



 **NIBC**

AT A GLANCE 2021  
NIBC BANK N.V.



# AT A GLANCE

## WHO WE ARE

### OUR HERITAGE

NIBC was founded in 1945 to finance the visionary entrepreneurs who helped rebuild the Netherlands after World War II. Over time, we evolved into an enterprising bank offering financing and co-investing solutions to our clients' needs: being flexible and agile, with a 'THINK YES' mentality to match our clients' can-do attitude. NIBC has many milestones, such as the launch of NIBC Direct and Beequip. Following the acquisition of the shares of NIBC Holding N.V. by Blackstone, the company was delisted on 18 February 2021. As announced in November 2021, we will continue to focus on niche markets where we have bespoke market knowledge in the Netherlands as well as the rest of Europe. We took steps into the fintech space through

yesqar, as well as through our minority stake in OakNorth. Together with our institutional partners, we are expanding our Originate-to-Manage propositions, developing and optimising our position in the financial ecosystem. We have continued to build on our entrepreneurial DNA to become the company that we are today: best suited to help our clients at their decisive moments.

### OUR PURPOSE

**Making a difference**  
at decisive moments

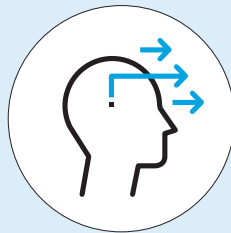
### OUR VALUES

Our strategy is to create a sustainable franchise for the future by focusing on our greatest strengths. Our strategy is based on our three core values. We are:



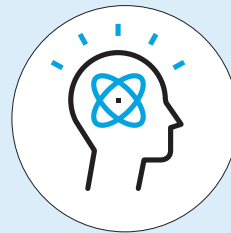
#### Professional

Our in-depth sector knowledge, expert solutions and tailored risk and portfolio management are the foundation of our success. We are firmly focused on the future, and work hard to anticipate trends and the impact they could have on our clients and their needs.



#### Entrepreneurial

We are a sound and enterprising bank focused on decisive moments in our clients' business and in life. Our clients require a bank that can respond to their needs in an agile way. We cultivate what we call the 'THINK YES' mentality.



#### Inventive

We provide bespoke solutions and encourage our people to think creatively to meet clients' needs. Structuring is part of our DNA. Our inventiveness ensures we can adapt to our fast-changing world and seize opportunities.

# WHAT WE DO

## OUR BUSINESS MODEL

We serve a corporate and retail client franchise, with a focused strategy, bringing bespoke financial solutions to clients in chosen sectors and with the goal to optimise the offering to our clients as well as to continuously improve internal cost

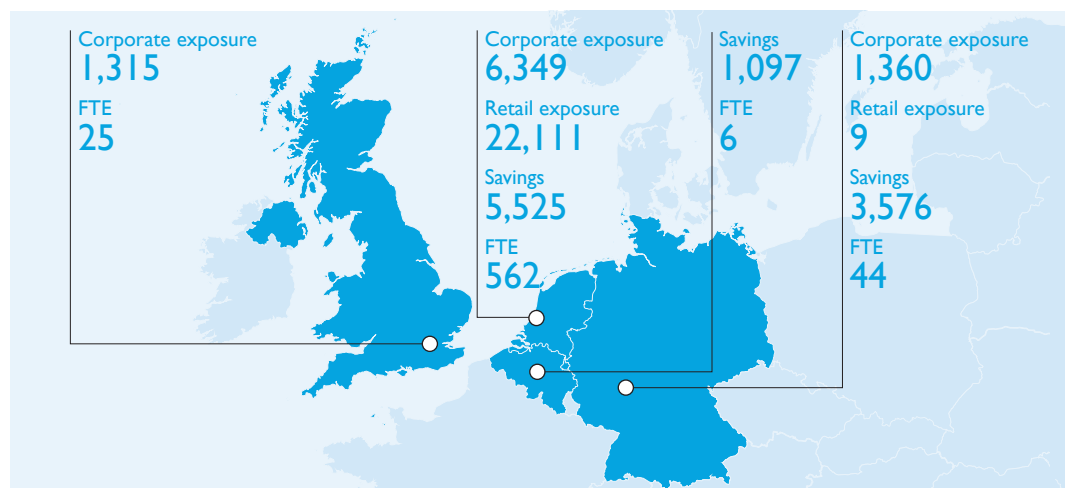
effectiveness. We are client-oriented, present at their decisive moments. We offer a broad and relevant product suite for these entrepreneurial clients.

<h3 style="margin: 0;">CORPORATE CLIENT OFFERING</h3> <ul style="list-style-type: none"> <li>■ Focus on asset-backed transaction and specialty financing</li> <li>■ Focus on specific sectors and product solutions in niche markets</li> <li>■ Using both own balance sheet and Originate-to-Manage concepts</li> <li>■ Accelerated growth through platform financing such as Beequip and yesqar</li> <li>■ Brands: NIBC, OIMIO, Beequip, yesqar</li> </ul> <p><b>EUR 9.0 billion</b> client exposures Typical ticket size: EUR 0.1 - 50 million</p>	<h3 style="margin: 0;">RETAIL CLIENT OFFERING</h3> <ul style="list-style-type: none"> <li>■ Mortgage loans (owner occupied and Buy-to-Let), both own book and Originate-to-Manage</li> <li>■ Mortgage origination for institutional investors</li> <li>■ Online savings</li> <li>■ Brands: NIBC Direct, Lot Hypotheken</li> </ul> <p><b>EUR 22.1 billion</b> client exposures Typical ticket size: EUR 0.1 - 2.5 million</p>
<b>TREASURY &amp; ASSET LIABILITY MANAGEMENT</b>	
<b>RISK MANAGEMENT / CORPORATE CENTRE</b>	

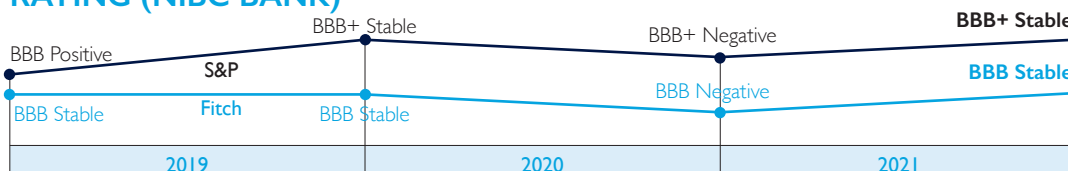
## OUR MARKETS

### Focus on north-western Europe

in EUR millions



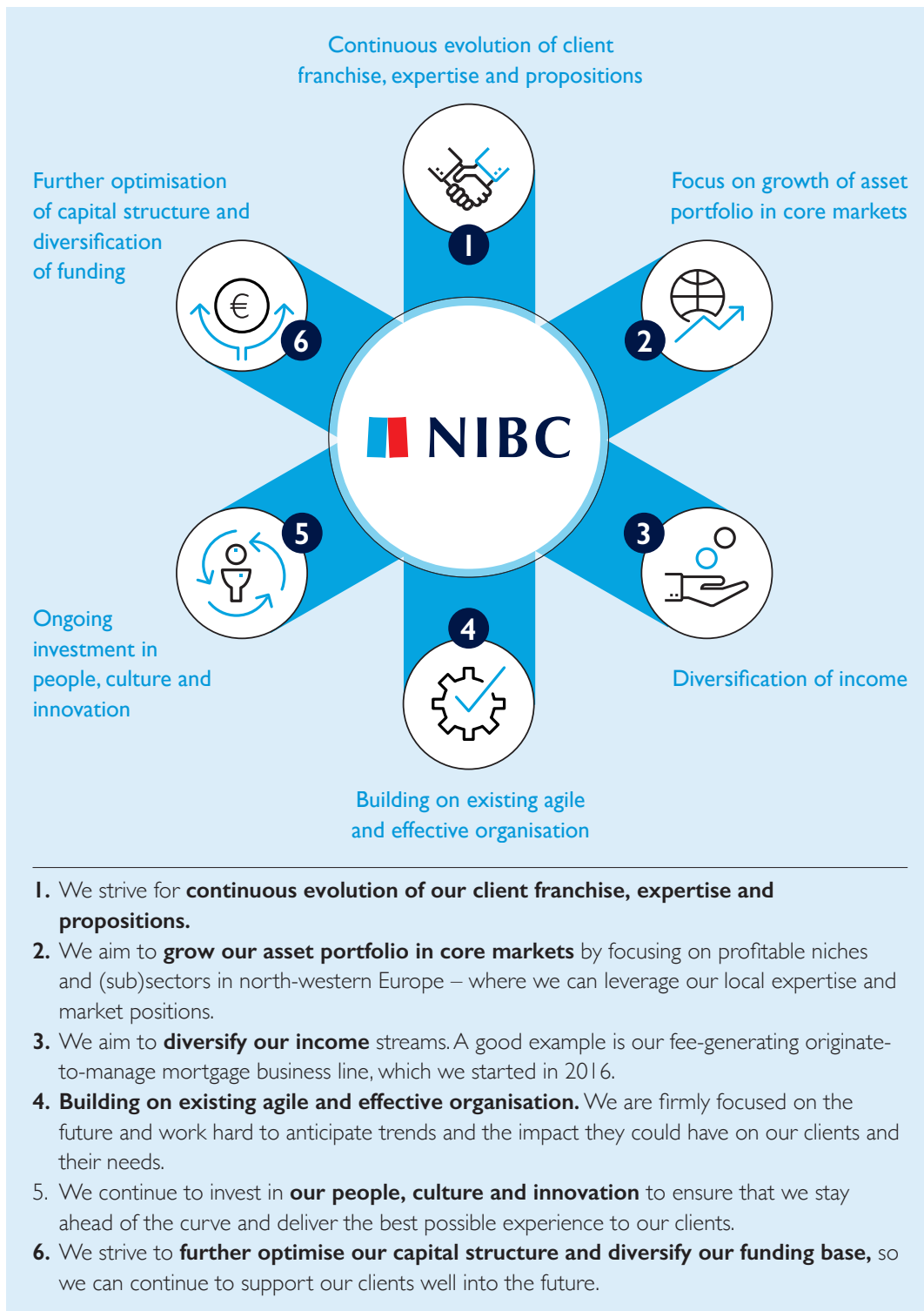
## RATING (NIBC BANK)



# OUR KEY STRATEGIC PRIORITIES

We continue to drive profitable growth through our focused strategy. We focus on building client relations in profitable niches and (sub) sectors in Europe, where we can leverage our expertise, while maintaining a lean organisation with disciplined cost control. We aim to make

a difference for our corporate and retail clients at their most decisive moments – today and tomorrow. We have made clear choices to advance that mission, which are summarised in our six strategic priorities for growth.



# NON-FINANCIAL HIGHLIGHTS

## NIBC Direct customer survey score - Mortgages

2021



2020: 8.0

2019: 8.0



## Corporate lending NPS score

2021



2020: +30%

2019: +47%



## NIBC Direct customer survey score - Savings

2021



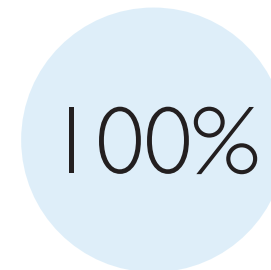
2020: 7.9

2019: 7.8



## Screening corporate loans

2021

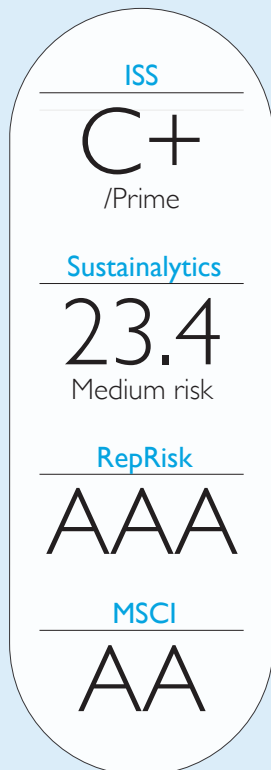


2020: 100%

2019: 100%

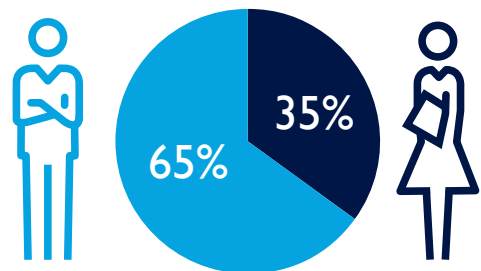
## Sustainability ratings

2021



## Male/female ratio

2021

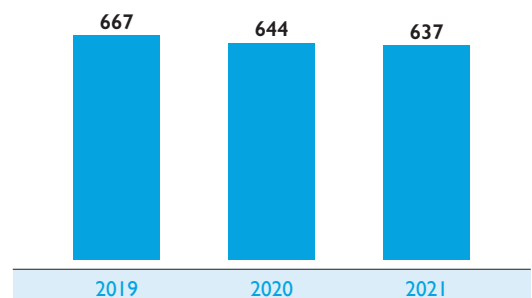


2020: 67% / 33%

2019: 67% / 33%

## Number of employees

(FTEs)

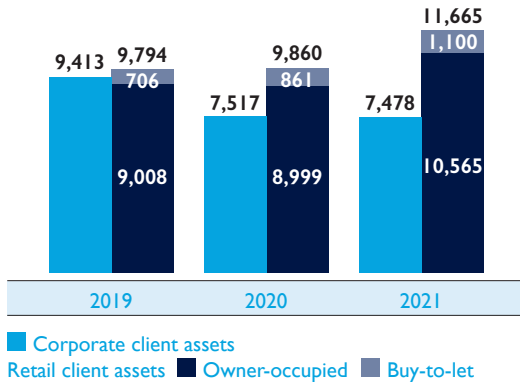


■ NIBC Bank

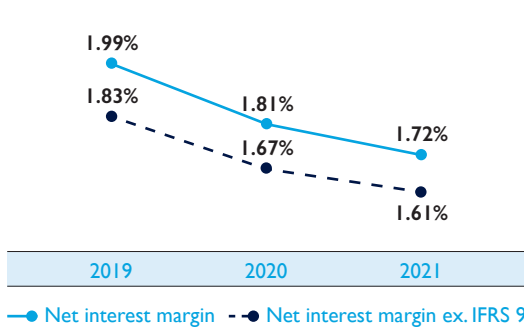
# FINANCIAL HIGHLIGHTS

## Client assets own book

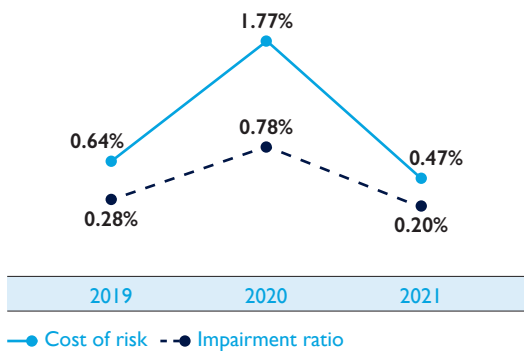
in EUR millions



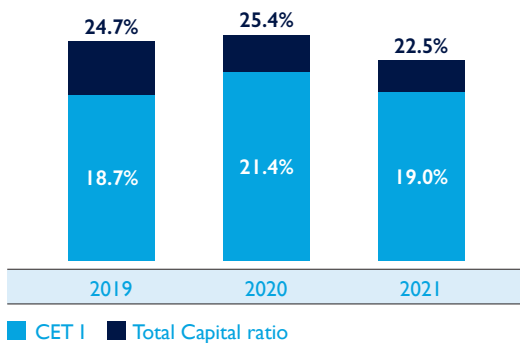
## Net interest margin



## Cost of risk/impairment ratio



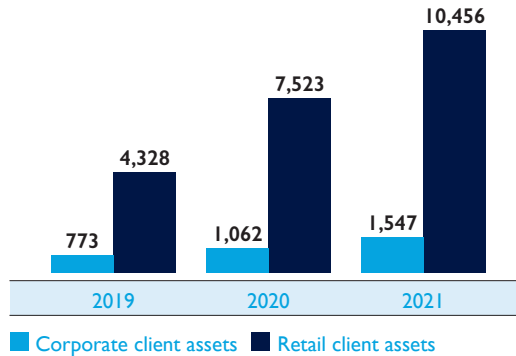
## Solvency ratios<sup>1</sup>



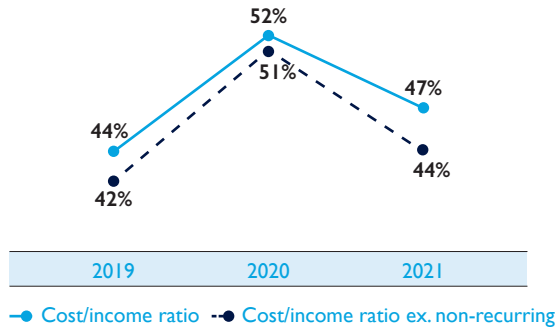
<sup>1</sup> Solvency ratios are based on full implementation of CRR.

## Client assets Originate-to-Manage

in EUR millions

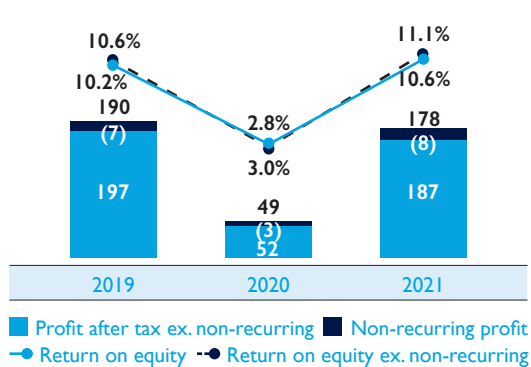


## Cost/income ratio

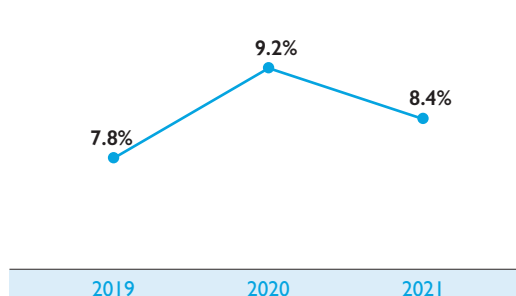


## Profit after tax attributable to shareholders and return on equity

in EUR millions



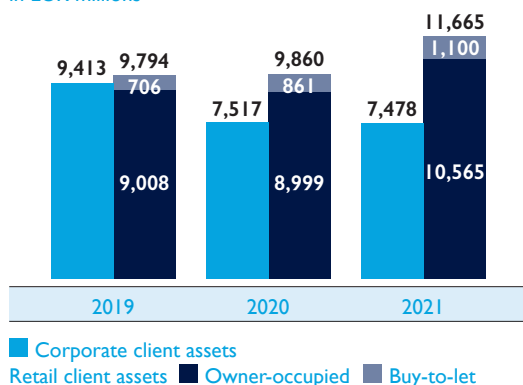
## Leverage ratio



# FINANCIAL HIGHLIGHTS

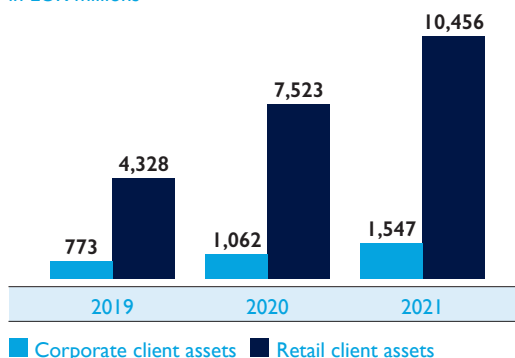
## Client assets own book

in EUR millions

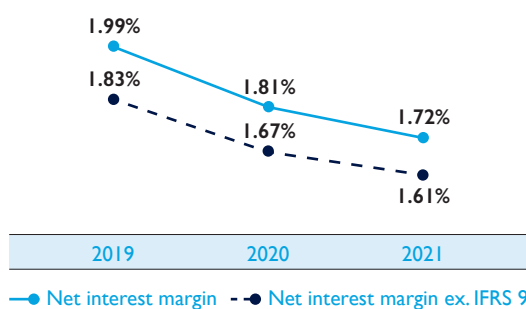


## Client assets Originate-to-Manage

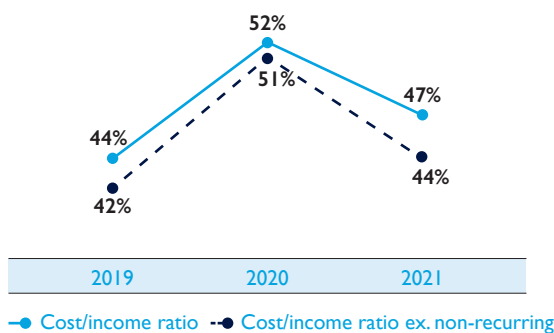
in EUR millions



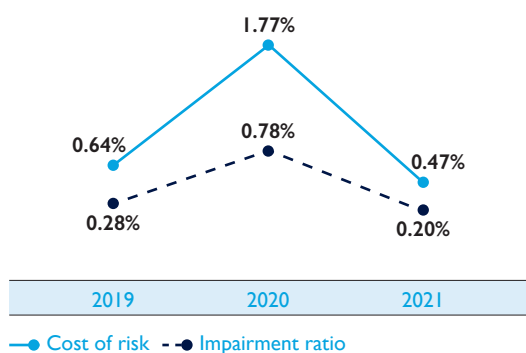
## Net interest margin



## Cost/income ratio

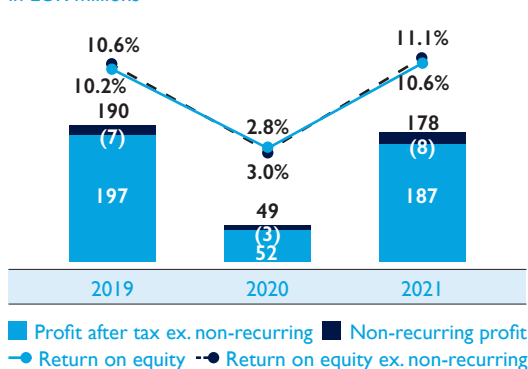


## Cost of risk/impairment ratio

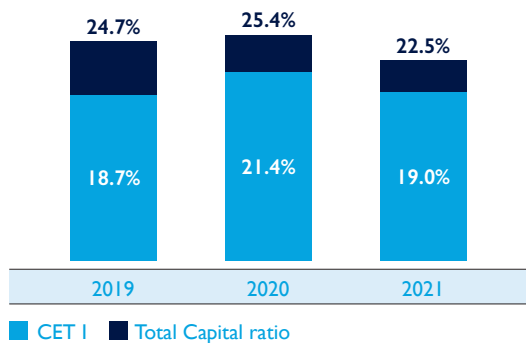


## Profit after tax attributable to shareholders and return on equity

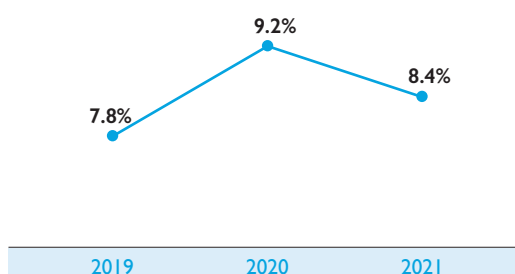
in EUR millions



## Solvency ratios<sup>1</sup>



## Leverage ratio



<sup>1</sup> Solvency ratios are based on full implementation of CRR.