## 

# SNS Bank Global ABS Presentation 

Brussels, June 2013

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## I. SNS Bank

## 2012 Results Following Nationalisation



- On 1 February 2013, SNS REAAL was nationalised by the Dutch State
- Shares of SNS REAAL and subordinated debt of SNS REAAL and SNS Bank were expropriated
- Executive Board members Ronald Latenstein, CEO, and Ference Lamp, CFRO, and Chairman of the Supervisory Board, Rob Zwartendijk, resigned from their respective positions
- Other members of the Executive and Supervisory Board remained in their current positions to ensure continuity of the company. The current Vice President of the Supervisory Board, Piero Overmars, will for the time being fulfill the role of Chairman of the Supervisory Board
- New Executive Board members Gerard van Olphen, Chairman of the Board, and Maurice Oostendorp, CFRO, appointed
- Publication 2012 results delayed due to integrity issues at Property Finance and in order to process the effects of the nationalisation


## Nationalisation Measures

|  |  |  | 1Q13 |
| :---: | :---: | :---: | :---: |
| Capital strengthening | 1 | Expropriation of shares SNS REAAL and $€ 1$ bn of subordinated debt | $\checkmark$ |
|  | 2 | €2.2bn capital contribution to SNS REAAL from the Dutch State of which $€ 1.9$ bn is downstreamed to SNS Bank and $€ 0.3$ bn remains at holding level | $\checkmark$ |
| Funding | 3 | $€ 1$.1bn bridge loan to SNS REAAL from the Dutch State to redeem senior debt and internal loans | $\checkmark$ |
| Property Finance | 4 | $€ 2.8 b n$ write-down on Property Finance portfolio compared to valuation per 30 June 2012 | , |
|  | 5 | Transfer of PF to a separate real estate management organisation, capitalised by the Dutch State | * |
|  | 6 | Guarantee for funding by the Dutch State of approximately €5bn | * |

## SNS Bank: Pro Forma Figures Based on Year-End 2012 Figures

| Pro Forma Figures |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (€m) | 2012 | Write-off PF | Pro forma after writeoff PF | Expropriation sub. debt | Capital contribution | Guarantee on funding PF | Resolution levy | Pro forma |
| SNS Bank N.V. |  |  |  |  |  |  |  |  |
| Core Tier 1 capital | 1,253 | $(1,791)$ | (538) | 660 | 1,900 |  | (70) | 1,952 |
| RWA (Basel II) | 20,592 | $(2,024)$ | 18,568 |  |  | $(5,487)$ |  | 13,081 |
| CT1 ratio (\%) | 6.1\% |  | (2.9\%) |  |  |  |  | 14.9\% |

## Highlights

- SNS Retail Bank posts net profit excluding one-off items of €124m (2011: €277m)
- Substantial net loss of $€ 813 \mathrm{~m}$ at Property Finance due to sharply higher loan impairments


## SNS Retail Bank: Higher Loan Impairments Put Pressure on Earnings



| Impairment Charges |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| ( $¢$ m) | 2011 | 2012 | 1H12 | 2 H 12 |
| Mortgages | 71 | 156 | 61 | 95 |
| Other loans | 11 | 25 | 14 | 11 |
| SME loans | 13 | 43 | 8 | 35 |
| Other | 31 | 4 | - | 4 |
| Total impairment charges | 126 | 228 | 83 | 145 |
| Loan impairments as \% avg gross loans 17bps 40bps 30bps 51b |  |  |  |  |
| Comments |  |  |  |  |
| - Net interest income holding up well <br> - Lower total income in absence of substantial gain from LT2 exchange in 4Q11 |  |  |  |  |
| - Loan impairments impacted by application more prudent risk assessment models ( $€ 40 \mathrm{~m}$ ) combined with a deteriorating credit risk environment |  |  |  |  |
| - Actual credit losses: <br> - SNS Bank €128m (2011: €100m) <br> - Retail mortgages $€ 98 \mathrm{~m}$ (2011: €40m) |  |  |  |  |
| - LtV retail mortgages of 87\% (YE11: 82\%) |  |  |  |  |

## SNS Bank Core Activities: Focus on Winning, Helping and Retaining Clients



- Market share in new retail mortgages sharply lower due to focus on reduction of RWA
- Savings balances rose by $€ 2.5$ bn to $€ 32$.8bn compared to year-end 2011
- SNS Bank's new savings account "Zilvervloot" launched in September 2012 had attracted 27,000 customers by the end of 2012
- ASN Bank continued to have one of the highest customer satisfaction levels in the industry and won an award for most client friendly bank in the Netherlands


## SNS Bank: Trading Update 1Q13

| Pro Forma Figures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (€m) | 2012 | 1 Q13 | Resolution levy | Deduction Tier (shortfall) | RWA release PF | Pro forma |
| SNS Bank N.V. |  |  |  |  |  |  |
| Core Tier 1 capital | 1,253 | 2,140 | (70) | (31) |  | 2,039 |
| RWA (Basel II) | 20,592 | 18,594 |  |  | $(5,501)$ | 13,093 |
| CT1 ratio (\%) | 6.1\% | 11.5\% |  |  |  | 15.6\% |

## Highlights

- Net profit excluding one-off items
- Net result SNS Retail Bank of $€ 87 m$
- One-off items related to nationalisation (gains on expropriation of privately placed subordinated loans, gains on unwinding of related derivatives minus a provision)
- Net loss of $€ 1.6 \mathrm{bn}$ due to write-off PF real estate finance portfolio to HFS
- Net loss PF of $€ 1.8$ bn due to $€ 2.0$ bn (pre-tax) write-off
- Sharp improvement in core Tier 1 ratio SNS Bank
- Core Tier 1 ratio SNS Bank of 11.5\% at end of 1Q13 (2012: 6.1\%);
- Pro forma Core Tier 1 ratio SNS Bank of $15.6 \%$;


## Restructuring Plan: Short-term Priorities

- On 22 February 2013, the EC granted temporary approval for the rescue aid by the Dutch State to SNS REAAL. The temporary approval is conditional on the presentation by the Dutch Ministry of Finance of a restructuring plan within six months from that date
- The plan will be drawn up in close consultation between the Ministry of Finance and SNS REAAL
- The EC will take a final decision on the basis of this plan
- We intend to provide more clarity on this plan in the course of the year
- Short term priorities SNS REAAL:
- Deal with the legal and financial implementation of the (consequences of the) nationalisation
- Prepare for the isolation of the Property Finance real estate finance portfolio
- Work on the financial disentanglement of the holding company, bank and insurer


## II. SNS Bank Funding

## Broad Range of Funding Instruments



* Schuldschein / Namenschuldverschreibung
** On Balance-sheet securitisation


## Funding Profile: High Liquidity Position Maintained; Loan to Deposit Ratio Trending Down



# III. SNS Residential Mortgage Business 

## Profile and Brands

SNS Bank is the consumer brand with a wide and accessible range of banking and insurance products.

BLG Wonen helps people fulfill their housing wishes with products and services that makes them feel at home. It offers mortgages and other housingrelated financial products and services. BLG Wonen sells it products through Dutch independent advisors.

RegioBank is the regional banking formula with a network of some 530 independent advisors. You will find RegioBank in many smaller municipalities. Local and personal service is key.

## ASN 3 Bank

ASN Bank connects people who want to contribute to a sustainable society and offers financial products that contribute to such a society.

## SNS Residential Mortgage Business

## Position and Market Share

- SNS Retail Bank's market share of new residential mortgages was $2.1 \%$ in 2012, down compared to 2011 (5.8\%)
- $72 \%$ of the new mortgage production was covered by NHG
- The Bank originates mortgages via three different labels:
- SNS Bank
- BLG Wonen
- Regio Bank
- Mortgages are distributed through Branches and Intermediaries
- All intermediaries have to comply with SNS' strict underwriting criteria
- Centralised origination department and uniform credit process

Mortgage Origination - by label (2012)


## SNS Residential Mortgage Portfolio (EOY 2012)

## Portfolio Characteristics

- The SNS Residential Mortgage Portfolio ( $€ 49.4$ billion) decreased by 2.0bn in 2012
- The decrease was caused by redemptions and limited sales of new mortgages
- $20 \%$ of the total mortgage portfolio is covered by NHG
- The WA Indexed LtFV stood at 99\% at YE2012
Loan Size ( $€$ )
>500k, 5.6\%


200k-300k, 30.5\%


Residential Mortgage Portfolio (€m)


## SNS Residential Mortgage Portfolio (EOY 2012)




Source: SNS Bank

## Interest Type



## Origination Overview

BKR Test

## Fraud Test

## Debt to Income Test



- For every client a BKR ("Bureau Krediet Registratie") will be performed. This system shows online information on outstanding loans of the client with financial institutions in the Netherlands and all the historical arrears
- The client will always be checked with the SFH (external fraud register) and internal fraud registers
- Specialised desk in case of probability of income-, ID- or valuation fraud
- Income verification is always required
- Debt to income ratios are compliant with the "Code of Conduct" for Dutch banks
- The income test looks at the client's mortgage expenses using the applicable mortgage rate and an annuity redemption for a maximum period of 30 years
- Income verification "entrepreneur" via specialised desk at the Mid-Office
- Assessors have to be a member of NVM, LMV or VBO
- External assessment is always required, except in the case of:
- Newly built houses
- Most recent assessment is no older than 6 months
- Mortgage loan $<75 \%$ of the most recent WOZ-value


## Code of Conduct: Industry self-regulation

- SNS Bank, BLG Wonen and RegioBank stick to the Code of Conduct of Mortgage Financing issued by the NVB (Dutch Banking Association)
- The Code of Conduct:
$-\quad$ is a self regulation of the industry which is followed by almost all Dutch lenders
- provides underwriting criteria and best practices
- aims to increase transparency and consumer protection


The major guidelines are:

- Maximum LtV of 105\%
- Maximum of $50 \%$ of the market value of the property can be financed with an Interest-Only loan
- Maximum Debt-to-Income (DTI) according to National Institute for Family Finance Information (NIBUD) reference tables
- For the affordability calculation, irrespective of the method of repayment, the costs based on a 30-year annuity loan will be considered


## Affordability calculation according to NIBUD

- NIBUD (National Institute for Family Finance Information) is an independent foundation
- It's goal is "to promote a rational planning of family finances" ${ }^{1}$
- The foundation publishes affordability tables for mortgage loans
- The table to the right shows the maximum percentage of the gross income which shall be used for mortgage payments
- This percentage is depending on:
- The gross income of the borrower
- The mortgage loan interest rate
- NIBUD considers all general household costs and potential tax advantages for compiling this table

Mortgage loan interest rate

| Gross Income | <5\% | 5-5,5\% | 5,5-6\% | 6-6,5\% | >6,5\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| [...] |  |  |  |  |  |
| 20,000 | 21,5\% | 22,0\% | 22,5\% | 23,0\% | 23,5\% |
| [...] |  |  |  |  |  |
| 25,000 | 27,0\% | 28,0\% | 29,0\% | 30,0\% | 31,0\% |
| [...] |  |  |  |  |  |
| 30,000 | 27,5\% | 28,5\% | 29,5\% | 30,5\% | 31,5\% |
| [...] |  |  |  |  |  |
| 40,000 | 27,5\% | 28,5\% | 29,5\% | 30,5\% | 31,5\% |
| [...] |  |  |  |  |  |
| 50,000 | 28,0\% | 29,0\% | 30,0\% | 31,0\% | 32,0\% |
| [...] |  |  |  |  |  |
| 60,000 | 29,5\% | 30,5\% | 31,5\% | 32,5\% | 33,5\% |
| [...] |  |  |  |  |  |
| 70,000 | 32,0\% | 33,0\% | 34,0\% | 35,0\% | 36,0\% |
| [...] |  |  |  |  |  |
| 80,000 | 33,0\% | 34,0\% | 35,0\% | 36,0\% | 37,0\% |
| [...] |  |  |  |  |  |
| 90,000 | 34,0\% | 35,5\% | 37,0\% | 38,5\% | 40,0\% |
| [...] |  |  |  |  |  |
| 100,000 | 34,0\% | 35,5\% | 37,0\% | 38,5\% | 40,0\% |
| [...] |  |  |  |  |  |
| 110,000 | 34,0\% | 35,5\% | 37,0\% | 38,5\% | 40,0\% |
| [...] |  |  |  |  |  |

Tabel 1: Maximum percentage of gross income which shall be used for mortgage payments (source: NIBUD)

## Strict eligibility criteria

| Assessment based on: | SNS Retail Bank |
| :---: | :---: |
| Credit score | yes |
| Maximum LTV | 105\% |
| Funding for Mobile Homes | no |
| Customer Due Diligence | yes |
| Reserve the right to refuse funding | yes |
| Social security number mandatory | yes |
| Empowerment to contract and minimum age of 18 | yes |
| Minimal 2\% monthly credit charge on consumer loans | yes |
| Social benefits are part of income | no |
| Salary paid in cash is part of income | no |
| Commission and overtime income maximized | yes |
| Living and working for a minimal of three years in the Netherlands | yes |
| Leasehold | no |

## Collection process and special services

## SNS has a particular view on the collection process:

- Focus on clients and no longer on products
- Focus on expected loss for risk profiles (low, middle and high)
- $50 \%$ direct debit SNS current account; $50 \%$ external direct debit
- Budget coaching at an early stage (since October 2009)
- Pilot project
- Outsourcing: unexpected visit to customers in arrears

| Expected loss determines Risk Profile |  |
| :--- | :--- |
| $E L<€ 750$ | Low |
| $E L>€ 750$ and $<€ 1500$ | Middle |
| $E L>€ 1500$ | High | (<2 months) to emphasize that client has to take action in accordance with bank policy

In the Netherlands, mortgage banks have full recourse to the borrower:

- Even after foreclosure, any remaining debt has to be repaid in full
- Therefore, a claim can be raised on the salary of the borrower
- Only an official debt restructuring procedure ("WSNP"), for which the admission is subject to court ruling, can limit the borrowers obligation to repay it's debt


## The SNS collection process - Low Risk Profile

The SNS restructuring and recovery management process is different for high risk profile clients and low risk profile clients

- Process for low risk profile (Expected Loss < $€ 750$ ) clients:



## The SNS collection process - High Risk Profile

The SNS restructuring and recovery management process is different for high risk profile clients and low risk profile clients

- Process for high risk profile (Expected Loss > €1500) clients:



## Organizational Structure

0-90 days
Power of attorney with an
arrangement

Sale / Auction


Admin
\& 63
16 fte

Restructuring and Recovery Management consists of several specialised teams.

# IV. Dutch Economy \& Mortgage Market 

## Dutch Economy



## Rising Unemployment



Source: Datastream


- In recent years, unemployment is rising in the Netherlands
- The number of employed people is shrinking
- However, the number of people who lost their job is far less than the people who newly registered as being unemployed
- The rise in unemployment is partially driven by new labour market entrants


## Dutch Mortgage Market Characteristics

## Residential Market

## Fiscal Treatment

## Mortgage Products

## Regulatory Developments

- Total outstanding retail mortgage debt in Q4 2012 was $€ 651.2$ bn (source: DNB)
- National mortgage guarantee (NHG mortgages) supports house ownership
- A key driver in the Dutch mortgage market is the tax deductibility of mortgage interest
- The maximum period for tax deduction is 30 years
- It is only applicable to the primary residential property
- Due to fiscal treatment of interest, mortgage loans with no redemption on the principal were most popular in the past, resulting in a high LTV market
- Life insurance / interest only mortgages, Savings mortgages and Investment-based mortgages were the most popular products
- Due to the recent changes in fiscal treatment however, annuity products now play a more important role
- As of January 2013, tax deductibility of mortgage interest is limited to annuity loans which are fully amortizing within 30 years
- The maximum permitted loan to value (LtV) has been lowered to $105 \%$
- It will be gradually lowered (by 1\% a year) until it reaches 100\% in 2018
- The transfer tax remains at the reduced level of $2 \%$ (it used to be $6 \%$ )
- Already outstanding mortgage contracts are not be affected by these measures


## Dutch Residential Mortgage Market

Market Overview

- Approximately $€ 651$ bn mortgages outstanding (Source: DNB)
- In 2012 around 200,000 new mortgages were issued, compared to 500,000 before the crises (Source: Kadaster)
- $61 \%$ of the mortgages issued in 2012 were covered by the NHG


Source: Kadaster

## Net Financial Assets NL-Households (EOY 2012)

| Assets |  | Liabilities |  |
| :--- | :---: | :--- | :---: |
| Bank balance | 49.8 | Consumer credit | 26.3 |
| Savings | 324.0 | Mortgages | 651.2 |
| Equities | 29.9 |  |  |
| Funds | 44.1 |  |  |
| Bonds | 15.4 |  |  |
| Pension Assets | 1052.6 |  | $\mathbf{6 7 7 . 5}$ |
| Life insurance | 160.4 |  | $\mathbf{9 9 8 . 7}$ |
| Total | $\mathbf{1 6 7 6 . 2}$ | Total |  |
| Source: SNS based on numbers DNB | Net Assets |  |  |

Proportion NHG of new Mortgages


## House Price Developments

## Market Conditions

- On-going pressure on the Dutch housing market
- Since the peak in 2008 housing prices declined by $19 \%$ and are back at the level of spring 2003 (Source: Rabobank, DNB)
- High-end houses have been hit hardest, the cheaper price bracket (e.g. apartments and mid-terrace houses) least (Source: Rabobank)
- Average transaction price Q1 2013: €206,000 (Source: NVM)


## Supply Drivers

- Shortage of housing stock
- Limited availability of land for new houses
- Newly build houses are behind schedule of 80,000 per year


## Demand Drivers

- Tax deductibility of mortgage interest
- Increasing number of households as a result of demographic development
- Improved affordability
- Cost for private renting very high compared to servicing mortgage debt


Source: NVM, CBS

## Defaults \& Foreclosures



[^0]
## V. SNS RMBS Programmes

## Hermes - Overview

## Hermes Programme

- Hermes is the major RMBS programme of SNS
- Deals ranging from $€ 437 \mathrm{~m}$ in 1999 (Hermes I) to €2.8bn in 2007 (Hermes XIII) to €3.5bn in 2009 (Hermes XVII**)
- SNS Bank has called and redeemed all previous Hermes transactions on the First Optional Redemption Date
- SNS Bank will continue to securitize in the future given suitable market conditions


| Transaction Overview |  |  |  |
| :---: | :---: | :---: | :---: |
| Issue | Closing | Notional Balance (at closing) | Notional Balance (as of 17 June 13) |
| Hermes 1 | 03/Nov/99 | € 437m | Fully Repaid |
| Hermes 2 | 30/Oct/00 | €665m | Fully Repaid |
| Hermes 3 | 28/Jun/01 | €900m | Called at FORD |
| Hermes 4 | 31/Oct/01 | € 800 m | Called at FORD |
| Hermes 5 | 29/Nov/02 | $€ 1,100 \mathrm{~m}$ | Called at FORD |
| Hermes 6 | 09/May/03 | $€ 1,250 \mathrm{~m}$ | Called at FORD |
| Hermes 7 | 09/Oct/03 | $€ 1,250 \mathrm{~m}$ | Called at FORD |
| Hermes 8 | 10/Jun/04 | $€ 1,250 \mathrm{~m}$ | €443 |
| Hermes 9 | 24/Feb/05 | $€ 1,500 \mathrm{~m}$ | €785 |
| Hermes 10 | 29/Sep/05 | $€ 1,500 \mathrm{~m}$ | €900 |
| Hermes 11 | 22/Feb/05 | $€ 1,500 \mathrm{~m}$ | €1,026 |
| Hermes 12 | 26/Oct/06 | €2,200m | €1,269 |
| Hermes 13 | 29/Mar/07 | €2,800m | Called at FORD |
| Hermes 14 | 28/Sep/07 | €2,000m | Called at FORD |
| Hermes 15* | 30/May/08 | € $2,900 \mathrm{~m}$ | €1,331 |
| Hermes 16 | 18/Dec/08 | $€ 3,000 \mathrm{~m}$ | € 3,000 |
| Hermes 17** | 14/May/09 | $€ 3,500 \mathrm{~m}$ | Called at FORD |
| Hermes 18 | 03/Oct/12 | $€ 960 \mathrm{~m}$ | €936 |

[^1]
## Pearl - Overview

## Pearl Programme

- Pearl transactions solely contain NHG guaranteed mortgage loans
- Currently there are four Pearl transactions outstanding, ranging from $€ 792 \mathrm{~m}$ to $€ 1$ bn
- SNS Bank will continue to securitize in the future given suitable market conditions
- Pearl 3 has been called at FORD in March 2013

|  | Transaction Overview |  |  |
| :--- | :---: | :---: | :---: |
| Issue | Closing | Notional Balance <br> (at closing) | Notional Balance <br> (as of 17 June 13) |
| Pearl 1 | $15 / \mathrm{Sep} / 06$ | $€ 1,014 \mathrm{~m}$ | $€ 1,014 \mathrm{~m}$ |
| Pearl 2 | $06 / \mathrm{Jun} / 07$ | $€ 808 \mathrm{~m}$ | $€ 727 \mathrm{~m}$ |
| Pearl 3 | $01 / \mathrm{Feb} / 08$ | $€ 807 \mathrm{~m}$ | Called at FORD |
| Pearl 4 | $21 / \mathrm{Jul} / 01$ | $€ 1,000 \mathrm{~m}$ | $€ 1,000 \mathrm{~m}$ |

Outstanding Balance ( $\boldsymbol{€}$ )


[^2]
## Downgrades \& Rating Triggers



## Downgrades \& Rating Triggers (cont'd)



## Hermes / Pearl - Structure



[^3]
## Hermes / Pearl - Cash Flows



## Priority of Payments

Repurchase Mortgage receivables Reserve account drawings, if any Less operational expenses

| Issuer's costs and senior expenses |
| :---: |
| Repayment of Cash Advance Facility |

Interest (+PDL replenishment) on Class A
Interest (+PDL replenishment) on Class B
Interest (+PDL replenishment) on Class C
Interest (+PDL replenishment) on Class D

Subordinated Swap/Cash Advance Payment
Deferred Purchase Price to Seller

## Redemption available amount:

Mortgage (p)repayments
Net principal proceeds
Amounts received on (re)purchase of Mortgage Receivables Amounts credited to the Principal Deficiency Ledger Amount received on Floating rate GIC account Amount received as Participation increases

## Principal on the Class A1 Notes

Principal on the Class A2 Notes
Principal on the Class B Notes
Principal on the Class C Notes
Principal on the Class D Notes
Principal on the Class E Notes
Deferred Purchase Price

## Delinquencies \& Losses in RMBS transactions

## Current Statistics

- Highest delinquencies observed in Hermes 8 and 9
- Average (weighted) delinquencies greater than 90 days is $0.69 \%$


Source: SNS Bank



[^4]
## Investor Reporting

## Investor Reporting

- Dedicated portal for investor reporting in respect of Hermes and Pearl transactions
- Updated on the 3rd business day before each payment day
- All current and historical investor reports
- No password is required
- Bloomberg: HERME <MTGE> <GO>

PEARL <MTGE> <GO>
LOWLA <MTGE> <GO>

## ATC

- The administration for all Hermes, Pearl and Lowland transactions has been outsourced to ATC Financial Services
- Amongst other things, ATC builds the investor reports and uploads them to the portal



## Loan-Level Reporting

## European Datawarehouse (ED)

## Dutch Securitisation Association (DSA)

- Loan-Level data is uploaded at least quarterly to the European Datawarehouse for all Hermes, Pearl and Lowland RMBS
- At the moment, all Hermes, Pearl and Lowland RMBS are eligible as collateral for Eurosystem credit operations
- Data projects have been initiated in order to provide the required data


## EUROPEAN DATAWAREHOUSE

- Loan-Level templates and Investor Reports for the Hermes, Pearl and Lowland RMBS can also be found at the website of the Dutch Securitisation Association (DSA)
- Investor reporting for Hermes, Pearl and Lowland RMBS is compliant with the DSA standard
- The DSA RMBS standard qualifies as a 'domestic market guideline' under PCS for the jurisdiction of the Netherlands



## VI. Contacts \& Disclaimer

## Contacts

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[^0]:    SNS Bank - Global ABS Presentation - Brussels 2013

[^1]:    Source: SNS Bank

[^2]:    Source: SNS Bank

[^3]:    * In its capacity as Seller, Pool Servicer and Manager

[^4]:    Source: SNS Bank

