



VAN LANSCHOT
KEMPEN

Analyst presentation

2 February 2023



Van Lanschot Kempen and Robeco: a partnership for further growth

- Next step in Van Lanschot Kempen's growth strategy: acquisition of Robeco online investment platform
- Fits our ambition to grow our mass-affluent proposition under the brand name Evi van Lanschot
- Creates a leading platform for online wealth management in the Netherlands with c. €6.0bn in AuM
- Will continue to offer Robeco investment funds
- Strengthens our mass-affluent team
- Impact on CET 1 ratio expected to be -0.4 percentage points
- Closing of the transaction expected in June 2023, followed by a two-year integration process



Acquisition of Robeco online investment platform...



...fits well within our overall wealth management strategy



Younger generation



Wealth accumulation
“for later”



Future private
banking potential



Further development of
online wealth
management capabilities

Highlights of the combination

Evi van Lanschot and Robeco



- Started in 2013
- €1.3bn in AuM
- c. 25,000 clients
- c. 100bps for services + investment solutions

Robeco Retail Nederland

- €4.7bn in AuM
- c. 125,000 clients
- c. 30bps for services

The combined activities

- Online and personal
- Combined €6.0bn in AuM and c. 150,000 clients
- Robeco investment funds to remain part of client offering
- Strengthening our mass-affluent team

The future

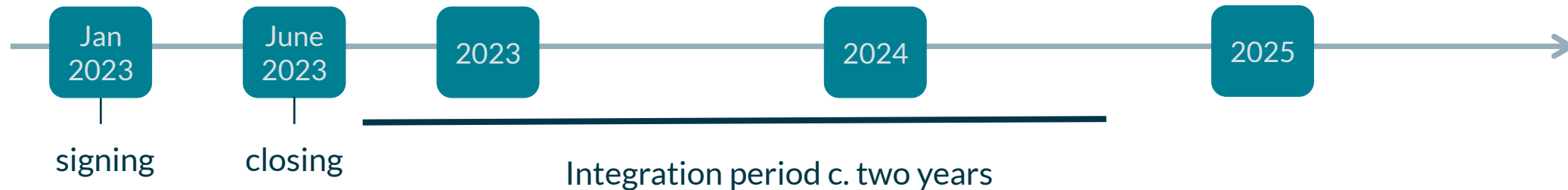
- Become leader in mass-affluent market
- Economies of scale
- Platform for further growth
- Improved client propositions
- Complementary propositions



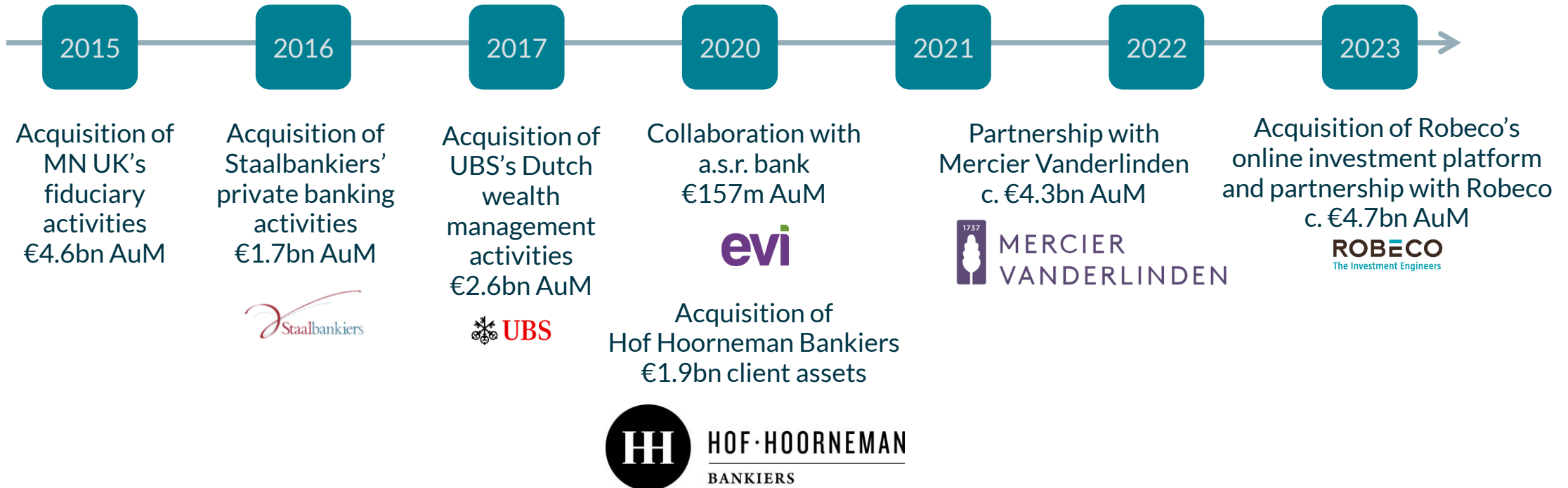
Closing of transaction expected in June 2023, followed by integration process

- Impact on CET 1 ratio is -0.4 percentage points
- One-off transition costs in the range of €8m – €11m during a two-year integration period
- Combined activities expected to break even by 2025 – and then start to make a positive contribution to net profit

Expected timeline



Proven track record of acquiring and integrating wealth management activities



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