

# IR / Press Release

Amsterdam, 14 November 2014

## ABN AMRO reports EUR 450 million underlying net profit in Q3 2014

- ▶ Underlying net profit increased by EUR 161 million, or 56%, compared with Q3 2013
- ▶ Reported Q3 2014 net profit of EUR 383 million included EUR 67 million levy for SNS Reaal
- ▶ The underlying cost/income ratio decreased to 57%
- ▶ Underlying loan impairments decreased by EUR 59 million to EUR 287 million
- ▶ Underlying return on equity for Q3 was 12.7%
- ▶ The CET1 ratio was 13.0% and the fully loaded CET1 ratio was 12.9%
- ▶ An interim dividend of EUR 125 million will be paid

### **Gerrit Zalm, Chairman of the Managing Board, comments:**

*"The Dutch economy remained on a modest growth path in Q3 and the housing market continued its upward trend as well. This contributed to an underlying net profit of EUR 450 million for Q3 2014. Revenues improved year-on-year and expenses were almost flat resulting in a decline in the underlying cost/income ratio to 57%. Impairment charges for Q3 2014 trended lower, both annually and also compared with the previous quarter. Decreases were recorded in mortgages and SMEs whereas impairments for mid-sized to large corporates increased as these tend to be more sizeable and volatile.*

*Looking back at the first nine months of this year, we have made good progress in meeting the targets set for 2017: the C/I ratio was three percentage points lower than last year at 58% (target range 56-60%), the ROE was 11.0% (target range 9-12%) and the CET 1 ratio was 13.0% (target range 11.5-12.5%). Given the strong capital ratios we will pay an interim dividend of EUR 125 million.*

*Looking ahead, Retail Banking is embarking on a programme to further enhance the customer experience. We will invest an additional amount of approximately EUR 150 million until 2018 to accelerate end-to-end digitisation of the key customer processes, which should enable us to attract new clients and conduct more business with existing clients. We will also further concentrate the branch network and upgrade the branches offering a broader range of services at each branch. Consequently, the number of FTEs in Retail Banking is expected to be reduced by 650-1,000 FTEs by 2018, for which a provision of EUR 50-75 million will be booked in Q4 2014.*

*Overall, we are pleased with the Q3 results and the fact that we comfortably passed the European Central Bank's Asset Quality Review and stress test at the end of October. We remain cautiously optimistic about the recovery of the Dutch economy."*

## Key figures and indicators

| (in millions)  | Q3 2014    | Q3 2013    | Change     | Q2 2014    | Change     | Nine months 2014 | Nine months 2013 | Change     |
|--|------------|------------|------------|------------|------------|------------------|------------------|------------|
| Operating income   | 2,009      | 1,874      | 7%         | 1,917      | 5%         | 5,910            | 5,597            | 6%         |
| Operating expenses   | 1,147      | 1,143      | 0%         | 1,162      | -1%        | 3,452            | 3,417            | 1%         |
| <b>Operating result</b>                                    | <b>862</b> | <b>731</b> | <b>18%</b> | <b>755</b> | <b>14%</b> | <b>2,457</b>     | <b>2,180</b>     | <b>13%</b> |
| Impairment charges on loans and other receivables          | 287        | 347        | -17%       | 342        | -16%       | 990              | 1,112            | -11%       |
| Income tax expenses  | 125        | 95         | 31%        | 91         | 37%        | 317              | 269              | 18%        |
| <b>Underlying profit/(loss) for the period<sup>1</sup></b> | <b>450</b> | <b>289</b> | <b>56%</b> | <b>322</b> | <b>40%</b> | <b>1,151</b>     | <b>799</b>       | <b>44%</b> |
| Special items and divestments                              | - 67       | 101        |            | - 283      |            | - 417            | 408              |            |
| <b>Reported profit/(loss) for the period</b>               | <b>383</b> | <b>390</b> |            | <b>39</b>  |            | <b>734</b>       | <b>1,207</b>     |            |
| Underlying cost/income ratio                               | 57%        | 61%        |            | 61%        |            | 58%              | 61%              |            |
| Underlying return on average Equity                        | 12.7%      | 8.4%       |            | 9.2%       |            | 11.0%            | 7.9%             |            |
| CET1/CT1 ratio <sup>2</sup>                                | 13.0%      | 13.7%      |            | 12.8%      |            | 13.0%            | 13.7%            |            |

1. Underlying results exclude special items which distort the underlying trend, A detailed explanation of special items is provided in the Quarterly Report.
2. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

# **Quarterly Report third quarter 2014**

ABN AMRO Group N.V.

# Notes to the reader

## Introduction

This Quarterly Report presents ABN AMRO's result for the third quarter of 2014. The report contains our quarterly operating and financial review, an economic update and selected risk, capital, liquidity and funding disclosures.

## Presentation of information

The financial information contained in this Quarterly Report has been prepared according to the same accounting policies and methods of computation as our most recent financial statements, which were prepared in accordance with IFRS-EU. The figures in this document have been neither audited nor reviewed by our external auditor.

As of 1 January 2014 capital metrics and risk exposures according to Basel are reported under the Basel III (CRR/CRD IV) framework. Comparative figures for 2013 are reported according to Basel II. Where applicable, we have provided pro-forma figures for comparison purposes.

As of Q1 2014, management has adopted a view to provide a better understanding of the underlying trends in financial performance. The results reported in accordance with IFRS-EU have been adjusted for defined special items.

ABN AMRO has made a number of changes to its client segmentation in order better cater to changing client needs. As a result, ABN AMRO has amended its business segmentation which will also improve transparency of the business segments. As of the third quarter of 2014, ABN AMRO will present four reporting segments, namely Retail Banking, Private Banking, Corporate Banking (including sub-segment information) and Group Functions. More information can be found in the Results by segment section.

This report is presented in euros (EUR), which is ABN AMRO's presentation currency, rounded to the nearest million (unless otherwise stated). All annual averages in this Quarterly Report are based on month-end figures. Management does not believe that these month-end averages present trends that are materially different from those that would be presented by daily averages.

Certain figures in this report may not tally exactly due to rounding. In addition, certain percentages in this document have been calculated using rounded figures.

## Other publications

In addition to this report, ABN AMRO provides the following supplementary documents for its 2014 results on [abnamro.com/ir](http://abnamro.com/ir):

- ▶ statistical factsheet;
- ▶ investor call presentation;
- ▶ road show presentation;
- ▶ quarterly reports first and second quarter 2014.

For a download of this report or more information, please visit us at [abnamro.com/ir](http://abnamro.com/ir) or contact us at [investorrelations@nl.abnamro.com](mailto:investorrelations@nl.abnamro.com).

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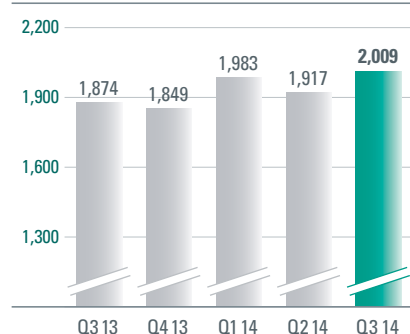
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# figures at a glance 1

## P&L drivers

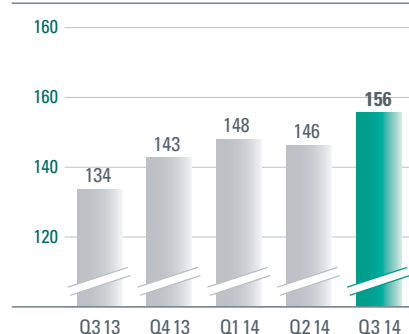
### Underlying operating income

(in EUR millions)



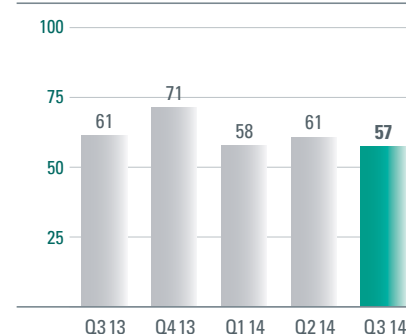
### Underlying net interest margin

(in bps)



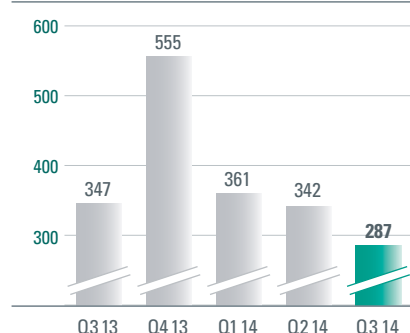
### Underlying cost/income ratio

2017 target range is 56-60 (in %)



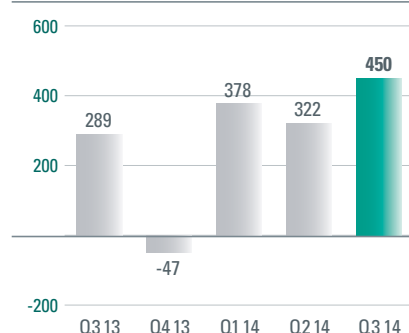
### Underlying impairment charges

(in EUR millions)



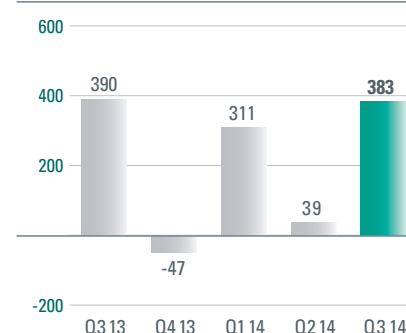
### Underlying net profit

(in EUR millions)



### Reported net profit

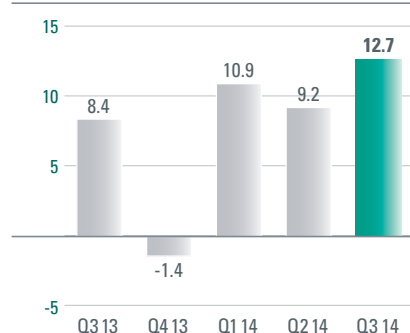
(in EUR millions)



## Return on equity & capital

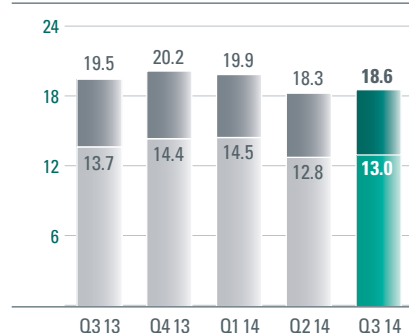
### Underlying return on equity

2017 target range is 9-12 (in %)



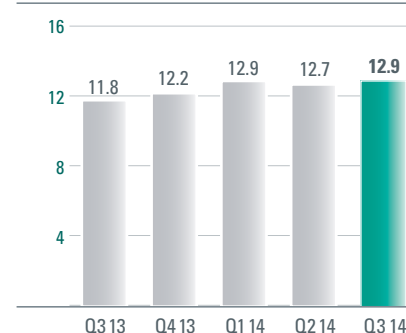
### Regulatory capital

(in %)



### Fully-loaded CET1

2017 target range is 11.5-12.5 (in %)



CT/CET1 Hybrid

# Chairman of the Managing Board's message 2

Even though concerns about the global economic outlook have grown since early summer, leading economic indicators suggest that the Dutch economy remained on a modest growth path in the third quarter, thanks to higher exports and private consumption. Consumption is benefiting from a marked improvement in real disposable income. The housing market continued its upward trend as well, both in the number of housing transactions and in house prices.

These positive developments for the Netherlands contributed to the Q3 2014 underlying net profit which increased year-on-year by EUR 161 million to EUR 450 million. The trend in revenues was similar to the trend seen in the previous quarter: both net interest income and net fee income improved year-on-year and other non-interest income declined year-on-year. Expenses were virtually flat, resulting in an improvement of the underlying cost/income ratio of four percentage points to 57%. Next quarter's cost/income will be higher, as it will include the annual bank tax and a provision for Retail Banking.

Impairment charges for Q3 2014 trended lower, both annually and compared with the previous quarter. Lower charges were recorded particularly for mortgages and SMEs, something we already experienced in the previous quarter. Impairments for mid-sized to large corporates tend to be sizeable and volatile, explaining the increase for these clients compared both with Q3 2013 and with the previous quarter. We expect impairments to increase in the next quarter, but at the same time remain below the level seen in the fourth quarter of last year.

In the first nine months of this year, we made good progress in meeting the targets set for 2017: a C/I ratio of 56-60%, a ROE of 9-12% and a CET 1 ratio of 11.5-12.5%. The underlying net profit of EUR 1,151 million in the first nine months of 2014 results in a ROE of 11.0%, a significant improvement on the 7.9% for the same period in 2013. Compared with the first nine months of 2013, the underlying cost/income ratio decreased by three percentage points to 58%. The CET 1 ratio was 13.0%, and the fully-loaded CET 1 amounted to 12.9% at the end of September 2014. Given these strong capital ratios, we will pay an interim dividend of EUR 125 million, based on the reported net profit over the first six months.

We decided to make a number of changes to the client segmentation to better cater to their needs. These changes will also further improve transparency of the business segments. As from now we will present four reporting segments: Retail Banking, Private Banking, Corporate Banking (including sub-segment information) and Group Functions.

Looking ahead, Retail Banking is embarking on a programme to further enhance the customer experience, driven by technological developments and changing client behaviour. We will invest an additional amount of approximately EUR 150 million until 2018 to accelerate end-to-end digitisation of the key customer processes which should enable us to attract new clients and conduct more business with existing clients. We will also further concentrate the branch network and upgrade the branches offering a broader range of services at each branch.

Consequently, the number of FTEs in Retail Banking is expected to be reduced by 650-1,000 FTE by 2018, for which a provision of EUR 50-75 million will be booked in Q4 2014.

Lastly, we comfortably passed the European Central Bank Asset Quality Review (AQR) and the stress test at the end of October. The results show that ABN AMRO is considered to be generally conservatively provisioned and that the bank is well capitalised and has sufficient buffers to absorb losses in the event of severe economic shocks. The outcome of the AQR will not lead to amendments of the capital position or profitability in the fourth quarter.

Overall, we are pleased with the Q3 results and remain cautiously optimistic about the recovery of the Dutch economy. Consumer spending and domestic investments are expected to increase further in combination with stronger exports, helped by a lower euro, declining lending rates and lower oil prices.



### **Gerrit Zalm**

Chairman of the Managing Board



# economic environment 3

Concerns about the global economic outlook have grown since the early summer, especially for the eurozone, due to geopolitical tensions and disappointing economic indicators. However, we expect a further recovery in the eurozone. The US economy is staging a robust recovery and most indicators suggest this momentum will be sustained. The eurozone recovery usually follows with a time lag this time benefitting from the lower euro, fallen borrowing costs and lower oil prices. Dutch leading indicators and hard data suggest that the Dutch economy remained on a modest growth path in Q3, owing to higher exports and private consumption.

The recovery of the Dutch economy usually starts abroad (exports), investment subsequently picks up and finally private consumption starts to rise.

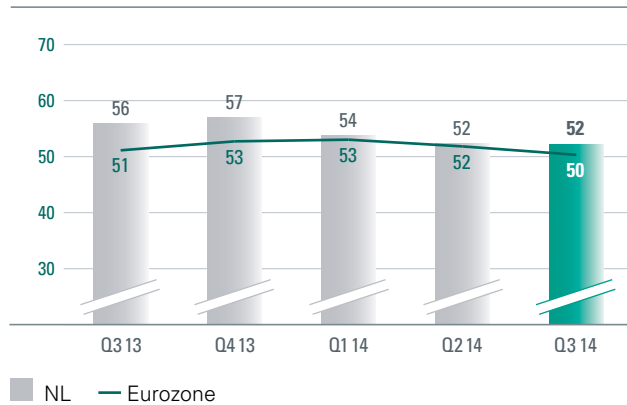
The Dutch economy has performed poorly in recent years – worse than the eurozone average. On the positive side, exports have continued to expand. Thanks to solid Dutch competitiveness, exports have benefited from further world trade growth. On the negative side, domestic spending has dropped on average in the past five years. Private consumption in particular has performed badly. Hence, it has taken longer for the economy to recover, despite the pick-up in investment in 2013. Weak consumer spending was driven mainly by lower real disposable income, the drop in house prices (lower housing wealth) and very low consumer confidence. Disposable income was affected by declining real wages (due to high inflation), pension measures and government austerity measures. The housing market and pension problems were typically domestic ‘growth inhibitors’.

As the latter burdens have largely disappeared, real disposable income is showing a marked improvement this year. Moreover, unemployment has been declining since last spring. As a result, consumption has finally started to recover, rising in Q2 and most likely also in Q3. Despite this, on average, consumption may fail to increase this year as households are likely to opt to further restore their financial positions. Going forward, we expect this last effect to be smaller. In addition, we expect real disposable income to rise further (albeit less than this year). Consequently, consumption should show a modest increase again. Hence, the recovery is becoming more broadly based and might not lag behind that of the eurozone anymore.

The government’s deficit has dropped significantly below the 3% limit, roughly equalling the eurozone average deficit. The debt figure, however, has been well below the eurozone average. Moreover, it has been lowered as a result of the significant upward revision of the GDP level earlier this year. This also holds true for the eurozone average.

### Purchasing Managers' Index

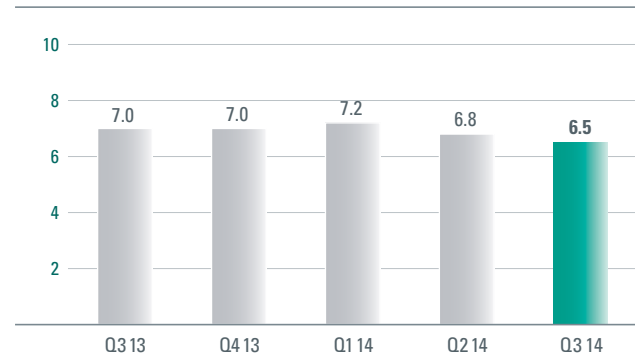
Purchasing Managers' Index, >50: growth, <50: contraction, source: Markit



- Remained stable in Q3;
- The PMI was above 50, which points to further modest growth.

### Unemployment

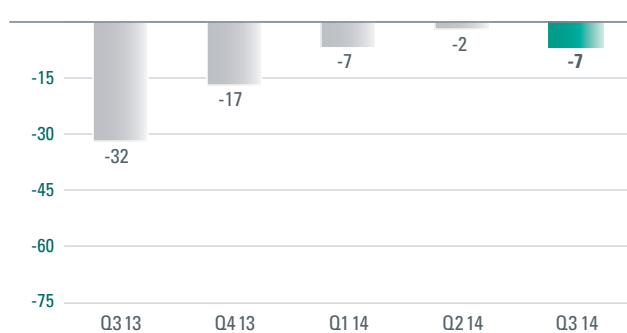
Number of unemployment in % of total labour force, the Netherlands, source: CBS



- Unemployment decreased further in Q3.

### Consumer confidence

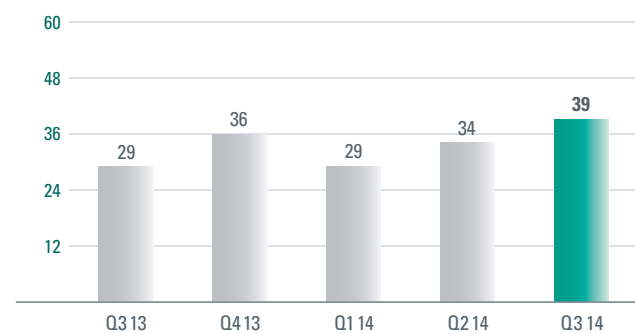
Dutch consumer confidence index, shown as % balance of positive and negative answers, source: CBS



- Confidence fell in Q3, but rose again in October (-3);
- End Q3 value (-7) equalled the long-term average (roughly -7).

### Houses sold

Number of houses sold in the Netherlands, source: CBS (in thousands)



- Transactions rose by 35% year-on-year in Q3 2014 (+39% yoy in H1);
- Quarterly numbers show a seasonal pattern.

# Financial results

# operating and financial review 4

This operating and financial review includes a discussion and analysis of the results of operations, and sets out the financial condition of ABN AMRO Group for the third quarter of 2014 compared with the third quarter of 2013, as well as the first nine months of 2014 compared with the first nine months of 2013 on the basis of underlying results.

For a reconciliation of reported versus underlying results, please refer to the Additional Financial Information section on page 30.

## Income statement

### Operating results

| (in millions)                                     | Q3 2014      | Q3 2013      | Change     | Q2 2014      | Change     | Nine months 2014 | Nine months 2013 | Change     |
|---|--------------|--------------|------------|--------------|------------|------------------|------------------|------------|
| Net interest income                               | 1,530        | 1,326        | 15%        | 1,441        | 6%         | 4,403            | 3,991            | 10%        |
| Net fee and commission income                     | 419          | 401          | 4%         | 420          | -0%        | 1,260            | 1,230            | 2%         |
| Other operating income                            | 61           | 147          | -59%       | 56           | 9%         | 246              | 375              | -34%       |
| <b>Operating income</b>                           | <b>2,009</b> | <b>1,874</b> | <b>7%</b>  | <b>1,917</b> | <b>5%</b>  | <b>5,910</b>     | <b>5,597</b>     | <b>6%</b>  |
| Personnel expenses                                | 591          | 594          | -1%        | 591          | -0%        | 1,747            | 1,755            | -1%        |
| Other expenses                                    | 557          | 549          | 1%         | 571          | -3%        | 1,705            | 1,661            | 3%         |
| <b>Operating expenses</b>                         | <b>1,147</b> | <b>1,143</b> | <b>0%</b>  | <b>1,162</b> | <b>-1%</b> | <b>3,452</b>     | <b>3,417</b>     | <b>1%</b>  |
| <b>Operating result</b>                           | <b>862</b>   | <b>731</b>   | <b>18%</b> | <b>755</b>   | <b>14%</b> | <b>2,457</b>     | <b>2,180</b>     | <b>13%</b> |
| Impairment charges on loans and other receivables | 287          | 347          | -17%       | 342          | -16%       | 990              | 1,112            | -11%       |
| <b>Operating profit/(loss) before taxes</b>       | <b>575</b>   | <b>385</b>   | <b>50%</b> | <b>413</b>   | <b>39%</b> | <b>1,467</b>     | <b>1,068</b>     | <b>37%</b> |
| Income tax expenses                               | 125          | 95           | 31%        | 91           | 37%        | 317              | 269              | 18%        |
| <b>Underlying profit/(loss) for the period</b>    | <b>450</b>   | <b>289</b>   | <b>56%</b> | <b>322</b>   | <b>40%</b> | <b>1,151</b>     | <b>799</b>       | <b>44%</b> |
| Special items                                     | - 67         | 101          |            | - 283        |            | - 417            | 408              |            |
| <b>Reported profit/(loss) for the period</b>      | <b>383</b>   | <b>390</b>   |            | <b>39</b>    |            | <b>734</b>       | <b>1,207</b>     |            |

## Other indicators

|  | Q3 2014 | Q3 2013 | Q2 2014 | Nine months 2014 | Nine months 2013 |
|--|---------|---------|---------|------------------|------------------|
| Underlying cost/income ratio                   | 57%     | 61%     | 61%     | 58%              | 61%              |
| Underlying return on average Equity            | 12.7%   | 8.4%    | 9.2%    | 11.0%            | 7.9%             |
| Net interest margin (NIM) (in bps)             | 156     | 134     | 146     | 150              | 132              |
| Underlying cost of risk (in bps) <sup>1)</sup> | 101     | 123     | 119     | 115              | 125              |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

|                                       | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|---------------------------------------|-------------------|--------------|------------------|
| Assets under Management (in billions) | 187.5             | 176.4        | 168.3            |
| FTEs                                  | 22,242            | 22,019       | 22,289           |

## Third-quarter 2014 results

ABN AMRO's **underlying profit** for the third quarter of 2014 amounted to EUR 450 million, an increase of EUR 161 million compared with the third quarter of 2013 due to lower impairments and higher Net interest income.

The underlying ROE increased to 12.7% over the third quarter, up from 8.4% in the same period last year.

The underlying cost/income ratio was 57%.

**Operating income** showed a marked increase to EUR 2,009 million driven mainly by a significant rise in net interest income.

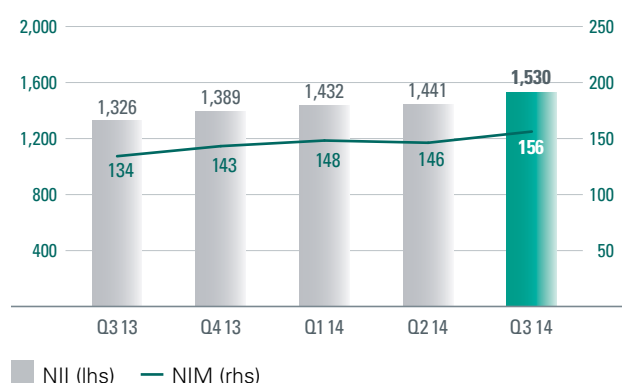
**Net interest income** continued to rise and amounted to EUR 1,530 million, primarily driven by improved margins on Retail Banking deposits and Corporate Banking deposits, lower funding costs and an improved ALM mismatch result. Interest income in Q3 2013 was negatively impacted by a correction for interest accruals on mortgages.

Margins on the mortgage book also improved due to gradual re-pricing at higher margins. In particular, mortgages originated pre-crisis had low margins. The market share in new mortgage production in the Netherlands was higher compared with Q3 2013, at around 20%<sup>1</sup>. Nevertheless, the mortgage portfolio shrank somewhat, both compared with year-end 2013 and with 30 June 2014, due to increased redemptions.

Commercial loans also showed improved margins compared with Q3 2013. Additionally, the average volume of the commercial loan portfolio increased compared with Q3 2013, especially in International Clients. Commercial loan volumes in Commercial Clients continued to decrease as the number of credit applications for SME loans remained low.

### Net interest income

(in millions (lhs), in bps (rhs))



**Net fee and commission income** was EUR 419 million, EUR 18 million higher than in Q3 2013. The increase was primarily recorded in Private Banking, driven by increased Assets under Management in the international activities, and Corporate Banking, driven by higher commitment and corporate finance fees in International Clients.

**Other operating income** amounted to EUR 61 million in Q3 2014, EUR 86 million lower than in Q3 2013.

The decrease was primarily driven by first-time application of the Funding Value Adjustment (FVA) in Capital Markets Solutions (EUR 44 million) and unfavourable results from hedge accounting in Group Functions. The Funding Value

1 Source: Dutch Land Registry (Kadaster)

Adjustment incorporates the incremental cost of funding in the valuation of uncollateralised and partly collateralised derivatives. These negative impacts were only partly offset by a recovery on derivative transactions fully written down in 2008 and positive private equity revaluations. The impact of CVA/DVA compared with Q3 2013 was negligible (EUR 8 million in both Q3 2014 and Q3 2013).

**Personnel expenses** amounted to EUR 591 million, virtually flat compared with Q3 2013. Lower expenses resulting from lower average FTE levels and releases from restructuring provisions were offset by an additional charge for the change in the pension scheme. This additional charge stemmed from the final actuarial audit on the financial position of the pension fund.

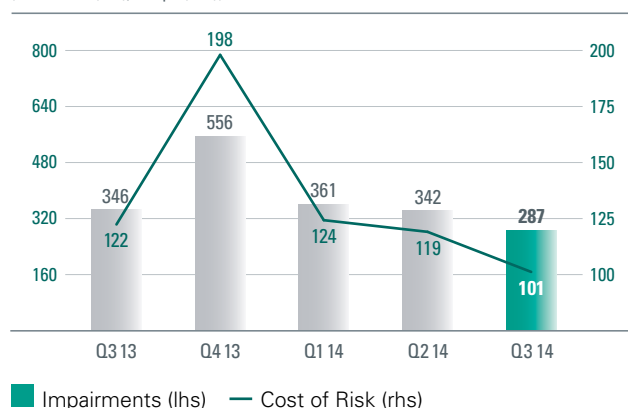
**Other expenses** was also virtually flat, at EUR 557 million in Q3 2014. A refund on the deposit guarantee scheme (Icesave) was offset by higher project costs in Q3 2014.

**Operating result** amounted to EUR 862 million. The underlying cost/income ratio was 57%, four percentage points lower than in Q3 2013.

**Impairment charges** on loans and other receivables amounted to EUR 287 million, down by EUR 60 million or 17% compared with the same quarter in 2013. The decrease in loan impairments was primarily driven by lower loan impairments on mortgages and other consumer loans. This was partly offset by increased loan impairments on commercial loans.

### Impairment charges

(in millions (lhs), in bps (rhs))



The elementary stages of the recovery of the Dutch economy led to lower inflow of volume in the Financial Restructuring & Recovery (FR&R) department in the first nine months of 2014 compared with the same period last year, although this is still at elevated levels and volatile per quarter.

Although the economic recovery is visible in almost all industry sectors, the duration of the subdued economic environment in the Netherlands and the eurozone has significantly weakened the financial and business position of individual companies. As a consequence, an increasing number of clients have not been able to benefit from the recovery or need more time to fully recover. The number of clients that recover and flow back to the business therefore also decreased. As a result, the total volume of assets managed by FR&R remained virtually stable compared with 2013. Impairment levels are therefore expected to remain elevated for some time.

Mortgage impairment charges over the total mortgage book were significantly lower at 8bps (annualised) for the third quarter of 2014, down from 23bps in the same quarter last year, and 11bps in Q2 2014. Although still fragile, the improved circumstances in the housing market and recovery of the Dutch economy contributed to lower inflow of clients in the impaired portfolio, increased outflow of clients to the performing portfolio and more final settlements of impaired exposures, which all had a positive impact on the impairment level of mortgages in the third quarter of 2014.

Although loan impairments for commercial loans are in line with previous quarters of 2014, Q3 2014 showed a sharp increase compared with Q3 2013. This was primarily due to several large impairments for medium-sized and large Commercial Clients and International Clients. Loan impairments on small Commercial Clients, however, were lower compared with Q3 2013. The largest impairment charges on commercial loans in the third quarter of 2014 were recorded in the industry sectors industrial goods & services, retail and real estate.

The **underlying cost of risk** (annualised impairment charges over average RWA) amounted to 101bps, down from 123bps in Q3 2013 and 143bps over full-year 2013.

**Assets under Management** grew by EUR 11.1 billion in the third quarter of 2014 to EUR 187.5 billion, of which EUR 8.2 billion is related to completion of the acquisition of the Private Banking activities from Credit Suisse in Germany. The remaining increase was due to net new assets inflow.

### Results for the first nine months of 2014

The **underlying profit** for the first nine months of 2014 amounted to EUR 1,151 million, a rise of EUR 352 million compared with the first nine months of 2013. Underlying ROE increased to 11.0% in the first nine months of 2014 compared with 7.9% for the same period last year.

**Operating income** grew by 6% to EUR 5,910 million reflecting continued improvement of the net interest income.

**Net interest income** increased by EUR 412 million, or 10%, to EUR 4,403 million. Interest income improved across all businesses (including Group Functions).

The increase was driven mainly by improved margins on retail deposits as a result of enhanced re-pricing abilities for deposits. Interest income on mortgages also increased, despite a declining portfolio volume. Margins on the mortgage book improved due to gradual re-pricing at higher margins. The increase in interest income on commercial loans was driven by margin improvements in Commercial Clients and portfolio growth in ECT. Funding costs also improved compared with the first nine months of 2013.

**Net fee and commission income** rose modestly, primarily in Corporate Banking, due to higher commitment fees and corporate finance advisory fees in International Clients.

**Other operating income** amounted to EUR 246 million and was impacted primarily by lower results in Capital Markets Solutions. These lower results were driven by first-time application of the FVA (EUR 44 million), unfavourable CVA/DVA results (EUR 2 million negative in the first nine months of 2014 versus EUR 25 million positive in the same period of 2013), and lower volumes following the phased wind-down of equity derivative activities, which started in the first half of 2013.

**Operating expenses** increased marginally to EUR 3,452 million, due mainly to costs incurred for the ECB Asset Quality Review (AQR) and, to a lesser extent, to project costs for the acquisition and integration of the Private Banking activities of Credit Suisse in Germany.

**Operating result** increased by EUR 277 million and the underlying cost/income ratio improved to 58% from 61% in the first nine months of 2013. Including the bank tax pro rata over the first nine months of 2014 (the full-year amount will be recorded in the fourth quarter), the cost/income ratio would have been 60%, just within the target range of 56-60% set for 2017.

**Impairment charges** on loans and other receivables were down by EUR 122 million from the high levels seen in the first nine months of 2013, and were EUR 990 million in the first nine months of 2014. The decline in impairment charges was mainly recorded for mortgages and small Commercial Clients. This was partly offset by higher additions on medium-sized and large Commercial Clients and International Clients.

**Underlying cost of risk** decreased to 115bps from 125bps in the same period last year.

### International results

ABN AMRO aims to selectively grow its international activities and their contribution to operating income. To this end, it seeks to leverage strong capabilities in selective international markets with a higher growth outlook. The ambition is to increase international revenues to 20-25% of total revenue in 2017.

International results are results from activities recorded in booking entities outside the Netherlands. Although all reporting segments contribute to the international results, Private Banking and International Clients are the main contributors.

Operating income from international activities grew by 7% compared with the first nine months of 2013 and represents 18% of overall operating income. This is mainly due to volume growth in the foreign ECT activities. Clearing operating income also improved, as client financing and cleared volumes in most US derivative markets increased.

## Balance sheet

### Condensed statement of financial position

| (in millions)   | 30 September 2014 | 30 June 2014   | 31 December 2013 |
|---|-------------------|----------------|------------------|
| Cash and balances at central banks                      | 815               | 6,776          | 9,523            |
| Financial assets held for trading                       | 30,415            | 28,044         | 23,867           |
| Financial investments                                   | 40,331            | 36,179         | 28,111           |
| Loans and receivables - banks                           | 31,732            | 30,016         | 31,210           |
| <i>Of which securities financing activities</i>         | <i>13,867</i>     | <i>14,919</i>  | <i>7,267</i>     |
| Loans and receivables - customers                       | 285,391           | 281,393        | 268,147          |
| <i>Of which securities financing activities</i>         | <i>24,202</i>     | <i>23,608</i>  | <i>11,119</i>    |
| Other   | 13,668            | 13,423         | 11,163           |
| <b>Total assets</b>                                     | <b>402,352</b>    | <b>395,831</b> | <b>372,022</b>   |
| Financial liabilities held for trading                  | 20,604            | 17,974         | 14,248           |
| Due to banks  | 20,401            | 16,713         | 15,833           |
| <i>Of which securities financing activities</i>         | <i>4,346</i>      | <i>6,215</i>   | <i>4,207</i>     |
| Due to customers  | 239,526           | 232,190        | 215,643          |
| <i>Of which securities financing activities</i>         | <i>24,633</i>     | <i>22,830</i>  | <i>8,059</i>     |
| Issued debt   | 81,314            | 90,473         | 88,682           |
| Subordinated liabilities                                | 8,164             | 7,984          | 7,917            |
| Other   | 17,800            | 16,574         | 16,131           |
| <b>Total liabilities</b>                                | <b>387,808</b>    | <b>381,909</b> | <b>358,454</b>   |
| Equity attributable to the owners of the parent company | 14,532            | 13,910         | 13,555           |
| Equity attributable to non-controlling interests        | 12                | 12             | 13               |
| <b>Total equity</b>                                     | <b>14,544</b>     | <b>13,922</b>  | <b>13,568</b>    |
| <b>Total liabilities and equity</b>                     | <b>402,352</b>    | <b>395,831</b> | <b>372,022</b>   |

### Main developments in total assets compared with 30 June 2014

**Total assets** increased to EUR 402.4 billion at 30 September 2014 from EUR 395.8 billion at 30 June 2014, mainly due to growth in client lending and higher valuation of the interest rate and FX derivative positions.

**Cash and balances with central banks** decreased by EUR 6.0 billion due mainly to investments in highly liquid assets in the liquidity buffer. Currently, interest rates on balances at central banks are negative.

**Financial assets held for trading** increased by EUR 2.4 billion compared with 30 June 2014, to EUR 30.4 billion.

This increase was driven mainly by a decrease in mid- to long-term interest rates, leading to a revaluation of interest derivatives. FX derivatives also increased due to changes in the FX rates. These effects are also reflected in comparable magnitude on the other side of the balance sheet in **Financial liabilities held for trading**.

**Financial investments** rose by EUR 4.2 billion as cash was invested in highly liquid assets in the liquidity buffer.



**Loans and receivables – banks** increased by EUR 1.7 billion compared with 30 June 2014, mainly as a result of increased interest-bearing deposits at DNB and, to a lesser extent, collateral received on derivative positions. This was only partly offset by decreased securities financing positions and lower deposits at other banks.

**Loans and receivables – customers** grew by EUR 4.0 billion primarily due to ECT loan growth. Both securities financing positions and other lending also grew slightly, the latter primarily due to increased balances in Capital Markets Solutions (Clearing). The residential mortgage book, consumer loans and commercial loans at Commercial Clients declined somewhat.

### Main developments in total liabilities compared with 30 June 2014

**Total liabilities** rose by EUR 5.9 billion compared with 30 June 2014, mainly due to deposit growth and higher valuation of the interest rate and FX derivative positions.

**Financial liabilities held for trading** were EUR 2.6 billion higher, mainly reflecting the impact of movements in the mid- to long-term interest rates and FX rates on the value of derivatives.

**Due to banks** increased by EUR 3.7 billion to EUR 20.4 billion at 30 September 2014. The increase was largely related to the participation in the TLTRO and higher money market deposits recorded in International Clients. Securities financing positions were EUR 1.9 billion lower, partly offsetting the abovementioned increases.

**Due to customers** increased by EUR 7.3 billion, mainly driven by client deposits. Retail Banking recorded an increase in MoneYou Germany, which was more than offset by outflow of deposits in the Netherlands, both in MoneYou and in the own label, due to the holiday season. The overall deposit market share in the Netherlands was around 24%<sup>2</sup> in the third quarter of 2014. Private Banking acquired additional deposits on top of the acquisition of Credit Suisse in Germany, and Corporate Banking saw an increase on client accounts in Commercial Clients, International Clients (ECT) and Capital Markets Solutions (Clearing).

**Issued debt** decreased by EUR 9.2 billion to EUR 81.3 billion as wholesale funding was replaced by client and money market deposits. A total of EUR 4.2 billion in long-term funding matured in the third quarter of 2014, and an amount of EUR 5.0 billion in short-term funding was not rolled over. New issuance of long-term wholesale funding was close to zero in the third quarter.

**Subordinated liabilities** remained virtually unchanged at EUR 8.2 billion.

**Total equity** increased to EUR 14.5 billion driven mainly by retained profit for the period and, to a lesser extent, revaluations in the cash flow hedge.

### Main developments of total assets and total liabilities compared with 31 December 2013

**Total assets** grew by EUR 30.4 billion to EUR 402.4 billion at 30 September 2014 from EUR 372.0 billion at 31 December 2013. The increase was largely due to higher securities financing positions. Financial assets held for trading increased as well on the back of interest and FX rates movements impacting the valuation of derivatives. This is also reflected in approximately the same magnitude in **financial liabilities held for trading**.

**Total liabilities** grew to EUR 387.8 billion at 30 September 2014 from EUR 358.5 billion at 31 December 2013. The increase of EUR 29.3 billion was largely due to higher securities financing positions, growth in client deposits, increased financial liabilities held for trading (see also total assets), and increased money market deposits.

<sup>2</sup> Source: De Nederlandsche Bank (DNB)

## Loans and receivables – customers

| (in millions)  | 30 September 2014 | 30 June 2014   | 31 December 2013 |
|--|-------------------|----------------|------------------|
| Retail Banking   | 157,939           | 158,211        | 158,958          |
| Private Banking  | 16,584            | 15,565         | 15,502           |
| Corporate Banking  | 85,691            | 82,688         | 80,833           |
| Group Functions  | 25,177            | 24,929         | 12,854           |
| <b>Total loans and receivables - customers</b>                         | <b>285,391</b>    | <b>281,393</b> | <b>268,147</b>   |
| Loan impairment allowance  | 5,064             | 5,185          | 4,975            |
| <b>Total loans and receivables - customers (gross carrying amount)</b> | <b>290,455</b>    | <b>286,578</b> | <b>273,123</b>   |
| Residential mortgages lending  | 149,637           | 150,040        | 150,493          |
| Consumer lending   | 16,151            | 15,985         | 16,241           |
| Commercial lending   | 81,262            | 78,696         | 78,252           |
| <b>Total loans and receivables customers - Client lending</b>          | <b>247,050</b>    | <b>244,722</b> | <b>244,986</b>   |
| Securities financing   | 24,202            | 23,608         | 11,119           |
| Fair value adjustments from hedge accounting                           | 5,311             | 5,040          | 4,399            |
| Other lending <sup>1)</sup>  | 13,892            | 13,208         | 12,618           |
| <b>Total loans and receivables - customers (gross carrying amount)</b> | <b>290,455</b>    | <b>286,578</b> | <b>273,123</b>   |

1. Other lending consists of loans and receivables to government, official institutions and financial markets parties.

## Due to customers

| (in millions)                   | 30 September 2014 | 30 June 2014   | 31 December 2013 |
|---------------------------------|-------------------|----------------|------------------|
| Retail Banking                  | 96,871            | 96,989         | 93,403           |
| Private Banking                 | 61,879            | 59,956         | 59,465           |
| Corporate Banking               | 53,848            | 50,738         | 52,531           |
| Group Functions                 | 26,928            | 24,508         | 10,244           |
| <b>Total Due to customers</b>   | <b>239,526</b>    | <b>232,190</b> | <b>215,643</b>   |
| Demand deposits                 | 84,336            | 80,683         | 79,215           |
| Saving deposits                 | 89,962            | 89,951         | 87,448           |
| Time deposits                   | 18,988            | 17,515         | 19,638           |
| Other deposits                  | 21,468            | 20,794         | 20,936           |
| <b>Total Deposits</b>           | <b>214,754</b>    | <b>208,942</b> | <b>207,237</b>   |
| Securities financing activities | 24,633            | 22,830         | 8,059            |
| Other borrowings                | 139               | 418            | 347              |
| <b>Total Due to customers</b>   | <b>239,526</b>    | <b>232,190</b> | <b>215,643</b>   |

## Events after the reporting date

### Retail Banking to accelerate digitisation

Retail Banking is embarking on a programme to further enhance the customer experience, driven by technological developments and changing client behaviour. Retail Banking will invest an additional amount of approximately EUR 150 million until 2018 to accelerate end-to-end digitisation of the key customer processes which should enable Retail Banking to attract new clients and conduct more business with existing clients. Retail Banking will also further concentrate the branch network and upgrade the branches offering a broader range of services at each branch. Consequently, the number of FTEs in Retail Banking is expected to be reduced by 650-1,000 FTE by 2018, for which a provision of EUR 50-75 million will be booked in Q4 2014.

### Results ECB Comprehensive Assessment published

On 26 October 2014, the European Central Bank (ECB) published the results of the Comprehensive Assessment for 130 European banks. The Comprehensive Assessment consisted of an AQR and a stress test. The ECB conducted this exercise in preparation of the Single Supervisory Mechanism to ensure greater transparency of banks' balance sheets and consistency of supervisory practices in Europe.

The minor effect of the AQR of 12 basis points on ABN AMRO's CET1 capital ratio showed that ABN AMRO is considered to be generally conservatively provisioned. Additionally, the outcome of the adverse scenario stress test showed that ABN AMRO has sufficient capital buffers to overcome severe economical headwinds.

ABN AMRO was not required to take additional capital measures based on the outcome of the Comprehensive Assessment.

# results by segment 5

The results by segment section includes a discussion and analysis of the results of operations, and of the financial condition of ABN AMRO at segment level for the third quarter of 2014 compared with the third quarter of 2013, on the basis of underlying results.

ABN AMRO has made a number of changes to its client segmentation in order better cater to their needs. As a result, ABN AMRO has amended its business segmentation which will also improve transparency of the business segments. As of the third quarter of 2014, ABN AMRO will present four reporting segments, namely Retail Banking, Private Banking, Corporate Banking (including sub-segment information) and Group Functions. The new segmentation has no effect on the historical overall group results or financial position of the bank.

The main changes are listed below:

- ▶ Commercial & Merchant Banking has been renamed Corporate Banking, with all clients benefiting from a sector-based approach. Corporate Banking comprises three sub-segments: Commercial Clients, International Clients and Capital Markets Solutions:
  - ▶ Commercial Clients serves business clients with revenues from EUR 1 million up to EUR 250 million, and clients active in Commercial Real Estate (excluding publicly listed companies, which will be served from the International Clients sub-segment). ABN AMRO's Lease and Commercial Finance activities are also part of this sub-segment
- ▶ International Clients serves business clients with revenues exceeding EUR 250 million, as well as Energy, Commodities & Transportation (ECT) clients, Diamond & Jewelry Clients<sup>1</sup>, Financial Institutions and Listed Commercial Real Estate clients
- ▶ Capital Market Solutions serves clients by providing products and services related to financial markets. This sub-segment also includes ABN AMRO Clearing
- ▶ Diamond & Jewelry Clients<sup>1</sup>, previously part of Private Banking, is now a part of International Clients, as this client group requires similar products and services
- ▶ YourBusiness Banking clients (SMEs with revenues up to EUR 1 million) are now served by Retail Banking instead of Commercial Clients, leveraging on Retail Banking's self-directed service capabilities on mobile and internet
- ▶ To improve the collateral management and strengthen the bank-wide liquidity function, the Securities Financing activities have been moved to ALM/Treasury (part of Group Functions)

1 Previously named International Diamond & Jewelry Group

## Retail Banking

### Operating results

| (in millions)                                     | Q3 2014    | Q3 2013    | Change     | Q2 2014    | Change     | Nine months 2014 | Nine months 2013 | Change     |
|---|------------|------------|------------|------------|------------|------------------|------------------|------------|
| Net interest income                               | 855        | 763        | 12%        | 829        | 3%         | 2,494            | 2,308            | 8%         |
| Net fee and commission income                     | 130        | 138        | -6%        | 132        | -1%        | 397              | 408              | -3%        |
| Other operating income                            | 9          | 8          | 22%        | 11         | -11%       | 27               | 27               | -1%        |
| <b>Operating income</b>                           | <b>994</b> | <b>909</b> | <b>9%</b>  | <b>972</b> | <b>2%</b>  | <b>2,918</b>     | <b>2,744</b>     | <b>6%</b>  |
| Personnel expenses                                | 122        | 132        | -7%        | 126        | -3%        | 374              | 386              | -3%        |
| Other expenses                                    | 353        | 341        | 4%         | 348        | 1%         | 1,064            | 1,005            | 6%         |
| <b>Operating expenses</b>                         | <b>475</b> | <b>473</b> | <b>1%</b>  | <b>475</b> | <b>0%</b>  | <b>1,438</b>     | <b>1,391</b>     | <b>3%</b>  |
| <b>Operating result</b>                           | <b>519</b> | <b>436</b> | <b>19%</b> | <b>497</b> | <b>4%</b>  | <b>1,480</b>     | <b>1,352</b>     | <b>9%</b>  |
| Impairment charges on loans and other receivables | 70         | 179        | -61%       | 128        | -45%       | 361              | 501              | -28%       |
| <b>Operating profit/(loss) before taxation</b>    | <b>448</b> | <b>257</b> | <b>74%</b> | <b>369</b> | <b>21%</b> | <b>1,119</b>     | <b>851</b>       | <b>31%</b> |
| Income tax expenses                               | 112        | 65         | 73%        | 91         | 23%        | 279              | 211              | 32%        |
| <b>Underlying profit/(loss) for the period</b>    | <b>336</b> | <b>193</b> | <b>75%</b> | <b>278</b> | <b>21%</b> | <b>840</b>       | <b>640</b>       | <b>31%</b> |
| Special items                                     |            |            |            |            |            |                  |                  |            |
| <b>Reported profit/(loss) for the period</b>      | <b>336</b> | <b>193</b> |            | <b>278</b> |            | <b>840</b>       | <b>640</b>       |            |

Retail Banking's **underlying profit** rose by EUR 143 million to EUR 336 million in Q3 2014, up 75% on the third quarter of 2013. This increase was driven mainly by lower loan impairments and higher net interest income.

**Net interest income** grew by 12% compared with Q3 2013 to EUR 855 million. The increase in Net interest income was primarily driven by higher deposit volumes and improved deposit and mortgage margins. In addition, the third quarter of 2013 was negatively impacted by a correction for interest accruals.

Margins on mortgages improved due to gradual re-pricing of the mortgage book at higher margins. In particular mortgages originated pre-crisis have low margins. Market share on new mortgage production in the Netherlands was higher than it was in Q3 2013, at around 20%<sup>2</sup>. Nevertheless, the mortgage portfolio shrank somewhat compared with a year ago due to increased redemptions.

Average deposit volumes increased compared with the third quarter of 2013 in line with the market. Margins improved as a result of enhanced re-pricing abilities on deposits.

**Net fee and commission income** showed a limited decline and amounted to EUR 130 million. The decline was due mainly to the switch to an all-in fee model for investment products in the Netherlands.

**Personnel expenses** declined by 7% compared with Q3 2013, resulting from a decrease in FTEs following a further reduction in the number of branches in the Netherlands.

**Other expenses** grew by 4% or EUR 12 million compared with Q3 2013. This was due primarily to a higher allocation of IT project costs as a result of modernisation of the core IT systems and process improvements in the coming years.

**Operating result** was up by EUR 83 million and the underlying cost/income ratio improved by 4 percentage points to 48%.

<sup>2</sup> Source: Dutch Land Registry (Kadaster)

**Impairment charges** on loans and other receivables fell significantly, dropping EUR 109 million in comparison with Q3 2013. The decline was driven by lower impairments on both mortgages and consumer loans. Although still fragile, the improved circumstances in the housing market and recovery of the Dutch economy contributed to lower

inflow of clients in the impaired portfolio, increased outflow of clients to the performing portfolio and more final settlements of impaired exposures, which all had a positive impact on the impairment level of mortgages in the third quarter of 2014.

## Other indicators

|  | Q3 2014 | Q3 2013 | Q2 2014 | Nine months 2014 | Nine months 2013 |
|--|---------|---------|---------|------------------|------------------|
| Underlying cost/income ratio                   | 48%     | 52%     | 49%     | 49%              | 51%              |
| Underlying cost of risk (in bps) <sup>1)</sup> | 80      | 215     | 147     | 138              | 205              |

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Loan-to-Deposit ratio                            | 158%              | 159%         | 165%             |
| Loans and receivables - customers (in billions)  | 157.9             | 158.2        | 159.0            |
| Due to customers (in billions)                   | 96.9              | 97.0         | 93.4             |
| Risk-weighted assets (in billions) <sup>1)</sup> | 37.5              | 35.0         | 34.3             |
| FTEs   | 6,335             | 6,352        | 6,503            |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

**Loans and receivables – customers** decreased marginally by EUR 0.3 billion compared with 30 June 2014, mainly due to a slight decrease in residential mortgages.

**Due to customers** decreased marginally compared with 30 June, as increased deposits in MoneYou Germany were offset by deposit outflow in the Netherlands due to the holiday season.

## Private Banking

### Operating results

| (in millions)                                     | Q3 2014    | Q3 2013    | Change     | Q2 2014    | Change     | Nine months 2014 | Nine months 2013 | Change      |
|---|------------|------------|------------|------------|------------|------------------|------------------|-------------|
| Net interest income                               | 149        | 136        | 9%         | 146        | 2%         | 441              | 390              | 13%         |
| Net fee and commission income                     | 138        | 132        | 5%         | 132        | 5%         | 404              | 396              | 2%          |
| Other operating income                            | 17         | 14         | 25%        | 17         | -2%        | 47               | 45               | 6%          |
| <b>Operating income</b>                           | <b>304</b> | <b>282</b> | <b>8%</b>  | <b>296</b> | <b>3%</b>  | <b>892</b>       | <b>830</b>       | <b>7%</b>   |
| Personnel expenses                                | 116        | 118        | -2%        | 112        | 3%         | 337              | 335              | 0%          |
| Other expenses                                    | 116        | 97         | 20%        | 118        | -2%        | 347              | 301              | 15%         |
| <b>Operating expenses</b>                         | <b>232</b> | <b>214</b> | <b>8%</b>  | <b>230</b> | <b>1%</b>  | <b>684</b>       | <b>637</b>       | <b>7%</b>   |
| <b>Operating result</b>                           | <b>73</b>  | <b>67</b>  | <b>8%</b>  | <b>66</b>  | <b>10%</b> | <b>208</b>       | <b>193</b>       | <b>7%</b>   |
| Impairment charges on loans and other receivables | 13         | 22         | -44%       | 14         | -12%       | 35               | 107              | -68%        |
| <b>Operating profit/(loss) before taxation</b>    | <b>60</b>  | <b>45</b>  | <b>33%</b> | <b>52</b>  | <b>17%</b> | <b>173</b>       | <b>86</b>        | <b>102%</b> |
| Income tax expenses                               | 10         | 11         | -4%        | 8          | 32%        | 28               | 9                |             |
| <b>Underlying profit/(loss) for the period</b>    | <b>50</b>  | <b>34</b>  | <b>45%</b> | <b>44</b>  | <b>14%</b> | <b>145</b>       | <b>77</b>        | <b>89%</b>  |
| Special items                                     |            |            |            |            |            |                  |                  |             |
| <b>Reported profit/(loss) for the period</b>      | <b>50</b>  | <b>34</b>  |            | <b>44</b>  |            | <b>145</b>       | <b>77</b>        |             |

Private Banking's **underlying profit** rose by 45%, or EUR 16 million, to EUR 50 million in Q3 2014. The increase was due to improved operating result and decreased loan impairments.

**Net interest income** amounted to EUR 149 million, up by 9% compared with Q3 2013. This increase was largely driven by higher volume and improved margins on deposits in the Netherlands. Margins in the international activities improved as well.

**Net fee and commission income** grew by 5% to EUR 138 million in Q3 2014. Net fees for the international activities increased due to higher assets under management, while net fees in the Netherlands were fairly stable.

**Personnel expenses** decreased marginally and amounted to EUR 116 million in Q3 2014. The decline was mainly attributable to lower average FTE levels in 2014. The third quarter of 2013 included a provision for the closure of the Curaçao office.

The number of FTEs increased by 144 compared to 30 June 2014 due mainly to the acquisition of the Private Banking activities of Credit Suisse in Germany, which was finalised at 31 August 2014.

**Other expenses** increased by EUR 19 million compared with Q3 2013 due primarily to project costs for the acquisition and integration of the German Private Banking activities of Credit Suisse. Other expenses in Q3 2014 also rose due to higher allocation of IT costs incurred for improvement of the core IT systems and processes in the coming years.

**Operating result** was up 8% and amounted to EUR 73 million. The underlying cost/income ratio for Private Banking stood at a stable 76% in the third quarter of 2014.

**Impairment charges** on loans and other receivables amounted to EUR 13 million, down by EUR 9 million compared with Q3 2013.

## Assets under Management

| (in billions)                             | Q3 2014      | Q2 2014      | Q1 2014      |
|---|--------------|--------------|--------------|
| <b>Opening balance AuM</b>                | <b>176.4</b> | <b>170.6</b> | <b>168.3</b> |
| Net new assets (excl. sales/acquisitions) | 3.6          | 4.5          | -0.1         |
| Market performance                        | -0.8         | 1.6          | 2.3          |
| Divestments / acquisitions                | 8.2          | -0.1         | 0.1          |
| Other (incl. sales/acquisitions)          | 0.1          | -0.2         |              |
| <b>Closing balance AuM</b>                | <b>187.5</b> | <b>176.4</b> | <b>170.6</b> |
| <b>Breakdown by AuM type</b>              |              |              |              |
| Cash                                      | 62.8         | 61.0         | 60.9         |
| Securities                                | 124.7        | 115.4        | 109.7        |
| <b>Breakdown by geography (in %)</b>      |              |              |              |
| The Netherlands                           | 47%          | 49%          | 48%          |
| Rest of Europe                            | 45%          | 43%          | 44%          |
| Rest of the world                         | 9%           | 8%           | 8%           |

**Assets under Management** grew by EUR 11.1 billion in the third quarter of 2014 to EUR 187.5 billion, of which EUR 8.2 billion was related to the acquisition of

the Private Banking activities from Credit Suisse in Germany. The remaining increase was due to net new assets inflow.

## Other indicators

|  | Q3 2014 | Q3 2013 | Q2 2014 | Nine months 2014 | Nine months 2013 |
|--|---------|---------|---------|------------------|------------------|
| Underlying cost/income ratio                   | 76%     | 76%     | 78%     | 77%              | 77%              |
| Underlying cost of risk (in bps) <sup>1)</sup> | 63      | 101     | 67      | 54               | 158              |

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Loan-to-Deposit ratio                            | 27%               | 26%          | 26%              |
| Loans and receivables - customers (in billions)  | 16.6              | 15.6         | 15.5             |
| Due to customers (in billions)                   | 61.9              | 60.0         | 59.5             |
| Risk-weighted assets (in billions) <sup>1)</sup> | 8.2               | 8.0          | 8.8              |
| FTEs   | 3,586             | 3,405        | 3,442            |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

**Loans and receivables – customers** increased by EUR 1.0 billion in the third quarter to EUR 16.6 billion from EUR 15.6 billion at 30 June 2014. The contribution of the acquired Private Banking activities of Credit Suisse in Germany EUR 0.5 million

**Due to customers** increased by EUR 1.9 billion compared with 30 June 2014 and amounted to EUR 61.9 billion, of which EUR 0.9 billion was attributable to the acquired Private Banking activities of Credit Suisse in Germany.



## Corporate Banking

### Operating results

| (in millions)                                     | Q3 2014    | Q3 2013    | Change      | Q2 2014    | Change      | Nine months 2014 | Nine months 2013 | Change      |
|---|------------|------------|-------------|------------|-------------|------------------|------------------|-------------|
| Net interest income                               | 506        | 462        | 9%          | 484        | 5%          | 1,473            | 1,369            | 8%          |
| Net fee and commission income                     | 153        | 142        | 7%          | 166        | -8%         | 471              | 454              | 4%          |
| Other operating income                            | 29         | 65         | -54%        | 27         | 8%          | 114              | 227              | -50%        |
| <b>Operating income</b>                           | <b>688</b> | <b>669</b> | <b>3%</b>   | <b>677</b> | <b>2%</b>   | <b>2,058</b>     | <b>2,051</b>     | <b>0%</b>   |
| Personnel expenses                                | 156        | 154        | 1%          | 158        | -1%         | 460              | 455              | 1%          |
| Other expenses                                    | 268        | 252        | 7%          | 263        | 2%          | 787              | 750              | 5%          |
| <b>Operating expenses</b>                         | <b>424</b> | <b>406</b> | <b>5%</b>   | <b>421</b> | <b>1%</b>   | <b>1,247</b>     | <b>1,205</b>     | <b>3%</b>   |
| <b>Operating result</b>                           | <b>264</b> | <b>264</b> | <b>0%</b>   | <b>257</b> | <b>3%</b>   | <b>811</b>       | <b>846</b>       | <b>-4%</b>  |
| Impairment charges on loans and other receivables | 217        | 144        | 51%         | 202        | 8%          | 619              | 507              | 22%         |
| <b>Operating profit before taxes</b>              | <b>47</b>  | <b>119</b> | <b>-61%</b> | <b>55</b>  | <b>-15%</b> | <b>192</b>       | <b>339</b>       | <b>-43%</b> |
| Income tax expenses                               | 6          | 28         | -80%        | 22         | -75%        | 38               | 88               | -57%        |
| <b>Underlying profit/(loss) for the period</b>    | <b>41</b>  | <b>91</b>  | <b>-55%</b> | <b>32</b>  | <b>27%</b>  | <b>154</b>       | <b>251</b>       | <b>-39%</b> |
| Special items                                     |            |            |             |            |             |                  | - 109            |             |
| <b>Reported profit/(loss) for the period</b>      | <b>41</b>  | <b>91</b>  |             | <b>32</b>  |             | <b>154</b>       | <b>142</b>       |             |

Corporate Banking's **underlying profit** declined 55% or EUR 50 million compared with Q3 2013, to EUR 41 million in Q3 2014. The decline was driven fully by higher loan impairments.

Commercial Clients and International Clients contributed EUR 15 million and EUR 53 million respectively to the underlying profit of Corporate Banking. Capital Markets Solutions made an underlying loss of EUR 28 million.

**Net interest income** improved by 9%, or EUR 44 million year-on-year, to EUR 506 million in Q3 2014. All segments contributed to the increase.

Commercial Clients showed a rise in Net interest income of EUR 10 million to EUR 316 million in Q3 2014. Margin improvement on both loans and deposits were the main contributors to the increase. Lending volumes were down modestly; deposit volumes increased marginally.

Net interest income in International Clients increased by EUR 17 million compared with Q3 2013 to EUR 166 million, benefiting from growth in the ECT Clients loan portfolio.

Capital Markets Solutions saw Net interest income increase across various activities.

**Net fee and commission income** increased by EUR 11 million compared with Q3 2013 to EUR 153 million. International Clients recorded higher commitment fees in ECT Clients and increased corporate finance fees. Capital Markets Solutions recorded higher fees in Clearing from increased cleared volumes on most US derivatives markets.

**Other operating income** fell by EUR 36 million to EUR 29 million in Q3 2014, as Capital Markets Solutions included the first-time application of the FVA (EUR 44 million). This was only partly offset by a recovery on derivative positions in Capital Markets Solutions, which were fully written off in 2008, and private equity revaluations in International Clients.

**Personnel expenses** amounted to EUR 156 million, virtually flat compared with the same period last year.

**Other expenses** increased by EUR 16 million compared with Q3 2013. The increase was mainly the result of higher allocated IT project costs.

**Operating result** was stable at EUR 264 million in Q3 2014. The underlying cost/income ratio increased to 62% in the third quarter of 2014, from 61% at Q3 2013.

**Impairment charges** on loans and other receivables amounted to EUR 217 million, an increase of EUR 73 million compared with Q3 2013. Both Commercial Clients and International Clients contributed to the higher

loan impairments, while loan impairments in Capital Markets Solutions remained negligible.

Loan impairments in Commercial Clients increased by 18% or EUR 25 million. Large additions were recorded on a few medium-sized and large clients (turnover of EUR 30 million to EUR 250 million). Loan impairments on small-sized clients (turnover of EUR 1 million to EUR 30 million) were lower compared with the same period in 2013, and with the previous quarters of 2014.

Loan impairments in International Clients rose by EUR 48 million to EUR 51 million in Q3 2014. This increase was due to a limited number of additions in the Dutch corporates and the ECT Clients portfolio.

### Other indicators

|  | Q3 2014 | Q3 2013 | Q2 2014 | Nine months 2014 | Nine months 2013 |
|--|---------|---------|---------|------------------|------------------|
| Underlying cost/income ratio                   | 62%     | 61%     | 62%     | 61%              | 59%              |
| Underlying cost of risk (in bps) <sup>1)</sup> | 152     | 98      | 142     | 144              | 104              |

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Loan-to-Deposit ratio                            | 148%              | 151%         | 147%             |
| Loans and receivables - customers (in billions)  | 85.7              | 82.7         | 80.8             |
| Due to customers (in billions)                   | 53.8              | 50.7         | 52.5             |
| Risk-weighted assets (in billions) <sup>1)</sup> | 57.1              | 57.7         | 56.0             |
| FTEs   | 5,015             | 5,006        | 5,022            |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

**Loans and receivables – customers** increased to EUR 85.7 billion at 30 September 2014 compared with EUR 82.7 billion at 30 June 2014. The increase was recorded in client lending due mainly to growth of the ECT loan portfolio, which was partly offset by a small decrease in the loan portfolio of Commercial Clients. The decrease in the Commercial Clients loan portfolio was in part attributable to still-low levels of credit applications from SME clients compared with pre-crisis levels. The increase in Capital Markets Solutions was primarily recorded in Clearing.

**Due to customers** came to EUR 53.8 billion at 30 September 2014, up EUR 3.1 billion from 30 June 2014. The increase was primarily recorded in deposits in both Commercial and International Clients. Deposits in Capital Markets Solutions, primarily on accounts of Clearing clients, also increased.

## Commercial clients

### Operating results

| (in millions)                                     | Q3 2014    | Q3 2013    | Change      | Q2 2014    | Change     | Nine months 2014 | Nine months 2013 | Change     |
|---|------------|------------|-------------|------------|------------|------------------|------------------|------------|
| Net interest income                               | 316        | 306        | 3%          | 308        | 3%         | 930              | 897              | 4%         |
| Net fee and commission income                     | 50         | 48         | 3%          | 51         | -3%        | 147              | 139              | 5%         |
| Other operating income                            | 9          | 6          | 46%         | 4          | 118%       | 21               | 20               | 2%         |
| <b>Operating income</b>                           | <b>375</b> | <b>360</b> | <b>4%</b>   | <b>364</b> | <b>3%</b>  | <b>1,098</b>     | <b>1,057</b>     | <b>4%</b>  |
| <b>Operating expenses</b>                         | <b>189</b> | <b>186</b> | <b>1%</b>   | <b>189</b> | <b>-0%</b> | <b>559</b>       | <b>569</b>       | <b>-2%</b> |
| <b>Operating result</b>                           | <b>187</b> | <b>174</b> | <b>7%</b>   | <b>174</b> | <b>7%</b>  | <b>538</b>       | <b>488</b>       | <b>10%</b> |
| Impairment charges on loans and other receivables | 167        | 142        | 18%         | 177        | -5%        | 506              | 515              | -2%        |
| <b>Operating profit before taxes</b>              | <b>20</b>  | <b>32</b>  | <b>-39%</b> | <b>- 2</b> |            | <b>32</b>        | <b>- 27</b>      |            |
| Income tax expenses                               | 4          | 7          | -38%        | - 1        |            | 6                | - 9              |            |
| <b>Underlying profit/(loss) for the period</b>    | <b>15</b>  | <b>25</b>  | <b>-39%</b> | <b>- 1</b> |            | <b>26</b>        | <b>- 18</b>      |            |
| Special items                                     |            |            |             |            |            |                  |                  |            |
| <b>Reported profit/(loss) for the period</b>      | <b>15</b>  | <b>25</b>  |             | <b>- 1</b> |            | <b>26</b>        | <b>- 18</b>      |            |

### Other indicators

|  | Q3 2014 | Q3 2013 | Q2 2014 | Nine months 2014 | Nine months 2013 |
|--|---------|---------|---------|------------------|------------------|
| Underlying cost/income ratio                   | 50%     | 52%     | 52%     | 51%              | 54%              |
| Underlying cost of risk (in bps) <sup>1)</sup> | 293     | 225     | 299     | 289              | 256              |

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Loans and receivables - customers (in billions)  | 39.2              | 39.4         | 40.0             |
| Due to customers (in billions)                   | 30.2              | 29.6         | 30.6             |
| Risk-weighted assets (in billions) <sup>1)</sup> | 22.2              | 23.2         | 24.0             |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

## International clients

### Operating results

| (in millions)                                     | Q3 2014    | Q3 2013    | Change      | Q2 2014    | Change     | Nine months 2014 | Nine months 2013 | Change      |
|---|------------|------------|-------------|------------|------------|------------------|------------------|-------------|
| Net interest income                               | 166        | 149        | 11%         | 158        | 5%         | 478              | 428              | 12%         |
| Net fee and commission income                     | 49         | 45         | 9%          | 56         | -13%       | 159              | 141              | 12%         |
| Other operating income                            | 12         | 3          |             | - 22       |            | 11               | 5                | 140%        |
| <b>Operating income</b>                           | <b>227</b> | <b>197</b> | <b>15%</b>  | <b>193</b> | <b>18%</b> | <b>648</b>       | <b>574</b>       | <b>13%</b>  |
| <b>Operating expenses</b>                         | <b>114</b> | <b>111</b> | <b>2%</b>   | <b>114</b> | <b>-1%</b> | <b>339</b>       | <b>309</b>       | <b>10%</b>  |
| <b>Operating result</b>                           | <b>113</b> | <b>86</b>  | <b>31%</b>  | <b>78</b>  | <b>45%</b> | <b>309</b>       | <b>265</b>       | <b>17%</b>  |
| Impairment charges on loans and other receivables | 51         | 3          |             | 27         | 90%        | 115              | - 7              |             |
| <b>Operating profit before taxes</b>              | <b>62</b>  | <b>83</b>  | <b>-26%</b> | <b>51</b>  | <b>21%</b> | <b>194</b>       | <b>272</b>       | <b>-29%</b> |
| Income tax expenses                               | 8          | 19         | -56%        | 20         | -59%       | 36               | 67               | -46%        |
| <b>Underlying profit/(loss) for the period</b>    | <b>53</b>  | <b>64</b>  | <b>-17%</b> | <b>31</b>  | <b>73%</b> | <b>158</b>       | <b>204</b>       | <b>-23%</b> |
| Special items                                     |            |            |             |            |            |                  |                  |             |
| <b>Reported profit/(loss) for the period</b>      | <b>53</b>  | <b>64</b>  |             | <b>31</b>  |            | <b>158</b>       | <b>204</b>       |             |

### Other indicators

|  | Q3 2014 | Q3 2013 | Q2 2014 | Nine months 2014 | Nine months 2013 |
|--|---------|---------|---------|------------------|------------------|
| Underlying cost/income ratio                   | 50%     | 56%     | 59%     | 52%              | 54%              |
| Underlying cost of risk (in bps) <sup>1)</sup> | 99      | 6       | 56      | 77               | - 4              |

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Loans and receivables - customers (in billions)  | 29.3              | 27.3         | 26.4             |
| Due to customers (in billions)                   | 16.2              | 14.7         | 16.1             |
| Risk-weighted assets (in billions) <sup>1)</sup> | 21.2              | 20.4         | 19.9             |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

## Capital Markets Solutions

### Operating results

| (in millions)                                     | Q3 2014     | Q3 2013    | Change      | Q2 2014    | Change      | Nine months 2014 | Nine months 2013 | Change      |
|---|-------------|------------|-------------|------------|-------------|------------------|------------------|-------------|
| Net interest income                               | 23          | 7          |             | 18         | 29%         | 65               | 44               | 49%         |
| Net fee and commission income                     | 54          | 49         | 11%         | 59         | -8%         | 165              | 173              | -5%         |
| Other operating income                            | 9           | 56         | -84%        | 45         | -81%        | 82               | 202              | -60%        |
| <b>Operating income</b>                           | <b>86</b>   | <b>111</b> | <b>-23%</b> | <b>121</b> | <b>-29%</b> | <b>313</b>       | <b>420</b>       | <b>-25%</b> |
| <b>Operating expenses</b>                         | <b>121</b>  | <b>108</b> | <b>12%</b>  | <b>117</b> | <b>4%</b>   | <b>348</b>       | <b>326</b>       | <b>7%</b>   |
| <b>Operating result</b>                           | <b>- 36</b> | <b>3</b>   |             | <b>4</b>   |             | <b>- 36</b>      | <b>93</b>        |             |
| Impairment charges on loans and other receivables | - 1         | - 1        | -5%         | - 2        | 48%         | - 2              | - 1              | -66%        |
| <b>Operating profit before taxes</b>              | <b>- 35</b> | <b>4</b>   |             | <b>6</b>   |             | <b>- 34</b>      | <b>95</b>        |             |
| Income tax expenses                               | - 7         | 2          |             | 3          |             | - 4              | 30               |             |
| <b>Underlying profit/(loss) for the period</b>    | <b>- 28</b> | <b>2</b>   |             | <b>3</b>   |             | <b>- 30</b>      | <b>65</b>        |             |
| Special items                                     |             |            |             |            |             |                  | - 109            |             |
| <b>Reported profit/(loss) for the period</b>      | <b>- 28</b> | <b>2</b>   |             | <b>3</b>   |             | <b>- 30</b>      | <b>- 44</b>      |             |

### Other indicators

|  | Q3 2014 | Q3 2013 | Q2 2014 | Nine months 2014 | Nine months 2013 |
|--|---------|---------|---------|------------------|------------------|
| Underlying cost/income ratio                   | 141%    | 97%     | 97%     | 111%             | 78%              |
| Underlying cost of risk (in bps) <sup>1)</sup> | - 3     | - 3     | - 5     | - 2              | - 1              |

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Financial assets held for trading (in billions)      | 28.1              | 26.1         | 22.9             |
| Loans and receivables - customers (in billions)      | 17.3              | 16.0         | 14.4             |
| Financial liabilities held for trading (in billions) | 20.5              | 17.9         | 14.1             |
| Due to customers (in billions)                       | 7.5               | 6.5          | 5.8              |
| Risk-weighted assets (in billions) <sup>1)</sup>     | 13.7              | 14.1         | 12.2             |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

## Group Functions

### Operating results

| (in millions)                                     | Q3 2014     | Q3 2013     | Change      | Q2 2014      | Change      | Nine months 2014 | Nine months 2013 | Change      |
|---|-------------|-------------|-------------|--------------|-------------|------------------|------------------|-------------|
| Net interest income                               | 21          | - 35        |             | - 19         |             | - 5              | - 76             | 94%         |
| Net fee and commission income                     | - 3         | - 11        | 75%         | - 9          | 70%         | - 11             | - 27             | 57%         |
| Other operating income                            | 5           | 60          | -92%        | 1            |             | 58               | 76               | -24%        |
| <b>Operating income</b>                           | <b>23</b>   | <b>14</b>   | <b>69%</b>  | <b>- 27</b>  |             | <b>42</b>        | <b>- 28</b>      |             |
| Personnel expenses                                | 197         | 191         | 3%          | 195          | 1%          | 576              | 579              | -1%         |
| Other expenses                                    | - 181       | - 141       | -29%        | - 158        | -15%        | - 492            | - 395            | -25%        |
| <b>Operating expenses</b>                         | <b>16</b>   | <b>50</b>   | <b>-68%</b> | <b>37</b>    | <b>-56%</b> | <b>83</b>        | <b>184</b>       | <b>-55%</b> |
| <b>Operating result</b>                           | <b>7</b>    | <b>- 37</b> |             | <b>- 64</b>  |             | <b>- 42</b>      | <b>- 212</b>     | <b>80%</b>  |
| Impairment charges on loans and other receivables | - 13        |             |             | - 2          |             | - 25             | - 4              |             |
| <b>Operating profit before taxes</b>              | <b>20</b>   | <b>- 37</b> |             | <b>- 63</b>  |             | <b>- 17</b>      | <b>- 208</b>     | <b>92%</b>  |
| Income tax expenses                               | - 3         | - 8         | 65%         | - 31         | 90%         | - 28             | - 40             | 30%         |
| <b>Underlying profit/(loss) for the period</b>    | <b>23</b>   | <b>- 28</b> |             | <b>- 32</b>  |             | <b>11</b>        | <b>- 168</b>     |             |
| Special items                                     | - 67        | 101         |             | - 283        |             | - 417            | 517              |             |
| <b>Reported profit/(loss) for the period</b>      | <b>- 44</b> | <b>73</b>   |             | <b>- 315</b> |             | <b>- 406</b>     | <b>349</b>       |             |

The underlying profit of Group Functions in the third quarter of 2014 was EUR 23 million, an improvement of EUR 51 million compared with a EUR 28 million loss in Q3 2013. As from 2014, the costs of the liquidity buffer and a higher proportion of overhead expenses are passed on to the businesses.

**Net interest income** increased by EUR 56 million compared with the same period last year. The rise was largely attributable to improved ALM mismatch income resulting from active duration management. Additionally, funding costs decreased due to refinancing of maturing funding at lower spreads. Re-allocation of the liquidity buffer costs also had a positive effect on Net interest income in Group Functions. Compared with Q2 2014, net interest income was up EUR 40 million mainly stemming from active duration management resulting in higher ALM mismatch income.

**Other operating income** decreased by EUR 55 million. The decline was mainly the result of unfavourable results from hedge accounting and, to a lesser extent, less favourable FX movements.

**Personnel expenses** were EUR 6 million higher compared with Q3 2013, at EUR 197 million. Small releases of restructuring provisions were more than offset by an additional charge for the change to the CDC pension scheme. This additional charge stemmed from the final actuarial audit on the financial position of ABN AMRO Pension Fund.

**Other expenses** decreased by EUR 40 million compared with Q3 2013. The decline was driven by the allocation of a higher proportion of overhead expenses to the business segments and a rebate on the deposit guarantee scheme (Icesave). These decreases were partly offset by higher expenses incurred in connection with the AQR.

**Impairment charges** on loans and other receivables showed a release related to legacy files from the former Prime Fund Solutions business, which was sold in 2011, and a recovery on exposures, which were fully provided for in 2008.

## Other indicators

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Loans and receivables - customers (in billions)  | 25.2              | 24.9         | 12.9             |
| Due to customers (in billions)                   | 26.9              | 24.5         | 10.2             |
| Risk-weighted assets (in billions) <sup>1)</sup> | 12.9              | 14.3         | 9.9              |
| FTEs   | 7,305             | 7,256        | 7,321            |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

**Loans and receivables - customers** rose marginally to EUR 25.2 billion due to increased securities financing positions.

**Due to customers** rose by EUR 2.4 billion to EUR 26.9 billion at 30 September 2014, due primarily to increased securities financing positions.

# additional financial information

# 6

## Overview of results in the last five quarters

The following table provides an overview of the quarterly results.

### Quarterly results

| (in millions)                                     | Q3 2014      | Q2 2014      | Q1 2014      | Q4 2013      | Q3 2013      |
|---|--------------|--------------|--------------|--------------|--------------|
| Net interest income                               | 1,530        | 1,441        | 1,432        | 1,389        | 1,326        |
| Net fee and commission income                     | 419          | 420          | 421          | 413          | 401          |
| Other operating income                            | 61           | 56           | 129          | 47           | 147          |
| <b>Operating income</b>                           | <b>2,009</b> | <b>1,917</b> | <b>1,983</b> | <b>1,849</b> | <b>1,874</b> |
| Personnel expenses                                | 591          | 591          | 565          | 564          | 594          |
| Other expenses                                    | 557          | 571          | 577          | 752          | 549          |
| <b>Operating expenses</b>                         | <b>1,147</b> | <b>1,162</b> | <b>1,143</b> | <b>1,316</b> | <b>1,143</b> |
| <b>Operating result</b>                           | <b>862</b>   | <b>755</b>   | <b>840</b>   | <b>533</b>   | <b>731</b>   |
| Impairment charges on loans and other receivables | 287          | 342          | 361          | 555          | 347          |
| <b>Operating profit/(loss) before taxes</b>       | <b>575</b>   | <b>413</b>   | <b>479</b>   | <b>- 22</b>  | <b>385</b>   |
| Income tax expenses                               | 125          | 91           | 101          | 25           | 95           |
| <b>Underlying profit/(loss) for the period</b>    | <b>450</b>   | <b>322</b>   | <b>378</b>   | <b>- 47</b>  | <b>289</b>   |
| Special items                                     | - 67         | - 283        | - 67         |              | 101          |
| <b>Reported profit/(loss) for the period</b>      | <b>383</b>   | <b>39</b>    | <b>311</b>   | <b>- 47</b>  | <b>390</b>   |

## Difference between underlying and reported results

Special items are material and non-recurring items which are not related to normal business activities. A divestment is the sale of all or part of a business to a third party. Adjustments include past results as well as the relating transaction result.

To provide a consistent comparison with earlier periods, special items are adjusted for previous financial periods, where applicable.

The impact of special items on profit for the period is disclosed in the Operating and financial review section and the Results by segment section. The following table presents the reconciliation from underlying to reported results.



## Reconciliation from underlying to reported results

| (in millions)                                     | Q3 2014      |               |              | Q3 2013      |               |              | Q2 2014      |               |              |
|---|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|
|   | Underlying   | Special items | Reported     | Underlying   | Special items | Reported     | Underlying   | Special items | Reported     |
| Net interest income                               | 1,530        |               | 1,530        | 1,326        |               | 1,326        | 1,441        |               | 1,441        |
| Net fee and commission income                     | 419          |               | 419          | 401          |               | 401          | 420          |               | 420          |
| Other operating income                            | 61           |               | 61           | 147          |               | 147          | 56           |               | 56           |
| <b>Operating income</b>                           | <b>2,009</b> |               | <b>2,009</b> | <b>1,874</b> |               | <b>1,874</b> | <b>1,917</b> |               | <b>1,917</b> |
| Personnel expenses                                | 591          |               | 591          | 594          |               | 594          | 591          | 288           | 879          |
| Other expenses                                    | 557          | 67            | 624          | 549          |               | 549          | 571          | 67            | 638          |
| <b>Operating expenses</b>                         | <b>1,147</b> | <b>67</b>     | <b>1,214</b> | <b>1,143</b> |               | <b>1,143</b> | <b>1,162</b> | <b>355</b>    | <b>1,517</b> |
| <b>Operating result</b>                           | <b>862</b>   | <b>- 67</b>   | <b>795</b>   | <b>731</b>   |               | <b>731</b>   | <b>755</b>   | <b>- 355</b>  | <b>400</b>   |
| Impairment charges on loans and other receivables | 287          |               | 287          | 347          | - 135         | 212          | 342          |               | 342          |
| <b>Operating profit/(loss) before axes</b>        | <b>575</b>   | <b>- 67</b>   | <b>508</b>   | <b>385</b>   | <b>135</b>    | <b>519</b>   | <b>413</b>   | <b>- 355</b>  | <b>58</b>    |
| Income tax expenses                               | 125          |               | 125          | 95           | 34            | 129          | 91           | - 72          | 19           |
| <b>Profit/(loss) for the period</b>               | <b>450</b>   | <b>- 67</b>   | <b>383</b>   | <b>289</b>   | <b>101</b>    | <b>390</b>   | <b>322</b>   | <b>- 283</b>  | <b>39</b>    |

| (in millions)                                     | Nine months 2014 |               |              | Nine months 2013 |               |              |
|---|------------------|---------------|--------------|------------------|---------------|--------------|
|   | Underlying       | Special items | Reported     | Underlying       | Special items | Reported     |
| Net interest income                               | 4,403            |               | 4,403        | 3,991            |               | 3,991        |
| Net fee and commission income                     | 1,260            |               | 1,260        | 1,230            |               | 1,230        |
| Other operating income                            | 246              |               | 246          | 375              | - 122         | 253          |
| <b>Operating income</b>                           | <b>5,910</b>     |               | <b>5,910</b> | <b>5,597</b>     | <b>- 122</b>  | <b>5,475</b> |
| Personnel expenses                                | 1,747            | 288           | 2,035        | 1,755            | 37            | 1,792        |
| Other expenses                                    | 1,705            | 201           | 1,906        | 1,661            |               | 1,661        |
| <b>Operating expenses</b>                         | <b>3,452</b>     | <b>489</b>    | <b>3,941</b> | <b>3,417</b>     | <b>37</b>     | <b>3,454</b> |
| <b>Operating result</b>                           | <b>2,457</b>     | <b>- 489</b>  | <b>1,969</b> | <b>2,180</b>     | <b>- 159</b>  | <b>2,021</b> |
| Impairment charges on loans and other receivables | 990              |               | 990          | 1,112            | - 684         | 428          |
| <b>Operating profit/(loss) before taxes</b>       | <b>1,467</b>     | <b>- 489</b>  | <b>978</b>   | <b>1,068</b>     | <b>525</b>    | <b>1,594</b> |
| Income tax expenses                               | 317              | - 72          | 245          | 269              | 117           | 386          |
| <b>Profit/(loss) for the period</b>               | <b>1,151</b>     | <b>- 417</b>  | <b>734</b>   | <b>799</b>       | <b>408</b>    | <b>1,207</b> |

The following table shows all special items per period.

### Special items

| (in millions)   | Q3 2014     | Q2 2014      | Q1 2014     | Q4 2013 | Q3 2013      | Q2 2013      | Q1 2013      |
|---|-------------|--------------|-------------|---------|--------------|--------------|--------------|
| <b>Operating income</b>   |             |              |             |         |              |              |              |
| Reassessment discontinued securities financing activities           |             |              |             |         |              |              | - 70         |
| Costs of wind down non-client-related equity derivatives activities |             |              |             |         |              | - 52         |              |
| <b>Total impact on Operating Income</b>                             |             |              |             |         |              | <b>- 52</b>  | <b>- 70</b>  |
| <b>Operating expenses</b>   |             |              |             |         |              |              |              |
| Restructuring provision   |             |              |             |         |              |              | 37           |
| Pension settlement charge   |             | 288          |             |         |              |              |              |
| SNS Levy  | 67          | 67           | 67          |         |              |              |              |
| <b>Total impact on Operating expenses</b>                           | <b>67</b>   | <b>355</b>   | <b>67</b>   |         |              |              | <b>37</b>    |
| <b>Loan impairments</b>   |             |              |             |         |              |              |              |
| Greek releases  |             |              |             |         | - 135        |              | - 297        |
| Madoff releases   |             |              |             |         |              | - 252        |              |
| <b>Total impact on Loan impairments</b>                             |             |              |             |         | <b>- 135</b> | <b>- 252</b> | <b>- 297</b> |
| <b>Total impact on Income tax expenses</b>                          |             | <b>- 72</b>  |             |         | <b>34</b>    | <b>18</b>    | <b>65</b>    |
| <b>Total impact on result for the period</b>                        | <b>- 67</b> | <b>- 283</b> | <b>- 67</b> |         | <b>101</b>   | <b>182</b>   | <b>125</b>   |

The SNS levy amounted to a total of EUR 201 million to be recorded in 2014 spread over the first 3 quarters of 2014. Therefore the third quarter of 2014, the last portion of the SNS levy has been recorded.

## Selected financial information

### Condensed consolidated income statement

| (in millions)   | Q3 2014      | Q3 2013      | Q2 2014      | Nine months 2014 | Nine months 2013 |
|---|--------------|--------------|--------------|------------------|------------------|
| <b>Income</b>   |              |              |              |                  |                  |
| Interest income   | 4,067        | 3,390        | 3,001        | 10,015           | 9,369            |
| Interest expense  | 2,537        | 2,064        | 1,560        | 5,611            | 5,378            |
| <b>Net interest income</b>                                      | <b>1,530</b> | <b>1,326</b> | <b>1,441</b> | <b>4,403</b>     | <b>3,991</b>     |
| Fee and commission income                                       | 663          | 645          | 655          | 1,981            | 1,969            |
| Fee and commission expense                                      | 244          | 244          | 234          | 720              | 739              |
| <b>Net fee and commission income</b>                            | <b>419</b>   | <b>401</b>   | <b>420</b>   | <b>1,260</b>     | <b>1,230</b>     |
| Net trading income  | 33           | 71           | 67           | 142              | 74               |
| Results from financial transactions                             | - 21         | 20           | - 53         | - 38             | 4                |
| Share of result in equity accounted investments                 | 18           | 8            | 23           | 47               | 45               |
| Other income  | 31           | 48           | 19           | 95               | 129              |
| <b>Operating income</b>   | <b>2,009</b> | <b>1,874</b> | <b>1,917</b> | <b>5,910</b>     | <b>5,475</b>     |
| <b>Expenses</b>   |              |              |              |                  |                  |
| Personnel expenses  | 591          | 594          | 879          | 2,035            | 1,792            |
| General and administrative expenses                             | 584          | 506          | 598          | 1,784            | 1,523            |
| Depreciation and amortisation of tangible and intangible assets | 40           | 43           | 41           | 122              | 138              |
| <b>Operating expenses</b>                                       | <b>1,214</b> | <b>1,143</b> | <b>1,517</b> | <b>3,941</b>     | <b>3,454</b>     |
| Impairment charges on loans and other receivables               | 287          | 212          | 342          | 990              | 428              |
| <b>Total expenses</b>   | <b>1,501</b> | <b>1,355</b> | <b>1,859</b> | <b>4,931</b>     | <b>3,881</b>     |
| <b>Operating profit/(loss) before taxation</b>                  | <b>508</b>   | <b>519</b>   | <b>58</b>    | <b>978</b>       | <b>1,594</b>     |
| Income tax expenses   | 125          | 129          | 19           | 245              | 386              |
| <b>Profit/(loss) for the period</b>                             | <b>383</b>   | <b>390</b>   | <b>39</b>    | <b>734</b>       | <b>1,207</b>     |
| <b>Attributable to:</b>   |              |              |              |                  |                  |
| Owners of the company   | 383          | 391          | 40           | 734              | 1,209            |
| Non-controlling interests                                       |              | - 1          | - 1          | - 1              | - 1              |

**Consolidated statement of comprehensive income**

| (in millions)  | Q3 2014    | Q3 2013      | Q2 2014     | Nine months 2014 | Nine months 2013 |
|--|------------|--------------|-------------|------------------|------------------|
| <b>Profit/(loss) for the period</b>  | <b>383</b> | <b>390</b>   | <b>39</b>   | <b>734</b>       | <b>1,207</b>     |
| <b>Other comprehensive income:</b>   |            |              |             |                  |                  |
| <i>Items that will not be reclassified to the income statement</i>                 |            |              |             |                  |                  |
| Remeasurement gains / (losses) on defined benefit plans                            | - 0        | - 53         | - 35        | - 187            | 27               |
| <b>Items that will not be reclassified to the income statement before taxation</b> | <b>- 0</b> | <b>- 53</b>  | <b>- 35</b> | <b>- 187</b>     | <b>27</b>        |
| Income tax relating to items that will not be reclassified to the income statement |            | - 13         | - 9         | - 47             | 6                |
| <b>Items that will not be reclassified to the income statement after taxation</b>  | <b>- 0</b> | <b>- 40</b>  | <b>- 26</b> | <b>- 141</b>     | <b>21</b>        |
| <i>Items that may be reclassified to the income statement</i>                      |            |              |             |                  |                  |
| Currency translation reserve   | 56         | - 33         | 9           | 72               | - 43             |
| Available-for-sale reserve   | 89         | 29           | 80          | 258              | 54               |
| Cash flow hedge reserve  | 145        | - 124        | 136         | 391              | 170              |
| Share of other comprehensive income of associates                                  | - 1        | - 5          | 2           | 7                | 1                |
| Other changes  | 10         | 1            | - 0         | 15               | - 3              |
| <b>Other comprehensive income for the period before taxation</b>                   | <b>299</b> | <b>- 132</b> | <b>227</b>  | <b>744</b>       | <b>179</b>       |
| Income tax relating to components of other comprehensive income                    | 60         | - 28         | 52          | 160              | 56               |
| <b>Other comprehensive income for the period after taxation</b>                    | <b>239</b> | <b>- 104</b> | <b>175</b>  | <b>584</b>       | <b>123</b>       |
| <b>Total comprehensive income/(expense) for the period after taxation</b>          | <b>622</b> | <b>246</b>   | <b>189</b>  | <b>1,177</b>     | <b>1,351</b>     |
| <b>Total comprehensive income attributable to:</b>                                 |            |              |             |                  |                  |
| Owners of the company  | 622        | 246          | 190         | 1,178            | 1,352            |
| Non-controlling interests  |            |              | - 1         | - 1              | - 1              |

**Condensed consolidated statement of financial position**

| (in millions)  | 30 September 2014 | 30 June 2014   | 31 December 2013 |
|--|-------------------|----------------|------------------|
| <b>Assets</b>  |                   |                |                  |
| Cash and balances at central banks                             | 815               | 6,776          | 9,523            |
| Financial assets held for trading                              | 30,415            | 28,044         | 23,867           |
| Financial investments  | 40,331            | 36,179         | 28,111           |
| Loans and receivables - banks                                  | 31,732            | 30,016         | 31,210           |
| Loans and receivables - customers                              | 285,391           | 281,393        | 268,147          |
| Equity accounted investments                                   | 1,164             | 1,159          | 1,082            |
| Property and equipment   | 1,386             | 1,400          | 1,426            |
| Goodwill and other intangible assets                           | 282               | 189            | 195              |
| Assets held for sale   | 30                | 30             | 29               |
| Accrued income and prepaid expenses                            | 569               | 703            | 722              |
| Current tax assets   | 125               | 98             | 165              |
| Deferred tax assets  | 514               | 653            | 745              |
| Other assets   | 9,599             | 9,192          | 6,800            |
| <b>Total assets</b>  | <b>402,352</b>    | <b>395,831</b> | <b>372,022</b>   |
| <b>Liabilities</b>   |                   |                |                  |
| Financial liabilities held for trading                         | 20,604            | 17,974         | 14,248           |
| Due to banks   | 20,401            | 16,713         | 15,833           |
| Due to customers   | 239,526           | 232,190        | 215,643          |
| Issued debt  | 81,314            | 90,473         | 88,682           |
| Subordinated liabilities                                       | 8,164             | 7,984          | 7,917            |
| Provisions   | 904               | 1,058          | 1,550            |
| Accrued interest and deferred income                           | 1,244             | 1,393          | 1,303            |
| Current tax liabilities  | 92                | 77             | 69               |
| Deferred tax liabilities                                       | 24                | 22             | 21               |
| Other liabilities  | 15,536            | 14,024         | 13,188           |
| <b>Total liabilities</b>                                       | <b>387,808</b>    | <b>381,909</b> | <b>358,454</b>   |
| <b>Equity</b>  |                   |                |                  |
| Share capital  | 940               | 940            | 940              |
| Share premium  | 12,970            | 12,970         | 12,970           |
| Other reserves (incl retained earnings/profit for the period)  | 1,497             | 1,105          | 4,554            |
| Other components of equity                                     | - 875             | - 1,104        | - 4,909          |
| <b>Equity attributable to the owners of the parent company</b> | <b>14,532</b>     | <b>13,910</b>  | <b>13,555</b>    |
| Equity attributable to non-controlling interests               | 12                | 12             | 13               |
| <b>Total equity</b>  | <b>14,544</b>     | <b>13,922</b>  | <b>13,568</b>    |
| <b>Total liabilities and equity</b>                            | <b>402,352</b>    | <b>395,831</b> | <b>372,022</b>   |

## Condensed consolidated statement of changes in equity

| (in millions)                                 | Share capital | Share premium reserve | Other reserves including retained earnings | Other comprehensive income | Net profit/(loss) attributable to shareholders | Total         | Non-controlling interests | Total equity  |
|---|---------------|-----------------------|--|----------------------------|--|---------------|---------------------------|---------------|
| <b>Balance at 1 January 2013</b>              | <b>1,015</b>  | <b>13,105</b>         | <b>2,658</b>                               | <b>- 5,067</b>             | <b>1,153</b>                                   | <b>12,864</b> | <b>19</b>                 | <b>12,883</b> |
| Total comprehensive income                    |               |                       | - 3  | 147                        | 1,208  | 1,352         | - 1                       | 1,351         |
| Transfer                                      |               |                       | 1,153                                      |                            | - 1,153  |               |                           |               |
| Dividend                                      |               |                       | - 262                                      |                            |  | - 262         |                           | - 262         |
| Increase/(decrease) of capital                | - 75          | - 135                 | - 3  |                            |  | - 213         |                           | - 213         |
| Other changes in equity                       |               |                       |  |                            |  |               | 1                         | 1             |
| <b>Balance at 30 September 2013</b>           | <b>940</b>    | <b>12,970</b>         | <b>3,543</b>                               | <b>- 4,920</b>             | <b>1,208</b>                                   | <b>13,741</b> | <b>19</b>                 | <b>13,760</b> |
| <b>Balance at 1 January 2014</b>              | <b>940</b>    | <b>12,970</b>         | <b>3,392</b>                               | <b>- 4,909</b>             | <b>1,162</b>                                   | <b>13,555</b> | <b>13</b>                 | <b>13,568</b> |
| Total comprehensive income                    |               |                       | 15   | 428                        | 734  | 1,178         | - 1                       | 1,177         |
| Transfer                                      |               |                       | 1,162                                      |                            | - 1,162  |               |                           |               |
| Dividend                                      |               |                       | - 200                                      |                            |  | - 200         | - 0                       | - 200         |
| Reclassification post-employment benefit plan |               |                       | - 3,606                                    | 3,606                      |  |               |                           |               |
| Other changes in equity                       |               |                       |  |                            |  |               | - 1                       | - 1           |
| <b>Balance at 30 September 2014</b>           | <b>940</b>    | <b>12,970</b>         | <b>763</b>                                 | <b>- 875</b>               | <b>734</b>                                     | <b>14,532</b> | <b>12</b>                 | <b>14,544</b> |

Specification of other comprehensive income is as follows:

| (in millions)  | Remeasurement gains / (losses) on post-retirement benefit plans | Currency translation reserve | Available-for-sale reserve | Cash flow hedge reserve | Share of OCI of associates and joint ventures | Total          |
|--|---|------------------------------|----------------------------|-------------------------|---|----------------|
| <b>Balance at 1 January 2013</b>                               | <b>- 3,284</b>  | <b>5</b>                     | <b>24</b>                  | <b>- 1,873</b>          | <b>61</b>                                     | <b>- 5,067</b> |
| Net gains/(losses) arising during the period                   | 27  | - 43                         | 54                         | 82                      | 1   | 121            |
| Less: Net realised gains/(losses) included in income statement |   |                              |                            | - 88                    |   | - 88           |
| <b>Net gains/(losses) in equity</b>                            | <b>27</b>   | <b>- 43</b>                  | <b>54</b>                  | <b>170</b>              | <b>1</b>                                      | <b>209</b>     |
| Related income tax   | 6   |                              | 13                         | 43                      |   | 62             |
| <b>Balance at 30 September 2013</b>                            | <b>- 3,263</b>  | <b>- 38</b>                  | <b>65</b>                  | <b>- 1,746</b>          | <b>62</b>                                     | <b>- 4,920</b> |
| <b>Balance at 1 January 2014</b>                               | <b>- 3,502</b>  | <b>- 64</b>                  | <b>59</b>                  | <b>- 1,467</b>          | <b>65</b>                                     | <b>- 4,909</b> |
| Reclassification post-employment benefit plan                  | 3,606   |                              |                            |                         |   | 3,606          |
| Net gains/(losses) arising during the period                   | - 187   | 72                           | 258                        | 352                     | 7   | 502            |
| Less: Net realised gains/(losses) included in income statement |   |                              |                            | - 40                    |   | - 39           |
| <b>Net gains/(losses) in equity</b>                            | <b>- 187</b>  | <b>72</b>                    | <b>258</b>                 | <b>391</b>              | <b>7</b>                                      | <b>541</b>     |
| Related income tax   | - 47  | - 3                          | 65                         | 98                      |   | 113            |
| <b>Balance at 30 September 2014</b>                            | <b>- 37</b>   | <b>12</b>                    | <b>252</b>                 | <b>- 1,174</b>          | <b>72</b>                                     | <b>- 875</b>   |

# Risk & capital management

# risk management 7

ABN AMRO continues to maintain its moderate risk profile, as this is an important pillar of the bank's long-term strategy. Our prudent risk management approach was recently confirmed by the outcome of the ECB Asset Quality Review, as ABN AMRO comfortably passed this review. In Q3 2014 the underlying impairment charges on loans and receivables decreased compared to the same quarter in 2013 driven by a modest recovery of the Dutch economy. Although impairment levels over the first nine months of 2014 are lower than the same period last year, it is too early to conclude that this trend will continue in the fourth quarter of 2014.

## Key developments

### Key figures

|   | 30 September 2014 | 30 June 2014    | 31 December 2013 |
|---|-------------------|-----------------|------------------|
| Total assets  | 402,352           | 395,831         | 372,022          |
| Of which Loans and receivables - banks                            | 31,732            | 30,016          | 31,210           |
| Of which Loans and receivables - customers                        | 285,391           | 281,393         | 268,147          |
| On-balance sheet maximum exposure to credit risk                  | 391,456           | 383,018         | 358,480          |
| Total Exposure at Default <sup>1)</sup>                           | 351,860           | 354,019         | 349,234          |
| <b>Risk-weighted assets<sup>1)</sup></b>                          |                   |                 |                  |
| Credit risk <sup>2)</sup>   | 93,448            | 92,261          | 86,201           |
| Market risk   | 6,050             | 6,521           | 6,396            |
| Operational risk  | 16,168            | 16,168          | 16,415           |
| <b>Total risk-weighted assets</b>                                 | <b>115,667</b>    | <b>114,950</b>  | <b>109,012</b>   |
| Total risk-weighted assets/total Exposure at Default              | 32.9%             | 32.5%           | 31.2%            |
|   | Nine months 2014  | First half 2014 | 2013             |
| Average risk-weighted assets <sup>1)</sup>                        | 114,838           | 115,505         | 116,811          |
| Cost of risk (in bps) - reported <sup>1), 3)</sup>                | 115               | 122             | 84               |
| Cost of risk (in bps) - underlying <sup>1), 3)</sup>              | 115               | 122             | 143              |
| Impairments/average Loan book (in bps) - reported <sup>4)</sup>   | 47                | 50              | 35               |
| Impairments/average Loan book (in bps) - underlying <sup>4)</sup> | 47                | 50              | 59               |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework. Under Basel III 2013 pro-forma figures are: EAD (353,856); total RWA (115,442); credit RWA (92,631). No RWA impact from CRR/CRD IV on market and operational risk.

2. Risk-weighted assets for credit value adjustment (CVA) is included in credit risk. CVA per 30 September 2014 amounted to EUR 1.7 billion (30 June 2014 EUR 1.6 billion and 31 December 2013 EUR 1.5 billion).

3. Cost of risk: annualised impairment charges on loans and receivables for the period divided by total average RWA.

4. The impairment charges on loans and receivables for the period are annualised and divided by average loan book.



### Third-quarter developments

The Dutch economy is still recovering modestly despite geopolitical tensions, mixed economic data and turmoil on the financial markets. The Dutch housing market further recovered and unemployment has been declining for almost half a year now. Consumer confidence rose above the long-term average and retail spending in durable goods went up. Exports are still growing, although in recent months growth has somewhat tempered.

The loans and receivables portfolio for banks and customers increased to EUR 317.1 billion at 30 September 2014 from EUR 311.4 billion at 30 June 2014. This increase was mainly the result of a rise in mandatory reserve deposits. Furthermore, commercial loans went up as a result of the growth of the ECT clients portfolio.

Compared with Q3 2013, the underlying Impairment charges on loans and receivables decreased by EUR 62 million to EUR 285 million in the third quarter of 2014. The decrease in loan impairments was primarily driven by lower loan impairments for mortgages and other consumer loans.

Total risk-weighted assets (RWA) amounted to EUR 115.7 billion as at 30 September 2014, an increase of EUR 0.7 billion compared with 30 June 2014. RWA increased mainly as a result of a review and refinement of the risk parameters used for the residential

mortgage portfolio. Exposure at Default (EAD) decreased to EUR 351.9 billion at 30 September 2014, down from EUR 354.0 billion at 30 June 2014.

In the first nine months of 2014, annualised cost of risk declined to 115bps compared with 122bps in the first half of 2014. Impairments divided by the average loan book dropped slightly to 47bps at 30 September 2014 from 50bps at 30 June 2014. This decline was related to lower impairment charges.

After the reporting date, on 26 October 2014, the European Central Bank (ECB) published the results of the Asset Quality Review (AQR). The AQR aims to enhance transparency of banks' balance sheets by reviewing asset quality, including the adequacy of asset and collateral valuations and related provisions. Under the AQR, the ECB reviewed selected portfolios covering at least 50% of a bank's risk-weighted assets. In ABN AMRO's case, the AQR covered over 60% of total RWA and included large parts of our exposures in Shipping, SMEs, Real Estate and mortgages.

ABN AMRO has comfortably passed the ECB Asset Quality Review and is considered to be generally conservatively provisioned. No additional provisions related to the AQR were necessary. This attests to our prudent risk management approach.

## Key figures per business line

|   | Retail Banking | Private Banking | Corporate Banking | Group Functions |
|---|----------------|-----------------|-------------------|-----------------|
| <b>30 September 2014</b>  |                |                 |                   |                 |
| Total assets  | 159,338        | 22,586          | 134,220           | 86,208          |
| On-balance sheet maximum exposure to credit risk                    | 158,915        | 19,254          | 129,059           | 84,228          |
| Total Exposure at Default <sup>(1)</sup>                            | 175,775        | 21,125          | 104,214           | 50,746          |
| <b>Risk-weighted assets<sup>(1)</sup></b>                           |                |                 |                   |                 |
| Credit risk <sup>(2)</sup>  | 31,921         | 6,653           | 47,349            | 7,524           |
| Market risk   |                |                 | 6,050             |                 |
| Operational risk  | 5,550          | 1,558           | 3,712             | 5,348           |
| <b>Total risk-weighted assets</b>                                   | <b>37,471</b>  | <b>8,212</b>    | <b>57,112</b>     | <b>12,872</b>   |
| Total risk-weighted assets/Total Exposure at Default <sup>(1)</sup> | 21.3%          | 38.9%           | 54.8%             | 25.4%           |
| <b>Nine months 2014</b>   |                |                 |                   |                 |
| Average risk-weighted assets <sup>(1)</sup>                         | 34,877         | 8,500           | 57,464            | 13,997          |
| Cost of risk (in bps) - reported <sup>(1), (3)</sup>                | 138            | 54              | 144               |                 |
| Cost of risk (in bps) - underlying <sup>(1), (3)</sup>              | 138            | 54              | 144               |                 |
| Impairments/average Loan book (in bps) - reported <sup>(4)</sup>    | 30             | 29              | 85                |                 |
| Impairments/average Loan book (in bps) - underlying <sup>(4)</sup>  | 30             | 29              | 85                |                 |
| <b>30 June 2014</b>   |                |                 |                   |                 |
| Total assets  | 159,516        | 21,144          | 127,284           | 87,888          |
| On-balance sheet maximum exposure to credit risk                    | 159,100        | 17,867          | 120,494           | 85,557          |
| Total Exposure at Default <sup>(1)</sup>                            | 176,182        | 21,360          | 102,261           | 54,216          |
| <b>Risk-weighted assets<sup>(1)</sup></b>                           |                |                 |                   |                 |
| Credit risk <sup>(2)</sup>  | 29,399         | 6,419           | 47,530            | 8,913           |
| Market risk   |                |                 | 6,521             |                 |
| Operational risk  | 5,552          | 1,558           | 3,654             | 5,404           |
| <b>Total risk-weighted assets</b>                                   | <b>34,951</b>  | <b>7,977</b>    | <b>57,705</b>     | <b>14,317</b>   |
| Total risk-weighted assets/Total Exposure at Default <sup>(1)</sup> | 19.8%          | 37.3%           | 56.4%             | 26.4%           |
| <b>First half 2014</b>  |                |                 |                   |                 |
| Average risk-weighted assets <sup>(1)</sup>                         | 34,682         | 8,792           | 57,644            | 14,387          |
| Cost of risk (in bps) - reported <sup>(1), (3)</sup>                | 168            | 50              | 139               |                 |
| Cost of risk (in bps) - underlying <sup>(1), (3)</sup>              | 168            | 50              | 139               |                 |
| Impairments/average Loan book (in bps) - reported <sup>(4)</sup>    | 36             | 28              | 82                |                 |
| Impairments/average Loan book (in bps) - underlying <sup>(4)</sup>  | 36             | 28              | 82                |                 |

|  | Retail Banking | Private Banking | Corporate Banking | Group Functions |
|--|----------------|-----------------|-------------------|-----------------|
| <b>31 December 2013</b>  |                |                 |                   |                 |
| Total assets   | 160,630        | 20,617          | 117,809           | 72,966          |
| On-balance sheet maximum exposure to credit risk                   | 160,139        | 17,736          | 109,870           | 70,735          |
| Total Exposure at Default <sup>1)</sup>                            | 175,844        | 21,198          | 95,144            | 57,048          |
| <b>Risk-weighted assets<sup>1)</sup></b>                           |                |                 |                   |                 |
| Credit risk <sup>2)</sup>  | 28,772         | 7,247           | 45,610            | 4,572           |
| Market risk  |                |                 | 6,396             |                 |
| Operational risk   | 5,512          | 1,555           | 4,025             | 5,323           |
| <b>Total risk-weighted assets</b>                                  | <b>34,284</b>  | <b>8,802</b>    | <b>56,031</b>     | <b>9,895</b>    |
| Total risk-weighted assets/Total Exposure at Default <sup>1)</sup> | 19.5%          | 41.5%           | 58.9%             | 17.3%           |
| <b>2013</b>  |                |                 |                   |                 |
| Average risk-weighted assets <sup>1)</sup>                         | 32,875         | 9,042           | 63,405            | 11,488          |
| Cost of risk (in bps) - reported <sup>1), 3)</sup>                 | 207            | 156             | 134               |                 |
| Cost of risk (in bps) - underlying <sup>1), 3)</sup>               | 207            | 156             | 134               |                 |
| Impairments/average Loan book (in bps) - reported <sup>4)</sup>    | 42             | 88              | 86                |                 |
| Impairments/average Loan book (in bps) - underlying <sup>4)</sup>  | 42             | 88              | 86                |                 |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework.

2. Risk-weighted assets for credit value adjustment (CVA) is included in credit risk. CVA per 30 September 2014 amounted to EUR 1.7 billion (30 June 2014 EUR 1.6 billion and 31 December 2013 EUR 1.5 billion).

3. Cost of risk: annualised impairment charges on loans and receivables for the period divided by total average RWA.

4. The impairment charges on loans and receivables for the period are annualised and divided by average loan book.

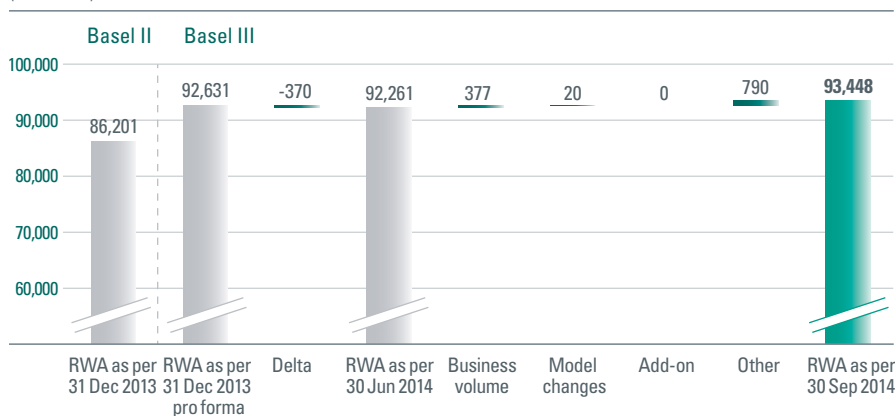
Total EAD decreased by EUR 2.1 billion from EUR 354.0 billion in the second quarter to EUR 351.9 billion in the third quarter of 2014. In terms of total RWA, an increase was noted of EUR 0.7 billion to EUR 115.7 billion in the same period. Rise in RWA was mainly driven by an increase in credit risk RWA for EUR 1.2 billion mainly due to Retail Banking, as a result

of a review and refinement of the risk parameters used for the residential mortgage portfolio. The increase for Retail Banking was partly offset by a decrease in RWA for Group Functions. RWA for Corporate Banking declined slightly by 0.6 billion to EUR 57.7 billion mainly due to a decline in market risk RWA.

## Credit risk

### RWA flow statement credit risk

(in millions)



## Credit risk mitigation

### Collateral & guarantees received as security of total financial assets and commitments

30 September 2014

| (in millions)                                  | Carrying amount | Collateral received                    |                       |                      |                                 | Total risk mitigation | Surplus collateral <sup>4)</sup> | Net exposure   |
|--|-----------------|--|-----------------------|----------------------|---------------------------------|-----------------------|----------------------------------|----------------|
|  |                 | Master netting agreement <sup>3)</sup> | Financial instruments | Property & equipment | Other collateral and guarantees |                       |                                  |                |
| <b>Loans and receivables - banks</b>           | <b>31,732</b>   | <b>8,648</b>                           | <b>15,646</b>         |                      |                                 | <b>24,294</b>         | <b>2,656</b>                     | <b>10,095</b>  |
| <b>Loans and receivables - customers</b>       |                 |  |                       |                      |                                 |                       |                                  |                |
| Residential mortgages <sup>1)</sup>            | 153,034         |  | 95                    | 204,883              | 5,327                           | 210,305               | 70,858                           | 13,587         |
| Other consumer loans                           | 15,507          |  | 4,008                 | 5,455                | 78                              | 9,541                 | 901                              | 6,867          |
| <b>Total consumer loans</b>                    | <b>168,542</b>  |  | <b>4,103</b>          | <b>210,338</b>       | <b>5,405</b>                    | <b>219,846</b>        | <b>71,759</b>                    | <b>20,455</b>  |
| Commercial loans <sup>1)</sup>                 | 82,533          | 197                                    | 15,686                | 29,909               | 5,466                           | 51,258                | 2,409                            | 33,684         |
| Other commercial loans <sup>2)</sup>           | 32,740          | 1,865                                  | 30,306                | 2,353                |                                 | 34,524                | 6,320                            | 4,536          |
| <b>Total commercial loans</b>                  | <b>115,273</b>  | <b>2,062</b>                           | <b>45,992</b>         | <b>32,262</b>        | <b>5,466</b>                    | <b>85,781</b>         | <b>8,728</b>                     | <b>38,220</b>  |
| Government and official institutions           | 1,576           | 1,126                                  | 23                    |                      | 130                             | 1,279                 |                                  | 298            |
| <b>Total Loans and receivables - customers</b> | <b>285,391</b>  | <b>3,188</b>                           | <b>50,118</b>         | <b>242,599</b>       | <b>11,001</b>                   | <b>306,905</b>        | <b>80,487</b>                    | <b>58,973</b>  |
| <b>Total Loans and receivables</b>             | <b>317,123</b>  | <b>11,836</b>                          | <b>65,763</b>         | <b>242,599</b>       | <b>11,001</b>                   | <b>331,199</b>        | <b>83,143</b>                    | <b>69,067</b>  |
| <b>Total on- and off-balance sheet</b>         | <b>509,517</b>  | <b>28,718</b>                          | <b>66,080</b>         | <b>245,087</b>       | <b>13,018</b>                   | <b>352,902</b>        | <b>83,556</b>                    | <b>240,170</b> |

1. Carrying amount includes fair value adjustments from hedge accounting and loan impairment allowances.

2. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.

3. Master netting agreement includes legal right to nett and cash collateral.

4. Surplus collateral is the amount of over-collateralisation, calculated on an individual basis. Net exposure represents the portfolio corrected for the surplus amount and gives a view on the potential shortfall in collateral on the total portfolio.

5. Off-balance sheet consists mainly of revocable credit facilities, in addition to committed credit facilities, guarantees and other commitments.

## Collateral &amp; guarantees received as security of total financial assets and commitments

30 June 2014

| (in millions)                                  | Carrying amount | Collateral received                    |                       |                      |                                 | Total risk mitigation | Surplus collateral <sup>4)</sup> | Net exposure   |
|--|-----------------|--|-----------------------|----------------------|---------------------------------|-----------------------|----------------------------------|----------------|
|  |                 | Master netting agreement <sup>3)</sup> | Financial instruments | Property & equipment | Other collateral and guarantees |                       |                                  |                |
| <b>Loans and receivables - banks</b>           | <b>30,016</b>   | <b>7,900</b>                           | <b>16,698</b>         |                      |                                 | <b>24,598</b>         | <b>2,827</b>                     | <b>8,245</b>   |
| <b>Loans and receivables - customers</b>       |                 |  |                       |                      |                                 |                       |                                  |                |
| Residential mortgages <sup>1)</sup>            | 153,265         |  | 114                   | 203,711              | 5,482                           | 209,306               | 70,040                           | 13,999         |
| Other consumer loans                           | 15,336          |  | 3,206                 | 5,523                | 87                              | 8,815                 | 343                              | 6,864          |
| <b>Total consumer loans</b>                    | <b>168,601</b>  |  | <b>3,319</b>          | <b>209,233</b>       | <b>5,569</b>                    | <b>218,122</b>        | <b>70,383</b>                    | <b>20,862</b>  |
| Commercial loans <sup>1)</sup>                 | 79,551          | 271                                    | 13,350                | 30,137               | 5,882                           | 49,641                | 1,774                            | 31,684         |
| Other commercial loans <sup>2)</sup>           | 31,933          | 2,303                                  | 28,030                | 2,472                |                                 | 32,805                | 6,152                            | 5,279          |
| <b>Total commercial loans</b>                  | <b>111,484</b>  | <b>2,574</b>                           | <b>41,380</b>         | <b>32,609</b>        | <b>5,882</b>                    | <b>82,446</b>         | <b>7,925</b>                     | <b>36,964</b>  |
| Government and official institutions           | 1,308           | 886                                    | 23                    |                      | 146                             | 1,054                 |                                  | 254            |
| <b>Total Loans and receivables - customers</b> | <b>281,393</b>  | <b>3,460</b>                           | <b>44,722</b>         | <b>241,843</b>       | <b>11,597</b>                   | <b>301,621</b>        | <b>78,309</b>                    | <b>58,080</b>  |
| <b>Total Loans and receivables</b>             | <b>311,408</b>  | <b>11,360</b>                          | <b>61,420</b>         | <b>241,843</b>       | <b>11,597</b>                   | <b>326,219</b>        | <b>81,135</b>                    | <b>66,325</b>  |
| <b>Total on- and off-balance sheet</b>         | <b>499,380</b>  | <b>23,373</b>                          | <b>63,495</b>         | <b>244,848</b>       | <b>13,571</b>                   | <b>345,288</b>        | <b>81,705</b>                    | <b>235,797</b> |

1. Carrying amount includes fair value adjustments from hedge accounting and loan impairment allowances.

2. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.

3. Master netting agreement includes legal right to nett and cash collateral.

4. Surplus collateral is the amount of over-collateralisation, calculated on an individual basis. Net exposure represents the portfolio corrected for the surplus amount and gives a view on the potential shortfall in collateral on the total portfolio.

5. Off-balance sheet consists mainly of revocable credit facilities, in addition to committed credit facilities, guarantees and other commitments.

## Collateral &amp; guarantees received as security of total financial assets and commitments

31 December 2013

| (in millions)                                  | Carrying amount | Collateral received                    |                       |                      |                                 | Total risk mitigation | Surplus collateral <sup>4)</sup> | Net exposure   |
|--|-----------------|--|-----------------------|----------------------|---------------------------------|-----------------------|----------------------------------|----------------|
|  |                 | Master netting agreement <sup>3)</sup> | Financial instruments | Property & equipment | Other collateral and guarantees |                       |                                  |                |
| <b>Loans and receivables - banks</b>           | <b>31,210</b>   | <b>7,198</b>                           | <b>8,383</b>          |                      |                                 | <b>15,581</b>         | <b>1,778</b>                     | <b>17,407</b>  |
| <b>Loans and receivables - customers</b>       |                 |  |                       |                      |                                 |                       |                                  |                |
| Residential mortgages <sup>1)</sup>            | 153,439         |  | 212                   | 208,018              | 5,410                           | 213,640               | 73,178                           | 12,977         |
| Other consumer loans                           | 15,628          |  | 1,889                 | 5,989                | 77                              | 7,955                 | 235                              | 7,908          |
| <b>Total consumer loans</b>                    | <b>169,067</b>  |  | <b>2,101</b>          | <b>214,007</b>       | <b>5,487</b>                    | <b>221,595</b>        | <b>73,413</b>                    | <b>20,885</b>  |
| Commercial loans <sup>1)</sup>                 | 80,659          | 274                                    | 14,872                | 28,921               | 9,086                           | 53,153                | 4,464                            | 31,970         |
| Other commercial loans <sup>2)</sup>           | 17,653          | 1                                      | 15,840                | 2,714                |                                 | 18,555                | 3,962                            | 3,060          |
| <b>Total commercial loans</b>                  | <b>98,312</b>   | <b>275</b>                             | <b>30,712</b>         | <b>31,635</b>        | <b>9,086</b>                    | <b>71,708</b>         | <b>8,426</b>                     | <b>35,030</b>  |
| Government and official institutions           | 768             | 360                                    | 23                    |                      | 159                             | 542                   |                                  | 226            |
| <b>Total Loans and receivables - customers</b> | <b>268,147</b>  | <b>635</b>                             | <b>32,836</b>         | <b>245,642</b>       | <b>14,732</b>                   | <b>293,845</b>        | <b>81,839</b>                    | <b>56,141</b>  |
| <b>Total Loans and receivables</b>             | <b>299,357</b>  | <b>7,833</b>                           | <b>41,219</b>         | <b>245,642</b>       | <b>14,732</b>                   | <b>309,426</b>        | <b>83,617</b>                    | <b>73,548</b>  |
| <b>Total on- and off-balance sheet</b>         | <b>473,546</b>  | <b>16,862</b>                          | <b>41,468</b>         | <b>247,540</b>       | <b>16,938</b>                   | <b>322,808</b>        | <b>83,923</b>                    | <b>234,661</b> |

1. Carrying amount includes fair value adjustments from hedge accounting and loan impairment allowances.

2. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.

3. Master netting agreement includes legal right to nett and cash collateral.

4. Surplus collateral is the amount of over-collateralisation, calculated on an individual basis. Net exposure represents the portfolio corrected for the surplus amount and gives a view on the potential shortfall in collateral on the total portfolio.

5. Off-balance sheet consists mainly of revocable credit facilities, in addition to committed credit facilities, guarantees and other commitments.

Risk mitigation for total loans and receivables increased by EUR 5.0 billion to EUR 331.2 billion compared with 30 June 2014. No major movements were noted in the risk mitigation for loans and receivables banks and total consumer loans. The risk mitigation for total commercial loans increased by EUR 3.3 billion to EUR 85.8 billion at

30 September 2014 whereas the carrying amount increased by EUR 3.8 billion to EUR 115.3 billion due to growth of the ECT clients portfolio. Net exposure of total commercial loans increased by EUR 1.3 billion to EUR 38.2 billion.

**Past due****Financial assets past due but not impaired**

When a counterparty is past due or exceeds its credit limit, all loans and receivables in the related credit arrangement are considered past due.

30 September 2014

| (in millions)                                  | Carrying amount |                                   | Days past due |                  |                  |            | Total past due but not impaired | Past due ratio |
|--|-----------------|-----------------------------------|---------------|------------------|------------------|------------|---------------------------------|----------------|
|  | Gross           | Assets not classified as impaired | < 30          | > 30 days & < 60 | > 60 days & < 90 | > 90       |                                 |                |
| <b>Loans and receivables - banks</b>           | <b>31,742</b>   | <b>31,733</b>                     |               |                  |                  |            |                                 | <b>0.0%</b>    |
| <b>Loans and receivables - customers</b>       |                 |                                   |               |                  |                  |            |                                 |                |
| Residential mortgages <sup>1)</sup>            | 153,633         | 152,008                           | 3,254         | 493              | 125              |            | 3,872                           | 2.5%           |
| Other consumer loans <sup>2)</sup>             | 16,151          | 15,236                            | 376           | 106              | 50               | 132        | 665                             | 4.1%           |
| <b>Total consumer loans</b>                    | <b>169,784</b>  | <b>167,244</b>                    | <b>3,630</b>  | <b>599</b>       | <b>175</b>       | <b>132</b> | <b>4,537</b>                    | <b>2.7%</b>    |
| Commercial loans <sup>1)</sup>                 | 86,223          | 80,999                            | 870           | 81               | 124              | 653        | 1,728                           | 2.0%           |
| Other commercial loans <sup>3)</sup>           | 32,872          | 32,626                            | 73            | 4                | 2                | 14         | 94                              | 0.3%           |
| <b>Total commercial loans</b>                  | <b>119,095</b>  | <b>113,625</b>                    | <b>943</b>    | <b>85</b>        | <b>127</b>       | <b>667</b> | <b>1,822</b>                    | <b>1.5%</b>    |
| Government and official institutions           | 1,576           | 1,576                             |               |                  |                  |            |                                 | 0.0%           |
| <b>Total Loans and receivables - customers</b> | <b>290,455</b>  | <b>282,445</b>                    | <b>4,573</b>  | <b>684</b>       | <b>302</b>       | <b>799</b> | <b>6,359</b>                    | <b>2.2%</b>    |
| <b>Total Loans and receivables</b>             | <b>322,197</b>  | <b>314,178</b>                    | <b>4,573</b>  | <b>684</b>       | <b>302</b>       | <b>799</b> | <b>6,359</b>                    | <b>2.0%</b>    |
| <b>Total on-balance sheet financial assets</b> | <b>329,212</b>  | <b>321,177</b>                    | <b>4,626</b>  | <b>693</b>       | <b>318</b>       | <b>819</b> | <b>6,456</b>                    | <b>2.0%</b>    |

1. Gross carrying amount includes fair value adjustments from hedge accounting.

2. Consumer loans in the programme lending portfolio that are more than 90 days past due are immediately impaired.

3. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.

30 June 2014

| (in millions)                           | Carrying amount |                                   | Days past due |                  |                  |       | Total past due but not impaired | Past due ratio |
|---|-----------------|-----------------------------------|---------------|------------------|------------------|-------|---------------------------------|----------------|
|   | Gross           | Assets not classified as impaired | < 30          | > 30 days & < 60 | > 60 days & < 90 | > 90  |                                 |                |
|   |                 |                                   |               |                  |                  |       |                                 |                |
| Loans and receivables - banks           | 30,038          | 30,016                            |               |                  |                  |       |                                 | 0.0%           |
| Loans and receivables - customers       |                 |                                   |               |                  |                  |       |                                 |                |
| Residential mortgages <sup>1)</sup>     | 153,914         | 152,185                           | 3,541         | 469              | 141              |       | 4,152                           | 2.7%           |
| Other consumer loans <sup>2)</sup>      | 15,985          | 15,132                            | 403           | 113              | 55               | 169   | 740                             | 4.6%           |
| Total consumer loans                    | 169,899         | 167,318                           | 3,944         | 582              | 196              | 169   | 4,892                           | 2.9%           |
| Commercial loans <sup>1)</sup>          | 83,310          | 78,230                            | 1,044         | 218              | 223              | 823   | 2,308                           | 2.8%           |
| Other commercial loans <sup>3)</sup>    | 32,060          | 31,897                            | 17            | 4                | 7                | 19    | 46                              | 0.1%           |
| Total commercial loans                  | 115,370         | 110,127                           | 1,061         | 222              | 229              | 841   | 2,354                           | 2.0%           |
| Government and official institutions    | 1,308           | 1,308                             |               |                  |                  |       |                                 | 0.0%           |
| Total Loans and receivables - customers | 286,578         | 278,753                           | 5,005         | 804              | 426              | 1,010 | 7,245                           | 2.5%           |
| Total Loans and receivables             | 316,616         | 308,769                           | 5,005         | 804              | 426              | 1,010 | 7,245                           | 2.3%           |
| Total on-balance sheet financial assets | 323,136         | 315,274                           | 5,115         | 824              | 429              | 1,014 | 7,382                           | 2.3%           |

1. Gross carrying amount includes fair value adjustments from hedge accounting.

2. Consumer loans in the programme lending portfolio that are more than 90 days past due are immediately impaired.

3. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.

31 December 2013

|   | Carrying amount |                                   | Days past due |                  |                  |      |                                 |                |
|---|-----------------|-----------------------------------|---------------|------------------|------------------|------|---------------------------------|----------------|
|   |                 | Assets not classified as impaired |               |                  |                  |      | Total past due but not impaired | Past due ratio |
| (in millions)                           | Gross           |                                   | < 30          | > 30 days & < 60 | > 60 days & < 90 | > 90 |                                 |                |
| Loans and receivables - banks           | 31,234          | 31,211                            |               |                  |                  |      |                                 | 0.0%           |
| Loans and receivables - customers       |                 |                                   |               |                  |                  |      |                                 |                |
| Residential mortgages <sup>1)</sup>     | 154,024         | 152,285                           | 3,444         | 519              | 145              |      | 4,108                           | 2.7%           |
| Other consumer loans <sup>2)</sup>      | 16,241          | 15,354                            | 461           | 115              | 78               | 231  | 885                             | 5.4%           |
| Total consumer loans                    | 170,265         | 167,639                           | 3,905         | 634              | 223              | 231  | 4,993                           | 2.9%           |
| Commercial loans <sup>1)</sup>          | 84,330          | 79,292                            | 1,426         | 219              | 140              | 565  | 2,350                           | 2.8%           |
| Other commercial loans <sup>3)</sup>    | 17,759          | 17,622                            | 31            | 2                | 1                | 2    | 36                              | 0.2%           |
| Total commercial loans                  | 102,089         | 96,914                            | 1,457         | 221              | 141              | 567  | 2,386                           | 2.3%           |
| Government and official institutions    | 768             | 768                               |               |                  |                  |      |                                 | 0.0%           |
| Total Loans and receivables - customers | 273,122         | 265,321                           | 5,362         | 855              | 364              | 798  | 7,379                           | 2.7%           |
| Total Loans and receivables             | 304,357         | 296,533                           | 5,362         | 855              | 364              | 798  | 7,379                           | 2.4%           |
| Total on-balance sheet financial assets | 308,967         | 301,130                           | 5,410         | 880              | 371              | 807  | 7,468                           | 2.4%           |

1. Gross carrying amount includes fair value adjustments from hedge accounting.

2. Consumer loans in the programme lending portfolio that are more than 90 days past due are immediately impaired.

3. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.



The total past due exposure at 30 September 2014 decreased to 2.0% from 2.3% at 30 June 2014. This decline is visible in consumer loans as well as commercial loans. The decrease in consumer loans was related to the

modest recovery of the Dutch economy. The decrease in past due exposure for commercial loans was the result of stricter monitoring of our clients.

## Impaired loans

### Loan impairment charges and allowances

| (in millions)  | Q3 2014     |                          |                |            |              | Q3 2013   |                          |                |            |              |
|--|-------------|--------------------------|----------------|------------|--------------|-----------|--------------------------|----------------|------------|--------------|
|  | Banks       | Com-<br>mercial<br>loans | Consumer loans |            | Total        | Banks     | Com-<br>mercial<br>loans | Consumer loans |            | Total        |
|  |             |                          | Mort-<br>gages | Other      |              |           |                          | Mort-<br>gages | Other      |              |
| <b>Balance as at begin of period</b>   | <b>22</b>   | <b>3,887</b>             | <b>649</b>     | <b>649</b> | <b>5,207</b> | <b>24</b> | <b>3,756</b>             | <b>463</b>     | <b>514</b> | <b>4,757</b> |
| Impairment charges for the period  |             | 369                      | 74             | 59         | 501          |           | 242                      | 121            | 106        | 469          |
| Reversal of impairment allowances no longer required                                 | - 14        | - 133                    | - 42           | - 15       | - 204        | - 204     | - 32                     | - 8            | - 244      | - 244        |
| Recoveries of amounts previously written-off   |             | - 3                      | - 2            | - 8        | - 13         | - 2       | - 2                      | - 9            | - 13       | - 13         |
| <b>Total impairment charges on loans and other receivables</b>                       | <b>- 14</b> | <b>233</b>               | <b>29</b>      | <b>36</b>  | <b>285</b>   |           | <b>36</b>                | <b>87</b>      | <b>89</b>  | <b>212</b>   |
| Amount recorded in interest income from unwinding of discounting                     |             | - 12                     | - 42           | - 3        | - 57         |           | - 8                      | - 1            | - 2        | - 11         |
| Currency translation differences   | 1           | 58                       |                |            | 59           |           | - 32                     |                | - 1        | - 33         |
| Amounts written-off (net)  |             | - 321                    | - 48           | - 51       | - 420        |           | - 242                    | - 49           | - 37       | - 328        |
| Reserve for unearned interest accrued on impaired loans                              |             | 11                       | 8              | - 5        | 14           |           | 15                       |                | 2          | 17           |
| Other adjustments  |             | - 33                     | 1              | 18         | - 14         |           | - 2                      | 15             | - 2        | 11           |
| <b>Balance as at end of period</b>   | <b>10</b>   | <b>3,822</b>             | <b>599</b>     | <b>644</b> | <b>5,074</b> | <b>24</b> | <b>3,523</b>             | <b>515</b>     | <b>563</b> | <b>4,625</b> |
| <b>Reconciliation from reported to underlying impairment charges</b>                 |             |                          |                |            |              |           |                          |                |            |              |
| <b>Total reported on-balance impairment charges on loans and other receivables</b>   | <b>- 14</b> | <b>233</b>               | <b>29</b>      | <b>36</b>  | <b>285</b>   |           | <b>36</b>                | <b>87</b>      | <b>89</b>  | <b>212</b>   |
| Greek releases   |             |                          |                |            |              |           | 135                      |                |            | 135          |
| Madoff releases  |             |                          |                |            |              |           |                          |                |            |              |
| <b>Total underlying on-balance impairment charges on loans and other receivables</b> | <b>- 14</b> | <b>233</b>               | <b>29</b>      | <b>36</b>  | <b>285</b>   |           | <b>171</b>               | <b>87</b>      | <b>89</b>  | <b>347</b>   |

The underlying impairment charges in Q3 2014 decreased by EUR 62 million, to EUR 285 million, compared with the same period in 2013. The drop in in impairment charges is primarily driven by lower loan impairments on mortgages and other consumer loans.

Loan impairments charges for commercial loans rose as result of a few large additions for specific files in the third quarter of 2014.

Write-offs in the third quarter of 2014 went up by EUR 92 million to EUR 420 million compared with the same period last year, excluding special items the write-offs increased by EUR 182 million. Commercial loans was the main contributor to the higher write-offs.

| (in millions)  | Nine months 2014 |                          |                |            |              | Nine months 2013 |                          |                |            |              |
|--|------------------|--------------------------|----------------|------------|--------------|------------------|--------------------------|----------------|------------|--------------|
|  | Consumer loans   |                          |                |            |              | Consumer loans   |                          |                |            |              |
|  | Banks            | Com-<br>mercial<br>loans | Mort-<br>gages | Other      | Total        | Banks            | Com-<br>mercial<br>loans | Mort-<br>gages | Other      | Total        |
| <b>Balance as at 1 January</b>   | <b>24</b>        | <b>3,778</b>             | <b>585</b>     | <b>612</b> | <b>4,999</b> | <b>28</b>        | <b>4,697</b>             | <b>370</b>     | <b>445</b> | <b>5,540</b> |
| Impairment charges for the period  | 1                | 970                      | 348            | 229        | 1,548        |                  | 912                      | 338            | 269        | 1,519        |
| Reversal of impairment allowances no longer required                                 | - 16             | - 289                    | - 166          | - 50       | - 521        | - 4              | - 960                    | - 68           | - 22       | - 1,054      |
| Recoveries of amounts previously written-off   |                  | - 6                      | - 6            | - 29       | - 40         |                  | - 5                      | - 4            | - 29       | - 38         |
| <b>Total impairment charges on loans and other receivables</b>                       | <b>- 16</b>      | <b>675</b>               | <b>177</b>     | <b>150</b> | <b>986</b>   | <b>- 4</b>       | <b>- 53</b>              | <b>266</b>     | <b>218</b> | <b>427</b>   |
| Amount recorded in interest income from unwinding of discounting                     |                  | - 35                     | - 51           | - 8        | - 94         |                  | - 21                     | - 3            | - 6        | - 30         |
| Currency translation differences   | 1                | 61                       |                |            | 63           |                  | - 16                     |                | - 1        | - 17         |
| Amounts written-off (net)  |                  | - 649                    | - 140          | - 125      | - 914        |                  | - 1,120                  | - 131          | - 96       | - 1,347      |
| Reserve for unearned interest accrued on impaired loans                              |                  | 29                       | 27             | - 4        | 51           |                  | 35                       |                | 5          | 40           |
| Other adjustments  | - 0              | - 37                     | 1              | 19         | - 18         |                  | 1                        | 13             | - 2        | 12           |
| <b>Balance as at end of period</b>   | <b>10</b>        | <b>3,822</b>             | <b>599</b>     | <b>644</b> | <b>5,074</b> | <b>24</b>        | <b>3,523</b>             | <b>515</b>     | <b>563</b> | <b>4,625</b> |
| <b>Reconciliation from reported to underlying impairment charges</b>                 |                  |                          |                |            |              |                  |                          |                |            |              |
| <b>Total reported on-balance impairment charges on loans and other receivables</b>   | <b>- 16</b>      | <b>675</b>               | <b>177</b>     | <b>150</b> | <b>986</b>   | <b>- 4</b>       | <b>- 53</b>              | <b>266</b>     | <b>218</b> | <b>427</b>   |
| Greek releases   |                  |                          |                |            |              |                  | 432                      |                |            | 432          |
| Madoff releases  |                  |                          |                |            |              |                  | 252                      |                |            | 252          |
| <b>Total underlying on-balance impairment charges on loans and other receivables</b> | <b>- 16</b>      | <b>675</b>               | <b>177</b>     | <b>150</b> | <b>986</b>   | <b>- 4</b>       | <b>631</b>               | <b>266</b>     | <b>218</b> | <b>1,111</b> |

Comparing the underlying impairment charges in the first nine months of 2014 with the same period last year, the loan impairment charges decreased by EUR 125 million, to EUR 986 million. The drop in impairment charges is primarily driven by lower loan impairments on mortgages and other consumer loans.

Loan impairments charges for commercial loans rose as result of a few larger additions for specific files in the third quarter of 2014.

Write-offs for the first three quarters of 2014 decreased by EUR 433 million to EUR 914 million from EUR 1,347 million compared with the same period last year. This decrease was mainly driven by special items for an amount of EUR 393 million. Excluding the special items the write-offs decreased with EUR 40 million.

## Coverage and impaired ratio

30 September 2014

| (in millions)                                   | Gross carrying amount | Impaired exposures | Allowances for Impairments for identified credit risk | Coverage ratio | Impaired ratio |
|---|-----------------------|--------------------|---|----------------|----------------|
| <b>Loans and receivables - banks</b>            | <b>31,742</b>         | <b>9</b>           | <b>- 9</b>  | <b>100.0%</b>  | <b>0.0%</b>    |
| <b>Loans and receivables - customers</b>        |                       |                    |   |                |                |
| Residential mortgages <sup>1)</sup>             | 153,633               | 1,625              | - 465   | 28.6%          | 1.1%           |
| Other consumer loans                            | 16,151                | 915                | - 526   | 57.5%          | 5.7%           |
| <b>Total consumer loans</b>                     | <b>169,784</b>        | <b>2,540</b>       | <b>- 991</b>  | <b>39.0%</b>   | <b>1.5%</b>    |
| Commercial loans <sup>1)</sup>                  | 86,223                | 5,224              | - 3,208   | 61.4%          | 6.1%           |
| Other commercial loans <sup>2)</sup>            | 32,872                | 246                | - 114   | 46.2%          | 0.7%           |
| <b>Total commercial loans</b>                   | <b>119,095</b>        | <b>5,470</b>       | <b>- 3,322</b>  | <b>60.7%</b>   | <b>4.6%</b>    |
| Government and official institutions            | 1,576                 |                    |   |                |                |
| <b>Total Loans and receivables - customers</b>  | <b>290,455</b>        | <b>8,010</b>       | <b>- 4,313</b>  | <b>53.8%</b>   | <b>2.8%</b>    |
| <b>Total Loans and receivables<sup>3)</sup></b> | <b>322,197</b>        | <b>8,019</b>       | <b>- 4,322</b>  | <b>53.9%</b>   | <b>2.5%</b>    |
| <b>Total</b>                                    | <b>436,382</b>        | <b>8,055</b>       | <b>- 4,328</b>  | <b>53.7%</b>   | <b>1.8%</b>    |

1. Gross carrying amount includes fair value adjustments from hedge accounting.

2. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.

3. Amounts excluding Incurred But Not Identified (IBNI).

30 June 2014

| (in millions)                                   | Gross carrying amount | Impaired exposures | Allowances for Impairments for identified credit risk | Coverage ratio | Impaired ratio |
|---|-----------------------|--------------------|---|----------------|----------------|
| <b>Loans and receivables - banks</b>            | <b>30,038</b>         | <b>22</b>          | <b>- 22</b>   | <b>100.0%</b>  | <b>0.1%</b>    |
| <b>Loans and receivables - customers</b>        |                       |                    |   |                |                |
| Residential mortgages <sup>1)</sup>             | 153,914               | 1,729              | - 516   | 29.8%          | 1.1%           |
| Other consumer loans                            | 15,985                | 853                | - 535   | 62.7%          | 5.3%           |
| <b>Total consumer loans</b>                     | <b>169,899</b>        | <b>2,581</b>       | <b>- 1,051</b>  | <b>40.7%</b>   | <b>1.5%</b>    |
| Commercial loans <sup>1)</sup>                  | 83,310                | 5,080              | - 3,250   | 64.0%          | 6.1%           |
| Other commercial loans <sup>2)</sup>            | 32,060                | 164                | - 109   | 66.3%          | 0.5%           |
| <b>Total commercial loans</b>                   | <b>115,370</b>        | <b>5,243</b>       | <b>- 3,359</b>  | <b>64.1%</b>   | <b>4.5%</b>    |
| Government and official institutions            | 1,308                 |                    |   |                |                |
| <b>Total Loans and receivables - customers</b>  | <b>286,578</b>        | <b>7,825</b>       | <b>- 4,409</b>  | <b>56.3%</b>   | <b>2.7%</b>    |
| <b>Total Loans and receivables<sup>3)</sup></b> | <b>316,616</b>        | <b>7,846</b>       | <b>- 4,431</b>  | <b>56.5%</b>   | <b>2.5%</b>    |
| <b>Total</b>                                    | <b>426,687</b>        | <b>7,868</b>       | <b>- 4,436</b>  | <b>56.4%</b>   | <b>1.8%</b>    |

1. Gross carrying amount includes fair value adjustments from hedge accounting.

2. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.

3. Amounts excluding Incurred But Not Identified (IBNI).

31 December 2013

| (in millions)                                   | Gross carrying amount | Impaired exposures | Allowances for Impairments for identified credit risk | Coverage ratio | Impaired ratio |
|---|-----------------------|--------------------|---|----------------|----------------|
| <b>Loans and receivables - banks</b>            | <b>31,234</b>         | <b>23</b>          | <b>- 23</b>   | <b>100.0%</b>  | <b>0.1%</b>    |
| <b>Loans and receivables - customers</b>        |                       |                    |   |                |                |
| Residential mortgages <sup>1)</sup>             | 154,024               | 1,739              | - 472   | 27.1%          | 1.1%           |
| Other consumer loans                            | 16,241                | 887                | - 512   | 57.7%          | 5.5%           |
| <b>Total consumer loans</b>                     | <b>170,265</b>        | <b>2,626</b>       | <b>- 984</b>  | <b>37.5%</b>   | <b>1.5%</b>    |
| Commercial loans <sup>1)</sup>                  | 84,330                | 5,038              | - 3,237   | 64.3%          | 6.0%           |
| Other commercial loans <sup>2)</sup>            | 17,759                | 137                | - 86  | 62.9%          | 0.8%           |
| <b>Total commercial loans</b>                   | <b>102,089</b>        | <b>5,175</b>       | <b>- 3,323</b>  | <b>64.2%</b>   | <b>5.1%</b>    |
| Government and official institutions            | 768                   |                    |   |                |                |
| <b>Total Loans and receivables - customers</b>  | <b>273,122</b>        | <b>7,801</b>       | <b>- 4,307</b>  | <b>55.2%</b>   | <b>2.9%</b>    |
| <b>Total Loans and receivables<sup>3)</sup></b> | <b>304,357</b>        | <b>7,824</b>       | <b>- 4,330</b>  | <b>55.3%</b>   | <b>2.6%</b>    |
| <b>Total</b>                                    | <b>410,492</b>        | <b>7,845</b>       | <b>- 4,335</b>  | <b>55.3%</b>   | <b>1.9%</b>    |

1. Gross carrying amount includes fair value adjustments from hedge accounting.

2. Other commercial loans consists of reverse repurchase agreements, securities borrowing transactions, financial lease receivables and factoring.

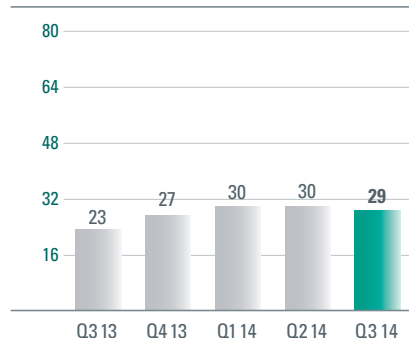
3. Amounts excluding Incurred But Not Identified (IBNI).

In the third quarter of 2014 the impaired ratio for the total loans and receivables remained stable at 2.5%. The coverage ratio decreased from 56.5% at 30 June 2014 to 53.9% at 30 September 2014.

Due to write-offs of impaired loans with in general higher provisioning levels, the coverage ratio for total commercial loans decreased from 64.1% in the second quarter of 2014 to 60.7% in the third quarter of 2014.

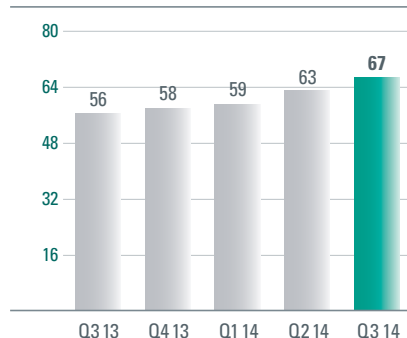
### Coverage ratio - mortgages

(in %)



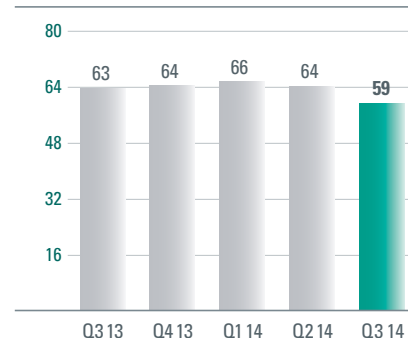
### Coverage ratio - other consumer loans

(in %)



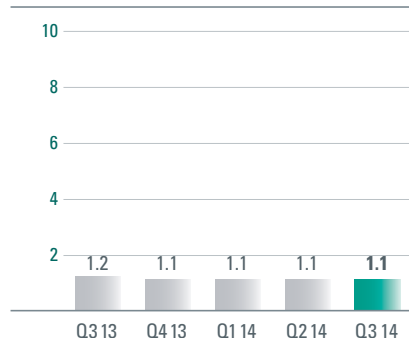
### Coverage ratio - commercial loans

(in %)



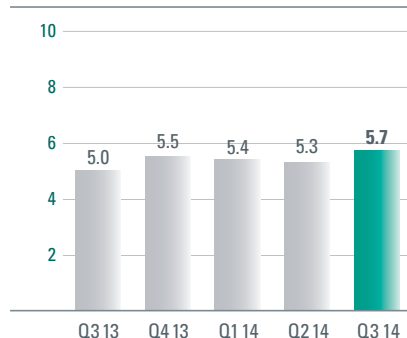
### Impaired ratio - mortgages

(in %)



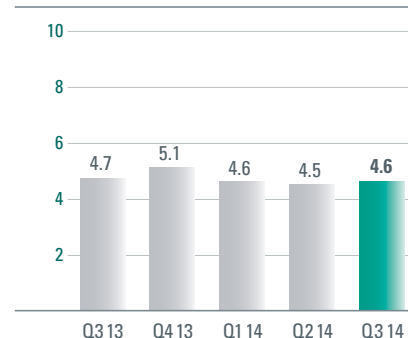
### Impaired ratio - other consumer loans

(in %)



### Impaired ratio - commercial loans

(in %)



Coverage ratio for mortgages remained relatively stable in the first three quarters of this year. The coverage ratio for the commercial loans decreased in the third quarter of 2014, after fairly stable figures earlier this year. For the other consumer loans the coverage ratio declined to 57.5% in the last quarter, as a result of a relatively higher

increase of the impaired exposure compared to the allowances for impairments.

Impaired ratio remained quite stable in the first quarters of this year for mortgages, other consumer loans as well as commercial loans.

### Impaired loans by industry

| (in millions)   | 30 September 2014  |   | 30 June 2014       |   | 31 December 2013   |   |
|---|--------------------|---|--------------------|---|--------------------|---|
|   | Impaired exposures | Allowances for impairments for identified credit risk | Impaired exposures | Allowances for impairments for identified credit risk | Impaired exposures | Allowances for impairments for identified credit risk |
| <b>Industry sector</b>  |                    |   |                    |   |                    |   |
| Banks   | 9                  | - 9   | 22                 | - 22  | 23                 | - 23  |
| Financial services <sup>1)</sup>                              | 759                | - 697   | 825                | - 734   | 720                | - 674   |
| Industrial goods and services                                 | 1,645              | - 770   | 1,430              | - 724   | 1,374              | - 721   |
| Real Estate   | 774                | - 468   | 709                | - 451   | 819                | - 520   |
| Oil and gas   | 51                 | - 51  | 82                 | - 81  | 105                | - 104   |
| Food and beverage   | 430                | - 247   | 385                | - 252   | 421                | - 250   |
| Retail  | 535                | - 310   | 547                | - 339   | 517                | - 292   |
| Basic Resources   | 248                | - 156   | 234                | - 141   | 208                | - 121   |
| Healthcare  | 86                 | - 42  | 49                 | - 25  | 48                 | - 25  |
| Construction and materials                                    | 434                | - 291   | 416                | - 294   | 381                | - 271   |
| Travel and leisure  | 270                | - 132   | 264                | - 147   | 272                | - 139   |
| Other <sup>2)</sup>   | 299                | - 173   | 275                | - 151   | 380                | - 274   |
| <b>Subtotal Industry Classification Benchmark</b>             | <b>5,541</b>       | <b>- 3,345</b>  | <b>5,236</b>       | <b>- 3,361</b>  | <b>5,268</b>       | <b>- 3,414</b>  |
| Private individuals (non-Industry Classification Benchmark)   | 2,513              | - 982   | 2,630              | - 1,074   | 2,577              | - 921   |
| Public administration (non-Industry Classification Benchmark) |                    |   | 2                  | - 1   |                    |   |
| <b>Subtotal non-Industry Classification Benchmark</b>         | <b>2,513</b>       | <b>- 982</b>  | <b>2,631</b>       | <b>- 1,075</b>  | <b>2,577</b>       | <b>- 921</b>  |
| <b>Total<sup>3)</sup></b>                                     | <b>8,055</b>       | <b>- 4,328</b>  | <b>7,868</b>       | <b>- 4,436</b>  | <b>7,845</b>       | <b>- 4,335</b>  |

1. Financial services include asset managers, credit card companies and providers of personal financial services and securities and brokers.

2. Other includes, personal and household goods, media, technology, automobiles and parts, chemicals, telecommunication and insurance, in addition to unclassified.

3. Amounts excluding Incurred But Not Identified (IBNI).

The impaired exposure increased marginally by EUR 0.2 billion in the third quarter of this year to EUR 8.1 billion at 30 September 2014. This increase was mainly driven by one highly collateralised client in the Industrial goods and services industry. Some smaller movements are noted in Financial services, Real estate,

Oil and Gas, Food and beverage, Healthcare and Construction and materials.

Allowances for impairments decreased slightly at 30 September 2014 compared with 30 June 2014.

## Developments in specific portfolios

### Residential mortgages

The Dutch housing market has further recovered. Demand among prospective buyers is growing as a result of the clarity provided on the government's housing market policy and low mortgage interest rates. According to Statistics Netherlands (CBS), the number of transactions in the Dutch housing market rose by 38% for the first nine months of 2014 compared with the same period in 2013. House prices continued to rise in the two previous quarters compared with last year. However, a significant number of homeowners are still facing potential residual debt, which has a negative impact on residential mobility.

Extra repayments on existing mortgages and tighter mortgage lending conditions, such as lowering the maximum LtMV from 105% to 104% (as from January 2014) and discouraging interest only mortgages (because of discontinued tax deductibility of paid interest), are expected to improve the residual debt situation in the long run. A further increase in house prices, however, would be necessary to improve the situation substantially.

Comparing ABN AMRO's mortgage production volume for the third quarter of 2014 with the second quarter of this year, the volume increased to EUR 2.2 billion from

EUR 1.9 billion. Production volume for the first nine months of this year is EUR 6.1 billion compared with EUR 4.9 billion for the same period last year. Higher production volumes reflect the upturn in the housing market. The NHG part of the new mortgage production declined in the third quarter of 2014 to 52% compared with 56% in the second quarter of 2014 and 51% in the first quarter of 2014. Maximum NHG amounts were lowered as from 1 July 2014 to EUR 265,000. NHG amounts will eventually be lowered to EUR 245,000 as from 1 July 2015.

In the third quarter extra repayments together with contractual repayments exceeded the new production volume, resulting in a marginally lower residential mortgage portfolio compared with the second quarter of 2014 and year-end 2013. It should be noted that 20% of extra repayments are made by homeowners with a LtMV higher than 100%.

Redemptions remained high partly as result of low interest rates on saving accounts. Other reasons for redemptions are incentives for specific fiscal arrangements, such as temporary tax exemptions on donations until the end of 2014, under the condition that the amount is used to buy a home or reduce a mortgage debt.

### Key residential mortgage indicators

| (in millions)   | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|---|-------------------|--------------|------------------|
| Gross carrying amount excl. fair value adjustment from hedge accounting | 149,637           | 150,040      | 150,493          |
| <i>Of which Nationale Hypotheek Garantie</i>                            | 37,138            | 36,845       | 35,603           |
| Fair value adjustment from hedge accounting                             | 3,996             | 3,874        | 3,531            |
| Gross carrying amount   | 153,633           | 153,914      | 154,024          |
| Exposure at Default <sup>1)</sup>                                       | 161,006           | 161,168      | 160,165          |
| Risk-weighted assets <sup>1)</sup>                                      | 22,421            | 20,167       | 19,823           |
| Risk-weighted assets/Exposure at Default                                | 13.9%             | 12.5%        | 12.4%            |
| Forbearance ratio <sup>2)</sup>   |                   | 1.2%         | 1.6%             |
| Past due but not impaired   | 3,872             | 4,152        | 4,108            |
| Past due ratio  | 2.5%              | 2.7%         | 2.7%             |
| Coverage ratio  | 28.6%             | 29.8%        | 27.1%            |
| Impaired ratio  | 1.1%              | 1.1%         | 1.1%             |
| Average Loan-to-Market-Value  | 84%               | 84%          | 84%              |
| Average Loan-to-Market-Value - excluding NHG                            | 80%               | 81%          | 80%              |
| Collateral  | 210,305           | 209,306      | 213,640          |
| Collateral/carrying amount  | 136.9%            | 136.0%       | 138.7%           |

1. 2013 figures are reported under Basel II and the 2014 figures are reported using the Basel III (CRR/CRD IV) framework. Under Basel III 2013 pro-forma figures are: EAD (157,902); RWA (18,840).

2. ABN AMRO doesn't report forbearance figures in the first and third quarter of 2014.

The gross carrying amount of residential mortgages declined in the third quarter of 2014 slightly due to redemptions which exceeded new mortgage production. Exposure at default remained fairly stable at EUR 161 billion and RWA increased by EUR 2.3 billion to EUR 22.4 billion. RWA increased mainly as a result of a review and refinement of the risk parameters used for the residential mortgage portfolio.

The mortgage portfolio in arrears (past due up to 90 days) was considerably lower at EUR 3.9 billion compared with EUR 4.2 billion at 30 June 2014. The decrease in the past due portfolio is related to the modest recovery of the Dutch economy.

The coverage ratio decreased slightly as a result of both lower impaired exposures and allowances for impairments. The decrease in allowances related to a reduction in impaired exposures was the result of a lower inflow into and a higher outflow out of the impaired portfolio. The impaired ratio remained stable in Q3 2014.

The average LtMV of the mortgage portfolio as per 30 September 2014 improved marginally to 84% compared with 85% at 30 June 2014 and 84% at year-end 2013. The improvement of the LtMV in the third quarter was mainly the result of a combination of extra repayments and increased house prices. Collateral divided by the carrying amount improved slightly from 136.0% to 136.9% mainly as a result of higher house prices.

In order to prevent losses for both clients and the bank, ABN AMRO continues to closely monitor mortgage portfolio developments and takes measures that focus on the client's ability to pay. For example, the bank actively approaches clients with a high mortgage LtMV. Advice to these clients varies from budget coaching to making higher or extra repayments on existing mortgages. Additionally, clients may still prepay the part of their mortgage in excess of the market value of their house without a penalty.

### Residential mortgages to indexed market value

| (in millions)                                     | 30 September 2014     |                     |            |              | 30 June 2014          |                     |            |              | 31 December 2013      |                     |            |              |
|---|-----------------------|---------------------|------------|--------------|-----------------------|---------------------|------------|--------------|-----------------------|---------------------|------------|--------------|
|   | Gross carrying amount | Percentage of total | Guaranteed | Unguaranteed | Gross carrying amount | Percentage of total | Guaranteed | Unguaranteed | Gross carrying amount | Percentage of total | Guaranteed | Unguaranteed |
| <b>Loan-to-Market Value category<sup>1)</sup></b> |                       |                     |            |              |                       |                     |            |              |                       |                     |            |              |
| <50%  | 23,331                | 15.6%               | 1.6%       | 14.0%        | 23,010                | 15.3%               | 1.6%       | 13.7%        | 23,726                | 15.8%               | 1.6%       | 14.2%        |
| 50% - 80%   | 36,164                | 24.2%               | 4.0%       | 20.2%        | 35,559                | 23.7%               | 3.8%       | 19.9%        | 36,175                | 24.0%               | 3.7%       | 20.3%        |
| 80% - 90%   | 16,022                | 10.7%               | 2.6%       | 8.1%         | 15,654                | 10.5%               | 2.5%       | 8.0%         | 15,583                | 10.3%               | 2.4%       | 8.0%         |
| 90% - 100%  | 19,425                | 13.0%               | 3.9%       | 9.1%         | 18,817                | 12.5%               | 3.5%       | 9.0%         | 18,842                | 12.5%               | 3.3%       | 9.2%         |
| 100% - 110%                                       | 21,979                | 14.7%               | 5.8%       | 8.9%         | 21,863                | 14.6%               | 5.5%       | 9.1%         | 21,346                | 14.2%               | 5.0%       | 9.2%         |
| >110%   | 30,295                | 20.2%               | 6.9%       | 13.3%        | 32,757                | 21.8%               | 7.5%       | 14.3%        | 32,598                | 21.7%               | 7.7%       | 14.0%        |
| Unclassified <sup>2)</sup>                        | 2,421                 | 1.6%                |            |              | 2,380                 | 1.6%                |            |              | 2,223                 | 1.5%                |            |              |
| <b>Total</b>                                      | <b>149,637</b>        | <b>100%</b>         |            |              | <b>150,040</b>        | <b>100%</b>         |            |              | <b>150,493</b>        | <b>100%</b>         |            |              |

1. ABN AMRO calculates the Loan-to-Market Value using the indexation of the CBS (Statistics Netherlands).

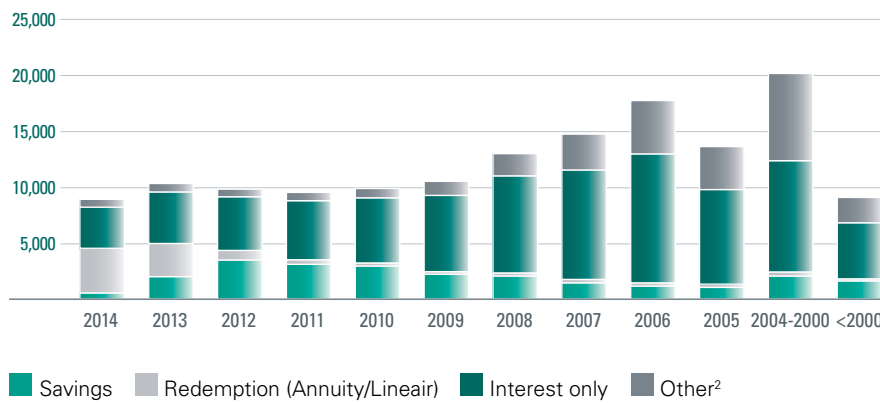
2. The unclassified portfolio comprises smaller portfolios that are administered by external service providers.

The LtMV distribution for the portfolio is fairly stable. Average LtMV of the mortgage portfolio is 84% as per 30 September 2014. NHG mortgages have an average

LTMV of 95%, around half of these loans have a LtMV of more than 100%. The average LtMV, excluding the NHG part is 80%.

### Breakdown of the mortgage portfolio by year of loan production<sup>1</sup>

(in millions)



<sup>1</sup> Production includes the new mortgage production and all mortgages with a modification date.

<sup>2</sup> Other includes universal life, life investment, hybrid, other and unclassified mortgage types. The hybrid portfolio consists of a combination of savings and investment mortgages.

As from January 2013 tax deductibility for new mortgages is limited to mortgages with a repayment schedule based on an annuity or linear scheme. As a result, redeeming mortgages, especially mortgages with an annuity

redemption scheme, are now the largest category in new production. The change in the portfolio is more gradual, as new production is relatively small compared with the total portfolio.

### Breakdown of residential mortgage portfolio by loan type

| (in millions)                        | 30 September 2014     |                     | 30 June 2014          |                     | 31 December 2013      |                     |
|--------------------------------------|-----------------------|---------------------|-----------------------|---------------------|-----------------------|---------------------|
|                                      | Gross carrying amount | Percentage of total | Gross carrying amount | Percentage of total | Gross carrying amount | Percentage of total |
| Interest only (partially)            | 49,524                | 33%                 | 50,327                | 34%                 | 50,521                | 34%                 |
| Interest only (100%)                 | 34,777                | 23%                 | 35,313                | 24%                 | 36,387                | 24%                 |
| Redeeming mortgages (annuity/linear) | 10,442                | 7%                  | 9,514                 | 6%                  | 7,020                 | 5%                  |
| Savings                              | 23,701                | 16%                 | 24,187                | 16%                 | 24,674                | 16%                 |
| Life (investment)                    | 20,909                | 14%                 | 21,480                | 14%                 | 22,248                | 15%                 |
| Other <sup>1</sup>                   | 10,284                | 7%                  | 9,218                 | 6%                  | 9,643                 | 6%                  |
| <b>Total</b>                         | <b>149,637</b>        | <b>100%</b>         | <b>150,040</b>        | <b>100%</b>         | <b>150,493</b>        | <b>100%</b>         |

1. Other includes hybrid, other and unclassified mortgage types. The hybrid portfolio consists of a combination of savings and investment mortgages.

The breakdown of the residential mortgage portfolio was marginally impacted by the new fiscal regime. Interest only (partially) and interest only (100%) mortgages still form the largest part of the portfolio. Redeeming mortgages increased slightly in the third quarter of this year.



## Other consumer loans

### Other consumer loans indicators

| (in millions)                    | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|----------------------------------|-------------------|--------------|------------------|
| Gross carrying amount            | 16,151            | 15,985       | 16,241           |
| Forbearance ratio <sup>1)</sup>  |                   | 2.5%         | 2.1%             |
| Past due but not impaired        | 665               | 740          | 885              |
| Past due ratio                   | 4.1%              | 4.6%         | 5.4%             |
| Coverage ratio                   | 57.5%             | 62.7%        | 57.7%            |
| Impaired ratio                   | 5.7%              | 5.3%         | 5.5%             |
| Collateral                       | 9,541             | 8,815        | 7,955            |
| Collateral/Gross carrying amount | 59.1%             | 55.1%        | 49.0%            |

1. ABN AMRO doesn't report forbearance figures in the first and third quarter of 2014.

The carrying amount for other consumer loans remained fairly stable in the third quarter of 2014. Other consumer loans represent around 6% of the total loans and receivables portfolio.

The past due but not impaired part of the portfolio decreased significantly compared with year-end 2013 as a result of the proactive recession management programme, which was designed to prevent payment problems for clients.

## Commercial loans

### Commercial loans indicators

| (in millions)                               | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|---|-------------------|--------------|------------------|
| Gross carrying amount                       | 119,095           | 115,370      | 102,089          |
| Forbearance ratio <sup>1)</sup>             |                   | 5.9%         | 6.3%             |
| Past due but not impaired                   | 1,822             | 2,354        | 2,386            |
| Past due ratio                              | 1.5%              | 2.0%         | 2.3%             |
| Coverage ratio                              | 60.7%             | 64.1%        | 64.2%            |
| Impaired ratio                              | 4.6%              | 4.5%         | 5.1%             |
| Total risk mitigation                       | 85,781            | 82,446       | 71,708           |
| Total risk mitigation/Gross carrying amount | 72.0%             | 71.5%        | 70.2%            |

1. ABN AMRO doesn't report forbearance figures in the first and third quarter of 2014.

The commercial loan portfolio increased with EUR 3.7 billion to EUR 119.1 billion at 30 September 2014 from EUR 115.4 billion at 30 June 2014. Main contributor to this increase was the growth in the ECT Clients portfolio.

Past due but not impaired exposure dropped with EUR 532 million in the third quarter and, as a result of this drop, the past due ratio declined to 1.5% at 30 September

2014, compared with 2.0% at 30 June 2014. The past due but not impaired exposure decreased mainly as a result of stricter monitoring of our clients.

Comparing the third quarter with the second quarter of this year, the impaired ratio remained fairly stable, where the coverage ratio decreased to 60.7% from 64.1%, driven by write-offs with in general higher provisioning levels.

### Energy, Commodities & Transportation Clients

The ECT Clients portfolio continued to grow in the third quarter. The combined on- and off-balance sheet exposure grew by 34% annualised in the third quarter. Most of this growth is explained by the strong appreciation of the US dollar as the portfolio is mainly USD denominated. In line with previous quarters, growth was mainly realised outside the Netherlands, in both the energy and transportation sectors.

ECT Clients' total loan portfolio amounted to an equivalent of EUR 19.0 billion in on-balance sheet exposure at 30 September 2014 compared with EUR 17.4 billion at 30 June 2014 and EUR 16.2 billion at year-end 2013. The off-balance sheet exposure, mainly consisting of short-term letters of credit secured by commodities, guarantees and committed credit lines, grew to EUR 13.2 billion compared with EUR 12.2 billion at year-end 2013. Uncommitted commodity trade finance facilities increased to EUR 19.7 billion from EUR 16.7 billion at year-end 2013.

In terms of on-balance sheet composition over the different ECT sectors, the shares of energy and transportation increased slightly in the third quarter of this year. The commodities sector accounts for 51% of the ECT Clients loan portfolio, while the remainder consists of loans to clients in the transportation (32%) and energy (17%) sectors.

In the third quarter of 2014, impairment charges amounted to EUR 7 million compared with a release of EUR 3 million in the third quarter of 2013. Loan impairment charges year-to-date remained limited and increased to EUR 18 million for the first three quarters of 2014 compared with EUR 9 million in the first three quarters of 2013.

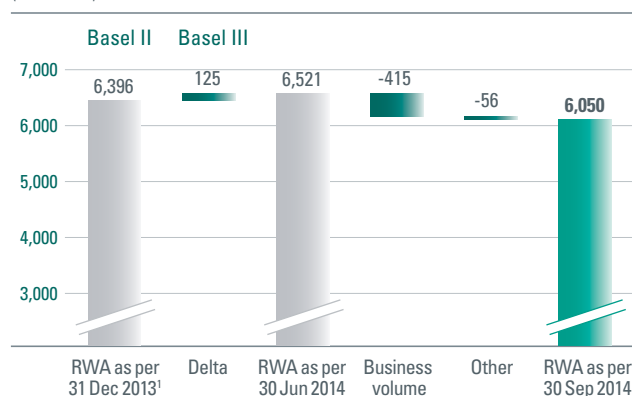
## Market risk

### Market risk in the trading book

ABN AMRO has limited exposures in the market risk trading book.

### RWA flow statement market risk

(in millions)



<sup>1</sup> No RWA impact from CRR/CRD IV on market risk.

RWA for market risk decreased slightly in the third quarter 2014 compared with the first half of 2014.

### Internal aggregated diversified and undiversified VaR for all trading positions

The following table shows the average, maximum and minimum Value-at-Risk (with a 99% confidence level and a one-day holding period) of our trading units for the specified periods.

| (in millions)                     | Q3 2014     |               | Q3 2013     |               | Q2 2014     |               |
|-----------------------------------|-------------|---------------|-------------|---------------|-------------|---------------|
|                                   | Diversified | Undiversified | Diversified | Undiversified | Diversified | Undiversified |
| VaR at last trading day of period | 1.1         | 2.2           | 2.2         | 3.7           | 1.1         | 2.4           |
| Highest VaR                       | 1.6         | 2.8           | 3.2         | 4.3           | 2.1         | 3.4           |
| Lowest VaR                        | 0.8         | 1.7           | 1.2         | 2.0           | 1.0         | 2.1           |
| Average VaR                       | 1.0         | 2.0           | 2.0         | 3.2           | 1.3         | 2.6           |

The average VaR observed in the third quarter of 2014 compared with the same period in the previous year decreased by EUR 1 million. The decline was primarily driven by broad risk reduction across most asset classes, and more significantly for equity derivatives businesses due to the strategic decision to exit this business. Second-quarter to third-quarter VAR at last trading day of period was stable. The average VaR decreased by

EUR 0.3 million, with an equivalent of 23%. The decrease was due to lower market volatility within one year of historical market data, used in the calculation during the third quarter of 2014.

### Market risk in the banking book

ABN AMRO manages interest rate risk in the banking book in accordance with its moderate risk profile.

### Interest rate risk metrics

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| NII-at-risk (in %)   | 2.4               | 1.5          | 5.4              |
| Duration of equity (in years)  | 4.0               | 3.9          | 4.3              |
| VaR banking book at last trading day of period <sup>1)</sup> (in millions) | 952               | 929          | 956              |

1. ABN AMRO applies a two-months 99% VaR for the banking book, meaning that a VaR of EUR 1 million implies a 1% chance of loss of more than EUR 1 million within a two-month period.

The NII-at-Risk increased at 30 September 2014 compared with 30 June 2014, reflecting higher net interest income sensitivity to a potential upward yield curve shift. The increase in the NII sensitivity was mainly caused by re-pricing of client positions and other balance sheet developments. The sensitivity of the net interest income towards a further downward movement of the yield curve remains limited.

The duration the third quarter of 2014 remained fairly stable compared to the second quarter of this year.

### Operational risk

No RWA impact has been noted for operational risk between 30 September 2014 and 30 June 2014.

# capital management 8

ABN AMRO remains well capitalised and is already compliant with the more stringent fully-loaded Basel III requirements. Capital, and as a result capital ratios, increased due to the retention of reported profit. The bank comfortably passed the ECB stress test. The stress test results confirm that ABN AMRO is well capitalised and has sufficient buffers to absorb losses and economic shocks.

## Capital structure

The capital structure consists mainly of highly loss-absorbing capital to cover unexpected losses. The subordination in specific capital elements provides further protection to senior creditors.

The Common Equity Tier 1 capital in Q3 2014 increased due to retained earnings.

In the first three quarters of 2014, Common Equity Tier 1 capital decreased due primarily to the impact of the new pension scheme, while Tier 1 and Tier 2 capital benefited from lower capital deductions following the implementation of CRD IV.

## Regulatory capital structure

| (in millions)                                      | Basel III         |               |                               | Basel II         |
|--|-------------------|---------------|-------------------------------|------------------|
|  | 30 September 2014 | 30 June 2014  | 31 December 2013<br>pro forma | 31 December 2013 |
| <b>Total equity (IFRS)</b>                         | <b>14,544</b>     | <b>13,922</b> | <b>13,568</b>                 | <b>13,568</b>    |
| Participations in financial institutions           |                   |               |                               | - 336            |
| Cash flow hedge reserve                            | 1,174             | 1,283         | 1,467                         | 1,467            |
| Other regulatory adjustments                       | - 676             | - 446         | 983                           | 999              |
| <b>Common Equity Tier 1/Core Tier 1 capital</b>    | <b>15,043</b>     | <b>14,758</b> | <b>16,018</b>                 | <b>15,698</b>    |
| Innovative hybrid capital instruments              | 800               | 800           | 800                           | 1,000            |
| Other regulatory adjustments                       | - 279             | - 212         | - 317                         |                  |
| <b>Tier 1 capital</b>                              | <b>15,563</b>     | <b>15,347</b> | <b>16,501</b>                 | <b>16,698</b>    |
| Subordinated liabilities Tier 2                    | 5,762             | 5,586         | 5,607                         | 5,610            |
| Excess Tier 1 capital recognised as Tier 2 Capital | 200               | 200           |                               |                  |
| Participations in financial institutions           |                   |               |                               | - 336            |
| Other regulatory adjustments                       | - 56              | - 63          | - 164                         | 25               |
| <b>Total regulatory capital</b>                    | <b>21,469</b>     | <b>21,070</b> | <b>21,944</b>                 | <b>21,997</b>    |

## Risk-weighted assets and capital ratios

|  | Basel III         |                |                            | Basel II         |
|--|-------------------|----------------|----------------------------|------------------|
| (in millions)                                | 30 September 2014 | 30 June 2014   | 31 December 2013 pro forma | 31 December 2013 |
| <b>Risk-weighted assets</b>                  |                   |                |                            |                  |
| Credit risk                                  | 93,448            | 92,261         | 92,631                     | 86,201           |
| Operational risk                             | 16,168            | 16,168         | 16,415                     | 16,415           |
| Market risk                                  | 6,050             | 6,521          | 6,396                      | 6,396            |
| <b>Risk-weighted assets</b>                  | <b>115,667</b>    | <b>114,950</b> | <b>115,442</b>             | <b>109,012</b>   |
| Common Equity Tier 1 ratio/Core Tier 1 ratio | 13.0%             | 12.8%          | 13.9%                      | 14.4%            |
| Tier 1 ratio                                 | 13.5%             | 13.4%          | 14.3%                      | 15.3%            |
| Total capital ratio                          | 18.6%             | 18.3%          | 19.0%                      | 20.2%            |
| <b>Other indicators</b>                      |                   |                |                            |                  |
| Risk-weighted assets/Total assets            | 28.7%             | 29.0%          | 31.0%                      | 29.3%            |
| Risk-weighted assets/Exposure at Default     | 32.9%             | 32.5%          | 32.5%                      | 31.2%            |

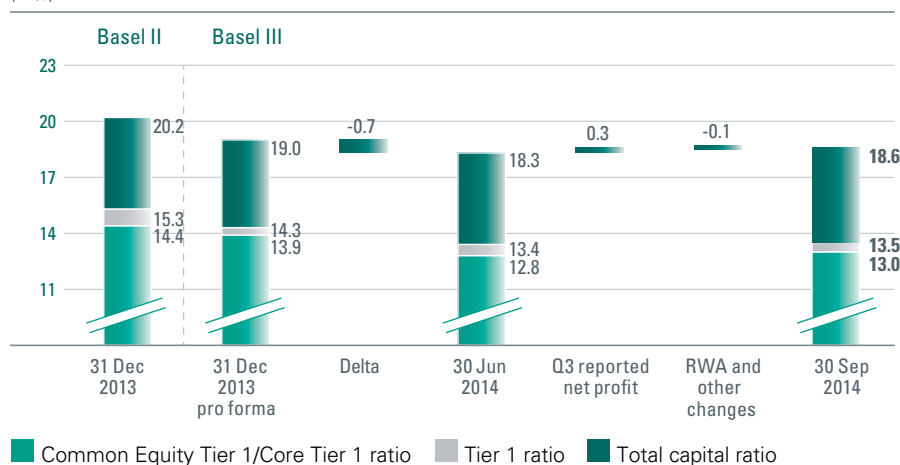
## Main changes in capital position

The CRD IV Common Equity Tier 1 ratio improved to 13.0% on 30 September 2014 compared with 12.8% on 30 June 2014. The CRD IV Total capital ratio was 18.6%, up from 18.3%.

The rise in both the Common Equity Tier 1 ratio and the Total capital ratio was mainly attributable to the retention of reported profit, partly offset by a small increase in RWA.

## Developments impacting capital ratios in Q3 2014

(in %)



## Pension scheme change

In Q2 2014, the transition from a Defined Benefit (DB) pension scheme to a Collective Defined Contribution (CDC) pension scheme resulted in a negative impact on the CRD IV Common Equity Tier 1 of 167bps.

The settlement of the pension agreement largely eliminated future capital position volatility due to pensions.

## Dividend

ABN AMRO intends to pay an interim dividend of EUR 125 million to the sole shareholder in November 2014.

## Leverage ratio

Following the EBA definition, the leverage ratio was determined at 3.4% on 30 September 2014 and remained constant compared to the pro forma figure of 30 June 2014. The EBA definition takes unnetted amounts instead of the IFRS balance sheet.

The fully-loaded leverage ratio on 30 September 2014 remained 3.2% compared to 30 June 2014.

## Main regulatory developments

### CRD IV/CRR

The Capital Requirements Directive IV (CRD IV) and the Capital Requirements Regulation (CRR) set the framework for the implementation of Basel III in the European Union. CRD IV and CRR were phased in on 1 January 2014 and will be fully effective by January 2019.

### Eligibility of capital instruments

| (in millions)                                      | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Tier 1 capital instruments                         | 1,000             | 1,000        | 1,000            |
| Tier 2 capital instruments                         | 6,665             | 6,488        | 6,517            |
| <b>Total capital instruments</b>                   | <b>7,665</b>      | <b>7,488</b> | <b>7,517</b>     |
| <i>Of which: CRD IV/CRR phase-in eligible</i>      |                   |              |                  |
| Tier 1   | 800               | 800          | 800              |
| Tier 2   | 5,762             | 5,586        | 5,607            |
| Excess Tier 1 capital recognised as Tier 2 Capital | 200               | 200          |                  |
| <i>Of which: CRD IV/CRR fully-loaded eligible</i>  |                   |              |                  |
| Tier 1   |                   |              |                  |
| Tier 2   | 5,570             | 5,399        | 2,654            |

In Q2, the Dutch central bank has assessed the CRR compliance of ABN AMRO's capital instruments. The large majority of Tier 2 instruments are now recognised as fully CRR compliant, with a significantly positive impact on the fully-loaded total capital reported. Eligibility of capital instruments during Q3 2014 did not change materially (delta mainly caused by currency effect).

### Impact of CRD IV/CRR fully loaded rules on capital ratios

Under the CRD IV/CRR fully-loaded rules, the impact on the capital ratios is as follows:

- RWA are equivalent to those under phase-in rules;
- Total capital is expected to decrease by an additional EUR 1.0 billion, mainly due to the loss of eligibility of Tier 1 and Tier 2 capital instruments, resulting in an additional decline in the total capital ratio by 0.9%.

### CRD IV/CRR capital ratios

| (in millions)              | Phase-in | Fully-loaded |
|----------------------------|----------|--------------|
| <b>30 September 2014</b>   |          |              |
| Risk-weighted assets       | 115,667  | 115,667      |
| Common Equity Tier 1       | 15,043   | 14,911       |
| Tier 1 capital             | 15,563   | 14,911       |
| Total capital              | 21,469   | 20,481       |
| Common Equity Tier 1 ratio | 13.0%    | 12.9%        |
| Tier 1 ratio               | 13.5%    | 12.9%        |
| Total capital ratio        | 18.6%    | 17.7%        |

# liquidity & funding 9

ABN AMRO's liquidity position remains sound. All liquidity indicators were stable or improved during Q3 2014, in line with the pursued moderate risk profile. During Q3 2014, both the Liquidity Coverage Ratio and the Net Stable Funding Ratio remained comfortably above 100% and the survival period consistently exceeded 12 months. On the funding side, client deposits further increased, while wholesale funding decreased.

## Liquidity risk management

### Liquidity indicators

|  | 30 September 2014 | 30 June 2014 | 31 December 2013 |
|--|-------------------|--------------|------------------|
| Loan-to-deposit ratio (in %)             | 117%              | 119%         | 121%             |
| LCR ratio (in %)                         | >100%             | >100%        | 100%             |
| NSFR ratio (in %)                        | >100%             | >100%        | >100%            |
| Survival period (months)                 | >12 months        | >12 months   | >12 months       |
| Available Liquidity buffer (in billions) | 69.3              | 70.4         | 75.9             |

In Q3 2014, the loan-to-deposit ratio improved from 119% to 117%. The increase in deposits from clients was partially offset by the rise in commercial loans.

### Loan-to-Deposit ratio

| (in millions)                                     | 30 September 2014 | 30 June 2014   | 31 December 2013 |
|---|-------------------|----------------|------------------|
| Loans and receivables - customers                 | 285,391           | 281,393        | 268,147          |
| Net adjustments                                   | - 25,649          | - 24,854       | - 10,335         |
| <b>Adjusted loans and receivables - customers</b> | <b>259,742</b>    | <b>256,538</b> | <b>257,812</b>   |
| Due to customers                                  | 239,526           | 232,190        | 215,643          |
| Net adjustments                                   | - 18,401          | - 16,659       | - 1,947          |
| <b>Adjusted due to customers</b>                  | <b>221,125</b>    | <b>215,531</b> | <b>213,696</b>   |
| <b>Loan-to-deposit ratio (%)</b>                  | <b>117%</b>       | <b>119%</b>    | <b>121%</b>      |

The (BIS) Liquidity Coverage Ratio (LCR) and the Net Stable Funding Ratio (NSFR) both remained comfortably above 100% in Q3 2014. This is in line with our target for early compliance with future regulatory requirements.

The survival period was consistently >12 months in Q3 2014. The survival period reflects the horizon to which the Group's liquidity position is expected to remain positive in a scenario in which wholesale funding markets close down and retail and commercial clients withdraw a proportion of their deposits.

The liquidity buffer totalled EUR 69.3 billion in Q3 2014. A liquidity buffer of unencumbered assets is retained as a safety cushion in the event of severe liquidity stress. The decline in the liquidity buffer was the result of a combination of a lower cash position and a reduction in retained RMBS. The portfolio of government bonds was increased by EUR 5.2 billion in order to optimise the risk-return profile of the liquidity buffer.

### Liquidity buffer composition

| (in billions)                         | 30 September 2014 |                       | 30 June 2014     |                       | 31 December 2013 |                       |
|---------------------------------------|-------------------|-----------------------|------------------|-----------------------|------------------|-----------------------|
|                                       | Liquidity buffer  | of which LCR eligible | Liquidity buffer | of which LCR eligible | Liquidity buffer | of which LCR eligible |
| Cash & central bank deposits          | 2.6               | 2.6                   | 4.0              | 4.0                   | 16.8             | 16.8                  |
| Government bonds                      | 28.1              | 29.4                  | 22.9             | 24.1                  | 18.0             | 18.8                  |
| Covered bonds                         | 2.2               | 2.0                   | 2.2              | 1.9                   | 2.2              | 1.9                   |
| Retained RMBS                         | 30.4              |                       | 32.6             |                       | 33.1             |                       |
| Third party RMBS                      | 1.0               | 0.8                   | 1.0              | 0.9                   | 1.1              | 0.9                   |
| Other                                 | 5.0               | 2.6                   | 7.6              | 4.1                   | 4.7              | 2.7                   |
| <b>Total liquidity buffer</b>         | <b>69.3</b>       | <b>37.4</b>           | <b>70.4</b>      | <b>35.0</b>           | <b>75.9</b>      | <b>41.1</b>           |
| - of which in EUR (in %)              | 91.8%             |                       | 94.0%            |                       | 96.0%            |                       |
| - of which in other currencies (in %) | 8.2%              |                       | 6.0%             |                       | 4.0%             |                       |

### Funding

ABN AMRO's funding strategy aims to maintain the targeted long-term funding position and liquidity profile. To this end, the bank continuously optimises and diversifies the bank's funding sources, while also optimising net interest income. One of the key focus points of the funding strategy is compliance with current and anticipated regulatory requirements.

In the third quarter of 2014, funding spreads for most financial institutions further decreased as there appeared to be excess demand for fixed income instruments. On top of that, the European Central Bank provided EUR 82.6 billion extra liquidity to the markets in the first round of eight Targeted Long-Term Refinancing Operations, a programme that supports lending to the real economy. ABN AMRO participated in this programme and as a consequence reduced further funding activities in the wholesale market. Furthermore, the short term-funding program was decreased significantly by EUR 5 billion.

### Liability breakdown

Client deposits comprise a sound and core funding base and serve as the main source of funding, complemented by well-diversified wholesale funding. Client deposits increased by EUR 5.8 bn in Q3 2014 to EUR 214.8 billion.

The amount of outstanding wholesale funding (issued debt and subordinated liabilities) decreased from EUR 98.5 billion in Q2 2014 to EUR 89.5 billion in Q3 2014. This decrease mainly resulted from the reduction of our reliance to short-term funding in order to further enhance our liquidity profile.

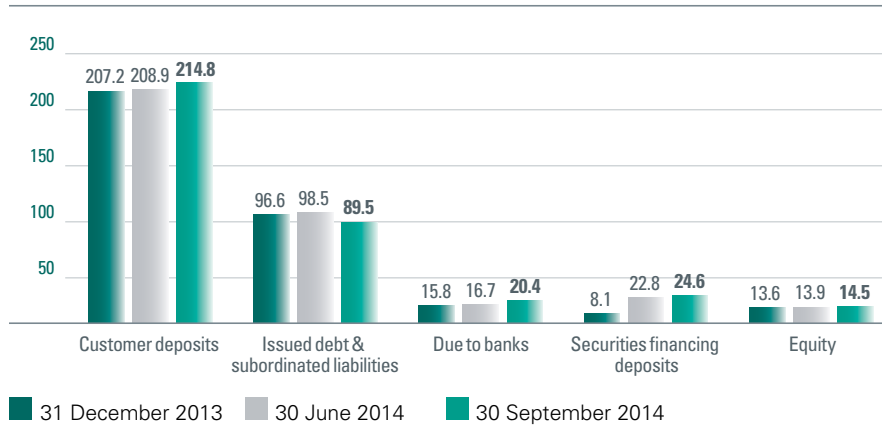
In the first three quarters of 2014, customer deposits grew by EUR 7.5 billion, while wholesale funding decreased by EUR 7.1 billion.



The following graph provides an overview of the balance sheet liabilities as at 30 September 2014, 30 June 2014 and 31 December 2013.

### Liability and equity breakdown

(in billions)



In Q3 2014, EUR 4.4 billion of long-term debt matured. The amount of long-term funding issued during Q3 2014 was negligible.

In the first three quarters of 2014, a total of EUR 12.9 billion of long-term debt matured and a total of EUR 8.6 billion of long-term funding was issued, 31% of which in non-euro currencies.

## Overview of funding instruments

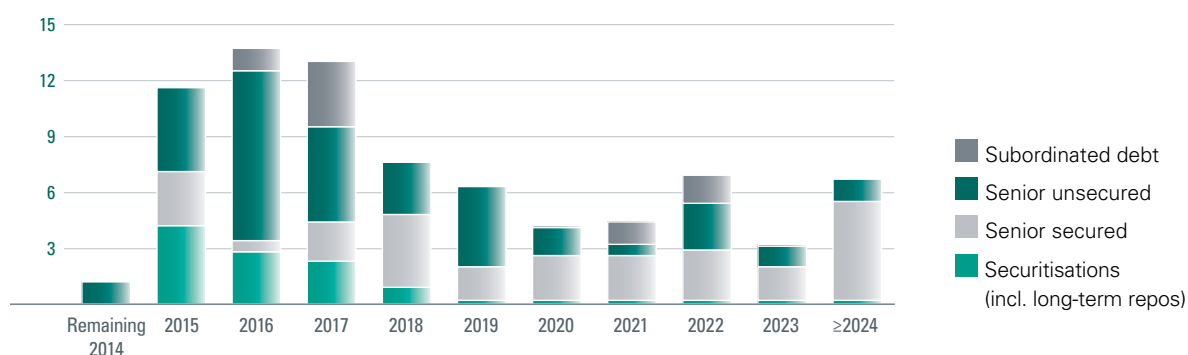
| (in millions)  | 30 September 2014 | 30 June 2014  | 31 December 2013 |
|--|-------------------|---------------|------------------|
| Saving certificates  | 85                | 279           | 352              |
| <b>Commercial Paper/Certificates of Deposit</b>                      |                   |               |                  |
| Euro Commercial Paper  | 1,747             | 3,668         | 2,054            |
| London Certificates of Deposit                                       | 2,315             | 4,371         | 5,258            |
| French Certificats de Dépôt  | 3,169             | 4,497         | 4,668            |
| US Commercial Paper  | 3,932             | 3,641         | 3,630            |
| <b>Total Commercial Paper/Certificates of Deposit</b>                | <b>11,162</b>     | <b>16,177</b> | <b>15,610</b>    |
| <b>Senior guaranteed</b>   |                   |               |                  |
| Dutch State guaranteed medium-term notes <sup>1)</sup>               |                   |               | 1,423            |
| <b>Senior unsecured</b>  |                   |               |                  |
| Unsecured medium-term notes  | 33,179            | 35,348        | 33,089           |
| <b>Senior secured</b>  |                   |               |                  |
| Covered bonds  | 26,714            | 28,452        | 25,913           |
| <b>Securitisations<sup>2)</sup></b>                                  |                   |               |                  |
| Residential mortgage-backed securities (Dutch)                       | 10,003            | 10,046        | 12,122           |
| Other asset-backed securities  | 171               | 171           | 173              |
| <b>Total securitisations</b>   | <b>10,174</b>     | <b>10,217</b> | <b>12,295</b>    |
| <b>Total issued debt</b>   | <b>81,314</b>     | <b>90,473</b> | <b>88,682</b>    |
| <b>Total subordinated liabilities</b>                                | <b>8,164</b>      | <b>7,984</b>  | <b>7,917</b>     |
| <b>Total funding instruments</b>                                     | <b>89,478</b>     | <b>98,457</b> | <b>96,599</b>    |
| - of which CP/CD matures within one year                             | 7,229             | 16,177        | 15,610           |
| - of which funding instruments (excl. CP/CD) matures within one year | 11,049            | 13,607        | 15,202           |
| - of which matures after one year                                    | 71,200            | 68,673        | 65,787           |

1. The Dutch State guaranteed medium-term notes matured in May 2014.

2. Excluding long-term repos.

## Maturity calendar at 30 September 2014

(in billions)



The average original maturity of funding issued in 2014 was 5.5 years. The average maturity of outstanding long-term funding (including subordinated liabilities) remained stable at 4.5 years in Q3 2014.



other

# enquiries 11

## ABN AMRO Investor Relations

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### Investor call

Kees van Dijkhuizen, CFO, and Wietze Reehoorn, CRO & Head of Strategy & Corporate Development, will host a conference call for analysts and investors at 14:00 CET (13:00 UK time) on Friday 14 November 2014.

To participate in the conference call, please refer to the Investor Relations website ([www.abnamro.com/ir](http://www.abnamro.com/ir)) for dial-in information. Pre-registration is required. The investor presentation, as published on our site, will be used during the call. The audio replay is expected to be available within a few business days of the call.

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Information on our website does not form part of this Quarterly Report, unless expressly stated otherwise.

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ABN AMRO has included in this document, and from time to time may make certain statements in its public statements that may constitute "forward-looking statements." This includes, without limitation, such statements that include the words „expect", „estimate", „project", „anticipate", „should", „intend", „plan", „probability", „risk", „Value-at-Risk ("VaR")", „target", „goal", „objective", „will", „endeavour", „outlook", „optimistic", „prospects" and similar expressions or variations on such expressions. In particular, the document may include forward-looking statements relating but not limited to ABN AMRO 's potential exposures to various types of operational, credit and market risk. Such statements are subject to uncertainties.

Forward-looking statements are not historical facts and represent only ABN AMRO 's current views and assumptions on future events, many of which, by their nature, are

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