



# **Financial Results First Half 2010**

Excluding one-off items net profit increases to € 87 million

SNS REAAL posts net profit of € 29 million

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I. Highlights, Strategy Update

# **Continued Progress in Core Businesses, while Maintaining Strong Solvency**

#### Results

- Net profit excluding one-off items increases to €87m
- Net profit of €29m compared to €30m loss in 1H09
- One-off items of -€58m, including a €68m goodwill impairment at SNS PF

# Operational Performance

- Sound commercial performance in main market positions
- Operating expenses down 5% due to cost reduction and integration programmes
- Continued progress in phasing out international property finance activities.
   International commitments decline 11% vs YE09

# Capital position

- Shareholders' equity increases to €5,673m (+12% vs YE09)
- Higher capital ratios at SNS Bank. Core Tier 1: 8.6% and Tier 1: 11.1%
- Lower but still solid regulatory solvency at Insurance activities: 204%

# **Challenging Environment in Core Businesses and Financial Markets**

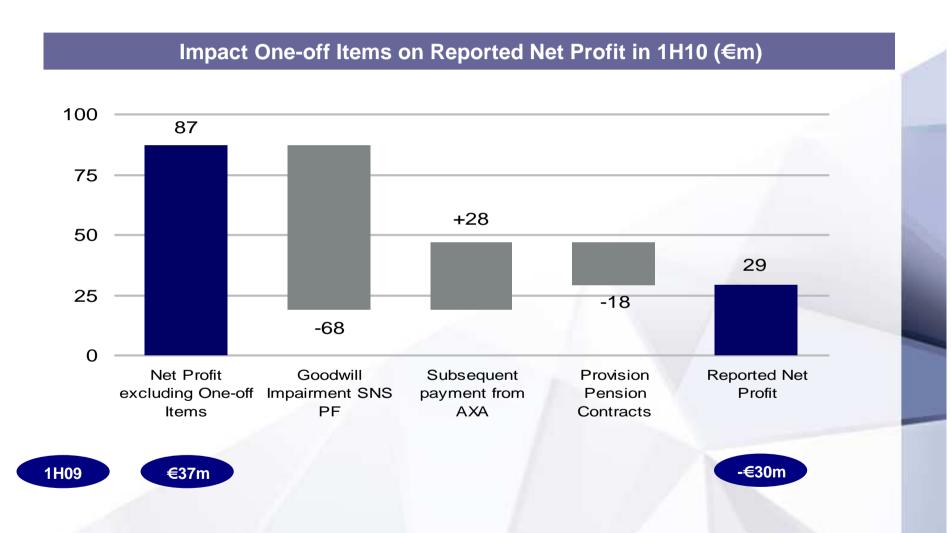
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	30/06/09	31/12/09	30/06/10	Δ ΥΟΥ	Δ 1H10
Equities (AEX)	254.7	335.3	316.8	+24.3%	-5.5%
Interest Rate (10 yr ECB AAA)	4.07%	3.83%	3.07%	-100bps	-76bps
Credit Spread (IBoxx Corp. A)	321	177	209	-112bps	+32bps

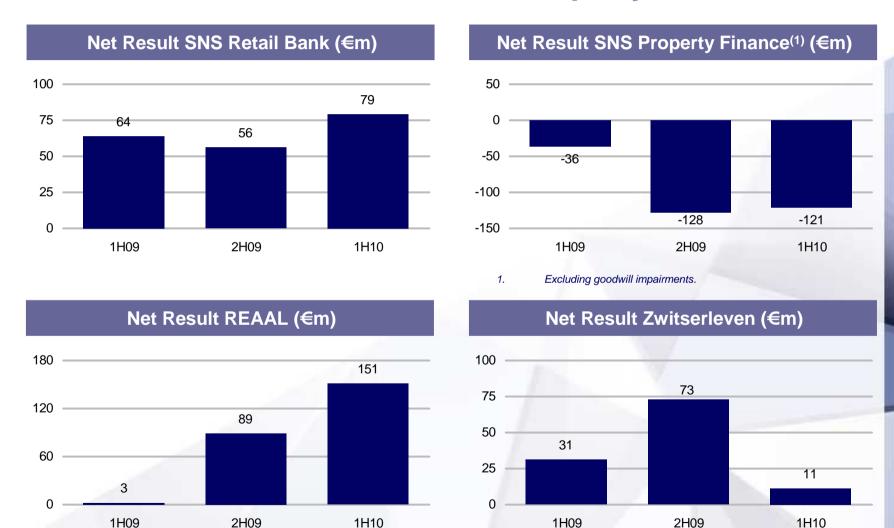
#### **Developments Core Markets SNS REAAL and Economic Environment 1H10**

- Market volumes of new Dutch residential mortgages declined 1% YoY
- Market for Dutch savings grew 3.5% (May 2010) since YE09
- Market for new Dutch regular life insurance premiums declined 22% YoY
- Unemployment was 5.6% in June 2010 (December 09: 5.2%)
- House prices were stable in 1H10

## Combined Impact of One-off Items on Net Profit of -€58m



# Strong Earnings Rebound at SNS Retail Bank and REAAL, Continued Loss at SNS Property Finance



## **Key Market Trends**

- Customer trust and satisfaction is key; priority to provide relevant and transparent products at a fair price combined with good customer service
- Retail financial service brands will become more and more money brands
- Focus on ability to right-size cost structures and turning scale into true economies of scale
  - Shift from multiple IT systems to one single system per product line
- "More capital and less risk" framework is by now widely accepted and will determine capital and risk management in years to come
  - Basel III, Solvency II, stress testing

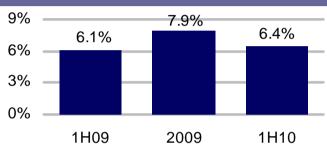
## **Update on Four Strategic Priorities**

- Winning, Helping and Retaining Clients
- Reducing the Cost Base
- Phasing out SNS PF International Portfolio
- 4 Strong Capital Management with a Focus on Repaying State and Foundation

# Winning, Helping and Retaining Clients

#### Sound commercial performance in main market positions



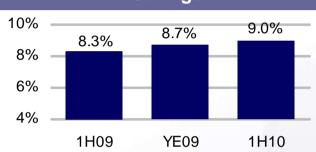


- Market share SNS Bank up slightly vs 1H09, down vs whole of 2009
- Satisfactory margins on new production and portfolio.
   Portfolio was up €0.7bn to €50.0bn vs YE09
- High retention rate of existing mortgages

#### **Individual Life Insurance**

- VNB tripled to €7m due to focus on margin (1H09: €2m); VNB margin rose to 15.6% (1H09: 2.7%)
- Market share in new regular life premiums: 12.0%, compared to 13.5% 1H09
- New sales of insurance products through SNS Bank more than doubled

## Savings

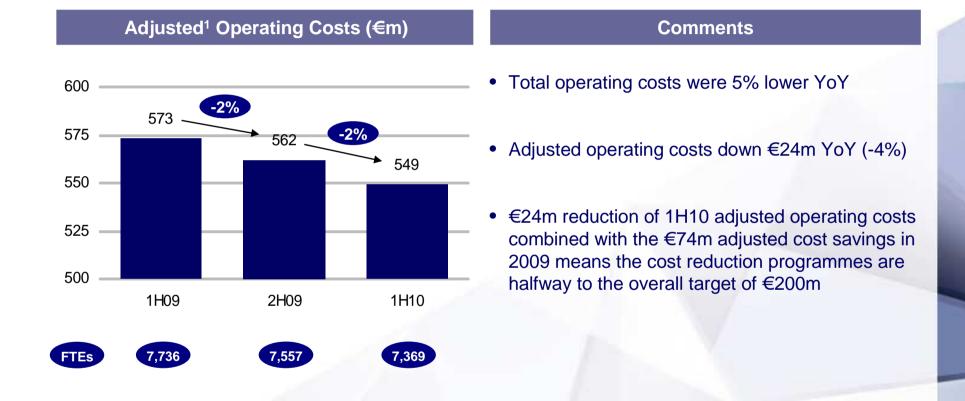


- Savings up €2.1bn to €26.6bn (+9%) vs YE09, 18% of net market inflow
- High conversion of term to sight deposits
- Bank Savings increased to €422m (+66%) from YE09

#### **Pensions**

- VNB margin stable at 13.4%; VNB of €19m slightly down vs 1H09 (€20m)
- Stable regular pension premium income. Higher single premium income due to two new large group contracts
- Introduction of pension product "het Exclusief Pensioen" ("the Exclusive Pension")

# Reducing the Cost Base: Adjusted Operating Costs down €24m YoY

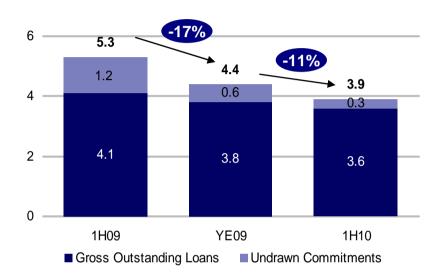


Strong cost reduction delivery illustrates SNS REAAL's ability as natural consolidator

1. Operating expenses excluding restructuring charges and DSB and Icesave claims

## Reduction of SNS PF International Portfolio

#### **Total Commitments SNS PF International (€bn)**



- International commitments down 11% since YE09 and down 26% since 1H09
- Gross outstanding international loans decreased by €0.5bn (-13%) since 1H09 to €3.6bn
- Without FX-effects gross outstanding loans would have been €0.2bn lower

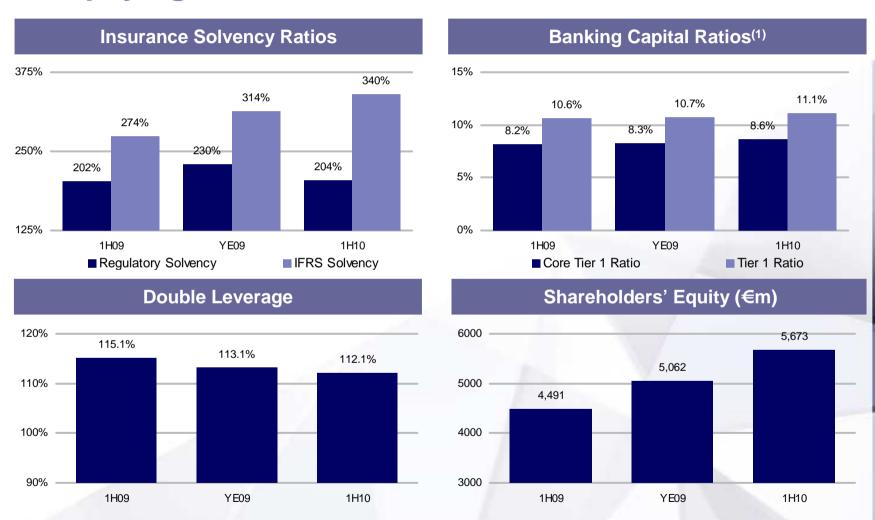
#### **NPLs SNS PF (% outstandings)**



Coverage Ratio						
(€ m)	1H09	YE09	1H10			
Total NPLs	1,443	1,598	1,534			
Coverage Ratio	16.4%	14.9%	26.7%			
Dutch NPLs	175	623	658			
Coverage Ratio	23.4%	9.3%	12.5%			
International NPLs	1,268	975	876			
Coverage Ratio	15.4%	18.5%	37.3%			

Continued progress in reducing international loan portfolio; Relatively stable NPL ratio; Increase in coverage ratio

## Strong Capital Management with a Focus on Repaying State and Foundation



## **Key Take-Aways**

- Net profit before one-off items up sharply to €87m
- Sound commercial performance in core Dutch businesses
- Operating expenses down 5% due to cost reduction and integration programmes
- Continued progress in phasing out international property finance activities
- Strong capital position
- Challenging environment expected to persist

# **II.** Financial Performance

## 1H10 Net Profit of €29m Compared to €30m Loss in 1H09

#### **Net Result**

(€ m)	1H09	2H09	1H10
NET RESULT SNS REAAL	(30)	47	29
SNS Retail Bank	64	56	79
SNS Property Finance	(91)	(128)	(189)
REAAL	3	89	151
of which REAAL Life	(31)	80	143
of which REAAL Non-Life	28	26	13
of which REAAL Other	6	(17)	(5)
ZwitserLeven	31	73	11
Group Activities	(37)	(43)	(23)
One-off items	(67)	(49)	(58)
ADJUSTED NET RESULT	37	96	87

#### **Highlights**

- Strong increase of net profit at SNS Retail Bank; rebound of net interest income, lower operating costs and impairments outpaced lower other income
- Net loss SNS Property Finance driven by €68m impairment on goodwill, high impairments on international loan portfolio and lower interest income
- Strong rebound of result at REAAL Life supported by by gains on interest rate derivatives and lower operating costs
- Net profit at REAAL Non-life was impacted by higher claims following bad weather conditions last winter
- Net profit at Zwitserleven declined due to a provision for investment based pension contracts and lower realised gains
- Result at Group Activities improved due to lower impairments

# Adjusted Net Result for 1H10 more than Doubled to €87m Compared to 1H09

(€ m)	1H09	2H09	1H10
Total Net Result SNS REAAL	(30)	47	29
Impact of one-off items at SNS Retail Bank	0	(40)	0
Impact of one-off items at SNS Property Finance	(55)	0	(68)
Impact of one-off items at REAAL	0	(15)	20
Impact of one-off items at Zwitserleven	0	11	(10)
Impact of one-off items at Group Activities	(12)	(5)	0
Total one-off items	(67)	(49)	(58)
Total Adjusted Net Result SNS REAAL	37	96	87
Total Adjusted Net Result SNS Retail Bank	64	96	79
Total Adjusted Net Result SNS Property Finance	(36)	(128)	(121)
Total Adjusted Net Result REAAL	3	104	131
Total Adjusted Net Result Zwitserleven	31	62	21
Total Adjusted Net Result Group Activities	(25)	(38)	(23)

# **Integration and Cost Reduction Programmes Drive Down Operating Expenses**

Adjusted Operating expenses (€m)	1H10	1H09	Δ	2H09	Δ
SNS Retail Bank	241	259	-7%	250	-4%
SNS Property Finance	39	29	+34%	35	+11%
REAAL	177	187	-5%	181	-2%
Zwitserleven	57	63	-10%	59	-3%
Group Activities	35	35	0%	37	-5%
Total adjusted operating expenses	549	573	-4%	562	-2%
Adjustments:			$\mathbf{A}$		
Restructuring charges (1)	0	0		42	
Icesave and DSB claims	0	5		38	
Total operating expenses SNS REAAL	549	578	-5%	642	-14%

<sup>1.</sup> Restructuring charges 2H09: SNS Retail Bank €10m, REAAL €19m, Zwitserleven €2m and Goup Activities €11m

# **SNS** Retail Bank: Quality of Income Improves; Stable Impairment Charges

Total Income						
(€ m)	1H09	2H09	1H10			
Net interest income	181	210	303			
Net fee and commission income	52	47	52			
Investment income	86	75	34			
Financial instruments / other income	80	101	(2)			
Total income	399	433	387			
Net interest Margin as % of loans	69bps	78bps	111bps			

Impairment Charges					
(€ m)	1H09	2H09	1H10		
Mortgages	26	32	24		
Business Loans	12	11	7		
Other Loans	5	0	9		
Other <sup>1</sup>	2	10	0		
Total impairment charges	45	53	40		
Loan impairments as % of gross loan	ns 16bps	16bps	14bps		

- Interest income from savings up sharply on improving margins and higher portfolio
- Interest income from retail mortgages up due to focus on margin and modest increase of portfolio
- Lower realised gains and trading results on investments
- Absence of buy-back results on own funding paper led to sharp fall in results on financial instruments

- Actual losses on loans increase to €21m (€13m in 1H09) but are still significant below impairments
- LTV retail mortgages of 77% up slightly from 75% at YE09 (1H09: 75%)
- Impairments retail loans expected to remain stable in 2H10

1. Other impairment charges: mainly impairments of furniture and fixtures related to restructuring

## SNS Property Finance: Lower Income & Higher Impairment Charges

Total Income						
(€ m)	1H09	2H09	1H10			
Net interest income	133	148	122			
Investment income	1	(1)	(1)			
Result on financial instruments	0	(12)	(3)			
Other operating income	(1)	(2)	(6)			
Total income	133	133	112			
Net interest Margin as % of loans	193bps	224bps	192bps			

Impairment Charges						
(€ m)	1H0	9 2H09	1H10			
Impairment charges	153	3 265	230			
- of which international	138	3 258	200			
- of which Dutch	15	7	30			
Impairment charges goodwill	55	0	68			
Total impairments charges	208	3 265	298			
Loan impairments as % of gross lo	ans 211b	ps 377bps	s 327bps			

- Lower net interest income due to higher funding costs and shrinking loan portfolio
- Small negative result on financial instruments from sale of non-provisioned loans
- Other operating income was impacted by lower results on participations

- Impairments in 1H10 mainly related to projects in USA and to a lesser extent in other countries
- €68m goodwill impairment driven by regulatory capital requirements and continued cautious outlook for real estate markets
- Impairments on property finance loans expected to remain at high levels in 2H10

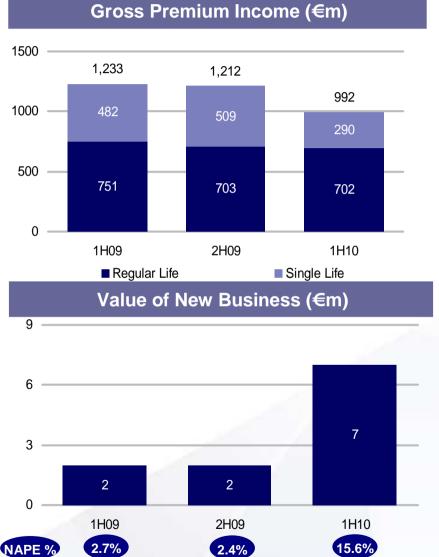
## **SNS Property Finance: Profitable Dutch Activities**

Dutch Portfolio (€m)						
(€ bn)	1H09	2H09	1H10			
Outstanding <sup>1</sup>	9,906	9,601	9,477			
Property Projects	9	13	6			
Total Income	86	93	89			
Operating Expenses	20	18	18			
Impairments	15	7	30			
Net Result <sup>2</sup>	42	50	30			
NPL % outstanding <sup>3</sup>	1.8%	6.4%	6.9%			
LTV %	72%	73%	75%			

International Portfolio (€m)						
(€ bn)	1H09	2H09	1H10			
Outstanding <sup>1</sup>	3,920	3,595	3,237			
Property Projects	395	586	581			
Total Income	48	39	23			
Operating Expenses	10	19	21			
Impairments	138	258	200			
Net Result <sup>2</sup>	(78)	(178)	(151)			
NPL % outstanding <sup>3</sup>	30.8%	25.8%	24.6%			
LTV %	82%	86%	93%			

- 1. Excluding Property Projects / after impairments
- 2. Before goodwill impairments
- 3. Gross NPLs / gross outstanding loans

## REAAL Life: Sharp Rebound of Net Result; Cost Synergies Drive Down Operating Costs Further



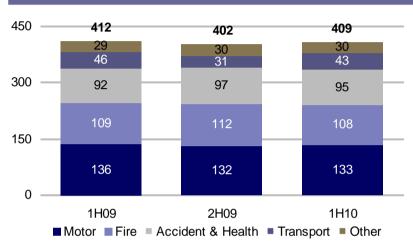


## Highlights 1H10 vs 1H09

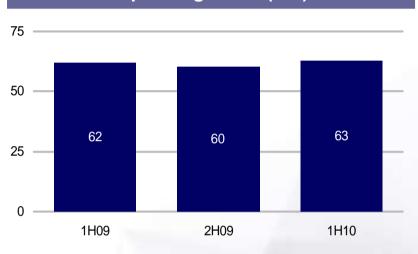
- Net profit €143m (1H09: -€31m; 2H09: €80m)
- Regular Life premiums -7% in shrinking market
- Decrease in investment income (-10%) as a result of lower interest income
- Significant cost reductions (-13% YoY)
- Cost/premium-ratio: 9.4% (1H09: 10.2%; 2H09: 8.7%)
- Higher VNB driven by cost control and product mix effects; NAPE lower at €45m (1H09: €74m; 2H09: €82m), due focus on margins

# REAAL Non-Life: Result Impacted by Weather-Related Claims and Lower Investment Gains

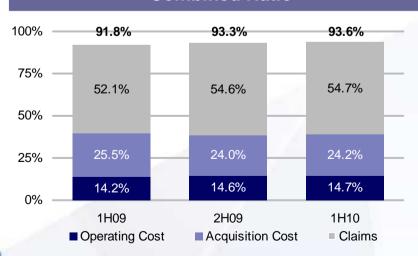




#### **Operating Costs (€m)**



#### **Combined Ratio**

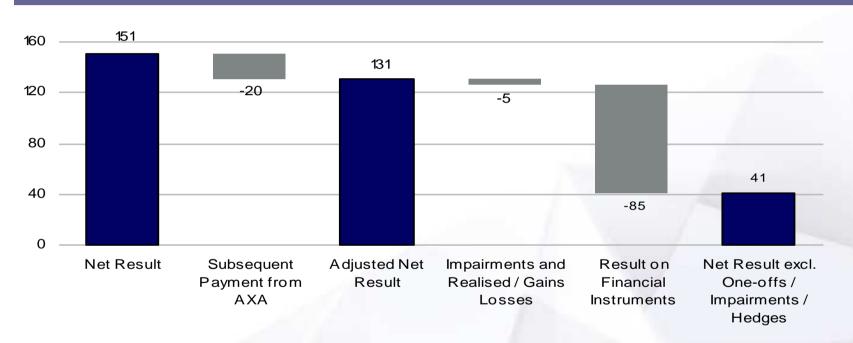


#### Highlights 1H10 vs 1H09

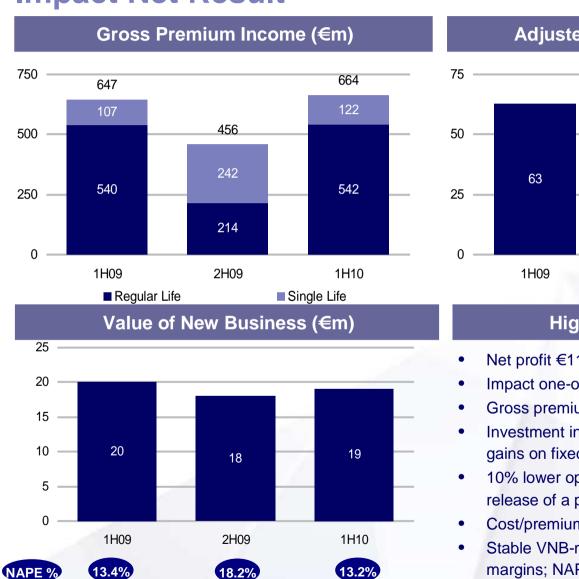
- Net profit €13m (1H09: €28m)
- Gross premiums slightly down
- Disability premiums (€52m) grew by 8% YoY
- Investment income down 37% due to lower realised gains on fixed income investments
- Operating costs in line with last year; acquisition costs 8% lower YoY
- Claims ratio up 2.6%-points to 54.7% due to bad weather conditions in the winter

# **REAAL: Impacted of Impairments, Realised Gains and Losses, Hedging Results and One-off Items**

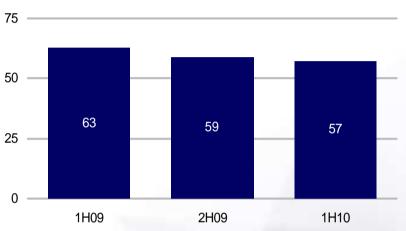
#### Net Result adjusted for One-off Items, Realised Gains / Losses and Hedging Results in 1H10 (€m)



## **Zwitserleven: One-off Items and Lower Realised Gains Impact Net Result**





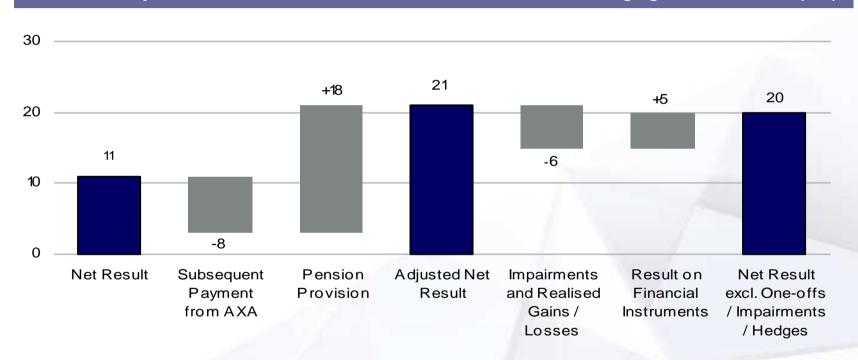


## Highlights 1H10 vs 1H09

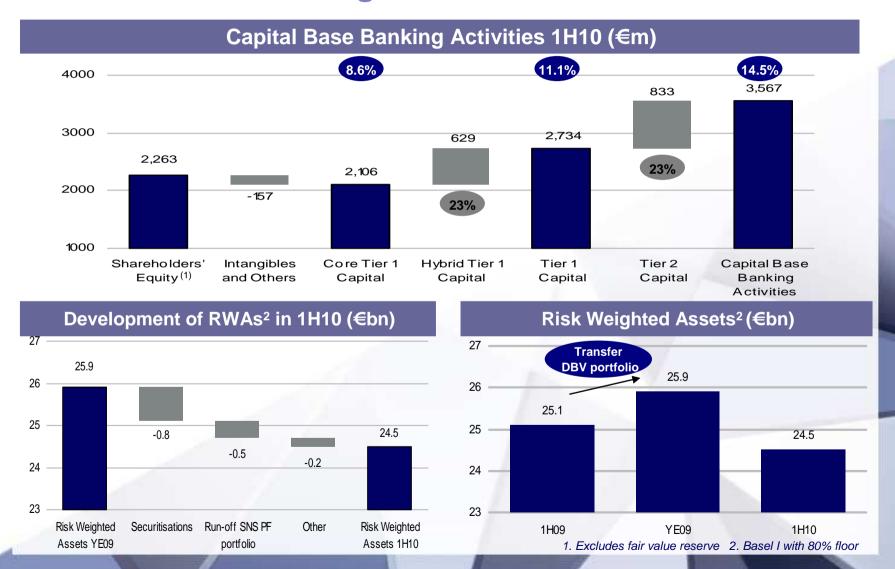
- Net profit €11m (1H09: €31m)
- Impact one-off items of -€10m
- Gross premiums up 3%
- Investment income down 7% due to lower realised gains on fixed income investments
- 10% lower operating costs due to cost savings and release of a pension provision
- Cost/premium-ratio of 9.6% (1H09: 10.0%)
- Stable VNB-margin reflecting focus on profitable margins; NAPE €142m (1H09: €151m)

# **Zwitserleven: Impact of Impairments, Realised Gains and Losses, Hedging Results and One-off Items**

#### Net Result adjusted for One-off Items, Realised Gains / Losses and Hedging Results in 1H10 (€m)



# Banking Activities: Strong Capital Ratios Supported by Reduction in Risk Weighted Assets



## **Banking Activities: Funding Needs for 2010 almost** Covered

## (Public) Funding Activity (YTD)

Date	Type of funding	Amount	Maturity
January	Senior unsecured	€0.6bn	3.5 yr
February	Securitisation	€1.4bn	3 yr
March	Covered bond	€1.0bn	7 yr
June	Securitisation	€1.5bn	5 yr
July	Securitisation	€0.6bn	5 yr

**Liquidity Position** 

(€ m)	1H10	YE09	1H09
Cash	3,457	2, 554	4,264
Liquid Assets	9,324	11,214	10,970
Total Liquidity Position	12,781	13,768	15,234

## Retail Funding FY07 – 1H10 (€bn)



## **Development Retail Funding in 1H10**

	YE09 (€bn)	1H10 (€bn)
Loans & advances to customers <sup>1</sup>	67.3	67.1
SNS Property Finance	13.2	12.7
Retail Loans	54.1	54.4
Savings	24.4	26.6
Other amounts due to customers	9.7	9.7
Retail Funding	34.1	36.3
Retail Funding / Retail Loans	63.0%	66.7%

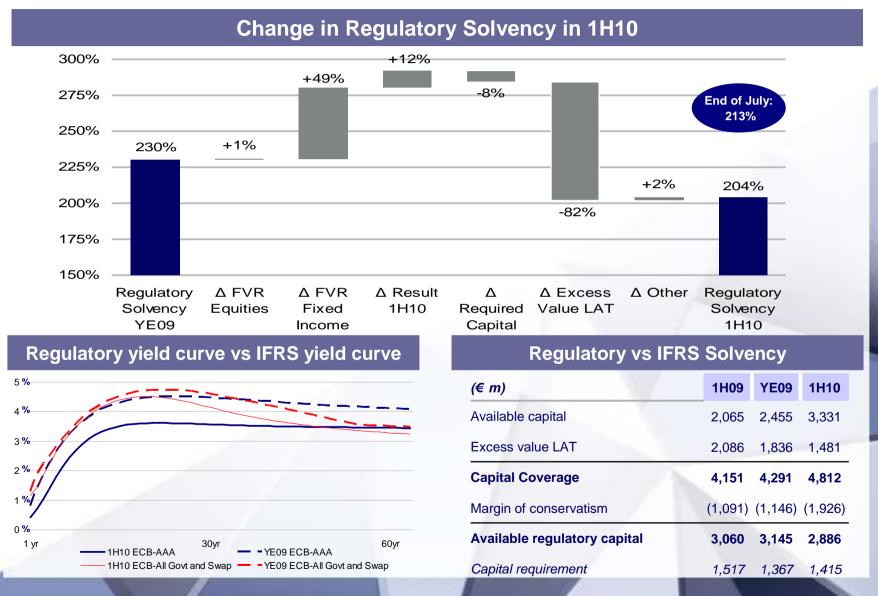
Total figures exclude short term loans to governments: 1H10 €1.2bn; YE09: €0.2bn and 1H09: €1.1bn

## **Banking Activities: Positive Outcome EU Stress Test**

(€ m)	Actual '09	Base '11	Stress '11	Stress '11
Total Tier I capital	2,766	2,899	2,617	
Total regulatory capital	3,590	3,628	3,346	
Total risk weighted assets	25,885	24,217	24,217	
Pre-impairment income	476		992	
Impairment losses on financial assets	-438		-1,076	
Additional impairment losses after sovereign shock				-87
Tier I ratio (%)	10.7%	12.0%	10.8%	10.5%

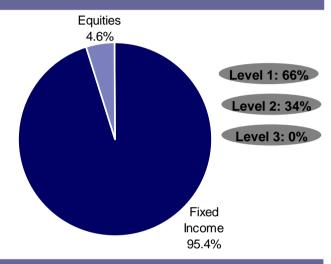
- The rise of short-term interest rates positively supports SNS Bank's pre-impairment income
- RWA decrease driven by announced winding down of the international portfolio of SNS PF
- In both scenarios, the Tier 1 ratio is impacted negatively by higher impairments on retail loans and predominantly on commercial loans at SNS Property Finance

# Solvency of Insurance Activities: IFRS Solvency Up; Regulatory Solvency Impacted by Yield Curve

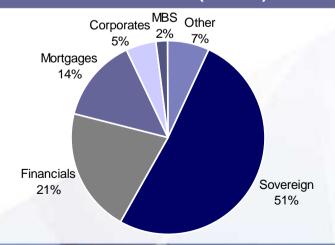


## **Insurance Activities: Conservative Investment Portfolio**

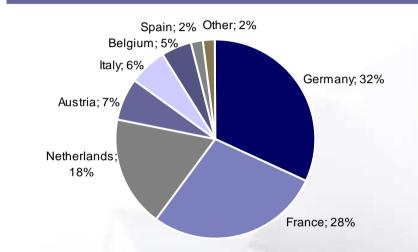
#### Investment Portfolio 1H10: €29.0bn



## Fixed Income Portfolio (Sector): €27.7bn



#### Sovereign Exposure 1H10: €14.0bn



## Peripheral European Exposure

	YE09	1H10	%
Ireland	187	162	-13%
Greece	215	30	-86%
Portugal	63	53	-16%
Italy	1,422	882	-38%
Spain	854	311	-64%
Total	2,741	1,437	-48%

# **III.** Questions & Answers

# IV. Appendices

# A. First Half 2010 Financial Statements

## **Income Statement – SNS REAAL**

in € millions	SNS Retail Bank	SNS Property Finance	REAAL	Zwitserleven	Group activities	Eliminations	Total
1 <sup>st</sup> half year 2010							
Income							
Interest income third parties	998	224					1,222
Interest income group companies	123					-138	-
Interest expense third parties	767						767
Interest expense group companies	51	117				-168	-
Net interest income	303	122				30	455
Premium income			1,401	664			2,065
Reinsurance premiums			83	1			84
Net premium income			1,318	663			1,981
Fee and commission income third parties	63		37	6	6		112
Fee and commission income group companies	9		6		17	-32	-
Fee and commission expense third parties	12		5		5		22
Fee and commission expense group companies							
	8		8	3		-19	-
Net fee and commission income	52		30	3	18	-13	90
Share in result of associates		-7	2				-5
Investment income	34		534	176	40	-80	703
Investment income for account of policyholders	34		334	170	40	-00	700
invocation income for account or periognolation			23	276			299
Result on financial instruments	-3	-3	114	-7			101
Income invested collateral securities lending				2			2
Other operating income	1	1	27	8			37
Total income	387	112	2,048	1,121	58	-63	3,663
Expenses							
Technical claims and benefits			1,206	530			1,736
Charges for account of policyholders			240	487			727
Acquisition costs for insurance operations			155	15		-2	168
Impairment charges / (reversals)	40		.5	12	5		355
Staff costs	110		66 25	18	137 2	-	348
Depreciation and amortisation of fixed assets Other operating expenses	17 114		25 86	12 27	-95	-9	57 144
Interest expenses securities lending				1	-95	-9	144
Other interest expenses			78	7	38	-52	71
Other expenses			1				1
Total expenses	281	337	1,857	1,109	87	-63	3,608
Result before tax	106	-225	191	12	-29	-	55
Taxation	27	-36	40	1	-6	-	26
Net result continued operations Net result discontinued operations	79 	-189 	151 	11 	-23 	-	29
·	79	-189	151	11	-23	_	29
Net result for the period Minority interests	79	-189	151		-23 	-	29
Net result attributable to shareholders and securityholders	79	-189	151	11	-23		29

## **Income Statement – Banking Activities by Segment**

in € millions	SNS Retail Bank	SNS Property Finance	Eliminations	Total
1 <sup>st</sup> half year 2010				
Income				
Interest income	1,121		-131	1,229
Interest expense	818	117	-131	804
Net interest income	303	122		425
Fee and commission income	72			72
Fee and commission expense	20			20
Net fee and commission income	52			52
Share in result of associates	-	-7		-7
Investment income	34	-1		33
Result on financial instruments	-3	-3		-6
Other operating income	1	1	-	2
Total income	387	112		499
Expenses				
Impairment charges / (reversals)	40	298		338
Staff costs	110	17		127
Depreciation and amortisation of fixed assets	17			18
Other operating expenses	114	21	-	135
Total expenses	281	337	-	618
Result before tax	106	-225		-119
Taxation	27	-36		-9
Net result continued operations	79	-189	_	-110
Net result discontinued operations				
Net result for the period	79	-189	_	-110
Minority interests	-		-	
Net result attributable to shareholders and securityholders	79	-189		-110

## **Income Statement – Insurance activities by Segment**

In € millions	Zwitserleven	REAAL Life	REAAL Non- Life	Other activities	Eliminations	Total
1 <sup>st</sup> half year 2010						
Income						
Premium income	664	992	409			2,06
Reinsurance premiums	1	48	35			8-
Net premium income	663	944	374			1,98
Fee and commission income	6	31	1	11		4
Fee and commission expense	3	5		8		1
Net fee and commission income	3	26	1	3		3
Share in result of associates		2				
Investment income	176	479	31	30	-7	70
investment income for account of policyholders	276	23				29
Result on financial instruments	-7	114				10
Income invested collateral securities lending	2					
Other operating income	8	27				3
Total income	1,121	1,615	406	33	-7	3,16
Expenses						
Technical claims and benefits	530	980	226			1,73
Charges for account of policyholders	487	240				72
Acquisition costs for insurance operations	15	64	92	-1		17
Impairment charges/ (reversals)	12					1
Staff costs	18	35	25	6		8
Depreciation and amortisation of fixed assets	12	19	6			3
Other operating expenses	27	44	32	10		11
Interest expenses securities lending	1					
Other interest expenses	7	53	7	24	-7	8
Other expenses				1		
Total expenses	1,109	1,435	388	40	-7	2,96
Result before tax	12	180	18	-7	-	20
Taxation	1	37	5	-2		4
Net result continued operations Net result discontinued operations	11 	143 	13 	-5 	<del>-</del>	16
Net result for the period Minority interests	11 	143 	13 	-5 	<b></b> 	16
Net result attributable to shareholders and securityholders	11	143	13	-5		16

## **Consolidated Balance Sheet**

in € millions	SNS Retail Bank	SNS Property Finance	REAAL	Zwitserleven	Group activities	Eliminations	Total
June 2010							
Assets							
Intangible assets	123	49	1,659	702	18		2,551
Property and equipment	107	1	140	39	7	56	350
Investments in associates		26	64	-1	3	-2	90
Investment properties	1		219	32		-57	195
Investments	4,492		21,766	7,227	99	-2,592	30,992
Investments for account of policyholders			6,537	6,559		-3	13,093
Invested collateral securities lending				214			214
Derivatives	2,196		108	89	47		2,440
Deferred tax assets	294		48	195	14		564
Reinsurance contracts			350				350
Property projects		587					587
Loans and advances to customers	55,592		3,917		965	-1,321	71,855
Loans and advances to banks	15,555		620	14	441	-14,743	2,636
Corporate income tax		41	94	11	92		122
Other assets	621	126	34	222	84	-212	875
Cash and cash equivalents	3,411	46	1,816	523	104	-1,177	4,723
Total assets	82,392	14,340	37,372	15,826	1,874	-20,167	131,637
Equity and liabilities							
Equity attributable to shareholders	1,450	548	1,702	1,684	-711		4,673
Equity attributable to securityholders	260		678	47	14		999
Minority interests			3			-2	1
Total equity	1,710	548	2,383	1,731	-697	-2	5,673
Participation certificates and subordinated debt	1,615		843	119	615	-1,184	2,008
Debt certificates	31,001		1,880		404	-134	33,151
Insurance contracts			26,318	12,378		-30	38,666
Provision for employee benefits			142		41	30	402
Other provisions	40		20	4	10		74
Securities lending liabilities				222			222
Derivatives	3,343		110	3	6		3,462
Deferred tax liabilities	349	13	498	301			1,161
Savings	26,557						26,557
Other amounts due to customers	9,784	158	735	38	1,247	-3,291	8,671
Amounts due to banks	6,808	13,490	3,687		199	-15,224	8,960
Corporate income tax	69		47			-116	
Other liabilities	1,116	131	709	841	49	-216	2,630
Total equity and liabilities	82,392	14,340	37,372	15,826	1,874	-20,167	131,637

# **B. First Half 2010 Additional Slides**

# **REAAL: Impact Impairments, Realised Gains and Losses, Hedging Results and One-off Items**

(€ m)	1H09	2H09	1H10
Total Net Result REAAL	3	89	151
Impact Investment Portfolio and Hedges	(122)	1	90
Impairments and realised gains/losses on equity <sup>1</sup>	(74)	20	(5)
Impairments and realised gains/losses on fixed income	7	(11)	10
Result on financial instruments	(55)	(8)	85
One-off items	0	(15)	20
Subsequent payment from AXA	0	0	20
Provision for single label strategy	0	(15)	0
Net result REAAL excl. impact of one-off items and impact of investment portfolio and hedges	125	103	41

# **Zwitserleven: Impact of Impairments, Realised Gains and Losses, Hedging Results and One-off Items**

(€ m)	1H09	2H09	1H10
Total Net Result Zwitserleven	31	73	11
Impact Investment Portfolio and Hedges	27	12	1
Impairments and realised gains/losses on equity portfolio <sup>1</sup>	1	(14)	7
Impairments and realised gains/losses on fixed income portfolio	33	23	(1)
Result on financial instruments	(7)	3	(5)
One-off items	0	11	(10)
Net result Zwitserleven excl. impact of one-off items and impact of investment portfolio and hedges	4	50	20

## **Group Capital Position**

#### **Group Capital (€m)** Shareholders' Equity (excl. Double Leverage) 5,673 Minority Interests Banking Certificates / Hybrid Tier 1 629 Insurance Hybrid / Subordinated Capital 962 **Banking Intangibles** -169 Insurance Intangibles / Other -1,742 Excess LAT (negatively adjusted for DAC) -445 **Total Available Capital (a)** 4,907 Minimum Required Bank Capital 981 Minimum Required Insurance Capital 1,415 **Total Minimum Required Capital (b)** 2,396 Solvency Ratio (excl. Double Leverage) (a/b) 205%

Changes in Shareholders' Equity (€m)		
Shareholders' Equity YE09	5,062	
Fair Value Reserve Equities	+13	
Fair Value Reserve Fixed Income	+584	
Net Result First Half 2009	+29	
Minorities	-19	
Other	+4	
Shareholders' Equity 1H10	5,673	
Calculation Double Leverage 1H	10 (€m)	
Shareholders' Equity Subsidiaries (a)	6,354	
of which Banking Activities	2,257	
of which Insurance Activities	4,111	
of which Other	-14	
Shareholders' Equity SNS REAAL (b)	5,672	
Double Leverage (a/b)	112.1%	

# **Exposure to Peripheral European Sovereigns Reduced** by 37% in 1H10

## Sovereign Exposure YE09 (€m)

## Sovereign Exposure 1H10 (€m)

	Insurance	Banking	Total
Ireland	187	252	439
Greece	215	140	355
Portugal	63	-	63
Italy	1,422	1,087	2,509
Spain	854	105	959
Subtotal	2,741	1,584	4,325
Germany	3,410	677	4,087
France	3,054	682	3,736
Netherlands	2,015	500	2,515
Austria	773	162	935
Belgium	631	74	705
Other	109	21	130
Total	12,733	3,700	16,433

	Insurance	Banking	Total
Ireland	162	195	357
Greece	30	46	76
Portugal	53	- 1	53
Italy	882	1,001	1,883
Spain	311	61	372
Subtotal	1,437	1,303	2,740
Germany	4,396	637	5,033
France	3,848	646	4,494
Netherlands	2,562	665	3,227
Austria	1,010	248	1,258
Belgium	697	150	847
Other	54	17	71
Total	14,003	3,666	17,669

# **Impact of New Segment Reporting on Figures Income Statement 2009**

Key figures REAAL Life						
Income statement	New segmen	t structure		Old segme	nt structure	
In € millions	full year 2009	1st half year 2009	2nd half year 2009	full year 2009	1st half year 2009	2nd half year 2009
Regular life premiums	1,454	751	703	1,512	824	688
Single life premiums	991	482	509	787	359	428
Premium income	2,445	1,233	1,212	2,299	1,183	1,116
Total operating expenses	214	112	102	230	118	112
Net result for the period	49	-31	80	73	-29	102
One-off items	-7		-7	-7		-7
Adjusted net result for the period	56	-31	87	80	-29	109
Key figures income statement Z	witserleven					
Income statement	New segmen	t structure		Old segmen	nt structure	
In € millions	full year 2009	1st half year 2009	2nd half year 2009	full year 2009	1st half year 2009	2nd half year 2009
						•
Regular life premiums	754	540	214	696	467	229
Single life premiums	349	107	242	553	230	323
Premium income	1,103	647	456	1,249	697	552
Total operating expenses	124	64	60	109	57	52
Net result for the period	104	31	73	80	29	51
•			4.4	44		11
One-off items	11		11	11		- 11

# REAAL: Impact of Volatile Financial Markets and One-off Items, According to 2009 Method

(€ m)	1H09	2H09	1H10
Total Net Result REAAL		89	151
Impact volatile financial markets	(91)	4	62
Impairments and realised gains/losses on equity <sup>1</sup>	(74)	20	(5)
Impairments and realised gains/losses on fixed income	7	(11)	10
Result on derivatives	(34)	(12)	56
Other	10	7	1
One-off items	0	(15)	20
Subsequent payment from AXA	0	0	20
Provision for single label strategy	0	(15)	0
Net result REAAL excl. impact volatile financial markets and one- offs	94	100	69

# **Zwitserleven: Impact of Volatile Financial Markets and One-off Items, According to 2009 Method**

(€ m)	1H09	2H09	1H10
Total Net Result Zwitserleven	31	73	11
Impact volatile financial markets	16	9	1
Impairments and realised gains/losses on equity portfolio <sup>1</sup>	1	(14)	7
Impairments and realised gains/losses on fixed income portfolio	33	23	(1)
Result on financial instruments	(1)	0	(4)
Other	(17)	0	(1)
One-off items	0	11	(10)
Net result Zwitserleven excl. impact volatile financial markets and one-offs	15	53	20

## **Forward-looking Statements**

#### Reservation concerning forward looking statements

This presentation contains forward-looking statements concerning future events. Those forward-looking statements are based on the current information and assumptions of the SNS REAAL management concerning known and unknown risks and uncertainties.

Forward-looking statements do not relate to definite facts and are subject to risk and uncertainty. The actual results may differ considerably as a result of risks and uncertainties relating to SNS REAAL's expectations regarding such matters as the assessment of market risk, premium growth and investment income, cash flow predictions and other developments within SNS REAAL or, more generally, the economic climate and changes in the law and taxation.

SNS REAAL cautions that expectations are only valid on specific dates, and accepts no responsibility for the revision or updating of any information following changes in policy, developments, expectations or the like.