



Q U I N T E T
P R I V A T E B A N K

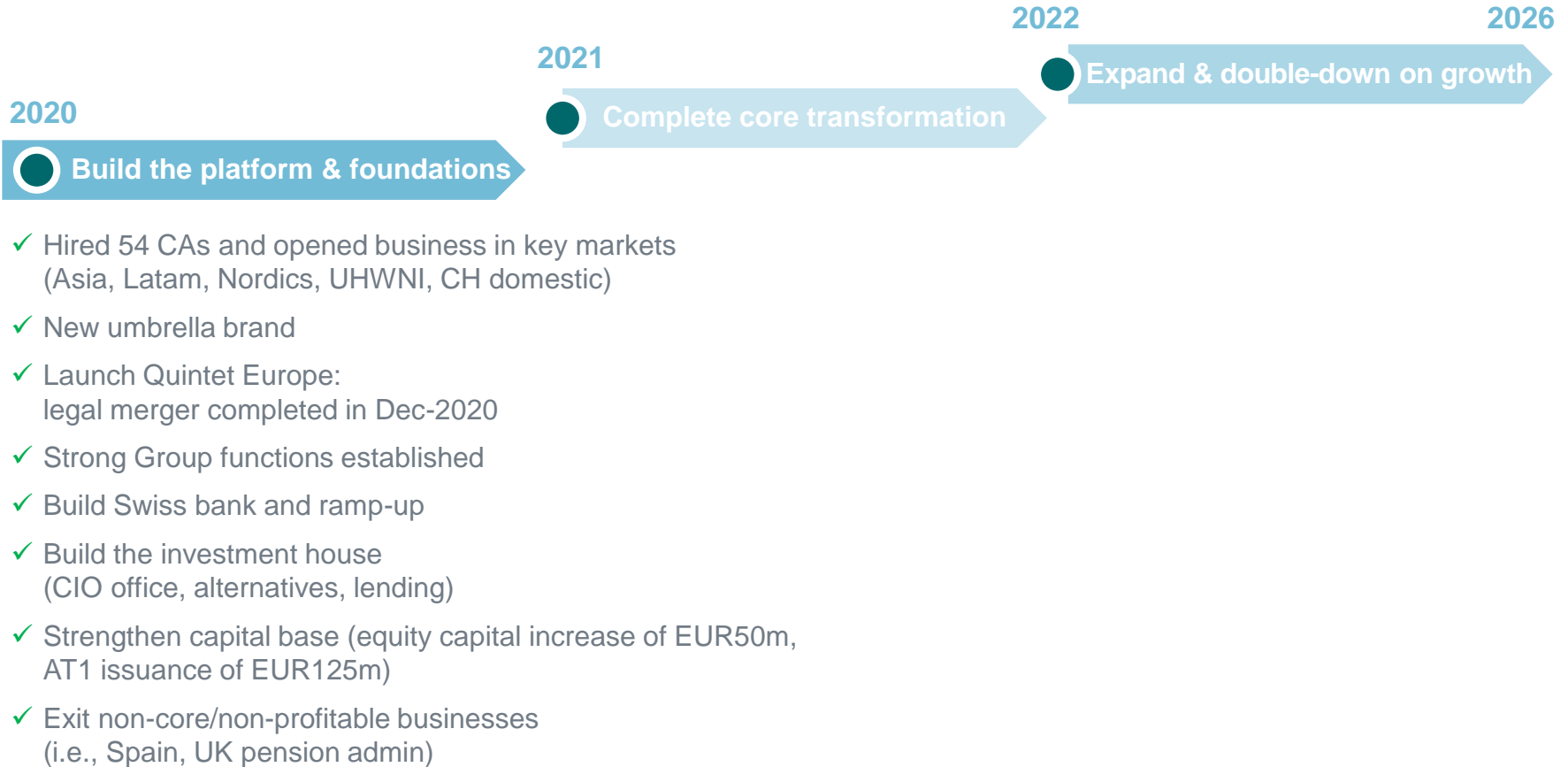
QUINTET PRIVATE BANK

Investor presentation: H1 2021

April 2021



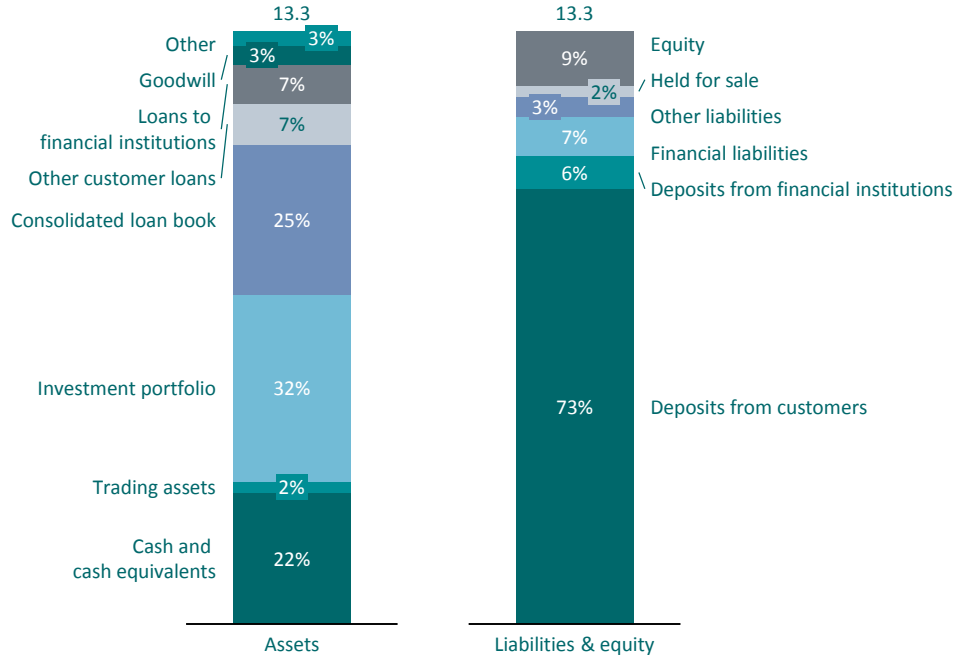
- ✓ **Expand in international/new markets**
Build cross-border businesses for Asia, Latin America and Middle East & enter new segments (Family Office/UHNWI)
- ✓ **Attract the best talent in the industry**
Onboard ~180 new client advisors by 2026 with deep trust-based/advice-led relationships
- ✓ **Transform Quintet into a leading investment house**
Strong, sustainable investment proposition generating superior returns, with open-architecture approach
- ✓ **Build a lean and scalable operating platform**
Three hubs: Quintet Europe, Switzerland and UK with target cost-income ratio of ~70% by 2026



FYE 31/12		2019 Actuals	2020 Actuals	Variance
Private banking assets under management	EURbn	52.7	57.7	+5.0 (+9%)
Total client assets	EURbn	81.5	85.0	+3.5 (+4%)
Loans to customers	EURbn	3.2	4.3	+1.1 (+34%)
Deposits from customers	EURbn	9.8	10.5	+0.7 (+7%)
Revenue	EURm	443	513	+70 (+16%)
Operating expenses	EURm	(470)	(534)	-64 (+14%)
Impairments	EURm	(13)	(1)	+11
Profit/(loss) before tax	EURm	(42)	(18)	+24
Net income	EURm	(44)	(20)	+24

- Positive financial results development despite Cov-19
- Strong asset growth in private banking with +9% yoy, driven by NNM (6%) and positive market performance
- Income growth of +16% yoy – market dip offset by client asset growth and trading activity, as well as capital gains
- Operating expenses reflective of investments for new strategic plan

CONSOLIDATED BALANCE SHEET *Dec 2020* €bn



FITCH RATING OVERVIEW

Standalone rating (VR)	bbb
Long-term IDR rating	BBB / stable
Short-term IDR rating	F2 / stable
Latest publication date	30/06/2020
AT1 rating	BB-

CONSOLIDATED LIQUIDITY RATIOS

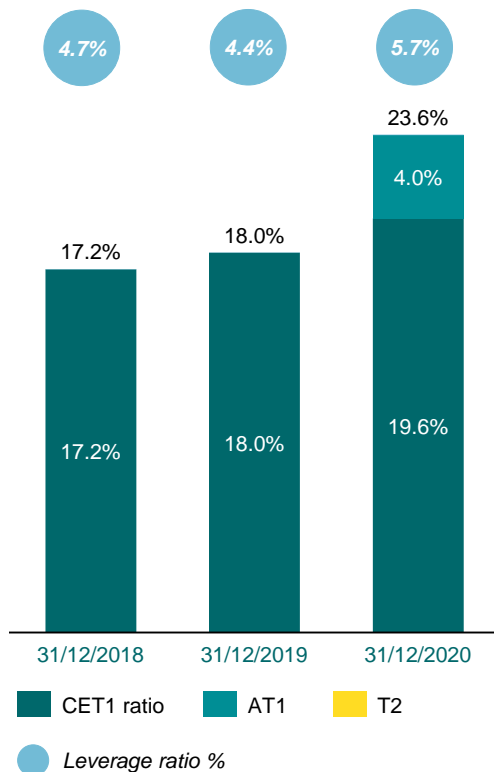
LCR	139%
NSFR	127%

EXTERNAL FUNDING

€m	Total size	Drawn <i>(31/12)</i>	Duration
Euro Commercial Paper	750	608	permanent
Euro Medium Term Note	500	148	yearly renewal
Interbank	<i>n.a.</i>	736	<i>n.a.</i>

SOLID CAPITAL POSITION WELL IN EXCESS OF REGULATORY REQUIREMENTS

CONSOLIDATED SOLVENCY RATIO



CONSOLIDATED CAPITAL METRICS¹ EURm

EURm	Dec-19	Dec-20
CET1	568	612
Capital	1,149	1,161
Reserve OCI	13	14
Eligible result	(43)	(20)
IAS 19	(45)	(60)
Intangible assets & goodwill	(483)	(456)
Deferred tax assets	(19)	(22)
Other	(4)	(6)
AT1	0	124 ⁽¹⁾
Tier 1	568	735
Tier 2	0	0
Total capital	568	735
RWA	3,160	3,120
Credit risk	2,248	2,248
Market risk	232	176
Operational risk	668	677
CVA	13	19
Leverage exposure	12,014	13,007
RWA intensity %	26%	24%

- SREP requirement
 - CET1⁽²⁾: 8.165%
 - OCR⁽³⁾: 12.54%
- Maximum distributable amount buffer: ~EUR 350m

Capital position well above minimum regulatory requirements and risk appetite

(1) Issued amount of EUR125m net of EUR1m issuance costs. (2) Pillar 1 4.5%, conservation buffer 2.5%, countercyclical buffer 0.04%; Pillar 2 requirement 2.0% to be met at least with 56.25% of CET1 capital. (3) Pillar 1 8.0%, conservation buffer 2.5%, countercyclical buffer 0.04%; Pillar 2 requirement 2.0%



Jakob Stott

- Group Chief Executive Officer
- 30+ years of experience
- Joined Quintet in 2019



Bryan Crawford

- Group Co-Head of Products & 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
- Will join Quintet in June 2021



Maria Leistner

- Group Chief Legal Officer
- 25 years of experience
- Joined Quintet in 2019



Siegfried Marissens

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



Thomas Rodermann

- CEO, Quintet Europe
- 30 years of experience
- Joined Quintet in 2020



Philip Tremble

- Group Chief Risk Officer
- 35+ years of experience
- Joined Quintet in 2021



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