

20220120 ABN AMRO Consensus Q4 2021

The consensus estimates below were collected by ABN AMRO Investor Relations between 13 January and 20 January 2022. In total 17 sell-side analysts submitted estimates. The average and median are calculated as the simple average and median of the submitted estimates per line. ABN AMRO will not share the individual contributions to the consensus estimates.

We have received the following explicit feedback from analysts on incidentals:

- TLTRO: most of the analysts have included a TLTRO benefit. The total positive impact of these included incidentals on the average consensus Net interest income (in Group Functions) is around 80m in both 2021 and 2022

- Restructuring provisions: only a minimal amount of analysts have included restructuring provisions for 2021/2022/2023, which has a minimal impact on the average consensus Operating Expenses in those years

Additionally, we have excluded the final 2019 dividend from the 2021 dividend per share estimates.

The brokers that contributed to this consensus are: Autonomous, BofA, Barclays, Berenberg, Credit Suisse, Deutsche Bank, Exane BNP Paribas, Goldman Sachs, HSBC, JP Morgan, KBC, KBW, Kepler Cheuvreux, Mediobanca, Morgan Stanley, RBC and UBS.

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P&L
<i>(in millions, unless otherwise indicated)</i>
Net interest income
Net fee and commission income
Other operating income
Operating income
Personnel expenses
Other expenses
<i>of which regulatory levies</i>
Operating expenses
Operating result
Impairment charges on loans and other receivables
Operating profit before taxes
Income tax expenses
Profit for the period
Profit attributable to non-controlling interests <u>and</u> capital securities (ie- AT1)
Profit attributable to owners of the parent company
Earnings per share (to owners of the parent company, avg shares)
Dividends per share (to owners of the parent company, avg shares)
Dividend pay-out ratio

P&L					
	Average	Median	High	Low	
	Q4 2021E	Q4 2021E	Q4 2021E	Q4 2021E	N
Net interest income	1,301	1,307	1,345	1,233	17
Net fee and commission income	411	411	422	384	17
Other operating income	420	418	469	386	17
Operating income	2,132	2,135	2,182	2,072	17
Personnel expenses	590	586	679	538	14
Other expenses	858	867	960	710	14
<i>of which regulatory levies</i>	178	174	232	139	8
Operating expenses	1,440	1,442	1,541	1,355	17
Operating result	692	700	816	577	17
Impairment charges on loans and other receivables	109	93	260	19	17
Operating profit before taxes	583	574	707	317	17
Income tax expenses	132	141	176	48	17
Profit for the period	451	447	619	269	17
Profit attributable to non-controlling interests <u>and</u> capital securities (ie- AT1)	25	24	30	22	17
Profit attributable to owners of the parent company	426	422	596	247	17
Earnings per share (to owners of the parent company, avg shares)	0.45	0.45	0.63	0.26	17

P&L				
	Average	Average	Average	Average
	2021E	2022E	2023E	2024E
Net interest income	5,170	5,265	5,193	5,274
Net fee and commission income	1,629	1,663	1,696	1,741
Other operating income	646	381	388	402
Operating income	7,445	7,308	7,277	7,417
Personnel expenses	2,349	2,265	2,206	2,187
Other expenses	3,471	2,871	2,739	2,560
<i>of which regulatory levies</i>	430	384	378	320
Operating expenses	5,813	5,130	4,930	4,740
Operating result	1,633	2,179	2,347	2,677
Impairment charges on loans and other receivables	-63	473	495	506
Operating profit before taxes	1,696	1,705	1,852	2,171
Income tax expenses	558	440	475	550
Profit for the period	1,138	1,265	1,377	1,622
Profit attributable to non-controlling interests <u>and</u> capital securities (ie- AT1)	96	100	101	104
Profit attributable to owners of the parent company	1,042	1,164	1,276	1,518
Earnings per share (to owners of the parent company, avg shares)	1.11	1.29	1.47	1.83
Dividends per share (to owners of the parent company, avg shares)	0.55	0.66	0.75	0.94
Dividend pay-out ratio	50%	51%	51%	51%

Key indicators
<i>(in percent, unless otherwise indicated)</i>
Cost/income ratio
Return on average shareholder's equity (IFRS)
NII / average total assets (NIM, in bps)
Cost of risk (in bps)

Key indicators					
	Average	Median	High	Low	
	Q4 2021E	Q4 2021E	Q4 2021E	Q4 2021E	N
Cost/income ratio	67.6%	67.6%	72.8%	62.4%	17
Return on average shareholder's equity (IFRS)	8.0%	7.3%	9.6%	6.9%	5
NII / average total assets (NIM, in bps)	127 bps	127 bps	133 bps	120 bps	8
Cost of risk (in bps)	18 bps	15 bps	40 bps	3 bps	14

Key indicators				
	Average	Average	Average	Average
	2021E	2022E	2023E	2024E
Cost/income ratio	78.1%	70.2%	67.8%	63.9%
Return on average shareholder's equity (IFRS)	5.1%	5.9%	6.5%	7.8%
NII / average total assets (NIM, in bps)	129 bps	129 bps	126 bps	126 bps
Cost of risk (in bps)	-3 bps	19 bps	19 bps	19 bps

Business segments P&L
<i>(in millions, unless otherwise indicated)</i>
Operating income - Retail Banking
Operating expenses - Retail Banking
Impairments - Retail Banking
Operating profit before taxes - Retail Banking
Operating income - Private Banking
Operating expenses - Private Banking
Impairments - Private Banking
Operating profit before taxes - Private Banking
Operating income - Commercial Banking
Operating expenses - Commercial Banking
Impairments - Commercial Banking
Operating profit before taxes - Commercial Banking
Operating income - Core Corporate & Institutional Banking
Operating expenses - Core Corporate & Institutional Banking
Impairments - Core Corporate & Institutional Banking
Operating profit before taxes - Core Corporate & Institutional Banking
Operating income - Non-core Corporate & Institutional Banking
Operating expenses - Non-core Corporate & Institutional Banking
Impairments - Non-core Corporate & Institutional Banking
Operating profit before taxes - Non-core Corporate & Institutional Banking
>> Non-core Corporate & Institutional Banking RWA (in billions)
Operating income - Group Functions
Operating expenses - Group Functions
Impairments - Group Functions
Operating profit before taxes - Group Functions

Business segments P&L					
	Average	Median	High	Low	
	Q4 2021E	Q4 2021E	Q4 2021E	Q4 2021E	N
Operating income - Retail Banking	616	595	703	560	12
Operating expenses - Retail Banking	561	554	656	459	12
Impairments - Retail Banking	12	12	37	-14	12
Operating profit before taxes - Retail Banking	43	63	154	-118	12
Operating income - Private Banking	320	319	332	305	12
Operating expenses - Private Banking	238	240	251	220	12
Impairments - Private Banking	4	5	8	-1	12
Operating profit before taxes - Private Banking	78	74	92	66	12
Operating income - Commercial Banking	437	438	456	425	12
Operating expenses - Commercial Banking	294	291	328	241	12
Impairments - Commercial Banking	38	27	95	-20	12
Operating profit before taxes - Commercial Banking	106	111	177	45	12
Operating income - Core Corporate & Institutional Banking	355	357	379	335	8
Operating expenses - Core Corporate & Institutional Banking	215	206	277	192	8
Impairments - Core Corporate & Institutional Banking	54	32	172	5	8
Operating profit before taxes - Core Corporate & Institutional Banking	86	107	144	-3	8
Operating income - Non-core Corporate & Institutional Banking	23	16	55	3	12
Operating expenses - Non-core Corporate & Institutional Banking	64	60	83	35	12
Impairments - Non-core Corporate & Institutional Banking	35	21	81	11	12
Operating profit before taxes - Non-core Corporate & Institutional Banking	-76	-66	-38	-132	12
>> Non-core Corporate & Institutional Banking RWA (in billions)	3	4	4	2	0
Operating income - Group Functions	362	374	470	50	12
Operating expenses - Group Functions	72	46	226	-15	12
Impairments - Group Functions	-15	0	2	-147	12
Operating profit before taxes - Group Functions	305	330	409	20	12

Business segments P&L				
	Average	Average	Average	Average
	2021E	2022E	2023E	2024E
Operating income - Retail Banking	2,562	2,674	2,645	2,656
Operating expenses - Retail Banking	2,153	2,067	2,011	1,965
Impairments - Retail Banking	-5	94	100	103
Operating profit before taxes - Retail Banking	413	512	534	587
Operating income - Private Banking	1,266	1,296	1,315	1,346
Operating expenses - Private Banking	952	950	948	943
Impairments - Private Banking	-1	19	22	25
Operating profit before taxes - Private Banking	315	327	345	378
Operating income - Commercial Banking	1,726	1,749	1,779	1,803
Operating expenses - Commercial Banking	1,111	1,078	1,053	1,022
Impairments - Commercial Banking	-50	189	207	201
Operating profit before taxes - Commercial Banking	657	481	518	580
Operating income - Core Corporate & Institutional Banking	1,494	1,426	1,443	1,488
Operating expenses - Core Corporate & Institutional Banking	856	818	796	778
Impairments - Core Corporate & Institutional Banking	-33	134	155	148
Operating profit before taxes - Core Corporate & Institutional Banking	668	474	491	562
Operating income - Non-core Corporate & Institutional Banking	-20	33	12	7
Operating expenses - Non-core Corporate & Institutional Banking	269	169	89	53
Impairments - Non-core Corporate & Institutional Banking	59	42	21	18
Operating profit before taxes - Non-core Corporate & Institutional Banking	-348	-178	-97	-57
>> Non-core Corporate & Institutional Banking RWA (in billions)	4	2	1	0
Operating income - Group Functions	381	126	82	110
Operating expenses - Group Functions	491	51	22	-4
Impairments - Group Functions	-26	-8	-8	-2
Operating profit before taxes - Group Functions	-85	84	68	116

Balance sheet, capital and other
<i>(in millions, unless otherwise indicated)</i>
Loans & Receivables - customers
Total assets
Deposits
Equity: Equity attributable to the owners of the parent company
Equity: Equity attributable to non-controlling interests <u>and</u> capital securities (ie- AT1)
Equity: Total IFRS Equity
End of period outstanding shares
Common Equity Tier 1 Capital (fully loaded)
Tier 1 Capital (fully loaded)
Risk-weighted assets (Basel III)
Risk-weighted assets (Basel IV)
Leverage ratio exposure measure (CDR, fully loaded)
Common Equity Tier 1 Capital ratio (Basel III)
Common Equity Tier 1 Capital ratio (Basel IV)
Tier 1 Capital ratio (Basel III)
Leverage ratio (CDR, fully loaded)

Balance sheet, capital and other					
	Average	Median	High	Low	
	31 december 2021	31 december 2021	31 december 2021	31 december 2021	N
Loans & Receivables - customers	253,581	253,609	257,000	249,929	14
Total assets	412,434	413,389	418,964	400,000	15
Deposits	247,969	248,901	254,191	241,465	14
Equity: Equity attributable to the owners of the parent company	19,817	19,756	20,404	19,183	17
Equity: Equity attributable to non-controlling interests <u>and</u> capital securities (ie- AT1)	1,989	1,990	1,992	1,982	14
Equity: Total IFRS Equity	21,812	21,744	22,376	21,294	14
End of period outstanding shares	940	940	940	940	17
Common Equity Tier 1 Capital (fully loaded)	19,479	19,672	20,519	18,660	17
Tier 1 Capital (fully loaded)	21,514	21,656	22,501	20,642	16
Risk-weighted assets (Basel III)	114,986	116,716	118,738	109,188	17
Risk-weighted assets (Basel IV)	123,354	123,803	129,028	118,174	9
Leverage ratio exposure measure (CDR, fully loaded)	409,824	424,458	451,988	350,318	16
Common Equity Tier 1 Capital ratio (Basel III)	17.0%	16.9%	18.4%	15.8%	17
Common Equity Tier 1 Capital ratio (Basel IV)	15.6%	15.9%	16.6%	14.6%	9
Tier 1 Capital ratio (Basel III)	18.8%	18.6%	20.1%	17.5%	16
Leverage ratio (CDR, fully loaded)	5.3%	5.1%	6.2%	4.7%	16

Balance sheet, capital and other				
	Average	Average	Average	Average
	31 december 2021	31 december 2022	31 december 2023	30 december 2024
Loans & Receivables - customers	253,715	256,076	258,622	261,619
Total assets	412,475	414,221	415,786	421,065
Deposits	247,891	250,246	253,271	256,119
Equity: Equity attributable to the owners of the parent company	19,795	19,652	19,702	19,761
Equity: Equity attributable to non-controlling interests <u>and</u> capital securities (ie- AT1)	1,989	2,003	2,004	2,009
Equity: Total IFRS Equity	21,785	21,681	21,756	21,796
End of period outstanding shares	940	895	853	806
Common Equity Tier 1 Capital (fully loaded)	19,486	19,265	19,192	19,194
Tier 1 Capital (fully loaded)	21,523	21,335	21,279	21,200
Risk-weighted assets (Basel III)	115,417	116,830	118,298	120,678
Risk-weighted assets (Basel IV)	123,354	124,110	125,439	128,330
Leverage ratio exposure measure (CDR, fully loaded)	410,255	413,148	416,903	417,965
Common Equity Tier 1 Capital ratio (Basel III)	16.9%	16.5%	16.2%	15.9%
Common Equity Tier 1 Capital ratio (Basel IV)	15.6%	15.4%	15.0%	14.8%
Tier 1 Capital ratio (Basel III)	18.7%	18.3%	18.0%	17.6%
Leverage ratio (CDR, fully loaded)	5.3%	5.2%	5.1%	5.1%