



Investor Relations

# results Q4 2017 and update on capital

roadshow booklet

14 March 2018

# Table of contents

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Q4 results presentation	3
Additional slides	20
– Profile	21
– Financials	40
– Risk management	44
– Capital, funding & liquidity	49
Important notice	57

# Highlights at Q4, a solid quarter

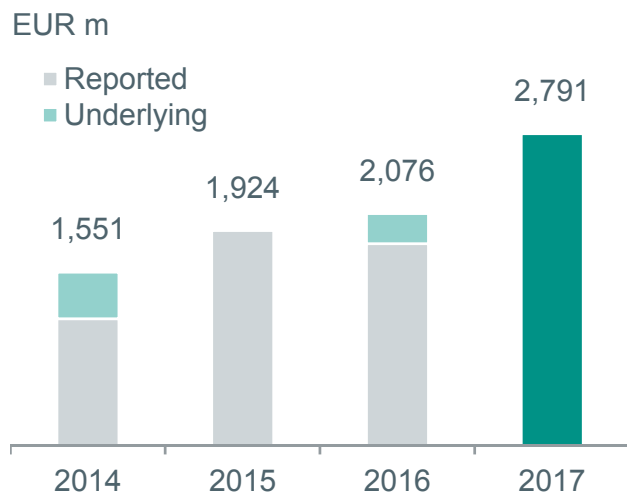
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- Net profit up at EUR 542m, reflecting good growth in operating result and impairment releases
- On track to achieve financial targets: NII remains resilient and cost saving programmes are delivering
- Dividend EUR 1.45 per share (full year) benefits from increased pay-out (50%) on sharply improved reported profit
- Strong CET1 capital of 17.7%
- Capital update
  - Basel IV impact of around 35% RWA increase
  - CET1 target for 2018 of 17.5-18.5% under Basel III
  - Dividend pay-out 50% of sustainable profit, additional distributions will be considered. Combined at least 50%

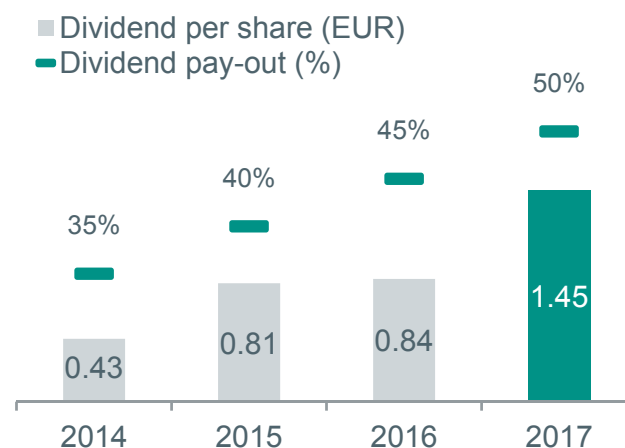
Highlights Q4 2017 are vs. Q4 2016

# Good progress on profit, capital and dividend over the past 4 years

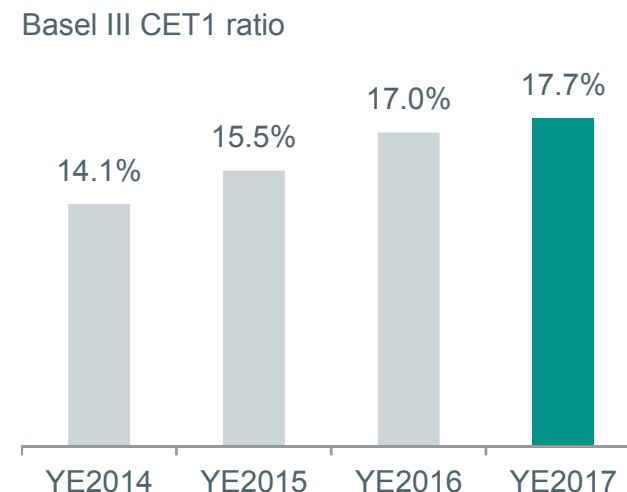
## Profit development



## Dividends per share and pay-out <sup>1)</sup>



## Build up CET1 capital

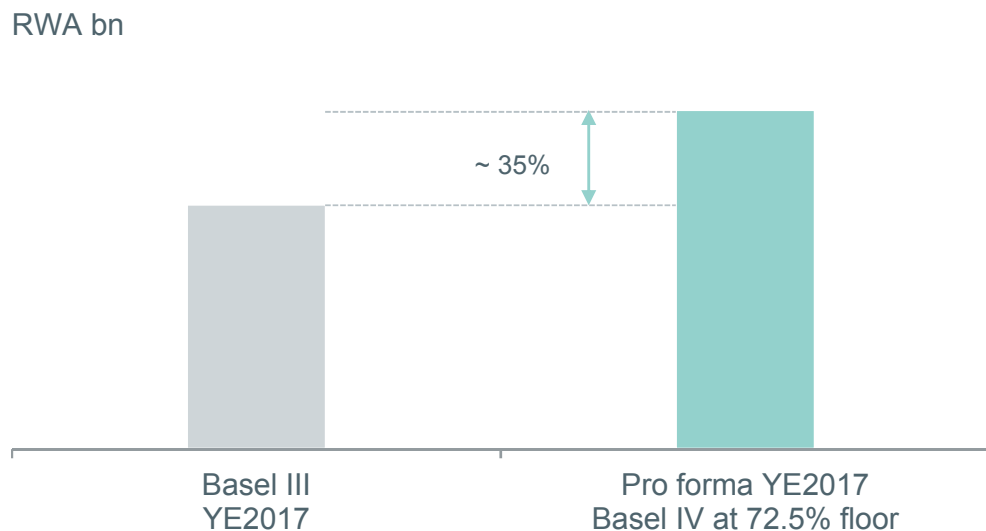


- Strong profit development driven by high business returns and declining impairments
- FY2017 dividend up sharply vs 2016 from rise in pay-out ratio to 50% and increased profit
- Strong CET1 capital position built ahead of Basel IV

1) Dividend 2017: final dividend per share of EUR 0.80 per share, interim dividend per share of EUR 0.65

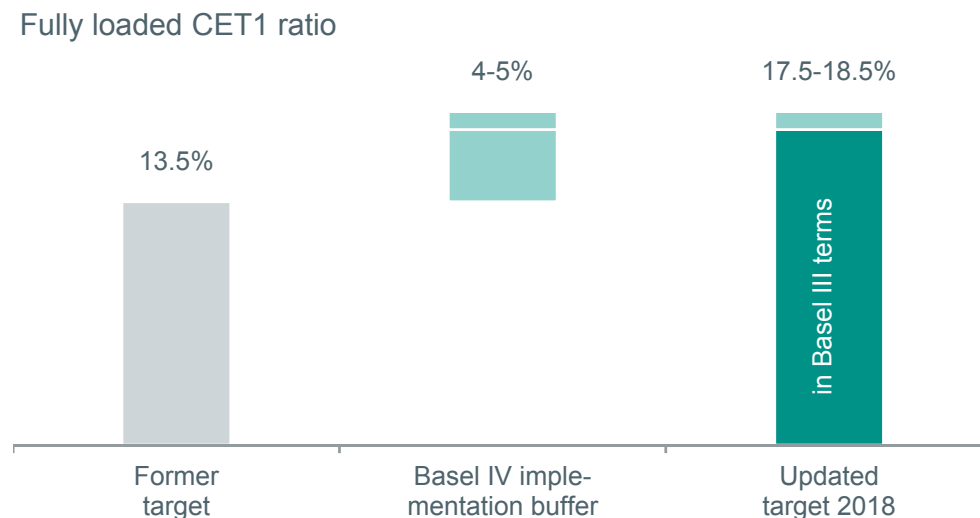
# Updated capital target range reflects Basel IV impact

## Estimated Basel IV impact



- Basel IV impact estimated at around 35% RWA increase
- Well placed for Basel IV given strong current CET1 of 17.7%
- Final impact subject to EU implementation (2022), transitional arrangements (from 2022), ongoing business developments and mitigating actions

## Updated targets



- Updated capital target range of 17.5-18.5% CET1 ratio under Basel III for 2018
- Dividend pay-out of 50% of sustainable profit from 2018. Additional distributions will be considered when capital is within or above target range. Combined at least 50% <sup>1)</sup>
- ROE and Cost/Income target ranges remain unchanged

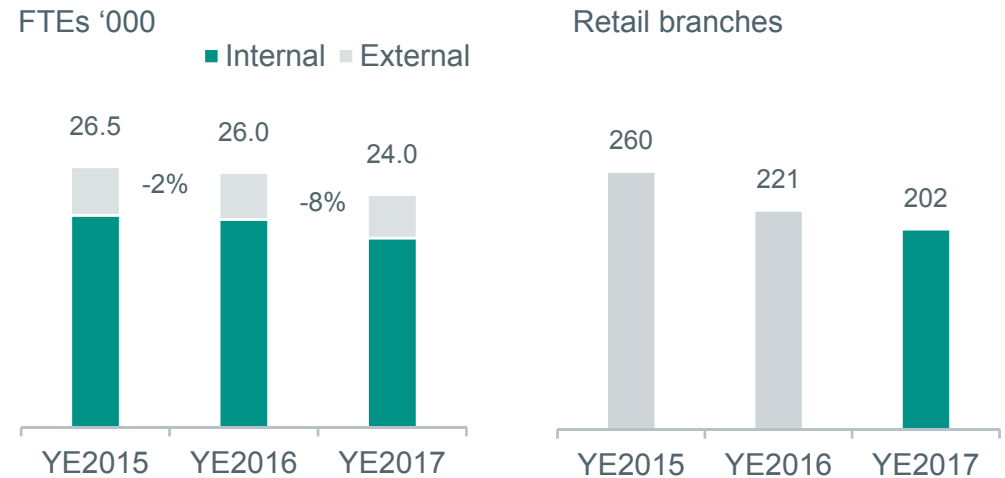
1) Sustainable profit excludes exceptional items that significantly distort profitability; examples are book gain on PB Asia sale (2017) and provision for SME derivatives (2016). Additional distributions may be special dividends or share buy-backs (subject to regulatory approval) and are subject to other circumstances, including regulatory and commercial considerations

# Cost savings from transformation and business simplification

## Progress on transformation

- ✓ Senior management simplification
- ✓ Head office cost reductions
- ✓ IT simplification, standardisation and agile
- ✓ Digitalisation in Retail Banking
- ✓ Private Banking disposal, simplification and digitalisation
- ✓ Sector approach in Commercial Banking
- ✓ Digital initiatives launched

## Business simplification: lower headcount & branches



- Transformation delivering on cost savings
- FTEs declined 10% from YE2015 vs. our 13% target by 2020
- Increase in digital processes, products and services enables further reduction in retail branches

# Digital innovation enhancing customer experience

## PSD2 ready



- Banking apps ready to consolidate account info from competition
- API Developers Portal to accelerate innovation and better serve clients
- Tikkie app exceeds 2m unique users in the Netherlands

## Blockchain



- 1<sup>st</sup> agricultural commodity transaction using Blockchain platform
- Digital Impact Fund invested in platform for energy trading processes
- Real Estate and Shipping sector initiatives
- Partnerships with R3, Digital Assets, Linux Foundation Hyperledger, TU Delft, BC3, IBM

## Digital wealth manager



- Digital wealth manager launched in Germany
- Fixed fee pricing
- Includes access to remote personal coach and certified financial planners

## Forex & Int. Payments



- New digital platform for SME Clients active in international trade
- Multi-currency account for currency exchange & international payments

# Good progress on sustainability

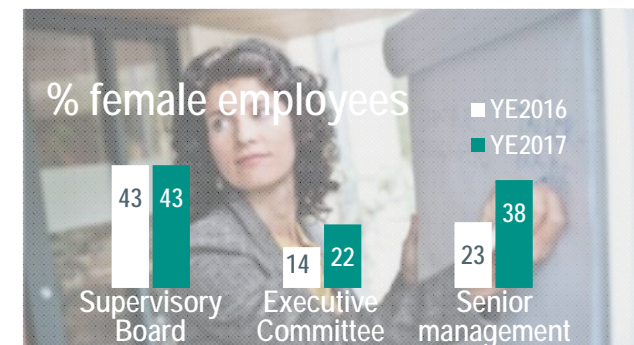
## High sustainability score



## Award Circular Economy Investor



## Women at the top



- Top 5% of both Dow Jones Sustainability Index for global banks and FTSE4Good index
- 'Circular Economy Investor' award for being at forefront of circular finance and financing of new business models emerging from the principles of the circular economy <sup>1)</sup>
- Percentage of female employees in senior management up from 23% to 38% since the introduction of the new management structure last year

1) Awarded at The World Economic Forum in Davos, 22 Jan 2018. The Circularity is an initiative of the World Economic Forum and the Forum of Young Global Leaders

# Solid quarter

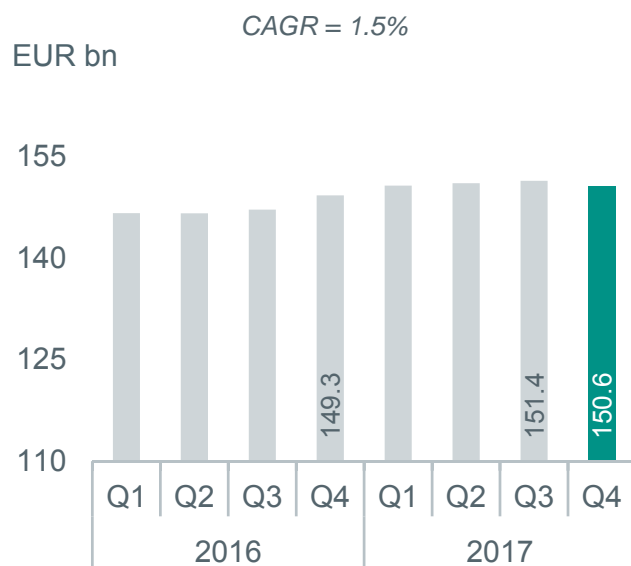
EUR m	2017 Q4	2016 Q4	Delta
Net interest income	1,696	1,575	8%
Net fee and commission income	443	459	-3%
Other operating income	290	161	79%
<b>Operating income</b>	<b>2,429</b>	<b>2,195</b>	<b>11%</b>
<i>o/w incidentals</i>	208	-27	
Operating expenses	1,653	1,706	-3%
<i>o/w incidentals</i>	237	318	
<b>Operating result</b>	<b>776</b>	<b>489</b>	<b>59%</b>
Impairment charges	-34	35	
Income tax expenses	268	120	123%
<b>Underlying profit</b>	<b>542</b>	<b>333</b>	<b>63%</b>
Special items	-	-	
<b>Reported profit</b>	<b>542</b>	<b>333</b>	<b>63%</b>

## Key points

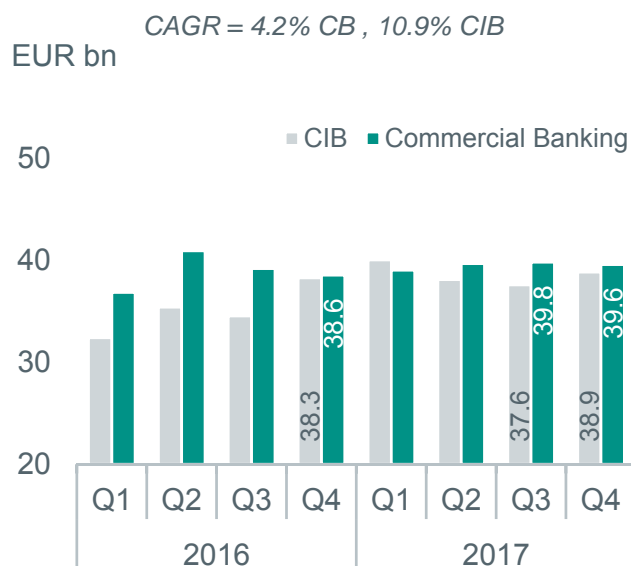
- Net profit up at EUR 542m
- No meaningful effect of incidentals on profit of Q4 2017. Q4 2016 profit was negatively impacted by incidentals
- Operating income up 11%
- Operating expenses down 3%
- Low impairments reflect good performance of Dutch economy, IBNI effects and a model update
- Tax expenses up, including US tax reform

# Client lending picking up vs. Q4 2016

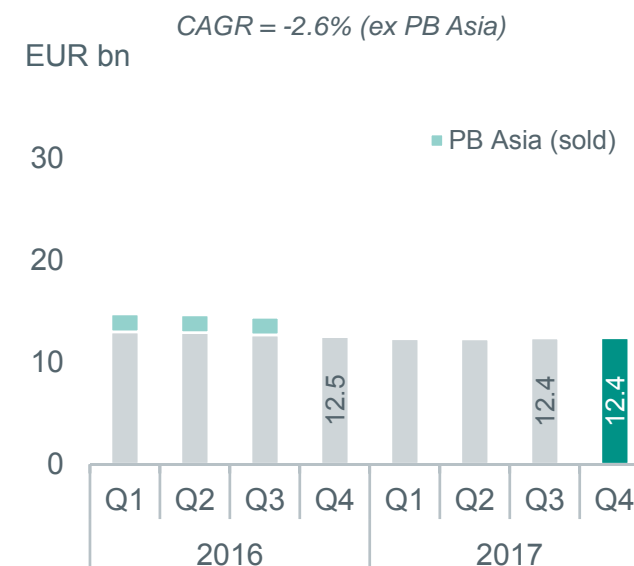
## Mortgage client lending <sup>1)</sup>



## Corporate loans client lending <sup>1)</sup>



## Consumer loans client lending



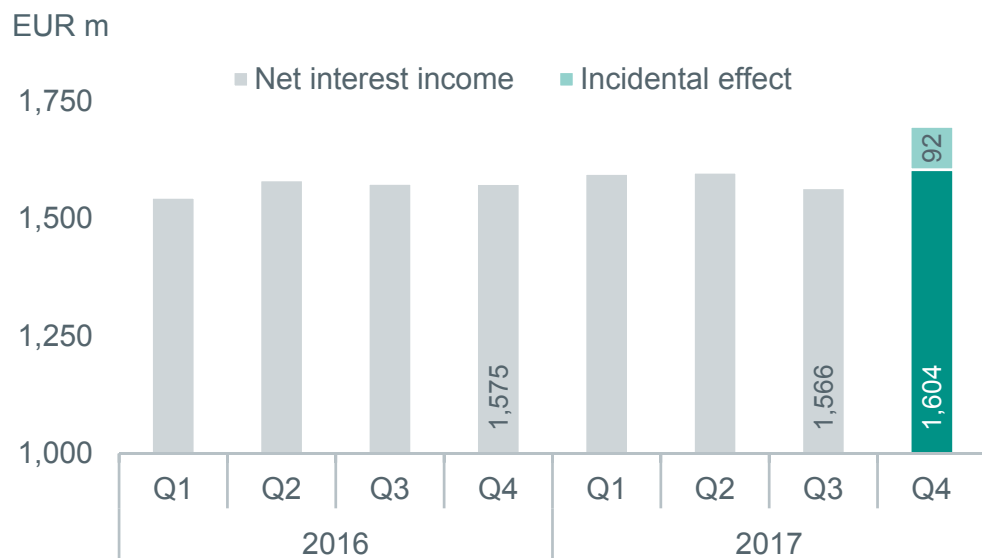
- Mortgages are up for the year
- Corporate loans are up for the year, reflecting growth driven by SME and ECT clients <sup>2)</sup>
- Consumer lending more or less stabilised over the past year

1) As of Q4 2016 reported IFRS figures are used, historic figures before Q4 2016 exclude the impact of IFRIC adjustments

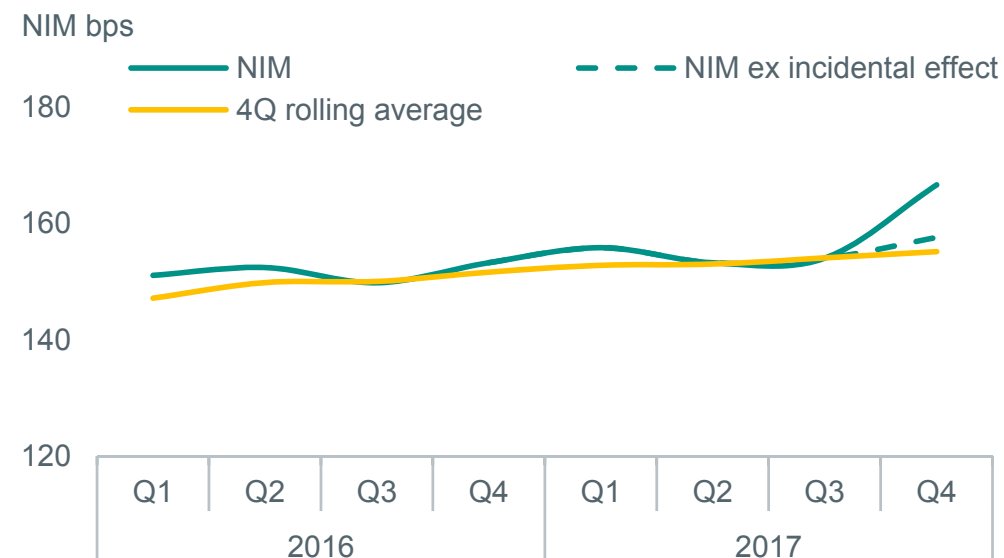
2) Corporate loans in CIB (including ECT) increased EUR 0.6bn in 2017, including the effect of an increase in commodity prices (EUR +1.2bn) and USD depreciation (EUR -3.5bn)

# Net interest income resilient despite low rate environment

## Net Interest Income (NII)



## Net Interest Margin (NIM)

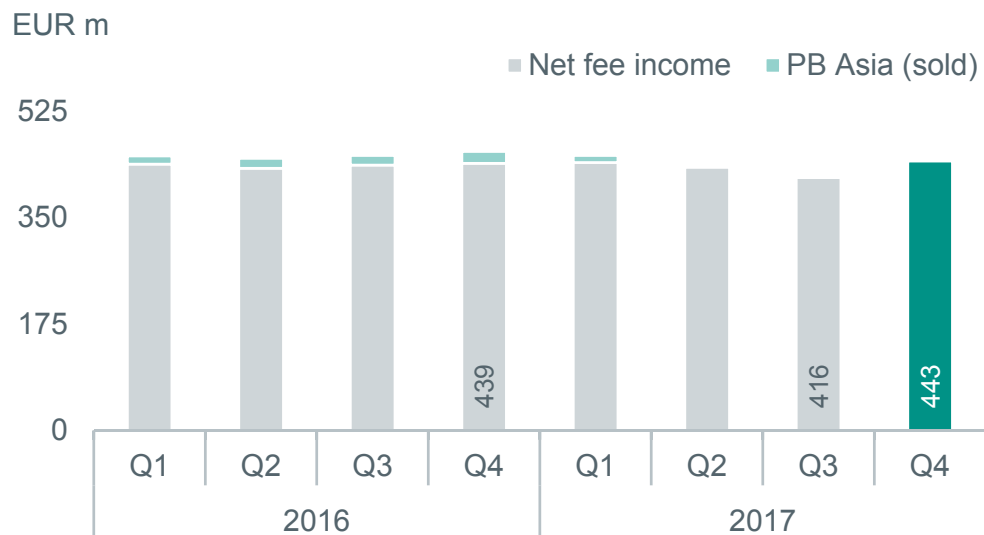


- NII up reflecting net positive incidentals in Q4 2017 <sup>1)</sup>
- Margins up in CIB and on consumer loans, stable margins in other businesses and products
- NIM improved strongly in Q4 reflecting incidental NII effects and seasonal balance sheet deleveraging

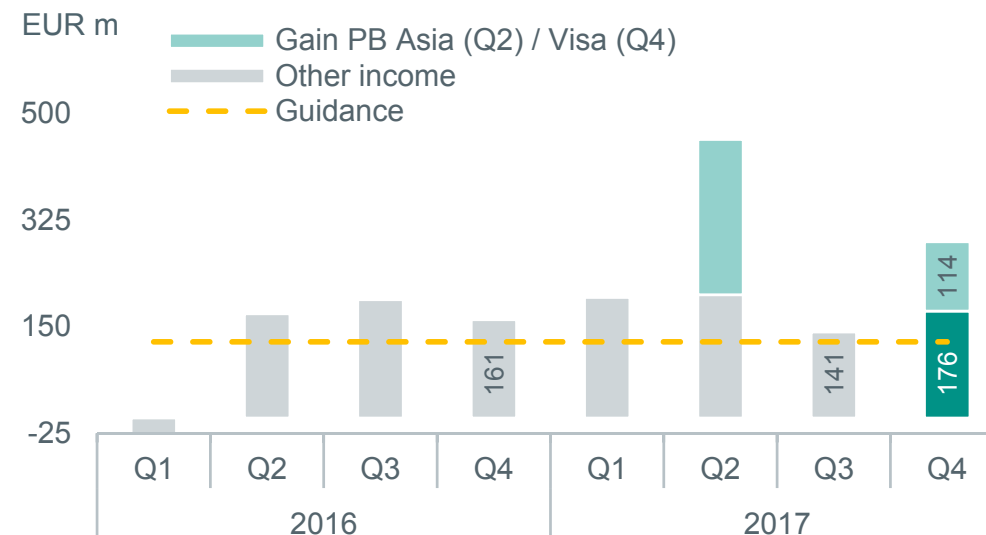
1) Positive effects of release of unearned interest on defaulted loans (EUR 74m) and mortgage penalties (EUR 49m) and T-LTRO benefits for 2017 (EUR 29m) were partly offset by provisions for Euribor based mortgages (EUR -52m) and the ICS compensation scheme (EUR -8m)

# Non-interest income benefitted from incidental gains

## Net fee income <sup>1)</sup>



## Other operating income <sup>1)</sup>

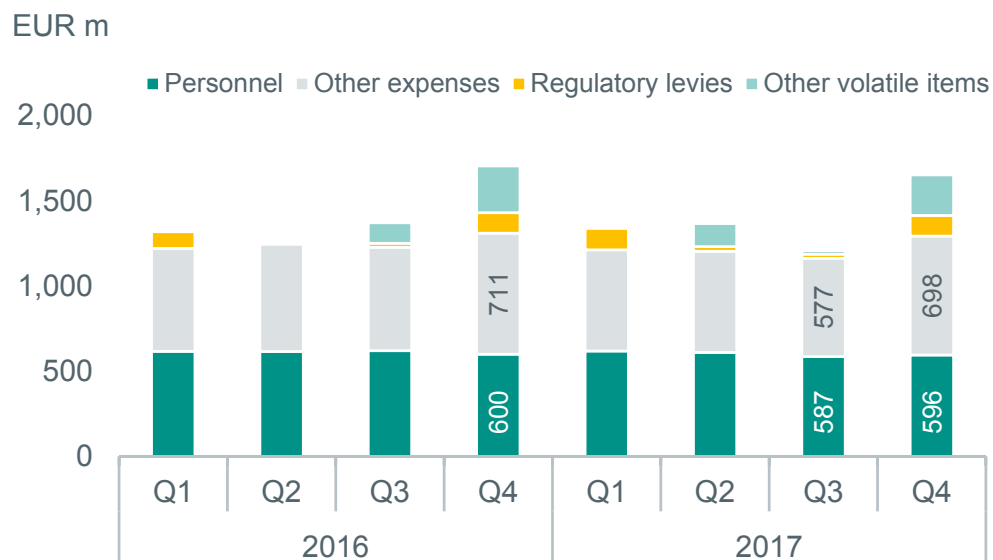


- Fees flat vs. Q4 2016 and improved vs. Q3, mainly in Commercial Banking and CIB
- Other income up in most segments and includes sale of Visa shares contributing EUR 114m in Retail Banking
- Accounting effects Q4 2017 (Q4 2016): hedge accounting EUR 54m (EUR 79m), CVA/DVA/FVA EUR 32m (EUR 25m)

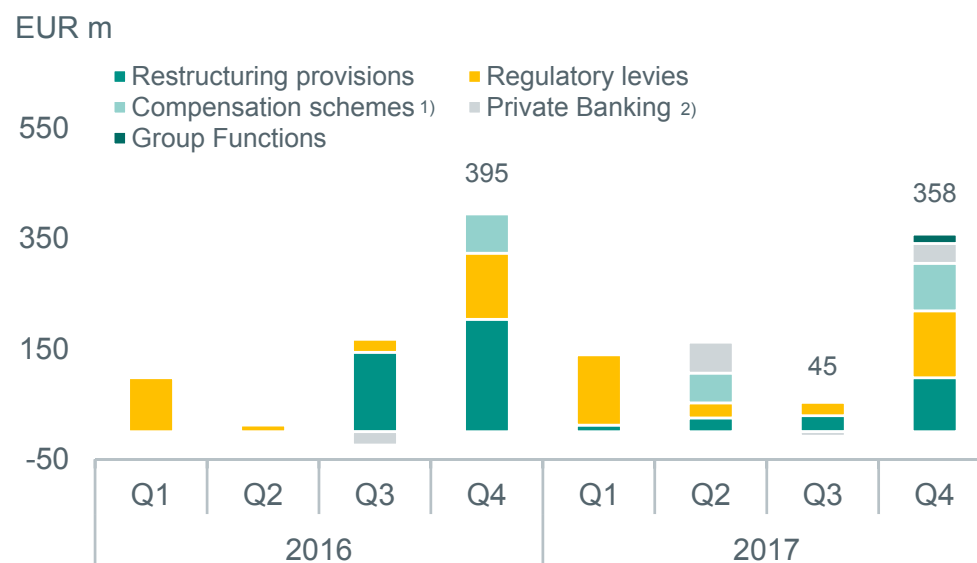
1) In Q4 2017 the income of Stater (mortgage service provider) is reclassified from Other operating income to Net fee income. Historic figures have been restated

# Operating expenses trending down

## Operating expenses



## Volatile items and levies in operating expenses



- Personnel expenses before restructuring costs and volatile items trending down, mainly reflecting lower FTE levels
- Other expenses before levies and volatile items flat vs. Q4, but up vs. Q3 reflecting higher project costs, marketing and external staffing costs
- Restructuring provisions for reorganisations related to digitalisation and process optimisation <sup>3)</sup>

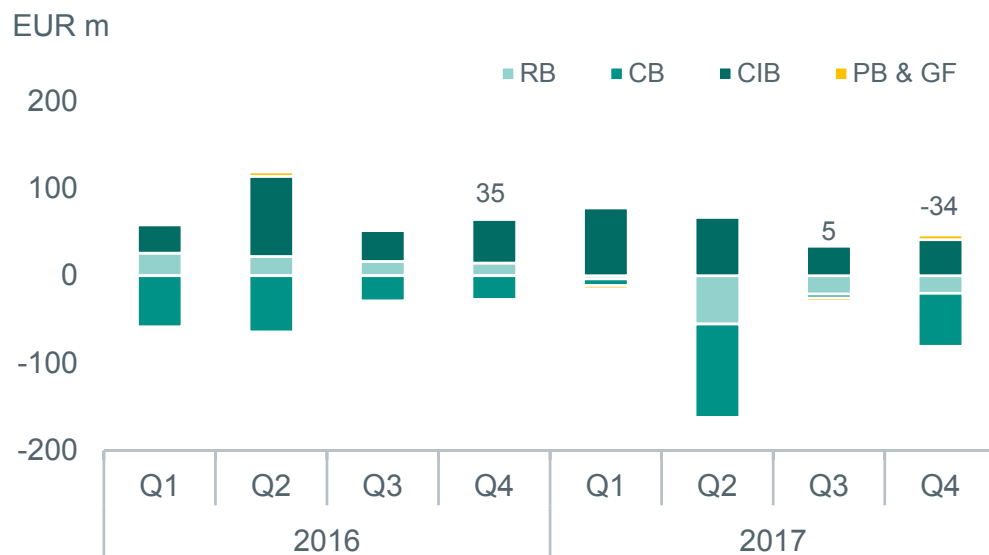
1) Compensation schemes for SME derivatives and ICS credit cards

2) Private Banking volatile items: Q3 2016 settlement of insurance claim, Q2 2017 costs relating to sale of PB Asia, Q3 2017 settlement of insurance claim, Q4 2017 Goodwill impairment

3) Restructuring provisions in 2017 (2016) were EUR 164m (EUR 348m); in Q4 2017 (Q4 2016) this was EUR 98m (EUR 204m)

# Continued impairment releases

## Impairments by business segment



## IFRS9 accounting rules on impairments

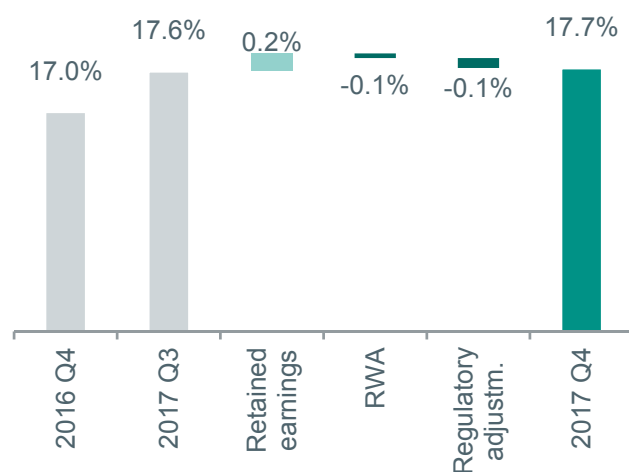
- IFRS9 replaces current impairment rules, effective 1 Jan 2018
- First time adoption effect of c. -0.15% on CET1 ratio and c. -1bps on leverage ratio
- IFRS9 impact on capital fully results from Classification & Measurement of Public Sector loans
- As permitted by IFRS9, no restated historic data
- IFRS9 may lead to more future impairment volatility

- Strong Dutch economy contributes to negligible inflow of net new impairments
- Impairments reflect IBNI (EUR 7m release) and a model update (EUR 31m release)
- ECT impairments of EUR 33m in Q4, meaning 2016-2017 impairments remained well within our modelled impairment scenarios

# Strong CET1 capital provides resilience against Basel IV impact

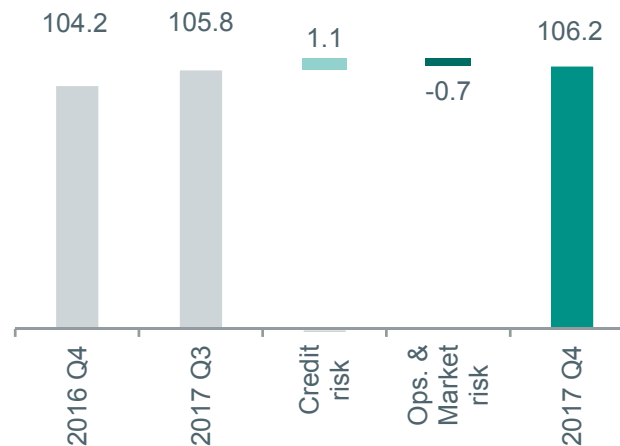
## CET1 fully loaded capital

Fully loaded CET1%

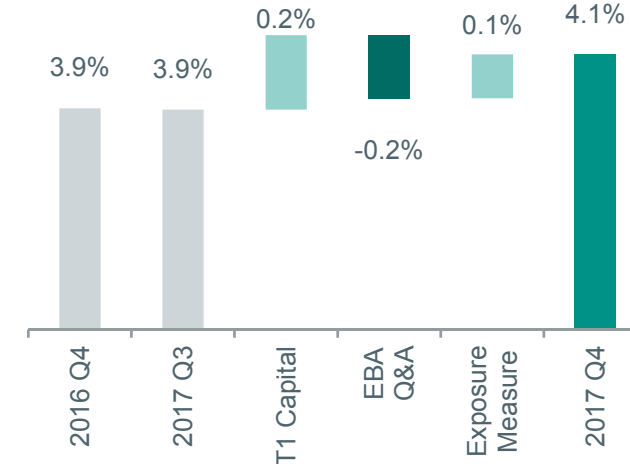


## Risk weighted assets

RWA bn



## Leverage ratio fully loaded



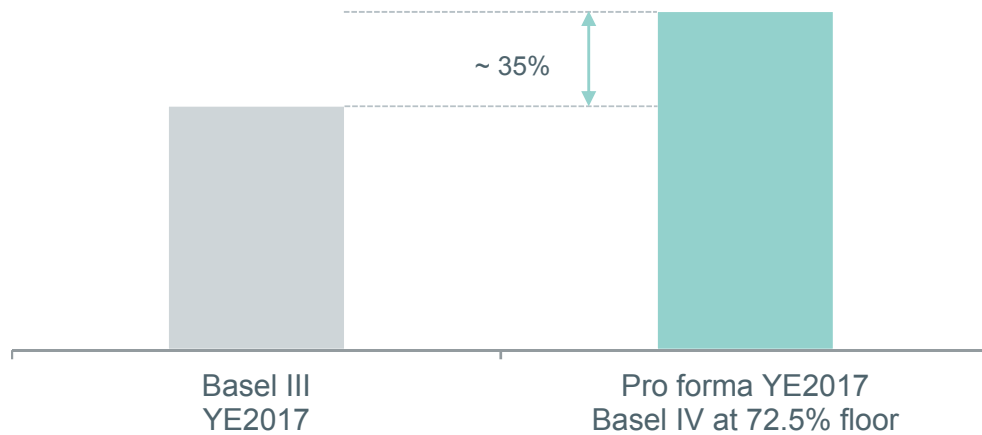
- Well placed for Basel IV given strong CET1 ratio
- RWAs are up in Q4, reflecting mainly business growth in CIB
- Following AT1 issuance and despite EBA Q&A ruling, fully loaded leverage ratio improved to 4.1% at year-end 2017 <sup>1)</sup>

1) EBA Q&A on interpretation of CRR: portion of AT1 & T2 instruments, issued by ABN AMRO Bank (resolution entity) exceeding minimum own funds, can no longer fully contribute to consolidated capital ratios of ABN AMRO Group

# Basel IV impact on RWAs subject to further developments

## Estimated Basel IV impact on RWA

Full phased-in RWA bn



## Estimation approach and key assumptions

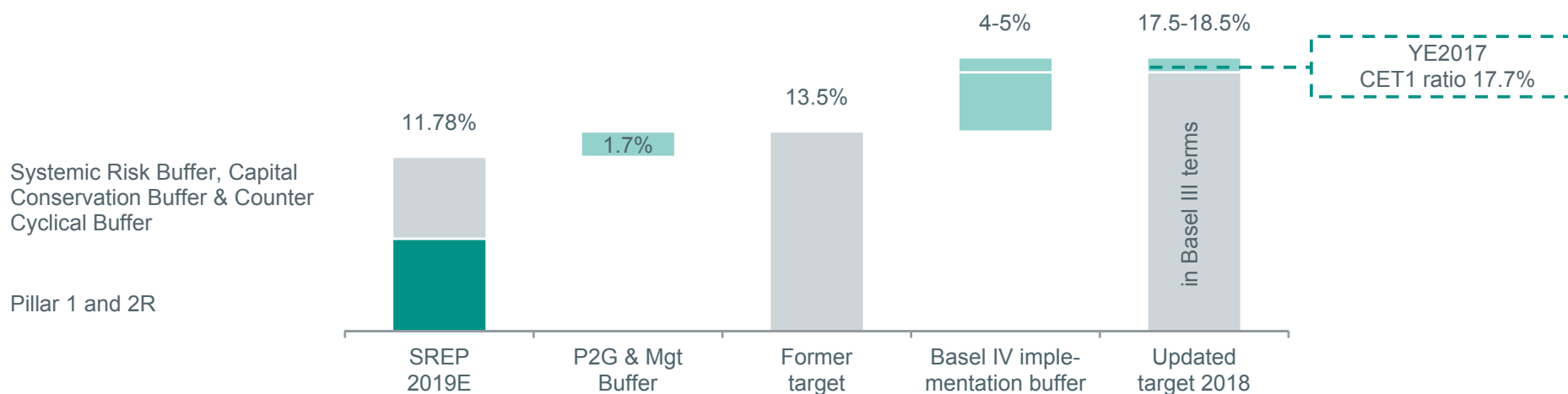
- Based on Q4 2017, assuming a static balance sheet
- Aggregate output floor is the binding constraint
- Loan splitting for mortgages and Commercial Real Estate

Further developments and remaining uncertainties can change the RWA impact

- EU implementation, future decisions of supervisors, regulatory interpretation and data limitations
- Effects of mitigating actions, management actions, portfolio changes and resolving data limitations
- Other regulatory developments, such as TRIM, SREP requirements and stress testing

# Updated capital target range of 17.5-18.5% for 2018

## Buffer of 4-5% CET1 accommodates Basel IV implementation



- Prudent buffer for Basel IV implementation
- Aim to meet fully loaded Basel IV CET1 requirement early in the phase-in period
- Capital target range to be reviewed at YE2018, to reflect e.g. TRIM and other regulatory developments
- Aim to maintain leverage ratio of at least 4% for YE2018. Basel IV allows for early adoption of revised exposure measure for derivatives (SACCR) and possibly cash pooling benefits, in total, estimated at 0.5-0.6%

# Dividend pay-out of 50% plus possible additional distributions

## Capital use as percentage of sustainable profit from 2018



- Dividend pay-out of 50% of sustainable profit, from 2018 <sup>1)</sup>
- Additional distributions will be considered when capital is within or above the target range and depending on other circumstances, including regulatory and commercial considerations <sup>2)</sup>
- Combined at least 50%

1) Sustainable profit excludes exceptional items that significantly distort profitability; examples are book gain on PB Asia sale (2017) and provision for SME derivatives (2016)

2) Additional distributions can be special dividends or share buy-backs (subject to regulatory approval)

# Updated financial targets

	2016	2017	Targets
Return on Equity	11.8%	14.5% <sup>1)</sup>	10-13%
Cost/Income ratio	65.9%	60.1% <sup>1)</sup>	56-58% (by 2020)
CET1 ratio (FL)	17.0%	17.7%	17.5-18.5% <sup>2)</sup> (2018)
Dividend - per share (EUR) - pay-out ratio	0.84 45%	1.45 50%	<ul style="list-style-type: none"> <li>▪ 50% of sustainable profit <sup>3)</sup></li> <li>▪ Additional distributions will be considered <sup>3)</sup></li> <li>▪ Combined at least 50%</li> </ul>

1) Excluding the gain on PB Asia sale the ROE was 13.4% and C/I was 61.2%

2) Capital target range to be reviewed at YE2018, to reflect e.g. TRIM and other regulatory developments

3) Sustainable profit excludes exceptional items that significantly distort profitability; examples are book gain on PB Asia sale (2017) and provision for SME derivatives (2016). Additional distributions, special dividends or share buy-backs (subject to regulatory approval), will be considered when capital is within or above the target range, are subject to other circumstances, including regulatory and commercial considerations



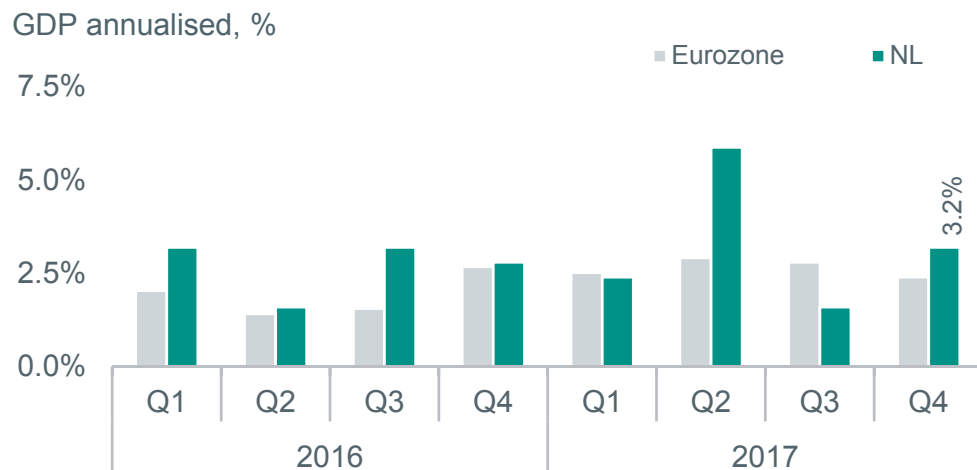
# Additional slides

Value	Day's Change	Closing Bid	Day's Change
0.0403	7.6053	0.0242	
0.0129	1.5369	0.0108	
0.0025	0.5984	0.009	
0.0438	10.9679	0.01	
0.0095	3.2798	0.00	
0.0058	1.5917	0.0	
1.4171	767.832	-0.	
0.0500	9.8940	0	
15.8280	2890.54		
1.730	793.079		

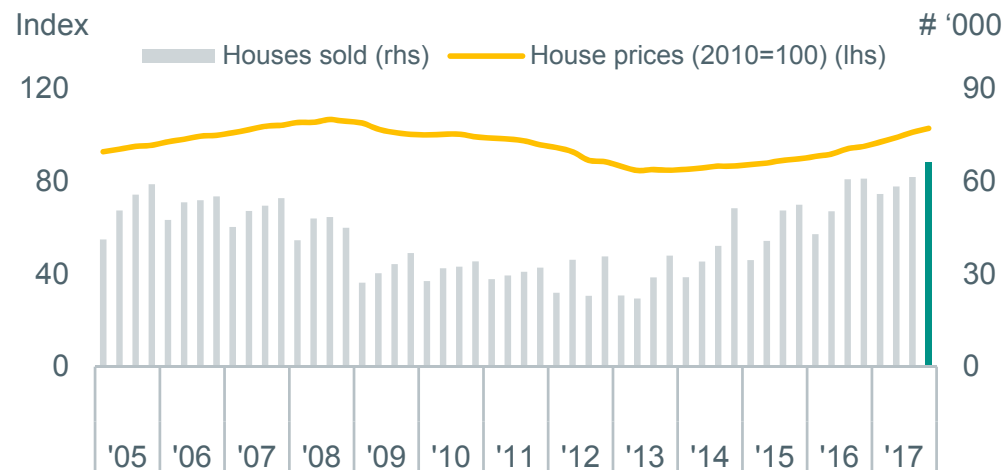
# Profile

# Strong Dutch economy and housing market

## Dutch economy outperforming Eurozone <sup>1)</sup>



## Strong performance Dutch housing market <sup>1)</sup>



- Dutch economy expected to drive further growth of client lending and asset quality
- GDP growth for the Netherlands is expected to outperform Eurozone average for full year 2017 and 2018
- Strong performance housing and mortgage market expected to continue

1) Source: ABN AMRO Group Economics, CBS Statline

# Dutch economic indicators strong in European context

## Strong fundamentals NL

Numbers as % GDP (2017)

- International orientation, highly competitive: global rank no. 4 by the World Economic Forum
- Sound financials: gov. debt 57%, budget deficit 0.5%
- Large, persistent external surplus: current account +9.3%
- Major recent reforms (retirement age, housing market); pension fund assets ~180%

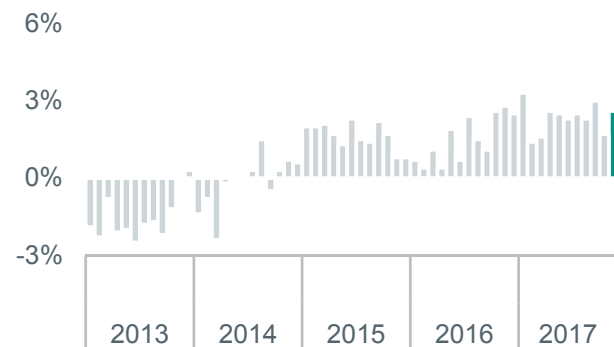
## Economic metrics

		2016	2017e	2018e	2019e
Netherlands	GDP (% yoy)	2.1%	3.1%	2.9%	2.0%
	Inflation (indexed % yoy)	0.1%	1.3%	1.5%	2.4%
	Unemployment rate (%)	6.0%	4.9%	4.0%	3.8%
	Government debt (% GDP)	62%	57%	54%	50%
Eurozone	GDP (% yoy)	1.7%	2.5%	2.8%	2.3%
	Inflation (indexed % yoy)	0.2%	1.5%	1.7%	1.4%
	Unemployment rate (%)	10.0%	9.1%	8.0%	7.2%
	Government debt (% GDP)	91%	90%	88%	84%

Source: ABN AMRO Group Economics, 9 February 2018

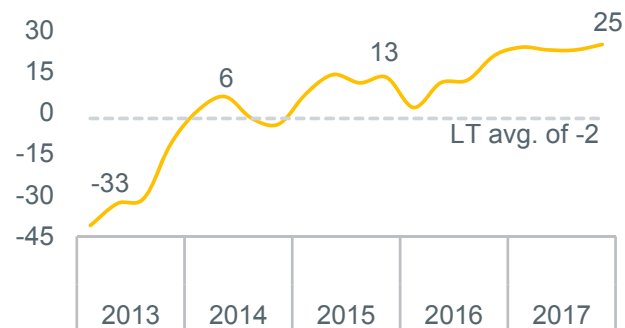
## Dutch consumer spending

% change vs. same month a year ago, CBS



## Dutch consumer confidence

Seasonally adjusted confidence (end of period), CBS



## Dutch bankruptcies

# per month businesses & institutions, CBS



# Attractive combination of strong and complementary businesses

## Retail Banking

<b>± 5m</b> retail clients	<b>± 300k</b> small enterprises <sup>1)</sup>
Low capital intensity	Funding gap

- Top 3 player in NL
- Prime bank for c.20% of Dutch population
- Nr. 2 in new mortgage production
- Nr. 2 in Dutch savings <sup>1)</sup>
- Leading digital offering, 24/7 Advice and Service Centres and 202 branches

## Commercial Banking

<b>± 65k</b> clients	<b>5</b> Present in countries
Higher capital intensity	Funding balanced

- Sector-based offering to clients with a turnover EUR 1m-250m
- Leading player in the Netherlands
- Leading player in leasing and factoring in NW-Europe

## Private Banking

<b>± 100k</b> clients	<b>6</b> Present in countries
Low capital intensity	Funding surplus

- Market leader in the Netherlands
- 3rd in Germany, 5th in France
- Multi-channel client servicing
- Focus on digitalisation

## Corp. & Inst. Banking

<b>± 3k</b> clients	<b>16</b> Present in countries
Higher capital intensity	Funding gap

- Sector-based offering to large corporates including ECT, FIs and Clearing
- Leading player in the Netherlands
- Capability-led growth for selected businesses and sectors in NW-Europe and globally
- International presence in key financial and logistical hubs

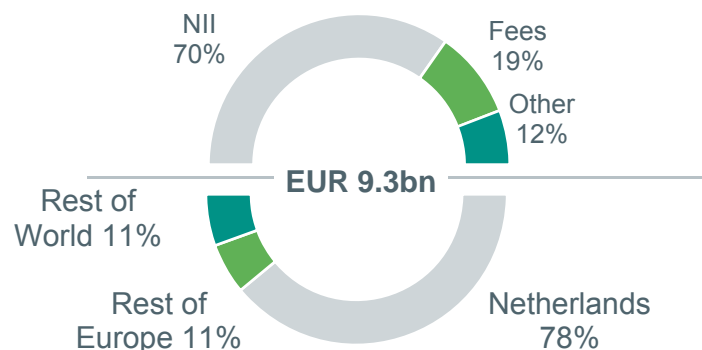
1) Transferred to Commercial Banking as of 1 January 2018

2) Including Private Banking in the Netherlands

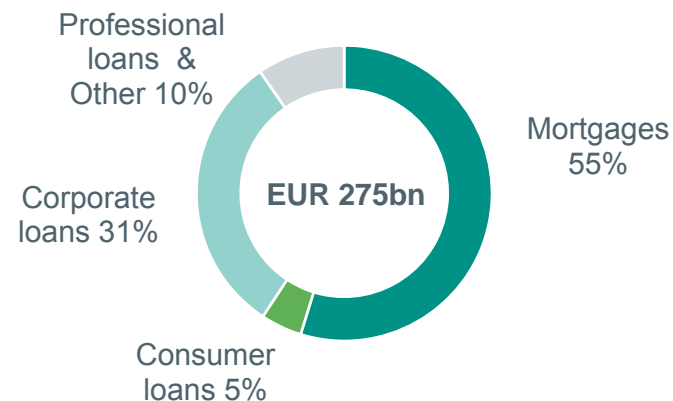
# NII largely Dutch based and Dutch state divestment progressing

## Large share of Dutch recurring income

Split of operating income (FY2017)



## Majority client loans in Dutch mortgages



## Dutch state divestment process is progressing well

- |                            |                |                               |                          |
|----------------------------|----------------|-------------------------------|--------------------------|
| ▪ Shares outstanding       | 940m           | ▪ IPO, 23%                    | EUR 17.75 p.s., Nov 2015 |
| ▪ Free float 6 Feb 2018    | 44%            | ▪ 2 <sup>nd</sup> placing, 7% | EUR 20.40 p.s., Nov 2016 |
| ▪ Avg. daily traded shares | 2.1m (Q4 2017) | ▪ 3 <sup>rd</sup> placing, 7% | EUR 22.75 p.s., Jun 2017 |
|                            |                | ▪ 4 <sup>th</sup> placing, 7% | EUR 23.50 p.s., Sep 2017 |

# A client-focused strategy

## Purpose

Creating space for dreams and ambitions  
Driven by passion, guided by expertise

## Building on long-term strategic foundation



Client driven



Invest in the future



Moderate risk profile



Sustainable growth

## Medium-term strategic priorities

Bring Expertise	Enhance Client Experience	Innovate & Grow	Deliver Fast
<ul style="list-style-type: none"> <li>Share insights</li> <li>Personalised solutions</li> <li>Open up our network</li> </ul>	Invest in convenient & inspiring apps and services <ul style="list-style-type: none"> <li>Reimagined customer journeys</li> <li>Top-notch customer interface &amp; frictionless security</li> <li>Quick &amp; transparent processes</li> </ul>	Innovate in our core and innovate with new business models and growth initiatives	<ul style="list-style-type: none"> <li>Become agile and accelerate change</li> <li>Focused control and support</li> <li>Simplify the business model</li> </ul>

## Profile

A relationship-driven, knowledgeable and digitally savvy bank in Northwest Europe with expertise in selected sectors globally

# Strategic business initiatives towards 2020

## Retail Banking



### Ambition

Client-driven Dutch retail bank with a digital footprint in Northwest-Europe

### Growth initiatives

- Expand digital MoneYou platform
- Further explore cooperation with FinTechs

## Commercial Banking



### Ambition

Best commercial bank in the Netherlands

### Growth initiatives

- Sector-based growth strategy in the Netherlands

## Private Banking



### Ambition

Client driven, modern and knowledgeable NW-European private bank

### Growth initiatives

- Grow in NW-Europe
- Focus on HNWI open to innovation
- Harmonise platforms
- Lower the private banking threshold in the Netherlands

## Corp. & Inst. Banking



### Ambition

Best corporate & institutional bank in NL and selected sectors abroad

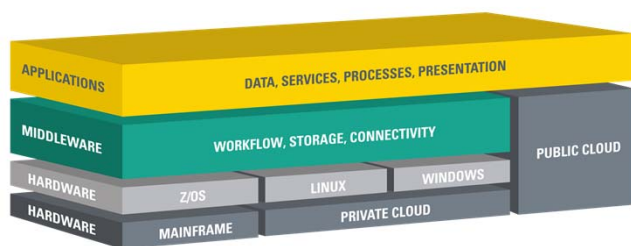
### Growth initiatives

- Expand activities to mid-large corporates in NW-Europe
- Globally expand adjacent ECT sectors: food production, renewables, utilities, basic materials

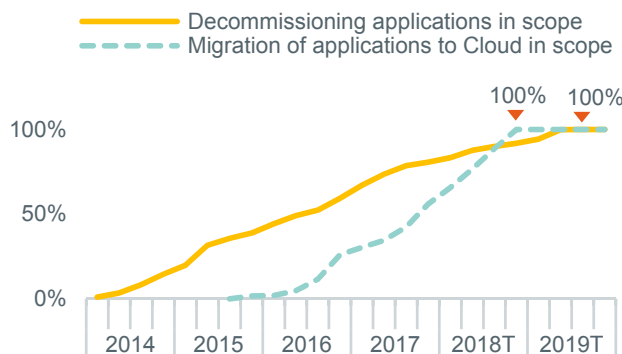
# Developing a future-proof IT landscape and accelerating IT development

## IT transformation for speed, flexibility and lower cost

Conceptual representation of target-state  
IT landscape by 2020



Progress of our IT transformation  
(started in 2013)



- IT infrastructure landscape is being transformed supported by a clear architecture to facilitate continuous change
- Private and public clouds enable scalability and shorter time-to-market
- Modular designed IT interfaces for re-use and speed
- Unlock potential value from data
- Clean sweep of phased-out IT systems

## Accelerate: agile way-of-working

- Bank-wide implementation for IT-related change processes
- Self-exploring multidisciplinary teams work in two-week sprints towards minimum viable products
- Business lines in the lead on their own IT agenda
- Automated testing and deployment of new software functionality
- New mind-set accelerates IT development

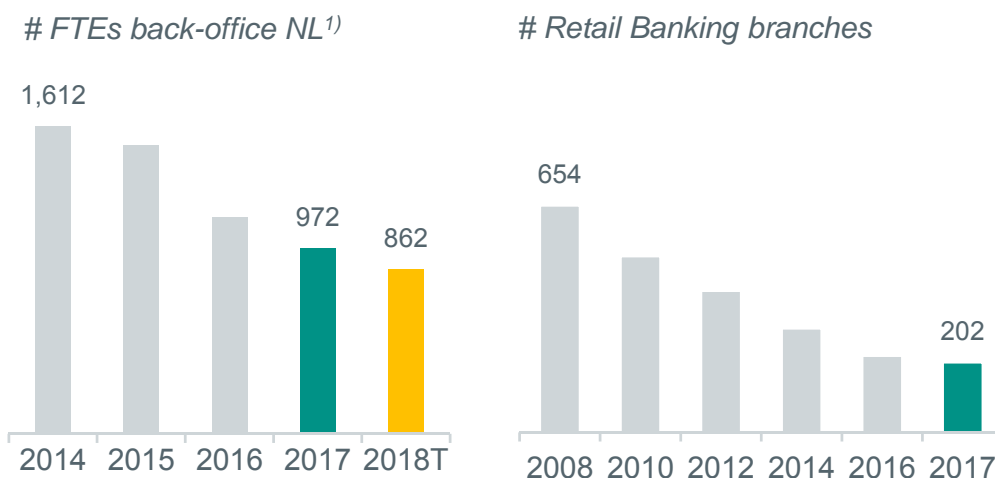
# Digitalisation to enhance client experience and improve efficiency

## Enhancing client satisfaction through digitalisation

	Jan 2015	Dec 2017
RB client sales and services digitally	35%	51%
Direct channel retail contacts		
- Mobile banking	76%	84%
- Internet banking	24%	16%
Mortgage webcam advice	-	56%

- Continuous redesign of customer journeys and processes, leveraging digital competencies such as mobile, social, cloud, and big data
- Starting from client needs and expectations, making products and services personal, frictionless and relevant
- Strong increase in client contacts and improved NPS
- Integration of online and offline channels reducing operational hassle, increasing focus on specific client needs

## Reducing FTEs and branches



- Strong rationalisation of processes as services move from branches and call centers to mobile and online
- Digitalisation primarily focused on most frequently used processes
- Digitalisation resulted in strong reduction of operational FTE <sup>1)</sup>

1) Scope: operational FTE for back-office processes (Netherlands based employees/contractors with main focus on Retail Banking (80%))

# Priorities for banks are increasingly technological

## Safeguarding continuity



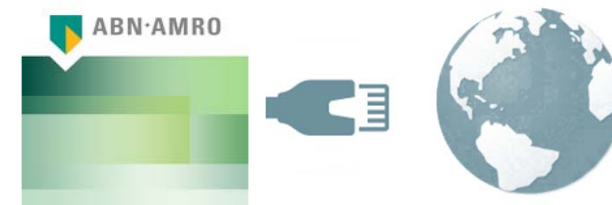
- Fraud detection system with real time scoring of transactions
- Security Operations Centre monitors network security
- Identity and access security as a gate-keeper
- Over 100bn access checks annually
- Data profiling techniques to detect money laundering, malware attacks and phishing

## Generating value from data



- Strong increase in data, increasing importance of structure and integrity
- Improved usage of data due to better analytics and advanced algorithms
- Improve services and processes, e.g. process mining to detect bottle-necks
- Transform service offering
- Fundamental knowledge and insights to explore opportunities e.g. with advanced scenario planning

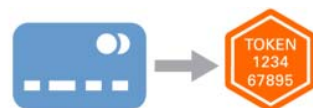
## Open banking



- PSD II is a catalyst
- Compete with 3rd party developers
- Improve user experience with new business models and different roles with e.g. Tikkie, Grip, New10
- APIs Developer Portal for co-creation and innovation

# Exploring paradigm shifts and new business models

## Explorative mind-set and solid innovation capabilities



- Incremental innovations to defend and extend products and services
- Innovation Labs to experiment with new emerging business concepts
- Paradigm shifts explored e.g. for tokenization, crypto economy, digital identity, quantum computing and circular economy
- Open innovation and partnering with a.o. the Dutch Blockchain coalition, R3, IBM, Accenture, Universities, Digital Asset Holding
- Broad knowledge base on key technologies such as Artificial Intelligence, Blockchain and smart contracts
- Digital Impact Fund to partner with innovative start-ups

## Challenger Banks accelerate innovation



- Challenger banks launched for retail, private and corporate clients
- Agile organisations offering newly developed online propositions for self-directed clients
- Large degree of autonomy, running their own IT and operations from separate locations
- Share experience on new business concepts and technologies company-wide

# Sustainability well embedded in the organisation



## Non financial metrics

### Clients

Trust Monitor Score (scale 1-5)	Net Promoter Score		
2017 <b>3.2</b>	Retail	Private	Corporate
	2016 <b>-15</b>	2016 <b>-1</b>	2016 <b>6</b>

### Employees

Employee engagement	Gender diversity at the top
2017 <b>79%</b>	2017 <b>25%</b> <sup>1)</sup>

### Society at large

DJ Sustainability Index	Sustainable clients assets (EUR bn)
2017 <b>91</b> <sup>2)</sup>	2016 <b>8</b>

1) Excluding senior management

2) ABN AMRO is part of the top 5% sustainable banks worldwide

## Integrated in our way of doing business

- Sustainability Risk Policy as a framework
  - Inclusive approach: direct client engagement
  - Positively influence sustainability performance of clients
  - Exclusion list, incl. human rights violations, controversial weapons, Arctic drilling, tar sand exploration, tobacco
- Sustainability policies and guidelines
  - Lending, investments, procurement, product development
  - Cross-sector: Human Rights and Climate Change
  - Sector e.g. Energy, CRE, Industry
- Continues review of clients and individual financings

# Key themes sustainability

## Climate



- Improve real estate portfolio to 'A' label by 2030
- Own real estate energy label A by 2023
- Double sustainable AuM to EUR 16bn by 2020 in Private Banking
- Number 1 position in real estate sustainability benchmark (GRESB)

## Human Rights



- First Human rights report by a bank worldwide
- Focus on privacy, discrimination, labour and land related rights
- Implementation of the Dutch Banking Sector Agreement on international responsible business conduct regarding human rights

## Circular economy



- Closed 14 circular transactions (total EUR 84m)
- Collaboration with Ecochain for a detailed business case
- Aim by 2020: EUR 1bn circular assets, 100 circular loans and 1 megaton CO2 reduction

## Social entrepreneurship



- First health related Impact Bond issued, in total six Social Impact Bonds
- Increase impact banking loan portfolio to EUR 50m in upcoming years
- Closed two loan participations in 2017 reaching coffee farmers in Latin America and Uganda

# Mission 2030: making real estate more sustainable

## Rationale



- Real estate in the Netherlands is responsible for 40% of the total carbon emission
- EUR 185bn or two thirds of the ABN AMRO client portfolio is in Dutch real estate
- This equals to more than 10% of the country's total built environment
- Positive effect on quality of the balance sheet and the risk profile of the bank

## Ambition



- Improve clients' and own real estate portfolios to avg. label 'A' by 2030
- Aim to make over 700,000 homes more energy efficient
- ABN AMRO real estate already 'green' and all (owned and leased) buildings 'A' label by 2023
- Carbon emission reduction of 2 megatons

## Motivate & support



Motivate & support clients to take action

- Energy savings desk for retail clients
- Sustainable Investment Tool for corporate clients for commercial real estate
- Support clients to take action by offering clients a sustainability discount (0.2%) on mortgage rates

# Leading Retail Bank

## Financials and key indicators

EUR m	2017	2016
Net interest income <sup>1)</sup>	3,439	3,355
Net fee and commission income	406	463
Other operating income <sup>1)</sup>	150	140
<b>Operating income</b>	<b>3,995</b>	<b>3,959</b>
Operating expenses <sup>1)</sup>	2,143	2,211
<b>Operating result</b>	<b>1,853</b>	<b>1,747</b>
Loan impairments	-100	79
Income tax expenses	496	422
<b>Underlying profit for the period</b>	<b>1,456</b>	<b>1,247</b>
Contribution group operating income	43.0%	46.1%
Underlying cost/income ratio	53.6%	55.9%
Cost of risk (in bps)	-6	5
EUR bn	YE2017	YE2016
Client lending	157.6	156.9
Client deposits	102.8	102.7
Client assets <sup>2)</sup>	115.1	117.9
RWA	28.7	31.8
FTEs (#)	5,192	5,266



## Key strengths

- Leading Retail Bank in the Netherlands with stable and recognised market positions and a loyal client base
- Effective multi-label strategy with clear earnings model
- Seamless omni-channel distribution, with best in class digital offering
- Digital innovation across products and services
- Low-risk model and resilient good financial performance
- Strong client feeder for Private Banking

1) 2017 includes several incidentals: sale Visa inc. shares, provisions ICS, provision Euribor mortgages, restructuring provision. 2016 includes gain on the sale of shares in Visa Europe, provisions ICS

2) Includes the migration of clients assets to Private Banking due to lowering of the AuM threshold at Private Banking

# Sector oriented Commercial Banking

## Financials and key indicators

EUR m	2017	2016
Net interest income <sup>1)</sup>	1,421	1,349
Net fee and commission income	202	202
Other operating income	63	57
<b>Operating income</b>	<b>1,687</b>	<b>1,608</b>
Operating expenses <sup>1)</sup>	888	860
<b>Operating result</b>	<b>798</b>	<b>748</b>
Loan impairments	-180	-179
Income tax expenses	245	233
<b>Underlying profit for the period</b>	<b>733</b>	<b>694</b>
Contribution group operating income	18.2%	18.7%
Underlying cost/income ratio	52.7%	53.5%
Cost of risk (in bps)	-45	-46
EUR bn	YE2017	YE2016
Client lending	39.6	38.6
Client deposits	35.7	34.9
RWA	23.8	20.6
FTEs (#)	2,773	2,751



## Key strengths

- Leading market positions and strong brand name
- Sector oriented client portfolio and dedicated sector approach
- Relationship-driven business model
- Product expertise and capabilities
- Risk reward steering and hurdle discipline
- Strict credit risk management and monitoring
- Growth focus leasing and factoring in NW-Europe

1) 2017 includes several incidentals: favorable unearned interest releases, T-LTRO benefit, restructuring provision.

# Private Banking with focus on Western Europe

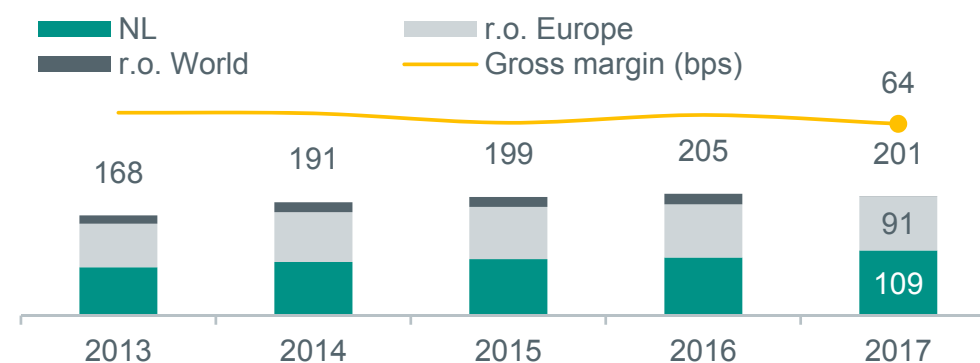
## Financials and key indicators

EUR m	2017	2016
Net interest income <sup>1)</sup>	659	645
Net fee and commission income	573	580
Other operating income <sup>1)</sup>	307	89
<b>Operating income</b>	<b>1,540</b>	<b>1,315</b>
Operating expenses <sup>1)</sup>	1,095	1,045
<b>Operating result</b>	<b>444</b>	<b>269</b>
Loan impairments	-6	20
Income tax expenses	64	50
<b>Underlying profit for the period</b>	<b>386</b>	<b>199</b>
Contribution group operating income	16.6%	15.3%
Underlying cost/income ratio	71.1%	79.5%
Cost of risk (in bps)	-5	13
EUR bn	YE2017	YE2016
Client lending	12.4	12.3
Client deposits	65.0	61.8
Client assets	200.6	204.9
RWA	9.4	7.7
FTEs (#)	3,240	3,844

## Key strengths

- Largest private bank in the Netherlands, no. 3 in Germany and no. 5 in France
- Focus on onshore private banking
- Strong financial performance and funding contributor
- Dutch threshold lowered to EUR 500k in investable assets to leverage the premium brand

## Client assets by geography <sup>2)</sup>



1) 2017 includes several incidentals: sale of PB Asia, provision Euribor mortgages, goodwill impairments PBI, a favourable insurance claim settlement, restructuring provision. 2016 includes a provision release related to Swiss Private Banking activities in 2011, an insurance claim settlement

2) YE2017 client assets breakdown by type: 33% cash and 67% securities. Client assets relating to the private banking activities in Asia (classified in the chart as 'rest of world') were sold in April 2017, historic figures were not restated

# Corporate & Institutional Banking with selective international presence

## Financials and key indicators

EUR m	2017	2016
Net interest income <sup>1)</sup>	975	931
Net fee and commission income	538	549
Other operating income <sup>1)</sup>	317	118
<b>Operating income</b>	<b>1,830</b>	<b>1,598</b>
Operating expenses <sup>1)</sup>	1,269	1,135
<b>Operating result</b>	<b>561</b>	<b>463</b>
Loan impairments	219	210
Income tax expenses <sup>1)</sup>	121	71
<b>Underlying profit for the period</b>	<b>221</b>	<b>182</b>
Contribution group operating income	19.7%	18.6%
Underlying cost/income ratio	69.3%	71.0%
Cost of risk (in bps)	38	41
EUR bn	YE2017	YE2016
Client lending	38.9	38.3
Client deposits	18.0	15.7
Professional lending	21.3	16.5
Professional deposits	12.3	11.7
RWA	37.7	34.3
FTEs (#)	2,542	2,387



## Key strengths

- Sector oriented client portfolio and dedicated sector approach
- Leading market positions and strong brand name
- Relationship-driven business model
- Product expertise and capabilities
- Risk reward steering and hurdle discipline
- Strict credit risk management and monitoring
- Selective strategic growth areas

1) 2017 includes several incidentals: provisions and project costs for SME derivatives, favorable unearned interest releases, T-LTRO benefit, a restructuring provision and DTA impact US tax reform. 2016 includes: provisions and project costs for SME derivatives

# Group Functions for central support functions

## Financials and key indicators

EUR m	2017	2016
Net interest income <sup>1)</sup>	-38	-2
Net fee and commission income	28	15
Other operating income <sup>1)</sup>	248	96
<b>Operating income</b>	<b>238</b>	<b>108</b>
Operating expenses <sup>1)</sup>	187	405
<b>Operating result</b>	<b>51</b>	<b>-297</b>
Loan impairments	4	-15
Income tax expenses	52	-36
<b>Underlying profit for the period</b>	<b>-4</b>	<b>-245</b>
EUR bn	YE2017	YE2016
Loans & Receivables Customers	6.6	7.8
Due to Customers	2.9	1.8
RWA	6.5	9.8
FTEs (#)	6,206	7,416



- Group Functions supports and controls the businesses
- Through various disciplines: Strategy & Sustainability, Technology & Innovation, Finance incl. ALM & Treasury, Risk Management, Legal & Compliance, Group Audit, Communication and Human Resources

1) 2017 includes several incidentals: release mortgage penalty interest, restructuring provisions, impairment on the ATM network and a discontinued SecFin provision release.  
2016 includes restructuring provisions, a positive revaluation related to Equens and a gain on the sale of shares in Visa Europe

# Financials

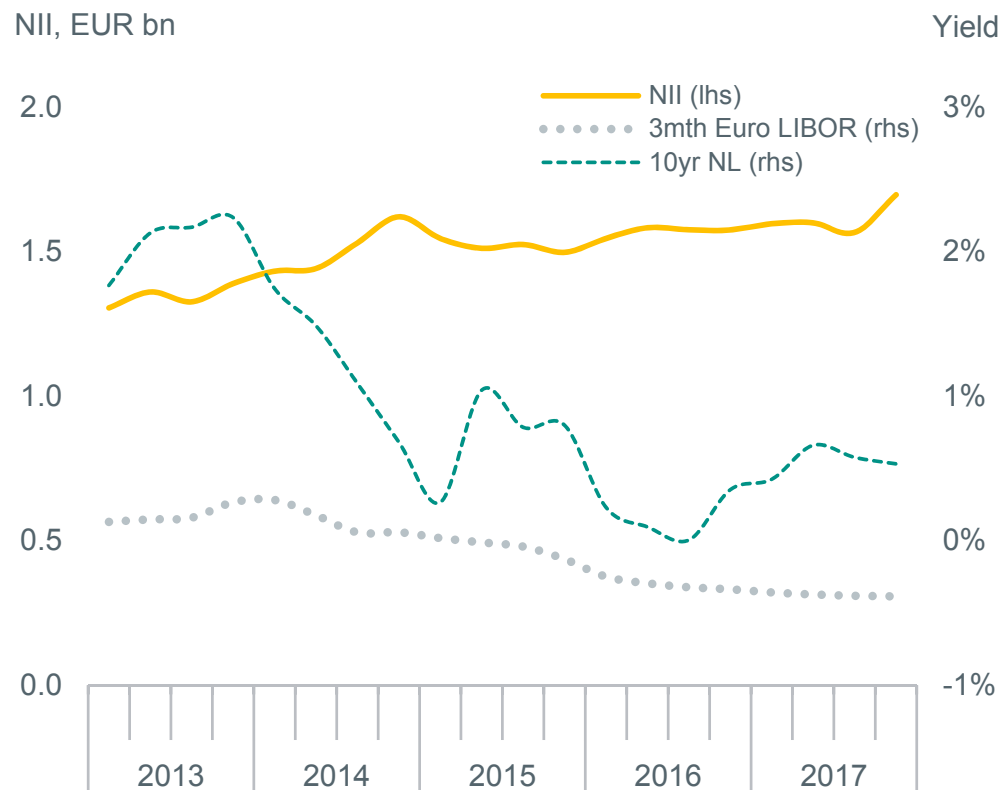
# Solid Q4 and FY2017 results

EUR m	Q4 2017	Q4 2016	Delta	2017	2016	Delta
Net interest income	1,696	1,575	8%	6,456	6,277	3%
Net fee and commission income	443	459	-3%	1,747	1,810	-3%
Other operating income	290	161	79%	1,086	501	117%
<b>Operating income</b>	<b>2,429</b>	<b>2,195</b>	<b>11%</b>	<b>9,290</b>	<b>8,588</b>	<b>8%</b>
Operating expenses	1,653	1,706	-3%	5,582	5,657	-1%
<b>Operating result</b>	<b>776</b>	<b>489</b>	<b>59%</b>	<b>3,708</b>	<b>2,931</b>	<b>27%</b>
Impairment charges	-34	35		-63	114	
Income tax expenses	268	120	123%	979	740	32%
<b>Underlying profit</b>	<b>542</b>	<b>333</b>	<b>63%</b>	<b>2,791</b>	<b>2,076</b>	<b>34%</b>
Special items					-271	-100%
<b>Reported profit</b>	<b>542</b>	<b>333</b>	<b>63%</b>	<b>2,791</b>	<b>1,806</b>	<b>55%</b>
Underlying profit						
-Retail Banking	355	245	45%	1,456	1,247	17%
-Commercial Banking	212	146	45%	733	694	6%
-Private Banking	30	49	-38%	386	199	94%
-Corporate & Inst. Banking	-26	4		221	182	21%
-Group Functions	-29	-110	-74%	-4	-245	-98%
Net interest margin (bps)	167	153		157	152	
Underlying cost of risk (bps)	-5	6		-2	4	
Underlying earnings per share (EUR)	0.55	0.34		2.89	2.16	
Reported earnings per share (EUR)	0.55	0.34		2.89	1.87	
Dividend per share (EUR)				1.45	0.84	

# Interest income actively managed

## Hedging the balance sheet against interest rate movements helps stabilise NII

- Conceptually, interest rate risk is managed by swapping both assets and liabilities to floating
- In practice what we do is:
  - Wholesale funding and the liquidity buffer are swapped individually to a floating rate
  - Loans and deposits are managed on a portfolio basis, where only the net interest exposure is hedged with swap contracts
- As a result, interest income is predominantly driven by the commercial margin and volume developments
- NII-at-Risk from a 200bps gradual interest rate at YE2017 <sup>1)</sup>
  - decline, in 12 months: around -0.5% (EUR -27m) in NII
  - rise, in 12 months: around 1.9% (EUR 106m) in NII

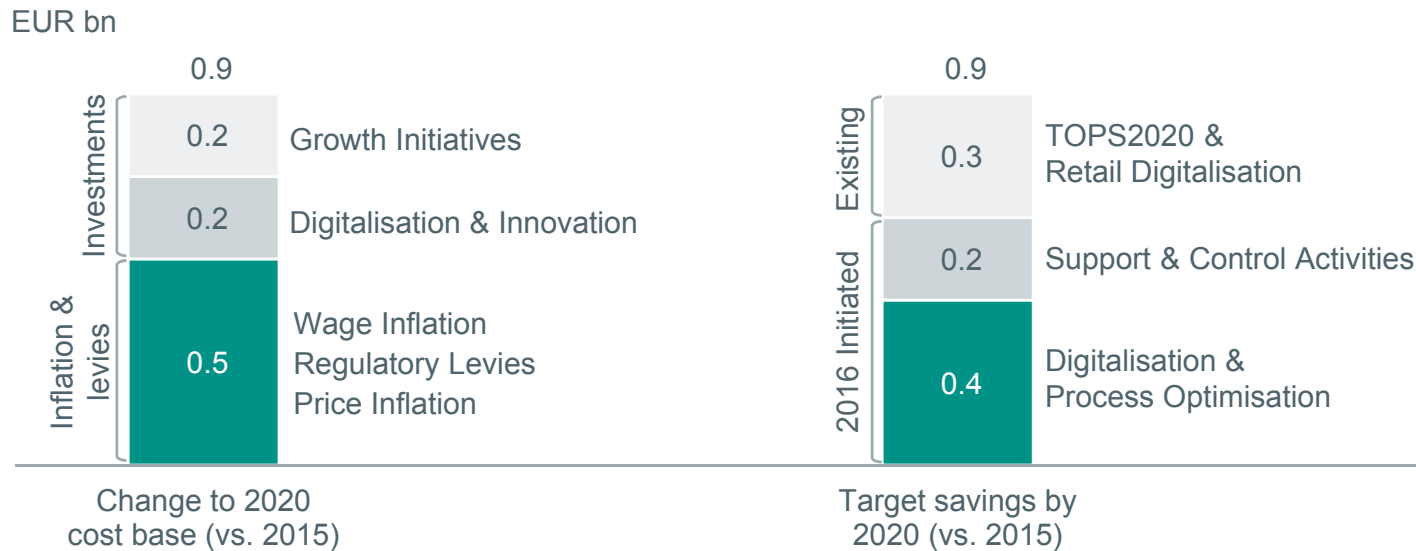


1) NII-at-risk is published in Q2 (Q2 report) and Q4 (annual report) only. In the calculation some floors are applied in the falling interest rate scenario: we apply a floor of 0bps for retail deposits and a floor of -100bps for market rates

Source: SNL, 3m EURIBOR and 10yr NL Benchmark yields based on end of period

# 2020 cost base expected to be the same as 2015

## Increase in costs compensated by additional savings



## FTEs

- Internal and external FTEs to decline by 13% by 2020 (vs. YE2015); actual FTEs down by 10% vs. YE2015
- Provisions relating to internal staff reduction
  - EUR 348m in H2 2016
  - EUR 37m in H1 2017
  - EUR 29m in Q3 2017
  - EUR 98m in Q4 2017

Upward cost pressure expected to be EUR 0.9bn in 2020 vs. 2015 cost base

- inflation of current cost base and regulatory levies
- additional cost for digitalisation of processes
- additional costs for growth initiatives

EUR 0.9bn savings targeted by 2020 vs. 2015 cost base

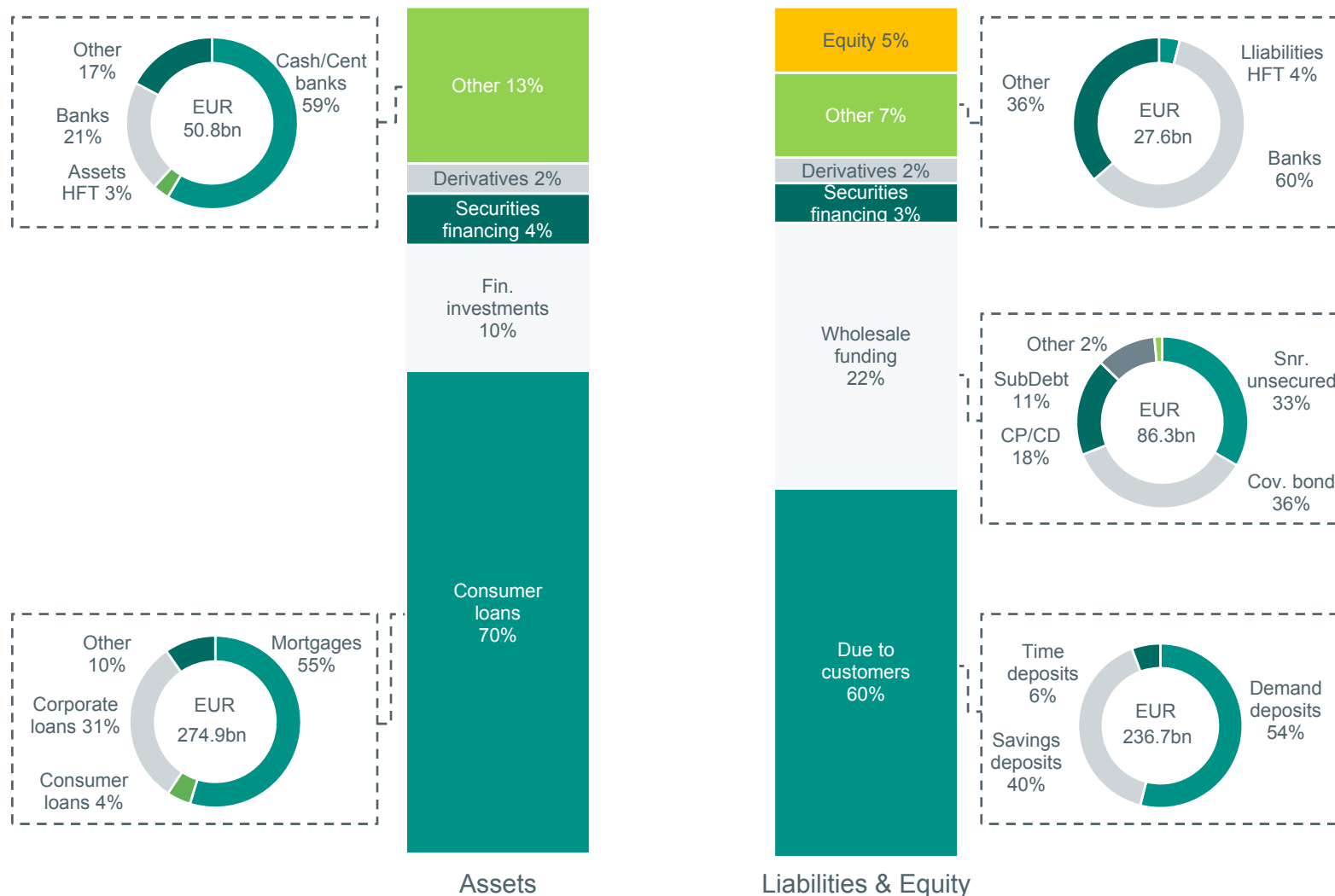
- EUR 0.4bn from digitalisation and process optimisation
- EUR 0.2bn from support & control activities
- EUR 0.3bn from TOPS2020 & Retail Digitalisation (already in execution)

# Risk management

# Clean and strong balance sheet reflecting moderate risk profile

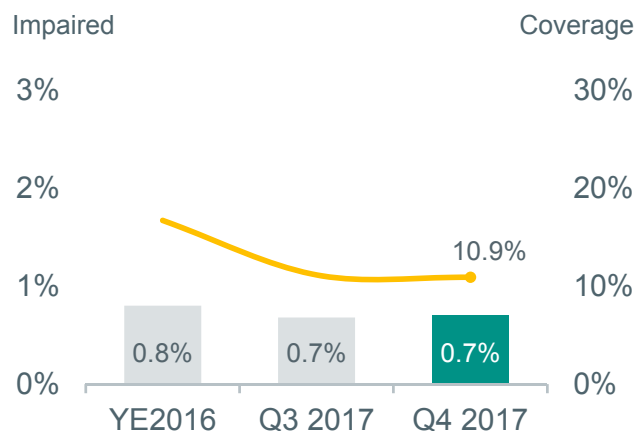
Total assets of EUR 393bn at YE2017

- Strong focus on collateralised lending
- Loan portfolio matched deposits, long-term debt and equity
- Limited reliance on short-term debt
- Limited market risk and trading portfolios
- Off-balance sheet commitments & contingent liabilities EUR 49bn

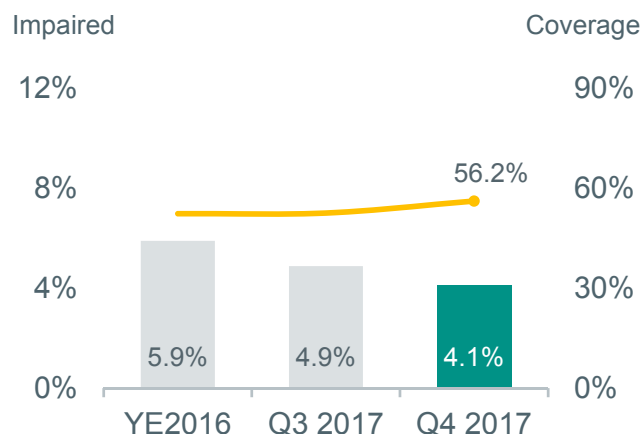


# Risk ratios continue to improve

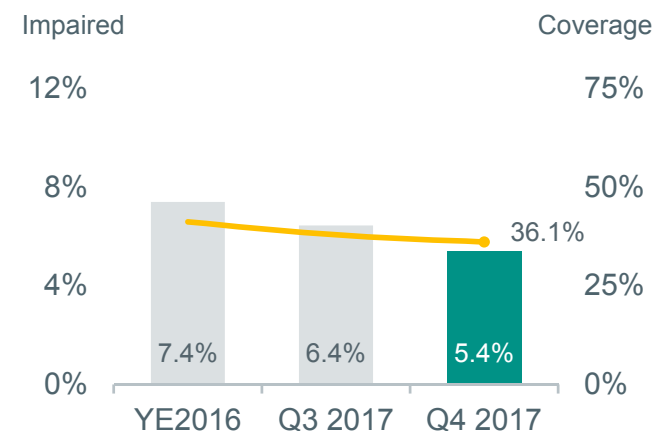
## Residential mortgages



## Consumer loans



## Corporate loans

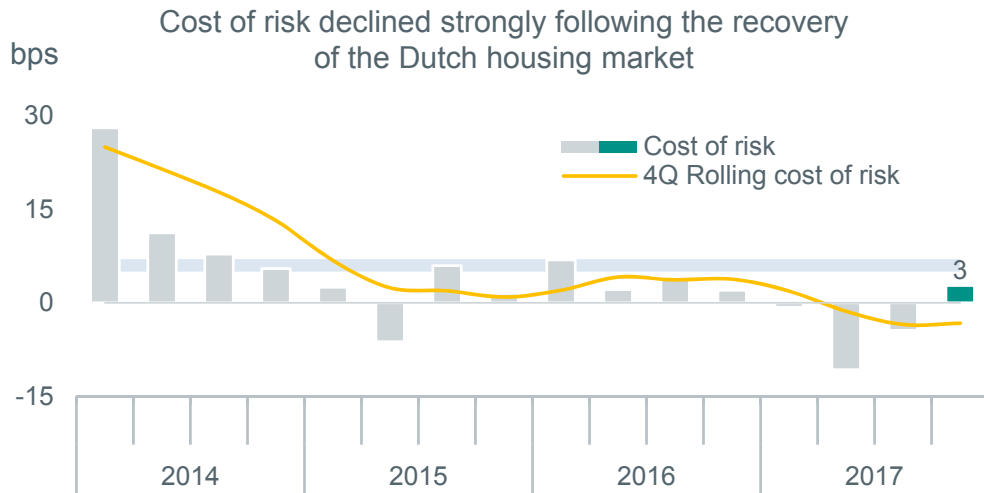


■ Impaired ratio (lhs)      — Coverage ratio (rhs)

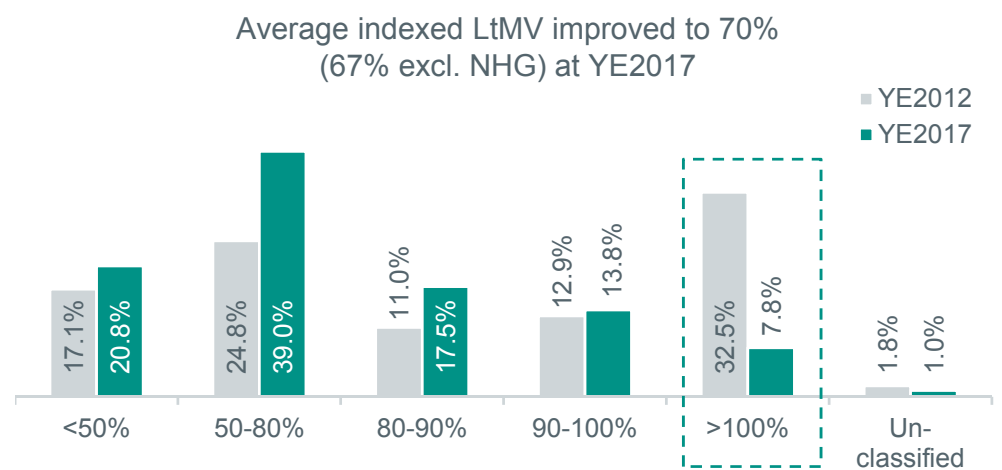
- Strong Dutch economy reflected in lower impaired customer loans (EUR 6.9bn or 2.5% of loans & receivables customers)
- Impaired ratio improved for consumer & corporate loans and remained fairly stable for mortgages
- Coverage ratio on total Loans & Receivables customers decreased to 33.0% (Q3 2017: 34.7%) reflecting the relatively larger decrease of impairment allowances vs. impaired exposures

# Mortgage book benefits from housing recovery and regulatory changes

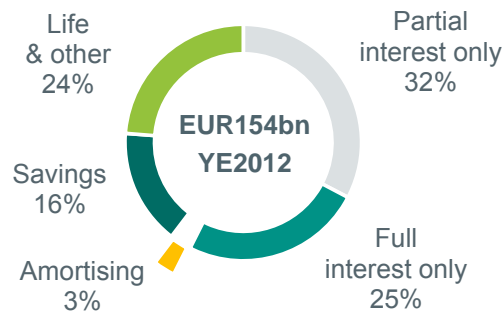
## Strong decline in mortgage impairments



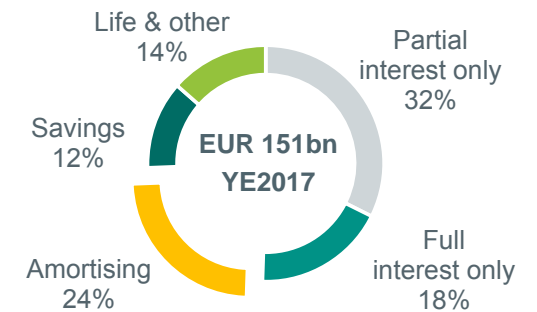
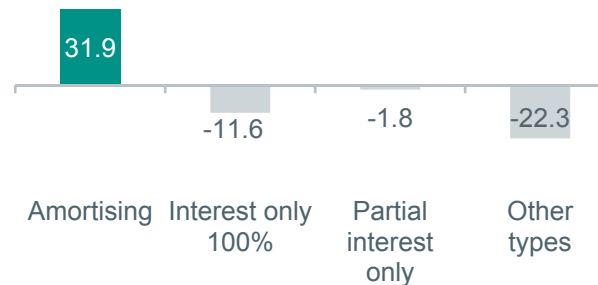
## Strong LtMV improvement, also for '>100%' class



## Mortgage book composition changes towards amortising loans



Absolute change in mortgage loan book YE2017 vs. YE2012 (EUR bn) <sup>2)</sup>



1) TTC is through-the-cycle

2) 2017 production: c. 55% in 10-12yrs interest rate maturities, c. 35% >12yrs and c. 10% in 0-9yrs, totalling EUR 17bn. Redemptions were c. EUR 15bn in 2017

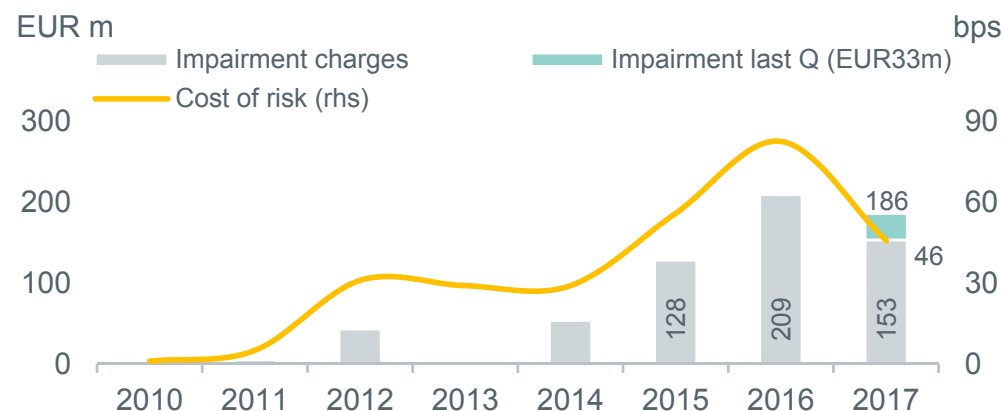
# ECT impairments lower and actual impairments below sensitivity scenarios

## Exposures to ECT Clients

EUR bn	Energy	Commodities	Transportation	Total
<b>On balance exposure</b>	<b>6.2</b>	<b>14.2</b>	<b>9.6</b>	<b>30.0</b>
LCs + Guarantees	1.0	8.0	0.1	9.1
Undrawn committed	4.2	4.5	1.6	10.4
<b>Total</b>	<b>11.4</b>	<b>26.7</b>	<b>11.3</b>	<b>49.4</b>

ECT exposures are largely USD denominated

## Impairment developments <sup>1)</sup>



## Sensitivity scenarios

### Oil & Gas

### Transportation

Key assumptions

No capex increase by oil majors; prolonged low oil price; Oil Service Industry to remain weak

Weak growth in world trade; low demand for shipping capacity; Offshore Support Vessels (OSV) to remain weak

Scenario up to YE2017

- Modelled impairments
- Actual impairments

EUR 125-200m (2H16-FY17)  
EUR 86m (2H16-FY17)

Up to EUR 225m (FY16-FY17)  
EUR 101m (FY16-YTD17)

The actual impairments remained well below the modelled impairments for both scenarios

1) Q4 2017 Impairments of EUR 33m: o/w Energy EUR 35m; Commodities EUR -1m; Transportation EUR -1m; cost of risk 46bps. FY2017 Impairments of EUR 186m: o/w Energy EUR 76m; Commodities EUR 68m; Transportation EUR 42m; cost of risk 66bps. FY2016 impairments were EUR 209m; cost of risk 83bps.

# Capital, Liquidity & Funding

# Strong capital position

## Capital position

CRD IV phase-in capital	YE2017	Q3 2017	YE2016
EUR m			
<b>Total Equity (IFRS)</b>	<b>21,330</b>	<b>20,966</b>	<b>18,937</b>
Other regulatory adjustments	-2,537	-2,315	-1,162
<b>CET1</b>	<b>18,793</b>	<b>18,651</b>	<b>17,775</b>
Capital securities (AT1)	1,987	993	993
Other regulatory adjustments <sup>1)</sup>	-1,162	-96	-164
<b>Tier 1</b>	<b>19,618</b>	<b>19,548</b>	<b>18,605</b>
Sub-Debt	7,674	7,828	7,150
Other regulatory adjustments <sup>1)</sup>	-4,687	-120	-118
<b>Total capital</b>	<b>22,605</b>	<b>27,256</b>	<b>25,637</b>
<i>o/w IRB Provision shortfall</i>	<i>526</i>	<i>449</i>	<i>298</i>
<b>Total RWA</b>	<b>106,157</b>	<b>105,767</b>	<b>104,215</b>
o/w Credit risk	84,141	83,041	83,140
o/w Operational risk	19,626	19,616	17,003
o/w Market risk	2,391	3,110	4,072
CET1 ratio, phase-in	17.7%	17.6%	17.1%
CET1 ratio, fully loaded	17.7%	17.6%	17.0%

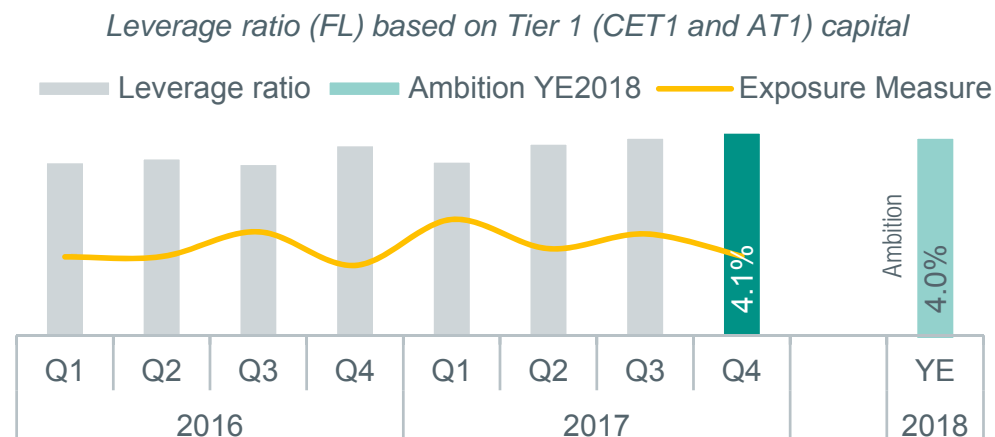
## Key points

- CET1 ratio fully loaded strong at 17.7%
- RWA up reflecting an increase in credit risk due to business growth, partly offset by lower market risk due to less market volatility
- Total capital lower, impacted by EBA interpretation of CRR, no impact on CET1 ratio <sup>1)</sup>
- First time IFRS9 adoption effect of c. EUR -0.3bn on equity, c. EUR -0.1bn on CET1 capital, c. -0.15% on CET1 ratio, c. -0.17% on total capital ratio and c. -1bps on leverage ratio
- Updated capital target at 17.5-18.5% CET1 ratio under Basel III for 2018

<sup>1)</sup> EBA Q&A on interpretation of CRR: portion of AT1 & T2 instruments, issued by ABN AMRO Bank (resolution entity) exceeding minimum own funds, can no longer fully contribute to consolidated capital ratios of ABN AMRO Group

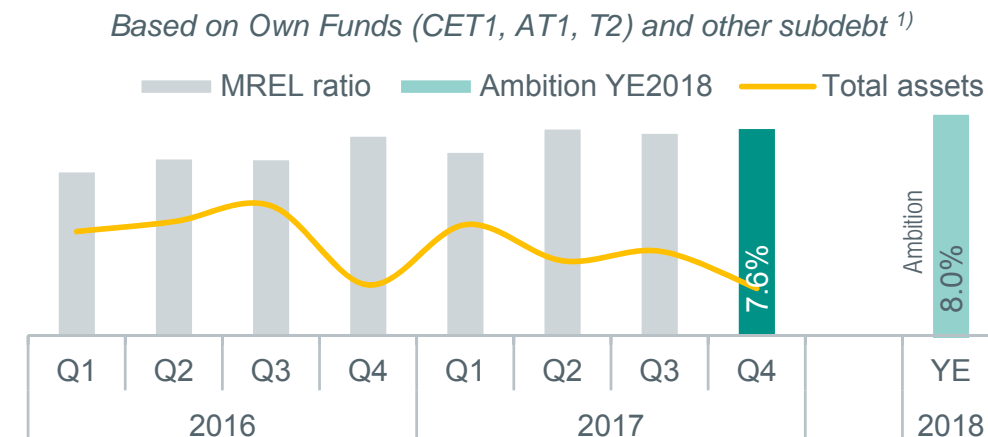
# Capital ambitions on track

## Leverage ratio around ambition



- Fully loaded leverage ratio improved to 4.1%
- EBA Q&A ruling on minority interest had a negative impact of -0.2%
- Basel IV is estimated to decrease the exposure measure, in total c. 0.5-0.6% improvement of the leverage ratio

## MREL on track towards 8.0% ambition



- Steering through: profit retention, sub debt, balance sheet management and currently excludes use of sr. unsecured
- Regulatory
  - Final regulations determine final requirements (incl. NRA/ SRB guidance)
  - Pre-position for TLAC: although not directly applicable to ABN AMRO, we currently expect to meet TLAC requirements when meeting our MREL ambition
- Ambition requires net new issuance of c. EUR 1.5bn of Own Funds (CET1, AT1 and T2) or other sub debt

1) ABN AMRO Bank appointed as resolution entity: therefore external MREL eligible instruments continue to be issued through ABN AMRO Bank. MREL over RWA equals 28% at end of Q4 2017

# Capital instruments provide a significant buffer of loss absorbing capacity

Type	Size (m)	Loss absorption	Callable	Maturity	Coupon	ISIN	Eligibility based on current understanding					
							Basel 3 / CRD 4	BRRD MREL	FSB TLAC	S&P ALAC	Moody's LGF	Fitch QJD
<b>Tier 1 : deeply subordinated notes</b>												
OpCo AT1, 9/2015	EUR 1,000	Statutory	Sep 2020	Perpetual	5.75% p.a.	XS1278718686	✓	✓	✓	✓	✓	✓
OpCo AT1, 9/2017	EUR 1,000	Statutory	Sep 2027	Perpetual	4.75% p.a.	XS1693822634	✓	✓	✓	✓	✓	✓
<b>Tier 2: subordinated notes</b>												
OpCo T2, 4/2011	EUR 1,227	Statutory	Bullet	27 Apr 2021	6.375% p.a.	XS0619548216	GF	✓	✓	✓	✓	✓
OpCo T2, 4/2011	USD 595	Statutory	Bullet	27 Apr 2022	6.250% p.a.	XS0619547838	GF	✓	✓	✓	✓	✓
OpCo T2, 6/2011	USD 113	Statutory	Bullet	15 May 2023	7.75% p.a.	144A: US00080QAD79 RegS:USN0028HAP03	GF	✓	✓	✓	✓	✓
OpCo T2, 6/2015	EUR 1,500	Statutory	Jun 2020	30 Jun 2025	2.875% p.a.	XS1253955469	✓	✓	✓	✓	✓	✓
OpCo T2, 7/2015	USD 1,500	Statutory	Bullet	28 Jul 2025	4.750% p.a.	XS1264600310 US00080QAF28	✓	✓	✓	✓	✓	✓
OpCo T2, 4/2016	SGD 450	Statutory	Apr 2021	1 Apr 2026	4.75% p.a.	XS1341466487	✓	✓	✓	✓	✓	✓
OpCo T2, 4/2016	USD 1,000	Statutory	Bullet	18 Apr 2026	4.8% p.a.	XS1392917784/ US00084DAL47	✓	✓	✓	✓	✓	✓
OpCo T2, 1/2016	EUR 1,000	Statutory	Jan 2023	18 Jan 2028	2.875% p.a.	XS1346254573	✓	✓	✓	✓	✓	✓
OpCo T2, 3/2016	USD 300	Statutory	Bullet	8 Apr 2031	5.6% p.a.	XS1385037558	✓	✓	✓	✓	✓	✓
OpCo T2, 3/2017	USD 1,500	Statutory	Mar 2023	27 Mar 2028	4.40% p.a.	XS1586330604	✓	✓	✓	✓	✓	✓
<b>Subordinated notes (pari passu with T2)</b>												
OpCo, 7/2012	EUR 1,000	Statutory	Bullet	6 Jul 2022	7.125% p.a.	XS0802995166	✗	✓	✓	✓	✓	✓
OpCo	EUR 130	Statutory		2018-2025		Various instruments	✗	✓	✓	✓	✓	✓

Overview dated at the date of this presentation. GF = grandfathered instruments, subject to annual amortisation

## AT1 disclosures (YE2017)

Triggers	Trigger Levels	CET1 ratio (phase in)	Distr. Items (EUR bn)
- ABN AMRO Group	7.000%	17.7%	n/a
- ABN AMRO Bank	5.125%	17.7%	18,007
- ABN AMRO Bank Solo Consolidated	5.125%	16.5%	n/a

# Liquidity ratios and liquidity buffer actively managed

## Solid ratios and strong buffer

Funding primarily through client deposits

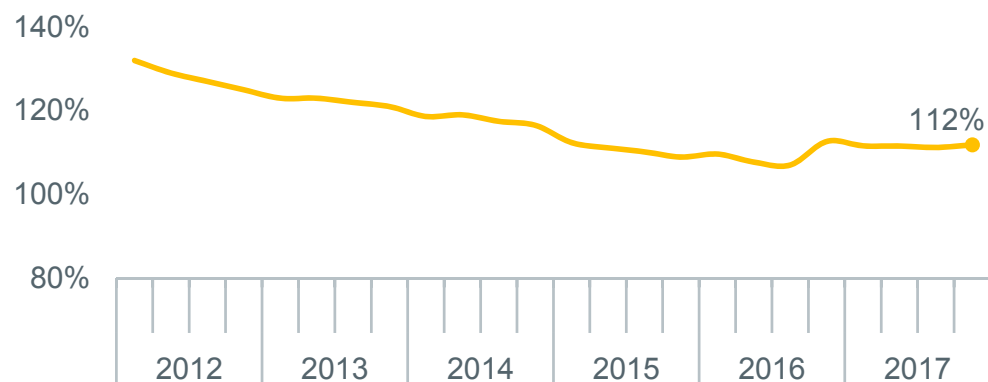
- Largest part of Dutch consumer savings is with pension and life insurance industry
- LtD ratio improved over the recent years

LCR and NSFR ratios comply with future requirements: >100% in Q4 2017

Drivers liquidity buffer

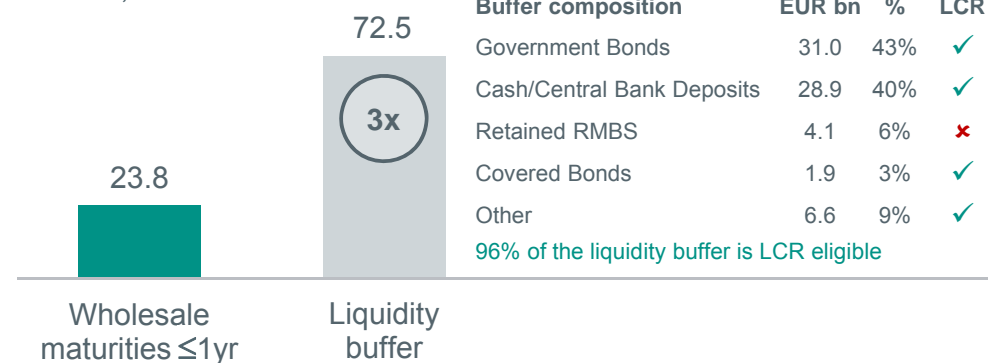
- Safety cushion in case of severe liquidity stress
- Regularly reviewed for size and stress
- Size in anticipation of LCR guidelines and regulatory focus on strengthening buffers
- Unencumbered and valued at liquidity value
- Focus is on optimising composition and negative carry

## Loan-to-deposit ratio improved over time



## Composition liquidity buffer

EUR bn, Dec 2017

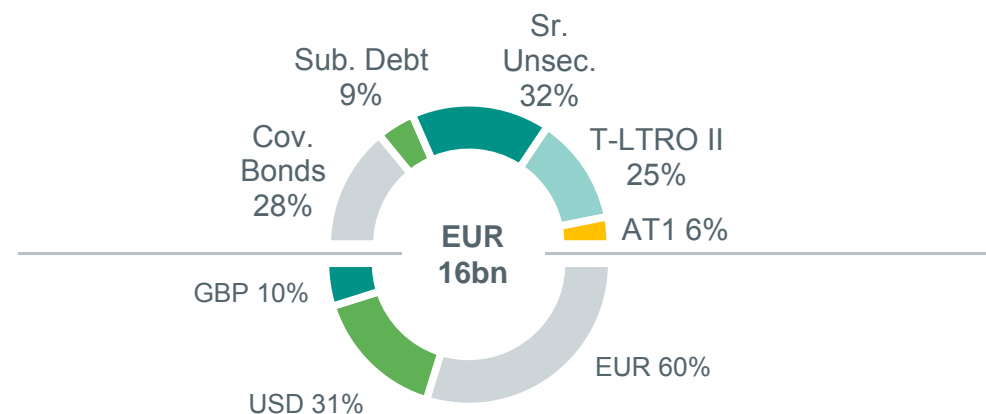


# Well diversified mix of wholesale funding

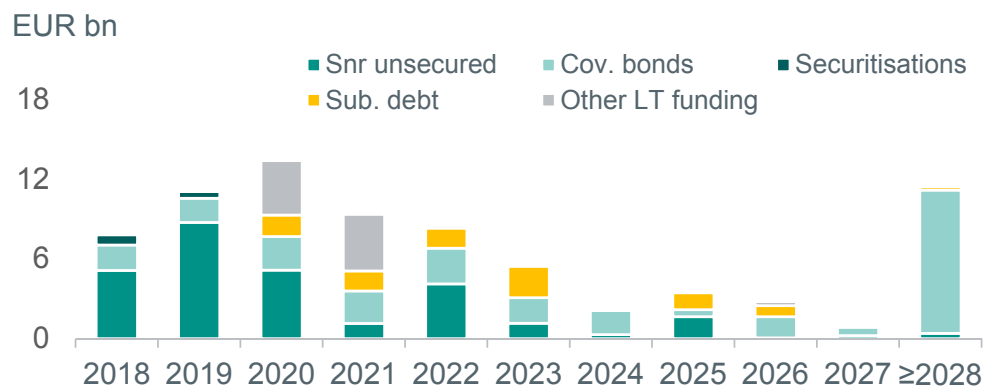
## Funding focus & successful strategy

- Diversifying funding sources, steered towards more foreign currencies and covered bonds with long maturities
- Secured funding used strategically: asset encumbrance 16.7% at YE2017 (19.1% YE2013)
- Avg. maturity of 5.1yrs at YE2017

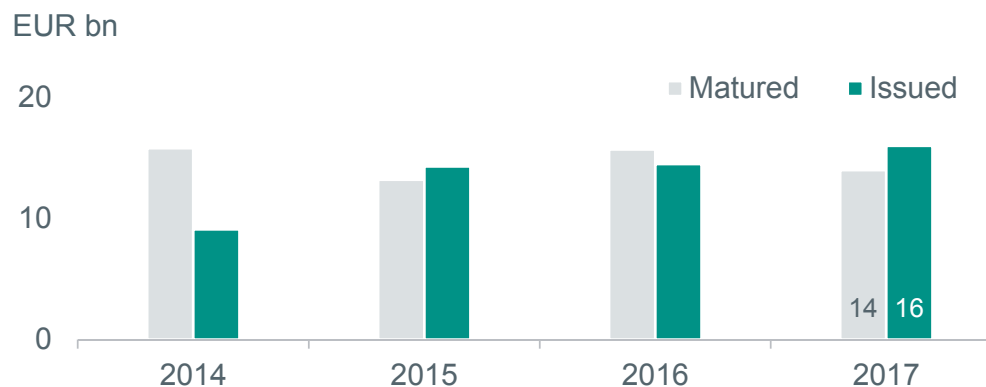
## Diversification issued term funding (FY2017)



## Maturity calendar term funding <sup>1)</sup>



## Matured vs. issued term funding <sup>2)</sup>



1) Based on notional amounts. Other LT funding not classified as issued debt includes T-LTRO II, LT repos and funding with the Dutch State as counterparty

2) Issued and matured funding includes the repayment of T-LTRO I in 2016 and the participation of T-LTRO II

# Recent wholesale funding benchmark transactions

**The Cover**

Global Deal of the year 2017  
CBs due 2032 & 2037



Most Impressive Bank  
Green/SRI Bond Issuer (2016)



Deal of the Year (2016)  
USD 300m 5.6%  
T2 Formosa due 2031

Type <sup>1)</sup>	Size (m)	Maturity	Spread (coupon) <sup>2)</sup>	Issue date	Maturity date	ISIN
<b>YTD2018 benchmarks</b>						
CB	EUR 2,000	15yrs	m/s+2 (1.25%)	03.01.'18	10.01.'33	XS1747670922
Sr Un (144A)	USD 1,100	3yrs	2.65%	09.01.'18	19.01.'21	XS1743726835/US00084DAQ34
Sr Un (144A)	USD 750	3yrs	3m\$L+41	09.01.'18	19.01.'21	XS1743726918/US00084DAR17
<b>2017 benchmarks</b>						
Sr Un	GBP 600	4.5 yrs	1.375%	11.10.'17 (incl. tap)	07.06.'22	XS1701271709
AT1	EUR 1,000	PNC10	4.75%	27.09.'17	22.09.'27	XS1693822634
Sr Un	GBP 550	3yrs	1.00%	07.07.'17 (incl. tap)	30.06.'20	XS1646904828
Sr Un Formosa	USD 450	5yrs	3m\$L+80	19.07.'17	19.07.'22	XS1645476125
T2	USD 1,500	11NC6	T+240 (4.40%)	20.03.'17	27.03.'28	XS1586330604
Sr Un (144A)	USD 1,350	2yrs	3m\$L+64	11.01.'17 (incl. tap)	18.01.'19	XS1549579446/US00084DAP50
Sr Un (144A)	USD 1,650	2yrs	T+93 (2.10%)	11.01.'17 (incl. tap)	18.01.'19	XS1549579529/US00084DAN03
CB	EUR 2,000	15yrs	m/s+15 (1.125%)	04.01.'17	12.01.'32	XS1548458014
CB	EUR 2,250	20yrs	m/s+20 (1.375%)	04.01.'17 (incl. tap)	12.01.'37	XS1548493946
<b>2016 benchmarks</b>						
Sr Un	GBP 300	2yrs	3m£L+50	23.11.'16	30.11.'18	XS1527536590
Sr Un (144A)	USD 750	3yrs	T+90 (1.8%)	20.09.'16	20.09.'19	XS1492363848/US00084DAM20
Sr Un Green	EUR 500	6yrs	m/s+52 (0.625%)	31.05.'16	31.05.'22	XS1422841202
T2 (144A)	USD 1,000	10yrs	T+310 (4.8%)	18.04.'16	18.04.'26	XS1392917784/US00084DAL47
CB	EUR 2,250	15yrs	m/s+26 (1%)	13.04.'16	13.04.'31	XS1394791492
T2 Formosa	USD 300	15yrs	3m\$L+352.7 (5.6%)	08.04.'16	08.04.'31	XS1385037558
T2	SGD 450	10NC5	SOR+271 (4.75%)	01.04.'16	01.04.'26	XS1341466487
T2	EUR 1,000	12NC7	m/s+245 (2.875%)	18.01.'16	18.01.'28	XS1346254573
CB	EUR 1,250	10yrs	m/s+11 (0.875%)	14.01.'16	14.01.'26	XS1344751968

1) Sr Un = Senior Unsecured, Sr Un Green = Senior Unsecured Green Bonds, CB = Covered Bond, RMBS = Residential Mortgage Backed Security, T2 = Tier 2

2) 3m£L = 3 months £ Libor , T= US Treasuries, 3m\$L= 3 months US Libor, G=Gilt

# Credit ratings

## S&P

### Rating structure

▪ Anchor	BICRA 3 (pos)	bbb+
▪ Business position	Adequate	+0
▪ Capital & earnings	Strong	+1
▪ Risk position	Adequate	+0
▪ Funding Liquidity	Average Adequate	+0

**SACP** **a-**

▪ ALAC +1

**Issuer Credit Rating** **A/Pos**

## Moody's

### Rating structure

Macro Score	Strong +
▪ Solvency Score	a3
▪ Liquidity Score	baa2
Financial Profile	baa1
▪ Adjustments	+0

**Assigned adj. BCA** **baa1**

▪ LGF +2

▪ Government Support +1

**Senior Unsecured Rating** **A1/St**

## Fitch

### Rating structure

▪ Viability Rating	A
▪ Qualifying Junior Debt	+1
▪ Support Rating Floor	No floor

**Issuer Default Rating** **A+/St**

### 21/10/2016

"Our assessment of ABN AMRO's business position as "adequate" reflects the dominance of relatively stable activities in its business mix of domestic retail and commercial banking activities, and private banking, supported by sound market positions.

### 15/09/2017

The positive outlook on ABN AMRO stems from the positive economic trend we see for banks operating in the Netherlands"

### 21/12/2017

"ABN AMRO's baseline credit assessment (BCA) of baa1 reflects the bank's overall good financial fundamentals including sound profitability and asset quality, solid capitalization and a robust liquidity position. The BCA further captures the bank's strong footprint in the Dutch market, its balanced business mix between retail and commercial banking, and its private banking activity undertaken across Europe."

### 15/12/2017

"ABN AMRO's VR reflects a strong Dutch franchise, complemented by the bank's international private banking and energy, commodities and transportation franchises, which provide the bank with resilient revenue generation. The ratings factor in the bank's solid risk-weighted capital ratios, expected gradual asset-quality improvements and a sound funding and liquidity profile. The ratings also factor in ABN AMRO's predominantly Dutch focus and thus limited geographical diversification."

- Ratings of ABN AMRO Bank NV dated 6 February 2018. ABN AMRO provides this slide for information purposes only. ABN AMRO does not endorse Moody's, Fitch or Standard & Poor's ratings or views and does not accept any responsibility for their accuracy
- Capital ratings are (S&P/Moody's/Fitch): AT1: BB+ / not rated / BB+, T2: BBB / Baa2 / A-
- DBRS provides unsolicited ratings for ABN AMRO Bank: A(high)/R-1(middle)/Stable

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