

KEY FIGURES

	IFRS 9 HI 2018	IAS 39 ex. Vijlma 2017	IAS 39 2017	IAS 39 2016	IAS 39 2015
Earnings					
Operating income	254	473	559	398	354
Operating expenses	120	229	233	197	193
Profit after tax	90	163	216	104	70
Profit after tax attributable to shareholders	84	160	213	104	70
Cost/income ratio ¹	47%	48%	42%	49%	55%
Net interest margin ^{1/2}	1,90%	1,64%	1,60%	1,47%	1,34%
Return on equity ¹	10,5%	9,0%	11,9%	6,0%	4,2%
Return on assets	0,76%	0,68%	0,91%	0,45%	0,30%
Earnings per share basic – annualised	1,15	1,10	1,46	0,71	0,48
Earnings per share diluted – annualised	1,15	1,10	1,46	0,71	0,48
Dividend pay-out ratio ^{1/3}	44%	n.a.	45%	25%	0%
Dividend per share ¹	0,25	n.a.	0,66	0,17	
Price/earnings ratio	6,16				
Price/book ratio	0,70				

1: Items are Alternative Performance Measures (APM). The calculations of those items are explained in the APM section

2: HI 2018 NIM calculated using the H2 2017 interest income excluding Vijlma

3: Ratios based on interim dividend pay-out proposal

	IFRS 9 HI 2018	IFRS 9 I Jan 2018	IAS 39 2017	IAS 39 2016	IAS 39 2015
Corporate & retail client offering					
Corporate client assets (drawn & undrawn):					
Commercial Real Estate (CRE)	1.328	1.310	1.310	1.095	1.022
Food, Agri, Retail & Health (FAR&H)	1.281	1.216	1.216	1.149	896
Industries & Manufacturing (I&M)	1.508	1.430	1.430	1.364	1.266
Infrastructure & Renewables (I&R)	1.435	1.595	1.595	1.618	1.990
Offshore Energy (OE)	949	934	934	1.233	1.282
Shipping & Intermodal (S&I)	1.357	1.297	1.297	1.512	1.537
Telecom, Media, Technology & Services (TMT&S)	1.213	1.198	1.198	1.257	968
Total corporate loans (drawn & undrawn)	9.071	8.980	8.980	9.227	8.961
Lease receivables	345	282	282	236	221
Investment loans	218	220	220	246	161
Equity investments	398	343	343	262	300
Investment property	-	-	-	271	251
Total corporate client assets (drawn & undrawn)	10.032	9.825	9.825	10.243	9.894
Corporate client assets (drawn & undrawn) per region					
Netherlands	4.555	4.312	4.312	3.856	3.304
Germany	2.095	2.075	2.075	2.324	2.208
United Kingdom	1.619	1.737	1.737	1.678	1.700
Other	1.763	1.702	1.702	2.384	2.681
Total corporate client assets (drawn & undrawn)	10.032	9.825	9.825	10.243	9.894
Retail client assets					
Owner occupied mortgage loans – Netherlands	8.522	8.158	8.476	8.376	8.345
Buy-to-Let mortgage loans	639	617	617	371	118
Owner occupied mortgage loans – Germany (closed book)	38	50	53	84	117
Total retail client assets	9.199	8.825	9.146	8.831	8.580
Originate to manage assets					
Corporate client assets	466	463	463	443	437
Retail client assets	1.622	729	729	15	-
Total originate to manage assets	2.088	1.192	1.192	458	437
Retail client savings					
Netherlands	4.003	3.871	3.871	3.950	4.129
Germany	4.250	4.407	4.407	4.542	4.687
Belgium	952	1.029	1.029	1.229	1.200
Total retail client savings	9.205	9.307	9.307	9.721	10.016
Asset quality					
Cost of risk ¹	0,55%	n.a.	0,62%	0,74%	0,73%
Impairment ratio ^{1/4}	0,25%	n.a.	0,50%	0,76%	0,53%
Impairment coverage ratio ^{1/4}	35%	51%	40%	37%	41%
NPL ratio ^{1/4}	3,6%	2,9%	2,8%	3,0%	3,0%
Top-20 exposure / Common Equity Tier I	76%	82%	66%	78%	89%
Exposure corporate arrears > 90 days	2,7%	1,7%	1,7%	2,1%	0,7%
Exposure residential mortgage loans arrears > 90 days	0,3%	0,5%	0,5%	0,6%	0,7%
Loan to value Dutch residential mortgage loans	73%	75%	75%	78%	80%
Loan to value BTL mortgage loans	54%	57%	57%	59%	61%
Solvency information					
Equity attributable to shareholders of the company	1.669	1.660	1.918	1.819	1.735
ATI and Subordinated liabilities	488	483	483	398	400
Group capital base	2.156	2.143	2.401	2.217	2.135
Balance sheet total	21.774	21.891	22.148	23.495	23.153
Risk-weighted assets	8.676	8.545	8.584	9.930	9.848
Common Equity Tier I ratio	16,4%	16,1%	19,3%	15,1%	13,9%
Tier I ratio	17,7%	17,4%	20,4%	15,1%	13,9%
Total Capital ratio	19,7%	19,4%	22,2%	18,0%	16,7%

Leverage ratio	6,8%	6,5%	7,7%	6,5%	6,1%
Funding & liquidity					
LCR	160%	n.a.	196%	124%	201%
NSFR	115%	n.a.	117%	112%	113%
Loan-to-deposit ratio ¹	152%	n.a.	148%	145%	140%
Asset encumbrance ratio	26%	n.a.	26%	29%	29%
Retail savings / total funding	44%	n.a.	44%	46%	48%
Secured funding / total funding	21%	n.a.	20%	23%	24%
ESF / total funding	6%	n.a.	6%	6%	6%
Non-financial key figures					
NPS score Corporate Lending clients	+72%		+64%	+37%	+40%
NIBC Direct customer survey score	-		7,9	7,6	7,7
% of new corporate loans screened against sustainability policy	100%		100%	100%	100%
Number of new corporate clients with increased sustainability risk assessment	11		23	28	14
Fines or sanctions for non-compliance with laws and regulations	1		1	0	1
Employees					
Total number of FTEs end of financial period	686		689	716	644
Male / female ratio	69%/31%		70%/30%	73%/27%	70%/30%
Male / female ratio top management	87%/13%		88%/12%	91%/9%	90%/10%
Training expenses per employee (EUR)	1.717		2.318	2.041	2.540
Absenteeism (trend total)	2,1%		2,2%	2,4%	2,2%
Employee turnover (employees started)	9,9%		16,5%	25,2%	15,2%
Employee turnover (employees left)	10,3%		20,5%	15,0%	15,2%

1: Items are Alternative Performance Measures (APM). The calculations of those items are explained in the APM section

2: Ratios for comparative years have changed. Please see the Alternative Performance Measures section in this report for an explanation of the changes