



QUINTET  
PRIVATE BANK

# QUINTET PRIVATE BANK

Investor presentation

April 2023



QUINTET  
PRIVATE BANK

For a Richer Life  
however you define it

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...

### ✓ Help them live a Richer Life

- 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

- Extend personalized "luxury" experience
- Offer easily accessible services, enhanced by digital

### ✓ Have deep local heritage, spanning Europe

- Combine deep heritage in local communities across Europe 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

### ✓ Private Banking pure-play, with an entrepreneurial spirit

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

- Pure-play private bank, alongside substantial AS & FIM businesses
- Core PB clients with €1-25 MN in assets:
  - 80% resident in our existing markets
  - Invested with our core offering
  - With wealth planning & credit relationships
- Clients served by client service teams:
  - Fully trained & appropriately incentivised
  - Focused on always doing right thing for clients, business & key stakeholders
- Staffed by collaborative people with mindset of continuous change & improvement
- Profitable, sustainable & growing bank

A photograph of a modern, multi-story building facade with large windows. A prominent sign on the building reads "QUINTET PRIVATE BANK" with a stylized logo above the text. The sign is dark with white lettering and a logo. The building has a light-colored, textured facade.

QUINTET  
PRIVATE BANK

# 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 with improved investment process & philosophy
- 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

## PHASE I

Build new foundation  
(8-quarter transformation)

- Organisational agility, led by client service model transformation
- Investment philosophy refresh
- Process efficiency

End 2024

## PHASE II

Accelerate organic growth,  
continue to manage costs

- Accelerate investments in all businesses & client experience
- Enter new markets strategically

2027+

## PHASE III

Grow at full throttle

- M&A opportunities
- Market consolidator

DELIVER CULTURE OF CONTINUOUS CHANGE & IMPROVEMENT  
UNDERPINNED BY VALUES THAT FOSTER COLLABORATION & ACCOUNTABILITY

## 2022 RESULTS: EUR33m UNDERLYING PROFIT BEFORE TAX

EUR MN	2021	2022	*Var 22 vs. 21
<b>Total Income</b>	461	524	+14%
O/w: Net Interest Income	60	118	+97%
O/w: Net Fee & Commission Income	348	331	-5%
<b>Total Expenses</b>	505	493	-2%
<b>Underlying Profit Before Tax</b>	(6)	33	+38 MN

- Top-line growth robust, supported by loan growth and increase in interest rates
- Net fee & commission income negatively impacted by decrease in client assets
- Reduction in expense base reflects efficiency transformation despite challenging inflationary conditions
- Operating leverage drives positive underlying profit in 2022

*\*Including rounding*

## 2022 RESULTS: CLIENT ASSETS IMPACTED BY NEGATIVE MARKET EFFECT

---

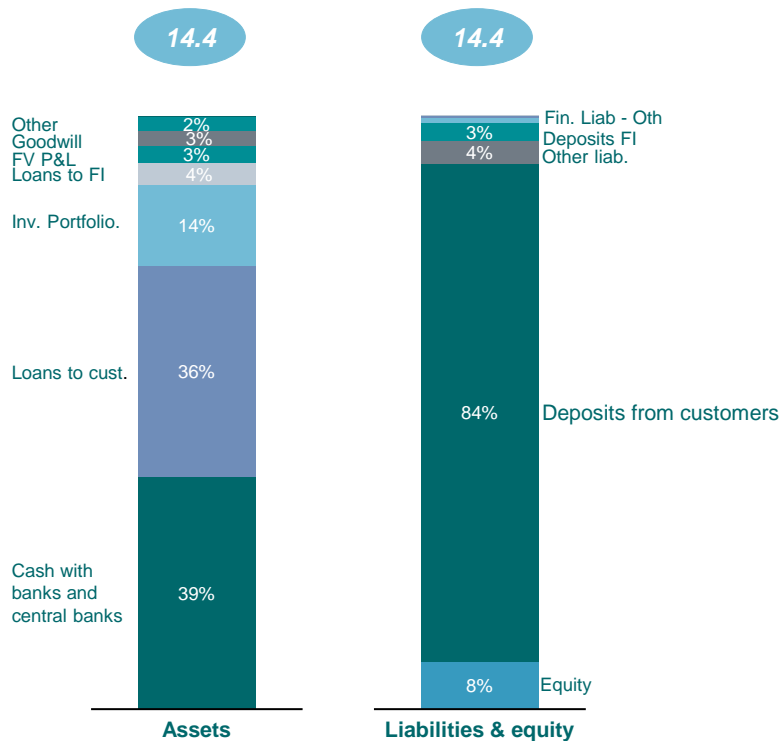
EUR BN	2021	2022	Var 22 vs. 21 <sup>(1)</sup>
Private banking AuM	65.4	57.0	-13%
Asset Servicing AuC	22.1	21.4	-3%
<b>Total Client Assets</b>	96.6	86.7	-10%
Client Loans	4.5	4.9	+10%

- Challenging market condition impacting client assets with negative market effect
- Constructive commercial momentum
- Continued expansion of lending book to support core business

(1) Including rounding

# STRAIGHTFORWARD, LIQUID BALANCE SHEET

## CONSOLIDATED BALANCE SHEET *Dec 2022 EURbn*



## FITCH RATING OVERVIEW

Standalone rating (VR)	bbb
Long-term IDR rating	BBB / stable
Short-term IDR rating	F2 / stable
Latest publication date	01/06/2022
AT1 rating	BB-

## CONSOLIDATED LIQUIDITY RATIOS

LCR Dec-22	153%
NSFR Dec-22	153%

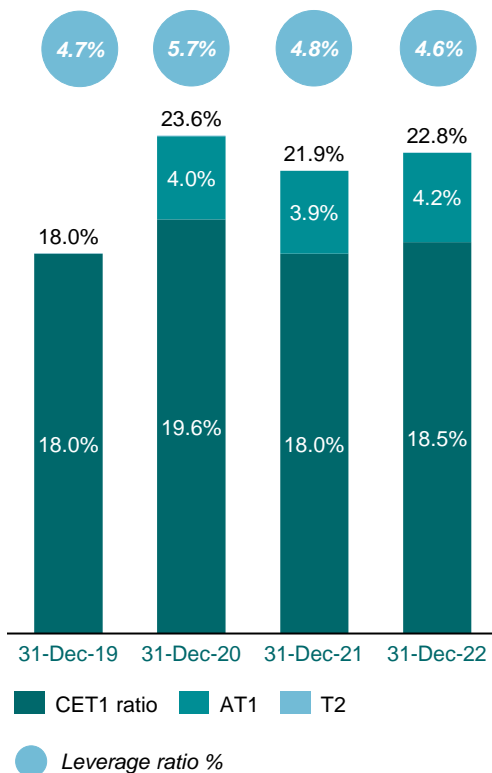
## EXTERNAL FUNDING

€m	Total size	Drawn (31/12)	Duration
Euro Commercial Paper	750	0	permanent
Euro Medium Term Note	500	50	yearly renewal
Interbank	<i>n.a.</i>	439	<i>n.a.</i>



# SOLID CAPITAL POSITION WELL IN EXCESS OF REGULATORY REQUIREMENTS

## CONSOLIDATED SOLVENCY RATIO



## CONSOLIDATED CAPITAL METRICS *EURm*

EURm	Dec-19	Dec-20	Dec-21	Dec-22
<b>CET1</b>	<b>568</b>	<b>612</b>	<b>565</b>	<b>541</b>
Capital	1,149	1,161	1,157	1,042
Reserve OCI	13	14	13	(15)
Eligible result	(43)	(20)	(110)	-
IAS 19	(45)	(60)	(35)	(23)
Intangible assets & goodwill	(483)	(456)	(433)	(432)
Deferred tax assets	(19)	(22)	(23)	(30)
Other	(4)	(6)	(4)	(3)
AT1	0	124 <sup>(1)</sup>	124 <sup>(1)</sup>	124 <sup>(1)</sup>
<b>Tier 1</b>	<b>568</b>	<b>735</b>	<b>688</b>	<b>665</b>
Tier 2	0	0	0	0
<b>Total capital</b>	<b>568</b>	<b>735</b>	<b>688</b>	<b>665</b>
<b>RWA</b>	<b>3,160</b>	<b>3,120</b>	<b>3,141</b>	<b>2,920</b>
Credit risk	2,248	2,248	2,196	2,063
Market risk	232	176	209	76
Operational risk	668	677	709	771
CVA	13	19	26	11
<b>Leverage exposure</b>	<b>12,014</b>	<b>13,007</b>	<b>14,367</b>	<b>14,569</b>
<b>RWA intensity %</b>	<b>26%</b>	<b>24%</b>	<b>22%</b>	<b>20%</b>

- SREP requirement 2023:
  - CET1<sup>(2)</sup>: 9.17%
  - OCR<sup>(3)</sup>: 14.09%
- Maximum distributable amount buffer end 2022: ~EUR250m<sup>(4)</sup>

Capital position well above minimum regulatory requirements and Board risk appetite

(1) AT1 issued amount of EUR125m net of EUR1m issuance costs. (2) Pillar 1 4.5%, conservation buffer 2.5%, countercyclical buffer 0.34%; Pillar 2 requirement 3.25% to be met at least with 56.25% of CET1 capital i.e. 1.83% requirement for CET1. (3) Pillar 1 8.0%, conservation buffer 2.5%, countercyclical buffer 0.34%; Pillar 2 requirement 3.25%. (4) Calculated as the minimum of (i) excess CET1 over requirement and (ii) excess own funds over OCR requirement



**Chris Allen**

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



**Bryan Crawford**

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



**Nicholas Harvey**

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



**Eli Leenaars**

- Group Chief Operating Officer
- 30+ years of experience
- Joined Quintet in 2021



**Siegfried Marissens**

- Secretary General
- 25 years of experience
- Joined Quintet in 1995



**Simon Spilsbury**

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



**Anthony Swings**

- Group Chief Risk Officer
- 25 years of experience
- Joined Quintet in 2002



- *This document has been developed as marketing material only and has been prepared by Quintet Private Bank (Europe) S.A., a public limited liability company (société anonyme) incorporated under the laws of the Grand Duchy of Luxembourg, registered with the Luxembourg trade and company register under number B 6.395 and having its registered office at 43, Boulevard Royal, L-2955 Luxembourg (“Quintet”). Quintet is supervised by the CSSF (Commission de Surveillance du Secteur Financier) and the ECB (European Central Bank).*
- *This document is for information purposes only, does not constitute individual (investment) advice and investment decisions must not be based merely on this document. Whenever this document mentions a product, service or advice, it should be considered only as an indication or summary and cannot be seen as complete or fully accurate. All (investment) decisions based on this information are for your own expense and for your own risk. It is up to you to (have) assess(ed) whether the product or service is suitable for your situation.*
- *All copyrights and trademarks regarding this document are held by Quintet, unless expressly stated otherwise. You are not allowed to copy, duplicate in any form or redistribute or use in any way the contents of this presentation, completely or partially, without the prior explicit and written approval of Quintet. See also the privacy notice on our website for how your personal data is used (<https://www.quintet.lu/en/lu/data-protection>).*
- *Investing involves risk, and the value of investments may go up or down. Past performance is no indication of future performance. Any projections and forecasts are based on a certain number of suppositions and assumptions concerning the current and future market conditions and there is no guarantee that the expected result will ultimately be achieved.*
- *This document is only meant for the addressee(s). You are not allowed to copy, duplicate in any form or redistribute or use in any way the contents of this presentation, completely or partially, without the prior explicit and written approval of Quintet.*
- *This document contains financial data extracted from Quintet’s latest annual report available on our website*