



VAN LANSCHOT  
KEMPEN

March 2023

# Investor presentation



# Van Lanschot Kempen at a glance



We are an independent, specialist wealth manager with the aim to preserve and create wealth for our clients and for society in a sustainable way

We focus on private clients, wholesale and institutional clients, and investment banking clients

Our core activities are private banking, investment management and investment banking



# Solid performance on all key financials

	2022	2021
Net result	€84.3m	€143.8m
Underlying net result	€117.8m	€159.9m
CET1 ratio	20.6%	23.7%
Efficiency ratio	73.1%	68.9%
RoCET1	12.3%	15.7%
Total capital ratio	26.4%	30.1%
Client assets	€124.2bn	€131.2bn
AuM	€107.8bn	€115.6bn
Loan book (excluding provisions)	€9.4bn	€8.9bn
Dividend per share	€1.75	€2.00

# We have a clear focus on our client groups



## Private Clients

- Wealth management services for entrepreneurs, family businesses, high net-worth individuals, business professionals and executives, health care professionals, foundations and associations
- Online wealth management for mass-affluent individuals
- Discretionary asset management, investment advice, structured products, investment strategies, financial planning, savings and deposits, and lending



## Wholesale & Institutional Clients

- Fiduciary wealth management for institutional clients
- Niche investment strategies for wholesale clients



## Investment Banking Clients

- Corporate finance, equity capital markets, debt advisory, research, sales, trading and corporate access.
- Sectors covered are European real estate, infrastructure & renewables, tech & fintech, life sciences & healthcare



**Generate sustainable and profitable growth while maintaining a capital-light balance sheet with the ambition to grow 10% in AuM per year**

Organic growth

Bolt-on acquisitions

Focus on private banking in NL and BE and investment management in NL

Market performance



# Our medium-term financial targets

## A solid business model

CET 1 ratio

**15%**

Plus M&A add-on 2.5%

Efficiency ratio

**70%**

Return on CET 1

**12%**

Through the cycle



# Solid strong capital position

## Continued commitment to return excess capital

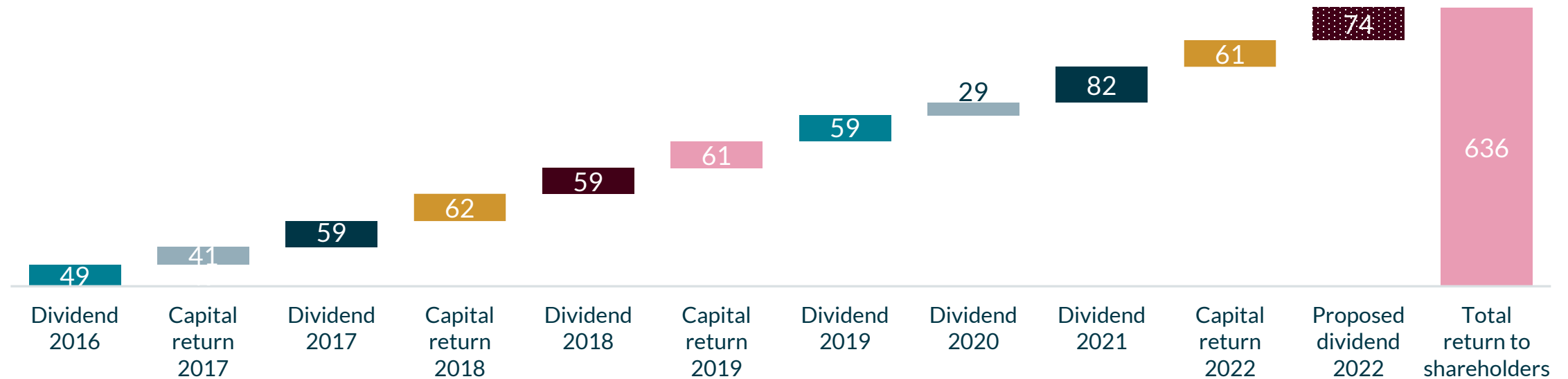


- Our target for the CET 1 ratio: 15% plus an M&A add-on of 2.5%
- At the time of announcement of the target, excess capital amounted €145m (May 2022)
- €61m excess capital returned in December 2022
- Plan to return €2.00 per share (totalling c. €85m) in H2 2023, subject to regulatory approval
- Our intention is to return capital above our target to our shareholders going forward, subject to regulatory approval



# Shareholder return since 2016

Total shareholder return (€ m)





# Acquisition of Robeco online investment platform

## Positioning Evi van Lanschot for further growth

### Evi van Lanschot and Robeco

#### Evi van Lanschot

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

#### Robeco Retail Nederland

- €4.7bn in AuM
- c. 125,000 clients
- c. 30 bps 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 offering
- Complementary propositions

- 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





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# 2022 full-year results

# 2022: Key messages

Net profit: €84.3m (2021: €143.8m), underlying net profit €117.8m (2021: €159.9m)

- Commission income (+6%); stable margins – Private Clients: 63 bps, Wholesale & Institutional Clients: 12 bps
- Increase in interest income (+6%)
- Operating expenses up (+7%)

Net AuM inflow of €13.7bn

- Private Clients net inflow: €2.0bn
- Wholesale & Institutional Clients net inflow: €11.6bn
- Negative market performance across almost all asset classes impacted AuM volume

CET 1 ratio 20.6% (2021: 23.7%), decrease driven by higher capital requirements for residential mortgages and a capital return in December 2022

Dividend proposal €1.75 per share (totalling €74.2m)

# 2022: Performance

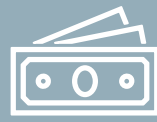


Net result €84.3m  
(2021: €143.8m)

Underlying net result  
€117.8m  
(2021: €159.9m)

Commission  
income €407.8m  
(+6%)

Interest income  
€162.7m  
(+6%)



Operating expenses  
€438.2m  
(+7%)

Efficiency ratio  
73.1%  
(2021: 68.9%)



AuM €107.8bn  
(2021: €115.6bn)

Client assets €124.2bn  
(2021: €131.2bn)



Strong capital position  
CET 1 ratio 20.6%  
(2021: 23.7%)

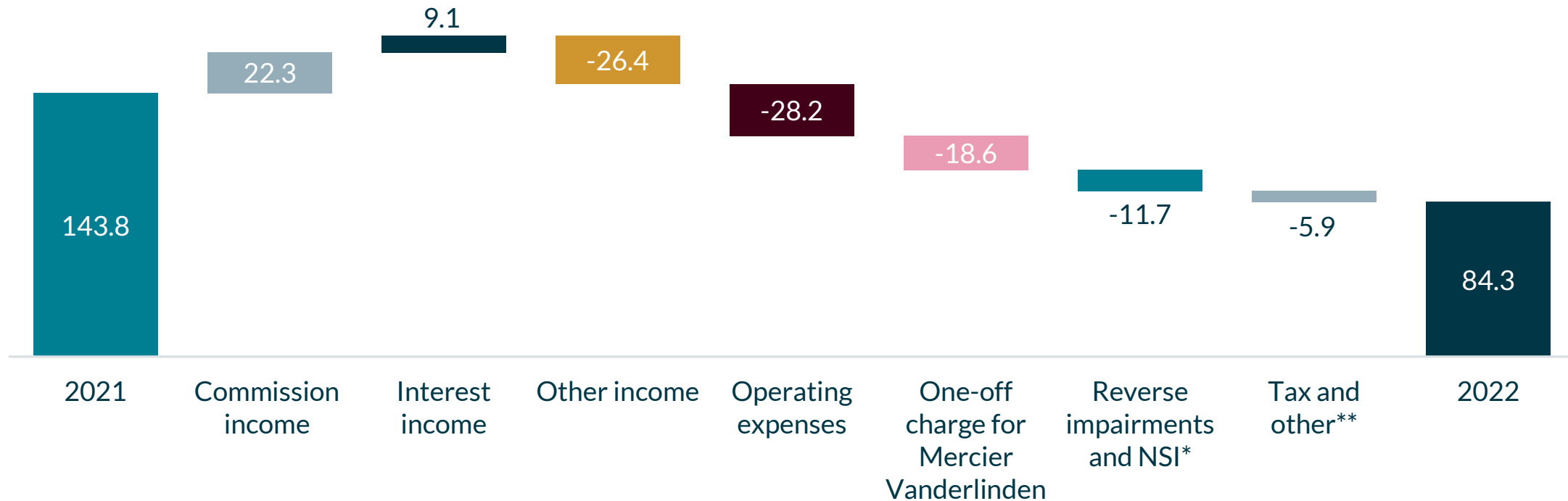
RoCET 1 at 12.3%  
(2021: 15.7%)

Dividend proposal of  
€1.75 per share



# Net result amounts to €84.3m

## Key drivers of net result (€ m)



\* Reverse impairment and NSI include a reversal in 2021 of impairments on participating interests, taken in earlier years, and the operating profits of non-strategic investments.

\*\*Tax and other includes income tax, loan loss provisions, amortisation of intangible assets arising from acquisitions, expenses related to the accounting treatment of Mercier Vanderlinden, provision for revolving consumer credit, restructuring charges related to the integration of Hof Hoorneman and other one-off items, including settlement of an interest rate derivatives case.13

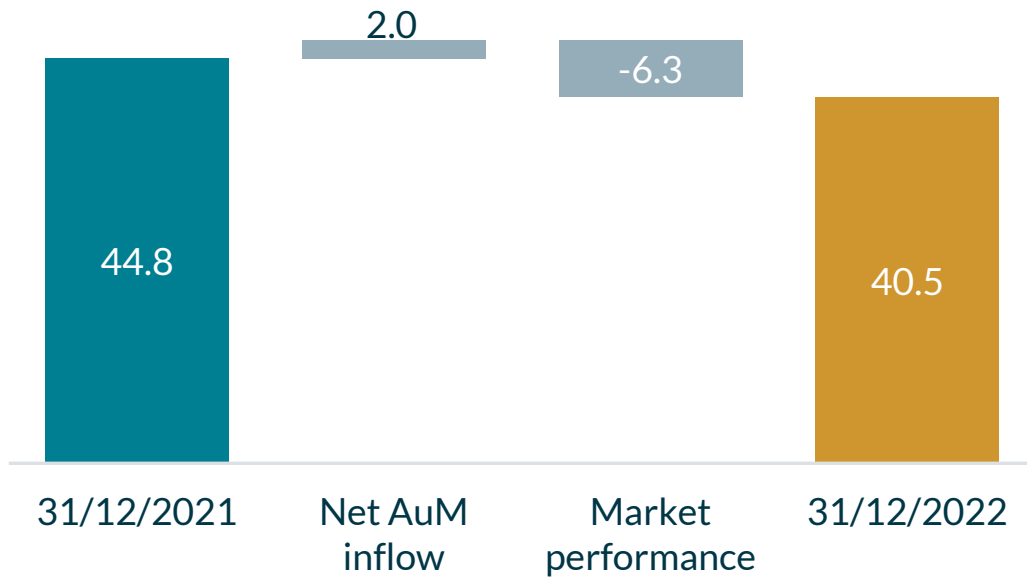
# Overview of net result

€ m	2022	2021	% change
Commission	407.8	385.5	6%
Interest	162.7	153.6	6%
Other income	29.2	55.6	-48%
<b>Income from operating activities</b>	<b>599.7</b>	<b>594.7</b>	<b>1%</b>
Operating expenses	-438.2	-409.9	7%
<b>Gross result</b>	<b>161.5</b>	<b>184.8</b>	<b>-13%</b>
Loan loss provision	7.7	11.7	-34%
Other impairments	-1.1	6.5	
Operating profit before tax of non-strategic investments	0.6	4.8	-87%
Operating profit before special items and tax	168.7	207.7	-19%
Amortisation of intangible assets arising from acquisitions	-14.9	-11.3	31%
Expenses related to accounting treatment of Mercier Vanderlinden	-29.6	-8.5	
Provision for revolving consumer credit	2.0	-3.3	
Restructuring charges: Hof Hoorneman	-0.7	-3.9	-82%
Other one-off items	-6.5	-2.3	
Operating profit before tax	119.0	178.5	-33%
Income tax	-34.7	-34.6	0%
<b>Net profit</b>	<b>84.3</b>	<b>143.8</b>	<b>-41%</b>
<b>Underlying net result*</b>	<b>117.8</b>	<b>159.9</b>	<b>-26%</b>
Efficiency ratio (%)	73.1%	68.9%	

\* Underlying net result excludes expenses related to the accounting treatment of Mercier Vanderlinden, provision for revolving consumer credit, restructuring charges related to the integration of Hof Hoorneman and other one-off items, including settlement of an interest rate derivatives case.

# Private Clients: Continued high net inflows

AuM (€ bn)



- Net inflows: 55% non-discretionary, 42% discretionary and 3% investment strategies
- Net inflows well spread across NL, BE and CH
- Operating profit before tax at €117.1m (2021: €114.3m)
- Underlying operating profit before tax at €151.4m (2021: €132.3m)
- Commission income +11% to €270.4m (2021: €244.4m)



# Private Clients: Strong net AuM inflow in Belgium of €0.7bn

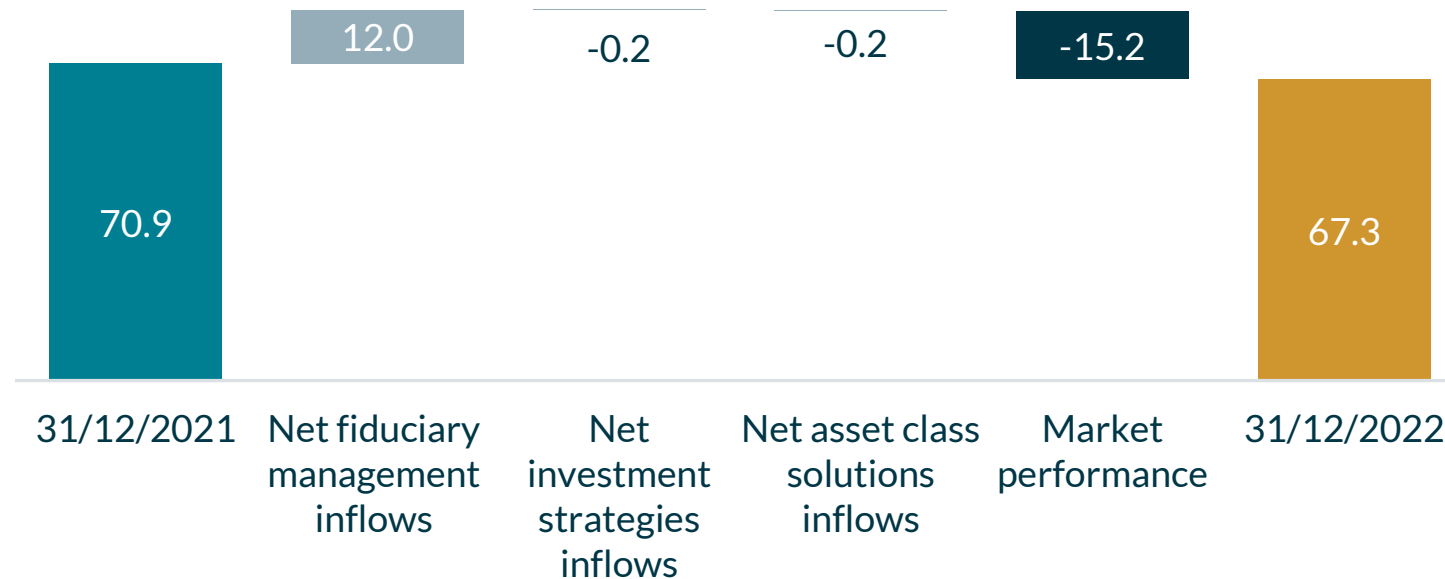
- Van Lanschot Kempen acquired a 70% stake in Mercier Vanderlinden in 2021 and will add the remaining 30% stake in Q1 2023
- Ambition: to become a top-three player in the independent private banking market in Belgium
- Van Lanschot Belgium and Mercier Vanderlinden to continue as Mercier Van Lanschot
- Net AuM inflow: Van Lanschot Belgium €0.4bn, Mercier Vanderlinden €0.3bn
- Total AuM: €9.2bn (2021: €9.7bn)





# Wholesale & Institutional Clients: €11.6bn net inflow

AuM (€ bn)

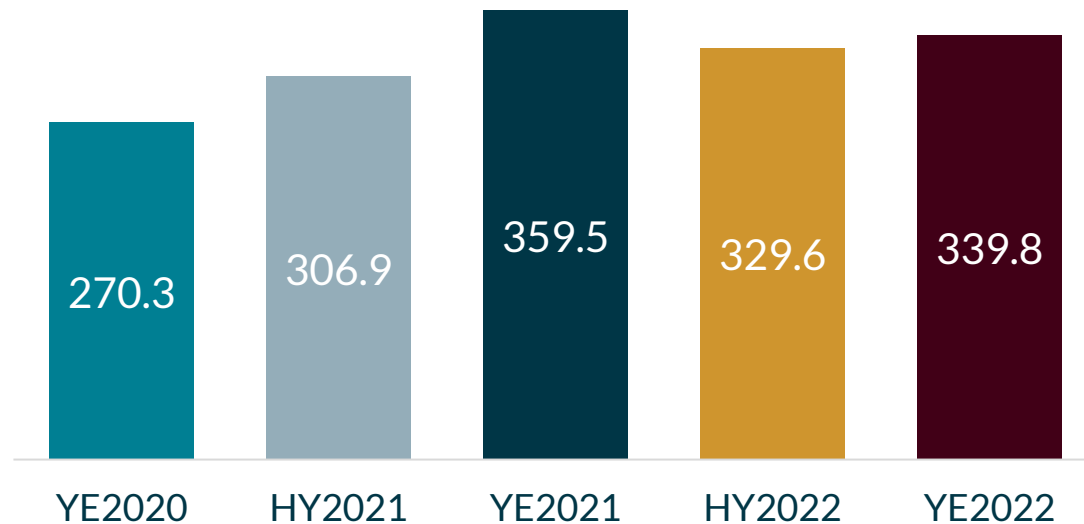


- Two large new clients: BPF Schilders pension fund (almost €8bn) and KLM Cabin Crew pension fund (almost €4bn)
- Outflows in credit and real assets strategies, partly offset by small-cap strategies
- Operating profit before tax at €2.2m (2021: €9.6m)
- Commission income at €78.4m (2021: €81.4m), decrease reflects a €5.5m performance fee in 2021
- Focus on profitable growth for investment strategies in western Europe and for fiduciary management in NL and UK

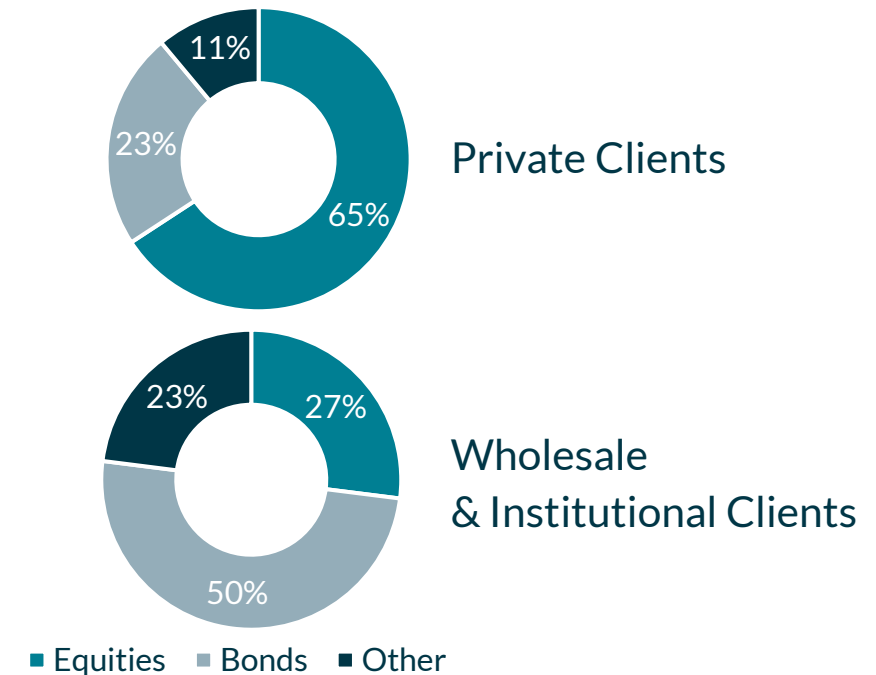


# Stable margins at both Private Clients and Wholesale & Institutional Clients

Annualised recurring fees\* (€ m)



AuM breakdown (~%)



- Stable AuM margins: Private Clients: 63 bps (2021: 62 bps); Wholesale & Institutional Clients: 12 bps (2021: 12 bps)

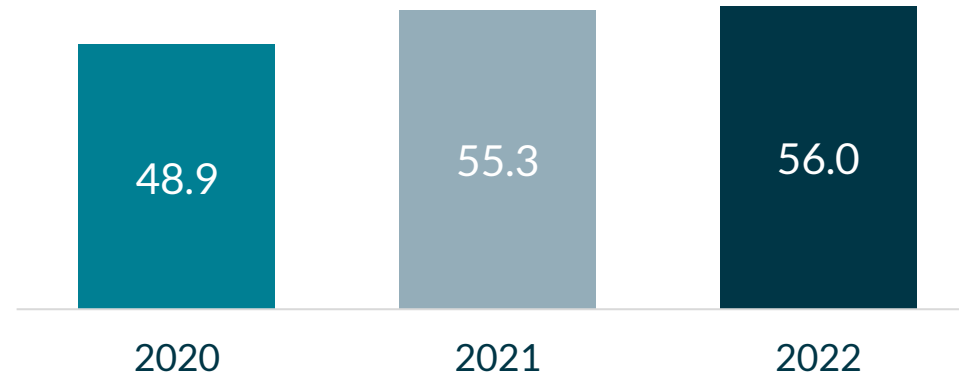
\*Annualised recurring securities commission is determined by multiplying the AuM on the reporting date by the management fee per client to determine the expected annualised management fee, assuming the AuM remains unchanged. The expected annual transaction fees related to these client portfolios are added.



# Investment Banking Clients: Stable commission income in challenging markets



Commission income (€ m)

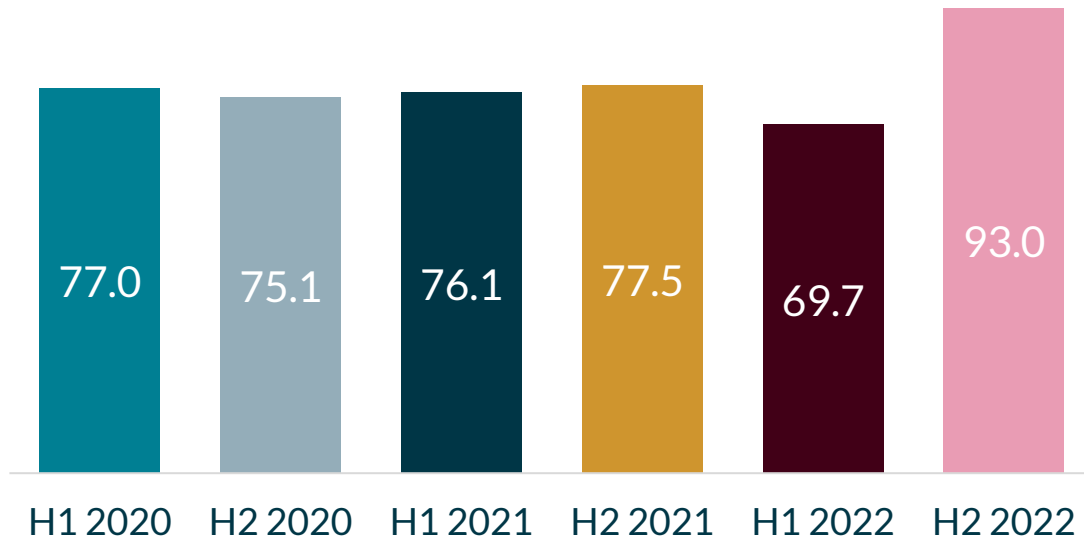


- Operating profit before tax fell to €9.7m (2021: €18.8m) in the wake of higher staff costs, lower income from securities trading and a book profit from the sale of Global Property Research in 2021
- 37 transactions were completed with a total volume of €8.1bn

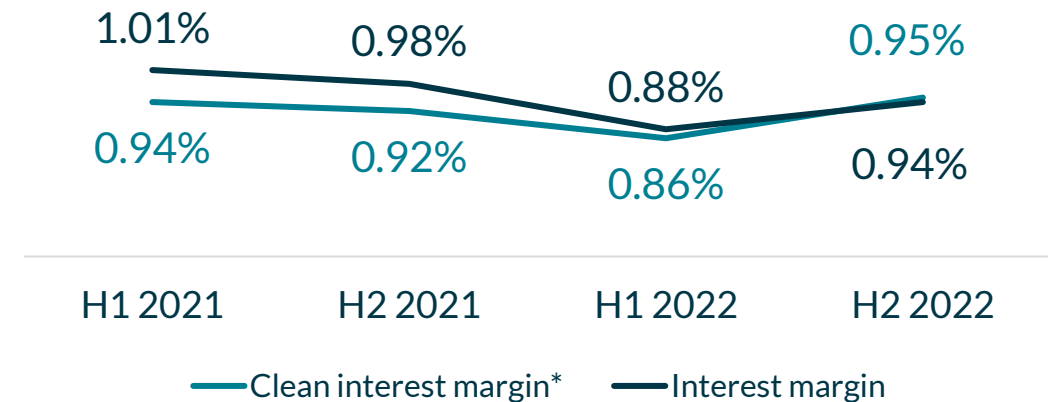


# Interest margins improved in H2 2022

Interest income (€ m)



Interest margin (12-mth moving average, %)



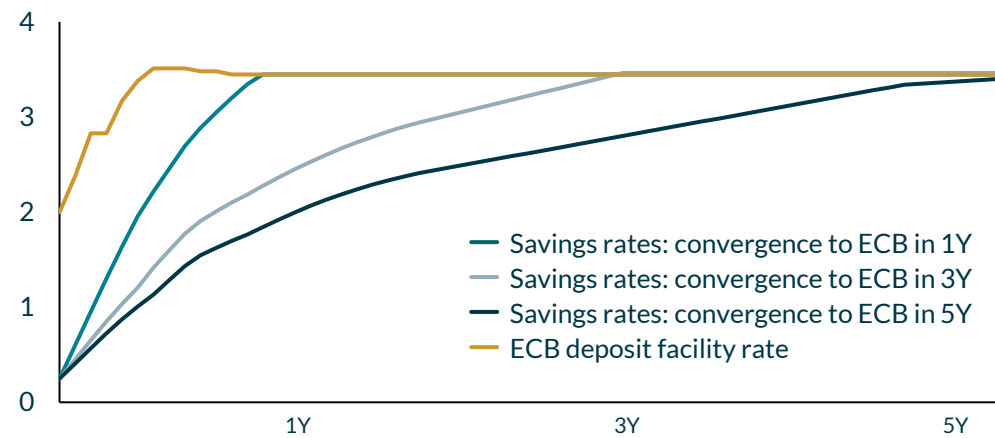
- Interest income up on the back of ECB interest rate hikes in the second half of the year
- In 2022, growth in our loan portfolio supported interest income
- Lower early redemption fees in 2022: €5.8m (2021: €13.3m), driven by fewer prepayments

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

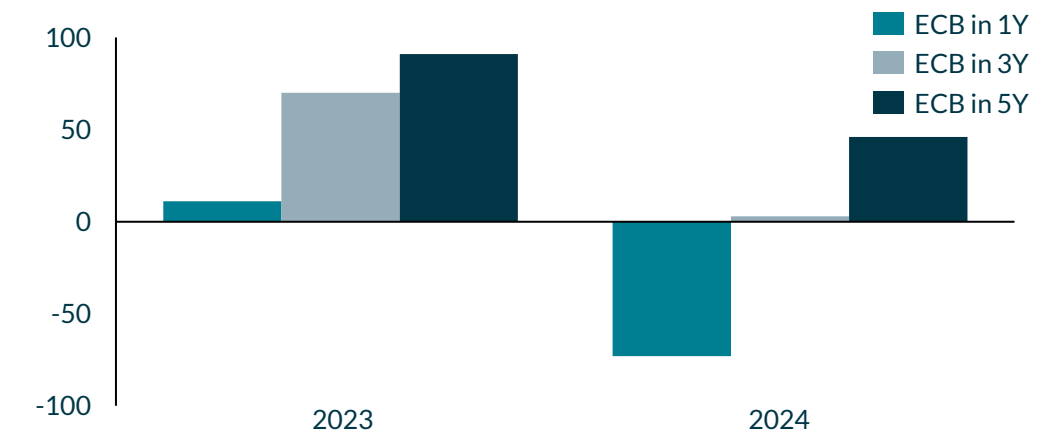


# Convergence path of savings rate to ECB deposit rate main driver of interest income in the next few years

Potential convergence paths of client rate on savings to ECB deposit facility rate



Interest income to benefit from slow convergence to ECB deposit facility rate  
(€ m – delta to total interest income 2022)



## Assumptions

- As forward rates are relatively flat, we assume convergence to the ECB deposit rate as a proxy for convergence to long-term rates as well
- A replicating book with around 50% repricing within one year
- As savings rate increases, we expect 50%-60% of current accounts to flow to interest-bearing savings accounts. We expect a stable base of current accounts will remain at a 0% client rate
- Client rate projections are based on various rates of convergence to the ECB deposit facility rate
- We assume stable volumes for client deposits and the loan portfolio



# Income from securities and associates

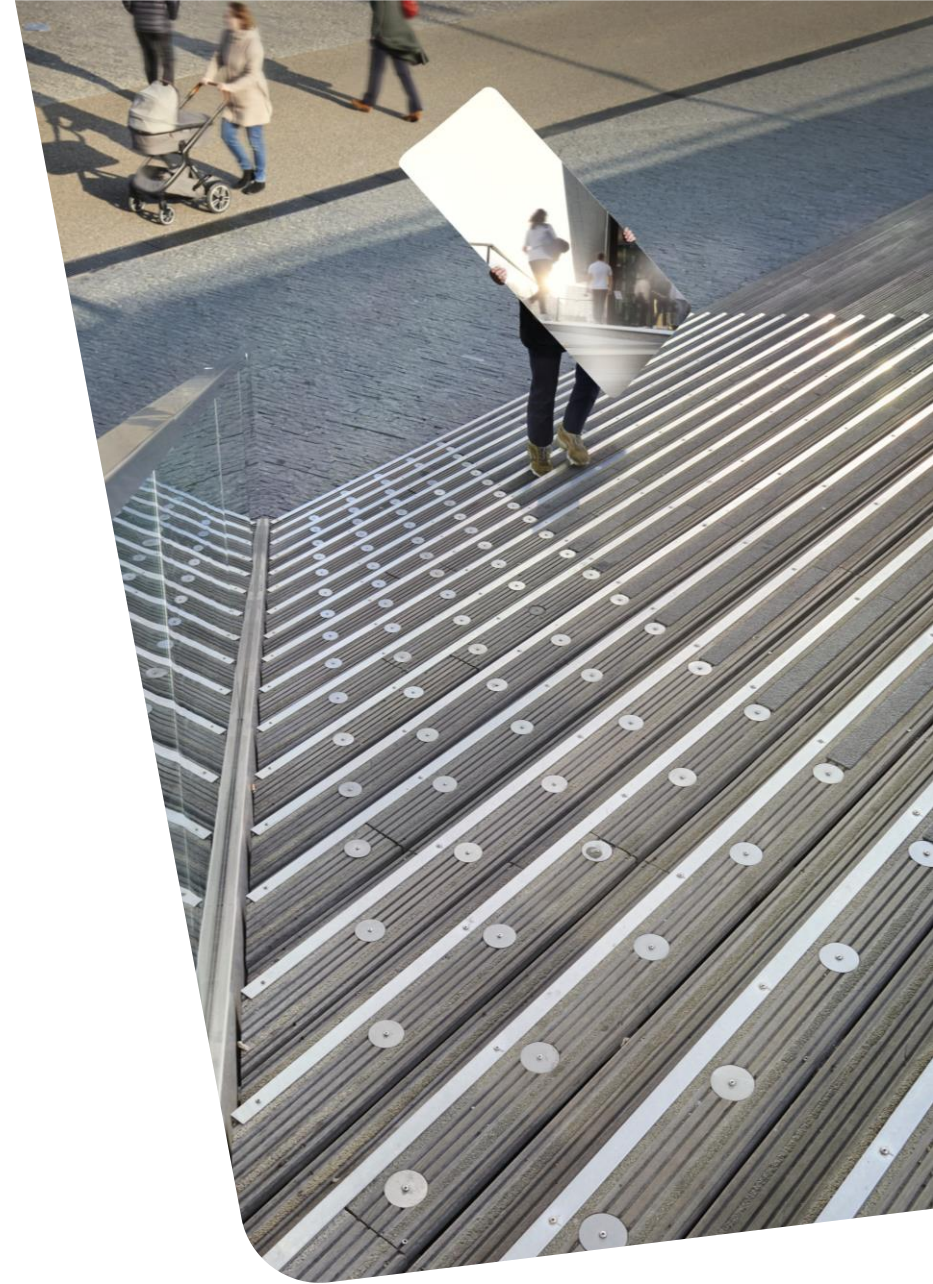
- Income from securities and associates at €7.8m (2021: €65.9m), with the decrease caused by:
- Participating interests (Van Lanschot Participaties and Bolster Investment):
  - In 2022, the result on holdings in the private equity portfolio amounted to €16.3m, partly due to a €7.1m book profit from the sale of a stake in the Newion I private equity fund
  - In 2021, the result on these holdings was €40.3m, driven by several sales results and (re)valuations
- Co-investments in own products:
  - Result at -€8.6m (2021: €23.0m) – within income from securities and associates, driven by negative market performance
  - Futures are used to manage our risk appetite related to these investments, amounting to €11.5m (2021: -9.8m) – within result on financial transactions

€ m	Income 2022	Income 2021	Book value YE2022	Book value YE2021
Van Lanschot Participaties (minority interests)	10.1	36.5	47.8	52.2
Bolster Investment Coöperatief UA	6.3	3.9	63.1	51.3
Co-investments in own products	-8.6	23.0	123.3	202.3
Other equity investments	0.1	2.6	2.0	1.7
<b>Total</b>	<b>7.8</b>	<b>65.9</b>	<b>236.2</b>	<b>307.5</b>

# Result on financial transactions

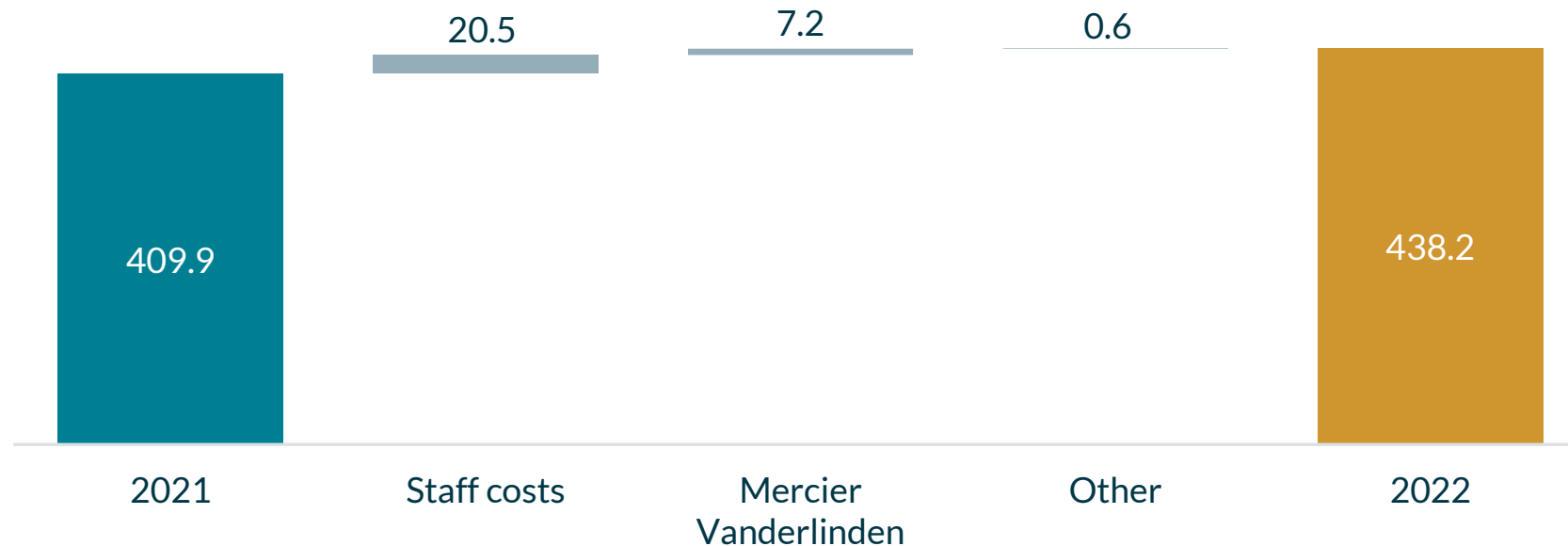
Result on financial transactions at €21.3m (2021: -€10.3m), driven by

- Result on futures €11.5m (2021: -€9.8m) – see previous slide
- Result due to hedge accounting ineffectiveness of €9.3m (2021: -€6.1m)
- Result on structured products activities
  - Year-end result: €6.2m negative (2021: -€4.6m)
  - De-risking of the structured products portfolio was completed by year-end 2022



# Operating expenses developed in line with organic and inorganic growth

Operating expenses (€ m)



- Staff costs up, mainly driven by a higher number of FTEs at 1,780 (2021: 1,654), reflecting our growth ambitions
- Going forward, we expect:
  - Staff costs: general increase of fixed salaries by 4.4% as of 1 January 2023 and 1% as of 1 July 2023
  - General IT expenses up by 10%
  - Cost control remains key





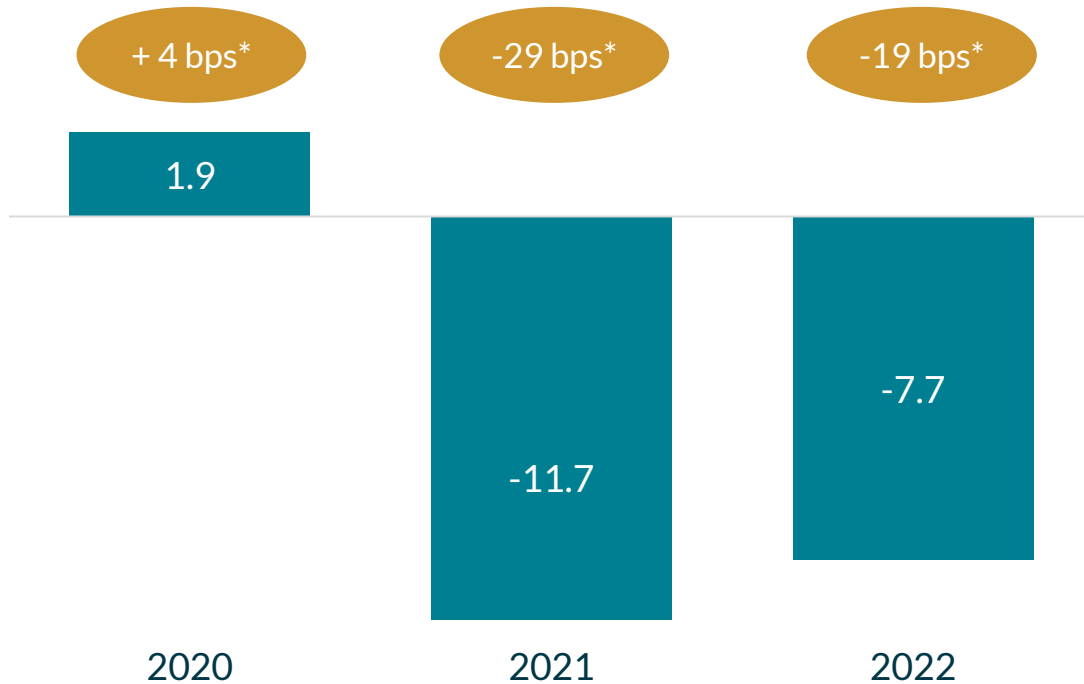
# Loan portfolio

€ m	Loan portfolio 31/12/2022	Loan portfolio 31/12/2021	% change	Impaired loans	Provision	Impaired ratio	Coverage ratio
Mortgages	6,341	6,337	0%	24	1	0.4%	6%
Other loans	2,371	2,199	8%	82	25	3.5%	31%
<b>Loan portfolio</b>	<b>8,712</b>	<b>8,536</b>	<b>2%</b>	<b>106</b>	<b>27</b>	<b>1.2%</b>	<b>25%</b>
Mortgages distributed by third parties	373	389	-4%	0	0	0.0%	2%
Other loans covered by residential real estate	320	-	0%	0	0	0.0%	0%
<b>Total loan portfolio</b>	<b>9,404</b>	<b>8,925</b>	<b>5%</b>	<b>106</b>	<b>27</b>	<b>1.1%</b>	<b>25%</b>
ECL stages 1 and 2					13		
<b>Total</b>	<b>9,404</b>	<b>8,925</b>	<b>5%</b>		<b>40</b>		

- More than 70% of the portfolio consists of Dutch residential mortgages with an average LTV of 63% (2021: 62%)
- Other loans include loans to family businesses and entrepreneurs (37%), Lombard loans (31%), current accounts (20%)
- Higher other loans driven by a €0.1bn increase in Lombard loans in Belgium
- Impaired ratio decreased to 1.1% (2021: 1.7%)

# Release from loan loss provisions

## Additions to loan loss provisions (€ m)



## Loan loss provision per stage

€ m	31/12/2021	31/12/2022	% change
Stage 1	3.6	6.1	69%
Stage 2	3.5	7.0	101%
Stage 3	42.4	26.9	-36%
<b>Total</b>	<b>49.5</b>	<b>40.0</b>	<b>-19%</b>

- Current management overlay amounts to €5.2m (2021: €1.6m) – aiming to reflect real-world behaviour of our clients and the economy, which is not (fully) captured by the models

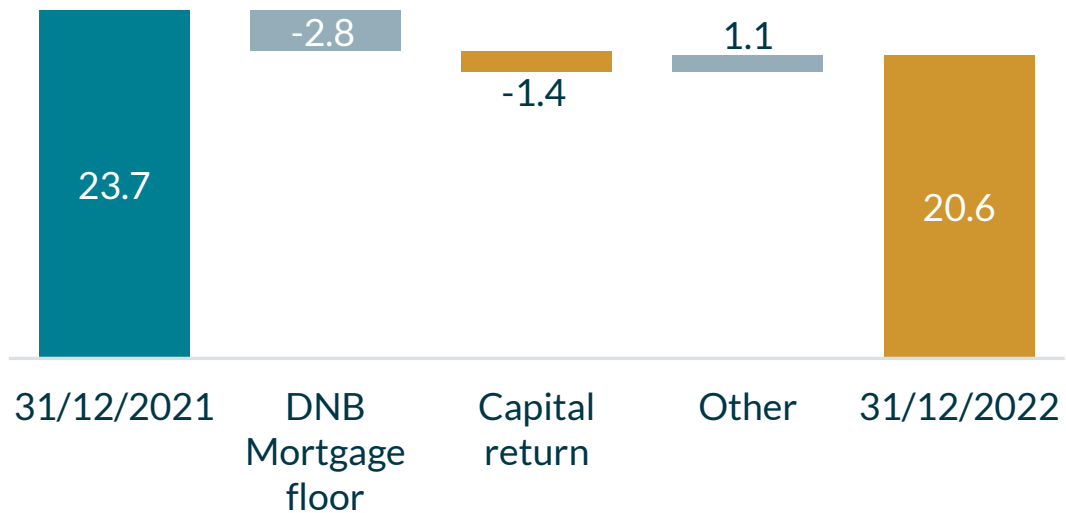
\*Annualised loan loss provision / average total RWA



# Strong CET 1 ratio at 20.6%

## Dividend proposal of €1.75 per share (total €74.2m)

Common Equity Tier 1 ratio (%)



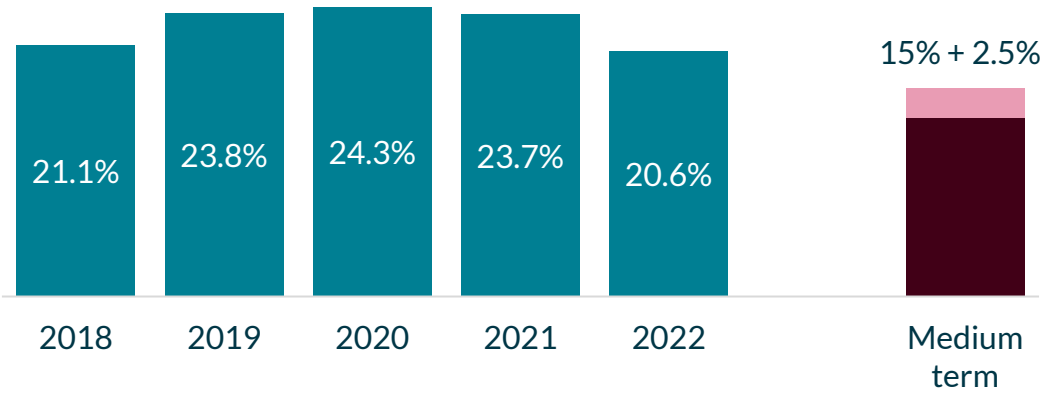
Expected CET 1 ratio developments in 2023:

- Impact of +0.8 percentage points related to the share issuance as a result of the acquisition of the remaining 30% stake in Mercier Vanderlinden
- Impact of -0.4 percentage points as a result of the announced acquisition of Robeco's online investment platform

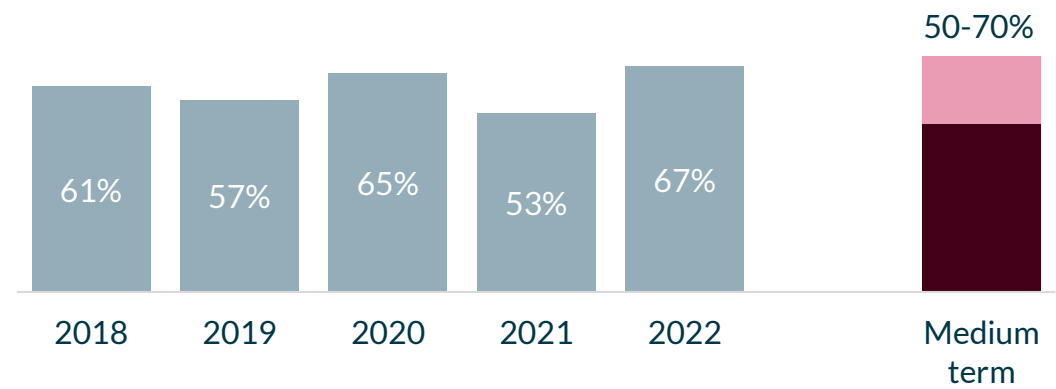


# Financial targets overview

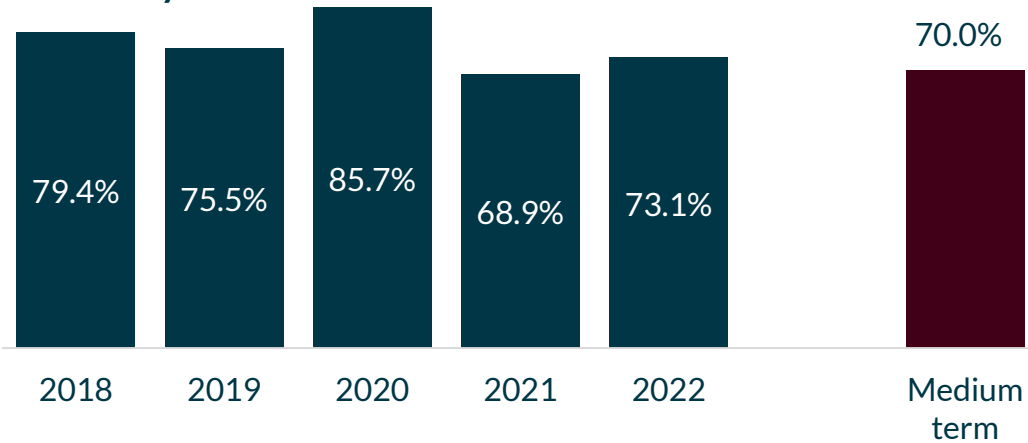
## Common Equity Tier 1 ratio



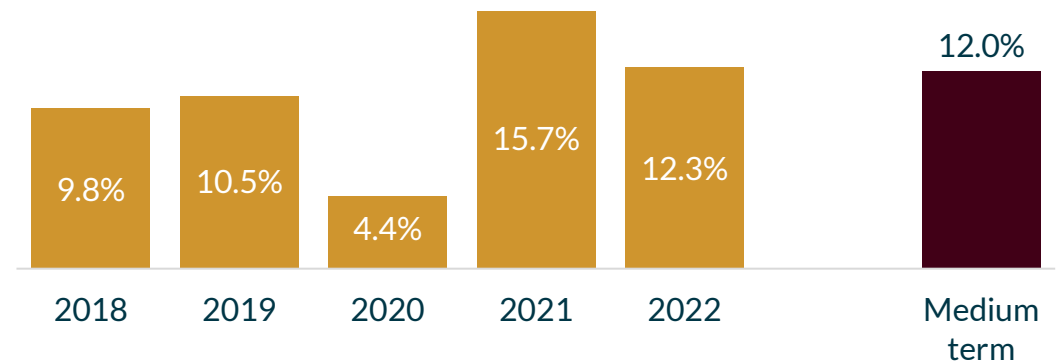
## Dividend pay-out ratio\*



## Efficiency ratio



## Return on Common Equity Tier 1\*



\* Based on underlying net result attributable to shareholders





**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
- Short-term credit rating of issuer: A-2
- Latest press release: 7 November 2022
- Latest report: 24 June 2021

"Our stable outlook on Netherlands-based Van Lanschot Kempen N.V. (VLK) reflects its focus on wealth management and our anticipation that its AUM base will remain resilient over the next two years, through organic and potential M&A, and excluding market effects. With costs remaining broadly under control, we expect the bank to improve efficiency to be in line with the industry and consistent with the current ratings. We also expect VLK's capital will remain a key rating strength based on a risk-adjusted capital (RAC) ratio, before diversification, of 10%-15% over the next 24 months. This reflects the controlled expansion of core activities and sufficient internal capital generation."

(07-11-2022)

## Fitch

- Long-term credit rating of issuer: BBB+
- Outlook long-term credit rating: Stable
- Short-term credit rating of issuer: F2
- Latest press release: 15 June 2022
- Latest report: 4 July 2022

"Van Lanschot Kempen N.V.'s ratings are underpinned by its well established, albeit niche franchise in wealth management, investment banking and asset management, as well as sound asset quality and capitalisation, and a stable funding and liquidity profile. The ratings also consider profitability, which is below international peers with a similar business mix. Fitch's assessment of the bank's business profile reflects its established wealth management franchise in the Netherlands, small size compared with leading domestic players, and adequate geographic diversification, particularly in neighbouring Belgium. Van Lanschot's asset management and investment banking businesses provide a moderate degree of diversification to its revenue streams."

(04-07-2022)



# Balance sheet shows strong capital and funding position

## Significant capital buffer

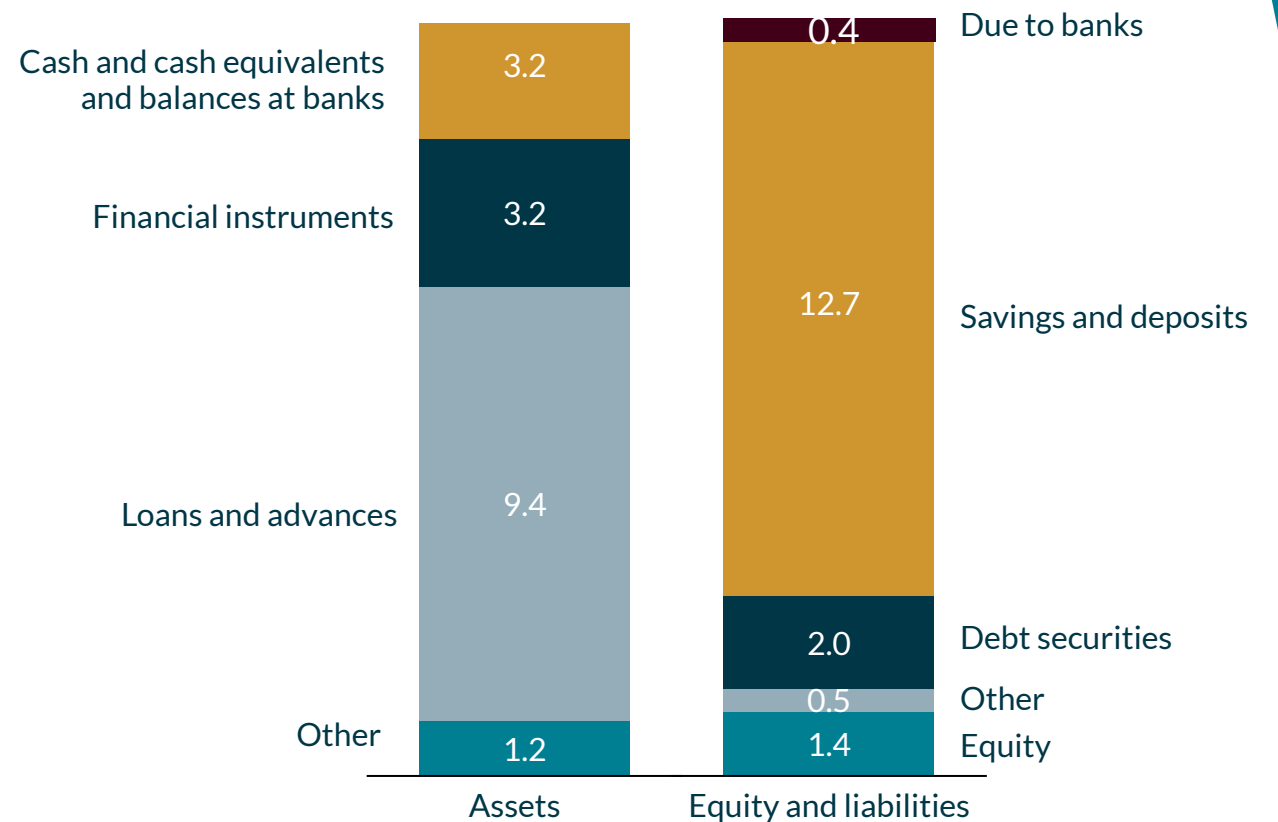
- Total equity of €1.38bn
- CET1 ratio 20.6%
- Leverage ratio 5.7%

## Low-risk assets

- The total loan portfolio increased by 5% in 2022
- Mortgage book remained stable in 2022
- Investment portfolio consists mainly of low-risk European government bonds and bonds issued by financial institutions

Solid, diversified funding position	31 December 2022
Loan-to-deposit ratio	73.6%
Liquidity coverage ratio	178.3%
Net stable funding ratio	158.1%

Balance sheet 31 December 2022  
€ bn, balance sheet total = €17.0bn



# 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

## 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

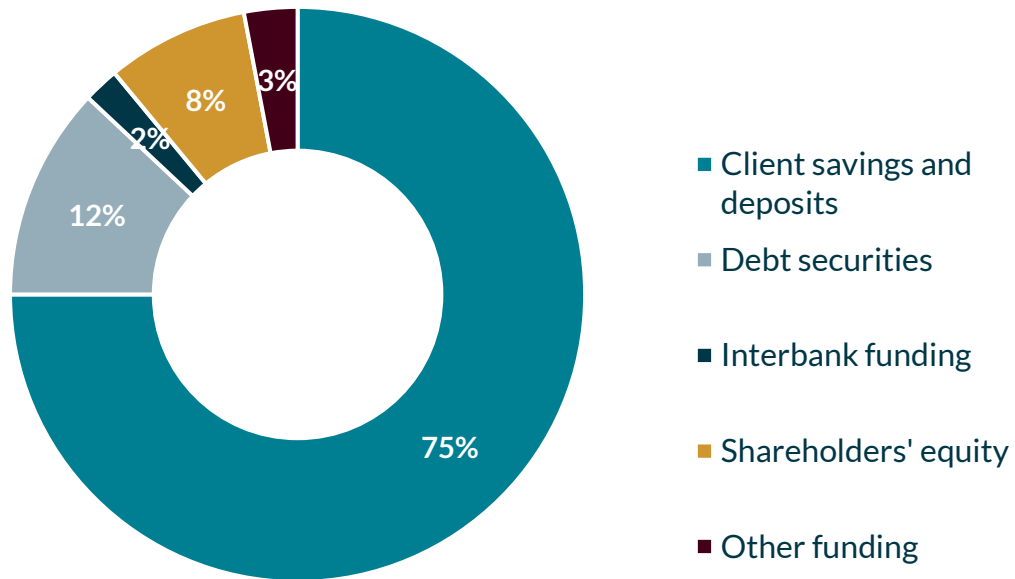
- Euro and non-euro issues on stand-alone documentation
- Private placements
- Structured products (SNIP)
- Hybrid instruments



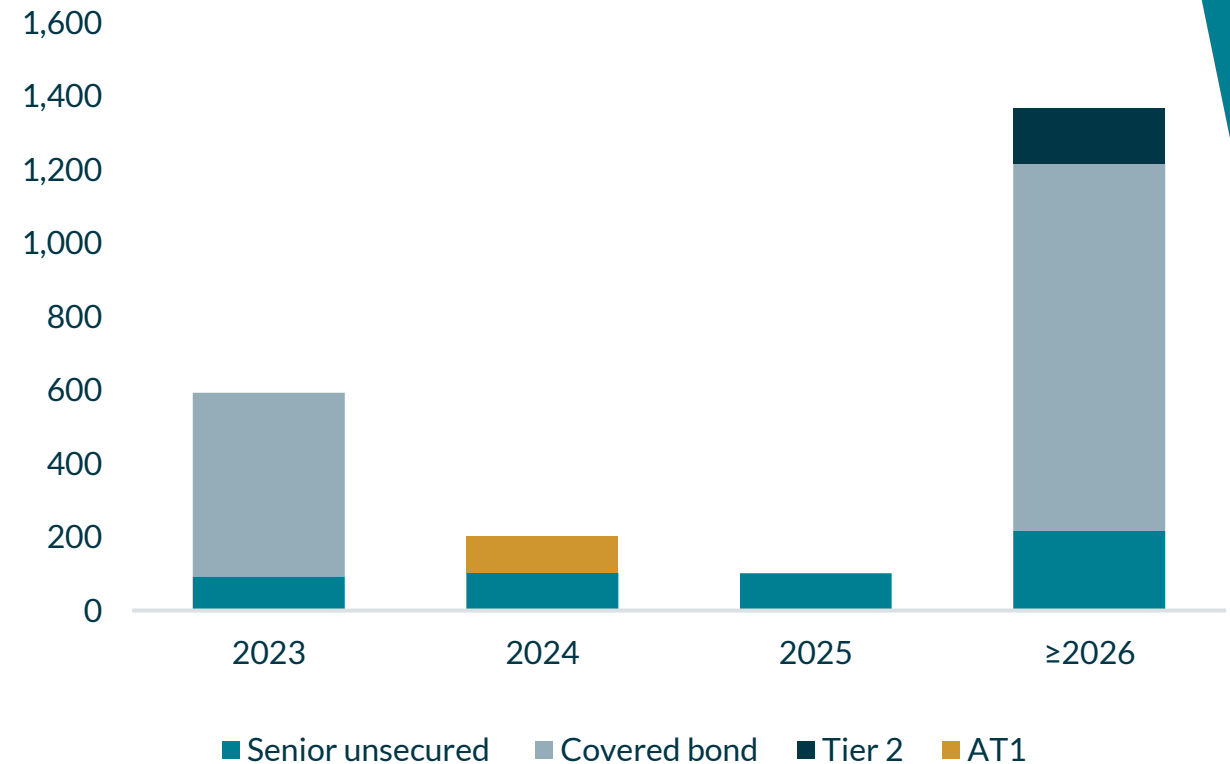


# Diversified funding mix and solid liquidity buffers

Funding mix 31 December 2022  
(100% = €17.0 billion)



Redemption profile\*  
€m

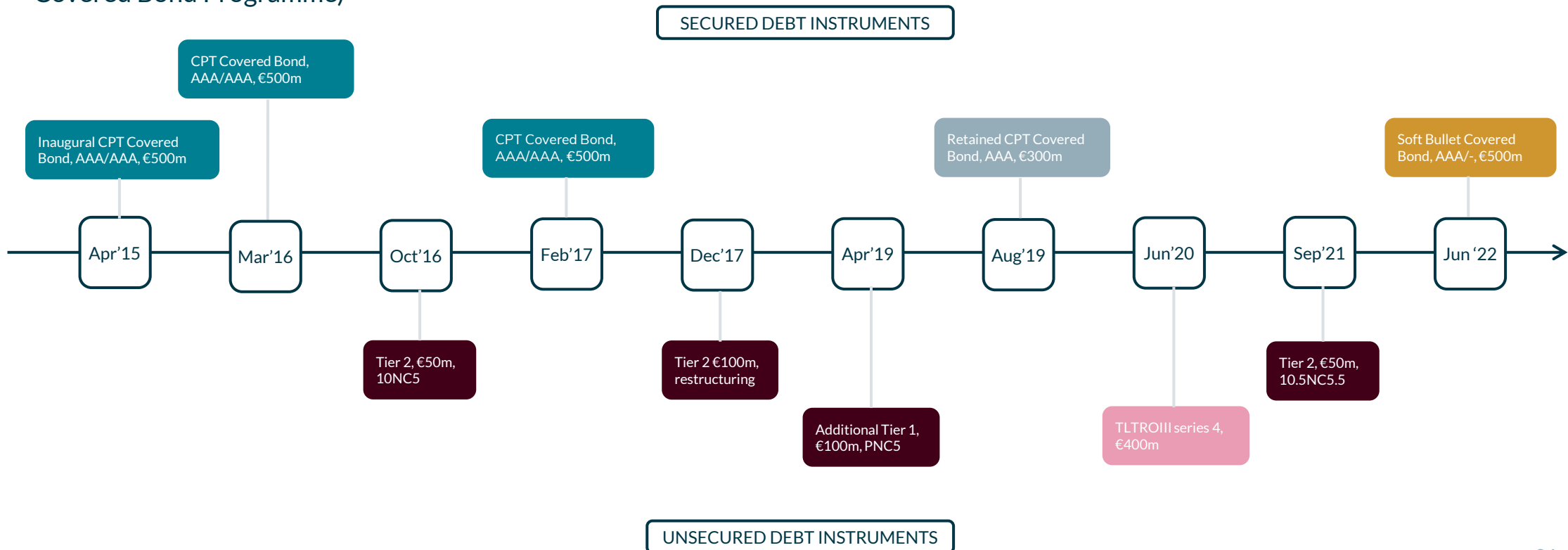


\*As per 31 December 2022, breakdown by years is based on the first call dates of the instruments.



# 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)





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# Appendix



# Key figures by segment – 2022

€ m	Private Clients	Wholesale & Institutional Clients	Investment Banking Clients	Other	Total
Commission income	270.4	78.4	56.0	2.9	407.8
Interest income	155.8	-0.0	-0.0	7.0	162.7
Other income	2.2	-0.2	-1.0	28.1	29.2
Income from operating activities	428.3	78.2	55.0	38.1	599.7
Operating expenses	-271.0	-75.3	-45.3	-46.5	-438.2
Gross result	157.3	2.9	9.7	-8.4	161.5
Impairments	7.6	-	-	-0.9	6.6
Operating profit before tax of non-strategic investments	-	-	-	0.6	0.6
Operating profit before special items and tax	164.9	2.9	9.7	-8.8	168.7
Amortisation of intangible assets arising from acquisitions	-13.4	-0.7	-	-0.8	-14.9
Expenses related to accounting treatment Mercier Vanderlinde	-29.6	-	-	-	-29.6
Provision for revolving consumer credit	2.0	-	-	-	2.0
Restructuring charges	-0.2	-	-	-0.5	-0.7
Other one-off items	-6.5	-	-	-	-6.5
Operating profit before tax	117.1	2.2	9.7	-10.0	119.0
<b>Underlying profit before tax*</b>	<b>151.4</b>	<b>2.2</b>	<b>9.7</b>	<b>-9.5</b>	<b>153.8</b>
Efficiency ratio	63.3%	96.3%	82.3%	122.2%	73.1%

\* Underlying net result excludes expenses related to accounting treatment of Mercier Vanderlinden, provision for revolving consumer credit, restructuring charges related to the integration of Hof Hoorneman and other one-off items, including settlement of an interest-rate derivatives case.

# Progress on our non-financial KPIs

KPI		Targets		Performance in 2022	Performance in 2021
Manufactured capital	Three-year relative performance of our managed propositions	> benchmark		0.2%	n/a
Human and intellectual capital	Employer Net Promoter Score (eNPS)	>10		18	13
	Employee engagement score (EES)	> 80%		88%	88%
	Percentage of employees who believe they have the opportunity for personal development and growth	≥ benchmark, ≥ last pulse/EES (if below benchmark)		81%	n/a
	Gender balance among senior staff	> 30% female		17.9% female	15.1% female
		> 30% male		82.1% male	84.9% male
	Gender pay gap	< 2.0%		2.7%	4%
	Staff turnover	5-10%		6.4%	5.2%
	Absenteeism	< industry average (all: 3.1%; long 2.0%)		2.8% all; 2.0% long	2.2% all; 1.3% long
Natural capital	Sustainability rating of all Kempen funds by Morningstar	≥ 3.5		3.6	n/a
	Decrease in carbon emissions:				
	Direct emissions via our own organisation	-7.0% per FTE per year, against 2019 baseline		1.45 tonnes CO <sub>2</sub> e (-40% compared with 2019)	1.10 tonnes CO <sub>2</sub> e (-54% compared with 2019)
	b. Alignment of our solutions with Paris Agreement:				
	i. Kempen funds and discretionary management solutions	80% of funds comply with 7% average annual emission intensity reduction		88%	n/a
	ii. Fiduciary management (FM) solutions	> 50% of FM clients have Paris Agreement-aligned goals		59%	n/a
	c. Indirect emissions via our assets under management (AuM)	Coverage grows to 55-60% of CO <sub>2</sub> e emissions by end 2022		56%	59%
	d. Indirect emissions via our mortgage portfolio	CO <sub>2</sub> e/€ < last year		+8.7%	-6.1%
	Investment Strategies & Solutions sustainability ambition:				
	a. Percentage of AuM invested in sustainable and/or impact wealth management solutions	+5 percentage points per year	n/a	20.6%	n/a
b. Percentage of AuM in internal and external funds/mandates on the approved list that meet the basic sustainability criteria	> last year	n/a	95%	n/a	
c. Kempen listed funds engage with companies representing > 50% of carbon footprint of the fund	Engaged with companies representing > 50% of carbon footprint out of total portfolio		54 out of 55 companies	n/a	
Social capital	Net Promoter Score (NPS):				
	a. Private Clients	20		36	36
	b. Evi	10		-1	15
	c. Wholesale & Institutional Clients	20		n/a	38
	Investment Banking Clients: number of successful transactions with repeat Corporate Finance clients (five-year period)	50-60%		78%	n/a
	Number of interactions (indexed) with institutional investors by Securities	130 (2020 baseline: 100)		103	n/a
	Average Morningstar analyst rating	≥ last year		1 gold, 1 silver, 4 neutral	1 gold, 1 silver, 2 bronze, 2 neutral
	Engagements for change on social and governance issues for which at least one milestone has been reached in the past year	10-15 engagements		30	n/a
	Percentage of employees who believe they have a responsibility to behave ethically	≥ benchmark (86%), ≥ last pulse/EES (if below benchmark)		90%	90%
	Percentage of employees who believe the company culture holds everyone to the same standards of ethical behaviour and promotes transparent communication	≥ benchmark (79%), ≥ last pulse/EES (if below benchmark)		85%	n/a
Products and services are subject to strict approval and review procedures, including relevant assessments by Compliance	Yes		Yes	n/a	



# High scores on external ESG ratings

**Governance: 1**

Lower governance risk = 1  
Higher governance risk = 10

**ISS QualityScore**

**8<sup>th</sup> place** in league table of  
486 entrants

**Transparantiebenchmark**

**21<sup>st</sup> place** in a league table  
of 78 multinationals



**B- rating**

ISS ESG Corporate Rating

**ISS ESG** 

**AA rating**

on resilience to ESG risks

**MSCI** 

**4 and 5 stars (out of 5)** for  
responsible investment process

**PRI** Principles for  
Responsible  
Investment



# Management Board



**Maarten Edixhoven**  
(1971)  
Chair

**Appointed**  
1 October 2021

**Background**  
2017 – Aegon: CEO Aegon Netherlands and member of management board of Aegon N.V.  
2014 – Aegon: director Pension and member of management board Aegon Netherlands  
2010 – Zwitterleven: CEO and member of management committee of SNS Reaal N.V.  
1995 – ING Group: Various positions



**Jeroen Kroes**  
(1973)  
CFO

**Appointed**  
1 September 2022

**Background**  
2013 – Van Lanschot Kempen: Managing Director Finance, Reporting & Control  
2013 – Van Lanschot: Project leader strategic project  
2009 – Kempen & Co: Managing Director Corporate Finance  
2006 – Kempen & Co: Director Corporate Finance  
1996 – Kempen & Co: Corporate Finance, various positions



**Wendy Winkelhuijzen**  
(1978)  
CRO

**Appointed**  
1 September 2022

**Background**  
2017 – Van Lanschot Kempen: Managing Director Strategy & Corporate Development  
2014 – Van Lanschot Kempen: Investor Relations Manager  
2014 – Van Lanschot: Project manager Treasury / Financial Control / Financial Risk Management  
2013 – Van Lanschot: Senior member strategic review project  
2010 – Van Lanschot: Member of Private & Business Banking management team  
2001 – Kempen & Co: Corporate Finance: various positions



**Arjan Huisman** (1971)  
COO

**Appointed**  
6 May 2010

**Background**  
2008 – BCG Amsterdam office: Partner and Managing Director  
2004 – BCG Prague office: Partner and Managing Director  
1995 – BCG Amsterdam and Boston offices: Various consulting positions, with a strong focus on financial services



**Richard Bruens** (1967)  
Client Management & Origination

**Appointed**  
15 May 2014

**Background**  
2010 – ABN AMRO: Global Head Products & Solutions and Global Head Private Wealth Management  
2007 – Renaissance Capital: Member of group managing board  
1991 – ABN AMRO: Various managerial positions in the Global Markets division, Managing Director of Investor Relations



**Erik van Houwelingen** (1965)  
Investments Strategies & Solutions

**Appointed**  
16 November 2020

**Background**  
2018 - 2020: Dimensional Fund Advisor, Head of Client Group Europe  
2012 - 2018: ABP, member of the Board of Trustees, chairman of the Investment Committee and member of the Risk & Balance Sheet Committee  
2015 - 2018: Achmea Investment Management, chairman of the Supervisory Board  
2008 - 2010: AEGON Asset Management, Chief Executive Officer  
1993 - 2010: AEGON, various positions





# Supervisory Board



**Frans Blom**  
(1962)  
Chair

Appointed: 2018



**Manfred Schepers**  
(1960)  
Vice-Chair

Appointed: 2017



**Karin Bergstein**  
(1967)

Appointed: 2020



**Brigitte Boone**  
(1960)

Appointed: 2021



**Bernadette Langius**  
(1960)

Appointed: 2015



**Maarten Muller**  
(1954)

Appointed: 2018



**Lex van Overmeire**  
(1956)

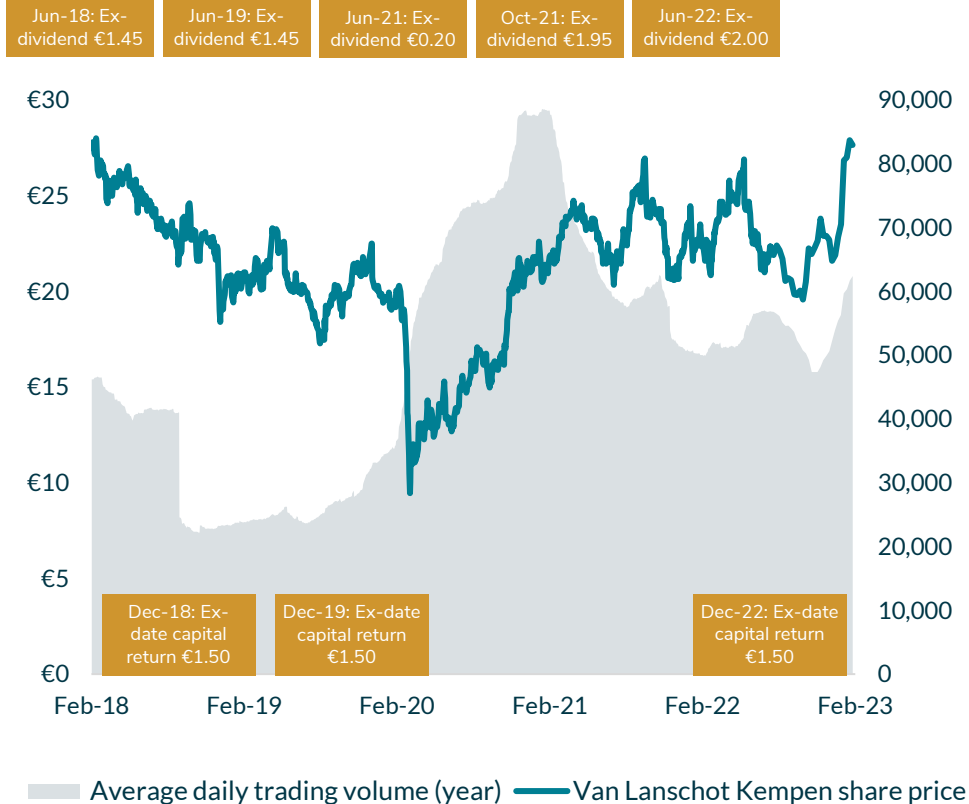
Appointed: 2017

More information about the Supervisory Board members can be found on [vanlanschotkempen.com/management-supervision](https://www.vanlanschotkempen.com/management-supervision)

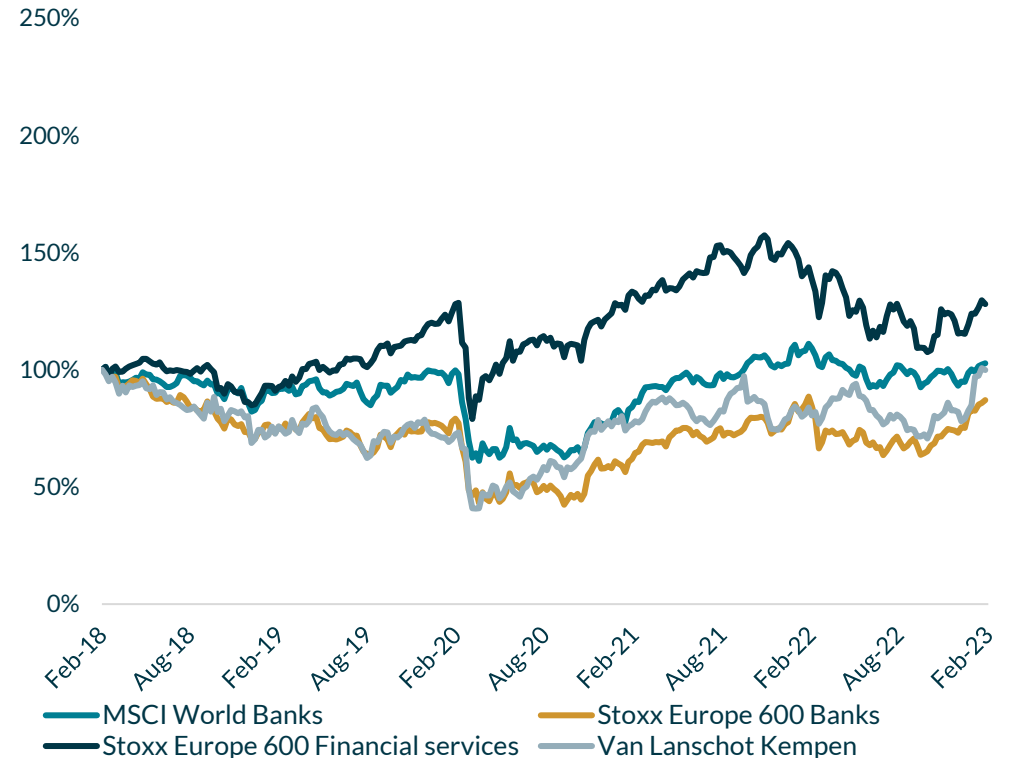


# Van Lanschot Kempen shares

## Development of share price and trading volume



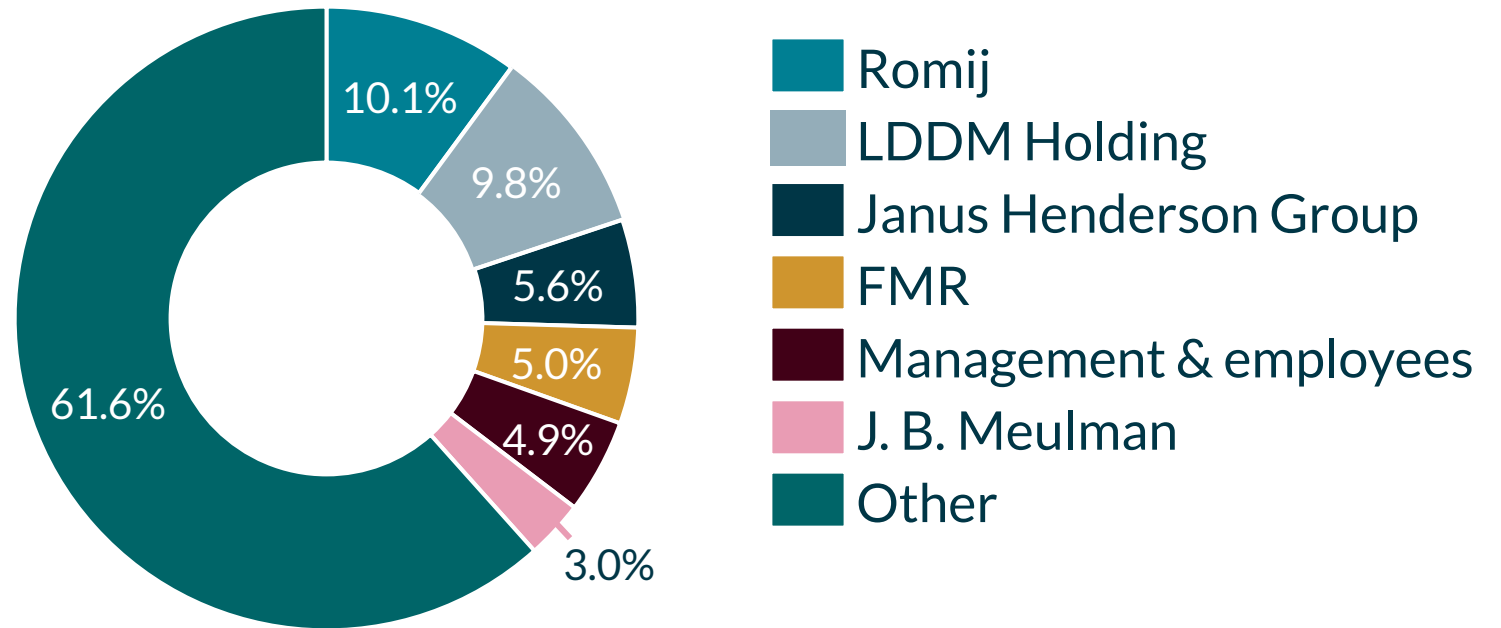
## Movements in Van Lanschot Kempen's share price compared with industry indices



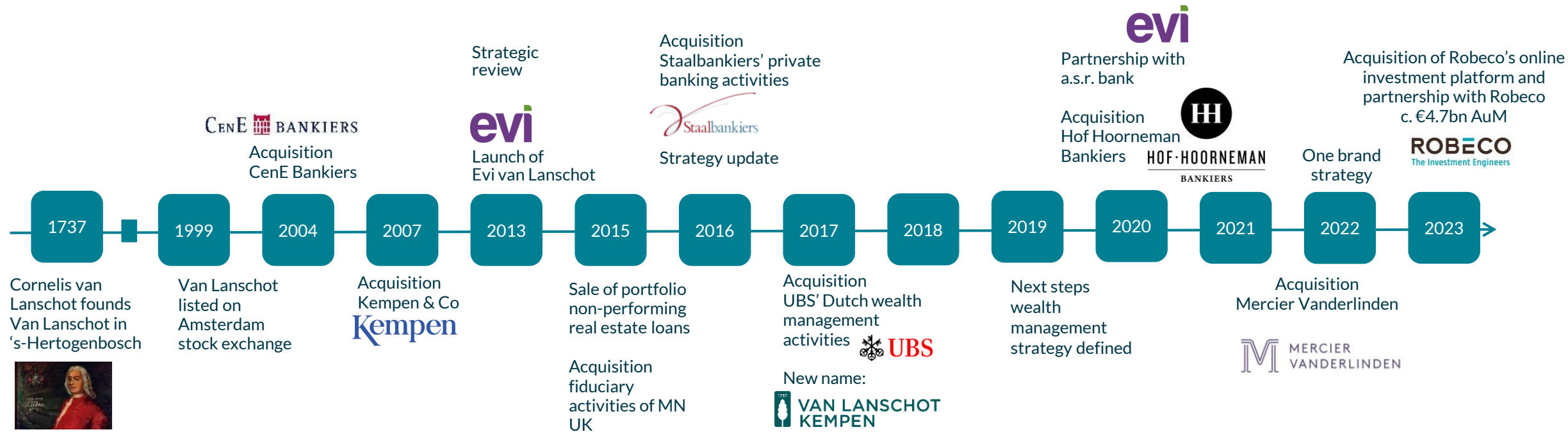
# We have a diversified shareholder base



Van Lanschot Kempen's shareholder base  
At 23/2/2023



# Van Lanschot Kempen's rich history reaches back to 1737



# Disclaimer

## **Disclaimer and cautionary note on forward-looking statements**

This document may contain forward-looking statements and targets on future events and developments. These forward-looking statements and targets are based on the current insights, information and assumptions of Van Lanschot Kempen's management about known and unknown risks, developments and uncertainties. Forward-looking statements and targets do not relate strictly to historical or current facts and are subject to such risks, developments and uncertainties which by their very nature fall outside the control of Van Lanschot Kempen and its management. Actual results, performances and circumstances may differ considerably from these forward-looking statements and targets.

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