

Argenta Spaarbank

Financial results second half 2017

March 2018

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Key takeaways for Argenta Spaarbank 2H 2017

- Solid financial performance in 2H 2017 with continued pressure on net interest income in low interest rate environment:
 - Net profit of 62 million EUR¹ in 2H 2017, leading to a FY 2017 result of 139 million EUR and return on equity of 7.5%.
 - 3.9 billion EUR² new loans granted in FY 2017 to the Belgian and Dutch households, down 21% yoy in Belgium and 28% yoy in the Netherlands after a record FY2016. Retail mortgage loan production market shares³ at 6.1% for Belgium and 1.5% for the Netherlands.
 - Funds under management increased to 39.2 billion EUR of which 6.5 billion EUR related to investment products (+16% yoy). Fee income further increased to 45 million EUR (+29%).
 - Net interest income under pressure due to the persistent low interest rate environment over 2017 and the effect of the legal interest rate floor on retail savings accounts in Belgium. Net interest margin at 1.30%, down 31 basis points yoy.
 - Lower net interest income and continuing heavy investments in digital and new IT platforms increase the cost/income ratio⁴ for FY 2017 to a level of 51%.
 - Robust capital and liquidity position:
 - Fully loaded BIII IRB CET 1 stood at 25.9%, TCR of 32.6%, well in excess of the SREP requirement.
 - Sound liquidity position with LCR of 162% and NSFR of 143%.

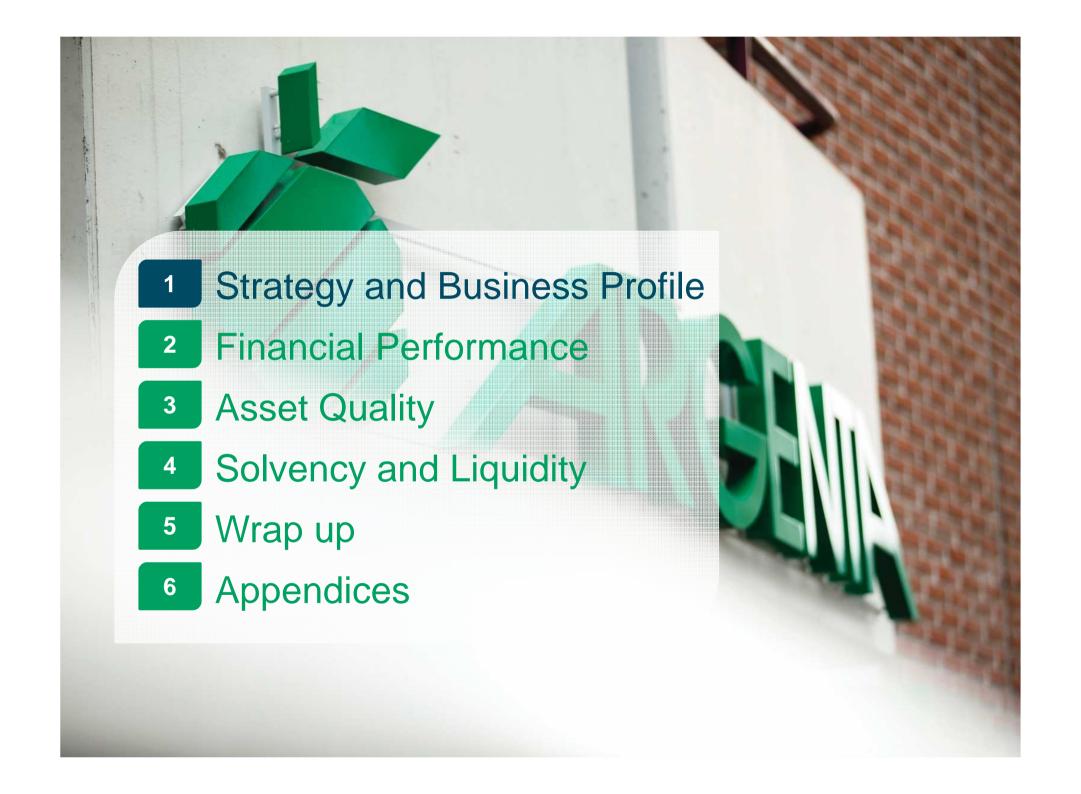


⁽¹⁾ Adjusted for IFRIC21 (which requires full year bank levies to be recognised on 1 January) – linear amortization of levies over FY2017

⁽²⁾ New loans granted, excluding internal refinancing

⁽³⁾ Mortgage loan production market shares as of 31/12/2017

⁽⁴⁾ Excluding bank levies



Strategy and business profile

Simple and easy-to-understand retail business model



- Integrated bank-insurance business model focussed on fruitful long term relationships with its retail clients, employees, tied agents, family shareholders and investors.
- Offering simple and transparent bank and insurance products and free of charge payment and custodial services.
- Broad reach through a strong network of independent agents in Belgium, third party distribution in the Netherlands, complemented by a user-friendly digital platform.
- Unrivalled levels of customer satisfaction, loyalty and brand strength:
 - Internal and external NPS surveys show top notch results.
 - Voted best bank of Belgium in the independent inquiry by Bankshopper.be for five consecutive times (in 2009, 2011, 2012, 2014 and 2015).
 - Voted best bank of Belgium by the independent inquiry by Spaargids.be in 2017
 - Identified as strongest bank brand strength in Flanders in 2016 in a study published by the Benchmark Company.
- Integrated operating model creating cost synergies and efficiencies.



Overview of key financial data FY 2017

Argenta Group¹

Net result	193.4 m
Return on Equity	7.4%
Total assets	44.1 bn
Total equity	2.8 bn
Cost / Income ²	58%
Total funds under mgmt	44.1 bn
CET 1 (BIII transitional) ³	25.2%
CET 1 (BIII fully loaded) ³	25.4%

Argenta Spaarbank¹

Net result	139.0 m
Return on Equity	7.5%
Total assets	37.6 bn
Total equity	2.0 bn
Cost / Income ²	64%
CET 1 (BIII transitional) ³	25.7%
CET 1 (Blll fully loaded) ³	25.9%

Argenta Assuranties

Net result	72.6 m
Return on Equity	19,9%
Total assets	6.5 bn
Total equity	0.4 bn
Premium Life ⁴	639 m
Premium Non-life	135 m
Solvency II	275%

Credit Rating

Standard & Poor's

Short-term A-2
Long-term AOutlook Positive

Note: all numbers are stated in EUR

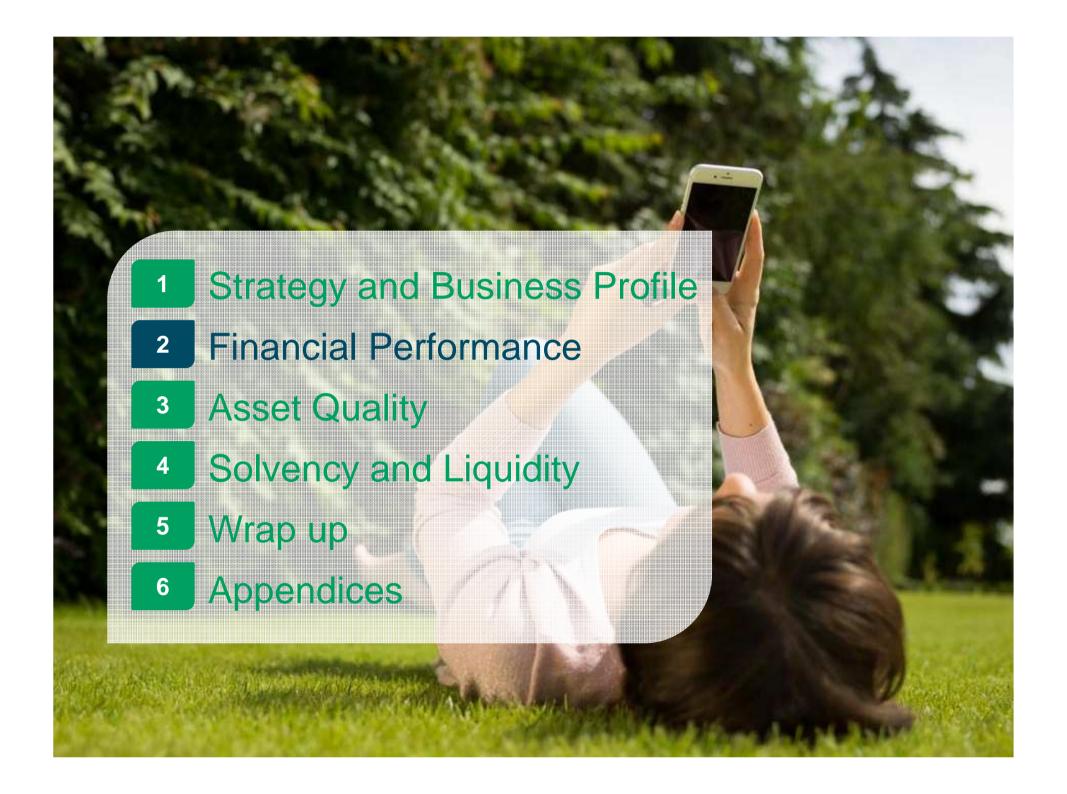
- (1) Consolidated
- (2) Cost / Income ratios excluding bank levies are 46% for Argenta Group and 51% for Argenta Spaarbank
- (3) BIII IRB solvency ratio
- (4) Including universal life unit linked



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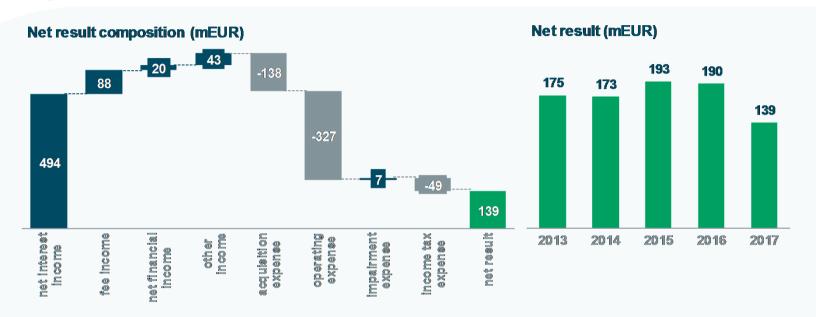
Financial objectives FY 2017

Argenta Spaarbank	FY 2016	FY 2017	Target
Return on Equity	11.4%	7.5%	>8%
Leverage Ratio (fully loaded)	4.8%	4.9%	>4%
Cost / Income Ratio (excluding bank levies)	45%	51%	40%
CET 1 Ratio (BIII fully loaded) ¹	26.7%	25.9%	>18%
Total Capital Ratio (BIII fully loaded) ¹	34.1%	32.6%	>20%
Net Interest Margin (NIM)	1.64%	1.34%	>1.4%
NSFR	145%	143%	>120%
LCR	179%	162%	>125%



Overview FY net result

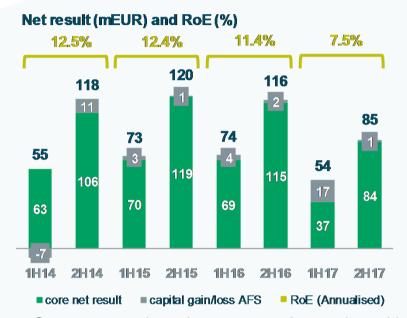
Argenta Spaarbank FY 2017



- FY 2017 result of 139 million EUR compared to 190 million EUR in the previous year.
- Total income down 11% yoy due to decrease net interest income (down 15%) despite increase fee income (up 29%).
- Operating expenses up 4% driven by bank levies (representing 2.6% of the 4% increase) and digital and IT investments.
- Continuing decreases in non-performing loans ratio's for mortgage loans and maintaining of conservative credit and impairment standards, combined with a zero default investment portfolio results in a unsustainable positive cost of risk of 7 mio.

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Net result down 32% yoy

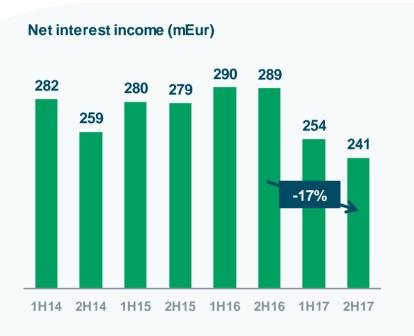


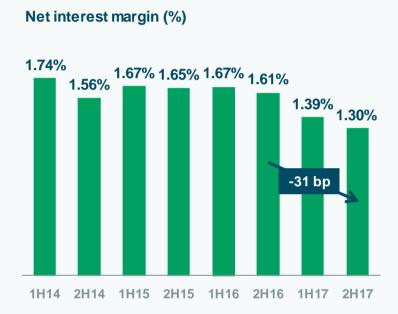
In millions of EUR	2H16	2H17	Δ
Net interest income	289	241	-49
Fee income	35	45	10
Commissions to agents	-63	-68	-5
Net financial result	4	2	-1
Other operating income	22	24	2
Total income	287	244	-43
Operating expenses	-127	-132	-5
Impairments	-6	4	9
Profit before tax	154	116	-39
Income tax expense	-38	-31	8
Net profit	116	85	-31
IFRIC21 adjustment	-23	-23	1
Adjusted net profit	93	62	-30

- Core net result under pressure in continued low interest environment:
 - Asset yield under pressure in low rate interest rate environment and funding cost on legal interest rate floor decreases net interest margin.
 - Diversification of funding from retail savings accounts to institutional funding with first securitization of Dutch NHG mortgages.
 - Continued focus on diversification of income with 29% growth in fee income to 45 million EUR, leading to 88 million EUR for FY 2017.
 - Operating expenses up 4% as a result of investments in IT and bank levies.
- Adjusted net result of 62 million EUR¹, leading to 139 million EUR FY 2017 result and RoE at 7.5%.



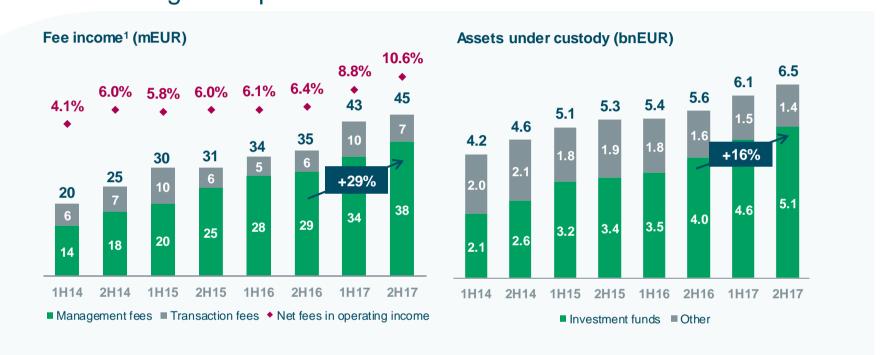
Net interest income under pressure





- Net interest income further decreased in 2H 2017 to 241 million EUR (-17% yoy).
- Pressure on new loan margins on mortgages and lower reinvestment yields in the investment portfolio while funding cost for Belgian retail funding is at the legal floor.
- Net interest margin at 1.30%, 31 basis points below 2H 2016.

Focus on revenue growth in fund management 2H 2017 Argenta Spaarbank



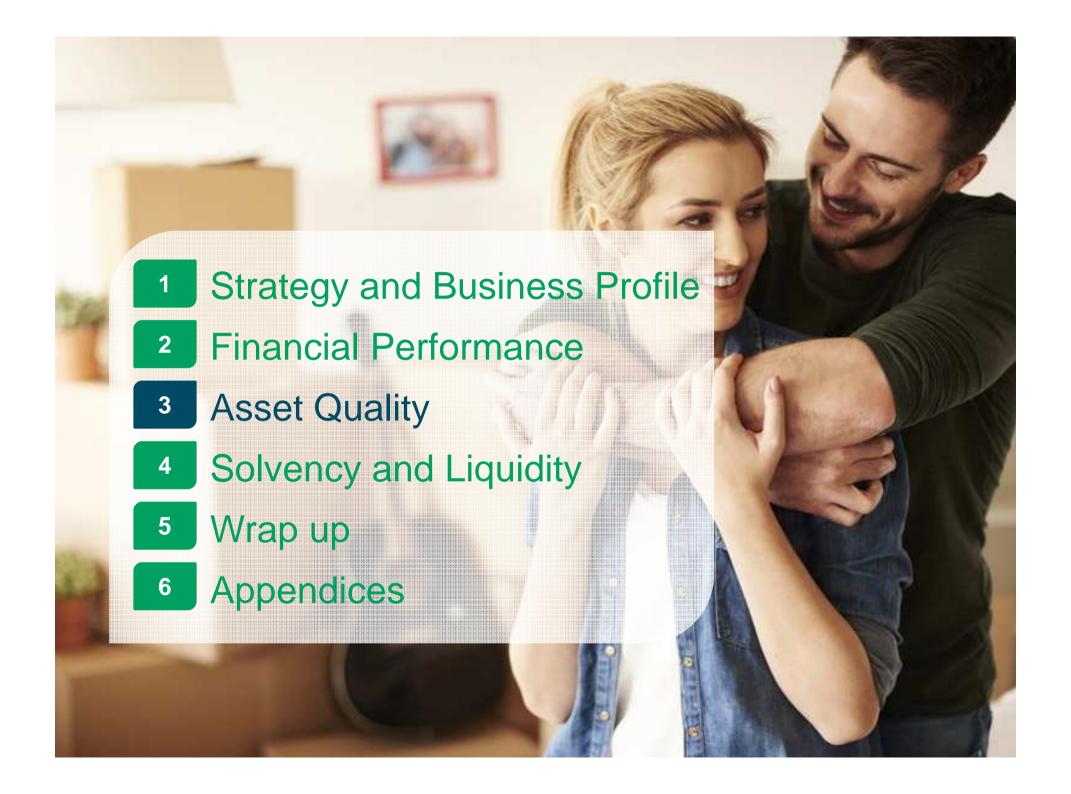
- Strategic focus on fee income mainly derived from retail investment funds offered as an alternative to traditional savings products.
- Steadily increasing market share, currently at 3.6% indicates potential for further growth.
- Assets under Custody increased to 6.5 billion EUR, up 16% yoy with net inflows of 664 million EUR.
- Total fee income in 2H 2017 increased further to 45 million EUR, driven by higher management fees.



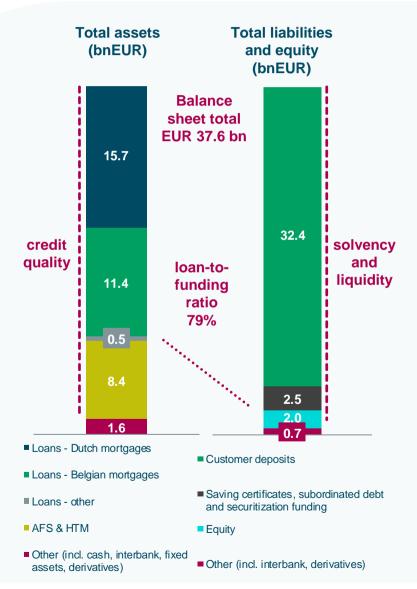
Investing in the future 2H 2017 Argenta Spaarbank



- Continued heavy investments in digital and new core banking system, and professionalization of services increase staff and IT expenses. New banking app launched on October 4th 2017, with regular updates introducing new features over 2017 and continued for 2018. Release new payment services platform planned in 2018.
- Increasing acquisition costs¹ driven by production and portfolio increase in fee products.
- Reform of Belgian bank levies decreased the total levy expense to 60 million EUR in FY2016, but increase of 8 million EUR for FY2017 due to a modification of calculation base.
- FY 2017 cost/income ratio at 51%, bank levies increase ratio to 64%.



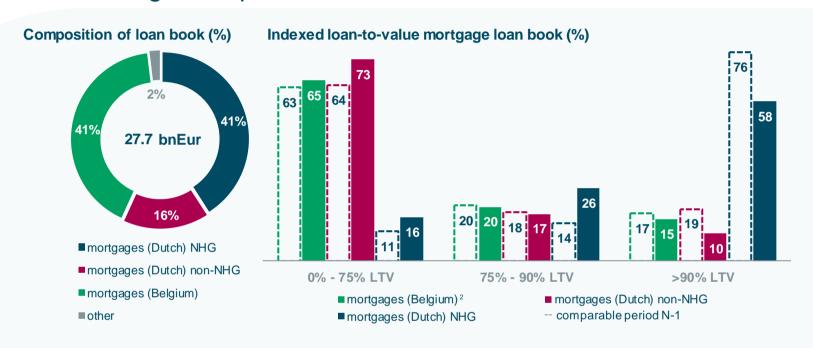
Balance sheet composition



- Low-risk loan book consisting of prime retail mortgage loans in the Netherlands and Belgium.
- Well diversified and conservative investment portfolio with close to 98% investment grade.
- Strong retail funding profile with low loan-to-funding ratio.
- Diversification of funding sources with start up of securitization program in 2017.

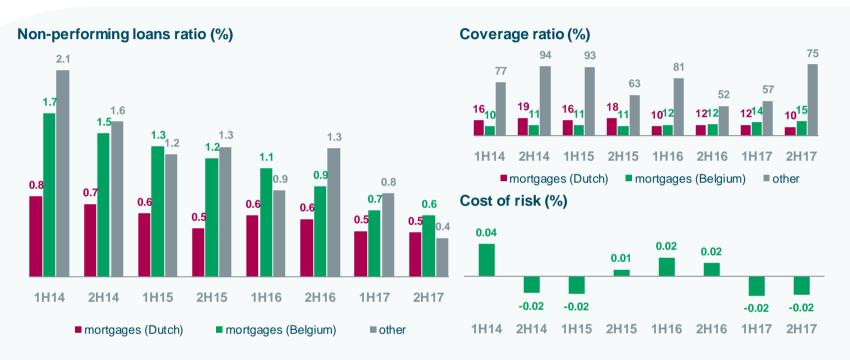


A high-quality loan book



- Residential mortgage loan portfolio in Belgium and the Netherlands compose 98% of the loan book. Consumer loans and local, regional governments and corporate loans compromise the remaining 2%.
- Portfolio share of non-NHG mortgages is increasing.
- The average LTV for Belgian mortgages is at 61%, for Dutch mortgages at 82%. The total portfolio LTV stands at 73%.
- More than 90% of the mortgage loan book has loan-to-value of less than 90% or has a Dutch State guarantee (NHG¹).
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- (1) NHG (National Mortgage Guarantee) is a guarantee scheme by the Dutch government on residential mortgages
- (2) Situation as per 30 November 2017

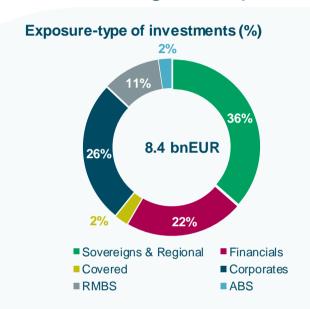
Low risk loan portfolio 2H 2017 Argenta Spaarbank

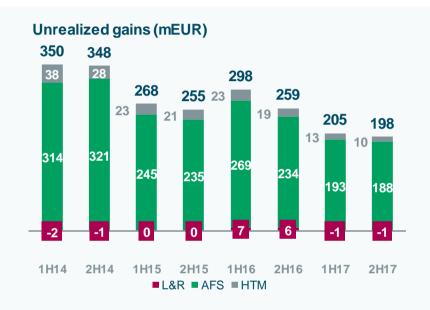


- Non-performing loans ratio confirms high-quality of mortgage loan book and remains at historically low level. Less than 1% of the mortgage loan book is non-performing.
- Average coverage ratio of 13% given high quality of prime mortgage collateral.
- Cost of risk remains close to nil.



Diversified and liquid investment portfolio

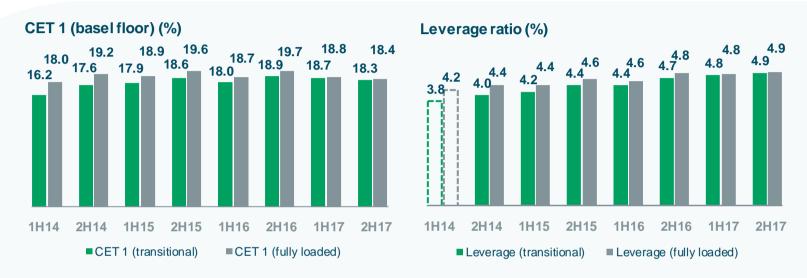




- Outstanding portfolio up 0.8 billion EUR with reinvestment of securitization inflow in highly liquid assets to support liquidity position and enable further mortgage portfolio growth.
- Conservative focus on sovereign and regional securities.
- No exposure to CDO, CLO, Alt-A, subprime.
- High quality of investments: 38% of the portfolio is rated AA and above and 98.2% of the portfolio is investment grade, unrealized capital gains 198 million EUR
- Exclusively euro-denominated with focus on European markets: 91% of portfolio in European Economic Area.



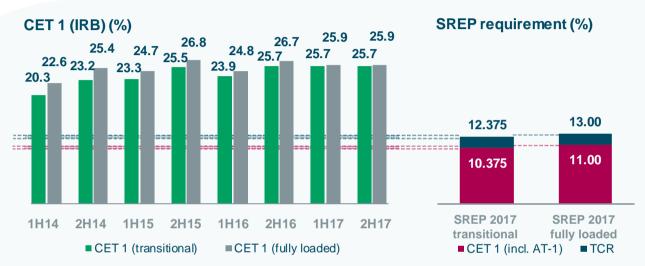
Robust solvency position



- Strong CET 1 (Basel floor) ratio at 18.3% transitional and 18.4% fully loaded.
- Leverage ratio steadily increasing¹ and well above the G-SIB 3% requirement included in the Basel III reform.
- Based on a preliminary assessment of the impact of the Basel III reforms (applicable as from 2022) on the output floor we expect the output floor to move in the direction of the IRB RWA.



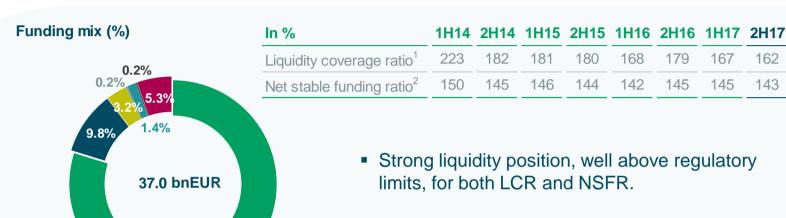
SREP requirement



- CET 1 (IRB) ratio of 25.7% transitional and 25.9% fully loaded well above the 2017 SREP requirement.
- The impact of IFRS 9 in 2018 is expected to be around -40 bp due to the decrease in net unrealised gains in equity (reclassification of AFS portfolio to HTC) and increase of impairments (partly compensated with the IRB shortfall).
- Impact of Basel III reform (applicable as from 2022) on the solvency ratio for central and regional governments, public sector entities, institutions, corporates and securitization positions is around -5 bp, operational risk impact is expected to be around -35 bp and CVA is assessed as immaterial, the impact on retail secured by real estate (AIRB model) is under assessment. **ARGENTA**

Funding and liquidity position

2H 2017 Argenta Spaarbank



- customer deposits on demand
- customer deposits on term (incl. saving certificates)

79.8%

- securitization funding
- subordinated certificates
- subordinated issues (institutional)
- net unsecured interbank funding
- equity

- Loan-to-funding ratio stands at 79%.
- Stable deposit funding base mainly consisting of retail savings deposits.
- Diversification of funding sources with securitization transaction of Dutch NHG mortgages in September 2017 of 1,2 billion EUR with FORD in March 2024.



MREL update

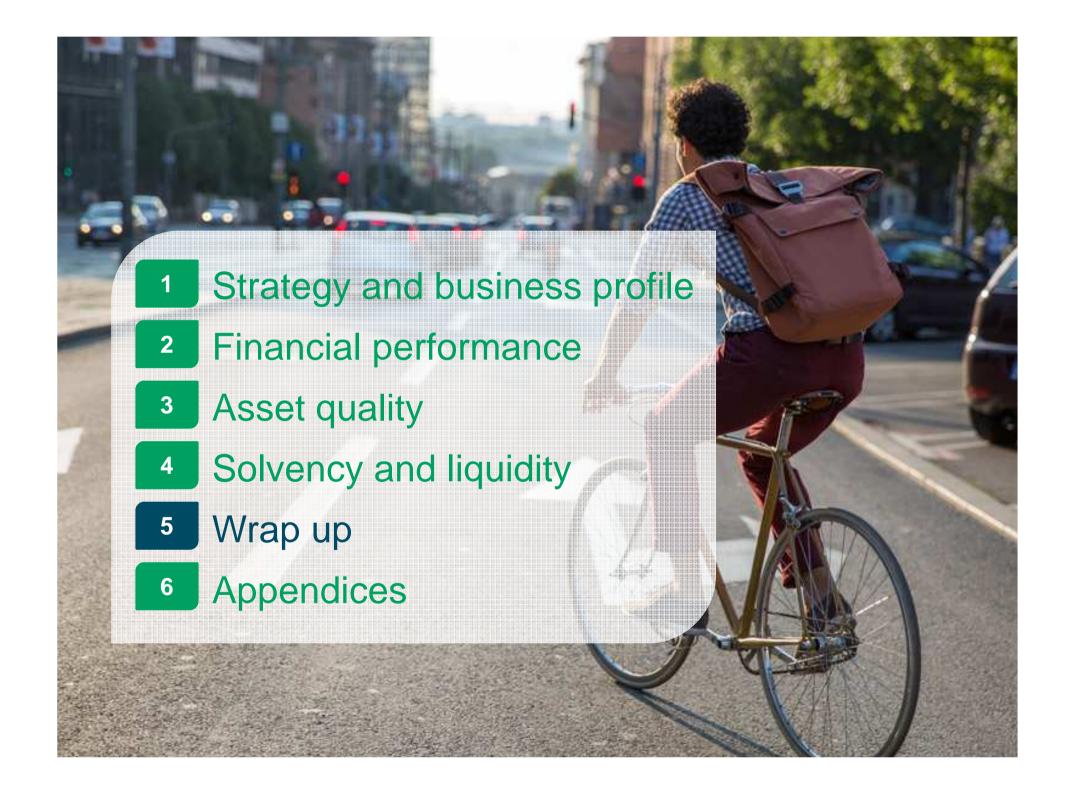
Bail-in capacity Argenta Spaarbank

MREL estimation



- The combined evolution of eligible liabilities for bailin and total balance sheet (after depletion) results in an indicative compliance ratio of 7.51%.
- Final MREL requirement still to be defined by SRB. Assumed target MREL ratio of 8% of balance sheet (after depletion) equals 3.0 billion EUR bail-in requirement, of which 2.5 billion euro is completed.
- Depending on the final decision by the SRB of the minimum requirements and the eligibility of the 'other' bail-inable liabilities, the remaining gap would be between 250 and 550 million EUR
- Achievement of the remaining MREL requirement will be filled through organic growth of CET 1 and complementary issuance of MREL eligible debt securities.

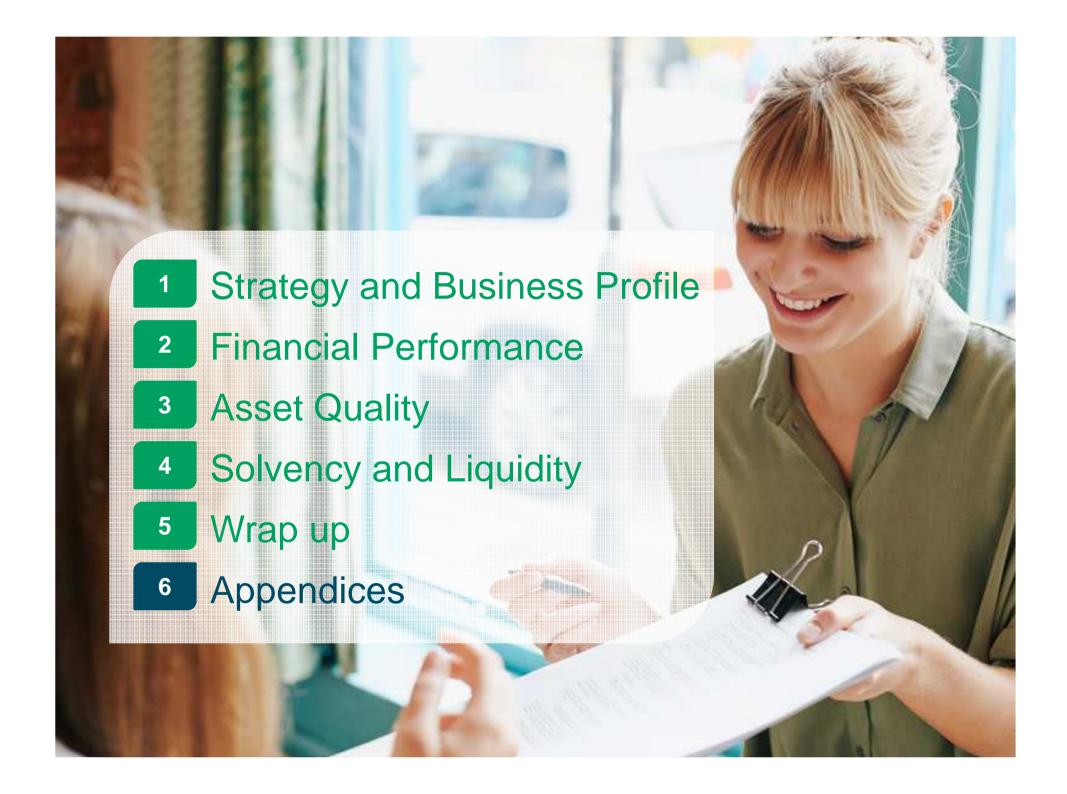




Wrap up

- Strong and resilient business model with unique client loyalty and brand scores, with an intensified digital strategy.
- Decrease in interest margins of 31bp in 2H 2017 due to the persistent low interest rate environment and the legal interest floor on retail savings deposits in Belgium.
- Financial performance in 2H 2017 impacted by decrease in net interest income of 49 million EUR, complemented by continued growth of fee income as a result of the ongoing diversification of revenue sources.
- Operating expenses up 5 million EUR with important investments in IT and digital.
- Very strong solvency, funding and liquidity position.





Appendices Overview

Group structure

Appendix 1: Organization chart

Additional financial information

- Appendix 2: Balance sheet Assets
- Appendix 3: Balance sheet Liabilities
- Appendix 4: Balance sheet Equity
- Appendix 5: Income statement
- Appendix 6: Bank levies (IFRIC 21)
- Appendix 7: Net interest income

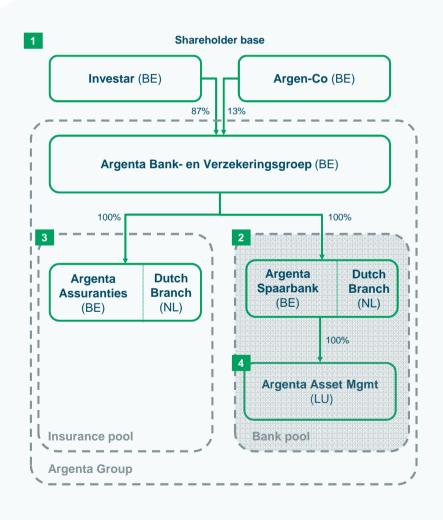
Additional information on solvency

- Appendix 8: Regulatory capital
- Appendix 9: Regulatory risk exposures
- Appendix 10: Solvency ratios
- Appendix 11: Investments

Glossary



Group structure: full-fledged retail bank-insurer



A transparant group structure

- 1 Stable family shareholder base Investar (holding company of founding family) and Argen-Co (cooperative capital held by employees and clients).
- Banking operations in Belgium and the Netherlands.
- Insurance operations in Belgium and the Netherlands.
- Asset Management operation incorporated in Luxembourg.



Balance sheet – Assets Argenta Spaarbank

In millions of EUR	FY 2016	6M 2017	FY 2017	▲ FY-FY
Cash and cash equivalents	906	1,252	1,069	163
Loans and receivables	26,522	27,267	27,660	1,138
o.w. to credit institutions	0	14	22	22
o.w. to customers	26,522	27,253	27,637	1,116
Financial assets	8,114	7,602	8,375	261
o.w. at-fair-value-through-P&L	9	9	11	2
o.w. available-for-sale	7,679	7,132	7,901	222
o.w. held-to-maturity	426	461	463	37
Derivatives incl. hedge adjustment	360	260	225	-134
Other assets	255	303	297	42
Total assets	36,156	36,685	37,626	1,470



Balance sheet – Liabilities Argenta Spaarbank

In millions of EUR	FY 2016	6M 2017	FY 2017	▲ FY-FY
Deposits from central banks	0	0	0	0
Financial liabilities	33,488	34,044	35,015	1,528
o.w. at-fair-value-through-P&L	0	0	3	3
o.w. credit institutions	1	96	76	75
o.w. customer deposits	31,615	32,286	32,427	812
o.w. debt certificates	1,210	1,049	1,912	701
o.w. subordinated liabilities	660	613	597	-64
Derivatives	558	417	384	-173
Other liabilities	270	340	255	-15
Total liabilities	34,315	34,801	35,655	1,340



Balance sheet – Equity Argenta Spaarbank

In millions of EUR	FY 2016	6M 2017	FY 2017	▲ FY-FY
Core equity	1,766	1,820	1,897	131
Paid-in share capital	662	662	716	54
Retained earnings	914	1,104	1,042	127
Profit of current period	190	54	139	-51
Gains and losses not recognised in				
the income statement	75	64	75	0
Reserve available-for-sale	89	76	87	-2
Reserve cash flow hedge	-14	-12	-11	3
Revaluation pension plan	0	0	-1	-1
Minority interests	0	0	0	0
Total equity	1,841	1,884	1,972	130



Income statement Argenta Spaarbank

In millions of EUR	2H 2016	1H 2017	2H 2017	▲2H-2H
Net interest income	289	254	241	-49
Net commissions and fees	-28	-26	-23	5
Net gains and losses	4	18	2	-1
o.w. availble-for-sale	2	17	1	-1
o.w. other	1	1	1	0
Other net operating income	23	19	24	2
Total income	287	265	244	-43
Operating expenses	-127	-196	-132	-5
Operating profit	160	69	112	-49
Impairments	-2	3	3	5
o.w. loans and receivables	-2	3	3	5
o.w. other	0	0	0	0
Non-current assets held for sale	-4	0	1	4
Profit before tax	155	72	116	-39
Income tax expense	-38	-18	-31	8
Net profit	116	54	85	-31

Impact IFRIC 21 Bank levies Argenta Spaarbank

- IFRIC 21 (Levies) was approved by the European Union in June 2014 and became effective on 1 January 2015. The main consequence of IFRIC 21 is that most bank levies have to be recognised in advance.
- Advance recognition adversely impacts the result for the first half year. The net result of the half year is adjusted for amortization of the bank levies.
- Reform of Belgian bank levies decreases the levy expense with 11 million EUR, to a total of 60 million EUR for FY 2016.

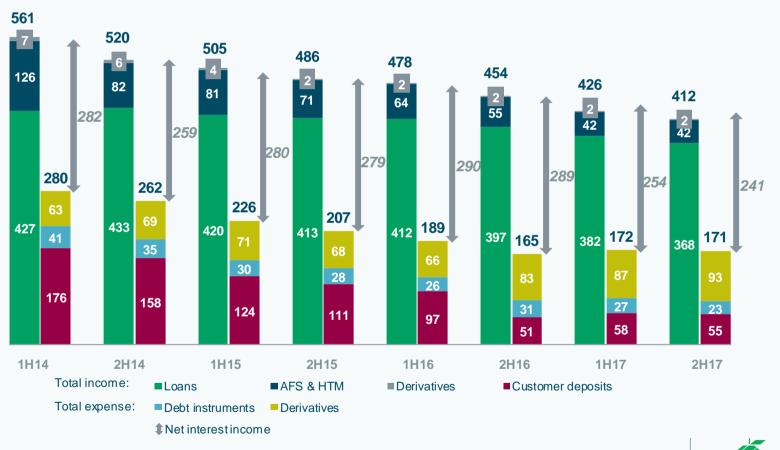
Breakdown of bank levies (mEUR)





Net interest income composition

Net interest result (mEUR)





Regulatory capital Argenta Spaarbank

	Transitional		Fully l	oaded
In millions of EUR	FY 2016	FY 2017	FY 2016	FY 2017
Total equity (excl. minority interest)	1,841	1,972	1,841	1,972
Prudential filters	1	-2	-4	-4
Items to deduct	-108	-59	-38	-42
Other intangible assets	-38	-42	-38	-42
Transitional (available-for-sale)	-71	-17	0	0
Common equity Tier 1 (Basel I floor)	1,734	1,910	1,800	1,926
For IRB, shortfall of credit risk adjustments to expected losses	-8	-15	-8	-15
Common equity Tier 1 (IRB)	1,727	1,895	1,792	1,911
Tier 2 instruments	496	497	496	497
Tier 2 (BIII eligible)	496	497	496	497
Transitional (grandfathered T2)	0	0	0	0
Total regulatory capital (Basel I floor)	2,231	2,407	2,296	2,423
Total regulatory capital (IRB)	2,223	2,392	2,288	2,408

Regulatory risk exposures Argenta Spaarbank

In millions of EUR	FY 2016	FY 2017
Central and regional governments	0	0
Public sector	0	0
Institutions	271	293
Corporates	1,361	1,796
Securitisations	406	436
Retail	78	91
Covered by mortgage	6,759	7,603
Other	278	237
Risk weighted assets (Basel I floor)	9,154	10,456
Central and regional governments	83	117
Public sector	18	38
Institutions	788	679
Corporates	921	1,203
Securitisations	136	140
Retail	78	89
Covered by mortgage	3,467	3,749
Operational risk	979	1,016
Other	249	352
Risk weighted assets (IRB)	6,719	7,382

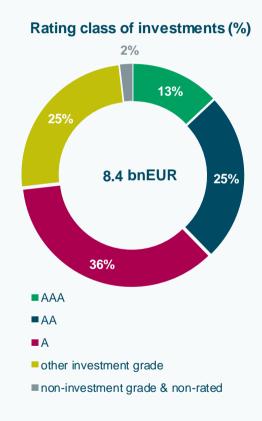


Solvency ratios Argenta Spaarbank

	Transitional		Fully loaded	
In millions of EUR and %	FY 2016	FY 2017	FY 2016	FY 2017
Basel floor				
Common Equity Tier 1	1,734	1,910	1,800	1,926
Tier 2 instruments	496	497	496	497
Risk Weighted assets	9,154	10,456	9,154	10,456
CET 1	18.9%	18.3%	19.7%	18.4%
TCR	24.4%	23.0%	25.1%	23.2%
Internal Rating Based				
Regulatory capital	1,727	1,895	1,792	1,911
Tier 2 instruments	496	497	496	497
Risk Weighted assets	6,719	7,382	6,719	7,382
CET 1	25.7%	25.7%	26.7%	25.9%
TCR	33.1%	32.4%	34.1%	32.6%



Investments 2H 2016



Investments per country	%
Belgium	32.8%
Netherlands	17.8%
France	8.0%
Spain	4.9%
Ireland	4.8%
United States	4.1%
Luxemburg	3.4%
UK	3.4%
Sweden	3.3%
Canada	2.9%
Germany	2.8%
Poland	2.1%
Czech Republic	1.5%
Austria	1.2%
Finland	1.1%
Other (13 ctp's)	6.0%



Glossary (1/2)

ABS	Asset-backed security	
AFS	Available for sale	
Argenta Assuranties	Consolidation scope of the legal entities Argenta Assuranties (parent) and Argenta-Life Nederland (subsidiary).	
Argenta Group	Consolidation scope of the legal entities Argenta Bank- en Verzekeringsgroep (parent) and Argenta Spaarbank, Argenta Asset Management, Argenta Assuranties, Argenta-Life Nederland (subsidiaries).	
Argenta Spaarbank	Consolidation scope of the legal entities Argenta Spaarbank (parent) and Argenta Asset Management (subsidiary).	
Assets under Custody or AuC	Client investment products held on custody accounts.	
BIII	Basel 3	
Combined ratio	[technical insurance charges + acquisition costs + operating expenses] / [earned premiums] (after reinsurance)	
Common Equity Tier 1 ratio or CET 1	[common equity tier 1 capital] / [total weighted risks]	
Cost of Risk or CoR	[net changes in specific and portfolio-based impairments for credit risks] / [average outstanding loan portfolio]	
Cost/income or C/I	[operating expenses of the period] / [financial and operational result of the period] Operating expenses include administration expenses, depreciation and provisions. Financial and operational result includes net interest income, dividend income, net income from commissions and fees, realised gains and losses on financial assets and liabilities not measured at fair value in the income statement, gains and losses on financial assets and liabilities held for trading, gains and losses from hedge accounting, gains and losses on derecognition of assets other than held for sale and other net operating income. The numerator is adjusted for (exceptional) items which distort the P&L during a particular period in order to provide a better insight into the underlying business trends. Adjustments relate to bank levies which are included pro rata and hence spread over all halves of the year instead of being recognised upfront (as required by IFRIC21).	
Cost/income or C/I exl. Bank levies	[operating expenses of the period - bank levies of the period] / [financial and operational result of the period]	
Coverage ratio	[total specific impairment provision for non-performing loans] / [total outstanding non-performing loans]	
CRR	Capital Requirements Regulation	
SREP	Supervisory Review and Evaluation Process performed by the European Central Bank	

Glossary (2/2)

НТМ	Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments that an entity intends and is able to hold to maturity and that do not meet the definition of loans and receivables and are not designated on initial recognition as assets at fair value through profit or loss or as available for sale. Held-to-maturity investments are measured at amortised cost.
IFRIC	International Financial Reporting Interpretations Committee
Leverage Ratio or LR	[regulatory available tier-1 capital] / [total exposure measures]. The exposure measure is the total of non-risk-weighted on and off-balance sheet items, based on accounting data. The risk reducing effect of collateral, guarantees or netting is not taken into account, except for repos and derivatives. This ratio supplements the risk-based requirements (CAD) with a simple, non-risk-based backstop measure
Liquidity Coverage Ratio or LCR	[stock of high quality liquid assets] / [total net cash outflow over the next 30 calendar days].
Loan-to-funding or LTF	[loans-and-receivables] / [financial liabilities measured at amortized cost]
MREL	Minimum requirement for own funds and eligible liabilities
Net interest income or NII	[revenues generated by interest-bearing assets] - [cost of servicing (interest-burdened) liabilities]
Net interest margin or NIM	[net interest income of the period] / [average total assets of the period] Total assets are used as a proxy for the total interest-bearing assets.
Net stable funding ratio or NSFR	[available amount of stable funding] / [required amount of stable funding]
NFCI	Net Fee and Commission Income
NHG	Nationale Hypotheek Garantie (National Mortgage Guarantee) is a guarantee scheme by the Dutch government on residential mortgages
Non-performing loans ratio or NPL ratio	[total outstanding non-performing loans] / [total outstanding loans]
O-SII	Other systemic important institutions
Return on equity or RoE	[net profit of the period] / [equity at the beginning of the period]
RMBS	Residential mortgage-backed security
Tier 2	Tier 2 capital is the secondary component of bank capital, in addition to Tier 1 capital
T	[common equity tier 1 capital + additional tier 1 instruments + tier 2 instruments] / [total weighted risks]

