

# Appendix to the Pillar III disclosures 2017



VAN LANSCHOT  
KEMPEN

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## Introduction

Our Pillar III disclosures take the form of a main document and an appendix. The appendix provides additional information about the risks we incur and the way we manage these risks. The tables included in the appendix do not align well with the tabular approach taken in the main document. The Pillar III disclosures are intended as an additional source of information on top of the annual report. Unless indicated differently, all figures are in €1,000.

## Portfolio composition disclosures

Table 1 Companies and institutional loan portfolio 2017		31/12/2017	
		Balance outstanding	%
<b>Total</b>		<b>1,965,653</b>	<b>100</b>
<b>Real estate</b>		<b>529,303</b>	<b>26</b>
Financial holdings		173,835	8
Investment funds		96,818	5
Renting real estate		46,919	3
Buying and selling in own real estate		37,853	2
Management of real estate		33,644	2
Other, including intermediation in buying, selling and renting real estate		140,233	6
<b>Healthcare</b>		<b>120,613</b>	<b>7</b>
Medical and dental practice activities		63,425	4
Other, incl. paramedical practitioners		57,188	3
<b>Financial holding companies</b>		<b>566,959</b>	<b>31</b>
Financial holdings		455,167	25
Stockbrokers, investment consultants etc.		43,671	2
Other, including trust offices, leasing companies, risk analysts and advisers		68,120	3
<b>Services</b>		<b>261,755</b>	<b>13</b>
Accounting, tax consultancy, administration		83,018	5
Holdings (non-financial)		73,008	4
Management and business consultancy		34,648	2
Other, including legal activities		71,081	3
<b>Retail</b>		<b>69,524</b>	<b>4</b>
Retail sale in stores, including pharmacies and veterinary activities		43,365	2
World view and political organisations, interest and ideological organisation, hobby clubs		20,676	1
Secondary education		1,004	0
Other, including business education and training		4,380	0
<b>Capital assets</b>		<b>39,510</b>	<b>2</b>
Other, including wholesale of information and communication equipment and wholesale of other machines, equipment and supplies for manufacturing and trade		39,510	2
<b>Other</b>		<b>377,989</b>	<b>17</b>
Renting and buying and selling of real estate		167,234	9
Camping sites		57,050	3
Other, including computer consulting activities, construction of residential and non-residential buildings		153,705	5

Table 2 Companies and institutional loan portfolio 2016	31/12/2016	
	Balance outstanding	%
<b>Total</b>	<b>2,341,534</b>	<b>100</b>
<b>Real estate</b>	<b>679,080</b>	<b>29</b>
Renting of real estate (except residential)	502,593	22
Renting of real estate	–	0
Investment funds	49,173	2
Renting residential	–	0
Other, incl. real estate	127,314	5
<b>Healthcare</b>	<b>211,618</b>	<b>9</b>
Medical and dental practice activities	180,602	8
Other, incl. paramedical practitioners and other human health activities without accommodation, and residential nursing care	31,016	1
<b>Financial holding companies</b>	<b>169,152</b>	<b>7</b>
Investment funds	70,948	3
Participation companies and investment funds	39,455	2
Financial holdings	26,141	1
Other, incl. insurance agents, trust offices, leasing companies, risk analysts and advisers	32,608	1
<b>Services</b>	<b>358,198</b>	<b>15</b>
Management of real estate	56,049	3
Accounting, tax consultancy, administration	47,470	2
Financial experts	26,762	1
Legal advisory	24,794	1
Management and business consultancy	33,089	1
Intermediation in and management of real estate	19,445	1
Other, incl. credit reporting and collection agencies, other specialist services, print houses, employment placement	150,589	6
<b>Retail</b>	<b>205,178</b>	<b>9</b>
Retail sale in stores, incl. pharmacies and veterinary activities	140,480	6
Retail sale in stores, including fashion, accessories and building materials	47,759	2
Other, incl. business education and training	16,939	1
<b>Capital assets</b>	<b>120,369</b>	<b>5</b>
Manufacture of fabricated metal products and manufacture of general-purpose machinery	43,318	2
Wholesale of agricultural machinery, electronic and telecommunications equipment	35,972	1
Other, incl. renting and leasing of other machinery and equipment and of other goods, production of electrical distribution and control equipment, treatment and coating of metal	41,079	2
<b>Other</b>	<b>597,939</b>	<b>26</b>
Wholesale and commission trade of motor vehicle parts and accessories (not tyres)	55,396	2
General civil construction	41,824	2
Wholesale of wood, sanitary equipment and other construction materials	24,958	1
Agriculture and forestry, incl. growing of plants for ornamental purposes	19,305	1
Investment institutions and financial services	14,931	1
Buying and selling of own real estate	13,381	1
Software consultancy, research and development in technology	12,118	0
Other, incl. industry, construction, recreation and catering, culture and entertainment, business services, engineering design and advisory, catering and food processing	416,026	18

Table 3 Private Banking companies and institutional loan portfolio 2017

31/12/2017

	Balance outstanding	%
<b>Total</b>	<b>1,263,878</b>	<b>100</b>
<b>Real estate</b>	<b>254,941</b>	<b>18</b>
Financial holdings	94,102	6
Renting real estate	26,545	2
Investment funds	18,919	2
Management of real estate	16,515	1
Buying and selling in own real estate	15,615	1
Other, including intermediation in buying, selling and renting real estate	83,245	5
<b>Healthcare</b>	<b>120,354</b>	<b>11</b>
Medical and dental practice activities	88,117	8
Other, incl. paramedical practitioners	32,237	3
<b>Financial holding companies</b>	<b>360,002</b>	<b>32</b>
Financial holdings	309,473	28
Stockbrokers, investment consultants etc.	2,489	0
Other, including trust offices, leasing companies, risk analysts and advisers	48,039	3
<b>Services</b>	<b>242,766</b>	<b>20</b>
Accounting, tax consultancy, administration	82,774	7
Holdings (non-financial)	58,753	5
Management and business consultancy	33,688	3
Other, including legal activities	67,551	4
<b>Retail</b>	<b>67,384</b>	<b>6</b>
Retail sale in stores, including pharmacies and veterinary activities	43,365	4
World view and political organisations, interest and ideological organisation, hobby clubs	20,676	2
Other, including business education and training	3,343	0
<b>Capital assets</b>	<b>10,844</b>	<b>1</b>
Other, including wholesale of information and communication equipment	10,844	1
<b>Other</b>	<b>207,588</b>	<b>12</b>
Renting and buying and selling of real estate	99,211	9
Other, including computer consulting activities, construction of residential and non-residential buildings	108,377	3

Table 4 Private Banking companies and institutional loan portfolio 2016	31/12/2016	
	Balance outstanding	%
<b>Total</b>	<b>1,231,495</b>	<b>100</b>
<b>Real estate</b>	<b>207,553</b>	<b>16</b>
Renting of real estate (except residential)	75,795	6
Renting of real estate	–	0
Investment funds	49,173	4
Other, incl. real estate	82,585	6
<b>Healthcare</b>	<b>200,309</b>	<b>16</b>
Medical and dental practice activities	180,602	15
Other, incl. paramedical practitioners and other human health activities without accommodation, and residential nursing care	19,707	1
<b>Financial holding companies</b>	<b>111,174</b>	<b>9</b>
Investment funds	70,948	6
Financial holdings	26,141	2
Other, incl. insurance agents and trust offices	14,084	1
<b>Services</b>	<b>291,459</b>	<b>24</b>
Management of real estate	56,049	5
Accounting, tax consultancy, administration	32,391	2
Financial experts	26,762	2
Legal advisory	24,794	2
Management and business consultancy	33,089	3
Other, incl. employment placement	118,375	10
<b>Retail</b>	<b>149,384</b>	<b>12</b>
Retail sale in stores, incl. pharmacies and veterinary activities	140,480	11
Other, incl. business education and training	8,904	1
<b>Capital assets</b>	<b>43,318</b>	<b>3</b>
Manufacture of fabricated metal products and manufacture of general-purpose machinery	43,318	3
<b>Other</b>	<b>228,298</b>	<b>19</b>
Wholesale of wood, sanitary equipment and other construction materials	24,958	2
Agriculture and forestry, incl. growing of plants for ornamental purposes	19,305	1
Investment institutions and financial services	14,931	1
Renting of real estate and residential rental	13,381	1
Other, incl. industry, construction, recreation and catering, culture and entertainment	155,723	14

Table 5 Corporate Banking companies and institutional loan portfolio 2017

31/12/2017

	Balance outstanding	%
<b>Total</b>	<b>701,775</b>	<b>100</b>
<b>Real estate</b>	<b>274,362</b>	<b>39</b>
Financial holdings	79,733	11
Investment funds	77,899	11
Buying and selling in own real estate	22,238	3
Renting real estate	20,374	3
Management of real estate	17,130	2
Other, including intermediation in buying, selling and renting real estate	56,988	8
<b>Healthcare</b>	<b>259</b>	<b>0</b>
<b>Financial holding companies</b>	<b>206,957</b>	<b>29</b>
Financial holdings	145,694	21
Stockbrokers, investment consultants etc.	41,182	6
Other, including trust offices, leasing companies, risk analysts and advisers	20,081	3
<b>Services</b>	<b>18,989</b>	<b>3</b>
Holdings (non-financial)	14,255	2
Management and business consultancy	961	0
Accounting, tax consultancy, administration	244	0
Other, including legal activities	3,529	1
<b>Retail</b>	<b>2,141</b>	<b>2</b>
Secondary education	1,104	0
Other, including business education and training	1,036	0
<b>Capital assets</b>	<b>28,666</b>	<b>4</b>
Other	28,666	4
<b>Other</b>	<b>170,401</b>	<b>24</b>
Renting and buying and selling of real estate	68,023	10
Camping sites	57,050	8
Other, including wholesale of information and communication equipment and wholesale of other machines, equipment and supplies for manufacturing and trade	45,328	6

Table 6 Corporate Banking companies and institutional loan portfolio 2016	31/12/2016	
	Balance outstanding	%
<b>Total</b>	<b>1,110,039</b>	<b>100</b>
<b>Real estate</b>	<b>471,527</b>	<b>43</b>
Renting of real estate (except residential)	426,798	39
Renting of real estate	–	0
Renting residential	–	0
Other, incl. real estate	44,729	4
<b>Healthcare</b>	<b>11,310</b>	<b>1</b>
<b>Financial holding companies</b>	<b>57,978</b>	<b>5</b>
Participation companies and investment funds	39,455	4
Other, incl. leasing companies, risk analysts and advisers	18,523	2
<b>Services</b>	<b>66,738</b>	<b>6</b>
Intermediation in and management of real estate	19,445	2
Accounting, tax consultancy, administration	15,080	1
Other, incl. credit reporting and collection agencies, other specialist services, print houses	32,214	3
<b>Retail</b>	<b>55,794</b>	<b>5</b>
Retail sale in stores, including fashion, accessories and building materials	47,759	4
Other, incl. business education and training	8,035	1
<b>Capital assets</b>	<b>77,051</b>	<b>7</b>
Wholesale of agricultural machinery, electronic and telecommunications equipment	35,972	3
Other, incl. renting and leasing of other machinery and equipment and of other goods, production of electrical distribution and control equipment, treatment and coating of metal	41,079	4
<b>Other</b>	<b>369,640</b>	<b>33</b>
Wholesale and commission trade of motor vehicle parts and accessories (not tyres)	55,396	5
General civil construction	41,824	4
Software consultancy, research and development in technology	12,118	1
Other, incl. business services, engineering design and advisory, catering and food processing	260,302	23



## Article 437 – Own funds

Table 7 provides information about the features of the instruments comprising the own funds of Van Lanschot Kempen (annex II commission implementing regulation 1423/2014)

Table 7 Capital instruments main features template according to annex II commission implementing <sup>1</sup> regulation 1423/2014		CET1	Tier 2	Tier 2	Tier 2	Tier 2
1	Issuer	Van Lanschot Kempen N.V.	F. Van Lanschot Bankiers N.V.	F. Van Lanschot Bankiers N.V.	F. Van Lanschot Bankiers N.V.	F. Van Lanschot Bankiers N.V.
2	Unique identifier (eg CUSIP, ISIN or Bloomberg identifier for private placement)		XS1508351514	XS1739254255	XS1739253950	XS1739253794
3	Governing law(s) of instrument	Netherlands	Netherlands	Netherlands	Netherlands	Netherlands
<b>Regulatory treatment</b>						
4	Transitional CRR rules	Common Equity Tier 1	Tier 2	Tier 2	Tier 2	Tier 2
5	Post-transitional CRR rules	Common Equity Tier 1	Tier 2	Tier 2	Tier 2	Tier 2
6	Eligible at solo / (sub-) consolidated / solo & (sub-) consolidated	Solo & (sub-) consolidated	Solo & (sub-) consolidated	Solo & (sub-) consolidated	Solo & (sub-) consolidated	Solo & (sub-) consolidated
7	Instrument type (types to be specified by each jurisdiction)	Shareholders' equity	Tier 2	Tier 2	Tier 2	Tier 2
8	Amount recognised in regulatory capital (currency in million, as of most recent reporting date)	€475m	€29m	€15m	€15m	€29m
9	Nominal amount of instrument	€40m	€50m	€25m	€25m	€50m
9a	Issue price	n/a	100 per cent of the aggregate nominal amount	100 per cent of the aggregate nominal amount	100 per cent of the aggregate nominal amount	100 per cent of the aggregate nominal amount
9b	Redemption price	n/a	Redemption at par	Redemption at par	Redemption at par	Redemption at par
10	Accounting classification	Equity	Debt	Debt	Debt	Debt
11	Original date of issuance		28 October 2016	14 December 2017	14 December 2017	14 December 2017
12	Perpetual or dated	Perpetual	Dated.	Dated.	Dated.	Dated.
13	Original maturity date	n/a	28 October 2026	29 August 2033	29 August 2038	29 August 2043
14	Issuer call subject to prior supervisory approval	n/a	Yes	Yes	Yes	Yes
15	Optional call date, contingent call dates, and redemption amount	n/a	28 October 2021	29 August 2028 and each subsequent specified interest payment date up to (but excluding) the maturity date	29 August 2033 and each subsequent specified interest payment date up to (but excluding) the maturity date	29 August 2038 and each subsequent specified interest payment date up to (but excluding) the maturity date
16	Subsequent call dates, if applicable	n/a	n/a	Each subsequent specified interest payment date after 29 August 2028 up to (but excluding) the maturity date	Each subsequent specified interest payment date after 29 August 2033 up to (but excluding) the maturity date	Each subsequent specified interest payment date after 29 August 2038 up to (but excluding) the maturity date
<b>Coupons / dividends</b>						
17	Fixed or floating dividend/coupon	n/a	Fixed to floating	Floating	Floating	Floating
18	Coupon rate and any related index	n/a	3.396% Fixed to Float	5.213% + NL inflation	5.162% + NL inflation	5.111% + NL inflation
19	Existence of a dividend stopper	No	No	No	No	No
20a	Fully discretionary, partially discretionary or mandatory (in terms of timing)	Fully discretionary	Mandatory	Mandatory	Mandatory	Mandatory
20b	Fully discretionary, partially discretionary or mandatory (in terms of amount)	Fully discretionary	Mandatory	Mandatory	Mandatory	Mandatory
21	Existence of step up or other incentive to redeem	n/a	n/a	No	No	No
22	Noncumulative or cumulative	Noncumulative	Noncumulative	Noncumulative	Noncumulative	Noncumulative
23	Convertible or non-convertible	n/a	Non-convertible	Non-convertible	Non-convertible	Non-convertible
24	If convertible, conversion trigger(s)	n/a	n/a	n/a	n/a	n/a
25	If convertible, fully or partially	n/a	n/a	n/a	n/a	n/a
26	If convertible, conversion rate	n/a	n/a	n/a	n/a	n/a
27	If convertible, mandatory or optional conversion	n/a	n/a	n/a	n/a	n/a
28	If convertible, specify instrument type convertible into	n/a	n/a	n/a	n/a	n/a
29	If convertible, specify issuer of instrument it converts into	n/a	n/a	n/a	n/a	n/a
30	Write-down features	No	No	No	No	No
31	If write-down, write-down trigger(s)	n/a	n/a	n/a	n/a	n/a
32	If write-down, full or partial	n/a	n/a	n/a	n/a	n/a
33	If write-down, permanent or temporary	n/a	n/a	n/a	n/a	n/a
34	If temporary write-down, description of write-up mechanism	n/a	n/a	n/a	n/a	n/a
35	Position in subordination hierarchy in liquidation (specify instrument type immediately senior to instrument)	Additional Tier 1 or pari passu with Additional Tier 1	Tier 2 or pari passu with Tier 2	Tier 2 or pari passu with Tier 2	Tier 2 or pari passu with Tier 2	Tier 2 or pari passu with Tier 2
36	Non-compliant transitioned features	No	No	No	No	No
37	If yes, specify non-compliant features	n/a	n/a	n/a	n/a	n/a

<sup>1</sup> 'n/a' inserted if the question is not applicable

## Transitional own funds disclosure template (Annex IV commission implementing regulation 1423/2014)

Table 8 Disclosure table according to Annex IV commission implementing regulation 1423/2014

Common Equity Tier 1 capital: instruments and reserves		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
1	Capital instruments and the related share premium accounts	474,736	26 (1), 27, 28, 29, EBA list 26 (3)	
	Of which: Instrument type 1	33,277	EBA list 26 (3)	
	Of which: Instrument type 2	441,459	EBA list 26 (3)	
	Of which: Instrument type 3		EBA list 26 (3)	
2	Retained earnings	691,051	26 (1) (c)	
3	Accumulated other comprehensive income (and any other reserves, to include unrealised gains and losses under the applicable accounting standards)	77,565	26 (1)	
3a	Funds for general banking risk	–	26 (1) (f)	
4	Amount of qualifying items referred to in Article 484 (3) and the related share premium accounts subject to phase-out from CET1	–	486 (2)	
	Public sector capital injections grandfathered until 1 January 2018	–	483(2)	
5	Minority interests (amount allowed in consolidated CET1)	10,359	84, 479, 480	
5a	Independently reviewed interim profits net of any foreseeable charge or dividend	27,089	26 (2)	
6	Common Equity Tier 1 (CET1) capital before regulatory adjustments	1,280,800		
Common Equity Tier 1 (CET1) capital: regulatory adjustments		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
7	Additional value adjustments (negative amount)	–1,760	34, 105	
8	Intangible assets (net of related tax liability) (negative amount)	–211,728	36 (1) (b), 37, 472(4)	
9	Empty set in the EU	–		
10	Deferred tax assets that rely on future profitability excluding those arising from temporary difference (net of related tax liability where the conditions in Article 38 (3) are met) (negative amount)	–15,639	36 (1) (c), 38, 472(5)	
11	Fair value reserves related to gains or losses on cash flow hedges	9,825	33 (a)	
12	Negative amounts resulting from the calculation of expected loss amounts	–62,033	36 (1) (d), 40, 159, 472(6)	
13	Any increase in equity that results from securitised assets (negative amount)	–	32 (1)	
14	Gains or losses on liabilities valued at fair value resulting from changes in own credit standing	13,288	33 (1) (b)	
15	Defined-benefit pension fund assets (negative amount)	–	36 (1) (e), 41, 472(7)	
16	Direct and indirect holdings by an institution of own CET1 instruments (negative amount)	–	36 (1) (f), 42, 472(8)	
17	Holdings of the CET1 instruments of financial sector entities where those entities have reciprocal cross holdings with the institution designed to inflate artificially the own funds of the institution (negative amount)	–	36 (1) (g), 44, 472(9)	
18	Direct, indirect and synthetic holdings of the CET1 instruments of financial sector entities where the institution does not have a significant investment in those entities (amount above 10% threshold and net of eligible short positions) (negative amount)	–	36 (1) (h), 43, 45, 46, 49 (2) (3), 79, 472 (10)	

Table 8 Disclosure table according to Annex IV commission implementing regulation 1423/2014

Common Equity Tier 1 (CET1) capital: regulatory adjustments		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
19	Direct, indirect and synthetic holdings of the CET1 instruments of financial sector entities where the institution has a significant investment in those entities (amount above 10% threshold and net of eligible short positions) (negative amount)	–	36 (1) (i), 43, 45, 47, 48 (1) (b), 49 (1) to (3), 79	
20	Empty set in the EU			
20a	Exposure amount of the following items which qualify for a RW of 1250%, where the institution opts for the deduction alternative	–	36 (1) (k)	
20b	Of which: qualifying holdings outside the financial sector (negative amount)	–	36 (1) (k) (i), 89 to 91	
20c	Of which: securitisation positions (negative amount)	–	36 (1) (k) (ii) 243 (1) (b) 244 (1) (b) 258	
20d	Of which: free deliveries (negative amount)	–	36 (1) (k) (iii), 379 (3)	
21	Deferred tax assets arising from temporary difference (amount above 10% threshold, net of related tax liability where the conditions in Article 38 (3) are met) (negative amount)	–	36 (1) (c), 38, 48 (1) (a), 470, 472(5)	
22	Amount exceeding the 15% threshold (negative amount)	–	48 (1)	
23	Of which: direct and indirect holdings by the institution of the CET1 instruments of financial sector entities where the institution has a significant investment in those entities	–	36 (1) (i), 48 (1) (b), 470, 472(11)	
24	Empty set in the EU			
25	Of which: deferred tax assets arising from temporary difference	–	36 (1) (c), 38, 48 (1) (a), 470, 472(5)	
25a	Losses for the current financial year (negative amount)	–	36 (1) (a), 472(3)	
25b	Foreseeable tax charges relating to CET1 items (negative amount)	–	36 (1) (l)	
26	Regulatory adjustments applied to Common Equity Tier 1 in respect of amounts subject to pre-CRR treatment	–		
26a	Regulatory adjustments relating to unrealised gains and losses pursuant to Articles 467 and 468	–2,802		
	Of which: ... filter for unrealised loss 1	–	467	
	Of which: ... filter for unrealised loss 2	–	467	
	Of which: ... filter for unrealised gain 1	–2,802	468	
	Of which: ... filter for unrealised gain 1	–	468	
26b	Amount to be deducted from or added to Common Equity Tier 1 capital with regard to additional filters and deductions required pre-CRR	60,372	481	
	Of which: ...	–	481	
27	Qualifying AT1 deductions that exceeds the AT1 capital of the institution (negative amount)	–48,549	36 (1) (j)	
28	Total regulatory adjustments to Common Equity Tier 1 (CET1)	–259,027		
29	Common Equity Tier 1 (CET1) capital	1,021,773		

Table 8 Disclosure table according to Annex IV commission implementing regulation 1423/2014

Additional Tier 1 (AT1) capital: instruments		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
30	Capital instruments and the related share premium accounts	–	51, 52	
31	Of which: classified as equity under applicable accounting standards	–		
32	Of which: classified as liabilities under applicable accounting standards	–		
33	Amount of qualifying items referred to in Article 484 (4) and the related share premium accounts subject to phase-out from AT1	–	486 (3)	
	Public sector capital injections grandfathered until 1 January 2018	–	483(3)	
34	Qualifying Tier 1 capital included in consolidated AT1 capital (including minority interest not included in row 5) issued by subsidiaries and held by third parties	–	85, 86, 480	
35	Of which: instruments issued by subsidiaries subject to phase-out	–	486 (3)	
36	Additional Tier 1 (AT1) capital before regulatory adjustments	–		
Additional Tier 1 (AT1) capital: regulatory adjustments		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
37	Direct and indirect holdings by an institution of own AT1 instruments (negative amount)	–	52 (1) (b), 56 (a), 57, 475(2)	
38	Direct, indirect and synthetic holdings of the AT1 instruments of financial sector entities where those entities have reciprocal cross holdings with the institution designed to inflate artificially the own funds of the institution (negative amount)	–	56 (b), 58, 475(3)	
39	Direct, indirect and synthetic holdings of the AT1 instruments of financial sector entities where the institution does not have a significant investment in those entities (amount above 10% threshold and net of eligible short positions) (negative amount)	–	56 (c), 59, 60, 79, 475(4)	
40	Direct, indirect and synthetic holdings of the AT1 instruments of financial sector entities where the institution has a significant investment in those entities (amount above 10% threshold and net of eligible short positions) (negative amount)	–	56 (d), 59, 79, 475(4)	
41	Regulatory adjustments applied to additional Tier 1 capital in respect of amounts subject to pre-CRR treatment and transitional treatments subject to phase-out as prescribed in Regulation (EU) No 585/2013 (ie. CRR residual amounts)	–		
41a	Residual amounts deducted from additional Tier 1 capital with regard to deduction from Common Equity Tier 1 capital during the transitional period pursuant to article 472 of Regulation (EU) No 575/2013	–	472, 473(3)(a), 472 (4), 472 (6), 472 (8) (a), 472 (9), 472 (10) (a), 472 (11) (a)	
	Of which items to be detailed line by line, e.g. material net interim losses, intangibles, shortfall of provisions to expected losses, etc.	–		
41b	Residual amounts deducted from additional Tier 1 capital with regard to deduction from Tier 2 capital during the transitional period pursuant to article 475 of Regulation (EU) No 575/2013	–	477, 477 (3), 477 (4) (a)	
	Of which items to be detailed line by line, e.g. reciprocal cross holdings in Tier 2 instruments, direct holdings of non-significant investments in the capital of other financial sector entities, etc.	–		
41c	Amounts to be deducted from added to additional Tier 1 capital with regard to additional filters and deductions required pre-CRR	–	467, 468, 481	
	Of which: ... possible filter for unrealised losses	–	467	
	Of which: ... possible filter for unrealised gains	–	468	
	Of which: ...	–	481	
42	Qualifying T2 deductions that exceed the T2 capital of the institution (negative amount)	–	56 (e)	
43	Total regulatory adjustments to Additional Tier 1 (AT1) capital	–		
44	Additional Tier 1 (AT1) capital	–		
45	Tier 1 capital (T1 = CET1 + AT1)	1,021,773		

Table 8 Disclosure table according to Annex IV commission implementing regulation 1423/2014

Tier 2 (T2) capital: instruments and provisions		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
46	Capital instruments and the related share premium accounts	88,299	62, 63	
47	Amount of qualifying items referred to in Article 484 (5) and the related share premium accounts subject to phase-out from T2	4,808	486 (4)	
	Public sector capital injections grandfathered until 1 January 2018	–	483 (4)	
48	Qualifying own funds instruments included in consolidated T2 capital (including minority interest and AT1 instruments not included in rows 5 or 34) issued by subsidiaries and held by third parties	–	87, 88, 480	
49	Of which: instruments issued by subsidiaries subject to phase-out	–	486 (4)	
50	Credit risk adjustments	–	62 (c) & (d)	
51	Tier 2 (T2) capital before regulatory adjustment	93,108		
Tier 2 (T2) capital: regulatory adjustments		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
52	Direct and indirect holdings by an institution of own T2 instruments and subordinated loans (negative amount)	–	63 (b) (i), 66 (a), 67, 477(2)	
53	Holdings of the T2 instruments and subordinated loans of financial sector entities where those entities have reciprocal cross holdings with the institutions designed to inflate artificially the own funds of the institution (negative amount)	–	66 (b), 68, 477(3)	
54	Direct, indirect and synthetic holdings of the T2 instruments and subordinated loans of financial sector entities where the institution does not have a significant investment in those entities (amount above 10% threshold and net of eligible short positions) (negative amount)	–	66 (c), 69, 70, 79, 477 (4)	
54a	Of which new holdings not subject to transitional arrangements	–		
54b	Of which holdings existing before 1 January 2013 and subject to transitional arrangements	–		
55	Direct, indirect and synthetic holdings of the T2 instruments and subordinated loans of financial sector entities where the institution has a significant investment in those entities (net of eligible short positions) (negative amounts)	–	66 (d), 69, 79	
56	Empty set in the EU			
56a	Residual amounts deducted from Tier 2 capital with regard to deduction from Common Equity Tier 1 capital during the transitional period pursuant to article 472 of Regulation (EU) No 575/2013	–	472, 472(3)(a), 472 (4), 472 (6), 472 (8), 472 (9), 472 (10) (a), 472 (11) (a)	
	Of which items to be detailed line by line, e.g. material net interim losses, intangibles, shortfall of provisions to expected losses, etc.	–6,203		
56b	Residual amounts deducted from Tier 2 capital with regard to deduction from additional Tier 1 capital during the transitional period pursuant to article 475 of Regulation (EU) No 575/2013	–	475, 475 (2) (a), 475 (3), 475 (4) (a)	
	Of which items to be detailed line by line, e.g. reciprocal cross holdings in AT1 instruments, direct holdings of non-significant investments in the capital of other financial sector entities, etc.	–		
56c	Amounts to be deducted from or added to Tier 2 capital with regard to additional filters and deductions required pre-CRR	–	467, 468, 481	
	Of which: ... possible filter for unrealised losses	–	467	
	Of which: ... possible filter for unrealised gains	–	468	
	Of which: ...	–	481	

Table 8 Disclosure table according to Annex IV commission implementing regulation 1423/2014

Tier 2 (T2) capital: regulatory adjustments		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
57	Total regulatory adjustments to Tier 2 (T2) capital	-6,203		
58	Tier 2 (T2) capital	86,904		
59	Total capital (TC = T1 + T2)	1,108,678		
59a	Risk-weighted assets in respect of amounts subject to pre-CRR treatment and transitional treatments subject to phase-out as prescribed in Regulation (EU) No 575/2013 (i.e. CRR residual amount)	-		
	Of which:... items not deducted from CET1 (Regulation (EU) No 575/2013 residual amounts) (items to be detailed line by line, e.g. deferred tax assets that rely on future profitability net of related tax liability, indirect holdings of own CET1, etc)	-	472, 472 (5), 472 (8) (b), 472 (10) (b), 472 (11) (b)	
	Of which:...items not deducted from AT1 items (Regulation (EU) No 575/2013 residual amounts) (items to be detailed line by line, e.g. reciprocal cross holdings in T2 instruments, direct holdings of non-significant investments in the capital of other financial sector entities, etc.)	-	475, 475 (2) (b), 475 (2) (c), 475 (4) (b)	
	Items not deducted from T2 items (Regulation (EU) No 575/2013 residual amounts) (items to be detailed line by line, e.g. indirect holdings of own T2 instruments, indirect holdings of non-significant investments in the capital of other financial sector entities, indirect holdings of significant investments in the capital of other financial sector entities, etc)	-	477, 477 (2) (b), 477 (2) (c), 477 (4) (b)	
60	Total risk-weighted assets	4,979,120		
Capital ratios and buffers		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
61	Common Equity Tier 1 (as a percentage of total risk exposure amount)	20.52%	92 (2) (a)	
62	Tier 1 (as a percentage of total risk exposure amount)	20.52%	92 (2) (b)	
63	Total capital (as a percentage of total risk exposure amount)	22.27%	92 (2) (c)	
64	Institution-specific buffer requirement (CET1 requirement in accordance with article 92 (1) (a) plus capital conservation and countercyclical buffer requirements plus a systemic risk buffer, plus systemically important institution buffer expressed as a percentage of total risk exposure amount)	5.75%	CRD 128, 129, 130, 131, 133	
65	Of which: capital conservation buffer requirement	1.25%		
66	Of which: countercyclical buffer requirement	0.00%		
67	Of which: systemic risk buffer requirement Common Equity Tier 1 available to meet buffers (as a percentage of risk exposure amount)	0.00%		
67a	Of which: Global Systemically Important Institution (G-SII) or Other Systemically Important Institution (O-SII) buffer	0.00%	CRD 131	
68	Common Equity Tier 1 available to meet buffers (as a percentage of risk exposure amount)	20.52%	CRD 128	
69	[non-relevant in EU regulation]			
70	[non-relevant in EU regulation]			
71	[non-relevant in EU regulation]			

Table 8 Disclosure table according to Annex IV commission implementing regulation 1423/2014

Amounts below the thresholds for deduction (before risk-weighting)		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
72	Direct and indirect holdings of the capital of financial sector entities where the institution does not have a significant investment in those entities (amount below 10% threshold and net of eligible short positions)	1	36 (1) (h), 45, 46, 472 (10), 56 (c), 59, 60, 475 (4), 66 (c), 69, 70, 477 (4)	
73	Direct and indirect holdings of the CET1 instruments of financial sector entities where the institution has a significant investment in those entities (amount below 10% threshold and net of eligible short positions)	7,316	36 (1) (i), 45, 48, 470, 472 (11)	
74	Empty set in the EU			
75	Deferred tax assets arising from temporary difference (amount below 10% threshold, net of related tax liability where the conditions in Article 38 (3) are met)	–	36 (1) (c), 38, 48, 470, 472 (5)	
Applicable caps on the inclusion of provisions in Tier 2		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
76	Credit risk adjustments included in T2 in respect of exposures subject to standardised approach (prior to the application of the cap)	–	62	
77	Cap on inclusion of credit risk adjustments in T2 under standardised approach	–	62	
78	Credit risk adjustments included in T2 in respect of exposures subject to internal rating-based approach (prior to the application of the cap)	–	62	
79	Cap for inclusion of credit risk adjustments in T2 under internal ratings-based approach	–	62	
Capital instruments subject to phase-out arrangements (only applicable between 1 Jan 2014 and 1 Jan 2022)		(A) Amount at disclosure date	(B) Regulation (EU) No 575/2013 Article Reference	(C) Amounts subject to pre-regulation (EU) No 575/2013 treatment or prescribed residual amount of regulation (EU) No 575/2013
80	Current cap on CET1 instruments subject to phase-out arrangements	–	484 (3), 486 (2) & (5)	
81	Amount excluded from CET1 due to cap (excess over cap after redemptions and maturities)	–	484 (3), 486 (2) & (5)	
82	Current cap on AT1 instruments subject to phase-out arrangements	–	484 (4), 486 (3) & (5)	
83	Amount excluded from AT1 due to cap (excess over cap after redemptions and maturities)	–	484 (4), 486 (3) & (5)	
84	Current cap on T2 instruments subject to phase-out arrangements	–	484 (5), 486 (4) & (5)	
85	Amount excluded from T2 due to cap (excess over cap after redemptions and maturities)	–	484 (5), 486 (4) & (5)	

## Article 438 – Capital requirements

Table 9 and Table 10 provide information about the capital requirements measured under the standardised approach (SA), the foundation internal ratings based approach (F-IRB) and the advanced internal ratings based approach (A-IRB).

Table 9 Capital adequacy requirement by exposure class at 31-12-2017

	Gross exposure	Net exposure	Average risk weighting	Risk weighting	Capital adequacy requirement
<b>Total</b>	<b>15,593,679</b>	<b>14,903,606</b>	<b>26%</b>	<b>3,830,349</b>	<b>306,428</b>
<b>SA exposure classes</b>					
Central governments and central banks	2,142,346	2,430,458	1%	23,973	1,918
Regional governments and local authorities	67,762	67,762	0%	–	–
International organisations	43,415	43,415	0%	–	–
Multilateral development banks	50,613	50,613	0%	–	–
Institutions	1,174,032	902,295	31%	283,269	22,661
Units in collective investment schemes	42,720	42,720	100%	42,720	3,418
Corporates	456,531	250,041	87%	218,222	17,458
Retail	697,587	318,759	73%	234,103	18,728
Secured by mortgages on immovable property	487,243	483,780	35%	170,191	13,615
Items in default	37,700	32,371	113%	36,528	2,922
Items associated with particularly high risk	31,156	31,156	150%	46,734	3,739
Covered bonds	513,558	513,558	10%	51,356	4,108
Equity exposures	59,621	59,621	100%	59,621	4,770
Other items	277,699	277,699	100%	277,659	22,213
<b>Total SA</b>	<b>6,081,982</b>	<b>5,504,258</b>	<b>26%</b>	<b>1,444,376</b>	<b>115,550</b>
<b>F-IRB exposure classes</b>					
Corporates	1,977,592	1,923,622	67%	1,281,325	102,506
Equities	107,277	107,277	259%	277,894	22,232
Securitisation positions	671,367	671,367	7%	49,815	3,985
<b>Total F-IRB</b>	<b>2,756,236</b>	<b>2,702,266</b>	<b>60%</b>	<b>1,609,034</b>	<b>128,723</b>
<b>A-IRB exposure classes</b>					
Retail	6,755,460	6,697,082	12%	776,939	62,155
<b>Total A-IRB</b>	<b>6,755,460</b>	<b>6,697,082</b>	<b>12%</b>	<b>776,939</b>	<b>62,155</b>



Table 10 Capital adequacy requirement by exposure class at 31-12-2016

	Gross exposure	Net exposure	Average risk weighting	Risk weighting	Capital adequacy requirement
<b>Total</b>	<b>16,103,072</b>	<b>15,662,400</b>	<b>29%</b>	<b>4,514,771</b>	<b>361,182</b>
<b>SA exposure classes</b>					
Central governments and central banks	1,874,843	2,159,016	1%	19,485	1,559
Regional governments and local authorities	60,650	60,167	0%	203	16
International organisations	39,669	39,669	0%	–	–
Multilateral development banks	50,678	50,678	0%	–	–
Institutions	1,203,271	957,522	36%	341,918	27,353
Units in collective investment schemes	28,864	28,864	100%	28,864	2,309
Corporates	505,444	293,083	97%	284,169	22,734
Retail	484,261	312,339	43%	133,124	10,650
Secured by mortgages on immovable property	523,065	523,065	35%	183,022	14,642
Items in default	64,202	35,636	104%	37,144	2,972
Items associated with particularly high risk	37,166	37,141	150%	55,712	4,457
Covered bonds	619,420	619,420	13%	78,126	6,250
Equity exposures	67,122	67,122	100%	67,121	5,370
Other items	371,321	371,321	76%	283,926	22,714
<b>Total SA</b>	<b>5,929,975</b>	<b>5,553,932</b>	<b>27%</b>	<b>1,512,817</b>	<b>121,026</b>
<b>F-IRB exposure classes</b>					
Corporates	2,622,546	2,542,336	70%	1,790,383	143,231
Equities	45,910	45,910	308%	141,390	11,311
Securitisation positions	658,604	658,604	7%	48,868	3,909
<b>Total F-IRB</b>	<b>3,327,059</b>	<b>3,246,849</b>	<b>61%</b>	<b>1,980,641</b>	<b>158,451</b>
<b>A-IRB exposure classes</b>					
Retail	6,846,038	6,861,618	15%	1,021,313	81,705
<b>Total A-IRB</b>	<b>6,846,038</b>	<b>6,861,618</b>	<b>15%</b>	<b>1,021,313</b>	<b>81,705</b>

Information about the capital requirements for market risk can be found in Table 3.3 in the annual report.

Table 11 contains information about the capital requirements calculated under the simple risk weight approach for equities.

Table 11 IRB equities simple risk weighting method at 31/12/2017

	Gross exposure	Net exposure	Risk weighting	Capital adequacy requirement
<b>Total</b>	<b>107,277</b>	<b>107,277</b>	<b>277,894</b>	<b>22,232</b>
190% Positions in unlisted equities	61,152	61,152	116,189	9,295
290% Positions in listed equities	–	–	–	–
370% All other positions in equities	38,661	38,661	143,046	11,444
250% Equity positions >10% in financial companies	7,464	7,464	18,659	1,493

Table 12 Capital adequacy requirement for operational risk			31/12/2017		31/12/2016	
	Beta coefficient	Average income	Capital adequacy requirement	Average income	Capital adequacy requirement	
<b>Total</b>		<b>504,359</b>	<b>66,961</b>	<b>516,304</b>	<b>69,916</b>	
Corporate finance	18%	58,944	10,610	65,574	11,803	
Trading and sales	18%	16,401	2,952	27,529	4,955	
Retail brokerage	12%	126,315	15,158	116,304	13,956	
Commercial banking	15%	44,189	6,628	56,865	8,530	
Retail banking	12%	161,508	19,381	155,454	18,654	
Payment and settlement	18%	9,857	1,774	11,130	2,003	
Agency services	15%	–	–	–	–	
Asset management	12%	87,145	10,457	83,448	10,014	

## Article 439 – Exposures to counterparty credit risk

Table 13 contains an overview of the exposures to counterparty credit risk.

Table 13 Counterparty credit risk exposure values	31-12-2017	31-12-2016
Gross replacement cost of derivative contracts (only items with a replacement cost greater than nil)	153,810	147,788
Settlement of derivative contracts	–47,026	–53,091
Add-ons for derivative contracts arising from potential future credit risk	137,151	306,498
<b>Net credit equivalent of derivative contracts</b>	<b>243,935</b>	<b>401,195</b>

## Article 440 – Capital buffers

Table 14 and Table 15 contain information about the geographical distribution of credit exposures that are relevant for the calculation of our countercyclical capital buffer, as well as the amount of our countercyclical capital buffer.

**Table 14 Geographical distribution of credit exposures for the calculation of the countercyclical capital buffer**

Row		General credit exposures		Trading book exposure	
		Exposure value for SA	Exposure value for IRB	Sum of long and short position of trading book	Value of trading book for internal models
		010	020	030	040
010-1	Netherlands	1,547,341	8,338,382	–	–
010-2	Belgium	161,852	99,329	–	–
010-3	Switzerland	80,304	34,309	–	–
010-4	United Kingdom	56,715	32,071	–	–
010-5	France	10,444	63,115	–	–
010-6	Luxembourg	2,005	32,753	–	–
010-7	Other	267,439	119,033	–	–
020	Total	2,126,100	8,718,992	–	–

	Securitisation exposure		Own funds requirements			Total	Own funds requirement weights	Counter-cyclical capital buffer rate
	Exposure value for SA	Exposure value for IRB	Of which: General credit exposures	Of which: trading book exposures	Of which: Securitisation exposures			
	050	060	070	080	090	100	110	120
Netherlands	–	664,504	228,727	–	3,843	235,951	83%	0%
Belgium	–	567	14,987	–	3	14,991	5%	0%
Switzerland	–	–	6,626	–	–	6,626	2%	0%
United Kingdom	–	6,295	3,604	204	–	3,808	1%	0%
France	–	–	2,337	–	–	2,337	1%	0%
Luxembourg	–	–	3,614	–	–	3,614	1%	0%
Other	–	1	17,729	3,382	–	17,730	0%	0%
Total	–	671,367	277,624	3,586	3,846	285,057	0%	0%

**Table 15 Amount of institution-specific countercyclical capital buffer**

Row		Column
010	Total risk exposure amount	3,563,209
020	Institution specific countercyclical buffer rate	0%
030	Institution specific countercyclical buffer requirement	0

## Article 442 – Credit risk adjustment

The tables below provide information about credit risk and credit risk adjustments applied by Van Lanschot Kempen. Table 16 provides information about the total and average exposure amount.

Table 16 Total and average exposure by exposure type

Exposure class	Total exposure amount	Average exposure amount
Central governments and central banks	2,142,346	34,005
Regional governments and local authorities	67,762	13,552
International organisations	43,415	21,708
Multilateral development banks	50,613	50,613
Institutions	1,173,897	2,150
Central counterparties	–	–
Units in collective investment schemes	42,720	3,051
Corporates	456,531	959
Retail	697,587	88
Secured by mortgages on immovable property	487,243	62
Exposures in default	37,700	218
Items associated with particularly high risk	31,156	2,596
Covered bonds	513,558	15,562
Other items	277,699	4,084
Equity position SA	59,621	6,625
Corporates IRB	1,977,592	859
Equity position IRB	107,277	2,617
Securitisation positions	671,367	24,865
Retail IRB	6,755,460	137

Table 17 breaks down the exposure amount by country.

Table 17 Exposure amount by country

Exposure class	Total exposure amount
Netherlands	13,089,746
Belgium	676,203
United Kingdom	380,844
Switzerland	223,475
Germany	166,647
Other	1,056,764

Table 18 shows the residual maturity per exposure class.

Table 18 Residual maturity per exposure class	
Exposure class	Residual maturity (years)
Central governments and central banks	0.73
Regional governments and local authorities	2.19
International organisations	2.62
Multilateral development banks	2.04
Institutions	2.89
Central counterparties	n/a
Units in collective investment schemes	n/a
Corporates	1.89
Retail	7.37
Secured by mortgages on immovable property	26.08
Exposures in default	14.08
Items associated with particularly high risk	3.00
Covered bonds	3.77
Other items	n/a
Equity positions SA	n/a
Corporates IRB	7.24
Equities IRB	n/a
Securitisation positions	2.44
Retail IRB (immovable property, sme and non-sme)	16.69

Table 19 provides information about impaired and past due exposures, broken down by the most relevant countries.

Table 19 Impaired and past due exposures per country			
Country	amount of the impaired exposures	amount of past due exposures	if practical, the amounts of specific and general credit risk adjustments
The Netherlands	217,583	410,777	87,141
Belgium	15,233	47	10,308
France	9,532	6,367	5,840
Spain	2,078	–	1,127
United Kingdom	1,179	2,509	1,061
Other	7,427	4,716	5,357

## Article 443 – Unencumbered assets

Table 20 provides an overview of asset encumbrance at Van Lanschot Kempen on 31-12-2017.

### Template A-Assets

Table 20 Asset encumbrance 31-12-2017		Carrying amount of encumbered assets	Fair value of encumbered assets	Carrying amount of unencumbered assets	Fair value of unencumbered assets
		010	040	060	090
010	Assets of the reporting institution	2,789,318		11,822,273	
030	Equity instruments	–	–	193,914	193,914
040	Debt securities	285,272	298,284	2,225,227	2,243,049
120	Other assets	12,877		835,831	

### Template B-Collateral received

		Fair value of encumbered collateral received or own debt securities issued	Fair value of collateral received or own debt securities issued available for encumbrance
		010	040
130	Collateral received by the reporting institution	–	–
150	Equity instruments	–	–
160	Debt securities	–	–
230	Other collateral received	–	–
240	Own debt securities issued other than own covered bonds or ABSs	2,789,318	–

### Template C-Encumbered assets/collateral received and associated liabilities

		Matching liabilities, contingent liabilities or securities lent	Assets, collateral received and own debt securities issued other than covered bonds and ABSs encumbered
		010	030
010	Carrying amount of selected financial liabilities	2,090,382	2,484,375

### D - Information on importance of encumbrance

Asset encumbrance mainly concerns the claims on residential mortgages that are included in secured funding programs. Asset encumbrance can also occur due to repo transactions. Out of the potential sources of asset encumbrance, the majority of asset encumbrance is generated by the conditional pass through covered bond program. We have asset encumbrance limits in place in our funding planning.

## Article 444 – Use of ECAs

Table 21 contains information about the risk weights applied to the various exposure classes and credit quality steps.

Table 21 Credit quality step by relevant exposure class

	Step 1	Step 2	Step 3	Step 4	Step 5	Step 6
Central government and central banks	0	20	50	100	100	150
Regional government and local authorities	20	50	100	100	100	150
Financial companies and financial institutions	20	50	50	100	100	150
Current receivables from corporate and financial companies	20	20	20	50	50	150
Corporates	20	50	100	100	150	150

Table 22 contains information about the exposure values and the exposure values after credit risk mitigation associated with each credit quality step.

Table 22 SA exposures by risk weighting

	31/12/2017		31/12/2016	
	Gross exposure	Net exposure	Gross exposure	Net exposure
<b>Total</b>	<b>6,081,983</b>	<b>5,504,258</b>	<b>5,929,975</b>	<b>5,553,932</b>
0%	2,294,588	2,582,700	2,115,414	2,399,587
10%	513,558	513,558	457,579	457,579
20%	936,132	701,098	853,730	608,889
35%	479,094	477,429	523,065	523,065
50%	181,736	172,898	511,530	509,030
75%	697,587	318,545	484,261	312,339
100%	928,472	688,510	935,788	695,491
150%	41,227	39,931	40,814	40,157
250%	9,589	9,589	7,794	7,794

## Article 445 – Exposure to market risk

Table 23 provides a breakdown of the capital adequacy requirements for market risk.

Table 23 Capital adequacy requirements for market risk

Market risk exposure type:	Capital adequacy requirement
Position risk in the trading book	17,906
Large exposures in the trading book	–
FX risk (all books)	151
Settlement risk (all books)	1,101
Commodities risk (all books)	–
<b>Total</b>	<b>19,158</b>

## Article 447 – Exposure in equities not included in the trading book

Table 24 provides information about the equity positions in the banking book.

Table 24 Equity exposures in the banking book by exposure type			For those exchange-traded, a comparison to the market price where it is materially different from the fair value
Exposure type	Balance sheet value	Fair value	
Equity exposure in Management Book Kempen & Co NV	64,252	64,252	-
Equity exposure in Management Book Van Lanschot	83,228	83,228	-
Equity exposure in Banking Book Van Lanschot Participaties	18,335	18,335	-
Instruments in associates using the equity method (including Bolster)	70,390	70,390	-

Table 25 provides information about equity exposures in the banking book.

Table 25 Equity exposures in the banking book by position type		Amount
Equity position type		
Exchange traded		61,905
Private equity (sufficiently diversified)		61,152
Other exposures		113,148

The total realised gains or losses arising from sales and liquidations of equity positions in the banking book during 2017 was €9.4 million.

## Article 451 – Leverage ratio

Van Lanschot Kempen calculates its leverage ratio based on fully loaded capital definitions. Table 25 provides a breakdown of the total exposure measure as well as a reconciliation of the total exposure measure with the relevant information disclosed in published financial statements. Table 27 provides information about the calculation of the leverage ratio.

Table 26 LRSum			Applicable Amount
1	Total assets as per published financial statements		14,658,875
2	Adjustment for entities which are consolidated for accounting purposes but are outside the scope of regulatory consolidation		45,903
3	(Adjustment for fiduciary assets recognised on the balance sheet pursuant to the applicable accounting framework but excluded from the leverage ratio total exposure measure in accordance with Article 429(13) of Regulation (EU) No 575/2013)		-
4	Adjustments for derivative financial instruments		91,787
5	Adjustment for securities financing transactions (SFTs)		-
6	Adjustment for off-balance sheet items (i.e. conversion to credit equivalent amounts of off-balance sheet exposures)		523,647
EU-6a	(Adjustment for intragroup exposures excluded from the leverage ratio total exposure measure in accordance with Article 429(7) of Regulation (EU) No 575/2013)		-
EU-6b	(Adjustment for exposures excluded from the leverage ratio total exposure measure in accordance with Article 429(14) of Regulation (EU) No 575/2013)		-
7	Other adjustments		83,373
8	Leverage ratio total exposure measure		15,145,031



Table 27 LRCom

On-balance sheet exposures (excluding derivatives and SFTs)		CRR leverage ratio exposure
1	On-balance sheet items (excluding derivatives, SFTs and fiduciary assets, but including collateral)	14,262,113
2	(Asset amounts deducted in determining Tier 1 capital)	54,772
3	Total on-balance sheet exposures (excluding derivatives, SFTs and fiduciary assets) (sum of lines 1 and 2)	14,207,340
<b>Derivative exposures</b>		
4	Replacement cost associated with all derivatives transactions (i.e. net of eligible cash variation margin)	243,935
5	Add-on amounts for PFE associated with all derivatives transactions (mark-to-market method)	170,110
EU-5a	Exposure determined under original exposure method	–
6	Gross-up for derivatives collateral provided where deducted from the balance sheet assets pursuant to the applicable accounting framework	–
7	(Deductions of receivables assets for cash variation margin provided in derivatives transactions)	–
8	(Exempted CCP leg of client-cleared trade exposures)	–
9	Adjusted effective notional amount of written credit derivatives	–
10	(Adjusted effective notional offsets and add-on deductions for written credit derivatives)	–
11	Total derivatives exposures (sum of lines 4 to 10) SFT exposures	414,045
<b>SFT exposures</b>		
12	Gross SFT assets (with no recognition of netting), after adjusting for sales accounting transactions	–
13	(Netted amounts of cash payables and cash receivables of gross SFT assets)	–
14	Counterparty credit risk exposure for SFT assets	–
EU-14a	Derogation for SFTs: Counterparty credit risk exposure in accordance with Articles 429b(4) and 222 of Regulation (EU) No 575/2013	–
15	Agent transaction exposures	–
EU-15a	(Exempted CCP leg of client-cleared SFT exposure)	–
16	Total securities financing transaction exposures (sum of lines 12 to 15a)	–
<b>Other off-balance sheet exposures</b>		
17	Off-balance sheet exposures at gross notional amount	1,125,373
18	(Adjustments for conversion to credit equivalent amounts)	601,726
19	Other off-balance sheet exposures (sum of lines 17 and 18)	523,647
<b>Exempted exposures in accordance with Article 429(7) and (14) of Regulation (EU) No 575/2013 (on- and off-balance sheet)</b>		
EU-19a	(Intragroup exposures (solo basis) exempted in accordance with Article 429(7) of Regulation (EU) No 575/2013 (on and off balance sheet))	–
EU-19b	(Exposures exempted in accordance with Article 429 (14) of Regulation (EU) No 575/2013 (on and off balance sheet))	–
<b>Capital and total exposure measure</b>		
20	Tier 1 capital	1,021,773
21	Leverage ratio total exposure measure (sum of lines 3, 11, 16, 19, EU-19a and EU-19b)	15,145,031
<b>Leverage ratio</b>		
22	Leverage ratio	6.7%
<b>Choice on transitional arrangements and amount of derecognised fiduciary items</b>		
EU-23	Choice on transitional arrangements for the definition of the capital measure	n/a
EU-24	Amount of derecognised fiduciary items in accordance with Article 429(11) of Regulation (EU) No 575/2013	n/a

Table 28 LRSpl

		CRR leverage ratio exposure
EU-1	Total on-balance sheet exposures (excluding derivatives, SFTs, and exempted exposures), of which:	15,631,912
EU-2	Trading book exposures	38,233
EU-3	Banking book exposures, of which:	15,593,679
EU-4	Covered bonds	513,558
EU-5	Exposures treated as sovereigns	2,142,346
EU-6	Exposures to regional governments, MDB, international organisations and PSE not treated as sovereigns	161,791
EU-7	Institutions	1,174,031
EU-8	Secured by mortgages of immovable properties	6,079,465
EU-9	Retail exposures	1,860,825
EU-10	Corporate	2,434,123
EU-11	Exposures in default	37,700
EU-12	Other exposures (e.g. equity, securitisations, and other non-credit obligation assets)	1,189,840

Table 29 LRQua

Row 1	Description of the processes used to manage the risk of excessive leverage:
	The leverage ratio of Van Lanschot Kempen is well in excess of the expected regulatory minimum of 3%. ALCO monitors the leverage risk incurred by Van Lanschot Kempen.
Row 2	Description of the factors that had an impact on the leverage Ratio during the period to which the disclosed leverage ratio refers:
	During the reporting period, the leverage ratio decreased moderately. This was due to both a slight decrease of the capital measure (numerator) and an increase in the exposure measure (denominator).

## Article 452 – Use of the Internal Ratings Based Approach for credit risk

In regards to non-retail credit risk exposures, Van Lanschot Kempen uses an internal model for its corporate portfolio. Table 30 contains key information about this portfolio.

Table 30 Corporates

Corporates	Value:
Total exposure	1,977,592
Sum of outstanding loans	1,761,714
Exposure values for undrawn commitments	215,877
Exposure-weighted average risk weight	67%

Table 31 SME Retail

SME Retail	Value:
Total exposure	493,455
Sum of outstanding loans	369,279
Exposure values for undrawn commitments	124,176
Exposure-weighted average risk weight	30%

Table 32 Retail secured by mortgages

Retail secured by mortgages	Value:
Total exposure	5,592,222
Sum of outstanding loans	5,567,462
Exposure values for undrawn commitments	24,760
Exposure-weighted average risk weight	9%

Table 33 Expected loss (EL) and realised loss (RL) in bps of EAD for corporate and retail exposure classes

EL 31-12-2016	2.16%
RL 31-12-2016	0.11%
EL 31-12-2017	1.98%
RL 31-12-2017	0.39%

Table 34 and Table 35 provide geographic information about PD and LGD for A-IRB portfolios.

**Table 34 Geographical breakdown of PD and LGD for SME Retail**

Exposure class SME Retail	Exposure-weighted average LGD	PD
The Netherlands	36.60%	4.54%
Belgium	36.60%	24.49%
France	36.60%	9.73%
Other	36.60%	4.28%

**Table 35 Geographical breakdown of PD and LGD for Retail Mortgages**

Exposure class Retail secured by mortgages	Exposure-weighted average LGD	PD
The Netherlands	13.09%	1.52%
Belgium	32.62%	18.03%
Other	14.20%	0.84%

Table 36 provides geographic information about PD for F-IRB portfolios.

**Table 36 Geographical breakdown of PD for Corporates**

Exposure class Corporates	Exposure-weighted average PD
The Netherlands	14.95%
Belgium	1.67%
France	22.45%
Other	19.98%

## Article 453 – Use of credit risk mitigation techniques

Table 37 Impact of credit risk mitigation techniques of SA and F-IRB

For SA and F-IRB portfolios	the total exposure value that is covered by collateral	the total exposure is covered by guarantees or credit derivatives.
<b>SA exposure classes</b>		
Central governments and central banks	-	-
Regional governments and local authorities	-	-
International organisations	-	-
Multilateral development banks	-	-
Financial companies and financial institutions	137,456	76,567
Units in collective investment schemes	-	-
Corporates	168,097	91,502
Private individuals and medium-sized enterprises	-	-
Secured on real estate	-	-
Past due items	-	-
Items with a higher risk	-	-
Covered bonds	-	-
Other risk-weighted assets	-	-
<b>Total SA</b>	<b>305,553</b>	<b>168,069</b>
<b>F-IRB exposure classes</b>		
Corporates	1,013,540	-
Equities	-	-
Securitisation positions	-	-
<b>Total F-IRB</b>	<b>1,013,540</b>	<b>-</b>