

## de Volksbank N.V.

## Full Rating Report

## Ratings

## Foreign Currency

Long-Term IDR	BBB+
Short-Term IDR	F2

Viability Rating	bbb+
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Support Rating	5
Support Rating Floor	NF

## Sovereign Risk

Long-Term Foreign-Currency IDR	AAA
Long-Term Local-Currency IDR	AAA

## Outlooks

Long-Term Foreign-Currency IDR	Positive
Sovereign Long-Term Foreign-Currency IDR	Stable

## Financial Data

## de Volksbank N.V.

	31 Dec 16	31 Dec 15
Total assets (USDm)	64,890	68,253
Total assets (EURm)	61,561	62,690
Total equity (EURm)	3,541	3,302
Operating profit (EURm)	445	501
Operating profit/average total assets (%)	0.7	0.8
Operating profit/average equity (%)	13.0	16.0
Fitch Core Capital/risk-weighted assets (%)	32.6	28.6
Common equity Tier 1 ratio (fully loaded) (%)	29.2	25.3
Tangible common equity/tangible assets (%)	5.7	5.2

## Key Rating Drivers

**Sound Metrics, Concentrated Franchise:** The ratings of de Volksbank N.V. and the Positive Outlook on its Long-Term Issuer Default Rating (IDR) reflect the bank's improved asset quality, solid capitalisation and Fitch Ratings' expectation that it will maintain conservative underwriting standards while delivering stable and sound operating profitability. The ratings also factor in the bank's concentrated franchise, which focuses on Dutch retail banking.

**Narrow Dutch Retail Focus:** De Volksbank's franchise is concentrated by product (mortgage loans, retail savings and payments) and geography (the Netherlands). The bank operates in a concentrated and highly competitive market, and its pricing power may therefore be more limited than at the three largest universal banks.

**Lending Mix Underpins Asset Quality:** De Volksbank's low impaired loans/gross loans ratio reflects its lending mix, with over 90% being granular residential mortgage loans. Asset quality continued to improve in 2016, supported by the growing economy and the recovering housing market in the Netherlands. We expect asset-quality metrics to remain resilient, reflecting the benign domestic operating environment, but also the bank's more conservative risk appetite than in the past and its focus on a single low-risk product.

**Strong Capital Ratios:** De Volksbank's risk-weighted capital ratios are solid, boosted by low risk-weights on residential mortgage loans. The Basel III leverage ratio (5.3% on a fully loaded basis) is reasonable for a retail-focused bank. The bank targets a leverage ratio above 4.25%, which should support the common equity Tier 1 (CET1) capital ratio at above 20%, provided risk-weights are stable.

**Sound but Concentrated Earnings:** De Volksbank's profitability is supported by low loan impairment charges (LICs) and reasonable cost-efficiency. At the same time, de Volksbank's earnings rely on interest income from a single product. The pressure on the net interest margin (NIM) has increased, and we expect it to persist in 2017 due to limited opportunities to further reprice deposits and as cost of funding may be affected by the need to build up a buffer of eligible debt to meet the upcoming minimum requirement for own funds and eligible liabilities.

We expect profitability to remain sound, however, as we expect LICs to remain low and the bank's continued cost focus to partly offset revenue pressure.

**Granular Funding, Sound Liquidity:** De Volksbank is mostly deposit funded and we expect it to maintain good access to deposits. Liquidity is sound, underpinned by a large buffer of liquid assets that far exceeds maturing debt in 2017-2018.

## Rating Sensitivities

**Proven Business Model Resilience:** Successful execution of the bank's strategy, demonstrated resilience of the business model through delivering very strong financial metrics, and continued adherence to a conservative risk appetite are likely to result in an upgrade. The Outlook is likely to be revised to Stable if these expectations are not met.

**Higher Risk Appetite:** While not Fitch's base case, de Volksbank's ratings could come under pressure if its risk appetite increases, for example, through loosening underwriting standards or a significant shift in business model, particularly if that would put pressure on asset quality and capitalisation in the longer term. Less-prudent liquidity management would also be negative for the ratings.

## Related Research

de Volksbank N.V. - Ratings Navigator  
(March 2017)

## Analysts

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Operating Environment

'AAA'-Rated Dutch Sovereign; Improving Economic Conditions

De Volksbank operates exclusively in the Netherlands and its performance is closely linked to the performance of the Dutch economy. The Netherlands maintained its 'AAA' rating throughout the global financial crisis and Fitch recently affirmed the rating with a Stable Outlook. The country's flexible, diversified, high value-added and competitive economy benefits from strong domestic institutions, a record of sound budgetary management, and historically broad public and political consensus in support of fiscal discipline.

The Dutch banking sector is concentrated, with the aggregate market shares of the three largest banks – ING Bank N.V. (A+/Stable/a+), Cooperatieve Rabobank U.A. (AA-/Stable/a+) and ABN AMRO Bank N.V. (A+/Stable/a) – amounting to 70%-75% in retail banking and up to 85% in SME. Barriers to entry are high given the dominant franchises of the leading players and the niche positions of smaller banks. Financial markets are advanced, sophisticated and well-known to investors worldwide. Dutch banks use wholesale funding to varying degrees, including securitisation (RMBS).

Property prices have grown more strongly in 2016 than in previous years due to a competitive mortgage lending market with low rates, increased sales and better labour opportunities. Growth in the largest cities continues to outpace national levels and may suggest some overheating. Fitch expects property prices to grow by 3% a year in 2017 and 2018 supported by favourable economic environment and strong affordability. The Dutch housing market is also supported by limited available land resources and scarce alternatives to home ownership because of a rigid and underdeveloped private rental market: only about 10% of homes in the Netherlands are privately rented, whereas about 60% are owner occupied and about 30% are part of a regulated rental sector (with a capped rent and strict eligibility criteria).

The Dutch banking regulatory environment is developed and transparent. DNB, the Dutch central bank, is the regulator for all Dutch financial institutions including insurance companies and pension funds. Major Dutch banks, including de Volksbank, are also directly supervised by the ECB, which sets their minimum capital requirements. DNB conducts stress-tests on these banks and implements local capital add-ons.

The EU's Bank Recovery and Resolution Directive (BRRD) was implemented into national law in November 2015 and Dutch banks will be subject to minimum requirements for own funds and eligible liabilities available for bail in, known as MREL. We expect the Netherlands to follow a European-wide solution for eligible debt, which, based on current proposals, will entail the introduction of the new non-preferred senior debt class. However, we do not expect the Dutch banks to start issuing non-preferred senior notes until at least late 2018, as this will require changes to the legal framework.

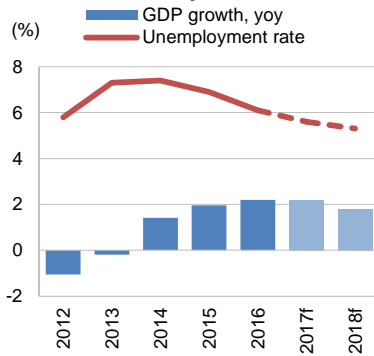
Company Profile

Moderate Franchise in a Concentrated Market; Stable Business Model

De Volksbank, formerly known as SNS Bank N.V., is the challenger among the large Dutch banks and is a purely domestic bank through four brands. The bank changed its legal name and structure in January 2017, and all its brands now operate under a single banking licence.

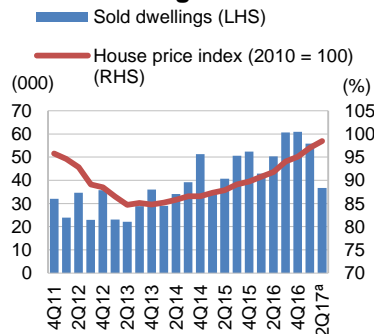
De Volksbank focuses solely on Dutch retail banking (individuals and self-employed clients) and relatively simple products (mortgage lending, savings and payments). The bank's market shares are ranging from about 7% to 11% depending on the product. De Volksbank has no appetite to grow aggressively, but aims to increase its market share in payments and regain its "natural" one in residential mortgage lending. In 2016, de Volksbank achieved a 6% share in new mortgage loans. Revenues are almost fully driven by net interest income (NII, more than 90% of total in 2016), with a small contribution from fees (about 5%). While de Volksbank's business mix is concentrated by business and geography, this is a steady business in a stable economy.

Dutch Economy



Source: Fitch

Dutch Housing Market



Source: CBS

Related Criteria

Global Bank Rating Criteria (November 2016)

De Volksbank was the banking subsidiary of the SNS REAAL group, which was nationalised in February 2013 because of the financial difficulties caused by its large and weak property finance portfolio. The reorganisation of SNS REAAL, including the sale of the property finance and the insurance businesses, and the transfer of the bank's ownership to the state, was completed by end-2015. De Volksbank is owned by NLF1, a government agency that also owns majority stakes in ABN AMRO Bank and Dutch insurer ASR Nederland N.V., but may ultimately be privatised. In light of the statements made by government officials, we do not expect a decision regarding privatisation before significant progress is made in implementing de Volksbank's strategic plan, which is likely to take several years. Consequently, we do not expect significant changes to the bank's strategy or business mix in the medium term.

## Management and Strategy

### Good Management Team, Well-Articulated Strategy

De Volksbank's management has a good degree of depth, stability and experience. Corporate governance is sound. Financial reporting is of good quality and related party transactions are immaterial. The supervisory board consists of five members with extensive experience in financial industry, and board oversight is effective. State ownership does not appear to affect the bank's day-to-day operations.

The bank's strategic objectives are well articulated. We do not expect the objectives to shift materially in the medium term given the timeframe of de Volksbank's strategic plan, which ends in 2020 and has been agreed with the government shareholders. In addition, we expect the ownership structure to remain stable in the medium term. The execution has been solid, with the splitting up of the company, and the sales of the property finance portfolio and the insurance company successfully completed. Management's record of execution is growing, but is still rather short, since it has in effect only been in place since 2013.

## Risk Appetite

### Stricter Underwriting Standards, Continued Adherence Key

De Volksbank's risk appetite is moderate and underwriting standards for residential mortgage loans, which form the bulk of its business, are now in line with peers. This marks a difference to the looser criteria of its past. The share of loans with high loan-to-values (LTVs) in new production is lower, as well as the average LTV. Due to the change in fiscal rules for borrowers, most newly issued mortgage loans are amortising; interest-only loans (about a quarter of production in 2016) relate to the refinancing of older loans. The bank does not appear to loosen its criteria to gain market share. A long record of adhering to strict rules despite competitive pressure is a prerequisite for an upgrade of de Volksbank's ratings.

Risk controls and reporting tools are good. The bank has significantly strengthened its collection function in recent years, both for early and late arrears, which, along with improvement in operating environment, resulted in a sharp drop in impaired loans. De Volksbank is exposed to operational risk, particularly in light of its retail focus, but losses have been minimal.

### Average Market Risk, Appropriately Hedged

The main market risk faced by de Volksbank is structural interest-rate risk in the banking book. This is higher than at larger Dutch banks given the long-term nature of de Volksbank's mortgage loan book but appears well managed (using gap analysis and metrics such as duration of equity, earnings-at-risk and value at risk) and appropriately hedged. At end-2016, the duration of equity was 1.6 years and 12 months earnings-at-risk were equal to EUR50 million (moderate 5% of 2016 NII). De Volksbank's NII is most sensitive to a scenario of steepening interest rates, when short-term rates gradually fall by up to 200 basis points, and long-term rates gradually increase (the bank uses a -0.75% floor for market rates). The bank's trading activities are limited, and its foreign-currency risk is minimal as the vast majority of its

assets and liabilities are denominated in euros.

## Financial Profile

### Asset Quality

#### Low Impaired Loans Underpinned by Loan Mix, Benign Environment

De Volksbank's asset quality has improved significantly over recent years and is now reflective of a loan book largely (over 90%) made up of granular residential mortgage loans. The improvement was underpinned by the growing economy and recovering housing market in the Netherlands, as well as tightening of the bank's risk controls. The impaired loans/gross loans ratio (1.2% at end-2016) compares well with similarly rated European banks. Coverage is moderate (29% at end-2016), reflecting the predominantly secured nature of lending. The bank's loan book concentration in Dutch mortgage lending means its asset quality is sensitive to the state of the Dutch economy, including unemployment and property price trends. Fitch expects the Dutch operating environment to remain benign in the near to medium term and asset-quality metrics to remain resilient.

### Loan Quality

	End-2016				End-2015			
	Gross loans (EURm)	Impaired (%)	Coverage (%)	LICs (bp)	Gross loans (EURm)	Impaired (%)	Coverage (%)	LICs (bp)
Retail mortgage loans	44,911	0.9	19.0	-14.5	45,044	2.0	22.5	7.4
Retail other	191	20.9	62.5	0.0	219	21.9	68.8	149.1
<b>Total retail loans</b>	<b>45,102</b>	<b>1.0</b>	<b>22.7</b>	<b>-14.4</b>	<b>45,263</b>	<b>2.1</b>	<b>24.8</b>	<b>8.2</b>
SME loans	909	16.1	47.9	-30.0	1,089	16.3	53.4	-28.2
Other semi-public loans	1,743	-	-	-	1,739	-	-	-
Public sector	1,053	-	-	-	1,517	-	-	-
<b>Total non-retail loans</b>	<b>3,705</b>	<b>3.9</b>	<b>47.9</b>	<b>-7.3</b>	<b>4,474</b>	<b>4.0</b>	<b>55.6</b>	<b>-5.4</b>
<b>Total lending</b>	<b>48,807</b>	<b>1.2</b>	<b>28.8</b>	<b>-13.8</b>	<b>49,737</b>	<b>2.3</b>	<b>29.6</b>	<b>6.8</b>

Source: de Volksbank, Fitch

Impaired mortgage loans (0.9% at end-2016) are now in line with the three largest Dutch banks and de Volksbank reported releases of loan allowances in 2016 (equivalent to 14bp of average gross loans). We expect LICs to gradually normalise but to remain low. The bank's higher share relative to peers of fully interest-only mortgage loans, loans with LTVs above 100% and higher average LTV are a reflection of previous looser underwriting standards, but all have been improving in line with the market. The housing market in the Netherlands continues to recover, and we expect de Volksbank's loan book characteristics to continue to benefit from it. Other loans consist of loans to public/semi-public entities (6% of total loans, 0% overdue) and a small SME book (2% of total loans), which is of weak quality but is not core for the bank.

### Dutch Mortgage Lending

de Volksbank (%)	de Volksbank		Dutch banks average <sup>a</sup>
	End-2016	End-2015	End-2016
Average LTV (including NHG <sup>b</sup> )	80	83	74 <sup>c</sup>
NHG-guaranteed loans/total loans	30	29	23 <sup>d</sup>
Loan with LTV>100%/total loans (excluding NHG)	18	21	13 <sup>d</sup>
Fully interest-only loans/total loans	30	30	23 <sup>e</sup>
Impaired loans/total loans	0.9	2.0	0.9
LICs/average gross loans	-14bps	7bps	1bps
Average risk weighting	15.0	16.0	13.5

<sup>a</sup> Weighted average for Rabobank, ING, ABN AMRO and de Volksbank  
<sup>b</sup> Dutch Mortgage Guarantee  
<sup>c</sup> For Rabobank, excluding NHG, which slightly understates the average  
<sup>d</sup> Estimated for ING Bank  
<sup>e</sup> Not available for ING Bank  
 Source: Banks, Fitch

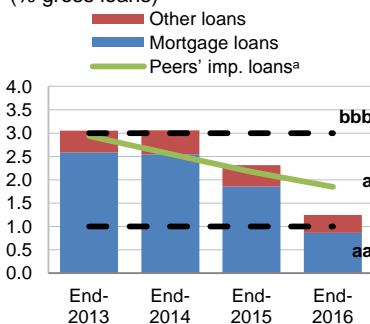
Dutch residential mortgage loans have generally performed well during the downturn. High

### Note on Charts

Black dashed lines in the *Impaired Loans* chart and further in the report represent indicative quantitative ranges and corresponding implied scores for Fitch's core financial metrics for banks operating in the environments that Fitch scores in the 'aa' category.

### Impaired Loans

(% gross loans)



<sup>a</sup> Peer average includes de Volksbank (VR: 'bbb+'), Coventry Building Society (a), Leeds Building Society (a-), Yorkshire Building Society (a-), Skipton Building Society (a-), Principality Building Society (bbb+), ABN AMRO Bank (a), F. Van Lanschot Bankiers (bbb+) and Banque Internationale a Luxembourg (bbb+)  
 Source: Banks, Fitch

LTVs are typical of the Dutch market as a result of past incentives to limit repayments and maximise tax advantages of interest deductibility. A high LTV in itself does not necessarily indicate a high risk of non-performance in the Dutch context as mortgage lending is extended based on debt-servicing capacity, with transparent and reasonably conservative affordability standards. In addition, the legislation is generally creditor-friendly. Nevertheless, a high LTV would affect the loss-given default. Several regulatory changes have been adopted since 2011 to address the high LTV issue, including a gradual reduction of the LTV cap to 100% by 2018 and a requirement for the full annuity repayment of mortgage loans for interest costs to be tax deductible.

**Sound Other Earning Assets**

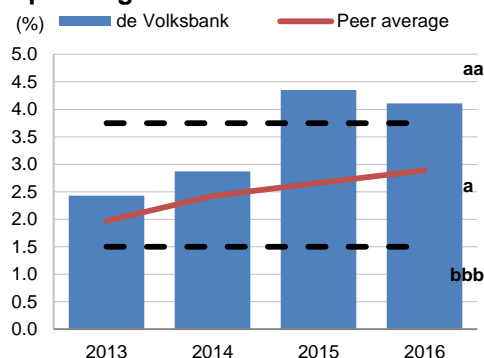
De Volksbank’s investments in securities (EUR5.9 billion or 10% of total assets at end-2016) are driven by the liquidity coverage ratio eligibility and of solid quality, with over 80% rated ‘AA’ or above.

**Earnings and Profitability**

*Strong Profitability Metrics; Sensitive to Margin Pressure*

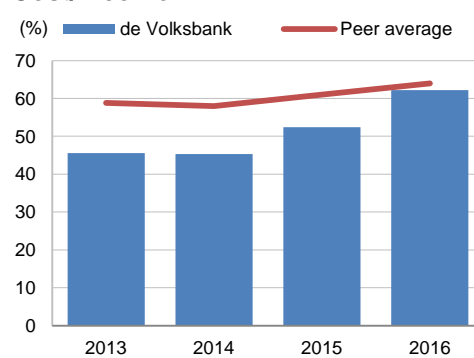
De Volksbank’s sound profitability, with an operating profit/risk-weighted assets ratio of 4% in 2016, is underpinned by low LICs and reasonable cost-efficiency. As a mortgage bank, de Volksbank derives the vast majority of its revenue from NII, which makes it more sensitive to margin pressure than its larger peers.

**Operating Profit/RWAs**



Source: Banks, Fitch

**Cost/Income**



Source: Banks, Fitch

De Volksbank’s NIM has held up well over the past three years as the bank was able to offset falling loan yields by repricing its funding and managing down its low-yielding cash buffer. Fitch expects NIM pressure to increase in 2017 since de Volksbank operates in a highly competitive market and its ability to reprice deposit has decreased, with savings rates in the Netherlands already close to zero. We also expect moderate pressure on the funding cost to result from the gradual build-up of the buffer of eligible debt as de Volksbank prepares to comply with MREL. However, we expect profitability to remain sound as LICs should remain low and continued cost focus should partly offset the revenue pressure.

Cost-efficiency remains reasonable, although it was affected in 2016 by higher regulatory levies and a EUR32 million restructuring provision. The cost base also increased from 2015 as staff and some functions have been transferred from the former group upon the bank’s disentanglement from it. Fitch expects costs and efficiency to remain a focus. De Volksbank aims to reduce the headcount by about 900 full-time employees until end-2020 (22% of the end-2016 workforce; staff costs contributed roughly two-thirds to the bank’s total operating expenses in 2016), streamline processes and outsource some functions. If executed as planned, these measures should allow the bank move closer to the targeted cost/income ratio of 50%-52% (excluding regulatory levies).



Capitalisation and Leverage

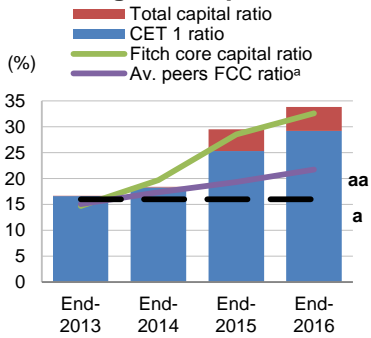
Sound Capital Ratios Broadly Commensurate with Risk

De Volksbank's risk-weighted capital ratios (Fitch Core Capital (FCC)/risk-weighted assets (RWAs) and fully loaded CET1 ratios were 32.6% and 29.6%, respectively, at end-2016) compare well with peers, boosted by the low risk-weighting of mortgage loans (15% on average at end-2016). The Basel III leverage ratio (5.3% at end-2016) is also reasonable for a retail-focused bank. We estimate that the bank's leverage ratio target of above 4.25%, which we expect de Volksbank will maintain, effectively floors the FCC and CET1 ratios at about 20%, provided risk-weights are stable and the bank's capital structure does not change significantly. Unreserved impaired loans were moderate at 11% of FCC at end-2016.

The revisions to Basel III and introduction of risk-weight floors could have a significant impact on de Volksbank's risk-weighted capital ratios. If proposals go through, management estimates that risk weights on mortgage loans could double in the worst-case scenario. However, that would still imply a CET1 ratio above the bank's 15% minimum target. Basel proposals are still not finalised and are likely to involve a lengthy phase-in period, limiting any initial impact. The introduction of risk-weight floors also would not change our assessment of the underlying risk of Dutch mortgage lending.

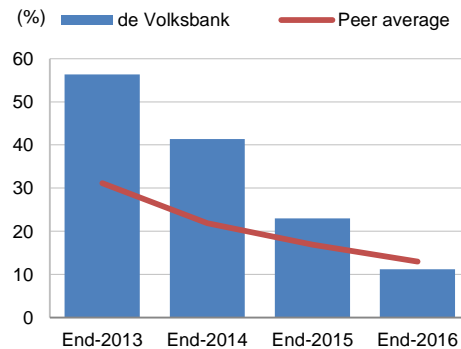
De Volksbank resumed dividend payments in 2016 on 2015 profit and aims for a 40%-60% payout ratio. We do not expect dividends to reach levels threatening capitalisation, particularly in light of remaining regulatory uncertainty.

Risk-Weighted Capital Ratios



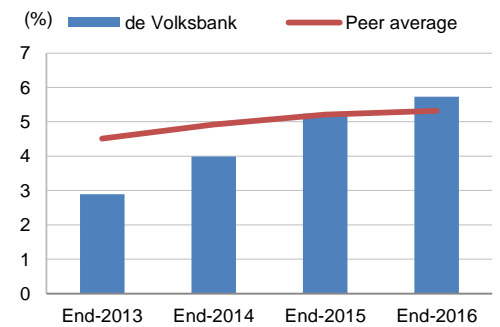
<sup>a</sup> Benchmark score is for the FCC ratio  
Source: Banks, Fitch

Net Impaired Loans/FCC



Source: Banks, Fitch

Tangible Leverage<sup>a</sup>



<sup>a</sup> Tangible common equity/tangible assets  
Source: Banks, Fitch

Funding and Liquidity

Granular Deposit Funding, Large Liquidity Buffer

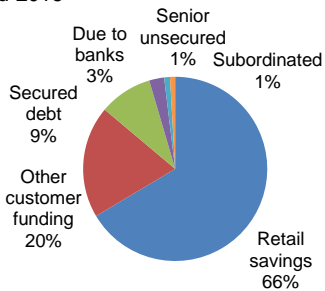
De Volksbank is mainly deposit-funded (about 80% of non-equity liabilities excluding derivatives at end-2016). The loans/deposits ratio has been improving and reached 103% at end-2016, helped by deleveraging and de Volksbank's focus on the current accounts and savings markets. The switch to a single banking licence from January 2017 means that the Dutch deposit guarantee scheme no longer fully covers customers with more than EUR100,000 in the bank across different brands. According to the management, this has only affected a small number of customers and did not result in material deposit outflows.

De Volksbank's smaller franchise means it may have to be more competitive in pricing deposits than the three largest Dutch banks should it need to raise additional funding quickly, although the difference has been minimal recently in light of overall low interest rates. We expect de Volksbank to maintain good access to deposits, even if profitability is affected in the short term.

De Volksbank still needs to maintain access to the debt markets to fund part of its loan book. Recent transactions include a 15-year EUR500 million covered bond issued to Dutch and German institutional investors. Refinancing risk is mitigated by a large buffer of liquid assets (EUR10.5 billion at end-2016) and limited amount of maturing debt (EUR3.5 billion in 2017-

Non-Equity Funding Mix

End-2016



Excluding derivatives and other liabilities (c. 5% of total liabilities)  
Source: de Volksbank, Fitch calculations

2018). The liquidity buffer at end-2016 largely comprised cash at the central bank (EUR2.8 billion), highly rated bonds (EUR3.6 billion) and retained eligible RMBS (EUR3.9 billion).

In February 2017, the Single Resolution Board (SRB) confirmed the designation of de Volksbank N.V. (operating company) as the resolution entity of the group. At end-2016, de Volksbank's pro-forma MREL, excluding senior debt, was 6.1% of the exposure measure and 33.8% of RWAs. Final minimum levels have not yet been set by the resolution authorities, will be bank-specific and vary by business model and resolution strategy. The SRB informative 2016 MREL target was floored at 8% of total liabilities and own funds for all major banking groups in the EU (the minimum to obtain resolution financing under the BRRD). De Volksbank's shortfall to this measure was about EUR1.2 billion at end-2016 and could be partly filled by Tier 2 debt, but more likely by the non-preferred senior debt once such an instrument is introduced in the Netherlands.

### Support

The Support Rating of '5' and Support Rating Floor of 'No Floor' reflect Fitch's view that senior creditors cannot rely on receiving full extraordinary support from the sovereign if de Volksbank becomes non-viable. The BRRD and the Single Resolution Mechanism for eurozone banks provide a framework for resolving banks that is likely to require senior creditors participating in losses, if necessary, instead of or ahead of a bank receiving sovereign support.

### Debt Ratings

De Volksbank's senior debt is rated in line with the bank's IDRs. Subordinated debt is rated one notch below de Volksbank's Viability Rating, reflecting the higher-than-average loss severity of this type of debt than senior unsecured obligations. Fitch does not apply additional notching for incremental non-performance risk relative to the Viability Rating given that any loss absorption would only occur once the bank reaches the point of non-viability.

de Volksbank N.V.  
Income Statement

	31 Dec 2016			31 Dec 2015			31 Dec 2014			31 Dec 2013		
	Year End USDm Audited - Unqualified	Year End EURm Audited - Unqualified	As % of Earning Assets	Year End EURm Audited - Unqualified	As % of Earning Assets	Year End EURm Audited - Unqualified	As % of Earning Assets	Year End EURm Audited - Unqualified	As % of Earning Assets			
1. Interest Income on Loans	1,652.8	1,568.0	2.67	1,863.0	3.12	2,074.0	3.18	2,203.0	3.26			
2. Other Interest Income	25.3	24.0	0.04	25.0	0.04	7.0	0.01	27.0	0.04			
3. Dividend Income	13.7	13.0	0.02	0.0	0.00	0.0	0.00	n.a.	-			
<b>4. Gross Interest and Dividend Income</b>	<b>1,691.8</b>	<b>1,605.0</b>	<b>2.74</b>	<b>1,888.0</b>	<b>3.16</b>	<b>2,081.0</b>	<b>3.19</b>	<b>2,230.0</b>	<b>3.30</b>			
5. Interest Expense on Customer Deposits	643.0	610.0	1.04	796.0	1.33	935.0	1.43	977.0	1.45			
6. Other Interest Expense	74.8	71.0	0.12	98.0	0.16	122.0	0.19	296.0	0.44			
<b>7. Total Interest Expense</b>	<b>717.8</b>	<b>681.0</b>	<b>1.16</b>	<b>894.0</b>	<b>1.50</b>	<b>1,057.0</b>	<b>1.62</b>	<b>1,273.0</b>	<b>1.88</b>			
<b>8. Net Interest Income</b>	<b>974.0</b>	<b>924.0</b>	<b>1.58</b>	<b>994.0</b>	<b>1.66</b>	<b>1,024.0</b>	<b>1.57</b>	<b>957.0</b>	<b>1.42</b>			
9. Net Gains (Losses) on Trading and Derivatives	(40.1)	(38.0)	(0.06)	(13.0)	(0.02)	2.0	0.00	(17.0)	(0.03)			
10. Net Gains (Losses) on Other Securities	105.4	100.0	0.17	279.0	0.47	(14.0)	(0.02)	(94.0)	(0.14)			
11. Net Gains (Losses) on Assets at FV through Income Statement	(33.7)	(32.0)	(0.05)	(173.0)	(0.29)	35.0	0.05	140.0	0.21			
12. Net Insurance Income	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
13. Net Fees and Commissions	60.1	57.0	0.10	48.0	0.08	44.0	0.07	50.0	0.07			
14. Other Operating Income	(14.8)	(14.0)	(0.02)	(10.0)	(0.02)	8.0	0.01	10.0	0.01			
<b>15. Total Non-Interest Operating Income</b>	<b>76.9</b>	<b>73.0</b>	<b>0.12</b>	<b>131.0</b>	<b>0.22</b>	<b>75.0</b>	<b>0.11</b>	<b>89.0</b>	<b>0.13</b>			
16. Personnel Expenses	419.5	398.0	0.68	371.0	0.62	217.0	0.33	189.0	0.28			
17. Other Operating Expenses	234.0	222.0	0.38	219.0	0.37	281.0	0.43	288.0	0.43			
<b>18. Total Non-Interest Expenses</b>	<b>653.5</b>	<b>620.0</b>	<b>1.06</b>	<b>590.0</b>	<b>0.99</b>	<b>498.0</b>	<b>0.76</b>	<b>477.0</b>	<b>0.71</b>			
19. Equity-accounted Profit/ Loss - Operating	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
<b>20. Pre-Impairment Operating Profit</b>	<b>397.4</b>	<b>377.0</b>	<b>0.64</b>	<b>535.0</b>	<b>0.89</b>	<b>601.0</b>	<b>0.92</b>	<b>569.0</b>	<b>0.84</b>			
21. Loan Impairment Charge	(71.7)	(68.0)	(0.12)	34.0	0.06	206.0	0.32	214.0	0.32			
22. Securities and Other Credit Impairment Charges	n.a.	n.a.	-	n.a.	-	n.a.	-	1.0	0.00			
<b>23. Operating Profit</b>	<b>469.1</b>	<b>445.0</b>	<b>0.76</b>	<b>501.0</b>	<b>0.84</b>	<b>395.0</b>	<b>0.60</b>	<b>354.0</b>	<b>0.52</b>			
24. Equity-accounted Profit/ Loss - Non-operating	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
25. Non-recurring Income	10.5	10.0	0.02	n.a.	-	n.a.	-	112.0	0.17			
26. Non-recurring Expense	24.2	23.0	0.04	25.0	0.04	144.0	0.22	177.0	0.26			
27. Change in Fair Value of Own Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
28. Other Non-operating Income and Expenses	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
<b>29. Pre-tax Profit</b>	<b>455.4</b>	<b>432.0</b>	<b>0.74</b>	<b>476.0</b>	<b>0.80</b>	<b>251.0</b>	<b>0.38</b>	<b>289.0</b>	<b>0.43</b>			
30. Tax expense	108.6	103.0	0.18	128.0	0.21	100.0	0.15	105.0	0.16			
31. Profit/Loss from Discontinued Operations	n.a.	n.a.	-	n.a.	-	n.a.	-	(1,536.0)	(2.27)			
<b>32. Net Income</b>	<b>346.8</b>	<b>329.0</b>	<b>0.56</b>	<b>348.0</b>	<b>0.58</b>	<b>151.0</b>	<b>0.23</b>	<b>(1,352.0)</b>	<b>(2.00)</b>			
33. Change in Value of AFS Investments	22.1	21.0	0.04	14.0	0.02	198.0	0.30	16.0	0.02			
34. Revaluation of Fixed Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
35. Currency Translation Differences	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
36. Remaining OCI Gains/(losses)	(11.6)	(11.0)	(0.02)	(23.0)	(0.04)	32.0	0.05	(20.0)	(0.03)			
<b>37. Fitch Comprehensive Income</b>	<b>357.3</b>	<b>339.0</b>	<b>0.58</b>	<b>339.0</b>	<b>0.57</b>	<b>381.0</b>	<b>0.58</b>	<b>(1,356.0)</b>	<b>(2.01)</b>			
38. Memo: Profit Allocation to Non-controlling Interests	0.0	0.0	0.00	0.0	0.00	0.0	0.00	n.a.	-			
39. Memo: Net Income after Allocation to Non-controlling Interest	346.8	329.0	0.56	348.0	0.58	151.0	0.23	(1,352.0)	(2.00)			
40. Memo: Common Dividends Relating to the Period	142.3	135.0	0.23	100.0	0.17	0.0	0.00	0.0	0.00			
41. Memo: Preferred Dividends Related to the Period	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00			

Exchange rate

USD1 = EUR0.9487

USD1 = EUR0.9185

USD1 = EUR0.8237

USD1 = EUR0.7251



de Volksbank N.V.  
Balance Sheet

	31 Dec 2016		31 Dec 2015		31 Dec 2014		31 Dec 2013		As % of Assets
	Year End USDm	Year End EURm	As % of Assets	Year End EURm	As % of Assets	Year End EURm	As % of Assets	Year End EURm	
<b>Assets</b>									
<b>A. Loans</b>									
1. Residential Mortgage Loans	47,339.5	44,911.0	72.95	45,044.0	71.85	46,556.0	68.30	48,458.0	65.01
2. Other Mortgage Loans	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Other Consumer/ Retail Loans	201.3	191.0	0.31	219.0	0.35	268.0	0.39	n.a.	-
4. Corporate & Commercial Loans	958.2	909.0	1.48	1,089.0	1.74	1,164.0	1.71	n.a.	-
5. Other Loans	2,947.2	2,796.0	4.54	3,256.0	5.19	5,356.0	7.86	5,400.0	7.24
6. Less: Reserves for Impaired Loans	225.6	214.0	0.35	391.0	0.62	510.0	0.75	453.0	0.61
<b>7. Net Loans</b>	<b>51,220.6</b>	<b>48,593.0</b>	<b>78.93</b>	<b>49,217.0</b>	<b>78.51</b>	<b>52,834.0</b>	<b>77.52</b>	<b>53,405.0</b>	<b>71.65</b>
<b>8. Gross Loans</b>	<b>51,446.2</b>	<b>48,807.0</b>	<b>79.28</b>	<b>49,608.0</b>	<b>79.13</b>	<b>53,344.0</b>	<b>78.26</b>	<b>53,858.0</b>	<b>72.26</b>
9. Memo: Impaired Loans included above	640.9	608.0	0.99	1,147.0	1.83	1,631.0	2.39	1,658.0	2.22
10. Memo: Loans at Fair Value included above	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
<b>B. Other Earning Assets</b>									
1. Loans and Advances to Banks	2,668.9	2,532.0	4.11	2,081.0	3.32	2,604.0	3.82	6,063.0	8.13
2. Reverse Repos and Cash Collateral	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Trading Securities and at FV through Income	875.9	831.0	1.35	668.0	1.07	817.0	1.20	713.0	0.96
4. Derivatives	1,615.9	1,533.0	2.49	1,993.0	3.18	2,702.0	3.96	2,484.0	3.33
5. Available for Sale Securities	5,416.9	5,139.0	8.35	5,708.0	9.11	6,184.0	9.07	4,944.0	6.63
6. Held to Maturity Securities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
7. Equity Investments in Associates	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00
8. Other Securities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
<b>9. Total Securities</b>	<b>7,908.7</b>	<b>7,503.0</b>	<b>12.19</b>	<b>8,369.0</b>	<b>13.35</b>	<b>9,703.0</b>	<b>14.24</b>	<b>8,141.0</b>	<b>10.92</b>
10. Memo: Government Securities included Above	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
11. Memo: Total Securities Pledged	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
12. Investments in Property	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00
13. Insurance Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
14. Other Earning Assets	0.0	0.0	0.00	110.0	0.18	149.0	0.22	n.a.	-
<b>15. Total Earning Assets</b>	<b>61,798.3</b>	<b>58,628.0</b>	<b>95.24</b>	<b>59,777.0</b>	<b>95.35</b>	<b>65,290.0</b>	<b>95.79</b>	<b>67,609.0</b>	<b>90.71</b>
<b>C. Non-Earning Assets</b>									
1. Cash and Due From Banks	2,421.2	2,297.0	3.73	2,259.0	3.60	1,968.0	2.89	5,528.0	7.42
2. Memo: Mandatory Reserves included above	406.9	386.0	0.63	375.0	0.60	0.0	0.00	n.a.	-
3. Foreclosed Real Estate	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00
4. Fixed Assets	76.9	73.0	0.12	77.0	0.12	86.0	0.13	52.0	0.07
5. Goodwill	n.a.	n.a.	-	n.a.	-	n.a.	-	67.0	0.09
6. Other Intangibles	15.8	15.0	0.02	15.0	0.02	15.0	0.02	22.0	0.03
7. Current Tax Assets	n.a.	n.a.	-	n.a.	-	66.0	0.10	208.0	0.28
8. Deferred Tax Assets	144.4	137.0	0.22	284.0	0.45	450.0	0.66	507.0	0.68
9. Discontinued Operations	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
10. Other Assets	433.2	411.0	0.67	278.0	0.44	284.0	0.42	544.0	0.73
<b>11. Total Assets</b>	<b>64,889.8</b>	<b>61,561.0</b>	<b>100.00</b>	<b>62,690.0</b>	<b>100.00</b>	<b>68,159.0</b>	<b>100.00</b>	<b>74,537.0</b>	<b>100.00</b>
<b>Liabilities and Equity</b>									
<b>D. Interest-Bearing Liabilities</b>									
1. Customer Deposits - Current	11,420.9	10,835.0	17.60	8,560.0	13.65	10,542.0	15.47	10,628.0	14.26
2. Customer Deposits - Savings	38,571.7	36,593.0	59.44	38,880.0	62.02	35,666.0	52.33	33,276.0	44.64
3. Customer Deposits - Term	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
<b>4. Total Customer Deposits</b>	<b>49,992.6</b>	<b>47,428.0</b>	<b>77.04</b>	<b>47,440.0</b>	<b>75.67</b>	<b>46,208.0</b>	<b>67.79</b>	<b>43,904.0</b>	<b>58.90</b>
5. Deposits from Banks	1,524.2	1,446.0	2.35	1,000.0	1.60	2,099.0	3.08	7,457.0	10.00
6. Repos and Cash Collateral	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
7. Commercial Paper and Short-term Borrowings	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00
<b>8. Total Money Market and Short-term Funding</b>	<b>51,516.8</b>	<b>48,874.0</b>	<b>79.39</b>	<b>48,440.0</b>	<b>77.27</b>	<b>48,307.0</b>	<b>70.87</b>	<b>51,361.0</b>	<b>68.91</b>
9. Senior Unsecured Debt (original maturity > 1 year)	590.3	560.0	0.91	903.0	1.44	11,252.0	16.51	16,439.0	22.05
10. Subordinated Borrowing	528.1	501.0	0.81	493.0	0.79	40.0	0.06	40.0	0.05
11. Covered Bonds	3,486.9	3,308.0	5.37	3,507.0	5.59	n.a.	-	n.a.	-
12. Other Long-term Funding	1,926.8	1,828.0	2.97	2,531.0	4.04	n.a.	-	n.a.	-
<b>13. Total LT Funding (original maturity &gt; 1 year)</b>	<b>6,532.1</b>	<b>6,197.0</b>	<b>10.07</b>	<b>7,434.0</b>	<b>11.86</b>	<b>11,292.0</b>	<b>16.57</b>	<b>16,479.0</b>	<b>22.11</b>
14. Derivatives	1,961.6	1,861.0	3.02	2,189.0	3.49	3,266.0	4.79	2,670.0	3.58
15. Trading Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
<b>16. Total Funding</b>	<b>60,010.5</b>	<b>56,932.0</b>	<b>92.48</b>	<b>58,063.0</b>	<b>92.62</b>	<b>62,865.0</b>	<b>92.23</b>	<b>70,510.0</b>	<b>94.60</b>
<b>E. Non-Interest Bearing Liabilities</b>									
1. Fair Value Portion of Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
2. Credit impairment reserves	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Reserves for Pensions and Other	126.5	120.0	0.19	106.0	0.17	55.0	0.08	66.0	0.09
4. Current Tax Liabilities	19.0	18.0	0.03	11.0	0.02	n.a.	-	n.a.	-
5. Deferred Tax Liabilities	62.2	59.0	0.10	216.0	0.34	287.0	0.42	174.0	0.23
6. Other Deferred Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
7. Discontinued Operations	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
8. Insurance Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
9. Other Liabilities	939.2	891.0	1.45	992.0	1.58	1,989.0	2.92	1,205.0	1.62
<b>10. Total Liabilities</b>	<b>61,157.4</b>	<b>58,020.0</b>	<b>94.25</b>	<b>59,388.0</b>	<b>94.73</b>	<b>65,196.0</b>	<b>95.65</b>	<b>71,955.0</b>	<b>96.54</b>
<b>F. Hybrid Capital</b>									
1. Pref. Shares and Hybrid Capital accounted for as Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00
2. Pref. Shares and Hybrid Capital accounted for as Equity	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
<b>G. Equity</b>									
1. Common Equity	3,542.7	3,361.0	5.46	3,134.0	5.00	2,787.0	4.09	2,635.0	3.54
2. Non-controlling Interest	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Securities Revaluation Reserves	139.1	132.0	0.21	111.0	0.18	97.0	0.14	(101.0)	(0.14)
4. Foreign Exchange Revaluation Reserves	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
5. Fixed Asset Revaluations and Other Accumulated OCI	50.6	48.0	0.08	57.0	0.09	79.0	0.12	48.0	0.06
<b>6. Total Equity</b>	<b>3,732.5</b>	<b>3,541.0</b>	<b>5.75</b>	<b>3,302.0</b>	<b>5.27</b>	<b>2,963.0</b>	<b>4.35</b>	<b>2,582.0</b>	<b>3.46</b>
<b>7. Total Liabilities and Equity</b>	<b>64,889.8</b>	<b>61,561.0</b>	<b>100.00</b>	<b>62,690.0</b>	<b>100.00</b>	<b>68,159.0</b>	<b>100.00</b>	<b>74,537.0</b>	<b>100.00</b>
8. Memo: Fitch Core Capital	3,716.7	3,526.0	5.73	3,287.0	5.24	2,709.0	3.97	2,139.0	2.87

Exchange rate

USD1 = EUR0.9487

USD1 = EUR0.9185

USD1 = EUR0.8237

USD1 = EUR0.7251

## de Volksbank N.V. Summary Analytics

	31 Dec 2016	31 Dec 2015	31 Dec 2014	31 Dec 2013
	Year End	Year End	Year End	Year End
<b>A. Interest Ratios</b>				
1. Interest Income on Loans/ Average Gross Loans	3.19	3.65	3.86	3.90
2. Interest Expense on Customer Deposits/ Average Customer Deposits	1.27	1.69	2.05	2.28
3. Interest Income/ Average Earning Assets	2.69	3.05	3.16	3.19
4. Interest Expense/ Average Interest-bearing Liabilities	1.17	1.48	1.60	1.73
5. Net Interest Income/ Average Earning Assets	1.55	1.61	1.56	1.37
6. Net Int. Inc Less Loan Impairment Charges/ Av. Earning Assets	1.66	1.55	1.24	1.06
7. Net Interest Inc Less Preferred Stock Dividend/ Average Earning Assets	1.55	1.61	1.56	1.37
<b>B. Other Operating Profitability Ratios</b>				
1. Non-Interest Income/ Gross Revenues	7.32	11.64	6.82	8.51
2. Non-Interest Expense/ Gross Revenues	62.19	52.44	45.31	45.60
3. Non-Interest Expense/ Average Assets	0.99	0.90	0.71	0.61
4. Pre-impairment Op. Profit/ Average Equity	11.01	17.05	21.55	27.40
5. Pre-impairment Op. Profit/ Average Total Assets	0.60	0.82	0.85	0.73
6. Loans and securities impairment charges/ Pre-impairment Op. Profit	(18.04)	6.36	34.28	37.79
7. Operating Profit/ Average Equity	12.99	15.97	14.16	17.04
8. Operating Profit/ Average Total Assets	0.71	0.77	0.56	0.45
9. Operating Profit / Risk Weighted Assets	4.11	4.35	2.87	2.43
<b>C. Other Profitability Ratios</b>				
1. Net Income/ Average Total Equity	9.61	11.09	5.41	(65.09)
2. Net Income/ Average Total Assets	0.52	0.53	0.21	(1.74)
3. Fitch Comprehensive Income/ Average Total Equity	9.90	10.80	13.66	(65.29)
4. Fitch Comprehensive Income/ Average Total Assets	0.54	0.52	0.54	(1.74)
5. Taxes/ Pre-tax Profit	23.84	26.89	39.84	36.33
6. Net Income/ Risk Weighted Assets	3.04	3.02	1.10	(9.27)
<b>D. Capitalization</b>				
1. FCC/FCC-Adjusted Risk Weighted Assets	32.58	28.55	19.67	14.67
2. Tangible Common Equity/ Tangible Assets	5.73	5.24	3.99	2.89
3. Tier 1 Regulatory Capital Ratio	29.20	25.30	18.30	16.60
4. Total Regulatory Capital Ratio	33.80	29.50	18.40	16.70
5. Common Equity Tier 1 Capital Ratio	29.20	25.30	18.30	16.60
6. Equity/ Total Assets	5.75	5.27	4.35	3.46
7. Cash Dividends Paid & Declared/ Net Income	41.03	28.74	0.00	0.00
8. Internal Capital Generation	5.48	7.51	5.10	(52.36)
<b>E. Loan Quality</b>				
1. Growth of Total Assets	(1.80)	(8.02)	(8.56)	(17.04)
2. Growth of Gross Loans	(1.61)	(7.00)	(0.95)	(3.02)
3. Impaired Loans/ Gross Loans	1.25	2.31	3.06	3.08
4. Reserves for Impaired Loans/ Gross Loans	0.44	0.79	0.96	0.84
5. Reserves for Impaired Loans/ Impaired Loans	35.20	34.09	31.27	27.32
6. Impaired loans less Reserves for Impaired Loans/ Fitch Core Capital	11.17	23.00	41.38	56.33
7. Impaired Loans less Reserves for Impaired Loans/ Equity	11.13	22.90	37.83	46.67
8. Loan Impairment Charges/ Average Gross Loans	(0.14)	0.07	0.38	0.38
9. Net Charge-offs/ Average Gross Loans	0.22	0.31	0.23	n.a.
10. Impaired Loans + Foreclosed Assets/ Gross Loans + Foreclosed Assets	1.25	2.31	3.06	3.08
<b>F. Funding and Liquidity</b>				
1. Loans/ Customer Deposits	102.91	104.57	115.44	122.67
2. Interbank Assets/ Interbank Liabilities	175.10	208.10	124.06	81.31
3. Customer Deposits/ Total Funding (excluding derivatives)	86.12	84.91	77.53	64.72

de Volksbank N.V.  
Reference Data

	31 Dec 2016			31 Dec 2015			31 Dec 2014			31 Dec 2013		
	Year End USDm	Year End EURm	As % of Assets	Year End EURm	As % of Assets	Year End EURm	As % of Assets	Year End EURm	As % of Assets			
<b>A. Off-Balance Sheet Items</b>												
1. Managed Securitized Assets Reported Off-Balance Sheet	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
2. Other off-balance sheet exposure to securitizations	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
3. Guarantees	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
4. Acceptances and documentary credits reported off-balance sheet	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
5. Committed Credit Lines	1,646.5	1,562.0	2.54	1,255.0	2.00	1,471.0	2.16	2,414.0	3.24			
7. Other Off-Balance Sheet items	1,428.3	1,355.0	2.20	1,572.0	2.51	1,158.0	1.70	1,279.0	1.72			
8. Total Assets under Management	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
<b>B. Average Balance Sheet</b>												
Average Loans	51,789.1	49,132.3	79.81	51,049.3	81.43	53,743.7	78.85	56,458.7	75.75			
Average Earning Assets	62,873.7	59,648.3	96.89	61,871.3	98.69	65,845.0	96.60	70,014.3	93.93			
Average Assets	66,286.8	62,886.3	102.15	65,392.0	104.31	70,443.0	103.35	77,836.7	104.43			
Average Managed Securitized Assets (OBS)	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Average Interest-Bearing Liabilities	61,387.2	58,238.0	94.60	60,556.7	96.60	66,001.7	96.83	73,780.0	98.98			
Average Common equity	3,411.7	3,236.7	5.26	2,983.7	4.76	2,723.0	4.00	2,135.0	2.86			
Average Equity	3,610.2	3,425.0	5.56	3,137.7	5.01	2,789.0	4.09	2,077.0	2.79			
Average Customer Deposits	50,601.1	48,005.3	77.98	47,089.7	75.12	45,543.3	66.82	42,866.3	57.51			
<b>C. Maturities</b>												
<b>Asset Maturities:</b>												
Loans & Advances < 3 months	833.8	791.0	1.28	1,353.0	2.16	3,637.0	5.34	2,867.0	3.85			
Loans & Advances 3 - 12 Months	339.4	322.0	0.52	356.0	0.57	110.0	0.16	121.0	0.16			
Loans and Advances 1 - 5 Years	2,258.9	2,143.0	3.48	2,287.0	3.65	1,467.0	2.15	1,251.0	1.68			
Loans & Advances > 5 years	47,788.6	45,337.0	73.65	45,221.0	72.13	47,620.0	69.87	49,166.0	65.96			
Debt Securities < 3 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Debt Securities 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Debt Securities 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Debt Securities > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Loans & Advances to Banks < 3 Months	1,503.1	1,426.0	2.32	1,281.0	2.04	2,604.0	3.82	1,999.0	2.68			
Loans & Advances to Banks 3 - 12 Months	146.5	139.0	0.23	35.0	0.06	0.0	0.00	4,064.0	5.45			
Loans & Advances to Banks 1 - 5 Years	306.7	291.0	0.47	349.0	0.56	0.0	0.00	n.a.	-			
Loans & Advances to Banks > 5 Years	712.6	676.0	1.10	416.0	0.66	0.0	0.00	n.a.	-			
<b>Liability Maturities:</b>												
Retail Deposits < 3 months	40,401.6	38,329.0	62.26	37,961.0	60.55	35,766.0	52.47	33,381.0	44.78			
Retail Deposits 3 - 12 Months	676.7	642.0	1.04	1,591.0	2.54	1,888.0	2.77	1,530.0	2.05			
Retail Deposits 1 - 5 Years	3,258.1	3,091.0	5.02	2,816.0	4.49	3,060.0	4.49	3,416.0	4.58			
Retail Deposits > 5 Years	5,656.2	5,366.0	8.72	5,072.0	8.09	5,494.0	8.06	5,578.0	7.48			
Other Deposits < 3 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Other Deposits 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Other Deposits 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Other Deposits > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Deposits from Banks < 3 Months	865.4	821.0	1.33	112.0	0.18	1,068.0	1.57	924.0	1.24			
Deposits from Banks 3 - 12 Months	347.8	330.0	0.54	22.0	0.04	515.0	0.76	n.a.	-			
Deposits from Banks 1 - 5 Years	133.9	127.0	0.21	590.0	0.94	478.0	0.70	6,496.0	8.72			
Deposits from Banks > 5 Years	177.1	168.0	0.27	276.0	0.44	38.0	0.06	37.0	0.05			
Senior Debt Maturing < 3 months	1,170.0	1,110.0	1.80	650.0	1.04	85.0	0.12	2,859.0	3.84			
Senior Debt Maturing 3-12 Months	1,414.6	1,342.0	2.18	694.0	1.11	951.0	1.40	8,296.0	11.13			
Senior Debt Maturing 1 - 5 Years	1,711.8	1,624.0	2.64	4,290.0	6.84	2,547.0	3.74	3,774.0	5.06			
Senior Debt Maturing > 5 Years	1,707.6	1,620.0	2.63	1,307.0	2.08	7,669.0	11.25	1,510.0	2.03			
Total Senior Debt on Balance Sheet	6,004.0	5,696.0	9.25	6,941.0	11.07	11,252.0	16.51	16,439.0	22.05			
Fair Value Portion of Senior Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
Subordinated Debt Maturing < 3 months	0.0	0.0	0.00	0.0	0.00	0.0	0.00	n.a.	-			
Subordinated Debt Maturing 3-12 Months	0.0	0.0	0.00	n.a.	-	n.a.	-	n.a.	-			
Subordinated Debt Maturing 1 - 5 Year	528.1	501.0	0.81	493.0	0.79	n.a.	-	n.a.	-			
Subordinated Debt Maturing > 5 Years	0.0	0.0	0.00	0.0	0.00	0.0	0.00	n.a.	-			
Total Subordinated Debt on Balance Sheet	528.1	501.0	0.81	493.0	0.79	40.0	0.06	40.0	0.05			
Fair Value Portion of Subordinated Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
<b>D. Risk Weighted Assets</b>												
1. Risk Weighted Assets	11,409.3	10,824.0	17.58	11,513.0	18.36	13,771.0	20.20	14,578.0	19.56			
2. Fitch Core Capital Adjustments for Insurance and Securitisation Risk Weighted Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
3. Fitch Core Capital Adjusted Risk Weighted Assets	11,409.3	10,824.0	17.58	11,513.0	18.36	13,771.0	20.20	14,578.0	19.56			
4. Other Fitch Adjustments to Risk Weighted Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
5. Fitch Adjusted Risk Weighted Assets	11,409.3	10,824.0	17.58	11,513.0	18.36	13,771.0	20.20	14,578.0	19.56			
<b>E. Equity Reconciliation</b>												
1. Equity	3,732.5	3,541.0	5.75	3,302.0	5.27	2,963.0	4.35	2,582.0	3.46			
2. Add: Pref. Shares and Hybrid Capital accounted for as Equity	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
3. Add: Other Adjustments	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-			
4. Published Equity	3,732.5	3,541.0	5.75	3,302.0	5.27	2,963.0	4.35	2,582.0	3.46			
<b>F. Fitch Core Capital Reconciliation</b>												
1. Total Equity as reported (including non-controlling interests)	3,732.5	3,541.0	5.75	3,302.0	5.27	2,963.0	4.35	2,582.0	3.46			
2. Fair value effect incl in own debt/borrowings at fv on the B/S- CC only	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00			
3. Non-loss-absorbing non-controlling interests	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00			
4. Goodwill	0.0	0.0	0.00	0.0	0.00	0.0	0.00	67.0	0.09			
5. Other intangibles	15.8	15.0	0.02	15.0	0.02	15.0	0.02	22.0	0.03			
6. Deferred tax assets deduction	0.0	0.0	0.00	0.0	0.00	239.0	0.35	354.0	0.47			
7. Net asset value of insurance subsidiaries	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00			
8. First loss tranches of off-balance sheet securitizations	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00			
<b>9. Fitch Core Capital</b>	<b>3,716.7</b>	<b>3,526.0</b>	<b>5.73</b>	<b>3,287.0</b>	<b>5.24</b>	<b>2,709.0</b>	<b>3.97</b>	<b>2,139.0</b>	<b>2.87</b>			

Exchange Rate

USD1 = EUR0.9487

USD1 = EUR0.9185

USD1 = EUR0.8237

USD1 = EUR0.7251

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