

Roadshow booklet

# Q3 2024 results

Investor Relations, 13 November 2024



# Key messages Q3 2024, continued strong results with 690m net profit

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- **Strong quarterly results:** Net profit of 690m and a 11.6% return on equity, driven by improved net interest income, strong fee income and net impairment releases
- **Continued mortgage portfolio growth:** Supported by an increase in new clients, mortgage book grew by 1.6bn
- **Improved net interest income:** Benefitted from better Treasury result driven by favourable interest rate environment
- **Fee and commission income increased:** Growth of 6% year-to-date compared with the same period last year, driven by good performance in all client units
- **Costs remain under control:** Increase in costs anticipated due to start of new collective labour agreement and upscaling of resources
- **Solid credit quality:** 29m in net impairment releases, reflecting a low cost of risk
- **Strong capital position:** Basel III CET1 ratio of 14.1% and Basel IV CET1 ratio of around 14% <sup>1)</sup>
- Assessment of capital position and potential room for a share buyback postponed to Q2 2025

1) Q3 capital ratios in this presentation are on a pro-forma basis including 50% of net profit following new prudential expectations by the ECB

# Good progress on strategy execution

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## Customer experience

A personal bank in the digital age, for the resourceful and ambitious

- Cooperation between neobroker BUX, PrimaryBid and Euronext, enabling clients to participate in IPOs and other regulated fundraises
- Awarded by independent financial advisors for leading role in active client management and product offering in mortgages



## Sustainability

Distinctive expertise in supporting clients' transition to sustainability

- Financing of construction of 2 large-scale biomethane plants in line with aim of government to increase innovative private financing for climate and energy transition
- Investment of Sustainable impact fund in Blume Equity, a female founded and managed climate-tech growth investor



## Future proof bank

Enhance client service, compliance and efficiency

- Introduction of Call Check: a new feature for clients to check whether an incoming call is from ABN AMRO and not a scammer
- New GenAI use cases in production, over 10,000 employees make active use of this

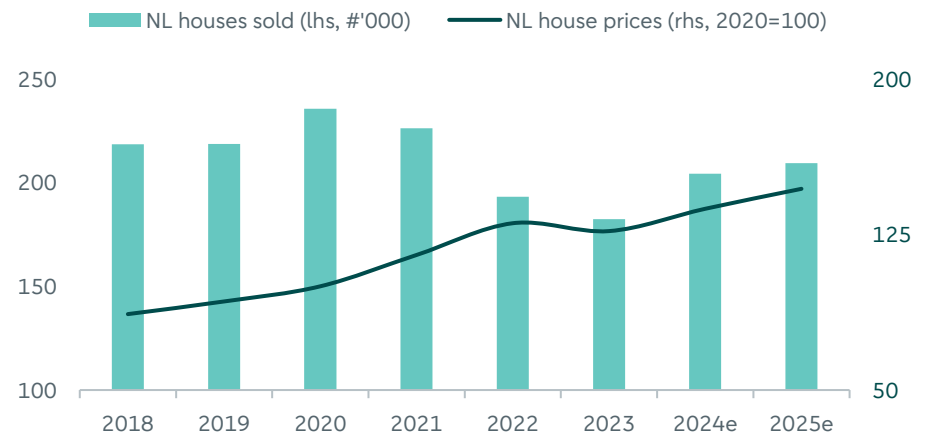
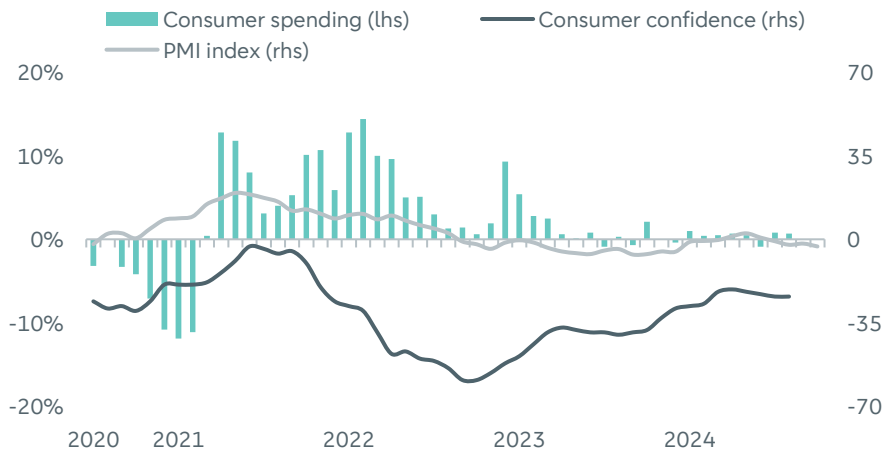
Our purpose - Banking for better for generations to come

# Dutch economy remains resilient, house price increase continues <sup>1)</sup>

		2023	2024e	2025e	2026e
Netherlands	GDP (% yoy)	0.1%	0.6%	1.3%	1.4%
	Inflation (indexed % yoy)	4.1%	3.1%	2.8%	2.2%
	Unemployment rate (%)	3.5%	3.7%	3.9%	4.0%
Eurozone	GDP (% yoy)	0.5%	0.7%	1.1%	1.5%
	Inflation (indexed % yoy)	5.5%	2.4%	2.1%	1.9%
	Unemployment rate (%)	6.7%	6.5%	6.8%	6.5%

- Moderate growth in the Netherlands in H1 expected to be followed by some growth for remainder of the year
- Consumer spending resilient; consumer confidence is below long-term average
- Slow pick-up of household spending expected as inflation has dropped further
- Higher wages, falling mortgage rates and structural shortage of houses driving up house prices and number of transactions also on the rise, however supply is responding slowly

## Spending positive, PMI and confidence decreasing <sup>2)</sup> Trend of house price increases continues <sup>1)</sup>



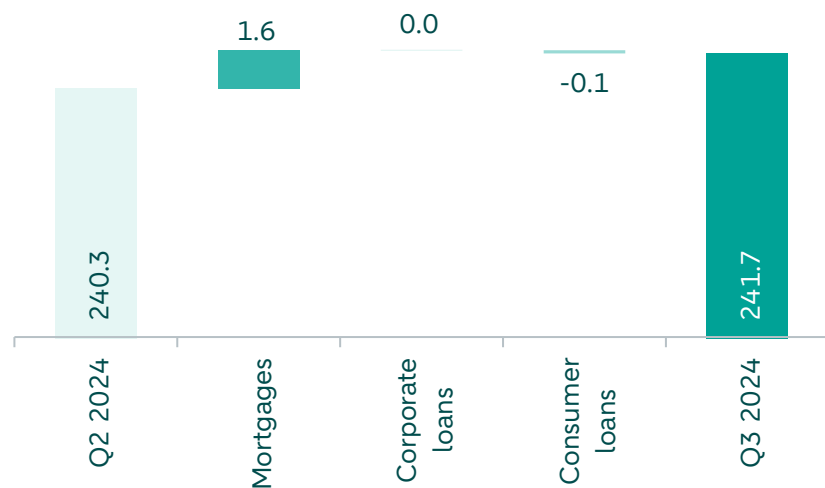
1) Group Economics forecasts of October 2024; house price estimates +8.5% for 2024 and +7% for 2025, transaction estimates +12% for 2024 and +2.5% for 2025

2) Statistics Netherlands (CBS); Cons. spending % change yoy, consumer confidence seasonally adjusted (eop), PMI is Nevi NL Manufacturing PMI (eop) expansion >0 and contraction <0

# Strong growth in mortgages continued, client deposits slightly up

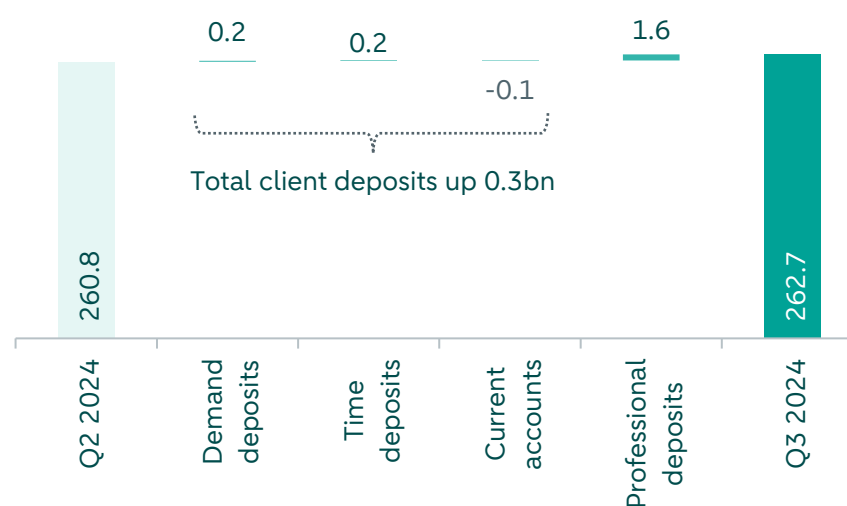
## Continued growth in mortgages

EUR bn



## Total deposits increased

EUR bn

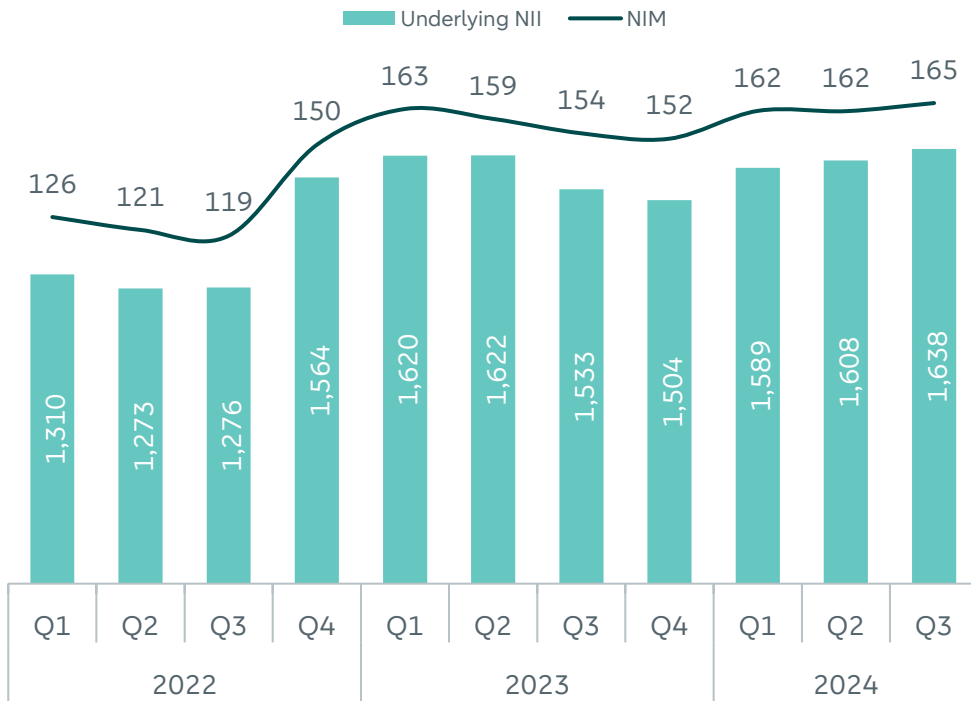


- Continued growth of mortgage portfolio supported by an increase in new customers; YTD market leader with a 19% market share
- Stable corporate loan book, growth in transition themes (New Energies, Digital and Mobility) in Northwestern Europe offset by a decline in Asset Based Finance (ABF) outside the Netherlands
- Decrease in consumer loans continued as several products are in run-off and stricter lending criteria led to lower client demand
- Despite high seasonal holiday spending, client deposits went up by 0.3bn
- Professional deposits, which can be volatile, increased, largely related to current accounts at Clearing

# Net interest income improved further, FY2024 NII expected above 6.4bn

## Underlying NII and NIM increased <sup>1)</sup>

EUR m



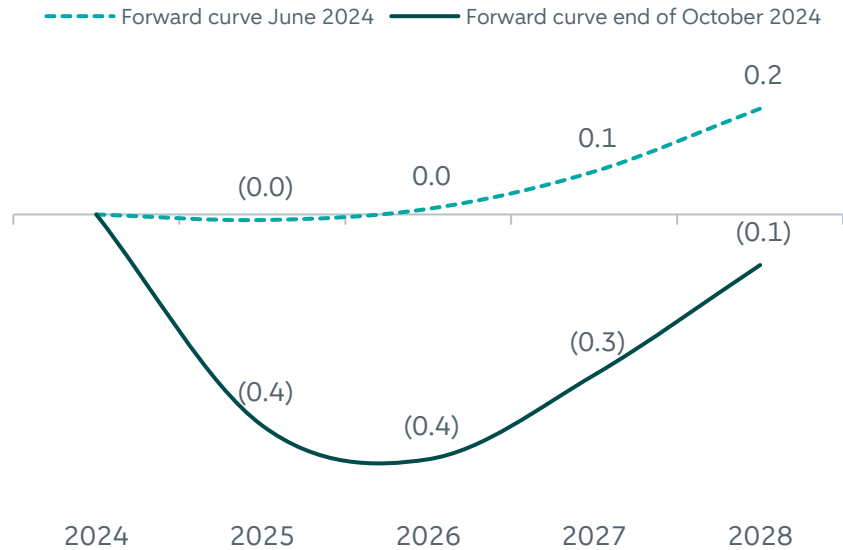
- Positive trend in underlying NII <sup>1)</sup> and NIM continued, largely reflecting improvement of Treasury result of c.40m
- Both asset margins and deposit margins were broadly flat Q-o-Q
- During Q3 client savings coupon remained constant while yield on replicating portfolio showed a very modest decline
- FY2024 NII expected above 6.4bn

<sup>1)</sup> Underlying NII excludes incidentals (release Euribor provision Q2 2022 28m; provision for revolving consumer credit Q2 2022 -110m, Q2 2023 18m and Q4 2023 -34m; positive revaluation DSB claim Q1 2024 29m) and includes TLTRO benefit (Q1 2022 till Q4 2022, 44m, 41m, 44m and 60m). Both Q2 2024 and Q3 2024 include releases of c.10m which are non-structural

# Sensitivity of replicating portfolio interest income

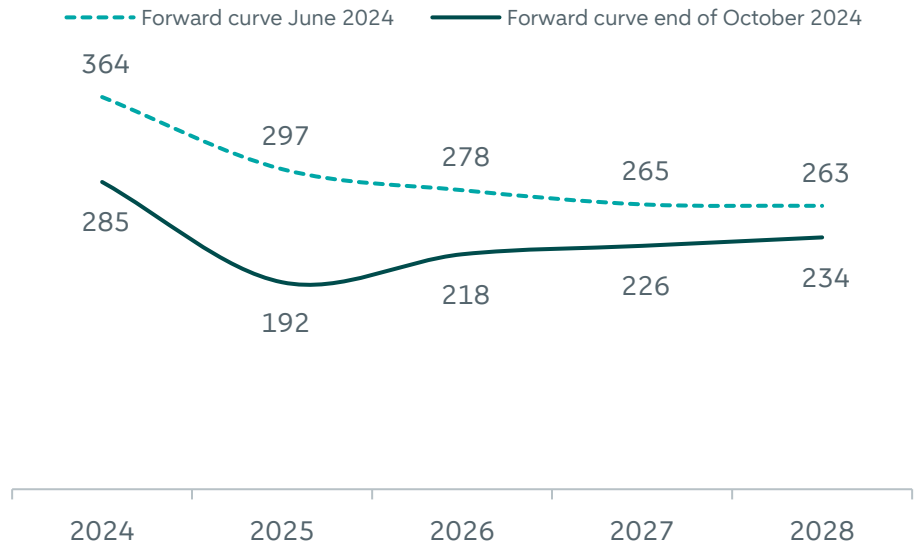
## Replicating portfolio income vs 2024 <sup>1)</sup>

EUR bn



## 3-month Euribor forward curves

in bps, end of period



- Interest income generated from the replicating portfolio reached an inflection point during Q3 2024
- Trajectory going forward is dependent on future interest rate developments, with chart above showing simulation of current and historic forward curves
- Based on the forward curve of the end of October, replicating income shows a decline of around 0.4bn in 2025
- Total NII for 2025 will further be driven by:
  - higher Treasury result <sup>2)</sup>
  - client saving coupons, whereby 1bps change corresponds to c.10m NII
  - business developments

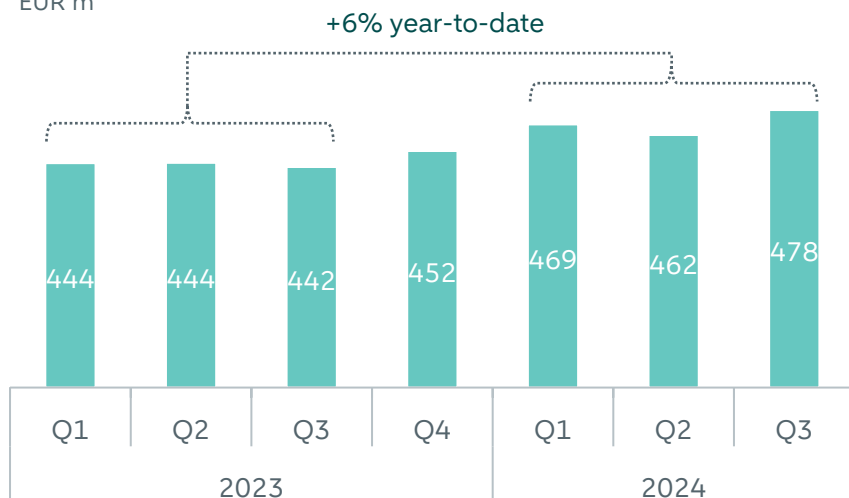
1) Constant volumes of c.155bn, based on end of September 2024

2) Treasury result increased c.40m in Q3 and higher level expected to persist into 2025. Based on Q3 run rate Treasury result to lead to c.0.1bn higher NII in 2025 vs 2024

# Strong increase in fee and commission income and other income

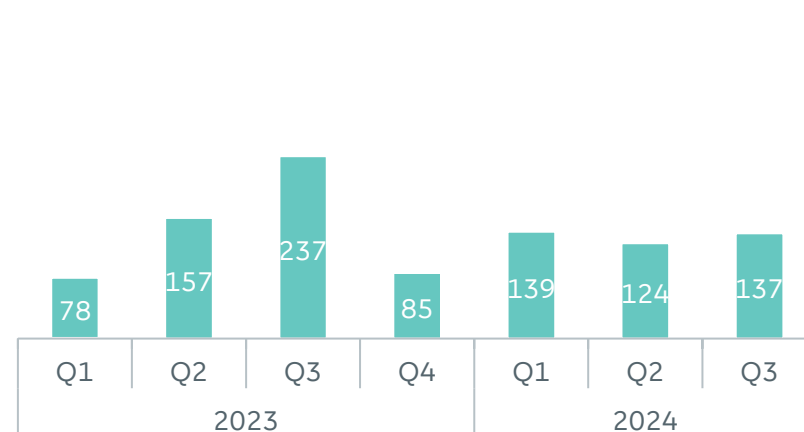
## Fee and commission income

EUR m



## Underlying other income <sup>1)</sup>

EUR m



- Higher fees in Q3 driven by good performance in all client units
- Personal & Business Banking fees were higher compared to Q2 from seasonally larger transaction volumes
- Wealth Management fees slightly up Q-o-Q from good market performance
- Both Clearing and Global Markets contributed to slightly higher fees in Q3 for Corporate Banking
- Underlying other income increased versus Q2, driven by sale of fully written down loan, partly offset by lower results on equity participations

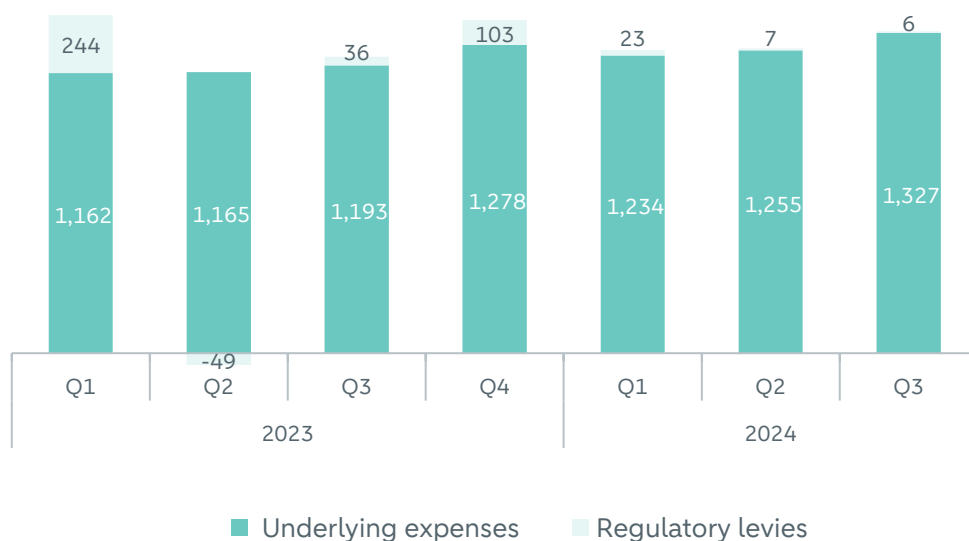
1) Underlying Other income excludes incidental related to a held for sale adjustment of 24m in Q2 2024



# Costs remain under control, increase in Q3 as anticipated

## Underlying expenses and regulatory levies <sup>1)</sup>

EUR m



- Increase in underlying expenses anticipated resulting from new CLA and upscaling of resources for data capabilities and regulatory programs
- Impact new CLA in Q3 2024 c.60m from salary increase and accrual for annual reward premium (to be paid in 2025) <sup>2)</sup>
- FY2024 cost expectation remains at c.5.3bn including regulatory levies of c.150m

1) Underlying expenses exclude incidentals related to handling costs revolving consumer credit of 20m in Q2 2023 and goodwill impairments of 81m in Q4 2023

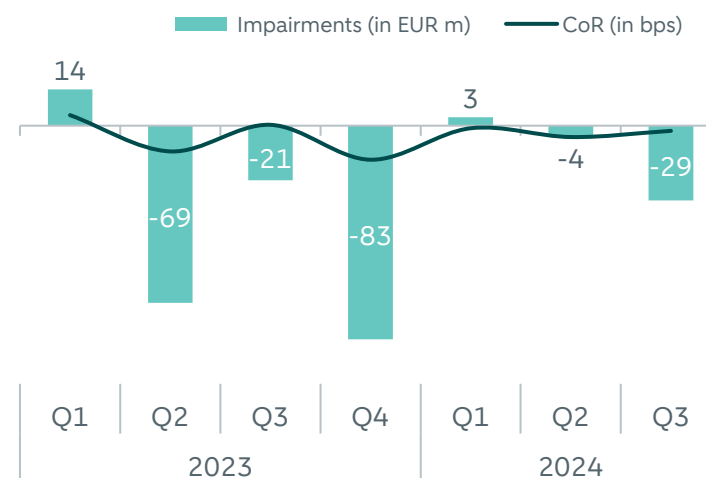
2) CLA only for NL with a structural salary increases of 6% from 01/07/2024 and 3.75% from 01/07/2025; additional individual annual reward premium up to 5%

# Credit quality remains solid with low cost of risk

## Impaired ratio stable at 1.9%

	Stage 3 loans (EUR m)		Stage 3 coverage ratio	
	Q3 2024	Q2 2024	Q3 2024	Q2 2024
Mortgages	1,366	1,360	4.4%	8.9%
Corporate loans	3,330	3,251	25.9%	25.1%
Consumer loans	226	249	46.8%	46.0%
<b>Total <sup>1)</sup></b>	<b>4,931</b>	<b>4,867</b>	<b>20.9%</b>	<b>21.7%</b>
<b>Impaired ratio (stage 3)</b>	<b>1.9%</b>	<b>1.9%</b>		

## Impairment releases in Q3

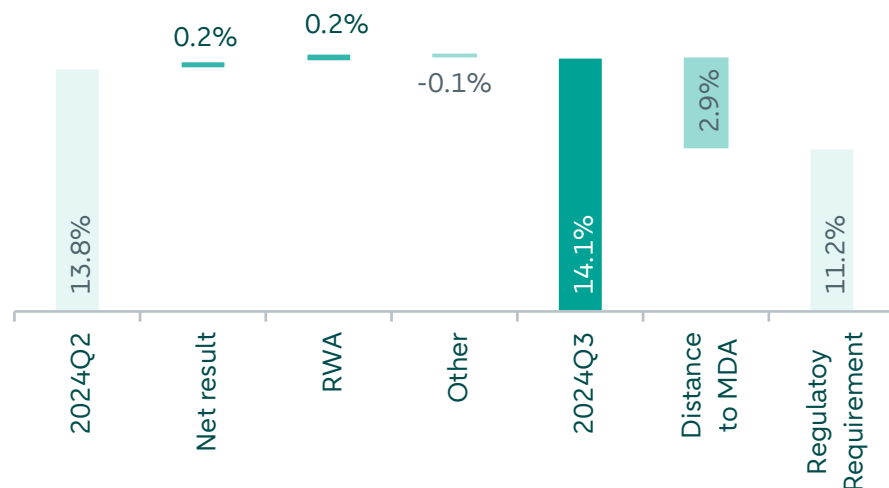


- Impaired ratio stable at 1.9% and stage 3 coverage ratio slightly lower from a model change for mortgages
- Impairment releases of 29m, largely the result of an improved model for mortgages
- Increase in impairments for corporate loans related to additions for new and existing clients
- Management overlays slightly increased to c.240m
- Credit quality remains solid, FY2024 CoR expected well below through the cycle Cost of Risk of 15-20bps

1) Total includes other loans and advances customers

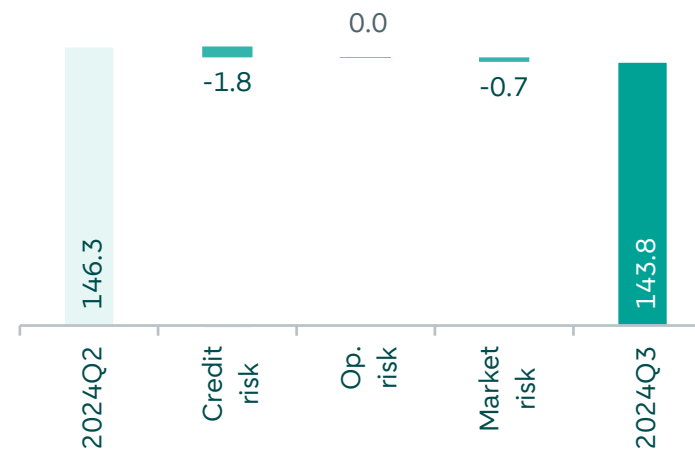
# CET1 capital ratio increased from strong results and lower RWA

## Basel III CET1 ratio <sup>1)</sup>



## Basel III RWA

EUR bn



- Basel III CET1 ratio increased to 14.1% from strong results and lower RWA and Basel IV CET1 ratio remained around 14%
- Capital ratio is well above our regulatory requirement and AT1 shortfall addressed through issuance of a new AT1 instrument in Q3
- Total RWAs decreased by 2.5bn, mainly reflecting a decline in credit risk RWAs from business developments, largely in Clearing and ABF, and data quality improvements
- Market risk RWA also declined, largely related to position changes from steering down the credit trading portfolio
- Assessment of capital position and potential room for a share buyback postponed to Q2 2025

1) Q3 capital ratios in this presentation are on a pro-forma basis including 50% of net profit following new prudential expectations by the ECB; net result excluding dividend reserve, which is included in Other.

# Guidance 2024 and Financial targets 2026

	Guidance 2024	YTD 2024
Net Interest Income	above 6.4bn	4.8bn
Costs	c.5.3bn	3.9bn
Cost of Risk	well below TTC CoR of 15-20bps	-2bps
	2026 targets	YTD 2024
Return on equity	9-10%	11.3%
Cost income ratio	c.60%	58.2%
CET1 Basel IV target	13.5%	Around 14%
Dividend pay-out	50%	0.60 interim dividend

- Strong YTD results
- Improved Net Interest Income
- Costs remain under control
- Solid credit quality
- Strong capital position

# Additional slides profile

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# Setup around client segments, supporting strategy execution

## Personal & Business Banking



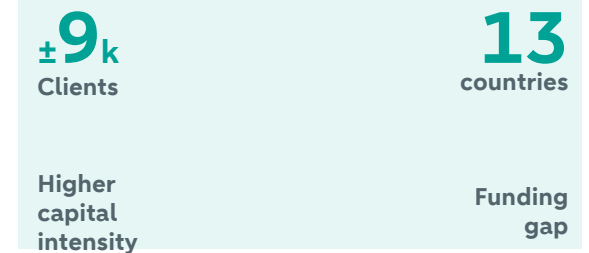
- **Top 3** player in NL. Prime bank for c.1/5 of Dutch population
- **#2** in new mortgage production and **#2** in Dutch savings <sup>1)</sup>
- **Extensive digital channel offering** incl. signing & onboarding used by vast majority of clients
- **Broad/full range** of retail **products** and **services**
- **Convenient** daily banking, **expertise** when it matters

## Wealth Management



- Focus on **onshore** in **NW Europe**
- **Leading** in the Netherlands, **#3** in Germany, **#4** in France and **#8** in Belgium
- Acquisition of Hauck Aufhäuser Lampe, creating of leading private bank in Germany
- **Fully integrated** Wealth management advice and a full array of services
- Delivering **expertise** with tailored solutions
- Modern **open architecture** model

## Corporate Banking

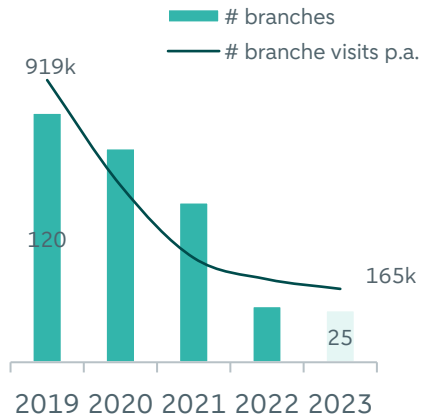


- **Leading player** in NL, **sector-based** expertise leveraged to **NW Europe**
- **Leading** global player **Clearing**
- **Full product offering**, led by lending & supported by Capital Markets, Clearing, Asset Based Financing, Corporate Finance & Transaction Banking
- **Entrepreneur & Enterprise service concept** for business and wealthy clients

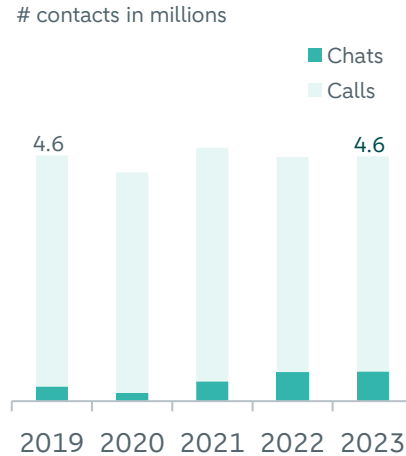
1) Including Wealth Management in the Netherlands

# 25 Dutch retail branches reflect successful transition to ‘digital first’

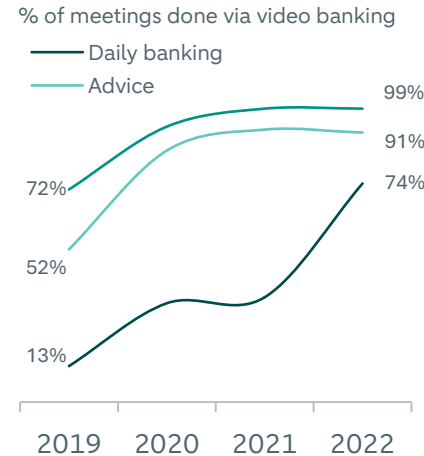
## Branches & visits



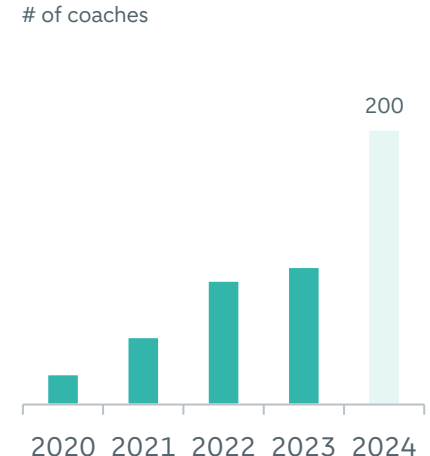
## Customer care



## Video banking



## Help with banking advisers



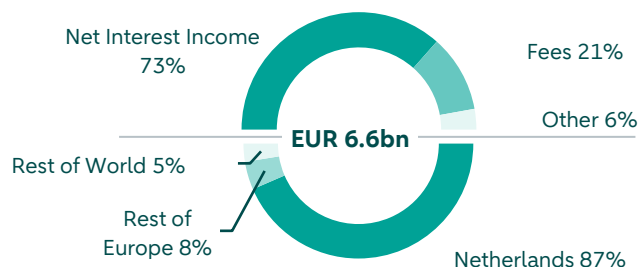
## Personal bank in the digital age

- Extensive mobile/online functionality (including digital signing and onboarding) used by vast majority of clients
- Personal contact is available through Customer Care, video banking, financial care coaches and branches
- Customer Care is the first point of referral if clients need help or don't know how to use mobile/online
- Video banking is our primary channel to get in touch with our specialists
- 'Help with Banking' advisers; dedicated person assisting mainly elderly with their daily banking (also visiting clients at home)
- Strong decline in branch visits as clients now use our other channels, enabling reduction down to 25 branches

# NII largely Dutch based and Dutch state divestment process

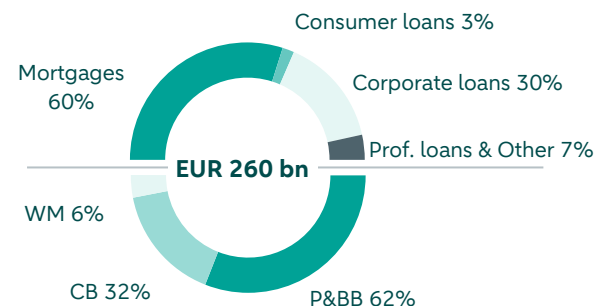
## Large share of Dutch recurring income

Split of operating income (YTD 2024)



## Majority of loans in Dutch residential mortgages

Split of client loans (YTD 2024)



## Dutch state divestment process

- IPO, 23%                      17.75 p.s., Nov 2015
- 2nd placing, 7%              20.40 p.s., Nov 2016
- 3rd placing, 7%                22.75 p.s., Jun 2017
- 4th placing, 7%                23.50 p.s., Sep 2017
- Dribble-out, 6.5%            15.65 p.s., Feb-Oct 2023
- Dribble-out, 9%                15.03 p.s., Dec-Sep 2024
- Programme announced to reduce stake NLF to c.30%, started Oct 2024

- Shares outstanding                      833m
- Free float <sup>1)</sup>                                >60%
- Avg. daily traded shares <sup>2)</sup>            2.4m (Q3 2024)

1) Based on the AFM register of 7 November 2024

2) Euronext Amsterdam



# Conservatively managed and hedged balance sheet

Total assets EUR 404bn (30 September 2024)



- Well diversified loan book with strong focus on collateralised lending
- Loan portfolio matches customer deposits further supported by long-term debt and equity
- Diversified and stable funding profile with limited reliance on short-term debt
- Full balance sheet interest rate risk hedged using swaps
- Limited market risk and trading portfolios
- Bonds in financial investments are measured at Fair Value through Other Comprehensive Income

# Banking for better, for generations to come

## Strong foundation

- Leading Dutch bank with strong brand and attractive market positions in NL and NW Europe
- Long-term client relationships build on trust, supported by expertise
- Ahead of the curve in digital for broad client base in resilient economy
- Committed to cost discipline
- Through The Cycle Cost of Risk of 15-20bps
- Strong capital position & committed to capital return

## Vision

- A personal bank in the digital age, serving clients where we have scale in NL and NW Europe
- First choice partner in sustainability
- Simple, future proof bank; digital first and highly simplified operating model
- Strict risk focus; culture and license to grow are clear priorities
- Committed to deliver on targets and attractive distributions for shareholders



### Customer experience

A personal bank in the digital age, for the resourceful and ambitious



### Sustainability

Distinctive expertise in supporting clients' transition to sustainability



### Future proof bank

Enhance client service, compliance and efficiency

## Targets 2026

ROE  
9-10% <sup>1)</sup>

Cost income ratio  
c.60%

CET1 Basel IV target  
13.5%

Dividend pay-out  
50%

1) Based on 13.5% CET1 Basel IV target

# Personal bank in the digital age, engraining customer experience

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## Convenience

Full digital self-service thru end-to-end digitalisation

One channel with seamless interaction

Partnerships with platforms and intermediaries



**Personal through digital**

## Expertise

Tailored solutions embedding expertise

Sector specific and sustainability expertise

Video banking enhanced with personal interaction



**Personal in expertise**

# First choice partner in sustainability

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- Sustainability as a differentiator, clear client needs
- Attracting target clients across segments
- Make use of beneficial partnerships
- Lead by example



## Focus areas to support clients in their transition

### Climate change

- More demand sustainable investments & financing
- Leverage financing expertise to expand into NW-EU
- Selected investment to enhance expertise

### Circular economy

- Early mover advantage and ABN AMRO platform
- Create market interest; connect circular (SME) entrepreneurs with mid-size and large corporates

### Social impact

- Equality, financial resilience & financial inclusion
- Frontrunner Human Rights
- Leverage to build brand value in focus segments

# Sustainability embedded in everything we do

## Purpose

- Long term value creation for all stakeholders through integrated thinking
- Group sustainability a CEO responsibility
- Lead by example
- Code of conduct, including customer care, workplace culture and ethics
- Diverse workforce and invest in employees, e.g. Circl Academy
- Embedded in remuneration policy and principles
- Focus on (emerging) themes
  - Biodiversity
  - Climate risk in capital allocation

## Strategy

- Sustainability propositions for our clients
- Attracting target clients across segments, based on clear client needs
- Focus on climate, circular economy and social impact
- Climate Strategy to support transition to Net Zero in 2050
- Transition bank, also striving for just transition that is socially inclusive
- Distinctive experience of sectors, products and technology
- Key innovation theme
- Strong interest in sustainable and impact investing

## Regulation & governance

- Sustainability risk policy; building on an existing ESG risk framework
- Lending, investment, procurement and product development policies
- Continuous review, client engagement and individual financing
- Group Sustainability Committee advises ExBo on client, risk & regulation
- Task force new regulation
- Global frontrunner integrated reporting; pioneer human rights & impact reporting
- Extensive reporting on carbon emissions from clients (scope 3)



Score 68



Rating A



Score 21.4



Rating B

# Climate commitment supporting a net zero economy by 2050

## Net Zero

- Joined Net Zero Banking Alliance in 2022
- Strong commitment to align to a net zero trajectory by 2050 or earlier
- 2030 intermediate targets set for seven key sectors, constituting the largest part of our loan book and carbon-intensive portfolios



Key sectors	Exposure <sup>1)</sup> bn	Metrics	Baseline year value	2030 interim target
1. Residential Mortgages	150.8	Physical intensity: kgCO <sub>2</sub> /m <sup>2</sup>	27.6 (2021)	18.3
2. Commercial Real Estate	12.5	Physical intensity: kgCO <sub>2</sub> /m <sup>2</sup>	66.7 (2021)	35.7
3. Power Generation	1.3	Convergence target: kgCO <sub>2</sub> /MWh	17.6 (2021)	<188 <sup>2)</sup>
4. Oil and Gas Upstream	0.4	Committed financing: bn	1.3 (2021)	1.0
5. Shipping	3.6	Alignment delta (%). Based on AER in gCO <sub>2</sub> /DWT nautical miles	2.6% (2021)	0% <sup>3)</sup>
6. Inland Shipping	0.3	Physical intensity: gCO <sub>2</sub> e/tkm	25.8 (2023)	18.3
7. Agriculture	3.9	Absolute financed mtCO <sub>2</sub> e	2.0 (2022)	1.4
8. Trucks	0.4	Physical intensity: gCO <sub>2</sub> /tkm	81.5 (2023)	61.1
9. Vans	0.1	Physical intensity: gCO <sub>2</sub> /vkm	224.7 (2023)	141.0

1) Gross Carrying Amount at YE2023

2) Our current power generation lending portfolio is predominantly renewables. We intend to grow our European portfolio also with utilities and independent power producers as we assist our clients in the decarbonisation of their business models.

3) Target is to be fully aligned with IMO 4 trajectory – Implied intensity target: -5.2 gCO<sub>2</sub>/DWTnm (-24%)

# Additional slides financials

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## Continued strong result in Q3

EUR m	Q3 2024	Q2 2024	Δ vs Q2 2024	Q3 2023	Δ vs Q3 2023
Net interest income	1,638	1,608	2%	1,533	7%
Net fee and commission income	478	462	3%	442	8%
Other operating income	137	100	37%	237	-42%
<b>Operating income</b>	<b>2,253</b>	<b>2,171</b>	<b>4%</b>	<b>2,211</b>	<b>2%</b>
<b>Operating expenses</b>	<b>1,334</b>	<b>1,263</b>	<b>6%</b>	<b>1,228</b>	<b>9%</b>
- Underlying expenses	1,334	1,263	6%	1,185	13%
- Underlying excl. reg. levies	1,327	1,255	6%	1,193	11%
<b>Operating result</b>	<b>920</b>	<b>908</b>	<b>1%</b>	<b>983</b>	<b>-6%</b>
Impairment charges	-29	-4		-21	35%
Income tax expenses	259	271	-4%	246	5%
<b>Profit</b>	<b>690</b>	<b>642</b>	<b>7%</b>	<b>759</b>	<b>-9%</b>
Client loans (end of period, bn)	241.7	240.3	1.5	240.4	1.3
Client deposits (end of period, bn)	224.5	224.2	0.3	223.7	0.8

1) Underlying is excluding disclosed incidentals, for details see slides on net interest income and costs



# Personal & Business Banking – strong leading position in NL

## Key features

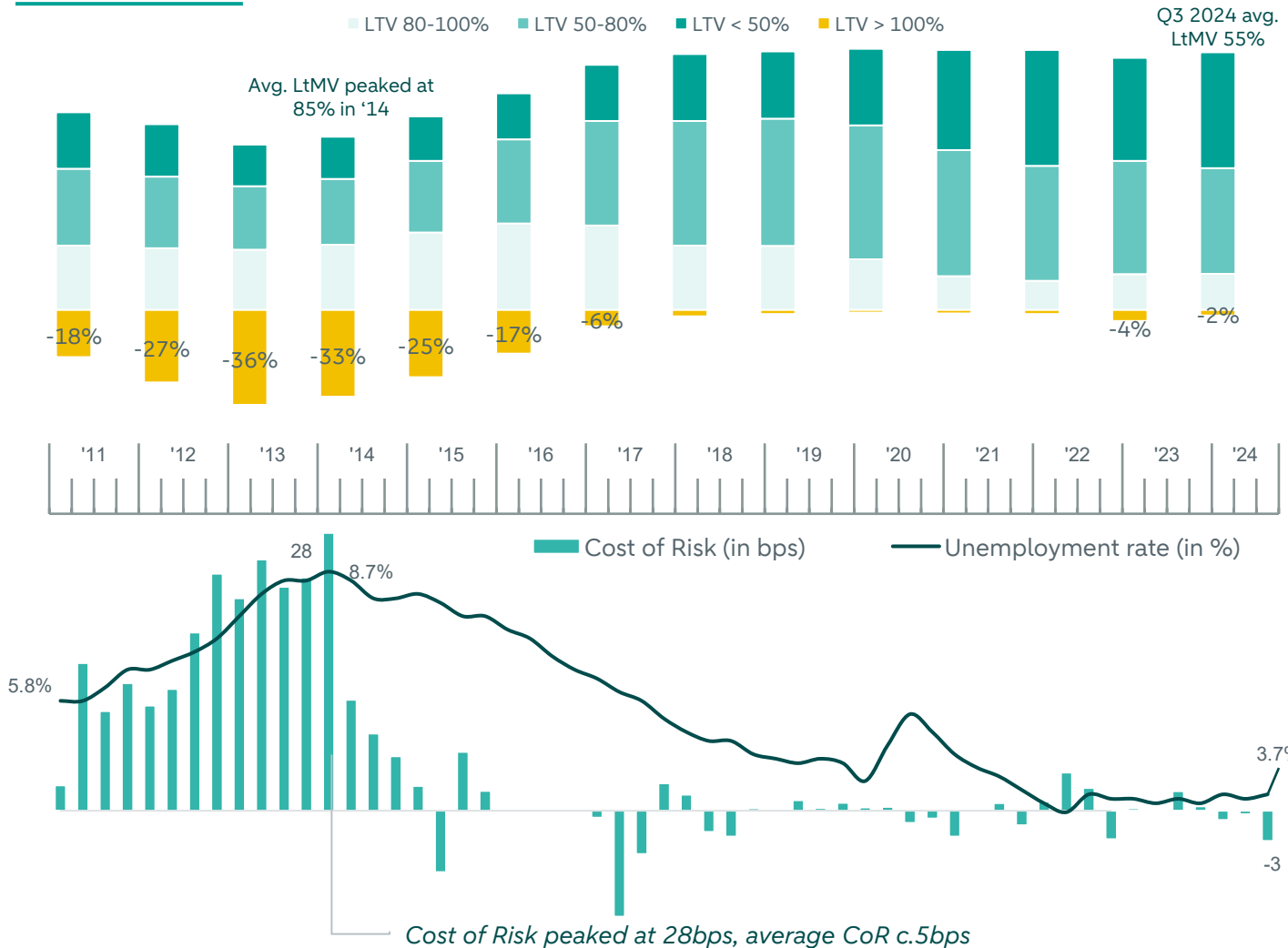
- Focus on the Netherlands with a top 3 position
- c.5.2m Dutch retail clients and primary bank for c.1/5 of population
- 350k Dutch SME clients (turnover <25m), including the self-employed
- Extensive digital channel offering incl. signing & onboarding used by vast majority of clients
- Broad/full range of retail products and services
- Convenient daily banking, expertise when it matters

## Strategic priorities going forward

- Growth in number of clients with focus on affluent. next generation (incl. students) & SMEs (incl. self-employed)
- Leverage on lifelong client relationships by actively approaching clients in all client phases with relevant products & services
- Digital as primary channel and personal interaction when it matters – further personalise the digital client journey
- Leverage on consistent & fast mid-office in mortgages and remain reliable partner for intermediaries
- Lending growth to support clients' sustainability transition & reduce carbon intensity of the c.153bn mortgage portfolio

EUR m	YTD 2024	YTD 2023
Net interest income	2,462	2,473
Net fee and commission income	445	412
Other operating income	46	70
<b>Operating income</b>	<b>2,953</b>	<b>2,955</b>
<b>Operating expenses</b>	<b>1,758</b>	<b>1,851</b>
<b>Operating result</b>	<b>1,195</b>	<b>1,103</b>
Impairment charges	-92	-48
Income tax expenses	331	284
<b>Profit</b>	<b>956</b>	<b>866</b>
Contribution group operating income	44.6%	44.9%
Cost/income ratio	59.5%	62.7%
Cost of risk (in bps)	-7	-3
ROE	24.3%	22.1%
EUR bn	<b>Sep 2024</b>	<b>YE2023</b>
Client lending	160.7	157.4
Client deposits	124.6	124.4
Client assets	104.6	102.1
RWA	38.3	39.1
FTEs (#)	4,380	4,551

# Mortgage portfolio significantly more resilient versus previous downturn



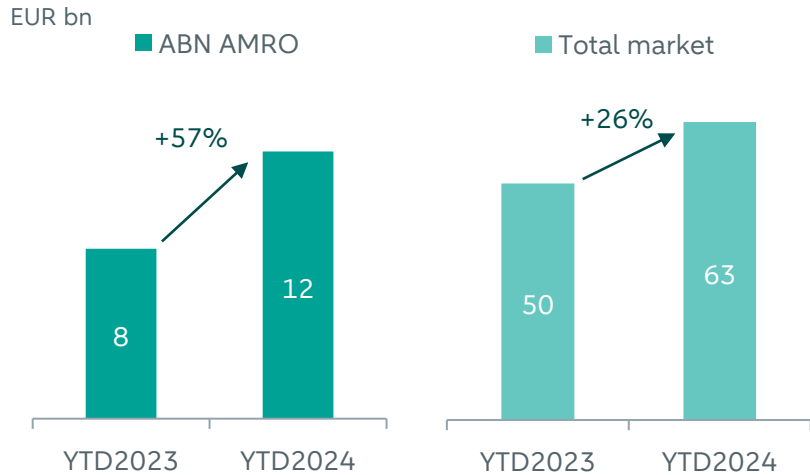
- Mortgage losses mainly materialise from combination of negative equity and unemployment
- In 2013, following a 20% house price decline, over 1/3 of mortgages had negative equity <sup>1)</sup>
- Today, a 20% house price decline would lead to 14% additional mortgages with negative equity <sup>1)</sup>
- Unemployment rate was c.9% in 2013 versus c.4% expected for 2024 <sup>2)</sup>

1) Mortgage with an LTV > 100%

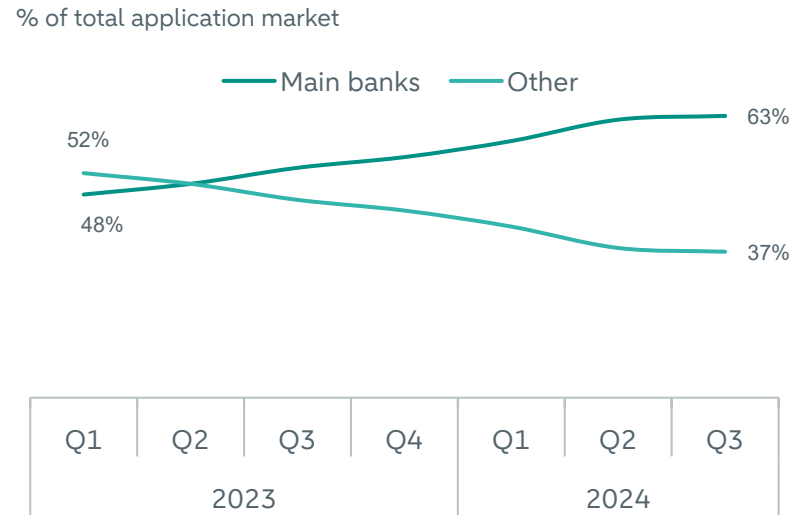
2) Sources: ABN AMRO Group Economics forecast of 16/07/2024 and CBS (Statistics Netherlands)

# ABN AMRO outperformer in new mortgage production

## ABN AMRO outperformer in new production <sup>1)</sup>



## Mortgage market dynamics changing <sup>1)</sup>



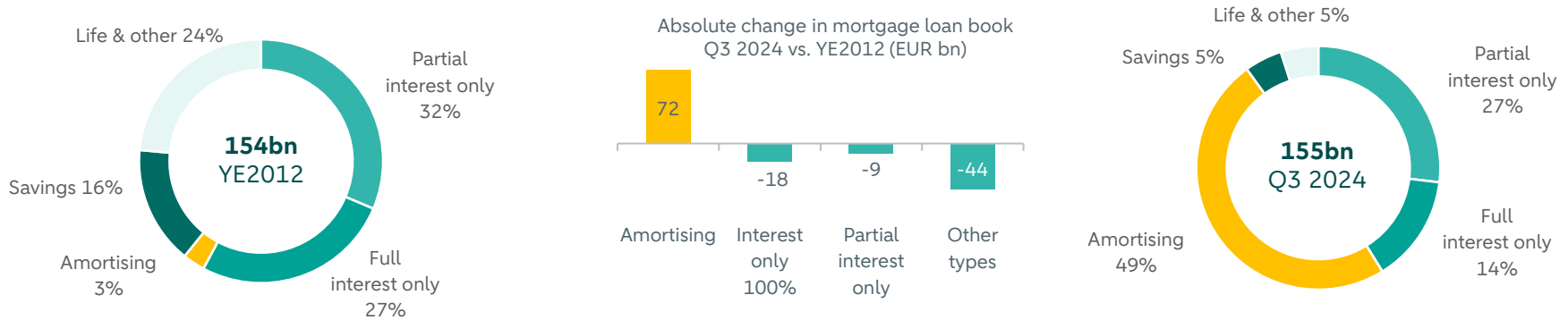
- ABN AMRO outperformer in new mortgage production with a 57% increase Y-o-Y versus 26% for total new mortgage production. Year-to-date market leader with a market share of 19%
- Strong recovery in house prices with a growing share of first-time buyers, has contributed to strong volume growth in mortgage market
- Outlook on housing market positive resulting in upward revision of forecast <sup>2)</sup>:
  - expected number of transactions increased to 12% from 10% in 2024 and 7% from 5% in 2025
  - house prices expected to increase by 8.5% from 7.5% in 2024 and kept constant at 2.5% in 2025
- Main banks have majority of market share in mortgage application market since the beginning of 2023, with currently 63%

<sup>1)</sup> Source new production & market applications = Hypotheken Data Network (HDN); main banks are ABN AMRO, ING, Rabobank & Volksbank. New production is excluding bridge loans

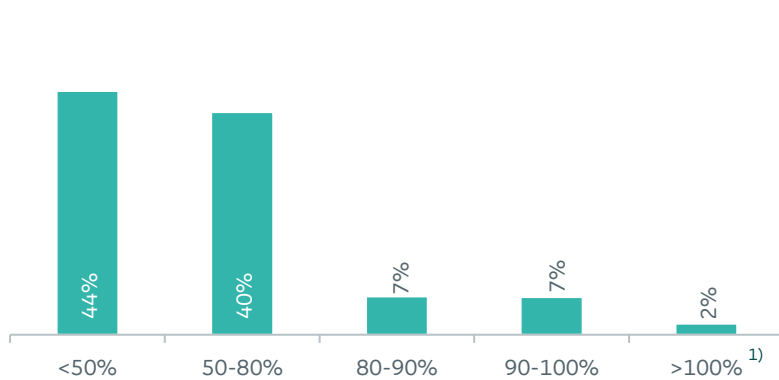
<sup>2)</sup> Group economics forecast of 15 October 2024

# Overview ABN AMRO mortgage portfolio as of Q3 2024

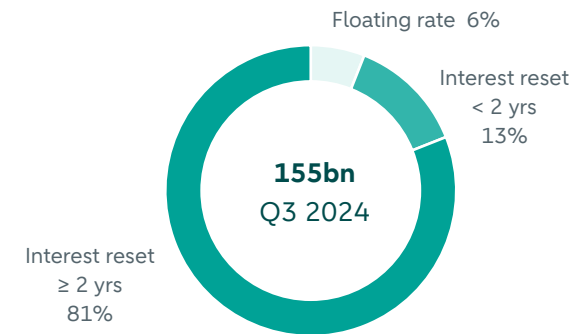
## Mortgage book composition changing towards amortising products <sup>1)</sup>



## Q3 2024 average indexed LtMV at 55%



## Composition mortgage book – interest reset



<sup>1)</sup> Partly reflecting mortgages with a LtMV >100% which relates to sustainable home improvements and constitutes the only exception for new mortgages financed with a LtMV >100%

# Wealth Management – profitable growth in onshore countries NW Europe

## Key features

- Focus on onshore NW Europe; c.100k clients
- Leveraging scale across countries supported strong local brands
- Market leader in NL, #3 Germany, #4 France & #8 Belgium
- Fully integrated Wealth management advice and a full array of services
- Delivering expertise with tailored solutions
- Modern open architecture model

## Strategic priorities going forward

- Pursuing profitable growth and scale in NW Europe
- More focus on next generation clients to support client growth and avoid attrition
- Rejuvenation of product and service offering to reflect changing client needs
- Digital & process optimisation to increase commercial time of relationship managers
- More usage of digital & data to support relationship manager in a more personal client approach

EUR m	YTD 2024	YTD 2023
Net interest income	710	749
Net fee and commission income	471	439
Other operating income	-9	23
<b>Operating income</b>	<b>1,172</b>	<b>1,210</b>
<b>Operating expenses</b>	<b>801</b>	<b>756</b>
<b>Operating result</b>	<b>371</b>	<b>455</b>
Impairment charges	11	-12
Income tax expenses	106	123
<b>Profit</b>	<b>253</b>	<b>344</b>
Contribution group operating income	17.7%	18.4%
Cost/income ratio	68.4%	62.4%
Cost of risk (in bps)	10	-9
ROE	18.9%	28.2%
EUR bn	<b>Sep 2024</b>	<b>YE 2023</b>
Client lending	16.2	16.6
Client deposits	64.0	66.2
Client assets	238.0	215.6
- of which Cash	64.2	66.6
- of which Securities <sup>1)</sup>	173.8	149.1
NNA (for the period)	-18.7	2.2
RWA	12.6	11.2
FTEs (#)	3,133	2,931

1) Of which custody 48.8bn YTD2024 and 35.2bn YE2023

# Acquisition of Hauck Aufhäuser Lampe (HAL) - key financials

- With the acquisition of HAL, ABN AMRO is strategically expanding in Northwest Europe in wealth management and corporate banking in line with its strategy
- Strong strategic rationale, rare opportunity to add significant scale to our German activities
- Combination of HAL and Bethmann Bank strengthens our position of third largest provider of wealth management in Germany
- HAL will add c.26bn AuM, bringing total AuM in Germany to c.70bn
- For ABN AMRO, Germany to become our second largest market
- Price paid only 1x book, without paying for synergies; synergy potential is what makes this deal attractive
- Impact on CET1 ratio c.45bps (Basel III and Basel IV)
- Closing expected in H1 2025

## Consolidated financials (incl. Fund Admin/ManCo) <sup>1)</sup>

EUR m	2023	2022
Net interest income	143	96
Net commission income	258	266
Administrative expenses	314	313
Net pre-tax profit	113	94
<b>Net after-tax profit</b>	<b>83</b>	<b>85</b>
- <i>Cost/Income ratio</i>	<i>71.6%</i>	<i>75.0%</i>
- <i>ROE</i>	<i>13.3%</i>	<i>14.7%</i>
- <i>CET1 ratio</i>	<i>19.0%</i>	<i>15.5%</i>
- <i>Leverage Ratio</i>	<i>4.8%</i>	<i>4.5%</i>
Assets	11,777	11,767
Risk Weighted Assets	3,233	3,676
Balance sheet equity	708	665
Balance sheet own funds (CRR)	622	576
Employees (average #)	1,514	1,453
<b>Net profit excl. Fund Admin/ManCo <sup>2)</sup></b>	<b>2023</b>	<b>2022</b>
Net pre-tax profit	93	72
<b>Net after-tax profit</b>	<b>68</b>	<b>67</b>

1) Source: HAL, figures on HGB basis

2) Source: Fosun International, unaudited. Acquisition excludes Fund Admin/ManCo business under HAL's Asset Servicing line, which will remain under the seller's ownership

# Corporate Banking – leading position in NL, expertise leveraged abroad

## Key features

- Leading player in the Netherlands
- Sector-based expertise leveraged to NW Europe
- Leading global player in Clearing
- Servicing c.9k clients with a turnover >25m
- Full product offering. led by lending & supported by Capital Markets, Clearing, Asset Based Financing, Corporate Finance and Transaction Banking

## Strategic priorities going forward

- Leverage on scale. expertise and platform to sustainably grow in NW Europe
- Focused and controlled growth within risk parameters around transition themes (Digital, Energy, Mobility)
- Increase fee driven income via enhanced commercial effectiveness
- Leverage on Wealth feeder channel & efficient markets platform
- Executing on our Climate Strategy to enhance client transition
- Improve efficiency in IT operations and explore implementation of partnerships

EUR m	YTD 2024	YTD 2023
Net interest income	1,742	1,621
Net fee and commission income	511	503
Other operating income	284	386
<b>Operating income</b>	<b>2,537</b>	<b>2,510</b>
<b>Operating expenses</b>	<b>1,253</b>	<b>1,191</b>
<b>Operating result</b>	<b>1,283</b>	<b>1,319</b>
Impairment charges	53	-16
Income tax expenses	309	314
<b>Profit</b>	<b>922</b>	<b>1,021</b>
Contribution group operating income	38.3%	38.2%
Cost/income ratio	49.4%	47.4%
Cost of risk (in bps)	5	2
ROE	10.3%	13.3%
EUR bn	<b>Sep 2024</b>	<b>YE 2023</b>
Client lending	64.6	63.3
Client deposits	33.6	38.4
Professional lending	18.9	15.4
Professional deposits	20.5	19.6
RWA	91.9	79.8
FTEs (#)	3,836	3,851

# Financial developments Group functions

## Key features

- Group functions supports and controls the business
- Through various disciplines:
  - Finance incl. ALM & Treasury
  - Risk Management & Compliance
  - Innovation & Technology
  - Human Resources
  - Group Audit
  - Legal & Corporate Office
  - Sustainability Centre of Excellence
  - Strategy & Innovation
  - Brand Marketing & Communications

EUR m	YTD 2024	YTD 2023
Net interest income	-78	-68
Net fee and commission income	-17	-24
Other operating income	54	-7
<b>Operating income</b>	<b>-41</b>	<b>-98</b>
<b>Operating expenses</b>	<b>40</b>	<b>-27</b>
<b>Operating result</b>	<b>-82</b>	<b>-71</b>
Impairment charges	-2	0
Income tax expenses	46	8
<b>Profit</b>	<b>-126</b>	<b>-80</b>
EUR bn	Sep 2024	YE 2023
Loans & Receivables Customers	-4.4	-5.2
Due to customers	16.6	11.5
RWA	3.3	10.0
FTEs (#)	10,112	9,539



# Additional slides risk

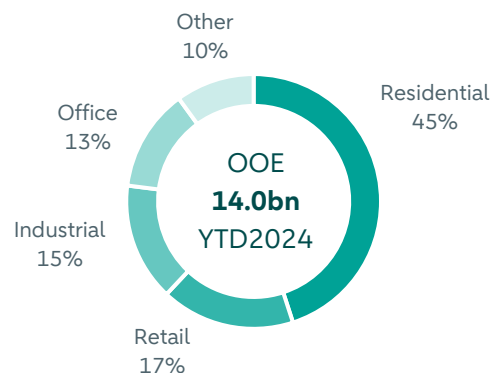
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# Robust Commercial Real Estate Portfolio <sup>1)</sup>

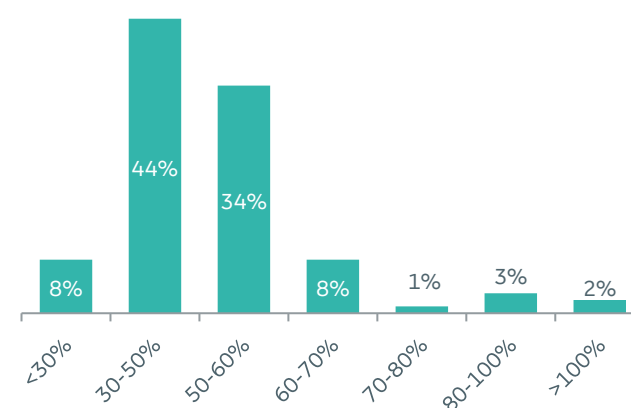
## Object type



## Asset type <sup>2)</sup>



## LTV distribution



- In Q3 One Obligor Exposure (OOE) was 14.0bn of which 84% in investment properties
- Market conditions are still challenging, but stabilizing due to lower interest rates, increasing residential real estate prices and increasing rental income on the back of inflation corrections
- Our Economic Buro improved their outlook for CRE prices to -1.5% in 2024 (from -3.5%), thereafter they expect CRE prices to increase
- A recent deep dive showed that our CRE portfolio remains robust and resilient to market deterioration
- Conservative underwriting: CRE policy in general LTV-threshold of 70%, currently around 94% of OOE has an LTV below 70%
- Around 90% of OOE is financed to clients with UCR 4- (sub-investment grade) or better <sup>3)</sup>

1) YTD2024 figures representing Dutch CRE. International CRE portfolio c.0.9bn, largely investment CRE. The exposure relates to loans aimed at acquiring CRE property or secured by CRE property, either existing or under development or renovation. It excludes social housing, property owned by end-users, buy-to-let housing <2m and unsecured general purpose lending

2) Other asset types largely consists of hotels, cafes/restaurants, land and parking

3) Please see Integrated Annual report for mapping internal Uniform Counterparty Rating (UCR) to external credit ratings

# Diversified corporate loan book with limited stage 3 loans

End of period, EUR bn	Stage 1 exposure	Δ vs Q2 2024	Stage 2 exposure	Δ vs Q2 2024	Stage 3 exposure	Δ vs Q2 2024	Total exposure	Δ vs Q2 2024	Stage 3 coverage ratio
Financial Services	22.6	4.0	0.6	-0.4	0.2	-	23.3	3.6	53%
Industrial Goods & Services	13.1	-0.1	2.0	-0.1	0.4	-	15.4	-0.3	27%
Real Estate	13.1	0.1	1.5	-	0.3	-	15.0	0.1	23%
Food and Beverage	8.0	0.1	1.3	-0.1	0.6	-	9.9	-0.1	10%
Non-food Retail	3.1	-	0.9	-	0.3	-	4.3	-	33%
Health Care	2.7	-0.1	0.4	0.1	0.2	-	3.3	-0.1	14%
Construction & Materials	2.5	0.1	0.4	0.1	0.3	-	3.2	0.2	40%
Telecommunications	3.1	0.2	-	-	-	-	3.1	0.2	75%
Travel and leisure	2.5	0.2	0.5	-0.2	0.1	-	3.1	-	24%
Utilities	2.7	0.2	0.2	-0.2	0.2	-	3.0	0.1	22%
Technology	2.5	0.1	0.3	-	0.2	-	3.0	0.2	21%
Automobiles & Parts	2.1	0.2	0.1	-	0.1	-	2.3	0.3	23%
Oil and Gas	1.4	-0.3	-	-	0.1	-	1.5	-0.3	42%
Others	2.7	-0.2	0.8	-0.2	0.3	-	3.9	-0.4	0%
<b>Total</b>	<b>82.1</b>	<b>4.4</b>	<b>9.0</b>	<b>-1.0</b>	<b>3.3</b>	<b>-</b>	<b>94.4</b>	<b>3.4</b>	<b>25%</b>

# Macroeconomic scenarios to calculate credit losses <sup>1)</sup>

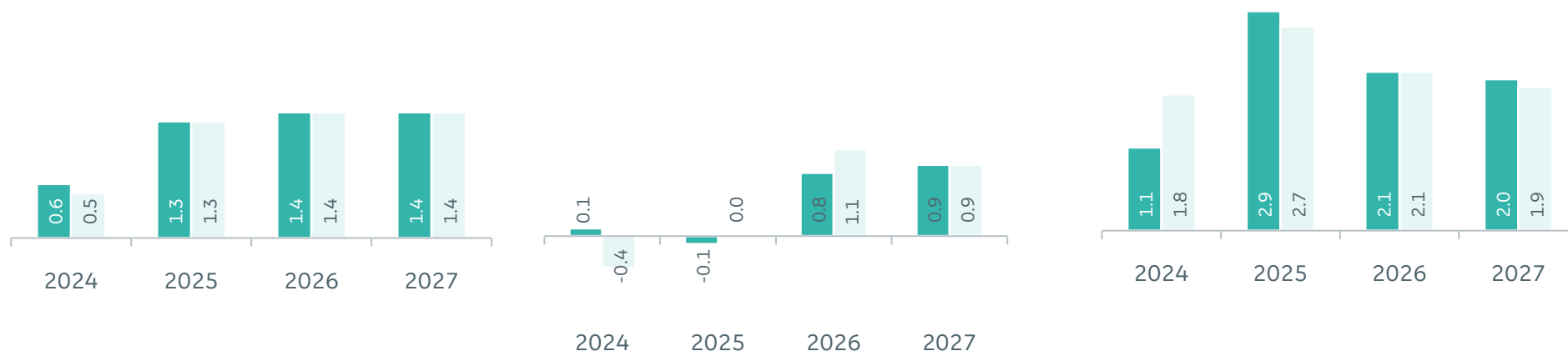
GDP growth NL

**Baseline - 60%**

**Negative - 25%**

**Positive - 15%**

■ Q3 2024 ■ Q2 2024



- In baseline, growth is set to remain positive, but weak over the course of 2024. Weakness in external demand will fade on back of moderate eurozone growth and bottoming out of global trade and industry. Key driver of Dutch growth will be domestic demand: government contributes via expansive fiscal policy and households spending benefits from declining inflation, elevated wage growth, a tight labour market and government measures supporting purchasing power
- In negative, a resurgence of supply bottlenecks reflecting geopolitical risks is assumed, causing new pressure on headline inflation. ECB will initially hike its policy rates further, but due to the growth shock, policy rates will be cut sharper than in the base case
- In positive, the Dutch economy shows resilience despite geopolitical uncertainty and higher for longer interest rates. This means higher GDP growth, a tighter labour market, higher wage growth and suppressed bankruptcies

<sup>1)</sup> Group Economics scenarios per September 2024 used for Q3 2024 and per May 2024 used for Q2 2024

# Additional slides capital, liquidity & funding

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# CET1 capital ratio increased from strong results and lower RWA

- Well capitalised with a Basel III CET1 ratio of 14.1%, Basel IV CET1 around 14%
- The amount of CET1 capital increased slightly to 20.3bn, mainly driven by addition of net profit after deduction of AT1 coupons and 50% dividend reservation
- MREL ratio increased to 31.4% and excludes 1.4bn of grandfathered eligible Senior Preferred <sup>1)</sup>
- Leverage ratio remained well above the minimum regulatory requirement of 3.0%

EUR m	Q3 2024	Q2 2024
<b>Total Equity (IFRS)</b>	<b>25,810</b>	<b>24,995</b>
Regulatory adjustments	-5,861	-4,789
- o/w IRB provision shortfall	-375	-281
<b>Common Equity Tier 1</b>	<b>20,314</b>	<b>20,206</b>
Capital securities (AT1)	3,474	2,730
Regulatory adjustments	0	-2
<b>Tier 1 capital</b>	<b>23,787</b>	<b>22,934</b>
Subordinated liabilities	6,383	5,608
Regulatory adjustments	-1,739	-1,531
<b>Total capital</b>	<b>28,432</b>	<b>27,011</b>
<b>Total MREL</b>	<b>45,138</b>	<b>44,923</b>
<b>Total RWA</b>	<b>143,822</b>	<b>146,348</b>
Credit risk	125,729	127,536
Operational risk	15,977	15,977
Market risk	2,117	2,835
Basel III CET1 ratio	<b>14.1%</b>	13.8%
Basel IV CET1 ratio	<b>c.14%</b>	c.14%
Leverage ratio	<b>5.5%</b>	5.3%
MREL ratio <sup>2)</sup>	<b>31.4%</b>	30.7%

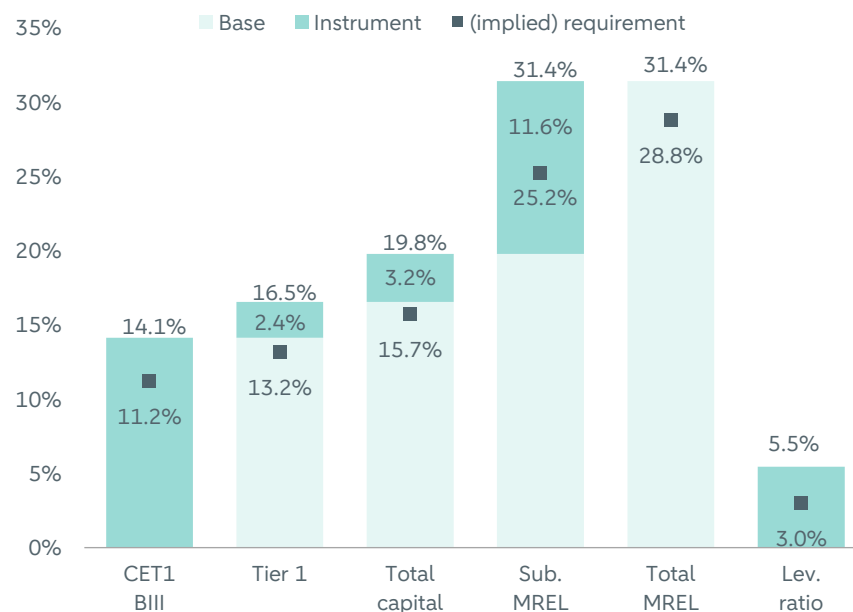
1) Total MREL excludes c.1.4bn of grandfathered eligible senior preferred instruments outstanding at Q3 2024. Snr Preferred (SP) issued before Jun 2019 with a >1yr remaining maturity is eligible for total MREL. MREL eligibility requires art. 72b CRR compliancy

# Strong capital position complemented by loss absorbing buffers

## Strong loss absorbing buffers in place

- The Q3 capital ratios are on a pro-forma basis including 50% of net profit following new prudential expectations by the ECB
- Basel III CET1 ratio well above SREP, resulting in 2.9%/4.2bn MDA buffer <sup>1)</sup>
- Based on capital requirements incl. CRD 104a <sup>1)</sup>
  - AT1 at 2.4%, resulting in a margin of 0.5%/0.7bn
  - T2 at 3.2%, resulting in a margin of 0.7%/1.8bn
- MREL at 31.4%, with 6.2%/8.9bn M-MDA buffer to subordinated MREL requirement and 2.6%/3.7bn M-MDA buffer to total MREL <sup>2)</sup>
- Total MREL excludes EUR c. 1.0%/1.4bn of eligible Senior Preferred
- Leverage ratio well above min. requirement of 3%
- Distributable Items at EUR 21.5bn at Q3

## All buffer requirements met (Q3 2024)



1. SREP: sum of 4.5% Pillar 1, 2.25% Pillar 2R (1.27% based on 104a), 1.25% OSII Buffer, 2.5% Capital Conservation Buffer (CCyB), 1.72% Countercyclical Capital Buffer. MDA = Maximum Distributable Amount. M-MDA = Maximum Distributable Amount related to MREL. Art. 104a CRD allows P2R to be with 1/4th of Tier 2, 3/16th of AT1 and the remainder by CET1  
 2. MREL requirement of 28.8%, o/w 25.2% should be subordinated. Preliminary MREL requirements for 2025 of 28.4%, o/w 22.2% should be subordinated

# Significant buffer with loss absorbing capacity

## Overview of instruments with loss absorbing capacity

Instrument	Issue date	Size (m)	Callable	Maturity	Coupon	ISIN	Eligibility		
							Own Funds	BRRD MREL	S&P ALAC Moody's LGF Fitch QJD
AT1	2020/06	EUR 1,000	22 Sep 2025	Perpetual	4.375	XS2131567138			
AT1	2017/09	EUR 1,000	22 Sep 2027	Perpetual	4.750	XS1693822634	✓	✓	✓
AT1	2024/02	EUR 750	22 Sep 2031	Perpetual	6.875	XS2774944008			
AT1	2024/09	EUR 750	22 Sep 2034	Perpetual	6.375	XS2893176862			
T2	2015/07	USD 1,500	-	28 Jul 2025	4.750	US00080QAF28 / XS1264600310			
T2	2016/04	USD 1,000	-	18 Apr 2026	4.800	US00084DAL47 / XS1392917784			
T2	2022/06	SGD 750	05 Jul 2027	05 Oct 2032	5.500	XS2498035455			
T2	2022/11	EUR 1,000	22 Nov 2027	22 Feb 2033	5.125	XS2558022591	✓	✓	✓
T2	2023/06	EUR 750	21 Jun 2028	21 Sep 2033	5.500	XS2637967139			
T2	2016/03	USD 300	-	08 Apr 2031	5.600	XS1385037558			
T2	2024/07	EUR 750	16 Jul 2031	16 Jul 2036	4.375	XS2859413341			
T2	2021/12	USD 1,000	13 Dec 2031	13 Mar 2037	3.324	US00084DAV29 / XS2415308761			
SNP	2020/05	EUR 1,250	-	28 May 2025	1.250	XS2180510732			
SNP	2023/10	USD 750	13 Oct 2025	13 Oct 2026	6.575	US00084EAG35 / US00084DBC39			
SNP	2021/06	USD 750	16 Jun 2026	16 Jun 2027	1.542	XS2353475713 / US00084DAU46			
SNP	2023/09	USD 1,250	18 Sep 2026	18 Sep 2027	6.339	US00084DBA72 / US00084EAE86			
SNP	2023/09	USD 500	18 Sep 2026	18 Sep 2027	FRN	US00084DBB55 / US00084EAF51			
SNP	2020/01	EUR 1,250	-	15 Jan 2027	0.600	XS2102283061			
SNP	2022/05	EUR 750	-	01 Jun 2027	2.375	XS2487054004			
SNP	2023/01	EUR 1,000	-	16 Jan 2028	4.000	XS2575971994			
SNP	2023/02	GBP 500	-	22 Feb 2028	5.125	XS2590262296			
SNP	2023/02	CHF 350	-	02 Mar 2028	2.625	CH1251030099	n/a	✓	✓
SNP	2023/04	EUR 1,250	-	20 Oct 2028	4.375	XS2613658710			
SNP	2021/12	USD 1,000	13 Dec 2028	13 Dec 2029	2.470	US00084DAW02 / XS2415400147			
SNP	2021/09	EUR 1,000	-	23 Sep 2029	0.500	XS2389343380			
SNP	2022/11	EUR 1,250	-	21 Feb 2030	4.250	XS2536941656			
SNP	2024/01	EUR 1,000	-	15 Jan 2032	3.875	XS2747610751			
SNP	2022/05	EUR 750	-	01 Jun 2032	3.000	XS2487054939			
SNP	2021/05	EUR 1,000	-	02 Jun 2033	1.000	XS2348638433			
SNP	2022/01	EUR 1,000	-	20 Jan 2034	1.250	XS2434787235			
SNP	2022/11	EUR 1,000	-	21 Nov 2034	4.500	XS2557084733			

## Additional AT1 disclosure

	Bank	Bank Solo Consolidated
Trigger level	7.0%	5.125%
CET1 ratio	14.1%	13.6%

Overview dated at the date of this presentation.

Benchmark deals only.

Excluding regulatory amortisation effects of T2 (over last 5yrs) and MREL (as of 12 months before final maturity date).

Note: senior preferred (SP) instruments issued before June 2019 or those complying with art 72b CRR are eligible liabilities for MREL. These SP instruments are currently not included in the reported MREL ratio.



# Recent wholesale funding benchmark transactions

Type <sup>1)</sup>	Size (m)	Tenor	Spread (coupon) <sup>2)</sup>	Pricing date	Issue date	Maturity date	ISIN
<b>2024YTD benchmarks</b>							
SP (Green)	EUR 750	7yrs	m/s+77 (3.000%)	24.09.'24	01.10.'24	01.10.'31	XS2910610364
SP (Green)	USD 300	5yrs	Sofr+	09.09.'24	24.09.'24	24.09.'29	XS2901891445
AT1	EUR 750	PNC10.0	m/s+390.2 (6.375%)	02.09.'24	09.09.'24	Perpetual	XS2893176862
CB	EUR 1,250	3yrs	m/s+13 (2.625%)	21.08.'24	30.08.'24	30.08.'27	XS2889321589
T2	EUR 750	12.0NC7.0	m/s+163 (4.375%)	09.07.'24	16.07.'24	16.07.'36	XS2859413341
AT1	EUR 750	PNC7.5	m/s+423.9 (6.875%)	26.02.'24	04.03.'24	Perpetual	XS2774944008
SP	EUR 1,250	3yrs	3mE+60	09.01.'24	15.01.'24	15.01.'27	XS2747616105
SNP	EUR 1,000	8yrs	m/s+140 (3.875%)	09.01.'24	15.01.'24	15.01.'32	XS2747610751
<b>2023 benchmarks</b>							
SNP	USD 750	3.0NC2.0	UST+155 (6.575%)	05.10.'23	13.10.'23	13.10.'26	US00084DBC39
SP	EUR 500	2yrs	3mE+38	15.09.'23	22.09.'23	22.09.'25	XS2694034971
SNP	USD 1,250	4.0NC3.0	UST+165 (6.339%)	11.09.'23	18.09.'23	18.09.'27	US00084DBA72
SNP	USD 500	4.0NC3.0	Sofr+178	11.09.'23	18.09.'23	18.09.'27	US00084DBB55
T2	EUR 750	10.25NC5.0	m/s+245 (5.500%)	13.06.'23	21.06.'23	21.09.'33	XS2637967139
SP	EUR 1,000	3.5yrs	m/s+65 (3.875%)	13.06.'23	21.06.'23	21.12.'26	XS2637963146
SP (Green)	CHF 250	5yrs	m/s+65 (2.505%)	12.06.'23	26.06.'23	26.06.'28	CH1276269722
SP (Green)	CHF 200	2yrs	m/s+36 (2.300%)	12.06.'23	26.06.'23	26.06.'25	CH1273475421
SP (Green)	GBP 750	3yrs	UKT+160 (5.250%)	16.05.'23	26.05.'23	26.05.'26	XS2626254515
SP	EUR 1,500	2yrs	m/s+35 (3.750%)	13.04.'23	20.04.'23	20.04.'25	XS2613658470
SNP	EUR 1,250	5.5yrs	m/s+135 (4.375%)	13.04.'23	20.04.'23	20.10.'28	XS2613658710
SNP (Green)	CHF 350	5yrs	m/s+93 (2.625%)	16.02.'23	02.03.'23	02.03.'28	CH1251030099
SNP (Green)	GBP 500	5yrs	UKT+170 (5.125%)	15.02.'23	22.02.'23	22.02.'28	XS2590262296
SNP (Green)	EUR 1,000	5yrs	m/s+115 (4.000%)	09.01.'23	16.01.'23	16.01.'28	XS2575971994
SP	EUR 1,250	2yrs	3mE+35	03.01.'23	10.01.'23	10.01.'25	XS2573331837
<b>2022 benchmarks</b>							
T2	EUR 1,000	10.25NC5.0	m/s+245 (5.125%)	15.11.'22	22.11.'22	22.02.'33	XS2558022591
SNP	EUR 1,000	12yrs	m/s+165 (4.500%)	14.11.'22	21.11.'22	21.11.'34	XS2557084733
SNP (Green)	EUR 1,250	7.25yrs	m/s+145 (4.250%)	14.11.'22	21.11.'22	21.02.'30	XS2536941656
T2	SGD 750	10.25NC5.0	m/s+270.6 (5.500%)	28.06.'22	05.07.'22	05.10.'32	XS2498035455
SNP (Green)	EUR 750	5yrs	m/s+110 (2.375%)	24.05.'22	01.06.'22	01.06.'27	XS2487054004
SNP (Green)	EUR 750	10yrs	m/s+135 (3.000%)	24.05.'22	01.06.'22	01.06.'32	XS2487054939
CB	EUR 325	20yrs	m/s+0 (1.115%)	23.02.'22	03.03.'22	03.03.'42	XS2451767839
CB	EUR 1,000	15yrs	m/s+8 (0.625%)	17.01.'22	24.01.'22	24.01.'37	XS2435570895
SNP	EUR 1,000	12yrs	m/s+84 (1.250%)	13.01.'22	20.01.'22	20.01.'34	XS2434787235

## Notes

- Table provides overview of wholesale funding benchmark transactions not yet matured. AT1 = Additional Tier 1, CB = Covered Bond, SP = Unsecured Senior Preferred, SNP = Unsecured Senior Non-Preferred, T2 = Tier 2
- 3mE = 3 months Euribor, m/s = mid swaps, UKT= UK Treasuries, UST= US Treasuries

Wholesale funding in EUR bn					
	2020	2021	2022	2023	2024ytd
AT1	1.00	-	-	-	1.50
T2	-	0.89	1.52	0.75	0.75
SNP	2.50	3.50	4.80	5.65	1.00
SP	0.59	-	-	6.52	2.52
CB	2.00	1.50	1.71	0.55	1.25
<b>Issued</b>	<b>6.09</b>	<b>5.89</b>	<b>8.03</b>	<b>13.48</b>	<b>7.02</b>
o/w issued in:					
EUR	90%	59%	94%	65%	100%
GBP	10%	0%	0%	11%	0%
USD	0%	41%	0%	18%	4%
Other	0%	0%	6%	7%	0%

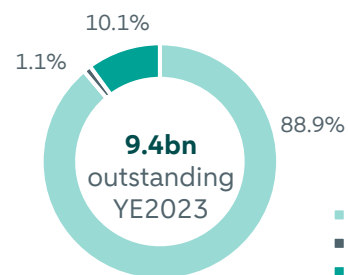
# First large Dutch bank active in Green bond issuance

## Green bond framework

- Since 2015 ABN AMRO issued green bonds with a focus on sustainable real estate and renewable energy
- Our green bonds enable investors to invest in
  - Energy efficiency through residential mortgages
  - Loans for solar panels on existing homes
  - Sustainable commercial real estate
  - Wind energy
- Green Bond Framework sets strict criteria for
  - Use of proceeds
  - Evaluation and selection of assets
  - Assurance on allocation of proceeds to green assets
  - External reporting
- Transparent impact reporting
- For more information and details go to the ABN AMRO website: [abnamro.com/greenbonds](https://abnamro.com/greenbonds)

## Use of Proceeds and bonds outstanding

Allocation of green proceeds (2023 Q4)



- Energy efficient residential mortgages
- Energy efficient commercial real estate
- Renewable energy - solar & wind

Instrument	Notional (m)	Coupon	Maturity	ISIN <sup>1)</sup>
SP	EUR 750	0.875	22.04.2025	XS1808739459
SP	CHF 200	2.300	26.06.2025	CH1273475421
SP	EUR 750	0.500	15.04.2026	XS1982037696
SP	GBP 750	5.250	26.05.2026	XS2626254515
SNP	EUR 750	2.375	01.06.2027	XS2487054004
SNP	EUR 1,000	4.000	16.01.2028	XS2575971994
SNP	GBP 500	5.125	22.02.2028	XS2590262296
SNP	CHF 350	2.625	02.03.2028	CH1251030099
SP	CHF 250	2.505	26.06.2028	CH1276269722
SNP	EUR 1,000	0.500	23.09.2029	XS2389343380
SP	USD 300	5.776	24.09.2029	XS2901891445
SNP	USD 1,000	2.470	13.12.2029	US00084DAW02
SNP	EUR 1,250	4.250	21.02.2030	XS2536941656
SP	EUR 750	3.000	01.10.2031	XS2910610364
SNP	EUR 750	3.000	01.06.2032	XS2487054939
<b>EUR 10.4bn</b>				

1) SP = Senior Preferred. SNP = Senior Non-Preferred. Each of these green bonds is part of the Bloomberg MSCI Global Green Bond Index

# Updated Green Bond Framework



## Key elements Green Bond Framework (GBF)

- Updated framework aligns with EU Green Bond Standard (EuGBS) - on best-efforts basis, incl. EU Taxonomy alignment - and ICMA Green Bond Principles 2021
- Applies to both existing and newly issued green bonds
- Going forward we will no longer use or rely on
  - Loans for energy efficiency upgrades and circular economy finance
  - Certification by the Climate Bonds Initiative, replaced by EU taxonomy alignment

## Rationale for the update

- Seek alignment with official EuGBS publication (Nov 23) and EU Taxonomy which defines green activities, levels of transparency, market best practices and supervision requirements for pre- and post-issuance reviews
- EuGBS has entered into force in Dec 2023. A formal "best-effort" review can only be obtained as from 21 Dec 2024 once external reviewers are ESMA accredited

## Key Framework Changes

Topic	Updated GBF	Previous GBF
Use of Proceeds	Allocation to: - Green Buildings - Renewable Energy	Allocation to: - Green Buildings - Renewable Energy - Circular Economy
EU Taxonomy Alignment	Yes - fully aligned on best efforts basis	Not in scope
EU Green Bond Standard (EuGBS)	Yes - fully aligned on best efforts basis	Not in scope
ICMA Green Bond Principles (GBP)	Aligned (2021)	Aligned (2017)
Eligible issuance format	Green bonds	Green bonds
SPO Provider	ISS Corporate Solutions	ISS Corporate Solutions
Update date	February 2024	April 2018

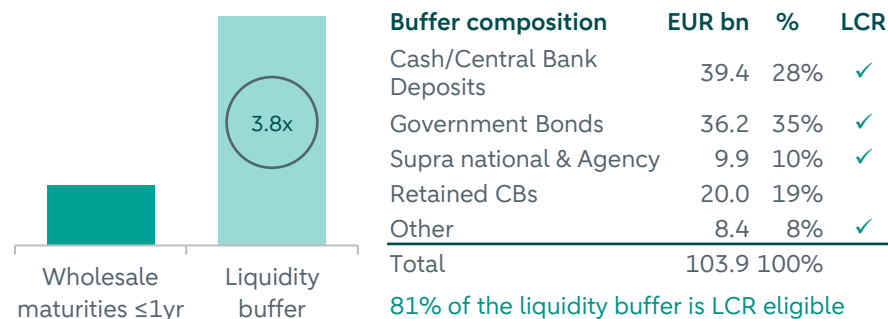
# Conservative liquidity risk profile

## Strong liquidity risk indicators

	Q3 2024	YE2023
LtD	99%	97%
LCR <sup>1)</sup>	139%	144%
NSFR	134%	140%
Survival period (moderate stress) <sup>2)</sup>	>6 months	>6 months
Available liquidity buffer	103.9bn	109.7bn

## Liquidity buffer composition

EUR bn, 30 Sep 2024



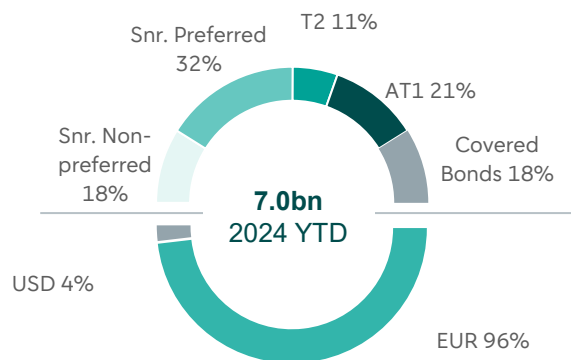
- Funding primarily through client deposits
- Strong liquidity profile (LCR and NSFR) with a survival period consistently above 6 months
- Liquidity buffer serves as safety cushion in case of severe liquidity stress
- Liquidity buffer is unencumbered and valued at liquidity value, regularly reviewed for size and stress and adherence to both external and internal requirements. Focus is on optimising composition and negative carry
- Bonds in the buffer are fully hedged against interest rate risk and measured at fair value through OCI

1) 12 month rolling average LCR

2) Survival period reflects the period the liquidity position is expected to remain positive in an internally developed (moderate) stress scenario. This scenario assumes wholesale funding markets to deteriorate and retail, private and corporate clients withdraw part of their deposits. The updated scenario assumes an increased amount of stress in a shorter amount of time. Updated insights and lessons learned from the financial market turmoil in the first half of year of 2023 have been incorporated.

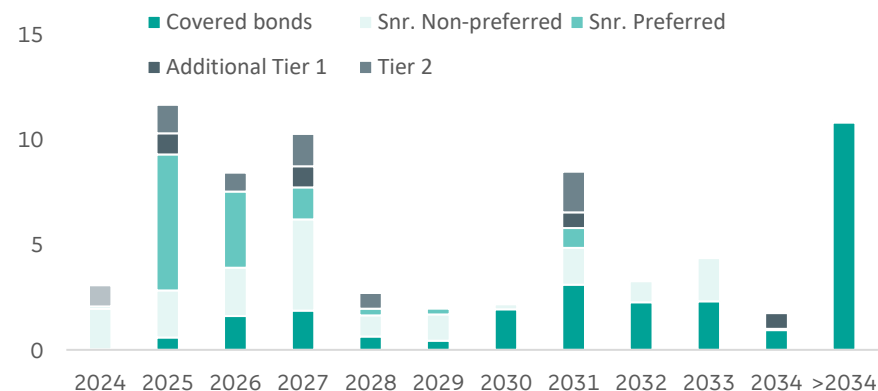
# Well diversified mix of wholesale funding

## Breakdown of issued term funding



## Well-diversified maturities wholesale funding <sup>1)</sup>

EUR bn, 30 September 2024



- Funding is steered towards a mix of funding types, markets, currencies and maturity buckets
- Average maturity of 5.6yrs on 30 September 2024
- Funding raised at 7.0bn y-t-d; for the rest of the year, focus on monitoring the market for (pre) financing opportunities
- Asset encumbrance 14.8% on 30 September 2024

1) Based on notional amounts, assuming redemptions take place on the earliest possible call date or legal maturity date. This does not mean instruments will be called at the earliest possible call date.

# Stable and strong credit ratings <sup>1)</sup>

	S&P	Moody's	Fitch
Long term credit rating	A BICRA 3. Anchor bbb+, Business position 0, Capital & earnings +1, Risk position 0, Funding/liquidity 0	Aa3 Macro score strong+, Financial profile baa1, BCA baa1, LGF +3, Government support +1	A Viability Rating A, no QJD uplift, no support rating floor
LT-outlook	stable	stable	stable
Short-term rating	A-1	P-1	F1
LT-deposit rating	-	Aa3	-
Covered bond	-	AAA	AAA
Senior unsecured			
▪ Preferred	A	Aa3	A+
▪ Non-preferred	BBB	Baa1	A
Tier 2	BBB-	Baa2	BBB+
AT1	-	-	BBB-

1) Ratings of ABN AMRO Bank N.V. dated 12 November 2024. ABN AMRO provides this slide for information purposes only, does not endorse S&P, Moody's or Fitch ratings or views and does not accept any responsibility for their accuracy. DBRS provides unsolicited ratings for ABN AMRO Bank: A(high)/R-1(middle)/Stable

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