.5	●	3.6	3.6
	Three-year relative performance of discretionary management mandates - Private Clients	> benchmark	●	-0.8%	-1.8%
	Three-year relative performance of discretionary management mandates - Evi	> benchmark	●	-0.6%	-2.2%
 Ethics and integrity	% of employees who positively evaluate our culture regarding ethical behaviour and integrity	> industry average (85%)	●	90%	89%
 Sustainability	Private Clients AuM invested in sustainable and/or impact solutions	last year + 10%	●	€4,367m +€1,304m	€3,063m +€1,017m
	Percentage of internal and external fund managers on the approved list that meet the sustainability criteria	> last year	●	76%	70%
	Engagement cases with companies that our funds invest in per year	80-100 cases	●	132	116
	Engagements for change for which at least one milestone has been reached in the past	10-15 trajectories	●	55	54
	Decrease in direct carbon emissions of our own organisation	- 2.5%/FTE per year	●	-6.2%	-51.1%
	Decrease in indirect carbon emissions in our mortgage portfolio	CO ₂ /EUR < last year	●	-6.1%	-6.6%
 Employees	Employee engagement score	> 80%	●	88%	n/a
	Employer Net Promoter Score (eNPS)	> 10	●	13	6
	Gender balance in management positions	> 30% female and > 30% male	●	22% female 78% male	21% female 79% male
	% of training courses followed to develop new skills in order to adapt the workforce	> 25%	●	53%	57%

High scores on external ESG ratings

Good score on Governance / Transparency

 **ISS QualityScore** Top decile

 **Transparantiebenchmark**

8th place in league table of 486 entrants



18th in a league table of 77 multinationals



C+ rating

Other ESG ratings and benchmarks



1st in our peer group of medium-sized banks



4th in group of 97 peers rated on sustainability



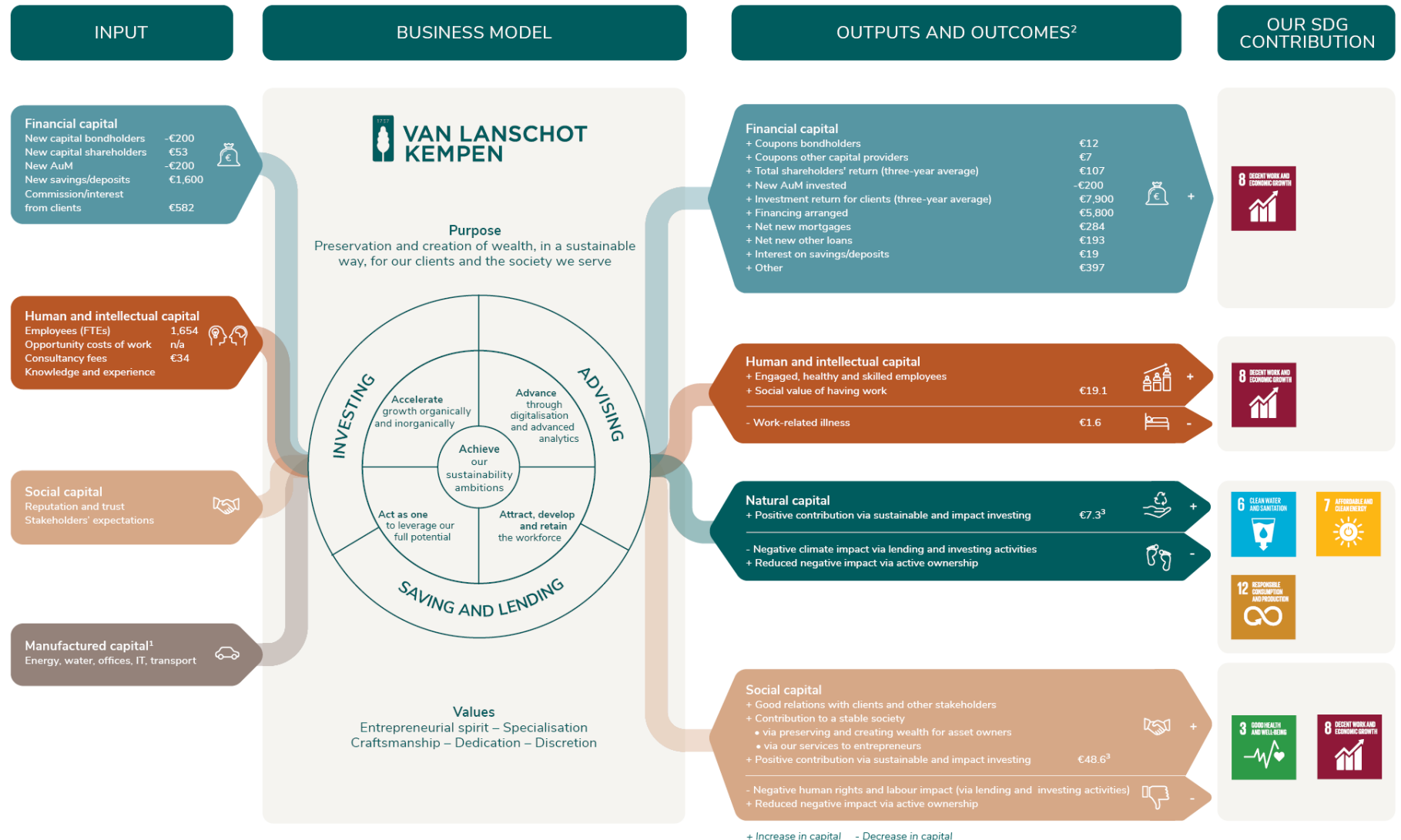
A+ score for responsible investment policy and process



AA rating on resilience to ESG risks



How we create value for our stakeholders



1 Manufactured capital has been deemed non-material.

2 For various stakeholder groups.

3 Figures are based on four sustainable investment funds amounting to €1,081 million.

Annex II - Dutch Housing Market

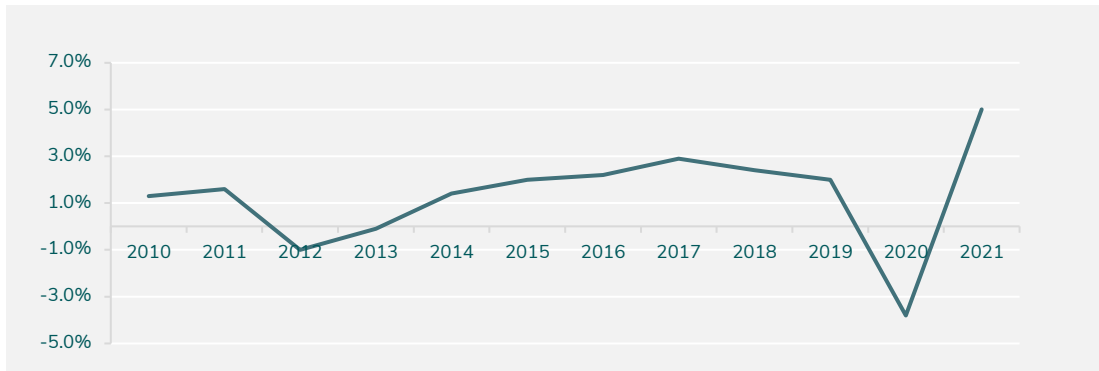


**VAN LANSCHOT
KEMPEN**

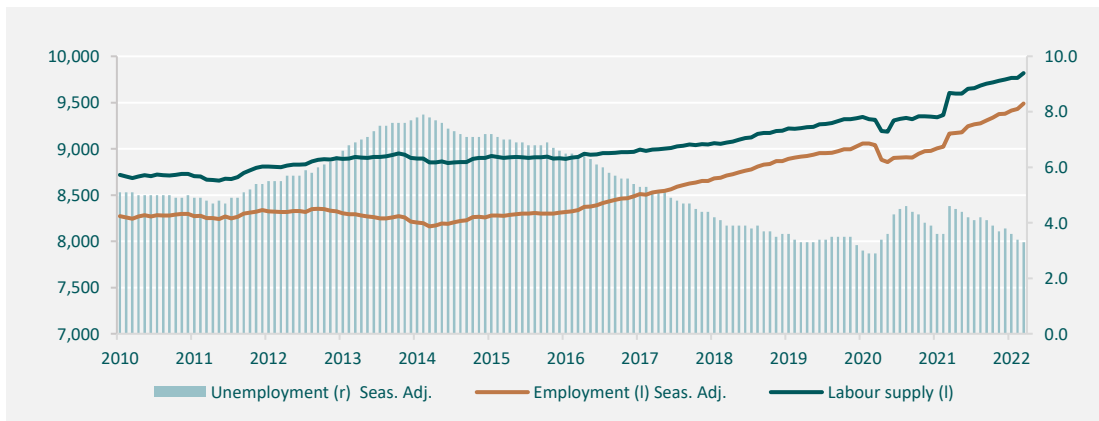
Economy in the Netherlands

- Compared to 2021, the Dutch economy is expected to grow at a slower pace for 2022 and 2023. For 2022 economic growth of 3.1% is assumed and for 2023 1.2%. The purchasing power of consumers and business' investment opportunities are reduced as a result of sharply increased prices, which are expected to remain high for a longer period due to the war in Ukraine. Sanctions against Russia and voluntary boycotts of companies are slowing down the growth of Dutch exports
- According to Statistics Netherlands (CBS), in March 2022 3.3% of the labour force in the Netherlands was unemployed. This is the lowest unemployed rate since 2003. For 2022 it is expected that the unemployment level will be around 3.2%. The unemployment rate is expected to remain below 4% in 2023

Gross Domestic Product (GDP) – Y-o-Y change



Unemployment



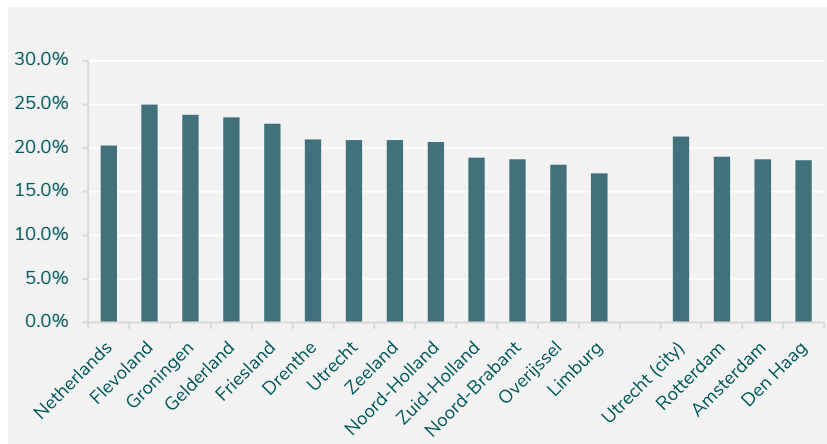
Sources:

- RaboResearch: "Economic growth in the Netherlands expected to weaken due to war in Ukraine" (March 16, 2022)
- Statistics Netherlands (CBS)

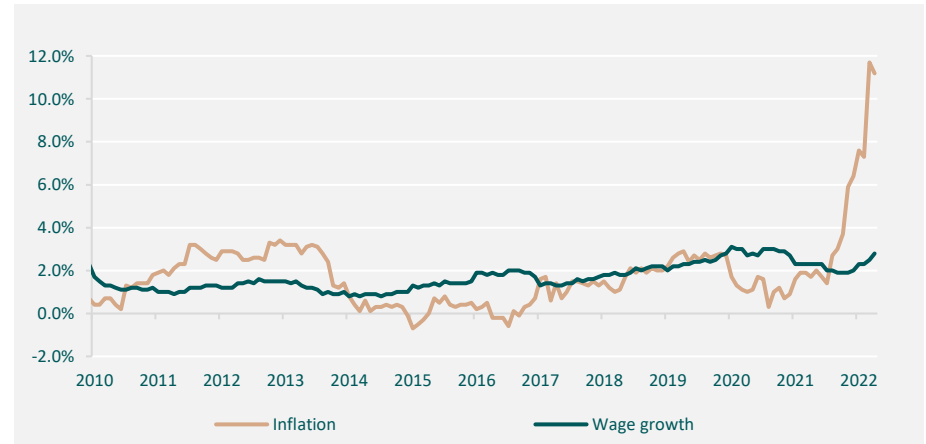
Inflation, wage growth and house price increase

- In recent months inflation has risen sharply. Furthermore, due to the Russia-Ukraine war, it is expected that inflation will rise further and stay high for a longer period of time. For 2022 an average consumer price inflation of 5.5% is forecasted. For 2023 inflation of 2.9% is expected
- Despite the contrasting gap between inflation and wage growth, house prices in the Netherlands grew by 20.1% on an annual basis compared to 2020. Given that the Dutch economy will grow less and the mortgage interest rates are no longer declining, it is expected that the growth in house prices will slow down in coming years
- In terms of regional house prices increase, Flevoland showed the biggest increase of 25% quarter-on-quarter. Limburg showed the lowest growth rate with a 17.1% price increase. In comparison with the cities, Utrecht city showed the highest growth price with 21.3% compared to the first quarter of 2021

Q1 2021 – Q1 2022 - house price increase per region



Wage growth and inflation



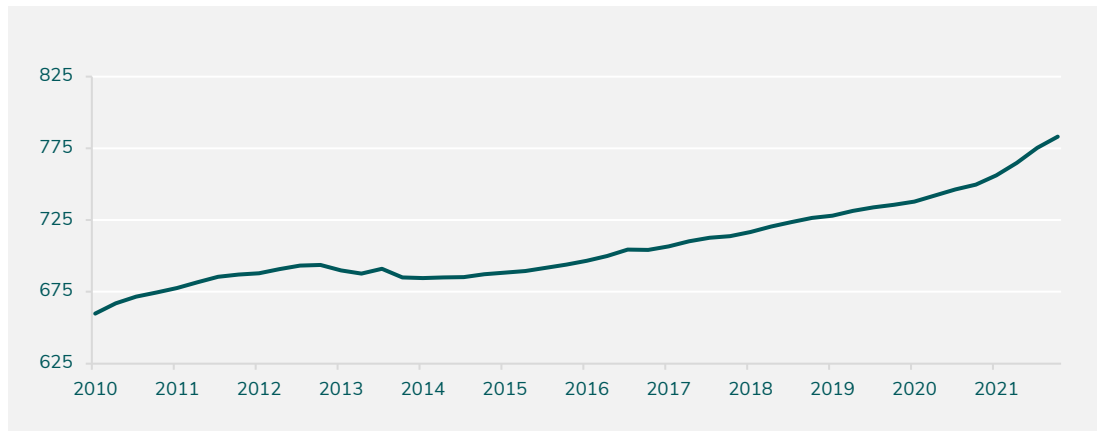
Sources:

- RaboResearch: "Economic growth in the Netherlands expected to weaken due to war in Ukraine" (March 16, 2022)
- Statistics Netherlands (CBS)

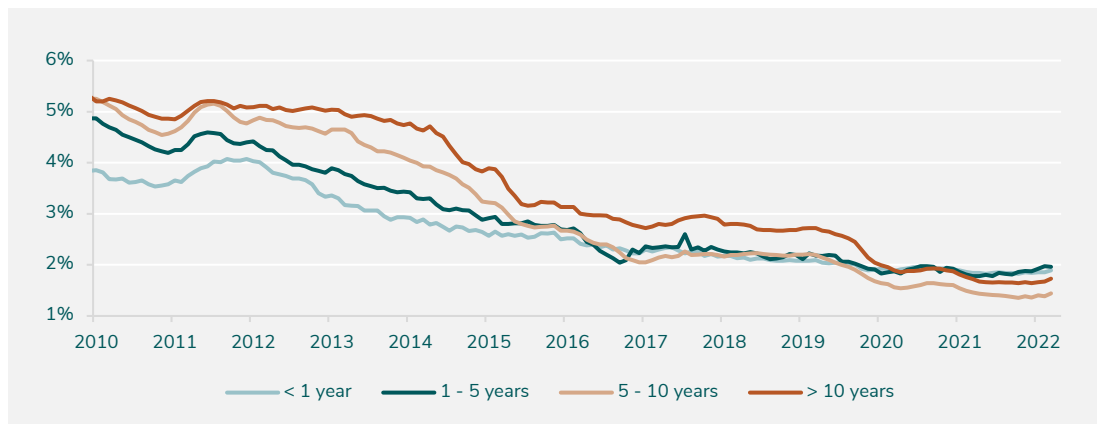
Mortgage debt outstanding & mortgage rates

- The mortgage debt outstanding for the Netherlands continues to rise along side the increase observed in the house prices
- In the Netherlands and in other European countries, the gap between income and house prices has widened in recent years.
- Mortgage interest rates hit their historical lowest levels in 2021. However, the market is observing a turnaround and interest rates have started to increase. As observed in the right hand graph, the interest rates in March 2022 are slightly higher compared to the levels seen in Q3 and Q4 2021

Residential Mortgages outstanding (in €bn)



Average mortgage rates



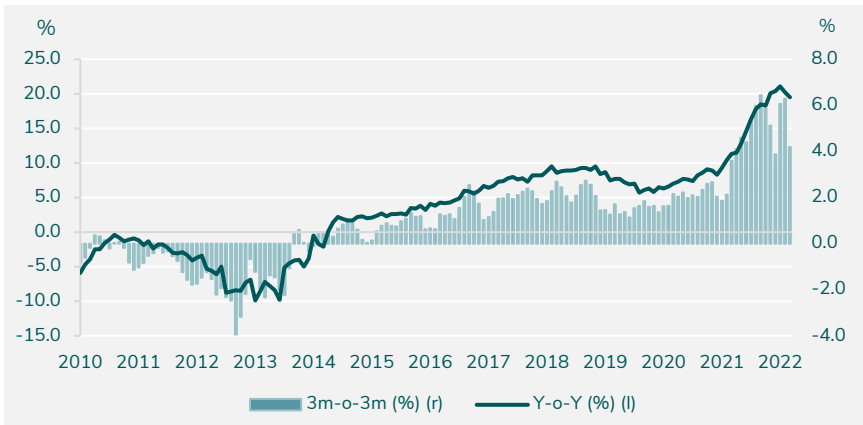
Sources:

- RaboResearch: "Economic growth in the Netherlands expected to weaken due to war in Ukraine" (March 16, 2022)
- Statistics Netherlands (CBS)

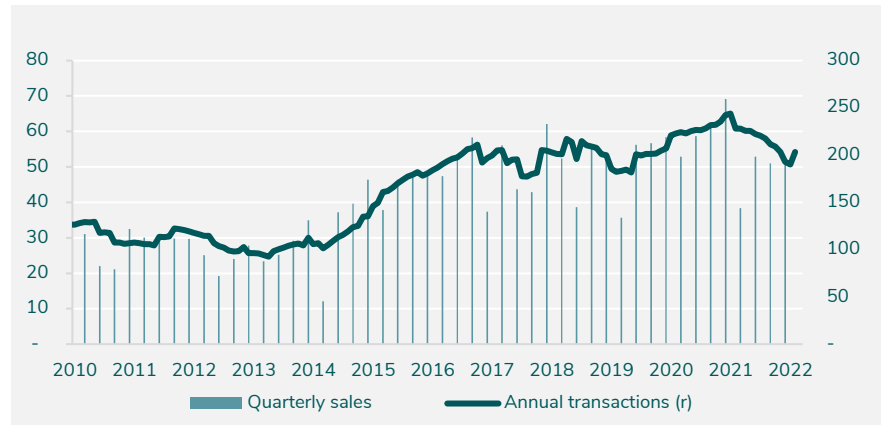
House price increase

- In March 2022, sold houses were on average €19.000 more expensive than in January 2021
- For 2022, house prices are expected to climb by 17.3%, followed by a slower, but still increased, 5.5% in price for 2023. Since 1977 house prices have not risen as sharply as is currently the case. Year-on-year house price growth has been increasing for seven quarters in a row. The increase of house prices is explained by a severe gap between supply and demand. Demand for housing is high, partly due to low interest rates, while supply is relatively scarce. In fact, historically, when set against the total number of owner-occupied homes, the number of houses for sale has never been so low
- For 2022, sales volumes are expected to (slightly) fall due to the supply shortage. It is anticipated that 191,000 homes will be sold in 2022. For 2023 a slight recovery is expected to a sales volume of 198,000
- The owner-occupancy rate among young adults is decreasing, that is explained by the steep increase in prices compared with modest young professionals' salaries

House Prices Index



Quarterly annual transaction volume YTD Q1 2022 (in 000s)

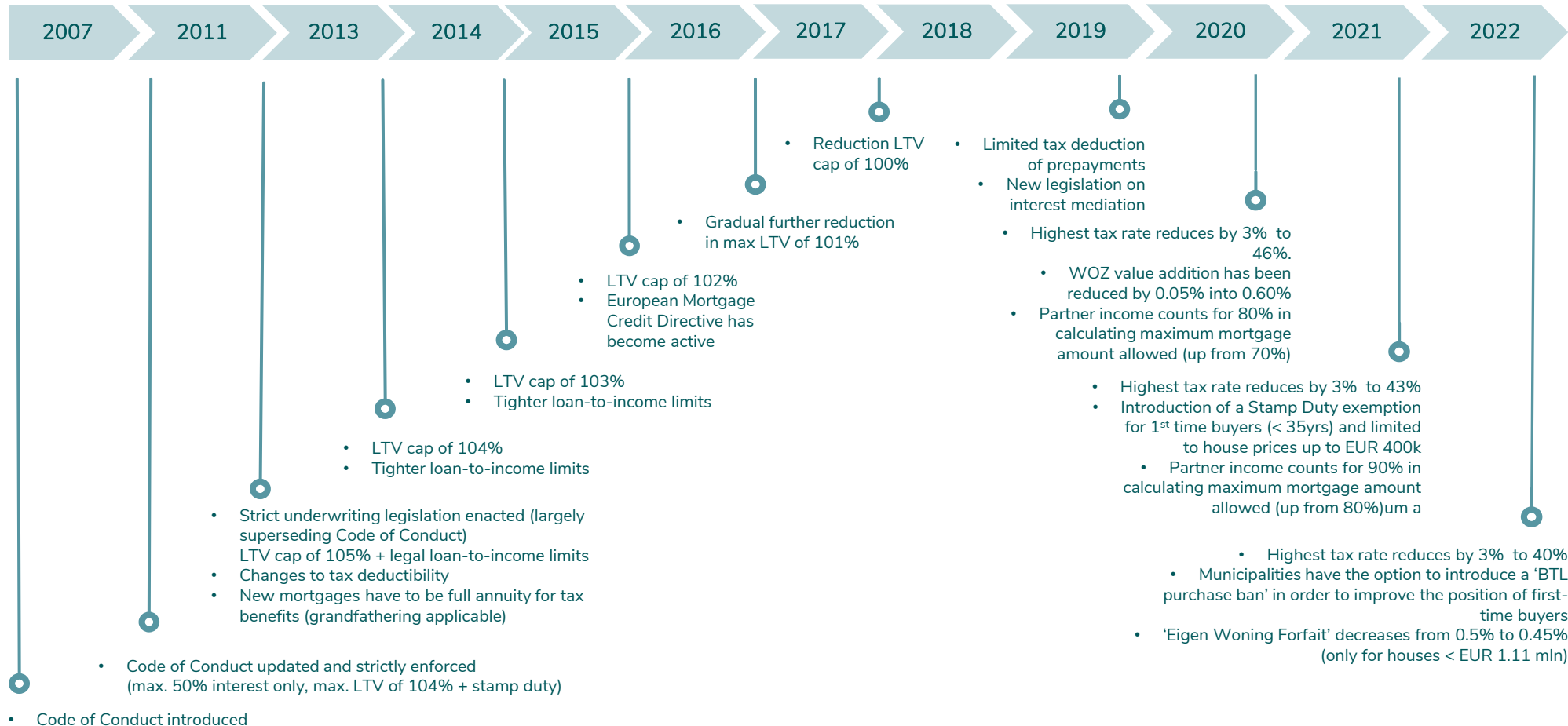


Sources:

- RaboResearch: "Economic growth in the Netherlands expected to weaken due to war in Ukraine" (March 16, 2022)
- Statistics Netherlands (CBS)

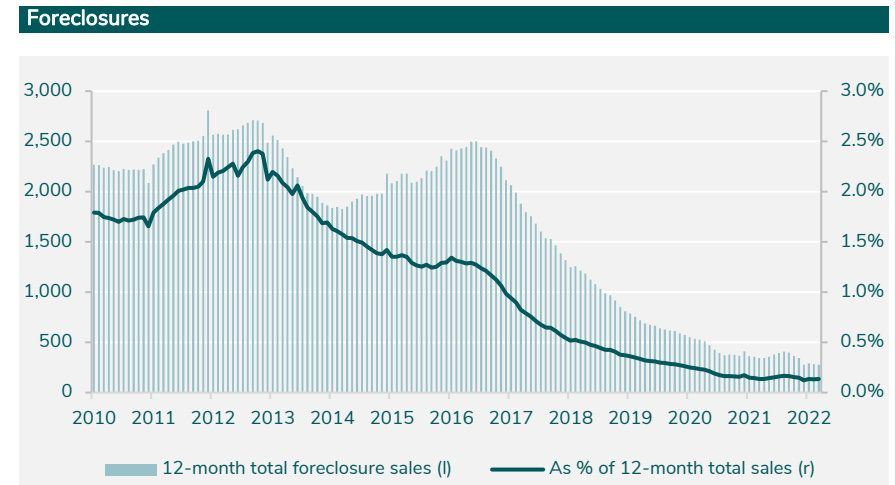
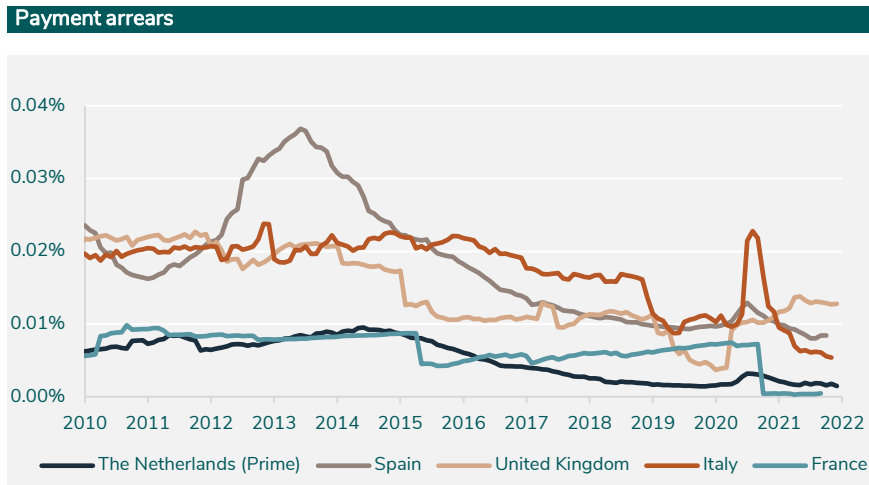
Dutch mortgage lending standards

Evolution of Dutch mortgage lending standards



Payment arrears and foreclosures

- Mortgage payment arrears in Europe have been declining over the last couple of years, where the Netherlands remains the best in class with the lowest arrears in the area with a decreasing trend since the second half of 2014
- A trend of declining public auctions has been present since 2012 and has continued in 2021. The decline is explained not only as an improvement of payment problems but also as a stricter institutional supervision program from lenders to home-owners who have fallen into arrears. The graph on the right shows the declining trend
- As shown in the graph on the left, the Netherlands continues to perform well in terms of the level of payment arrears and forced sales in comparison to other European countries. Historically the Netherlands show low and stable proportions of payment arrears



Sources: Moody's, RaboResearch, Statistics Netherlands (CBS) / Land Registry

Annex III - Product offering and underwriting



**VAN LANSCHOT
KEMPEN**

Product offering

Private banking services to wealthy individuals and to individuals starting to build their wealth

- Advice on financial planning and wealth management
- Focus on relevant advice and high-quality service
- Mortgage loans offered to clients as part of full-service financial solutions – preferably based on advice but also on execution only
- Three types of mortgage loans offered: annuity, linear or interest-only
- Advice based on the client's personal preferences and circumstances: "Does the mortgage loan fit the client?"
- Check on income and assets: is the client able to pay the interest and redemptions, while maintaining their desired standard of living?
 - Risk awareness: changing interest rates, declining house prices
 - Scenarios and calculations based on key life events such as unemployment, disability and death

Origination at Van Lanschot Kempen

- The origination of private clients is done by our bankers and certified mortgage advisors

Underwriting (1/2)

Governance

Dutch Code of Conduct

Our mortgage underwriting criteria have evolved over time in line with the Dutch Code of Conduct, national law and general market practices. The criteria below are those currently applied

Loan

Maximum loan to value

- Mortgage loans up to and including €2 million: maximum 100% of market value
- Mortgage loans > €2 million and ≤ €3.5 million: maximum 100% of market value up to €2 million and 75% above this amount. For mortgages > €4 million, stricter criteria are applied
- Interest-only loans: up to 75% of market value

Borrower criteria

- Dutch nationality or permanent resident of the Netherlands
- Employment contract for indefinite period; temporary contracts only accepted if they meet stringent criteria
- Self-employed borrowers: three years of income history, except for business professionals and medical practitioners
- Cohabiting (registered) or married partners are jointly and severally liable

Financial criteria

Loan to income has to be compliant with Dutch Code of Conduct and national law. Income components for calculation:

- Fixed salary, subject to employer's declaration and salary slips, of both borrowers considered
- Variable income may be partially taken into account, under strict conditions
- Income from client assets limited to 5.53% annual return on securities, -0.01% on savings
- Net rental income from other properties (after interest payments, instalments and maintenance fees)

Underwriting (2/2)

Fraud & insurance requirements

- Various fraud checks are carried out (BKR, SFH, VIS, EVA, employer's certificate)*
- Continuous contact between banker and client
- Mandatory hazard insurance based on reconstruction value

Property

- Mandatory property valuation by independent appraiser
- Full appraisal is carried out according to the requirements of the DNB
- Valuation reports must be from qualified appraisers and valuation agents (mandatory external validation as of 1 January 2015)
- Valuation reports should not be older than six months
- Exception: sales contract for newly built properties**

Information

- Van Lanschot Kempren follows strict requirements on providing information to its borrowers
- To prevent unfavourable borrower behaviour, borrowers need to have a good understanding of:
 - how their mortgage will work
 - what they can expect to change in the future
 - what their choices are

Loan approval governance

- Certified Mortgage Adviser: up to €1,000,000 if fully compliant with Dutch Code of Conduct and Van Lanschot Kempren's credit policy (four eyes principle), including specific standard open explanations
- Credit approval: up to €3 million (minimum four eyes)
- Credit Risk Committee: > €3 million; committee consists of two members of the Management Board, Manager of Credit Risk Management, Head of Credit Approval and Private Banking Directors
- No standard exception policy, due to client base of wealthy individuals

* BKR (Credit Registration Bureau), SFH (Anti-Fraud System), VIS (Identification System), EVA (Anti-Fraud System)

**In case of project construction: valuation in advance for properties > €1m); in other cases valuation based on sales contract.

Van Lanschot Kempfen: arrears management

Arrears management/timeline

- Mortgage loans are considered in arrears if one or more regular payments have been missed by the client
- After approximately two weeks a reminder letter is sent by the service provider. Every month another letter is sent, for as long as the arrears continue.
- For non-core clients: Client Support contacts the client within 30 days of the arrear arising
- For all clients: if the arrear still exists after 30 days, the Early Prevention Team calls the client to ask for payment
- The Credit Monitoring department reports all arrears weekly to management and account managers

Restructuring approach

Early prevention

- All arrears of over 45 days are monitored by the Early Prevention Team. They focus on analysing the situation of the client in order to find a permanent solution, rather than just acting on signals. Within 60 days it must be clear whether a problem can be easily solved, or whether the Recovery and Restructuring team needs to be involved.
- The next step is to define the client proposition and the tools we will give to the client to help them avoid potential problems

Restructuring

- After 90 days of material overdraft, the client is in default, or earlier if required or needed. The Restructuring and Recovery department then registers the file as a “file under supervision”
- Check of banking position/security check:
 - Mortgage
 - Pledged securities
 - Guarantees / pledges (e.g. life insurance)
 - First client appointment together with private banker
- Situation is considered to be curable: first tailor-made recovery plan and follow-up
- Situation is considered not to be curable: tailor-made rectification plan and vigorous follow-up
- There are no specific timelines for foreclosure; this is client-specific and on a case-by-case basis

Recovery/foreclosure

- If the client does not agree to a voluntary sale, the sale will be forced via public auction
- Van Lanschot Kempen is always present at auctions, either through an employee or a representative
- Van Lanschot Kempen has a vehicle in place through which it may buy a property at auction



**VAN LANSCHOT
KEMPEN**

Contact

Funding Management

Ralf van Betteraij

Head of Funding Management

T +31 20 348 97 13

M +31 6 12 04 10 89

r.vanbetteraij@vanlanschotkempen.com

Marrit Oudeboon

Funding Management

T +31 20 348 97 14

M +31 6 10 02 17 12

m.oudeboon@vanlanschotkempen.com