

Third quarter results 2012

22 October 2012

Koen Beentjes CEO
Evert Kooistra CFO

 **BINCKBANK**
FOR INVESTORS

Agenda

- I. Update FY12 Q3
- II. Financial position
- III. Outlook 2012
- IV. Q&A

Part I

Update FY12 Q3

Business highlights

- Adjusted EPS FY12 Q3: € 12.1 million / € 0.17 per share (FY12 Q2: € 12.2 million)
- Operating expenses grow with 3% to FY11 Q3: € 29.8 million
- Number of stock exchange transactions FY12 Q3: 1.8 million
- Introduction Binck 360 and new fees for Binck NL

Profit & Loss quarterly comparison

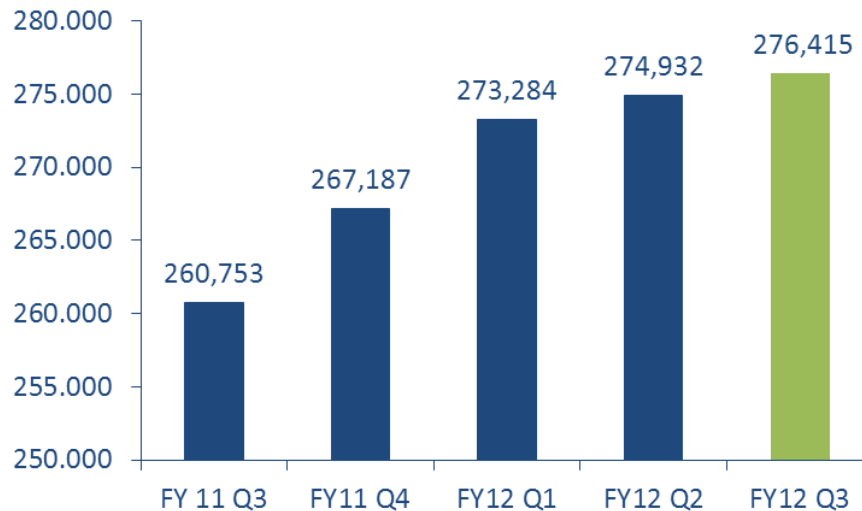
in € million	FY12 Q3	FY12 Q2	FY11 Q3
Net interest income	7.8	8.3	9.7
Net fee & commission income	26.5	25.7	32.9
Other operating income	3.0	2.9	3.0
Results on investments & impairment losses on fin. instr.	-	-	1.6
Total net revenues	37.3	36.9	47.1
Employee expenses	(12.0)	(12.6)	(12.3)
Depreciation & amortisation	(8.8)	(8.8)	(8.8)
Other operating expenses	(9.0)	(7.7)	(9.8)
Total operating expenses	(29.8)	(29.1)	(30.9)
Profit (loss) from operations	7.4	7.8	16.3
Other non operating income	(1.1)	(1.2)	(1.2)
Tax expense	(2.0)	(2.1)	(4.2)
Net profit	4.4	4.5	10.9
Net profit to minority shareholders	-	-	(0.1)
Net profit to shareholders BinckBank	4.4	4.5	10.8
Adjusted net profit	12.1	12.2	18.5

Highlights FY12 Q3: Retail business unit NL

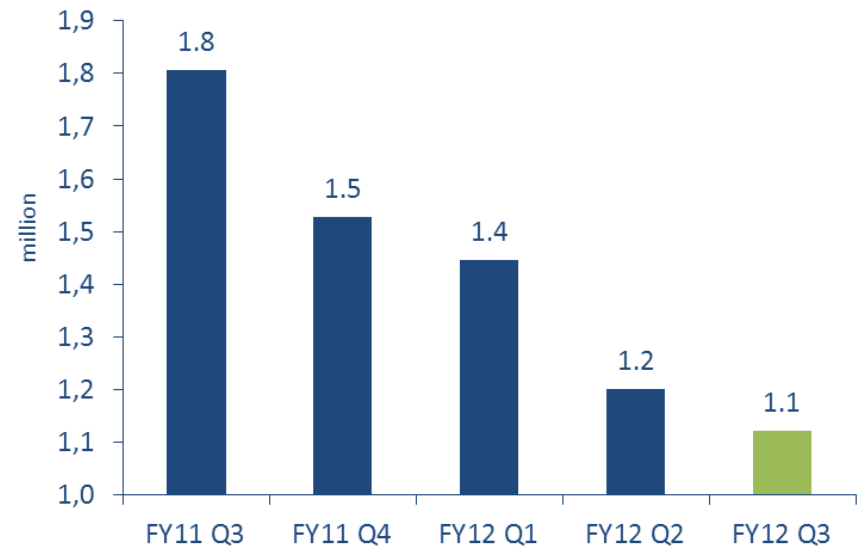
In FY12 Q3:

- Number of brokerage accounts **↑** 0.5%
- Number of transactions **↓** to 1.1 million
- Assets under administration at brokerage accounts declined from € 6.0 billion end FY12 Q2 to € 6.2 billion end FY12 Q3

Number of brokerage accounts



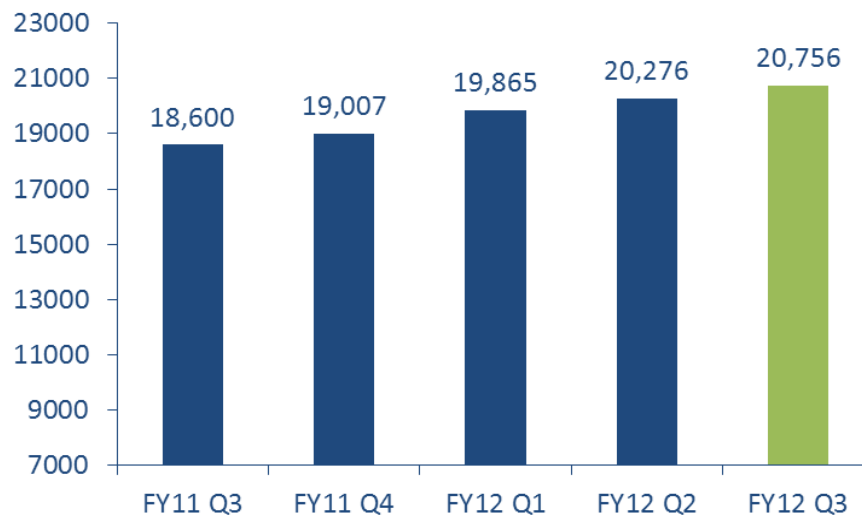
Number of transactions



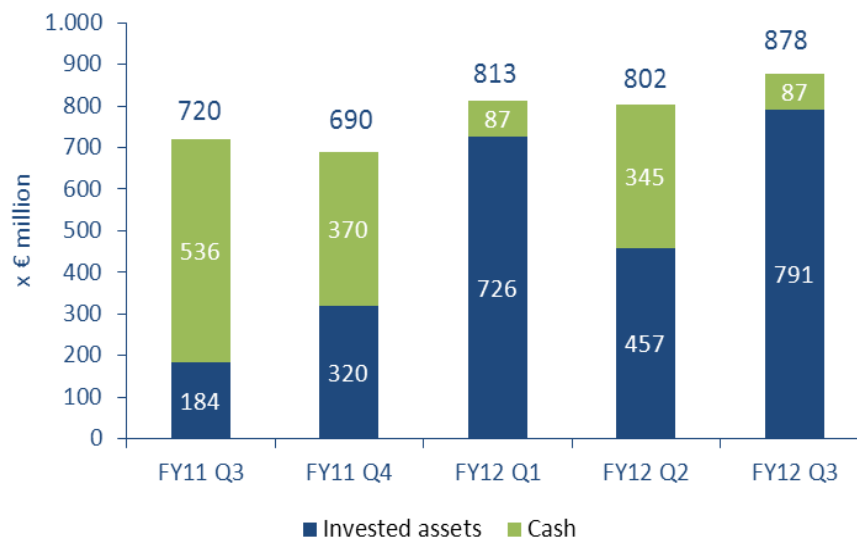
Development Alex Asset Management

- Total number of accounts end FY12 Q3: 20,756
- € 33 million net inflow in FY12 Q3
- Total AuM end FY12 Q3: € 878 million

Growth in number of accounts



Development AuM

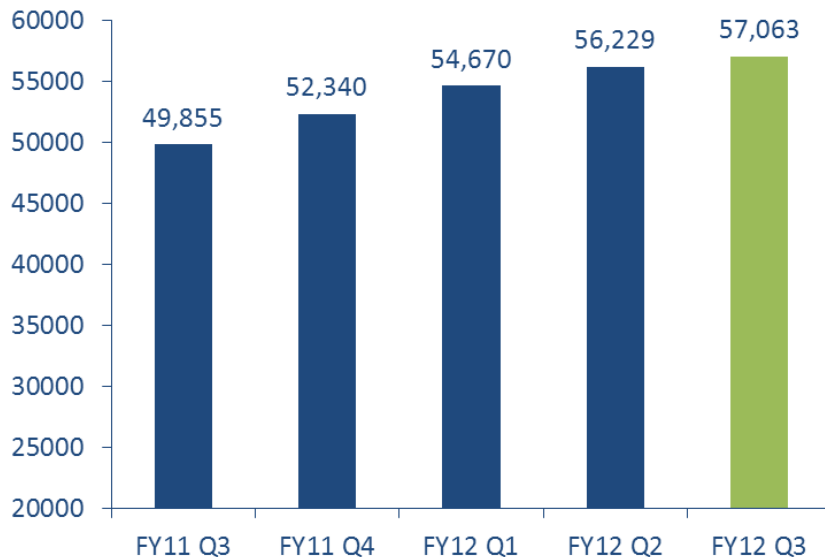


Highlights FY12 Q3: Retail business unit Belgium

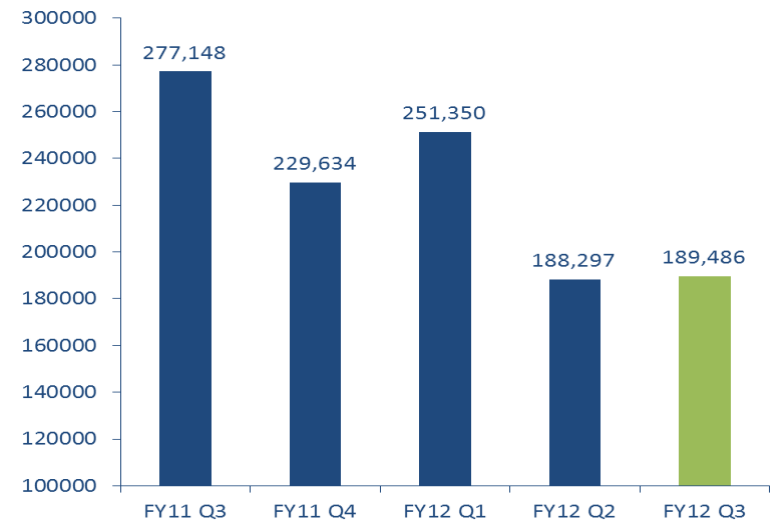
In FY12 Q3:

- Number of brokerage accounts \uparrow 1.5% to 57,063
- Number of transactions \uparrow 0.6% to 0.2 million
- Assets under administration = at € 1.4 billion

Number of brokerage accounts



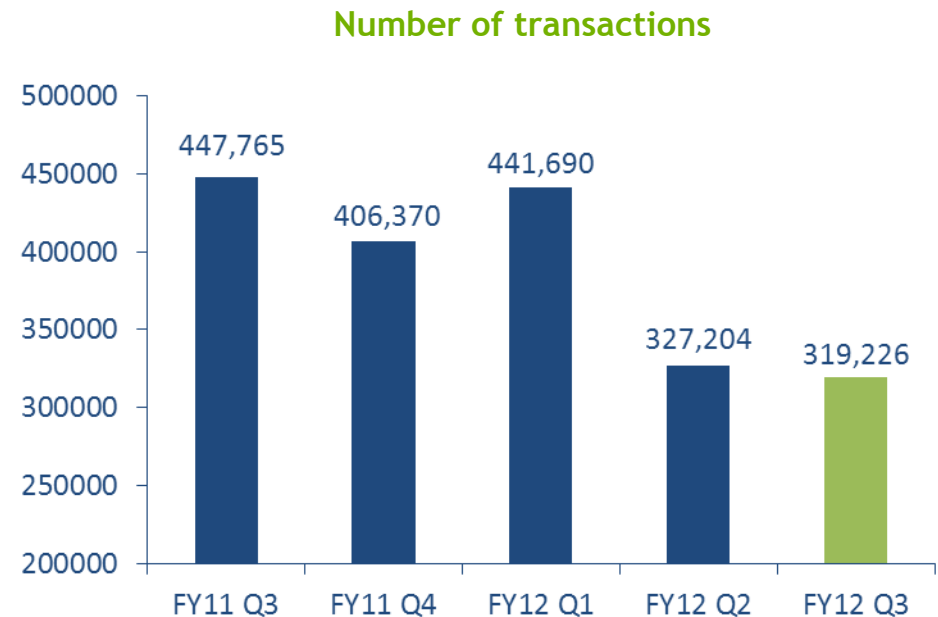
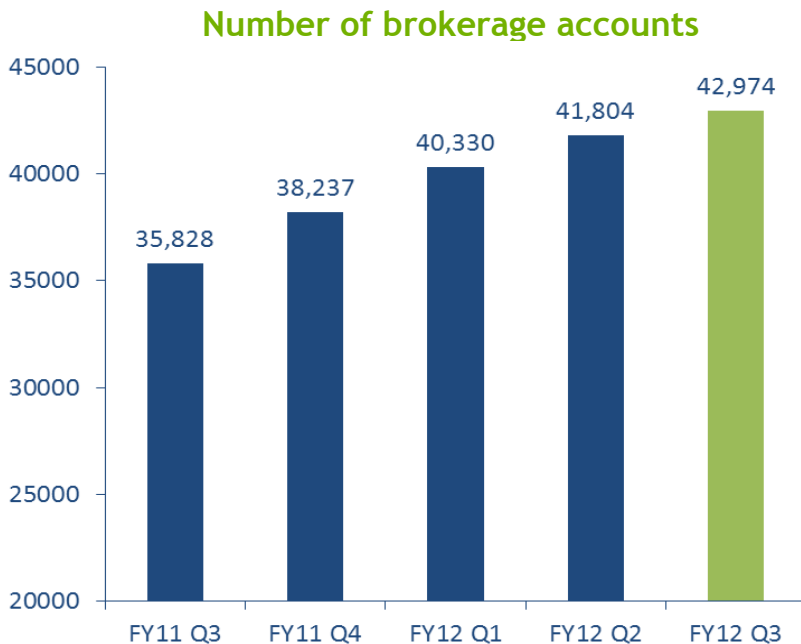
Number of transactions



Highlights FY12 Q3: Retail business unit France

In FY12 Q3:

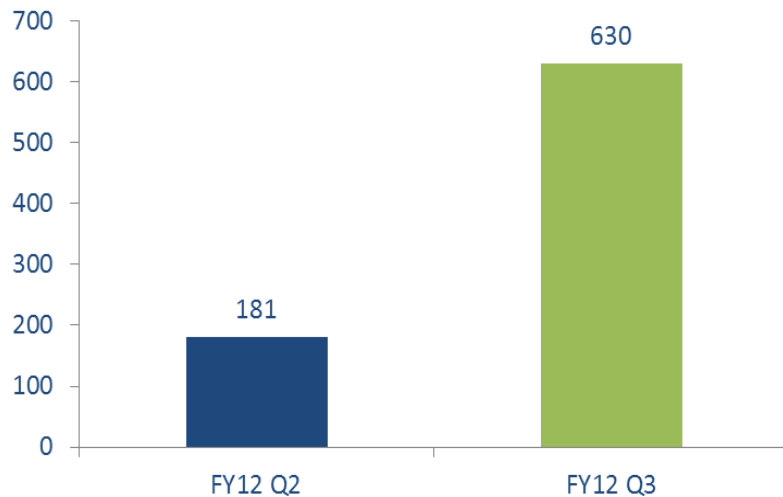
- Number of brokerage accounts **↑2.8%** to 42,974
- Number of transactions **↓2.4%** to 319,226
- **Assets under administration ↓3% to € 482 million**



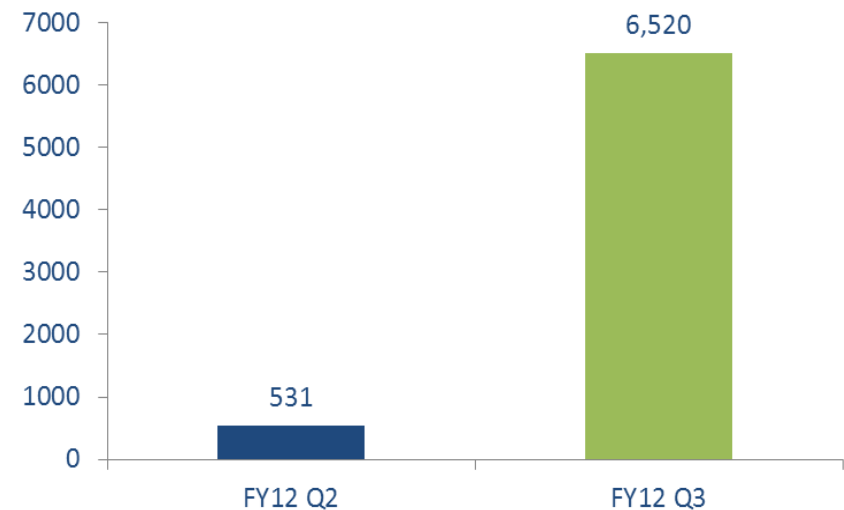
Highlights FY12 Q3: Retail business unit Italy

- Very active clients in Italy: 16 transactions per quarter per account
- Number of accounts: 630
- Number of transactions: 6,520

Number of brokerage accounts



Number of transactions



Highlights FY12 Q3: Retail business unit

Segmentation of transaction-related net fee & commission income by country

FY12 Q3	Retail total	Netherlands	Belgium	France	Italy
Net fee and commission income (in € 1,000)	16,857	13,642	1,570	1,606	39
Number of transactions	1,646,820	1,131,588	189,486	319,226	6,520
Average net fee and com. income (in €)	10.14	11.91	8.29	5.03*	5.98
FY12 Q2					
Net fee and commission income (in € 1,000)	17,167	13,869	1,553	1,742	3
Number of transactions	1,717,532	1,201,500	188,297	327,204	531
Average net fee and com. income (in €)	10.00	11.54	8.25	5.32*	5.65

* Excluding SRD interest component

Highlights FY12 Q3: Professional Services

In FY12 Q3:

- Number of accounts 2.8% to 42,974
- Number of transactions 2.4% to 319,226
- **Assets under administration 3% to € 482 million**

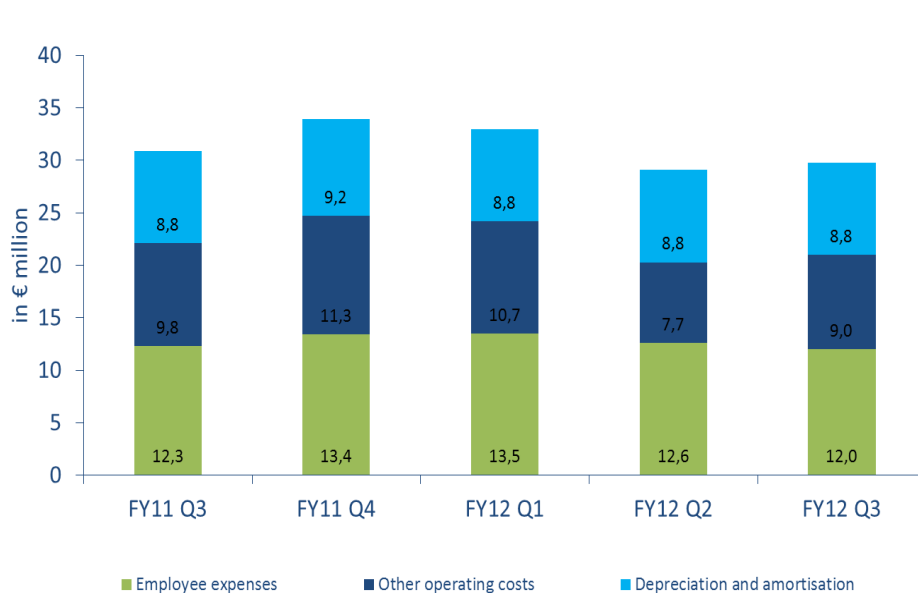
Number of accounts

Number of transactions

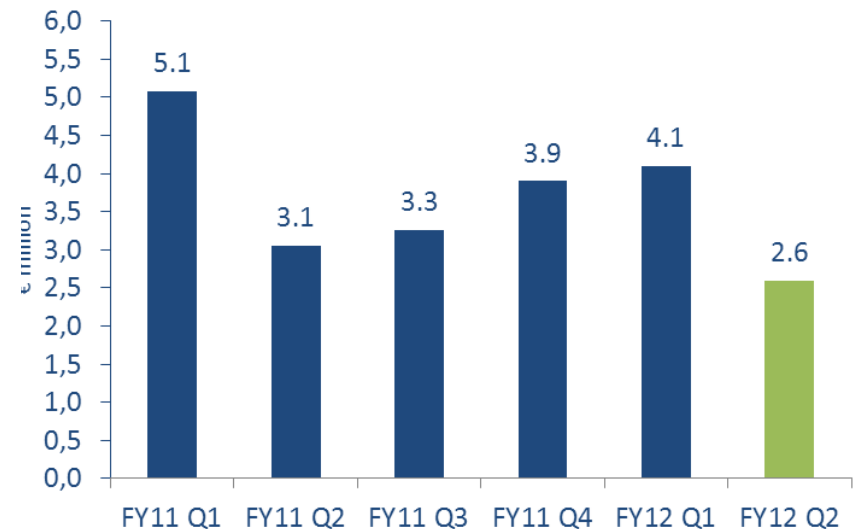
Operating expenses stable

- Operating expenses in FY12 Q3 down to € 29.8 million:
 - Marketing costs for FY12 Q3 € 3.5 million (FY12 Q2: € 2.6 million)

Total operating expenses



Marketing expenses



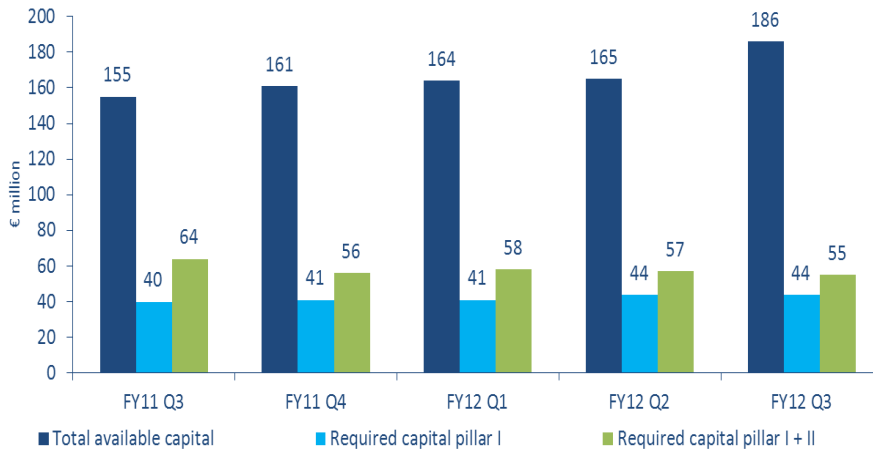
Part II

Financial position

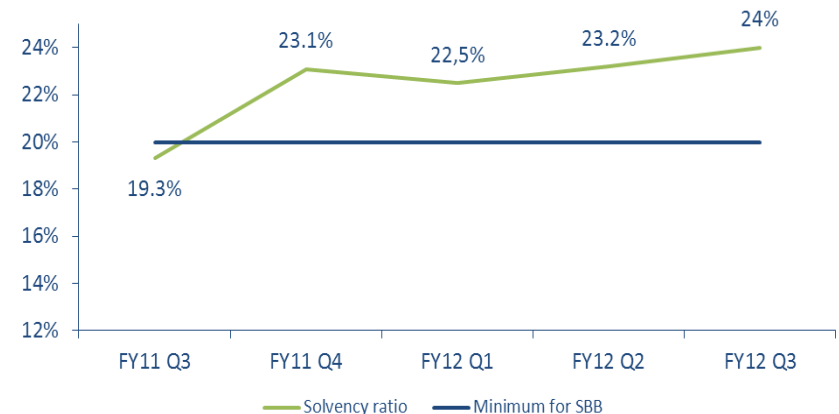
Strong financial position BinckBank FY12 Q3

- Solid equity position at end FY12 Q3 € 454 million (FY12 Q2: € 464 million)
- Tier I capital grew to € 166 million (FY12 Q2: € 165 million)
- Capital requirements Pillar II declined mainly due less capital requirement for interest-rate risk, because of larger cash positions
- BIS ratio end FY12 Q3 at 30.2% / solvency ratio 24.0% end of FY12 Q3

Capital requirements



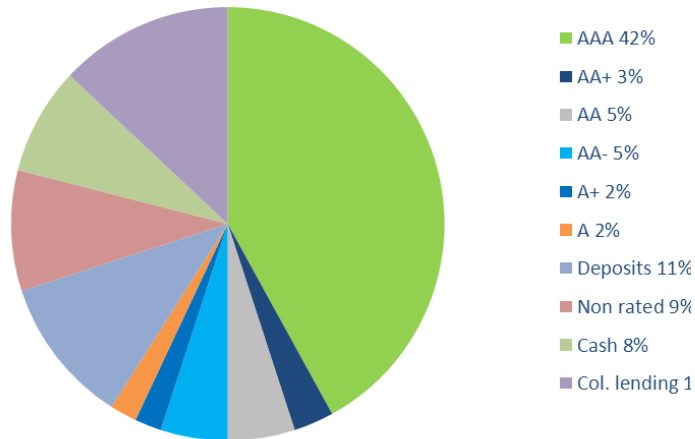
Solvency ratio



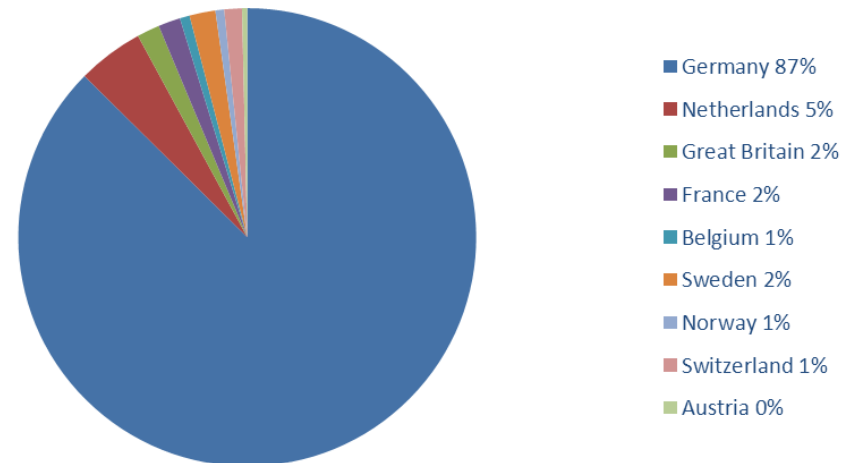
Overview investment portfolio

- Size of investment portfolio end of FY12 Q3 € 1.6 billion (FY12 Q2: € 1.8 billion)
- Average duration of the portfolio: 0.78 (FY12 Q2: 0.87)
- Yield on investment portfolio end FY12 Q3: 1.29% (FY12 Q2: 1.47%)

Allocation funds entrusted
per rating



Allocation funds entrusted
per country



Part III

Outlook 2012

Outlook

- **BinckBank streeft naar marktleiderschap**

Part IV

Q&A

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Forward-looking statements involve inherent risks and uncertainties. A number of important factors could therefore cause actual future results to differ materially from those expressed or implied in any forward-looking statement. Such factors include, without limitation, the conditions in the financial markets, the reliability of our risk management policies, procedures, systems and methods.

The forward-looking statements contained in this announcement are made as of the date hereof, and we assume no obligation to update any of the forward-looking statements contained in this document.

