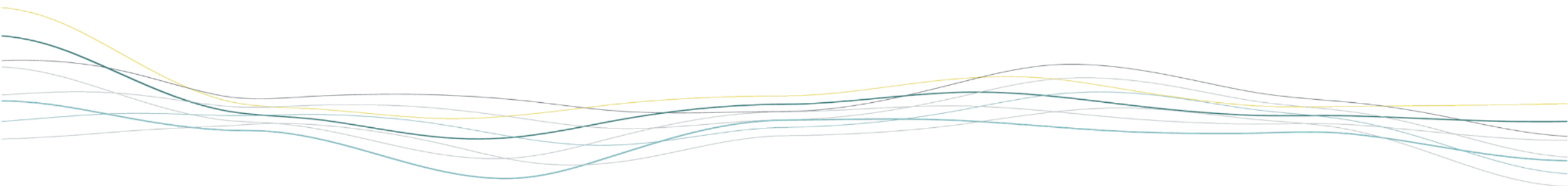




# QUINTET PRIVATE BANK

Investor presentation





Aarhus | Amsterdam | Antwerp | Augsburg | Birmingham |  
Brussels | Cambridge | Cologne | Copenhagen | The Hague |  
Dusseldorf | Eindhoven | Essen | Frankfurt | Groningen |  
Grunewald | Hamburg | Hasselt | Ingolstadt | Leeds | Liege |  
Lingen | London | Luxembourg | Manchester | Munich |  
Münster | Namur | Norwich | Nottingham | Rotterdam |  
Rottweil | Scotland | Sint Martens-Latem | Stuttgart |  
Waregem

## Clients choose Quintet because we...

### ✓ Extend personalised, holistic approach

- Manage family wealth over generations
- Focus on each client's long-term interests
- Help them build, grow and secure their future

### ✓ Care for them, personally

- Extended client experience
- Offer easily accessible services, enhanced by digital

### ✓ Have deep local heritage, spanning Europe & UK

- Combine deep heritage in local communities across Europe & UK and centuries of collective heritage
- Close to our clients, putting relationships first

### ✓ Provide access to a European and global hub

- Provide European and global insight, holistic advice and long-term planning, drawing on multi-cultural expertise
- Operate in a stable, mature and regulated environment, supervised by the ECB
- Facilitate EU-UK cross-border corridor

### ✓ Focus on managing wealth, backed by investment experts

- Provides access to global investing, structuring and lending solutions, as pure-play private bank
- Sustainable investment philosophy

### ✓ Pure-play European private bank, with an entrepreneurial spirit

- Pure-play owned by a committed shareholder
- Provide advice supported by tenured professionals, choosing the right solution for each client
- Entrepreneurial, adaptable spirit - like the clients we serve

# STRATEGIC PILLARS

## EUROBANK

- Drive profitable growth & increase market/wallet share
- Implement dedicated propositions for target segment
- Measure cost to serve & reduce outflows

## UK BANK

*Leveraging group synergies*

- Capture domestic market share & build UK international capabilities
- Implement dedicated propositions for target segment
- Measure cost to serve & reduce outflows

## TRUSTED INVESTMENT CAPABILITIES

- Build cohesive & efficient ICS team - partnership with Blackrock and Moonfare
- Deliver consistent risk-adjusted returns via core portfolio solutions

## OUTSTANDING CLIENT EXPERIENCE

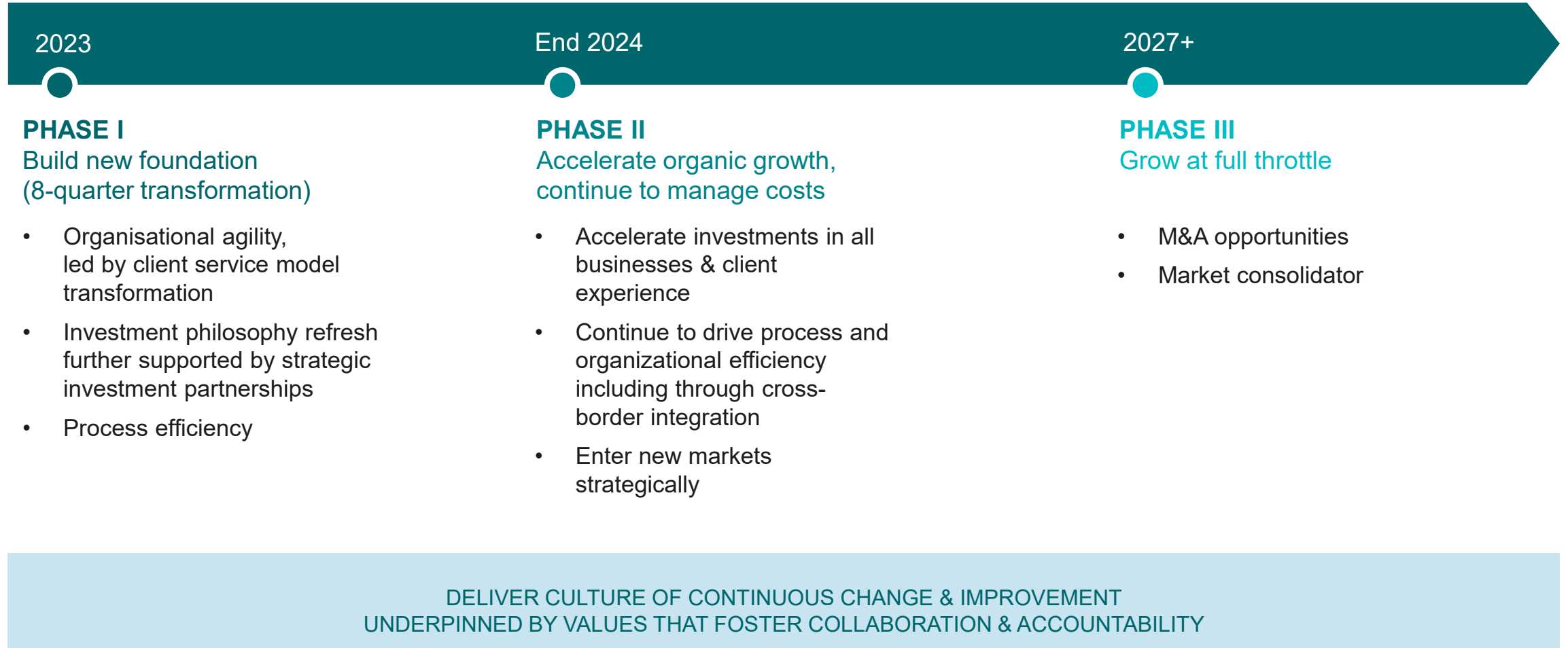
- Establish consistent client service team capabilities
- Enhance client experience via standardised, digitised & robust processes – front to back

## AGILE ORGANISATION

- Implement consistent front-office design & client coverage model
- Develop lean, agile & empowered organisation with fast decision-making
- Build up CLM function & strengthen risk/compliance culture

## ONE QUINTET

- Develop mindset of continuous change & improvement
- Establish culture of training, learning & development
- Together, make Quintet a profitable, sustainable & growing bank



## 2023 RESULTS: STRONG CORE PROFIT GROWTH TO EUR99M

EURm	2022	2023	*Var 23 vs. 22
<b>Total income</b>	524	602	+15%
O/w: net interest income	118	250	+112%
O/w: net fee & commission income	331	339	+2%
<b>Total expenses</b>	493	522	+6%
<b>Core operating profit</b>	33	99	+66m
<b>Net profit after tax</b>	18	47	+29m

- Top-line growth robust, supported by net interest income
- Net fee & commission income resilient
- Expense base reflects non-recurring investments in efficiency transformation
- Positive and sustainable core operating profit - tripling year on year - and net profit after tax

*\*Including rounding*

# ROBUST CLIENT ASSET DEVELOPMENT

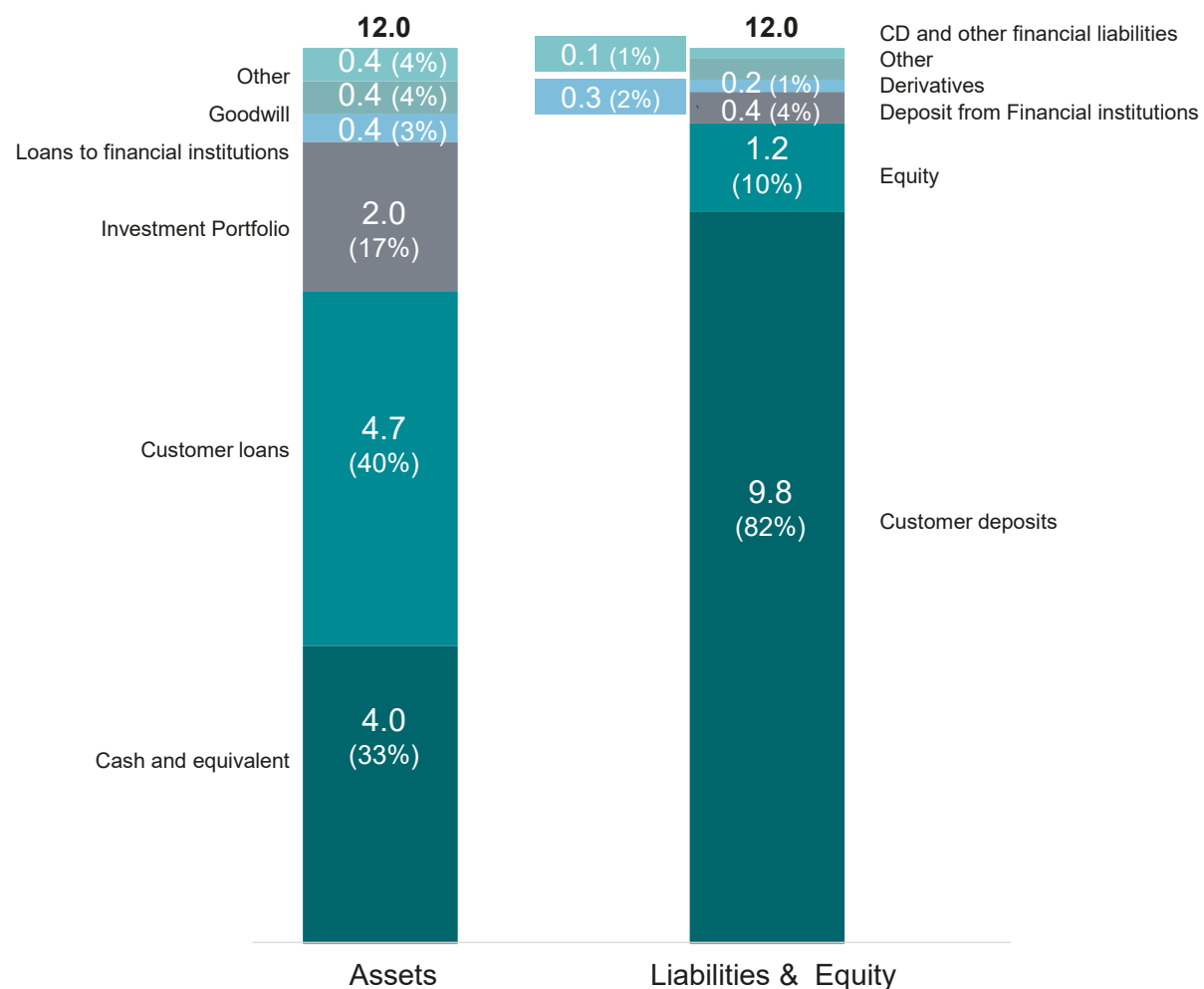
EURbn	2022	2023	*Var 23 vs. 22
Private banking AuM	57.0	60.2	+6%
Asset servicing AuC	21.4	25.1	+17%
<b>Total client assets</b>	86.7	92.0	+6%
Client loans	4.9	4.6	-6%

- Volume of client assets supported by strong market performance
- Net new money in private banking in 2023 impacted by change and remediation
- Client loans reflects disciplined underwriting and client deleveraging

*\*Including rounding*

# STRAIGHTFORWARD, LIQUID BALANCE SHEET

## Consolidated Balance Sheets 2023 EURbn



## FITCH RATING OVERVIEW

Standalone rating (VR)	bbb
Long-term IDR rating	BBB / stable
Short-term IDR rating	F2 / stable
Latest publication date	16/05/2023
AT1 rating	BB-

## CONSOLIDATED LIQUIDITY RATIOS

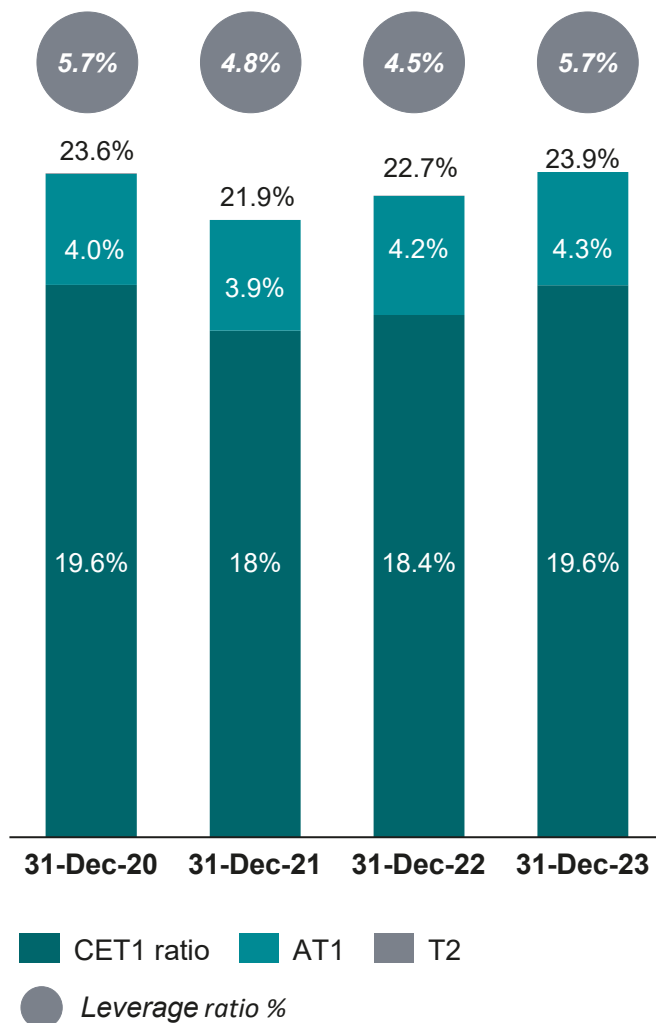
LCR Dec-23	148%
NSFR Dec-23	139%

## EXTERNAL FUNDING

EUR m	Total size	Drawn (31/12)	Duration
Euro Commercial Paper	750	0	permanent
Euro Medium Term Note	500	72	yearly renewal
Interbank	<i>n.a.</i>	429	<i>n.a.</i>

# SOLID CAPITAL POSITION WELL IN EXCESS OF REGULATORY REQUIREMENTS

## Consolidated solvency ratio



## Consolidated capital metrics EURm

EURm	Dec-20	Dec-21	Dec-22	Dec-23
<b>CET1</b>	<b>612</b>	<b>565</b>	<b>538</b>	<b>566</b>
Capital	1,161	1,157	1,042	1,049
Reserve OCI	14	13	(15)	(5)
Eligible result	(20)	(110)	-	-
IAS 19	(60)	(35)	(23)	(29)
Intangible assets & goodwill	(456)	(433)	(432)	(422)
Deferred tax assets	(22)	(23)	(30)	(24)
Other	(6)	(4)	(3)	(3)
AT1	124 <sup>(1)</sup>	124 <sup>(1)</sup>	124 <sup>(1)</sup>	124 <sup>(1)</sup>
<b>Tier 1</b>	<b>735</b>	<b>688</b>	<b>661</b>	<b>689</b>
Tier 2	0	0	0	0
<b>Total capital</b>	<b>735</b>	<b>688</b>	<b>661</b>	<b>689</b>
<b>RWA</b>	<b>3,120</b>	<b>3,141</b>	<b>2,916</b>	<b>2,888</b>
Credit risk	2,248	2,196	2,059	1,960
Market risk	176	209	76	55
Operational risk	677	709	771	865
CVA	19	26	11	8
<b>Leverage exposure</b>	<b>13,007</b>	<b>14,367</b>	<b>14,565</b>	<b>12,027</b>
<b>RWA intensity %</b>	<b>24%</b>	<b>22%</b>	<b>20%</b>	<b>24%</b>

- Regulatory requirement
- CET1<sup>2</sup>: 9.48% end 2023
- OCR<sup>3</sup>: 14.29% end 2023

Capital position well above minimum regulatory requirements and Board risk appetite

- (1) AT1 issued amount of EUR125m net of EUR1m issuance costs  
 (2) (1) Pillar 1 4.5%, conservation buffer 2.5%, countercyclical buffer 0.79%; Pillar 2 requirement 3.00% to be met at least with 56.25% of CET1 capital. Excludes Pillar 2 guidance  
 (3) Pillar 1 8.0%, conservation buffer 2.5%, countercyclical buffer 0.79%; Pillar 2 requirement 3.00%. Excludes Pillar 2 guidance



# AUTHORIZED MANAGEMENT COMMITTEE



**Chris Allen**

- Group Chief Executive Officer
- 30+ years of experience
- Joined Quintet in 2022



**Bryan Crawford**

- Group Head of Investment & Client Solutions
- 25+ years of experience
- Joined Quintet in 2019



**Nicholas Harvey**

- Group Chief Financial Officer
- 25+ years of experience
- Joined Quintet in 2018



**Christine Lynch**

- Group Chief Risk Officer
- 25+ years of experience
- Joined Quintet in 2024



**Anna Zakrzewski**

- Group Chief Operating Officer
- 25+ years of experience
- Joined Quintet in 2023



**Siegfried Marissens**

- Secretary General
- 30+ years of experience
- Joined Quintet in 1995



**Simon Spilsbury**

- Group Chief Compliance Officer
- 25+ years of experience
- Joined Quintet in 2022