

Argenta Spaarbank Inaugural EUR Green Senior Non-Preferred Notes Offering

Investor Presentation

January 2022





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1. About the Issue

Transaction Summary

- Green Senior Non-Preferred Notes under the EMTNprogramme
- EUR Benchmark
- Third SNP-transaction
- Expected Rating BBB (Standard & Poor's)
- Expected Tenor 7NC6
- Use Of Proceeds: Green Buildings
- Second Party Opinion Provider: Sustainalytics



Rationale

Responsibility Aspect

- Promote the growth of the Green Bond Market
- Address investors willingness to finance sustainable green buildings
- Establish a platform which allows to issue Green Bonds in various formats

Funding Aspect

- Diversifying the funding sources
- Expanding the investor base
- Increasing the MREL Buffer
- Responding to markets' green bond demand





Green Bond Framework





Additional Information on our Website

- Green Bond Framework
- Green Bond Framework Investor Presentation
- Second Party Opinion by Sustainalytics
- Methodology Report Sustainable Residential Buildings in the Netherlands
- Methodology Report Sustainable Residential Buildings in Belgium
- Impact Assessment Argenta Netherlands by CFP Green Buildings
- Impact Assessment Argenta Belgium by CFP Green Buildings
- Pre-Issuance Allocation Report
- Pre-Issuance Impact Report

https://www.argenta.eu/investor-relations/debt-issuance/green-bonds.html



2. Who is Argenta





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Foundation of Arm

Full-Fledged Retail Bank-Insurer

A Transparent Group Structure

- Stable 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
- Asset management operation incorporated in Luxembourg
- Arvestar Asset Management (AAM) is a consolidated joint venture with Bank Degroof Petercam Asset Management S.A./N.V. (DPAM)
- Argenta is under the direct supervision of the ECB



* Arvestar Asset Management (AAM) is a consolidated joint venture with Bank Degroof Petercam Asset Management S.A./N.V. (DPAM)

Simple and Easy to Understand 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
- Broad reach through a strong network of independent agents in Belgium exclusively operating for Argenta, third party distribution in the Netherlands, complemented by a user-friendly digital platform
- Unrivalled levels of customer satisfaction, loyalty and brand strength:
 - First place in customer satisfaction survey of consumer organization, Argenta being the only universal bank at the ranking top (TestAankoop, September 2021)
 - First open banking partnership with Cake now live and already >100k clients signed up
 - For the second consecutive year, Argenta's pension savings fund won the gold award in the prestigious Fund Awards from (De Tijd/L'Echo, March 2021)
 - Launch of daily banking packages allowing to make daily banking a revenue driver whilst keeping the most extensive free package on the Belgian market (2021 Q1)
 - App with strong focus on a simple user interface (4.5/5, top 3 ranking of Belgian banks in both app stores), confirmed by 20% YoY growth in active app users

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Integrated operating model creating cost synergies and efficiencies

3. Financial Performance



Argenta Spaarbank Soundly Embedded in Argenta Group

Argenta Group H1 2021 (in EUR)

Net result	103.9 m
Return on Equity ¹	9.2%
Total assets	54.7 bn
Total equity	3.2 bn
Cost / Income ¹	54.2%
Total funds under mgmt	55.6 bn
CET 1	23.1%

Net result	53.5 m
Return on Equity ¹	7.5%
Total assets	47.8 br
Total equity	2.3 bn
Cost / Income ¹	61.1%
Total funds under mgmt	49.8 br
CET 1	22.7%

Argenta Spaarbank

Argenta Assuranties²

Net result	48.7 m
Return on Equity	17.4%
Total assets	6.8 bn
Total equity	0.6 bn
Premium Life ³	203 m
Premium Non-life	96 m
Solvency II	240%

Credit Rating

Standard & Poor's	
Short-term	A-2
Long-term	A-
Outlook	Stable



Financial Objectives on Key Parameters

Argenta Spaarbank	31/12/2020	30/06/2021	LT Target
Return on Equity ¹	6.4%	7.5%	>7%
Leverage Ratio	4.9%	4.8%	>5%
Cost / Income Ratio ¹	63%	61%	<60%
CET 1 Ratio	23.3%	22.7%	>18%
Total Capital Ratio	28.5%	22.7%	>20%
Net Interest Margin (NIM)	1.28%	1.21%	>1.35%
NSFR	136%	146%	>132%
LCR	159%	160%	>137%

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Argenta Spaarbank Balance Sheet Composition

- Balanced growth of assets between a low-risk loan book of prime retail mortgage loans in the Netherlands and Belgium, and a well diversified and conservative investment portfolio
- Loan portfolio granted to local authorities and public-private partnerships
- Strong retail funding profile with a loan-to-deposit ratio of 90%
- Wholesale funding: EUR 4.6bn (+ EUR 1bn YoY):
 - EUR 2.6bn securitizations
 - EUR 0.5bn SP
 - EUR 1bn SNP
 - EUR 0.5bn covered bond ⁽¹⁾
- Argenta Spaarbank successfully launched its first 2 Belgian Covered Bonds (EUR 0.5bn each) in 2021



- Wholesale funding
- Equity

Loans - other

Debt securities

assets, derivatives)

Other (incl. cash, interbank, fixed

Other (incl. interbank, derivatives)



Mortgage Production and Margins

H1 2021



- EUR 4.2bn loans granted in the first half of 2021 to the Belgian and Dutch households
- Continuing high production post Covid-19 lockdown of H1 2020; rally in housing prices and loose monetary policy keeps mortgage production at elevated levels.
- Declining margins in both Belgium and the Netherlands as a result of strong competition, the persistent low interest rate environment and higher prepayments in the Netherlands



4. Asset Quality

High-Quality Loan Book

H1 2021



- The residential mortgage loan portfolio in Belgium and the Netherlands composes 96% of the loan book. The remaining 4% consists of consumer loans and loans to local and regional governments and public-private partnerships
- The share of NHG¹ loans in the Dutch mortgage portfolio continued to decrease in H1 2021 from 55% to 51%
- Compared to H2 2020 the average LTV dropped for Belgian and Dutch mortgages, resp. to 57% and 60% (coming from 60 and 63%). The weighted average portfolio LTV decreased from 61% to 59%





Low Risk Loan Portfolio

Non-Performing Loan Ratio (%)





- Additional forbearance measures in the Belgian Mortgage Book following the covid-crisis result in a slightly higher average NPL ratio of 0.65% (+13bp since end of 2020). Overall, the quality of the mortgage loan book remains high
- The average coverage ratio of 13% reflects the high quality of prime mortgage collateral
- Cost of risk remains low and stable compared to end of 2020 at 1.6bp and lower than the COVID19related rise in H1 2020
- 19 Notes: (1) Coverage ratio: Specific (stage 3) impairments/Total outstanding NPLs (2) Cost of risk: Collective (stage 1&2) and specific (stage 3) impairments / Average outstanding of total loan portfolio

H1 2021

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Diversified and Liquid Investment Portfolio



- Stable portfolio at EUR 10.7bn
- Limited additional investments since credit spreads remain low
- Temporary cash surplus following RMBS issuance, reserved to fund the mortgage pipeline
- Well-balanced conservative portfolio with sustainable exclusion criteria for activities such as coal, tobacco, nuclear energy,... and a positive focus on investing in renewables, energy transition, social housing and the like
 - No exposure to CDO, CLO, Alt-A, subprime
 - No exposure to activities in shipping, textile, tourism or hospitality
 - Very limited exposure to troubled or short cycle sectors
- High quality investments: 33% of the portfolio is rated AA and above, and 99% of the portfolio is investment grade
- Exclusively euro-denominated with focus on European markets: 95% of portfolio in European Economic Area





Impairments

Impairment Volumes (EUR m)



Total decrease in IFRS-9 provisions of EUR 1.7m in H1 2021

- Higher impairments on Belgian mortgages (EUR +7.8m) mainly due to higher forbearance
- Lower impairments on Dutch mortgages (EUR -4.2m) following favourable macro-economic revision
- Higher impairments on consumer loans (EUR +0.9m) in line with the portfolio growth (+22%)
- Lower impairments on the investment portfolio (EUR -6.2m) resulting from favourable macro-economic expectations and rating upgrades on impaired positions

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Mortgages BE Mortgages NL Consumer credit & other overdrafts Debt securities & non-retail loans

Dotted areas represent COVID-19 impact Shaded areas represent impact DoD chages

21

Notes: (1) COVID 19-impact on debt securities determined by impact of changes in macro-economic assumptions and COVID 19- stage 2 ECL increases

5. Solvency and Liquidity

Solvency well above SREP requirement



CET1 ratio (IRB) (%)



Leverage ratio (%)

- CET1 ratio remains strong at 22.7%
- Leverage ratio is stable at 4.8% despite the balance sheet increase which is softened by lower credit conversion factors on off-balance exposures. In addition, the relief measure to exclude central bank reserves is extended until end of March 2022. Without relief the ratio amounts to 4.54%

MREL ratio (in terms of LRE)



Totaal

ZEligible liabilities not subordinated (SP)

T2 (BIII eligible)

Eligible liabilities subordinated (SNP)

■T2 (BIII not eligible)

- The 2022 intermediate MREL target is 7.16% and the intermediate subordination target is 6.41% (SP not included)
- The MREL ratio is at 8.09% as of H1 2021 and the subordination ratio is at 7.00%. As a result, both requirements are met
- The final requirement is set at 7.98% in 2024, which will be complied to by SNP issuances over the next years
- 3 Issues outstanding:
 - SP Feb. 2024 500 MIO
 - SNP Oct. 2026, Call 2025 500 MIO
 - SNP Jan. 2027 500 MIO



6. Wrap Up

Wrap Up

- Argenta, an integrated retail bank-insurer active in Belgium and the Netherlands
- Unrivalled levels of customer satisfaction
- Strong commercial performance in H1 2021 in a challenging environment
- Strong solvency (CET-1 of 22.7%) and liquidity position
- Sustainability is an integral part of strategy
- Successful launch of Green Bond Framework

7. Annex



Use of Proceeds



Green Buildings in Belgium



- 1. For Belgian residential buildings built before 31 December 2020
 - EPC label ≥ "A" or belonging to the top 15% of the national stock or regional building stock expressed as operational Primary Energy Demand (PED) and demonstrated by adequate evidence
 - a) Flanders: EPC "A" and EPC "B" built since 2012
 - b) Wallonia: EPC "A" and EPC "B" built since 2010
- 2. For Belgian residential properties built from 1 January 2021
 - Energy performance at least 10% better than the local threshold set for nearly zero-building (NZEB) requirements

3. <u>Renovated Belgian residential properties</u>

- Buildings that comply with the applicable requirements for major renovations
- Buildings with energy savings of at least 30% in comparison to the baseline performance before the building renovation



Green Buildings in The Netherlands

1. For Dutch residential properties built before 31 December 2020

- EPC label ≥ "A" or belonging to the top 15% of the national stock or regional building stock expressed as operational Primary Energy Demand (PED) and demonstrated by adequate evidence
 - a) EPC "A" or built since 2006

2. For Dutch residential properties built from 1 January 2021

 Energy performance at least 10% better than the local threshold set for nearly zero-building (NZEB) requirements

3. <u>Renovated Dutch residential properties</u>

- Buildings that comply with the applicable requirements for major renovations
- Buildings with energy savings of at least 30% in comparison to the baseline performance before the building renovation

EU Taxonomy Delegated Act (climate change mitigation)	EU Taxonomy Environmental Objective	UN SDG	Definition top 15% in the local context
7.1. Construction of new buildings (NACE F41.2)	Climate Change Mitigation	11 SUSTAINABLECITIES 13 CLIMATE	
7.2. Renovation of existing buildings (NACE F41.2)	Climate Change Mitigation		
7.7. Acquisition and ownership of buildings (NACE L68)	Climate Change Mitigation		

Project Evaluation / Selection Process



Green bond committee

- The committee consists of representatives from Group Treasury, Group Wholesale Funding and Group Sustainability as well as experts from relevant business units when deemed necessary. The Green Bond Committee is responsible for (amongst others):
- Reviewing and adapting the content of the Framework and updating it to reflect changes in corporate strategy, technology, market, or regulatory developments
- Overseeing the allocation of the proceeds from Green Bonds to the Eligible Green Loan Portfolio
- Monitoring internal processes to identify mitigants to known material risks of negative social and/or environmental impacts
- Liaising with relevant business finance segments and other stakeholders

Sustainable Loan Selection

- Argenta has relied on the support of an external green buildings consultant CFP. CFP has been asked to provide:
- I. A methodology and adequate evidence to define the top 15% sustainable residential buildings in Belgium and the Netherlands, in accordance with the EU Taxonomy Delegated Act for climate change mitigation.
- II. The identification of the Eligible Green Loan Portfolio (sustainable mortgages)





Management of proceeds

Allocation of Proceeds

- Argenta will allocate Green Bond proceeds to finance the Eligible Green Loan Portfolio in accordance with the use of proceeds criteria and evaluation and selection process stated in the Framework
- Green Bond proceeds will be managed on a portfolio and aggregated approach
- Argenta intends to fully allocate Green Bonds use of Proceeds to the Eligible Green Loan Portfolio at issuance date

Portfolio Evolvement over Time

- The Eligible Green Loan Portfolio is evolving over time
- Additional loans, complying with the Eligibility Criteria, will be added to the Eligible Green Loan Portfolio to the extent required

Unallocated Proceeds

 In case Green Bond proceeds remain unallocated, Argenta will hold and/or invest, at its own discretion, in its treasury liquidity portfolio, in cash or other short term and liquid instruments or to pay back a portion of its outstanding indebtedness or any other treasury activity, the balance of net proceeds not yet allocated to the Eligible Green Loan Portfolio



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Impact Analysis of the Eligible Green Loan Portfolio





Impact reporting in line with the Harmonized Framework for Impact Reporting

Eligible Project Category	Number of Ioans	Eligible portfolio (EURm)	Share of Total Financing	Eligibility for Green Bonds	Annual energy consumption (KWh/m2)	Annual reduced and/or avoided emissions of CO ₂ (tons)
Green Buildings in Belgium	12,182	1,612.77	100%	100%	60	18,878
Flanders	10,988	1,453.74		100%	52	
Wallonia	1,194	159.04		100%	128	
Green Buildings in the Netherlands	11,918	1,708.82	100%	100%	103	16,590
TOTAL	24,100	3,321.59	100%			35,468

• CFP calculated the CO₂-emissions are in line with the recommendations of the Partnership for Carbon Accounting Financials (PCAF)

• CFP compared the CO₂-emission of the Argenta Eligible Green Loan Portfolio to a comparable reference portfolio with an average energy-efficiency

- The Argenta Eligible Green Loan Portfolio results in the following CO2-emission reductions:
 - For Belgium: 18.878 tons of CO2 eq. per year lower than the reference, which is a difference of 44%.
 - For The Netherlands: 16.590 tons of CO2 eq. per year lower than the reference, which is a difference of 28%
 - TOTAL: 35,468 tons of CO2 eq. per year (= 10.68 tons of CO2 per M EUR invested)

8. Glossary



Argenta Assuranties	Consolidation scope of the legal entities Argenta Assuranties (parent) and Argenta-Life Nederland (branch).
Aigenia Assulaniles	
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).
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]
	[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
Cost/income or C/I	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 excl.	
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



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-deposit or LTD	[loans-and-receivables] / [customer deposits and customer debt certificates]
MREL	Minimum requirement for own funds and eligible liabilities
Margin on mortgages	Gross margin or [Client rate] - [Swap rate]
Net interest income or NII	[revenues generated by interest-bearing assets] - [cost of servicing (interest-burdened) liabilities]
Net stable funding ratio or NSFR	[available amount of stable funding] / [required amount of stable funding]
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]
NPS	Net Promotor Score
Return on equity or RoE	[net profit of the period] / [equity at the beginning of the period]
RMBS	Residential mortgage-backed security
Total Capital ratio or TCR	[common equity tier 1 capital + additional tier 1 instruments + tier 2 instruments] / [total weighted risks]





Disclaimer

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More information:

https://www.argenta.eu/investor-relations/debt-issuance.html

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