



Van Lanschot

Algemene Vergadering van Aandeelhouders

's-Hertogenbosch, 18 mei 2017



A close-up photograph of a camera lens. The lens is the central focus, showing its intricate glass elements and metal housing. A reflection on the lens surface shows a road at night with several bright headlights. The text 'ASPH.' and 'φ62' is visible on the lens barrel. The background is a soft, out-of-focus green field.

Agendapunt 2a
Bericht van de Raad van Commissarissen

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a light brown or tan color with some blue accents. On the lens barrel, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene of a road at night, with several bright lights from cars or streetlights creating a bokeh effect. The background is a soft, out-of-focus green and yellow gradient.

Agendapunt 2b
Bestuursverslag van de Raad van Bestuur over
2016



Jaarcijfers 2016

27,20	12,57	16,63	1,02
30,85	9,38		1,57
30,58	0,96		3,48
25,22	5,46		1,05
2	40,75	11,36	2,71
1	48,12	14,59	3,68
	15,69	9,87	2,94
	35,13	13,00	11,96
	22,68	19,03	0,73
	6,03	34,75	0,85
	1,62	16,59	1,55
	24	21,01	1,24
	06	21,54	15,82
	3	14,91	1,19
	1	19,69	2,66
		25,32	8,58
		11,03	2,53
		10,73	1,38
		18,40	1,07
		17,98	0,99

60,55	+1,34	-4,39	15,69	1,02
5,69	-0,11	-12,40	23,73	47,39
	5,37	+17,35	0	23,46
		+2,57	11,98	56,30
		-11,44	-16,44	64,00
				39,16
				55,39
				8,99
				25,11
				265,50
				190,75
				66,64
				19,47
				14,22
				19,12
				35,40
				40,10

172	205,63	0,58	-2,79	9,51	66,64
172	178,90	-0,26	+0,64	14,22	19,47
10803	58,10	-1,76	-12,68	19,12	65,50
30009	16,50	-2,53	+44,71	35,40	40,10
042301	49,70	+2,91			
202005	39,29				
1235301					

Goede voortgang met Strategy 2020



Volgende stappen
omnichannel Private
Banking model

STATER
International Mortgage Services

Uitbesteding
hypotheek-
administratie

fidor
SOLUTIONS

Partner geselecteerd
voor uitbesteding
betalingsverkeer

Staalbankiers

Bolt-on acquisitie
gerealiseerd



Productontwikkeling
voortgezet



KCM Londen
succesvol
gemigreerd



KCM teams versterkt



Nieuwe Merchant
Banking niche
FI & FinTech gestart

Sterke winststijging en verhoogd dividend

Onderliggend nettoresultaat
€ 81,3 miljoen (+35%)

Client assets € 69,4 miljard
(+10%)

Assets under management
€ 57,5 miljard (+14%)

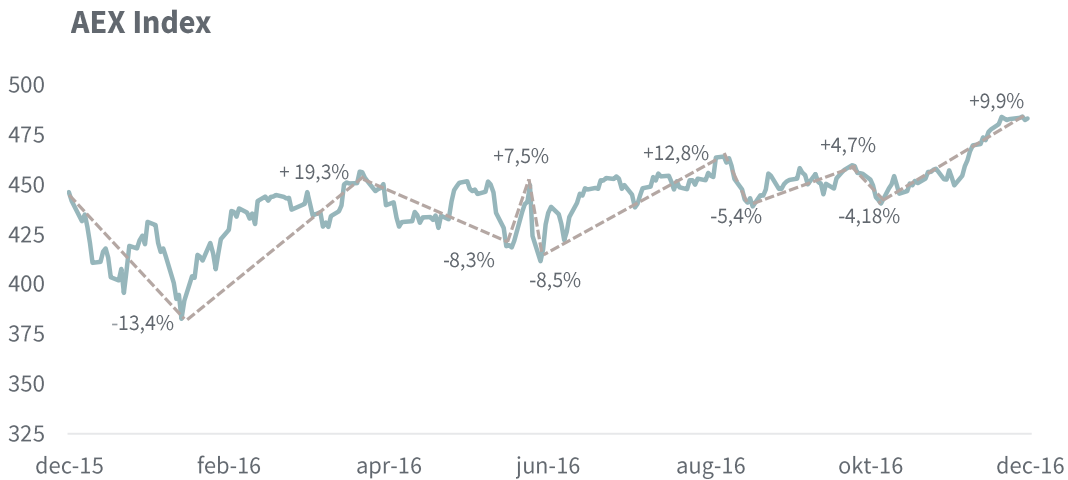
Kapitaalratio's wederom
verbeterd

CET I ratio op 19,0%

Dividend per aandeel stijgt
van € 0,45 naar € 1,20

Markontwikkelingen

- Aandelenmarkten waren erg volatiel in 2016
- China, olieprijsen, Brexit en verkiezingen U.S. hadden veel invloed op financiële markten
- Politieke onzekerheden zullen marktontwikkelingen blijven domineren in 2017



Bron: Bloomberg



Hoofdpunten 2016

Resultaten

Onderliggend nettoresultaat stijgt met 35% naar € 81,3 miljoen (2015: € 60,1 miljoen)

- Nettowinst stijgt naar € 69,8 miljoen (2015: € 42,8 miljoen)
- Provisie-inkomsten onder druk door minder transacties door klanten
- Verbeterde kredietkwaliteit leidt tot netto vrijval van kredietvoorzieningen van € 6,9 miljoen (2015: netto toevoeging van € 51,0 miljoen)

Client assets

Client assets stijgen met 10% tot € 69,4 miljard (2015: € 63,0 miljard)

- De overname van de private banking-activiteiten van Staalbankiers leidt tot een groei van € 1,9 miljard client assets
- Nieuwe Asset Management mandaten zorgen voor een stijging van assets under management naar € 37,8 miljard

Kapitaalpositie

Sterke balans

- Verdere afbouw zakelijke kredietportefeuille naar € 1,4 miljard (€ 1,2 miljard RWA)
- CET I ratio (phase-in) stijgt naar 19,0% (2015: 16,3%)
- Fully loaded leverage ratio bedraagt 6,9% (2015: 6,1%)

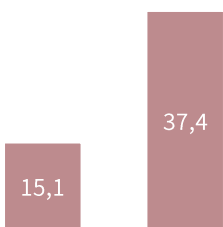
Onderliggend nettoresultaat stijgt met 35%

€ miljoen

Kernactiviteiten

Private Banking

+147%



2015 2016

Evi

+27%



2015 2016

Asset Management

-46%



2015 2016

Merchant Banking

-69%



2015 2016

Totaal

(incl. Overig en Corporate Banking)

+35%

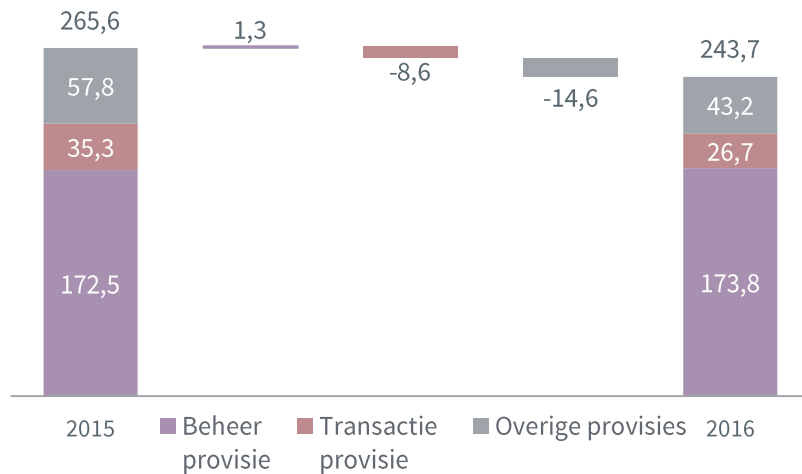


2015 2016

Beheerprovisie stabiel; transactieprovisie en overige provisie onder druk door marktomstandigheden

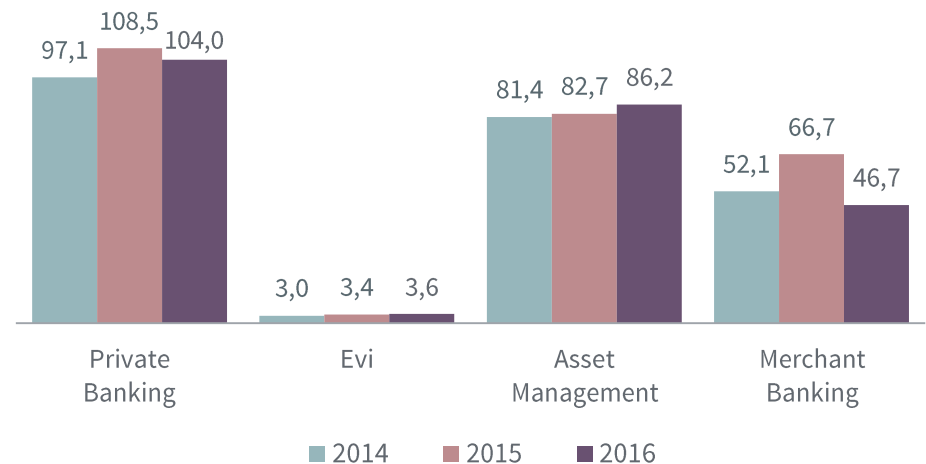
Provisie-inkomsten 2016 versus 2015

€ miljoen



Provisie-inkomsten per segment

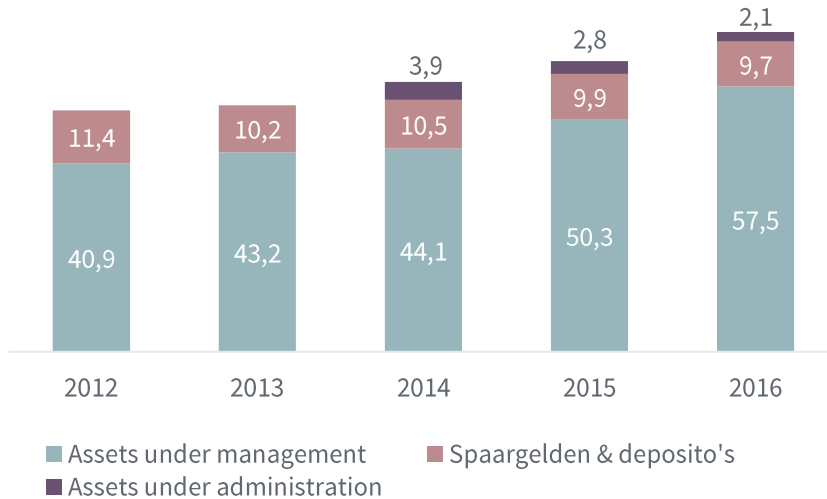
€ miljoen



Client Assets stijgen; verschuiving naar discretionair zet door

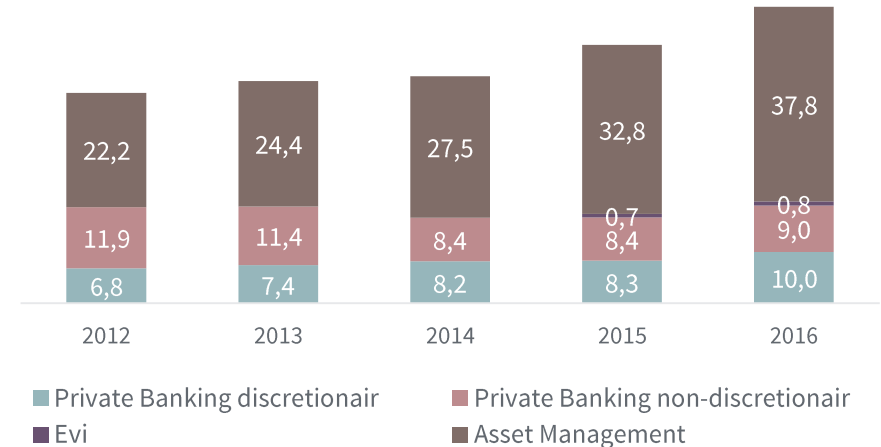
Client assets

€ miljard, ultimo



Assets under management

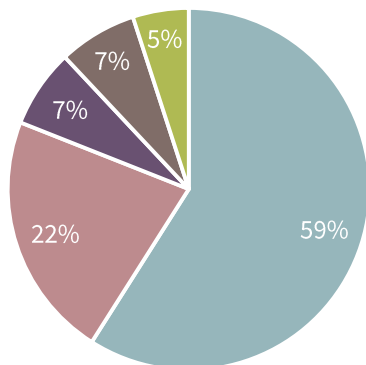
€ miljard, ultimo



Verbeterde kredietkwaliteit leidt tot netto vrijval van de toevoeging aan de kredietvoorziening

Leningenportefeuille, exclusief voorzieningen

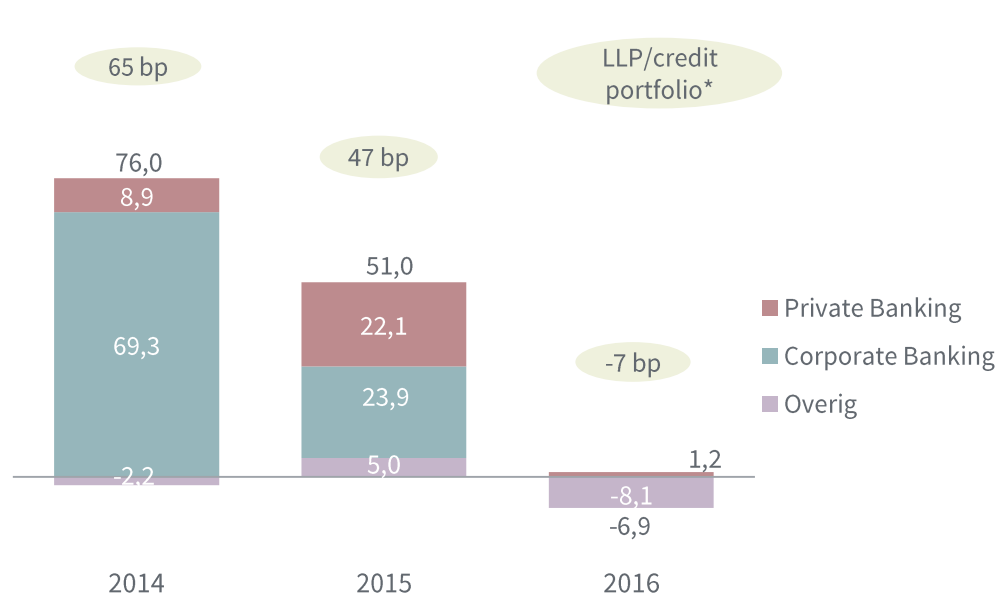
100% = € 9,8 miljard



- Private Banking - Hypotheken
- Private Banking - Overige kredietverlening
- Corporate Banking - MKB-leningen
- Corporate Banking - Vastgoedfinanciering
- Hypotheken - Distributie door derden

Toevoeging aan de kredietvoorziening

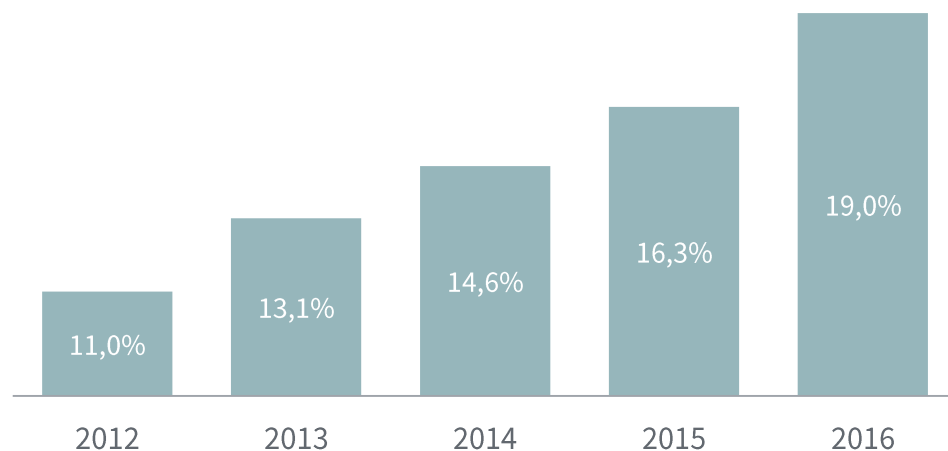
€ miljoen



Sterke stijging van kapitaalpositie

Common Equity Tier I ratio (phase-in)

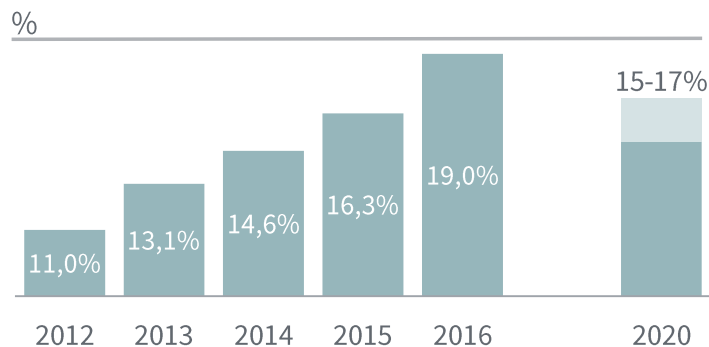
%



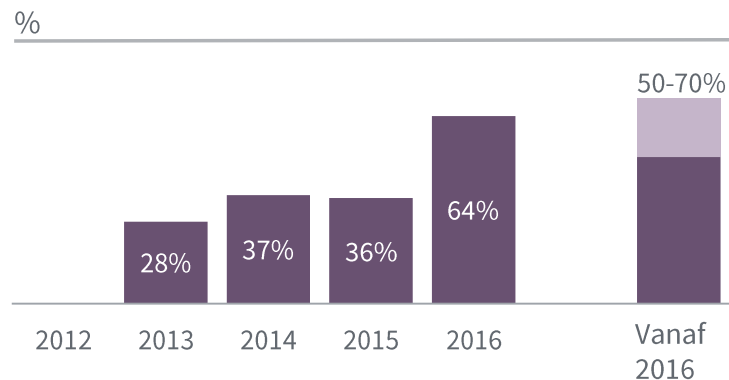
We herhalen onze toezegging om ten minste € 250 miljoen uit te keren aan onze aandeelhouders in de periode tot en met 2020, op basis van onze huidige plannen en de geldende wet- en regelgeving

Financiële doelstellingen 2020

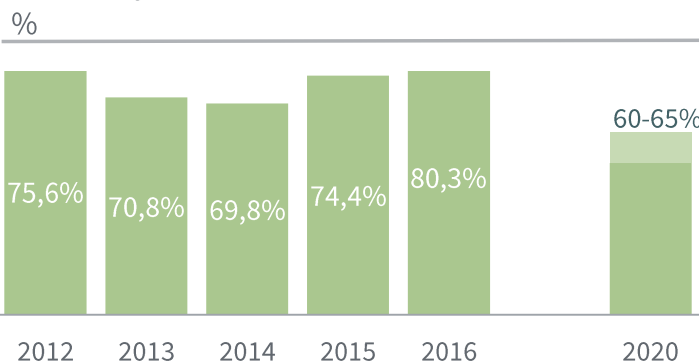
Common Equity Tier I ratio (phase-in)



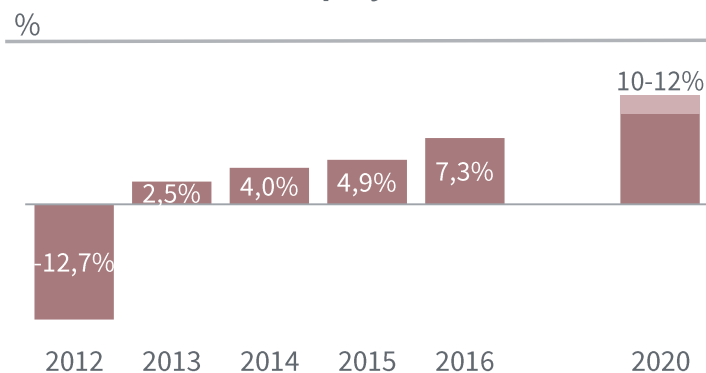
Dividend pay-out ratio*



Efficiency ratio



Return on Common Equity Tier I*



* Gebaseerd op onderliggend nettoresultaat. Dividend pay-out ratio voor 2016 is gebaseerd op het voorgestelde dividend.

Hoofdpunten eerste kwartaal 2017

Resultaten

Positieve ontwikkeling resultaat zet door

- Provisie-inkomsten vertonen een positieve ontwikkeling
- Boekwinst van succesvolle verkoop TechAccess draagt bij aan resultaat
- Kosten van een vergelijkbaar niveau als in dezelfde periode vorig jaar

Client assets

Client assets stijgen met € 1,4 miljard naar € 70,8 miljard (2016: € 69,4 miljard)

- AuM zijn toegenomen door onder meer € 0,4 miljard netto-instroom, die zowel binnen Private Banking, Evi als Asset Management is gerealiseerd
- Privatebanking-activiteiten Staalbankiers volledig en succesvol geïntegreerd

Kapitaalpositie

Solide kapitaalbasis wordt bevestigd

- Stijging van de phase-in CET I ratio naar 19,3% (2016: 19,0%)
- Fully loaded leverage ratio is stabiel op 6,8% (2016: 6,9%)

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate glass elements and metal housing. On the right side of the lens, the text "ASPH." and "φ62" is visible. The lens reflects a scene of a road at night, with several bright headlights from an approaching car. The background is a soft, out-of-focus green, suggesting a natural setting. A semi-transparent teal box is overlaid on the bottom right of the image, containing the text.

Agendapunt 3a
Uitvoering beloningsbeleid over 2016

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate glass elements and metal housing. A reflection on the lens surface shows a road at night with several bright headlights. The text 'ASPH.' and 'φ62' is visible on the lens barrel. The background is a soft, out-of-focus green field.

Agendapunt 3b
Vaststelling jaarrekening 2016

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a light brown or tan color with some blue accents. The lens is reflecting a scene of a road at night, with several bright headlights visible in the distance. The background is a soft, out-of-focus green and yellow gradient. The text is overlaid on a semi-transparent teal rectangular box in the lower-left quadrant of the image.

Agendapunt 3c
Reserverings- en dividendbeleid



Agendapunt 3d
Voorstel tot uitkering van een dividend van
€ 1,20 per aandeel in contanten op de gewone
aandelen A

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate elements and a reflection of a road at night with several bright lights. The lens barrel has some text on it, including 'ASPH.' and 'φ62'. The background is a soft, out-of-focus green and yellow gradient.

Agendapunt 4a

Voorstel om aan de leden van de Raad van Bestuur kwijting te verlenen voor het gevoerde bestuur in het boekjaar 2016

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate elements and a reflection of a road at night with several bright lights. The lens barrel has some text on it, including 'ASPH.' and 'φ62'. The background is a soft, out-of-focus green and yellow gradient.

Agendapunt 4b

Voorstel om aan de leden van de Raad van Commissarissen kwijting te verlenen voor de uitoefening van hun toezicht op het gevoerde bestuur in het boekjaar 2016

A close-up, macro shot of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a warm, metallic gold color. On the inner edge of the barrel, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene from a road at night, with several bright, out-of-focus lights from cars or street lamps. The background is a soft, blurred green, suggesting an outdoor setting. A semi-transparent teal box is overlaid on the bottom left of the image, containing the text.

Agendapunt 5
Voorstel tot statutenwijziging

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate elements and a reflection of a road at night with several bright lights. The lens barrel has some text on it, including 'ASPH.' and 'φ62'. The background is a soft, out-of-focus green and yellow gradient.

Agendapunt 6
Kennisgeving van de voorgenomen
herbenoeming van Karl Guha tot lid en voorzitter
van de Raad van Bestuur

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a mix of dark blue and metallic gold colors. On the gold ring, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene of a road at night, with several bright headlights from an approaching car. The background is a soft, out-of-focus green field.

Agendapunt 7
Benoeming externe accountant

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a light brown or tan color with some blue accents. On the lens barrel, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene of a road at night, with several bright lights from cars or streetlights creating a bokeh effect. The background is a soft, out-of-focus green and yellow gradient.

Agendapunt 8a

Kennisgeving vacatures en profielen;
gelegenheid tot het doen van een aanbeveling

A close-up, macro shot of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a warm, metallic gold color. On the inner ring of the lens, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene from a road at night, with several bright headlights and taillights creating a bokeh effect. The background is a soft, out-of-focus green, suggesting a natural setting. The overall composition is artistic and technical.

Agendapunt 8b

Voorstel tot herbenoeming van Jeanine Helthuis
als lid van de Raad van Commissarissen

A close-up, macro shot of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a warm, metallic gold color. On the inner ring of the lens, the text "ASPH." and "φ62" is visible. The lens is reflecting the scene in front of it, which appears to be a road at night with several bright headlights or streetlights. The background is a soft, out-of-focus green, suggesting a natural setting. The overall lighting is dramatic, with the lens elements catching the light and creating a sense of depth and focus.

Agendapunt 8c

Voorstel tot benoeming van Manfred Schepers
als lid van de Raad van Commissarissen

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate glass elements and metal housing. The lens is slightly out of focus, but the reflection on its surface is sharp. The reflection shows a road at night with several bright headlights and taillights, suggesting a car is approaching or driving away. The background is a soft, out-of-focus green and yellow, possibly a field or a wall. The lens has some text on it: "ASPH." and "φ62".

Agendapunt 8d

Mededeling van de vacature die op de dag van de jaarlijkse Algemene Vergadering van aandeelhouders in 2018 zal ontstaan

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a light brown or tan color with some blue accents. On the lens barrel, the text "ASPH." and "φ62" is visible. The lens is reflecting the scene in front of it, which appears to be a road at night with several bright lights, possibly from a car or streetlights, creating a bokeh effect. The background is a soft, out-of-focus green and yellow, suggesting a natural setting like a field or forest.

Agendapunt 9

Verlenen van machtiging tot inkoop van
eigen aandelen of certificaten daarvan

A close-up, macro shot of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a warm, metallic gold color. On the inner ring of the lens, the text "ASPH." and "φ62" is visible. The lens is reflecting the scene in front of it, which appears to be a road at night with several bright, out-of-focus lights from cars or street lamps. The background behind the lens is a soft, blurred green, suggesting an outdoor setting. The overall lighting is dramatic, with the lens elements catching the light and creating a sense of depth and focus.

Agendapunt 10a

Verlenging van de bevoegdheid van de Raad van Bestuur tot uitgifte van gewone aandelen A

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate elements and a reflection of a road at night with several bright lights. The lens barrel has some text on it, including 'ASPH.' and 'φ62'. The background is a soft, out-of-focus green and yellow gradient.

Agendapunt 10b

Verlenging van de bevoegdheid van de Raad van Bestuur om het voorkeursrecht te beperken of uit te sluiten bij de uitgifte van gewone aandelen A

A close-up photograph of a camera lens. The lens is the central focus, showing its intricate internal elements and the outer barrel. The barrel is a light brown or tan color. On the inner edge of the barrel, the text "ASPH." and "φ62" is visible. The lens is reflecting a scene from a road at night, showing several bright headlights and taillights. The background is a soft, out-of-focus green, suggesting a grassy field or a similar outdoor setting. The overall lighting is warm and focused on the lens.

Agendapunt 11
Rondvraag en sluiting



Van Lanschot

Algemene Vergadering van Aandeelhouders

's-Hertogenbosch, 18 mei 2017

