



SNS REAAL

Financial Results First Half 2012

***SNS REAAL posts first half 2012
net profit of € 115 million***

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I. Highlights, Strategy Update

SNS REAAL Posts 1H12 Net Profit of €115m (1)

**Net Profit Core
Activities of
€246m**

- Net profit at SNS Retail Bank lower at €70m mainly impacted by higher loan impairments
- Net profit at SNS SME limited at €3m, comparable to 2H11
- Underlying profit Insurance activities slightly higher at €131m, supported by lower operating costs
- Sharp increase in net profit at REAAL to €164m, positively impacted by gains on derivatives
- Higher net profit at Zwitserleven of €52m driven by realised gains on bonds
- Overall improvement in customer satisfaction levels
- Growth in savings, bank savings and pensions
- On track with cost reduction programmes, operating expenses reduced by 6%

SNS REAAL Posts 1H12 Net Profit of €115m (2)

Ongoing Reduction of Exposure at Property Finance

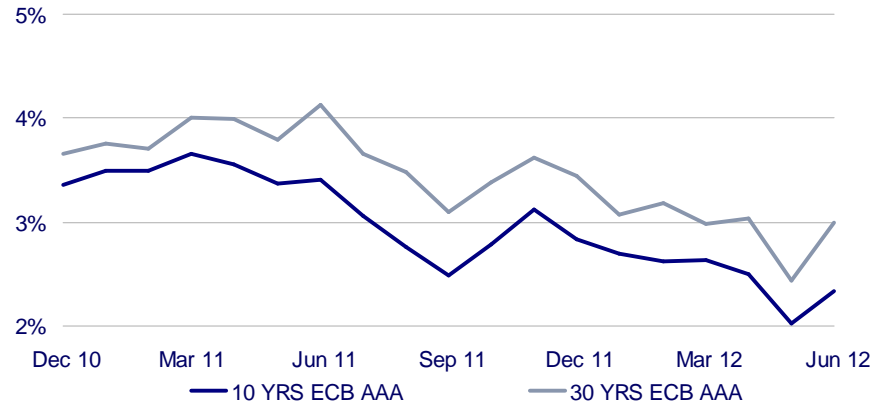
- €131m loss driven by impairment charges of €140m (1H11: €138m)
- Total exposure PF reduced by €549m to €4.7bn (-10%) compared to YE11
- International exposure reduced by €352m to €2.0bn (-15%)
- Total exposure PF and SNS SME combined reduced by €1.1bn (-10%)

Solvency and Capital Management

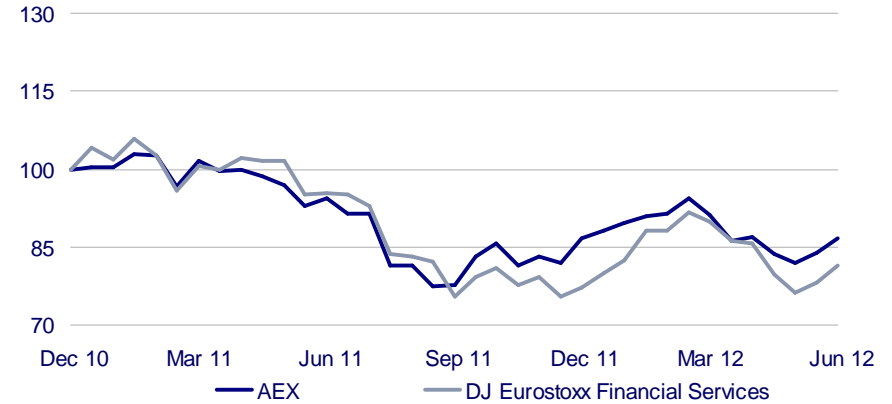
- Core Tier 1 ratio Banking activities of 9.6% (YE11: 9.2%)
- EBA capital shortfall of SNS Bank fully addressed
- Regulatory solvency at the Insurance activities 199% (YE11: 203%)
- Double leverage increases to 117.7% (YE11: 115.1%)
- €700m capital release programme largely realised
- Capital released used to support solvency in challenging market environment
- Exploring strategic restructuring and solvency enhancement scenarios
- All scenarios still under review; no decisions made at this stage

Continued Volatile Financial Markets

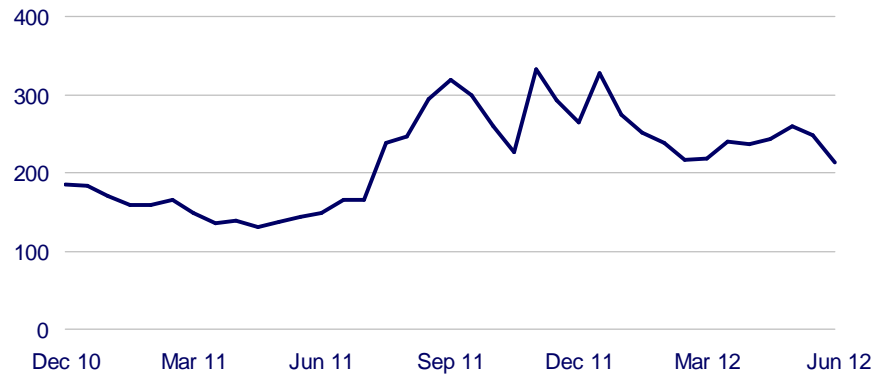
10yr and 30yr ECB-AAA Interest Rates



AEX and DJ Eurostoxx Financial Services Index



Credit Spread IBoxx Corporate A (bps)



Credit Spread IBoxx All Government Eurozone (bps)



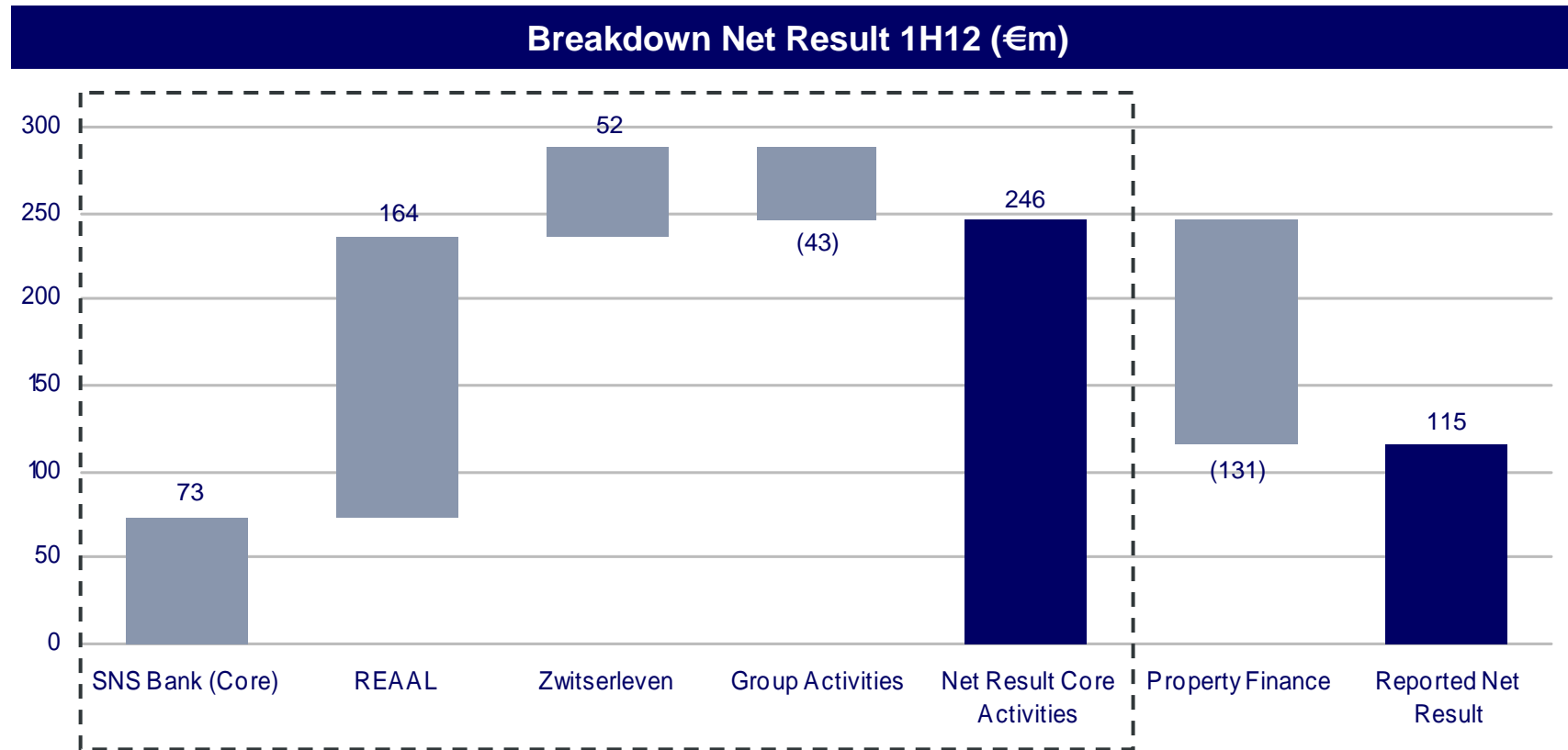
Very Challenging Environment

Developments Core Markets and Economic Environment 1H12

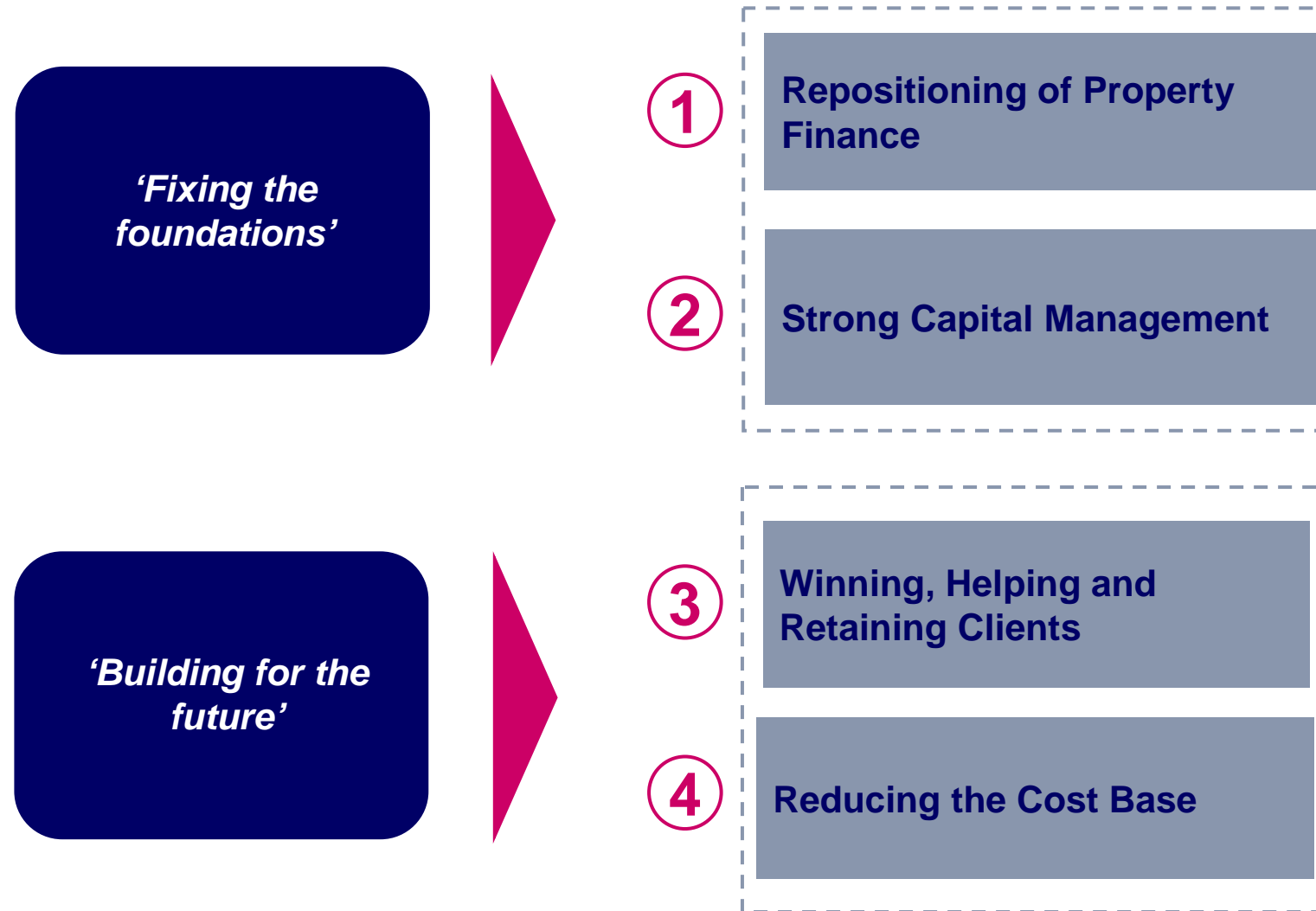
- During 1H12, forecasts for economic growth in the Netherlands for 2012 and 2013 have been lowered, due mainly to disappointing developments in the international economy and declining consumer spending
- Gross domestic product in the Netherlands is now expected to shrink in 2012
- Dutch housing and commercial real estate markets weakened further and no recovery is expected in the near future
- Savings market grew by 5% in 1H12, supported by strong growth in bank savings
- New regular life insurance premiums down by 39% and new regular pension premiums by 19% in 1H12

Outlook remains challenging, both economically and for financial markets

Net Profit at Core Activities of €246m in 1H12

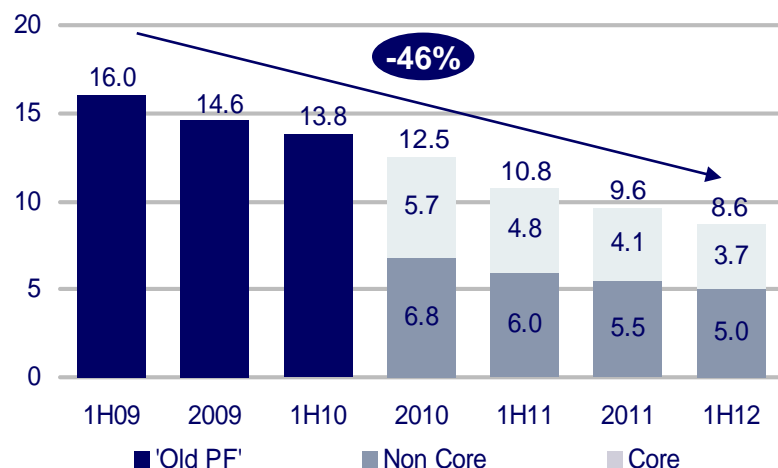


Fixing the Foundations and Building for the Future

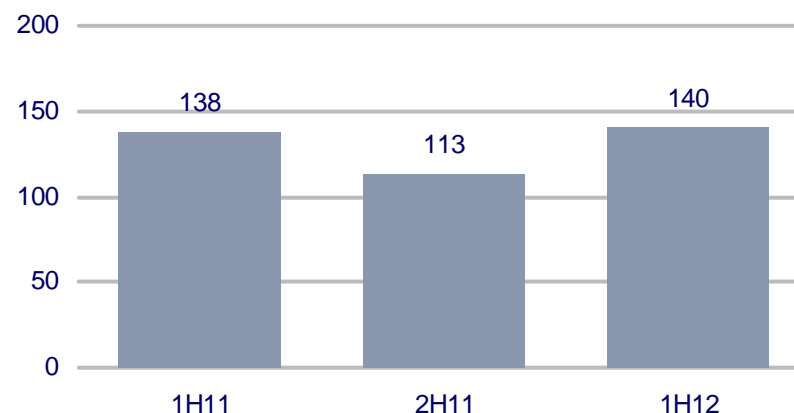


① Further Reduction of Property Finance Loan Portfolio

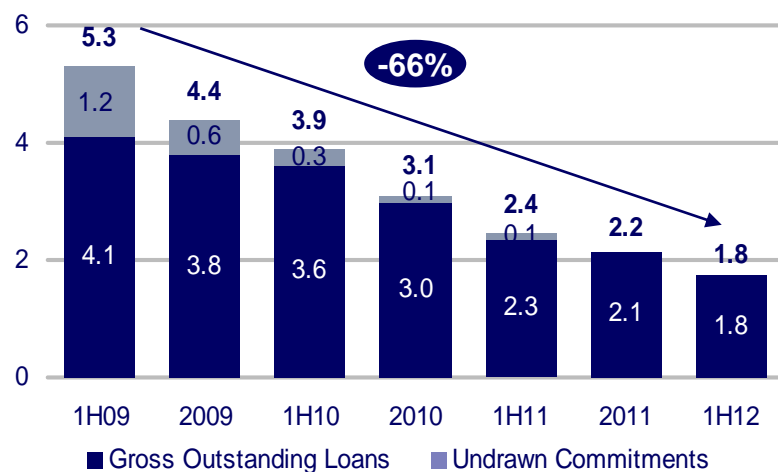
Total Commitments 'Old' Property Finance (€bn)



Loan Impairments Property Finance (€m)



International Commitments Property Finance (€bn)

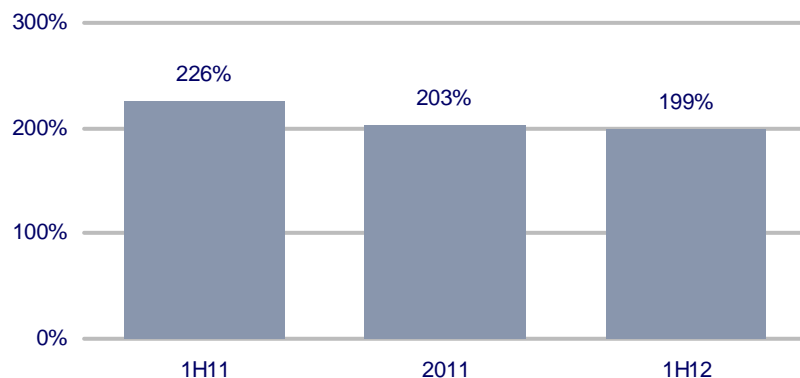


Comments

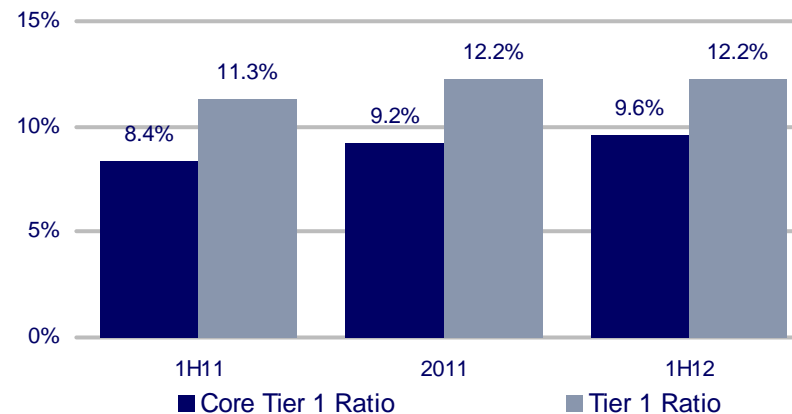
- Total commitments 'old' Property Finance reduced by €1.0bn (-10%) in 1H12
- Total commitments 'old' PF lowered by 46% since announcement of run-off in 2009
- International commitments lowered by 66% since announcement of run-off in 2009
- Marginally higher loan impairments vs 1H11

② Solvency Ratios of Banking and Insurance Activities Remain Solid

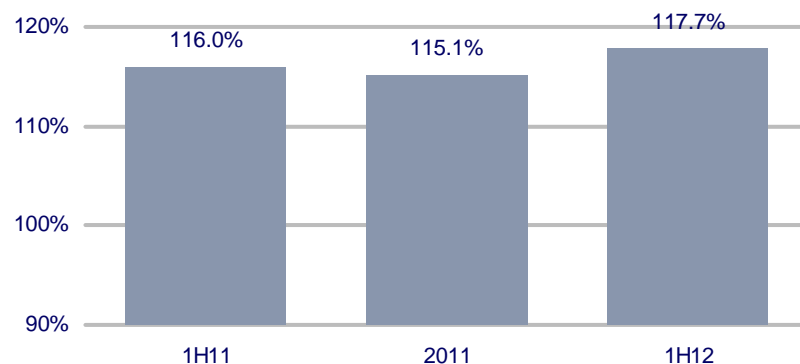
Regulatory Solvency Insurance Activities



Banking Capital Ratios¹



Double Leverage²



Comments

- Insurance solvency ratio slightly lower at 199%
- CT1 ratio up to 9.6%; EBA capital shortfall fully addressed
- Double Leverage increased mainly as a result of a lower shareholders' equity

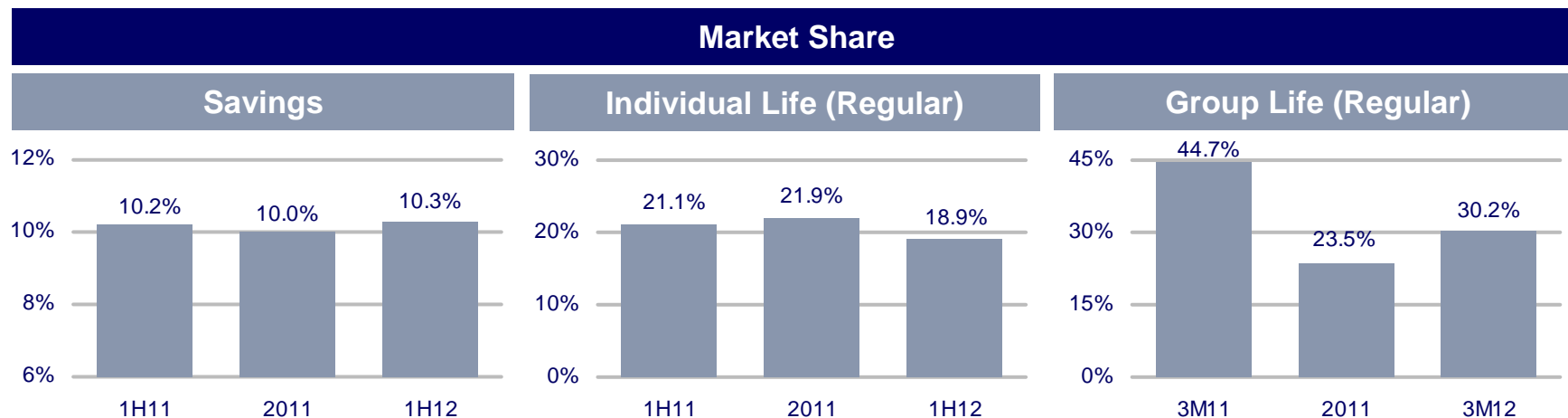
1. Including 80% floor from Basel I 2. Including DAC adjustment

② Capital Release Programme Largely Realised

Capital Release Action	Envisaged Release	Progress up to 1H12
Sale of first loss pieces / purchase of mortgages by Insurance activities / buy-backs	€120m - €150m	• €257m capital release
Traditional reinsurance transaction	€150m - €200m	• €225m capital release
Reduction of retail and SME mortgages	€150m - €220m	• €128m capital release through reduction of SME mortgages
Sale of selected portfolios / activities	€125m - €175m	• €18m capital release through sale of small reinsurance subsidiary

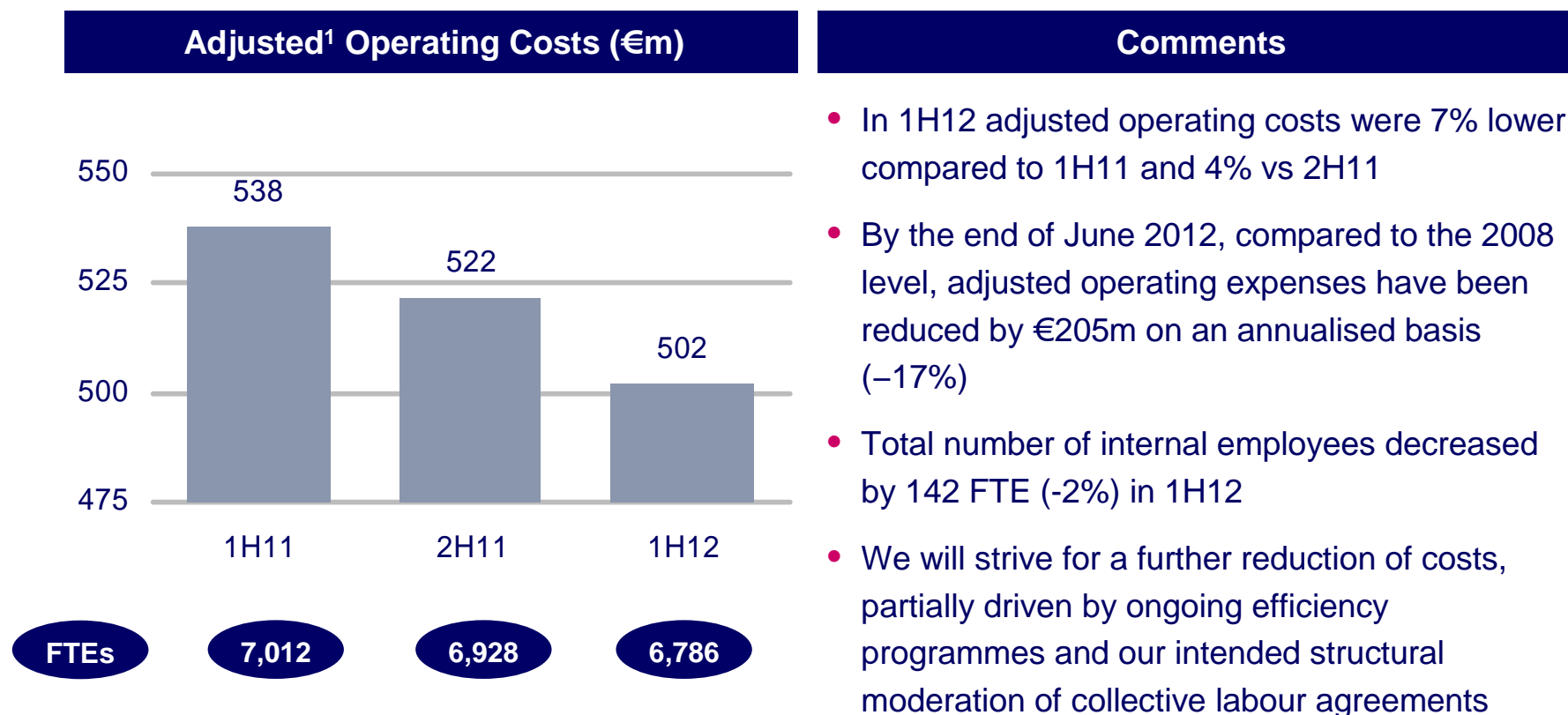
90% of the €700m capital release programme has been realised

③ Progress in Winning, Helping and Retaining Clients



- Overall improvement in most of our customer satisfaction levels and in the positioning of our seven market brands
- New current account which pays interest on positive balances, launched in 2011, has now attracted over 100,000 customers
- Savings balances rose by €2.2bn (+7%) compared to YE11, supported by growth in bank savings
- REAAL retained its leading position in the term life market; satisfaction levels of distribution partners remained high
- Zwitserleven successfully attracted new clients in particular in the SME segment in 1H12

④ Reducing Our Cost Base



1. Excluding restructuring charges, advisory costs for Property Finance run-off loan portfolio and share in savings guarantee scheme

II. Financial Performance

SNS REAAL: Segment Results

Net Result ¹			
(€m)	1H11	2H11	1H12
SNS Bank (Core)	121	141	73
<i>of which SNS Retail Bank</i>	87	137	70
<i>of which SNS SME</i>	34	4	3
REAAL	66	214	164
<i>of which REAAL Life</i>	61	186	151
<i>of which REAAL Non-Life</i>	11	21	22
<i>of which REAAL Other</i>	(6)	7	(9)
Zwitserleven	18	(105)	52
Group Activities	(34)	(59)	(43)
NET RESULT SNS REAAL (CORE)	171	191	246
Property Finance	(118)	(130)	(131)
NET RESULT SNS REAAL	53	61	115
One-off items	(9)	(119)	(15)
ADJUSTED NET RESULT SNS REAAL	62	180	130

1. With effect from 1 January 2012, internal and external acquisition costs are no longer deferred, but charged directly to the results. Comparative figures have been adjusted accordingly

Second Quarter 2012 Result of €92m

Quarterly Net Results			
(€m)	1Q12	2Q12	1H12
SNS Bank (Core)	32	41	73
REAAL	62	102	164
Zwitserleven	15	37	52
Group Activities	(22)	(21)	(43)
SNS REAAL (Core)	87	159	246
Property Finance	(64)	(67)	(131)
SNS REAAL	23	92	115

Comments Net Results 2Q12/1Q12

- SNS Bank: higher realised gains on fixed income portfolio, absence of loss on Greek government bonds and lower costs partly mitigated by higher impairments
- REAAL: higher unrealised gains on interest rate derivatives, realised gains on bonds and a release of provisions at Non-life
- Zwitserleven: higher realised gains on bonds

Adjusted Operating Expenses Down 7% YoY

Operating Expenses			
Adjusted Operating Expenses (€m)	1H11	2H11	1H12
SNS Bank (Core)	247	242	231
Property Finance	12	13	11
REAAL	163	155	155
Zwitserleven	73	67	63
Group Activities	43	46	42
Total adjusted operating expenses	538	522	502
Adjustments ¹	29	35	29
Total operating expenses	567	557	531

Progress on Cost Reduction

SNS Bank (Core)

- Decrease in expenses driven by lower number of staff as a result of the new distribution strategy

Property Finance

- Adjusted expenses exclude €29m advisory costs in 1H12 (1H11: €23m; 2H11: €33m)

REAAL

- Operating expenses were again down YoY due to cost reduction measures. Implementation of the agreement on cost loadings of investment-based life insurance policies had a negative impact in 1H12

Zwitserleven

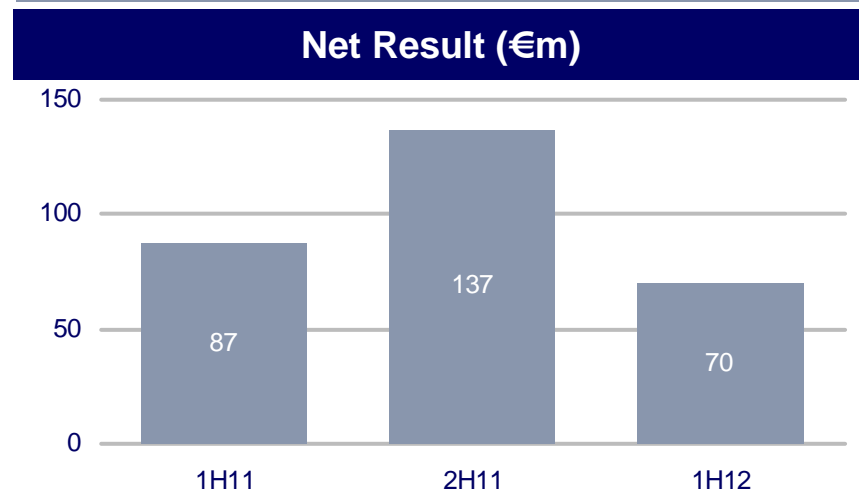
- Operating expenses at Zwitserleven decreased as a result of a lower number of external FTEs and impact of cost reduction programmes

1. Excluding restructuring charges, advisory costs for Property Finance run-off loan portfolio and share in savings guarantee scheme

SNS Retail Bank: Net Interest Income up Slightly; Higher Loan Impairments

Total Income			
(€m)	1H11	2H11	1H12
Net interest income	294	307	306
Net fee and commission income	42	37	24
Investment income	13	32	28
Financial instruments / other income	31	99	17
Total income	380	475	375
Net interest Margin as % of loans	109bps	113bps	114bps

Impairment Charges			
(€m)	1H11	2H11	1H12
Mortgages	26	45	61
Other Loans	1	10	14
Total loan impairments	27	55	75
Other	8	23	-
Total impairment charges	35	78	75
Loan impairments as % of gross loans	10bps	20bps	28bps



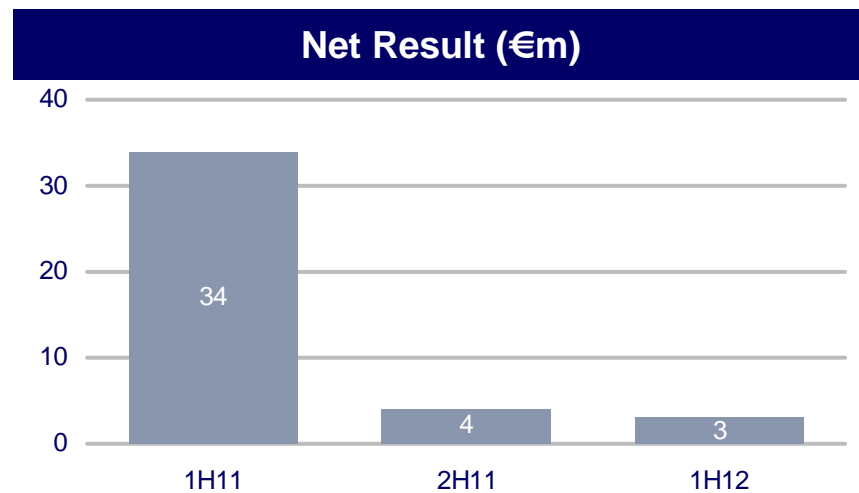
Comments

- Higher net interest income at mortgages; net fee and commission income lower
- €12m (gross) loss on the exchange of Greek government bonds included in investment income
- 1H12 other loan impairments includes a €11m charge due to default of a major debtor
- Actual credit losses of €40m (1H11: €20m)
- LtV retail mortgages of 83% (YE11: 81%)

SNS SME: Net Result Impacted by Higher Impairment Charges and Shrinking Portfolio

Total Income			
(€m)	1H11	2H11	1H12
Net interest income	78	66	63
Net fee and commission income	4	3	4
Financial instruments / other income	(2)	(4)	(5)
Total income	80	65	62
Net interest Margin as % of avg. loans	228bps	216bps	229bps

Impairment Charges / Gross Loans			
(€m)	1H11	2H11	1H12
Total impairment charges	11	35	37
Gross loans	6,435	5,771	5,218
Loan impairments as % of avg. loans	32bps	115bps	135bps

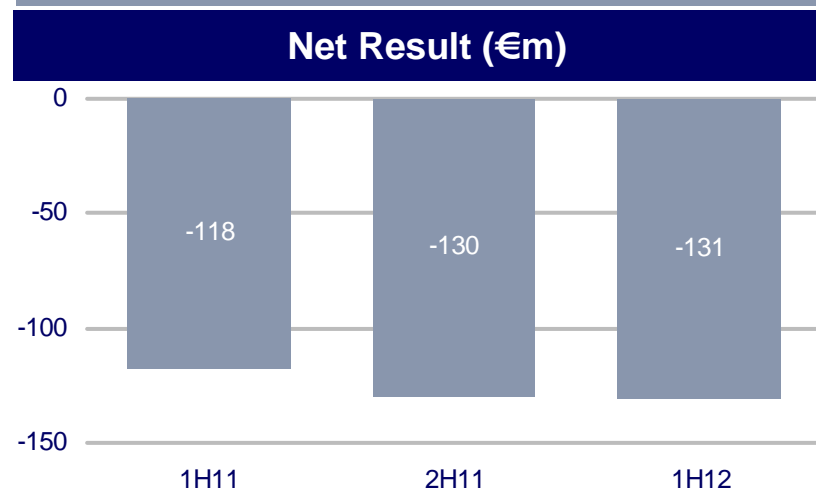


Comments

- Shrinking loan portfolio reflected in lower net interest income
- Gross loan portfolio reduced by €0.5bn (-10%) in 1H12 as part of SNS REAAL's capital release plan
- Lower operating expenses due to reduction in the number of staff
- Increase in impairments in order to strengthen provisioning levels in the former PF portfolio
- Actual credit losses of €8m (1H11: €5m)

Property Finance: Continued Loss due to High Impairments

Total Income			
(€m)	1H11	2H11	1H12
Net interest income	30	23	24
Investment income	1	(1)	-
Result on financial instruments	(5)	(25)	(3)
Other operating income	(7)	(6)	(1)
Total income	19	(9)	20
Net interest Margin as % of avg loans	98bps	83bps	93bps



Impairment Charges			
(€m)	1H11	2H11	1H12
Impairment charges	138	113	140
- of which international	90	38	30
- of which Dutch	48	75	110
Impairment charges goodwill	-	-	-
Total impairments charges	138	113	140
Loan impairments as % of avg loans	411bps	369bps	494bps

Comments

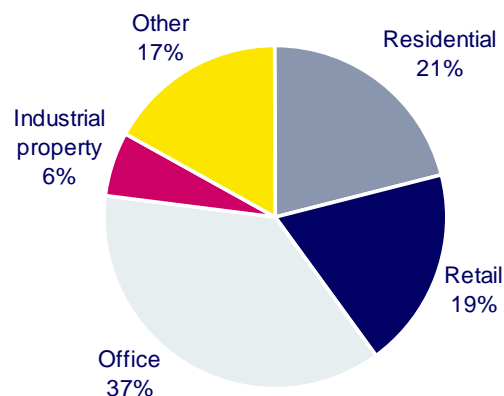
- Lower net interest income due to winding down of portfolio
- Result on financial instruments consists of sales of non-provisioned loans at a discount
- Combined level of impairments and discounts has been stable in recent half year-periods
- ~80% of impairments in 1H12 relate to Dutch portfolio
- Impairments expected to remain at high levels in 2H

Property Finance: Outstanding Loans Down by €556m (-12%)

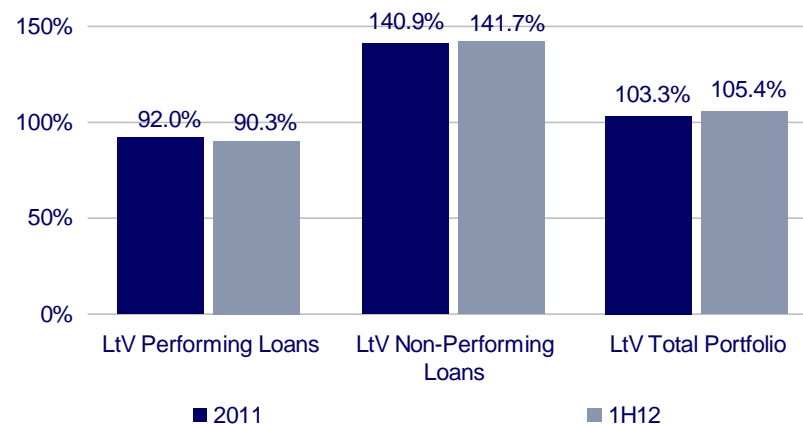
Outstanding Loans Property Finance by Geography 1H12

(€m)	2011	%	1H12	%	Decline in 1H12
Netherlands	2,925	61%	2,723	64%	-7%
Germany	593	12%	457	11%	-23%
North America	406	8%	228	5%	-44%
France	184	4%	158	4%	-14%
Spain	167	4%	157	4%	-6%
Other Europe	506	11%	506	11%	0%
Total	4,784	100%	4,228	100%	-12%

Outstanding Loans PF by Sector 1H12

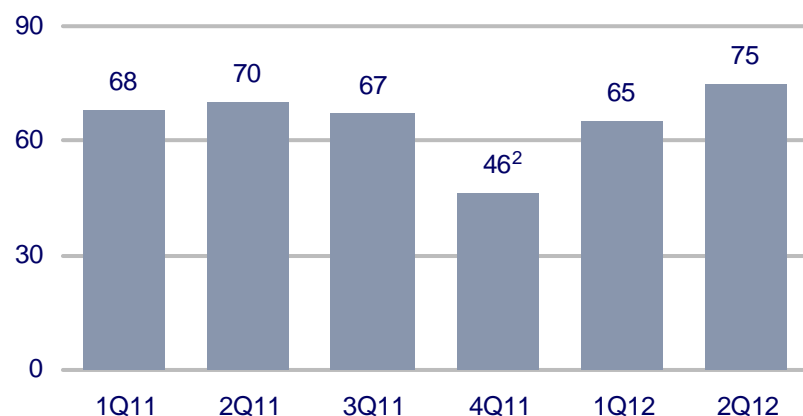


Loan-to-Value Property Finance



Property Finance: Stable Coverage Ratio as NPLs Rise

Impairments¹ Property Finance (€m)

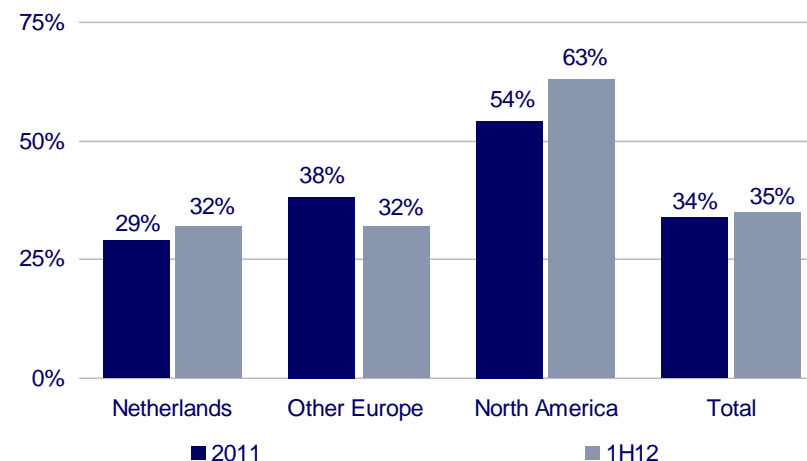


1. Excluding goodwill impairments 2. impairment of €31m was reversed

Breakdown Impairment Charges

(€m)	1H11	2H11	1H12
Loans	113	50	131
Property Projects	33	58	6
Participations / Other	(8)	5	3
Total	138	113	140

Coverage Ratio Property Finance



Non-Performing Loans Property Finance

(€m)	1H11	2011	1H12
Total NPLs	1,570	1,728	1,941
% of gross outstanding loans	27.2%	32.1%	39.6%
Dutch NPLs	962	1,130	1,329
% of gross outstanding loans	28.1%	34.8%	42.3%
International NPLs	608	598	612
% of gross outstanding loans	26.0%	28.1%	34.9%

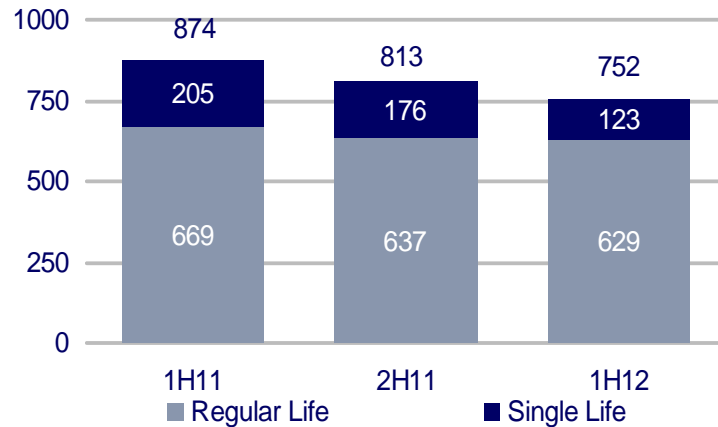
Higher Underlying Profit at REAAL

Underlying Result REAAL (€m)			
(€m)	1H11	2H11	1H12
Total net result REAAL	66	214	164
Impact investment portfolio and hedges	(12)	124	74
Impairments and realised gains/losses on investments	6	24	12
Result on financial instruments	(24)	139	93
Changes in insurance contracts due to movements of fair value items	6	(39)	(31)
One-off items	-	18	-
Net result REAAL excl. impact of one-off items and impact of investment portfolio and hedges	78	72	90
Amortisation VOBA and other intangible assets	(27)	(26)	(24)
Underlying result REAAL	105	98	114

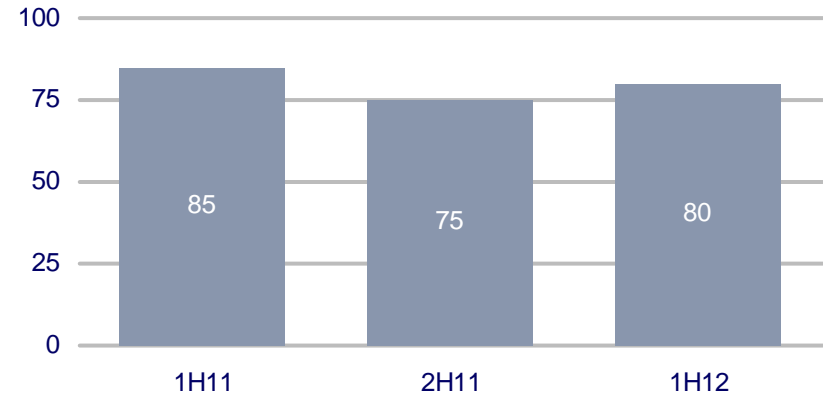
- Life underlying result was slightly up driven by higher technical results and lower operating expenses, partly offset by a lower direct investment income
- Non-Life underlying result was strongly up, due to a release of provisions for unearned premiums compensating for a higher claims ratio, most notably in fire

REAAL Life: Resilient Result Supported by Gains on Interest Rate Derivatives

Gross Premium Income (€m)



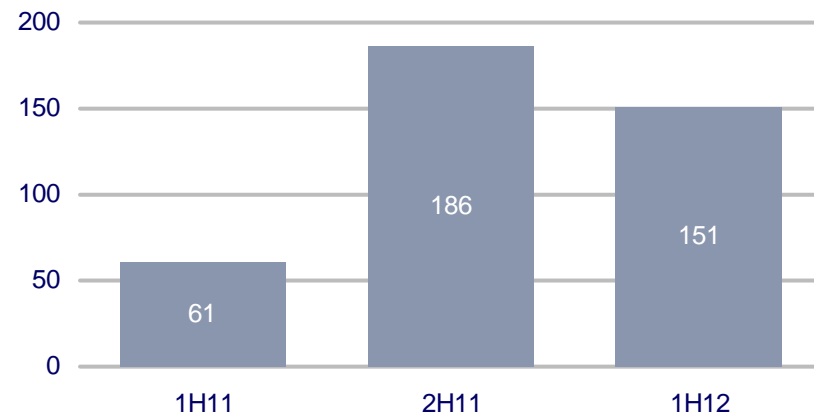
Operating Costs (€m)



Investment Income for Own Account

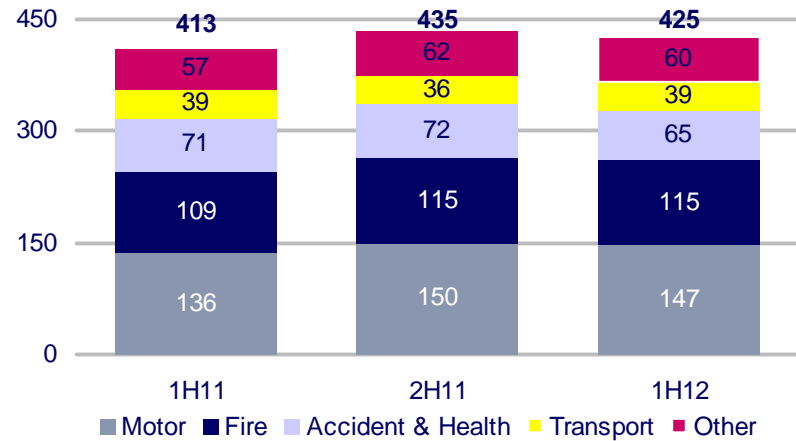
(€m)	1H11	2H11	1H12
Total investment income	497	514	498
Realised gains/losses equities	4	7	3
Realised gains/losses fixed income	19	40	38
Realised gains/losses other	2	(1)	2
Unrealised gains/losses	(4)	(12)	(9)
Direct investment income	476	480	464

Net Result (€m)

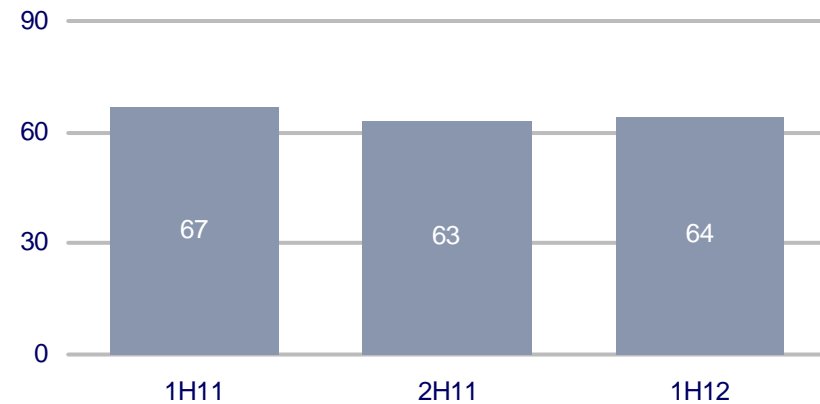


REAAL Non-Life: Sharp Increase in Net Profit due to Release of Provisions and Realised Gains

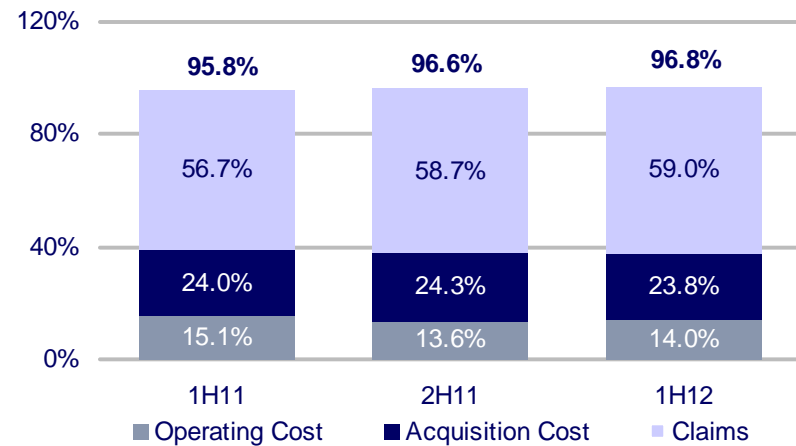
Gross Premium Income (€m)



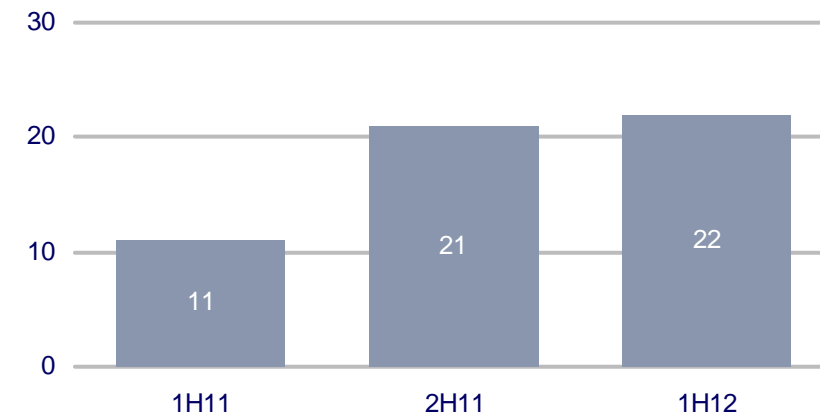
Operating Costs (€m)



Combined Ratio



Net Result (€m)



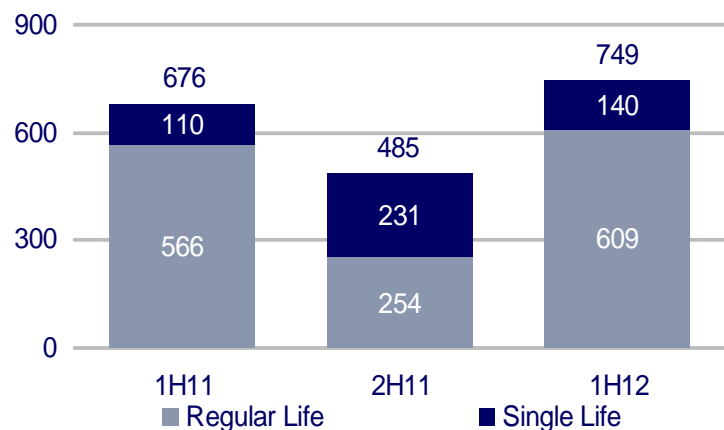
Lower Underlying Profit at Zwitserleven

Underlying Result Zwitserleven (€m)			
	1H11	2H11	1H12
Total net result Zwitserleven	18	(105)	52
Impact investment portfolio and hedges	-	(24)	40
Impairments and realised gains/losses on investments	9	4	82
Result on financial instruments	4	19	(33)
Changes in insurance contracts due to movements of fair value items	(13)	(47)	(9)
One-off items	-	(107)	-
Net result Zwitserleven excl. impact of one-off items and impact of investment portfolio and hedges	18	26	12
Amortisation VOBA and other intangible assets	(6)	(5)	(5)
Underlying result Zwitserleven	24	31	17

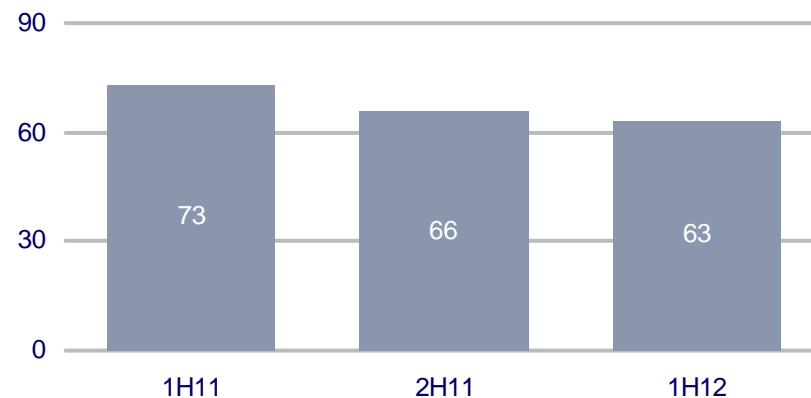
- Underlying result of €17m was €7m lower compared to 1H11. This was mainly due to lower technical results partly compensated by lower operating expenses

Zwitserleven: Net Result Sharply Higher due to Realised Gains on Bonds

Gross Premium Income (€m)



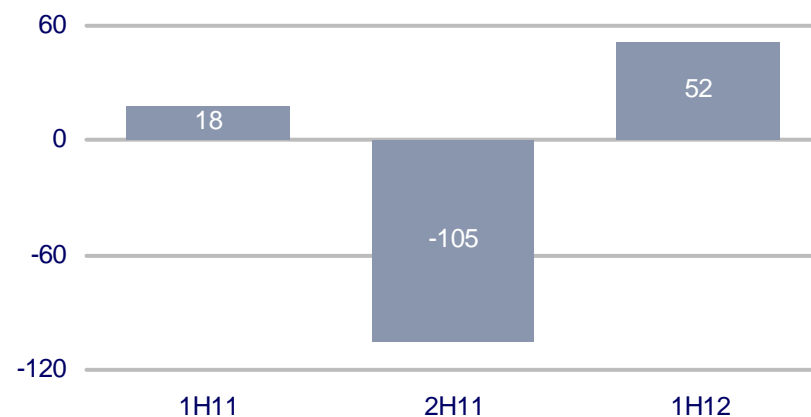
Operating Costs (€m)



Investment Income for Own Account

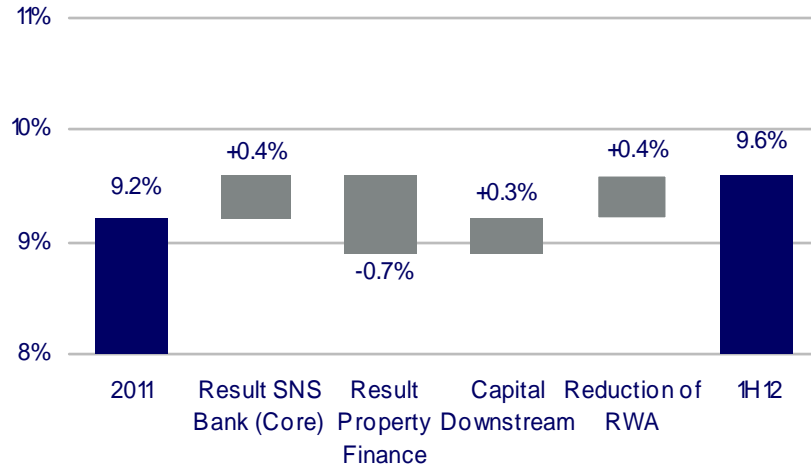
(€m)	1H11	2H11	1H12
Total investment income	186	173	274
Realised gains/losses equities	2	5	4
Realised gains/losses fixed income	18	4	108
Unrealised gains/losses	-	(2)	-
Direct investment income	166	166	162

Net Result (€m)

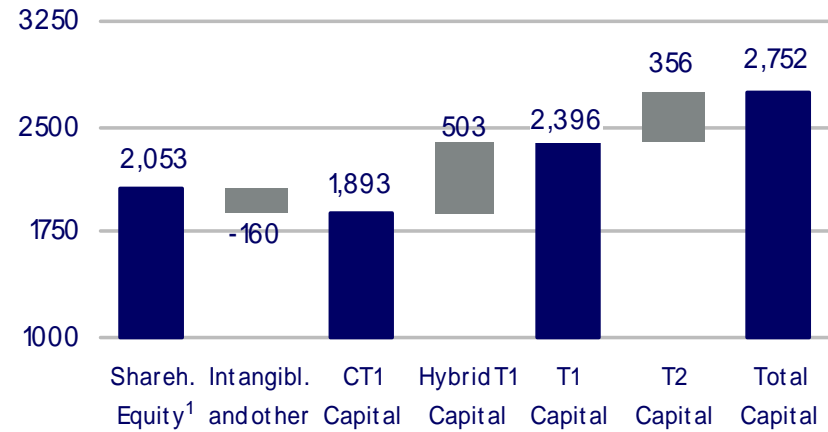


Banking Activities: Core Tier 1 Ratio at 9.6%

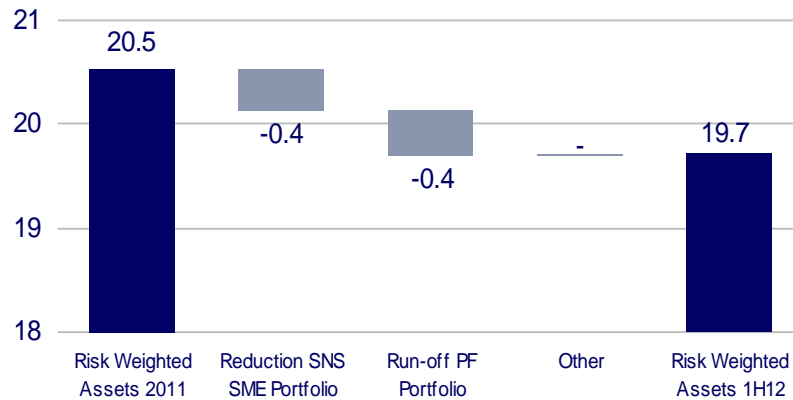
Changes in Core Tier 1 Ratio 1H12



Capital Base Banking Activities 1H12 (€m)



Development of RWAs² in 1H12 (€bn)



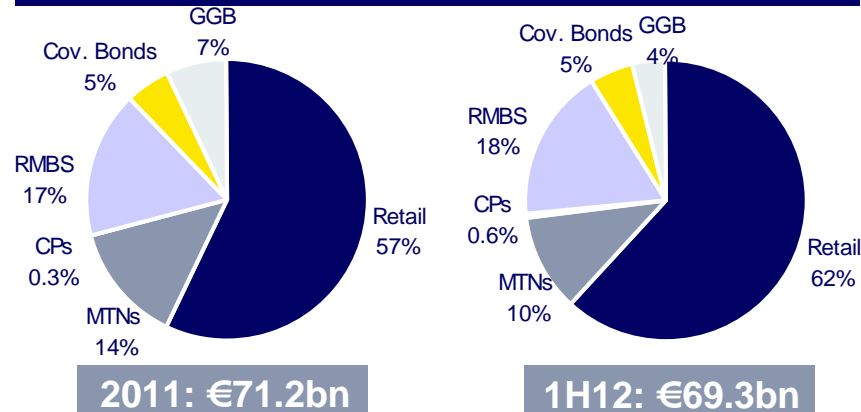
Comments

- Core Tier 1 ratio up as a result of lower RWAs (-4%) and a capital downstream of €63m
- EBA capital shortfall fully addressed in 1H12

1. Excludes revaluation and fair value reserves 2. With 80% floor of Basel I

Banking Activities: High Liquidity Position; Improving Loan-to-Deposit Ratio

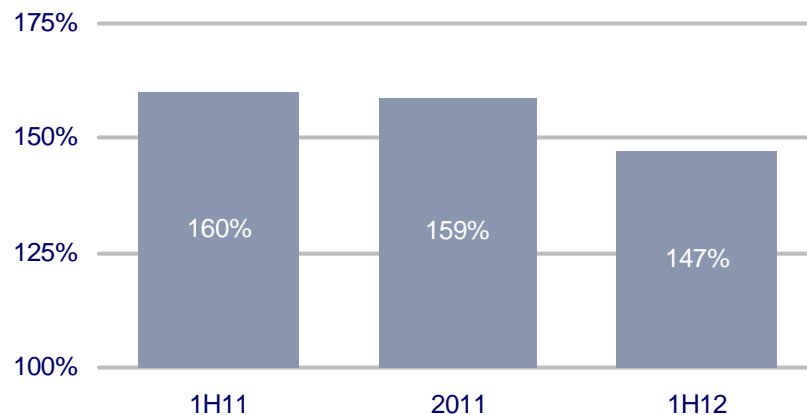
Funding Mix Banking Activities



Liquidity Position (€m)

	1H11	2011	1H12
Cash	4,078	4,217	7,651
Liquid Assets	8,626	6,861	3,797
Total Liquidity Position	12,704	11,078	11,448

Loan to Deposit Ratio Banking Activities

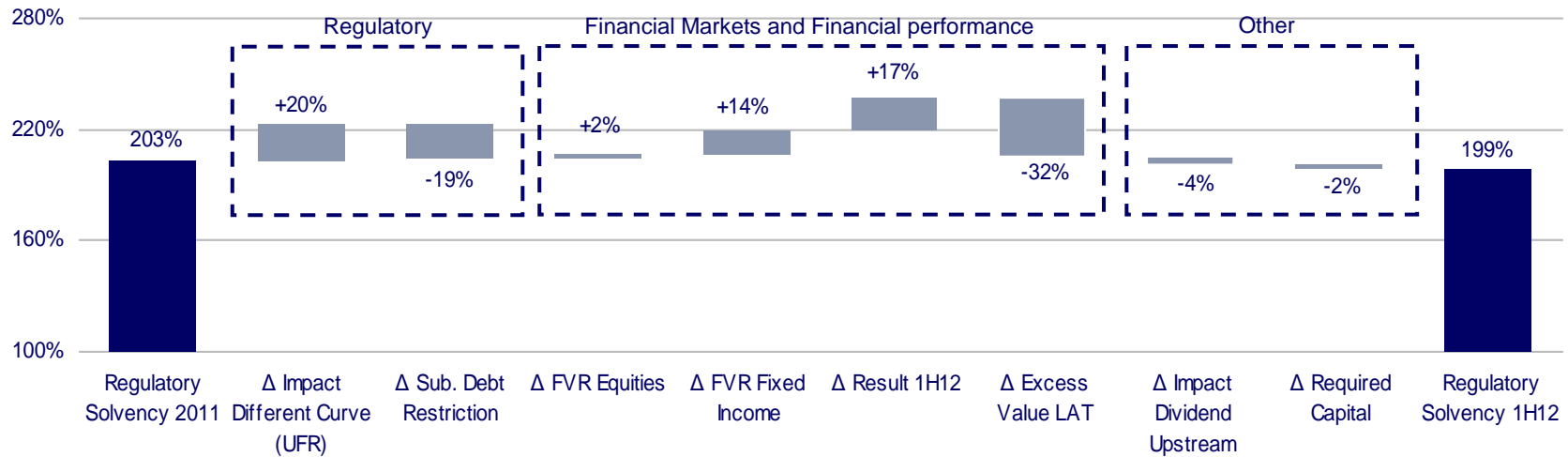


Comments 1H12

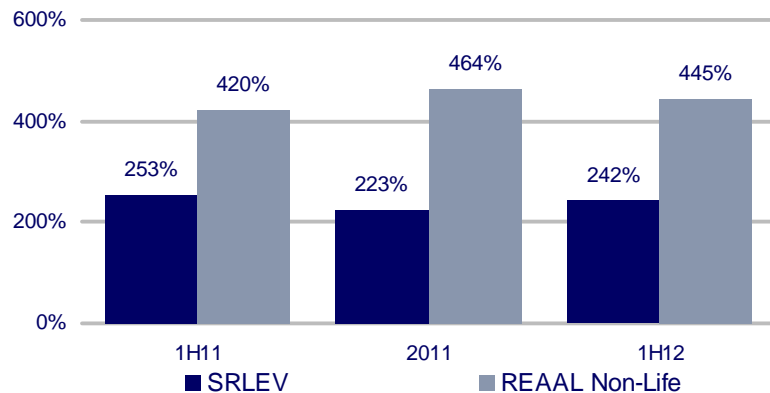
- The increase in savings combined with the decrease in loans meant the loan-to-deposit ratio improved from 159% at YE11 to 147%
- €2.6bn of government guaranteed bonds issued in 2009 were redeemed
- Main sources of funding were increase of retail savings (+€2.2bn) and LTRO

Insurance Activities: New Basis of Calculating Solvency

Change in Regulatory Solvency Insurance Activities in 1H12



Regulatory Solvency Legal Entities



Comments

- Introduction of ultimate forward rate (UFR) impacted solvency 20 %-points positively
- Cap on including Tier 2 debt in solvency impacted solvency 19 %-points negatively
- At SRLEV (life insurance operations) the inclusion of tier 2 debt was already capped

Insurance Activities: Change in use of Yield Curve Impacts IFRS LAT

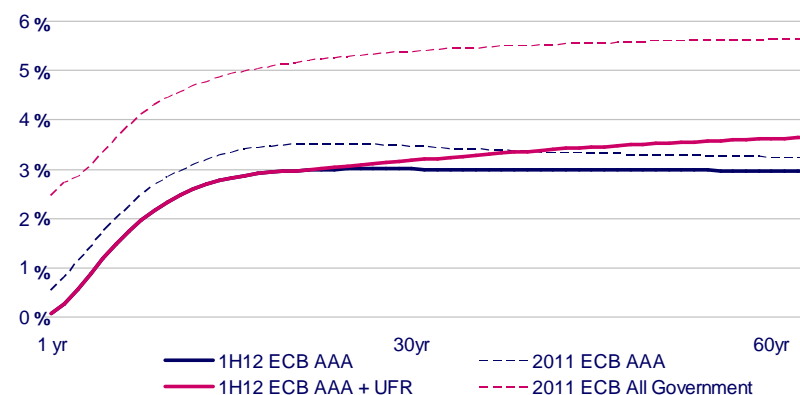
Regulatory Solvency vs IFRS Solvency

(€m)	2011	1H12
Available capital	4,008	3,432
Excess value IFRS LAT	2,921	678
Capital Coverage	6,929	4,111
Margin of conservatism	(4,214)	(1,391)
Available regulatory capital	2,715	2,720
Capital requirement	1,336	1,364

Breakdown Margin of Conservatism

(€m)	2011	1H12
Margin of conservatism	4,214	1,391
- Impact use of solvency curve	3,140	-
- Impact surrender floor	1,073	1,137
- Impact subordinated debt restriction	-	254

Regulatory yield curve vs IFRS yield curve



Comments

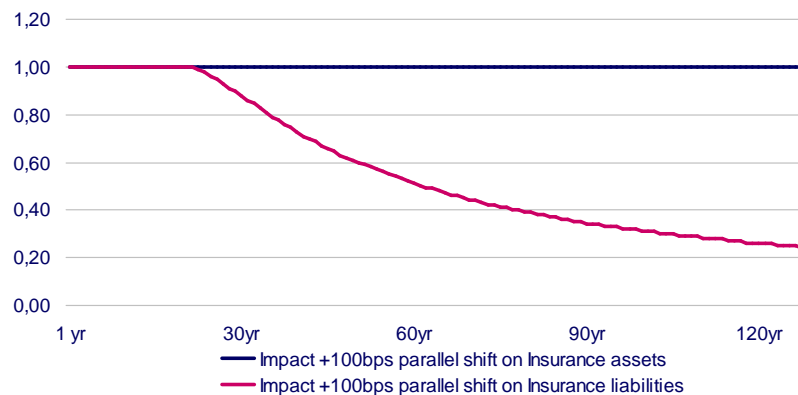
- Interest rate curve used in IFRS LAT changed to ECB AAA + UFR instead of ECB All Government
- Change implied a lower discount rate and impacted the surplus value negatively
- Positive fair value reserve of fixed-income portfolio used to increase carrying amount of insurance liabilities, impacting shareholders' equity -€596m

Changes in Interest Rate Sensitivities

Regulatory Solvency Sensitivities

	2011	1H12
Interest rates -1%	-26%	+32%
Interest rates +1%	+8%	-29%
Credit spreads corporates +0.5%	-10%	-11%
Credit spreads sovereigns +0.5%	-2%	-2%
Equity prices -10%	-2%	-2%
Other (e.g. real estate) -10%	N.A.	-3%

Impact UFR on Interest Rate Sensitivity (%)



Comments

- Use of the ECB AAA curve including UFR leads to a significant change in interest rate sensitivity calculating regulatory solvency:
 - An increase of the asset yield curve will have a stronger effect than the increase of the liability discounting curve
- Sensitivities on credit spreads, equity prices and real estate were stable

IFRS LAT Based on ECB AAA UFR Impacts Shareholders' Equity and Double Leverage

Changes in Shareholders' Equity (€m)	
Shareholders' Equity 2011	5,090
Fair Value Reserve Equities	+33
Fair Value Reserve Fixed Income	+159
Net Result 1H12	+115
Shadow Accounting	-33
IFRS LAT deficit	-596
Cash Flow Hedge Reserve / Other	+22
Shareholders' Equity 1H12	4,790

Changes in Double Leverage	
Reported Double Leverage 2011	114.2%
DAC Accounting Change	+0.9%
Restated Double Leverage 2011	115.1%
IFRS LAT deficit	+2.0%
Holding Result	+1.4%
Δ Dividend Upstream / Downstream	+0.5%
Increase Fair Value Reserves	-1.3%
Double Leverage 1H12	117.7%

Sovereign Exposure: Further De-Risking Focused on Spain & Ireland in 1H12

Sovereign Exposure ¹ (€m)						
	1H11	2011	1H12		% of Total 1H12	Δ 1H12 vs 1H11
Ireland	206	212	107		1%	-48%
Greece	43	26	2		0%	-95%
Portugal	-	-	-		-	-
Italy	1,115	498	565		3%	-49%
Spain	316	79	48		0%	-85%
Subtotal	1,680	815	722		4%	-58%
Germany	6,742	8,018	9,735		48%	+44%
France	2,337	999	1,486		7%	-36%
Netherlands	4,211	7,248	6,110		30%	+45%
Austria	1,944	1,993	1,270		6%	-35%
Belgium	871	390	426		2%	-51%
Other	305	371	464		2%	+152%
Total	18,091	19,834	20,213		100%	+12%

1. Sovereign exposure also includes sub-sovereigns

III. Key Take-Aways

Key Take-Aways

SNS REAAL posts first half 2012 net profit of €115m

- **Net profit core activities of €246m**
 - Overall improvement in customer satisfaction levels, growth in savings and pensions
 - Lower net profit at SNS Bank, impacted by higher loan impairments
 - Sharp increase net profit at REAAL and Zwitserleven; underlying profit slightly up
- **Virtually stable net loss Property Finance of €131m**
 - Good progress with phasing out loan portfolio
 - Total exposure PF and SNS SME reduced by €1.1bn (-10% compared to YE11)
 - Impairments remain high due to weakening Dutch real estate market
- **Solvency and capital management**
 - Core Tier 1 ratio Banking activities 9.6%; Insurance solvency 199% (YE11: 203%)
 - EBA capital shortfall fully addressed
 - Capital release programme largely realised; capital released used to support solvency
 - Exploring strategic restructuring and solvency enhancement scenarios
 - All scenarios still under review; no decisions made at this stage

IV. Questions & Answers

V. Appendices

A. 2011 Additional Slides

Quarterly Results

Net Result

(€m)	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12
SNS Bank (Core)	62	58	51	92	32	41
of which SNS Retail Bank	43	44	35	104	25	45
of which SNS SME	19	14	16	(12)	6	(4)
REAAL	19	47	110	103	62	102
of which REAAL Life	20	42	113	73	67	85
of which REAAL Non-Life	1	10	3	19	3	19
of which REAAL Other	(2)	(4)	(5)	12	(8)	(2)
Zwitserleven	14	4	(12)	(93)	15	37
Group Activities	(12)	(22)	(28)	(31)	(22)	(21)
SNS REAAL (Core)	82	89	121	71	87	159
Property Finance	(57)	(60)	(70)	(60)	(64)	(67)
SNS REAAL	25	28	51	10	23	92

Property Finance: Development Property Projects & Held for Sale

Property Projects and Held for Sale 1H12				
(€m)	Gross Value	Impairments	Net Realisable Value	Write-offs as a % of Gross Value
Property Projects	1,003	-491	512	49%
Held for Sale	-	-	-	-

- Property Projects increased in 1H12 by €7m to €512m as a result of:
 - +€21m of new inflow
 - -€19m of sales
 - -€6m of impairments
 - +€11m other
- Cumulative impairments from Property Projects rose by €17m to €491m in 1H12

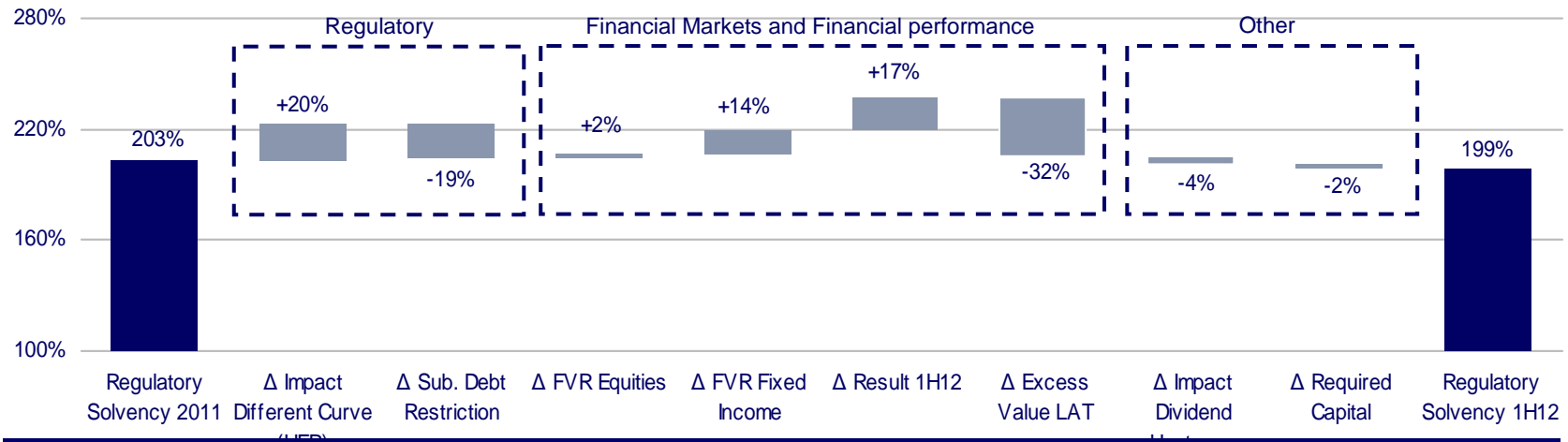
Property Finance: Dutch vs. International Activities

Dutch Portfolio (€m)		
(€bn)	2011	1H12
Commitments	3,323	3,203
Undrawn Commitments	75	61
Outstanding Loans (Gross)	3,248	3,142
Loan Provision	324	419
Outstanding Loans	2,924	2,723
Property Projects	29	33
Held for Sale	-	-
Total Net Exposure	2,953	2,756
Non-Performing Loans	1,130	1,329
NPLs as a % of outstanding loans	34.8%	42.3%
Coverage Ratio	28.7%	31.5%
Average Loan-to-Value	110.0%	113.2%

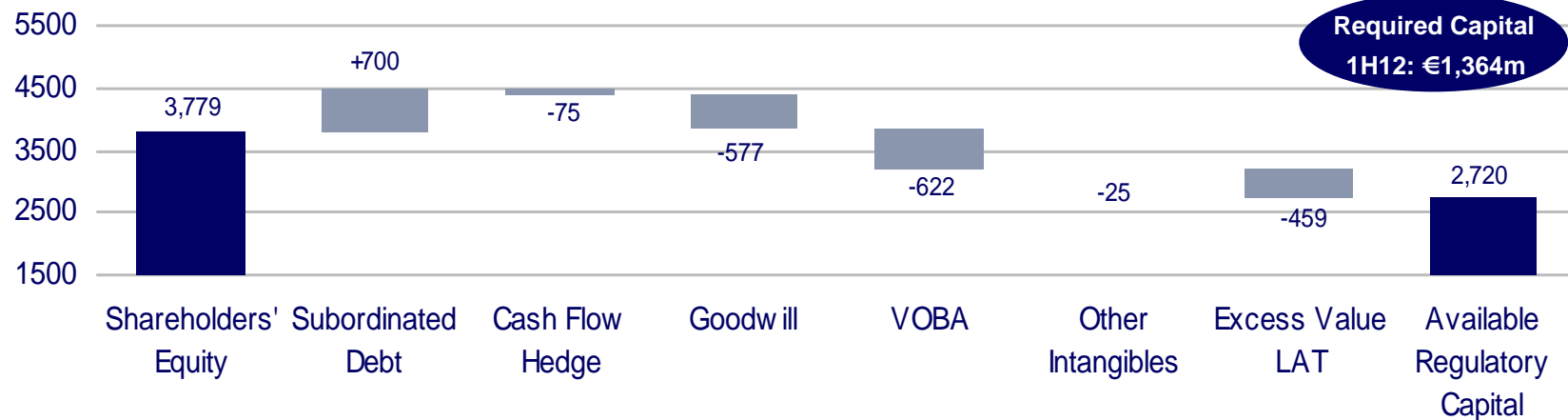
International Portfolio (€m)		
(€bn)	2011	1H12
Commitments	2,157	1,755
Undrawn Commitments	27	-
Outstanding Loans (Gross)	2,130	1,755
Loan Provision	271	250
Outstanding Loans	1,859	1,505
Property Projects	476	479
Held for Sale	-	-
Total Net Exposure	2,335	1,984
Non-Performing Loans	598	612
NPLs as a % of outstanding loans	28.1%	34.9%
Coverage Ratio	45.3%	40.8%
Average Loan-to-Value	94.4%	94.0%

Solvency Insurance Activities 1H12

Change in Regulatory Solvency in 1H12



Reconciliation Regulatory Solvency Capital and Shareholders' Equity 1H12 (€m)



Sovereign Exposure

Sovereign Exposure 2011 (€m)

	Insurance	Banking	Total
Ireland	47	165	212
Greece	-	26	26
Portugal	-	-	-
Italy	232	266	498
Spain	50	29	79
Subtotal	329	486	815
Germany	6,470	1,548	8,018
France	804	195	999
Netherlands	6,515	733	7,248
Austria	1,684	309	1,993
Belgium	226	164	390
Other	323	48	371
Total	16,351	3,483	19,834

Sovereign Exposure 1H12 (€m)

	Insurance	Banking	Total
Ireland	-	107	107
Greece	-	2	2
Portugal	-	-	-
Italy	281	284	565
Spain	48	-	48
Subtotal	329	393	722
Germany	8,624	1,111	9,735
France	1,264	222	1,486
Netherlands	5,204	906	6,110
Austria	1,014	256	1,270
Belgium	246	180	426
Other	440	24	464
Total	17,121	3,092	20,213

Note: Sovereign exposure also includes sub-sovereigns

Insurance Activities: Fixed-Income Portfolio

Fixed-Income Portfolio (Sector)				
(€bn)	2011	%	1H12	%
Sovereign	16.4	57%	17.1	58%
Financials	4.7	17%	4.9	17%
Mortgages	4.9	18%	5.0	17%
Corporates	1.2	4%	1.4	5%
MBS	1.2	4%	0.9	3%
Other	0.1	0%	0.1	0%
Total	28.5	100%	29.5	100%

Fixed-Income Portfolio (Maturity)				
(€bn)	2011	%	1H12	%
< 3 Months	0.5	2%	0.5	2%
< 1 Year	1.1	4%	0.9	3%
< 3 Years	2.2	8%	2.3	8%
< 5 Years	2.4	8%	2.3	8%
< 10 Years	6.2	22%	5.0	17%
< 15 Years	3.0	10%	2.9	9%
> 15 Years	13.1	46%	15.6	53%
Total	28.5	100%	29.5	100%

Fixed-Income Portfolio (Rating)				
(€bn)	2011	%	1H12	%
AAA	18.0	63%	16.7	57%
AA	1.3	5%	3.4	11%
A	2.5	8%	2.1	7%
BBB	0.9	3%	1.3	5%
< BBB	0.2	1%	0.1	0%
No Rating	5.6	20%	5.8	20%
Total	28.5	100%	29.5	100%

Fixed-Income Portfolio (Geography)				
(€m)	2011	%	1H12	%
Ireland	317	1%	220	1%
Portugal	26	0%	-	0%
Italy	369	1%	402	1%
Spain	403	1%	349	1%
Germany	7,000	25%	9,255	31%
France	1,342	5%	1,781	6%
Netherlands	14,264	50%	13,324	45%
Other	4,821	17%	4,180	15%
Total	28,542	100%	29,511	100%

Banking Activities: Investment Portfolio

Breakdown Portfolio (Sector)

(€bn)	2011	%	1H12	%
Sovereign	3.5	88%	3.1	86%
Financials	0.1	4%	0.2	5%
Mortgages	0.0	0%	-	0%
Corporates	0.1	1%	0.1	1%
MBS	0.3	7%	0.3	8%
Total	4.0	100%	3.6	100%

Breakdown Portfolio (Maturity)

(€bn)	2011	%	1H12	%
< 3 Months	0.1	2%	0.0	1%
< 1 Year	0.0	1%	0.3	8%
< 3 Years	1.2	30%	1.0	27%
< 5 Years	0.3	7%	0.5	12%
< 10 Years	1.5	37%	0.9	24%
< 15 Years	0.2	6%	0.3	7%
> 15 Years	0.7	17%	0.8	21%
Total	4.0	100%	3.6	100%

Breakdown Portfolio (Rating)

(€bn)	2011	%	1H12	%
AAA	3.2	81%	2.8	79%
AA	0.2	5%	0.2	6%
A	0.4	9%	0.4	10%
BBB	0.2	4%	0.2	5%
< BBB	0.0	1%	0.0	0%
No Rating	0.0	0%	0.0	0%
Total	4.0	100%	3.6	100%

Breakdown Portfolio (Geography)

(€m)	2011	%	1H12	%
Ireland	165	4%	107	3%
Greece	26	1%	2	0%
Italy	271	7%	290	8%
Spain	29	1%	-	0%
Germany	1,548	39%	1,131	31%
France	213	5%	227	6%
Netherlands	1,138	29%	1,343	37%
Other	575	14%	505	14%
Total	3.965	100%	3.605	100%

Group Capital Position 1H12

Group Capital (€m)	
Shareholders' Equity (excl. Double Leverage)	4,790
Minority Interests	-3
Banking Certificates / Hybrid Tier 1	503
Insurance Hybrid / Subordinated Capital	700
Banking Intangibles	-160
Insurance Intangibles / Other	-1,300
Excess LAT	-459
Total Available Capital (a)	4,071
Minimum Required Bank Capital	788
Minimum Required Insurance Capital	1,364
Total Minimum Required Capital (b)	2,152
Solvency Ratio (excl. Double Leverage) (a/b)	189%

1. Including DAC accounting change
2. Excludes €3m of minorities

Changes in Shareholders' Equity (€m)	
Shareholders' Equity 2011⁽¹⁾	5,090
Fair Value Reserve Equities	+33
Fair Value Reserve Fixed Income	+159
Net Result 1H12	+115
Shadow Accounting	-33
IFRS LAT deficit	-596
Cash Flow Hedge Reserve / Other	+22
Shareholders' Equity 1H12	4,790
Calculation Double Leverage 1H12 (€m)	
Shareholders' Equity Subsidiaries (a)	5,637
of which Banking Activities	1,920
of which Insurance Activities	3,728
of which Other	-11
Shareholders' Equity SNS REAAL (b)	4,787⁽²⁾
Double Leverage (a/b)	117.7%

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.