

# KBC Group / Bank

DEBT ROADSHOW

February 2011



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## Main strengths of KBC Group

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- Well-developed bancassurance strategy and strong cross-selling capabilities. 75%-80% of revenue is generated in markets with leading market share
- Strong franchise in Belgium with high and stable return levels (ROAC of 37%)
- Access to growth in 'new Europe', with mitigated risk profile given most mature markets in the region
- Successful underlying earnings track record, as reconfirmed by the solid 1.7bn EUR net underlying profit in 2010
- Thanks to RWA reductions, disposals of non-core assets and strong earnings power, KBC is well on track to reimburse the government support
- Stable shareholder structure
- Solid liquidity position, with a 81% LTD ratio and a large portfolio of unencumbered government bonds
- A very favourable funding profile with relatively low (re)financing needs in 2011-2014 of 5bn-7bn EUR as well as a deep pool of liquidity in KBC's retail client base
- Comfortable level of CT1 and T1 at the end of 2010: 10.9% and 12.6% respectively. The "Basel III" pro forma common equity ratio is estimated at roughly 8.0% at end 2013

- Strategy and business profile of KBC Group
- Financial performance of KBC Group
- Asset quality of KBC Bank
- Liquidity and solvency of KBC Bank
- Wrap-up

Appendices



# KBC Group at a glance

- KBC Group has a successful track record in bancassurance in its domestic market of Belgium and has been expanding to Central & Eastern Europe over the last 10 years
- Key data on KBC Group
  - Total market cap (mid-February 2011): 11bn EUR
  - Total assets: 321bn EUR at the end of 2010
  - Total equity: 18bn EUR
  - Tier-1 ratio: 12.6% (10.9% core)
- Key data on KBC Bank
  - Total assets: 277bn EUR at the end of 2010
  - Total equity: 14bn EUR
  - Tier-1 ratio: 12.4% (10.5% core)

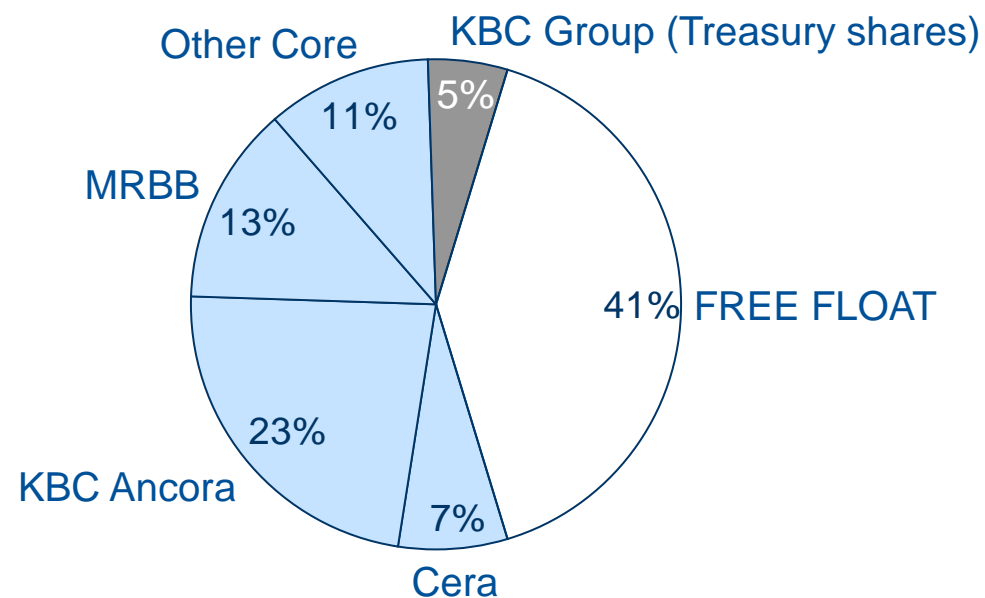
- Credit ratings of KBC Bank

	<b>S&amp;P</b> (Mar 2009)	<b>Moody's</b> (Mar 2010)	<b>Fitch</b> (Jul 2010)
<b>Long-term</b>	<b>A / stable</b>	<b>Aa3 / Neg</b>	<b>A / Stable</b>
Short-term	A-1	Prime-1	F1

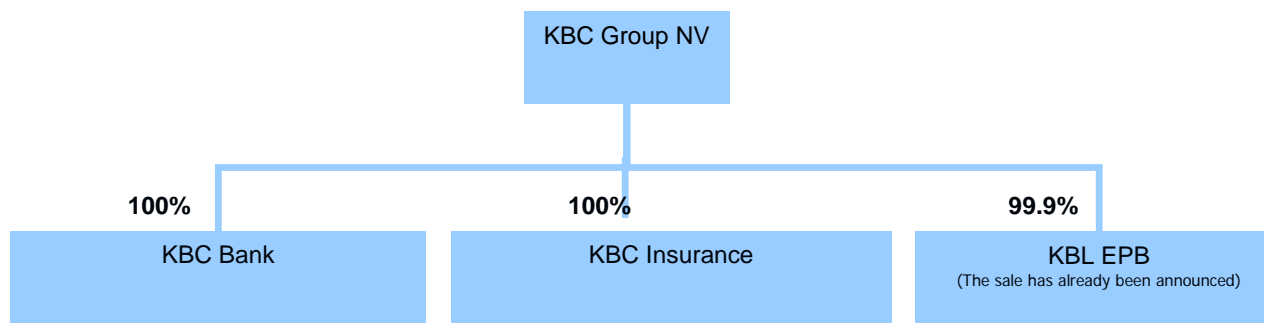
- Underlying net group profit of KBC Group in 2010: 1,710m EUR

## Stable shareholder structure

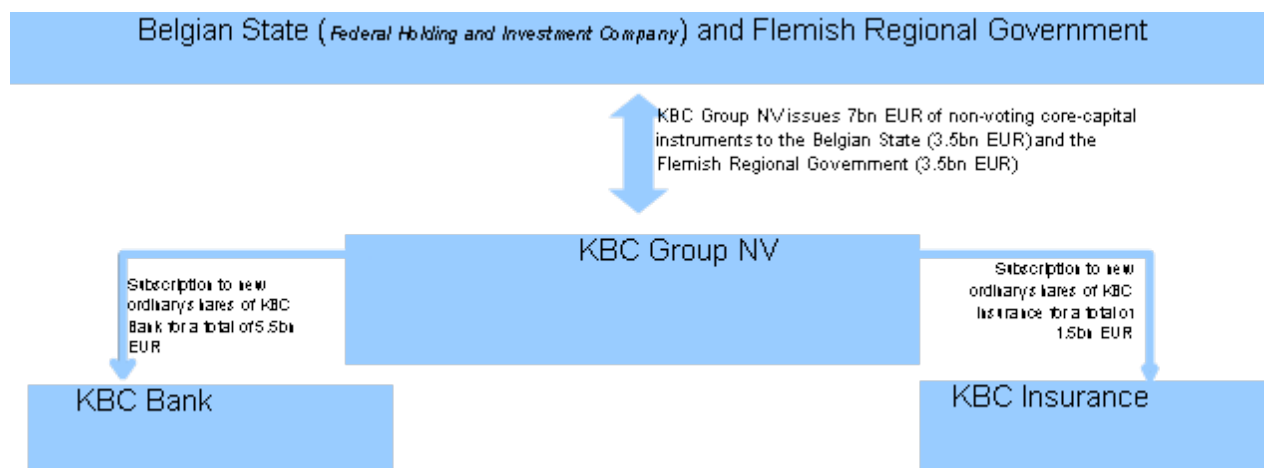
- Over 50% of KBC shares are owned by a syndicate of core shareholders, providing continuity to pursue long-term strategic goals. Committed shareholders include the Cera / KBC Ancora Group (co-operative investment company), the Belgian farmers' association (MRBB) and a group of industrialist families
- The free float is mainly held by a large variety of international institutional investors



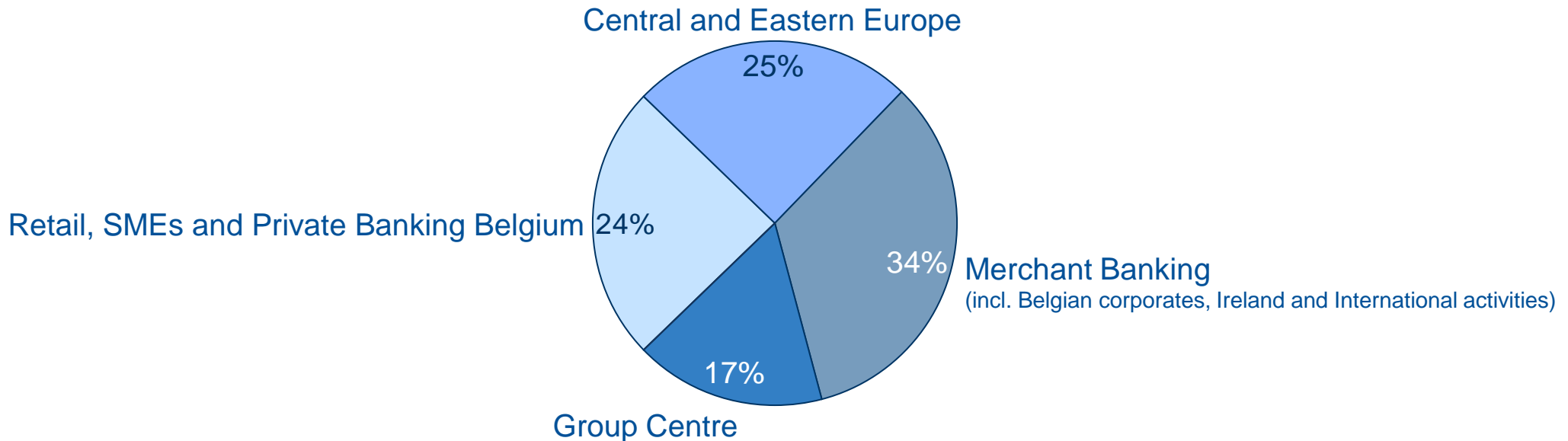
- Group's legal structure



- **Overview of capital transactions with the Belgian State and the Flemish Regional Government**



## Breakdown of capital allocation as of 31 December 2010 per business unit



- KBC is a leading player in Belgium and our 5 core countries in CEE (retail bancassurance, private banking, commercial and local investment banking); 75-80% of revenue is generated in markets with leading market share
- In the past, niche strategies were developed for international merchant banking (these activities are currently being downsized) and European private banking (the sale of KBL EPB has already been announced).





# Market shares of KBC Bank in core markets

## Market shares, as of end-2010\*\*

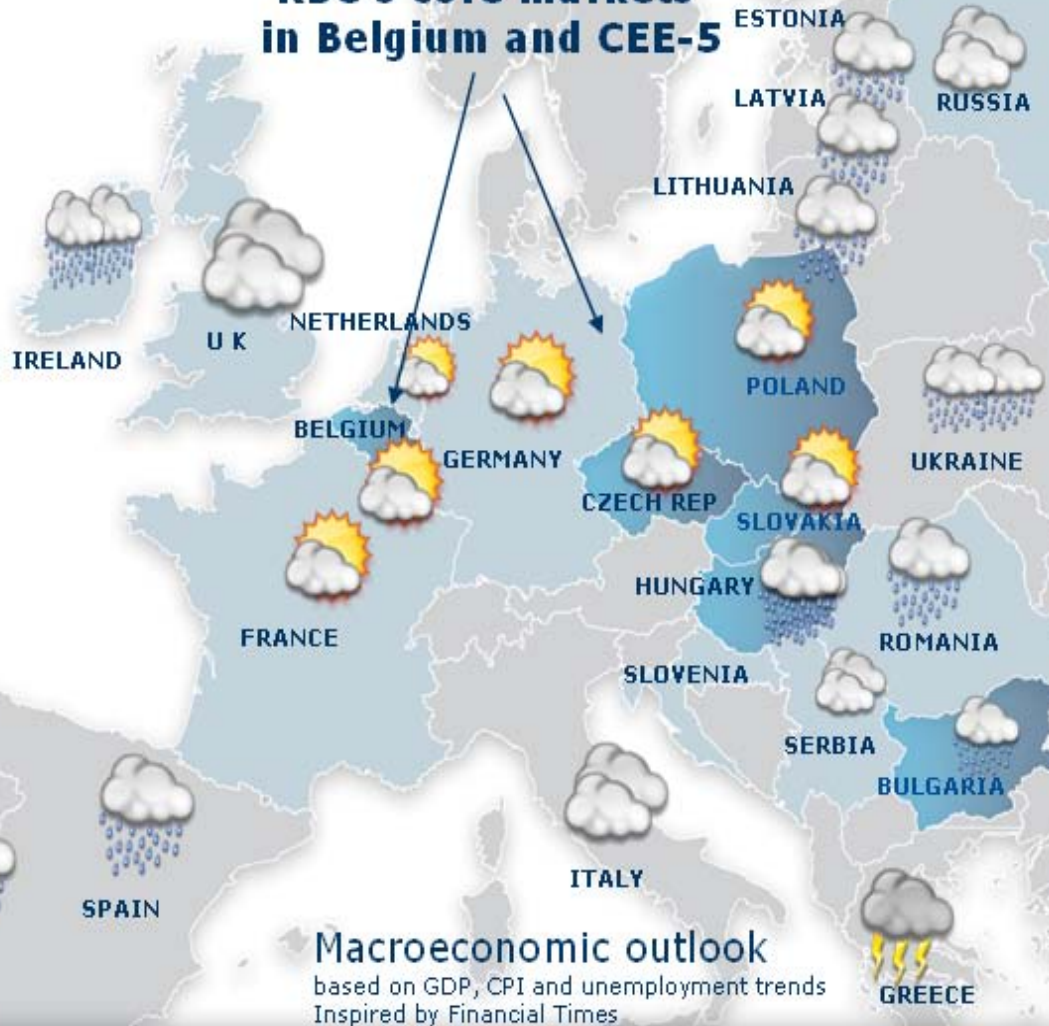
	Belgium	Czech Republic	Slovakia	Hungary	Poland	Bulgaria
(Inhabitants)	(10 million)	(10 million)	(5 million)	(10 million)	(39 million)	(8 million)
Loans and deposits	21% ↑	23%* →	10% →	9% →	4% →	3% →
Investment funds	39% →	32% ↓	11% ↓	20% →	5% →	-

\* Including the joint venture with CMSS. Excluding this, the market share would amount to roughly 20%-21%

\*\* Market shares are based on preliminary figures

# KBC Group's geographical presence: well-positioned

## KBC's core markets in Belgium and CEE-5



### KBC'S CORE MARKETS

**Belgium (Moody's Aa1)**  
Total assets: 180bn EUR

**Czech Republic (A1)**  
Total assets: 36bn EUR

**Hungary (Baa3)**  
Total assets: 12bn EUR

**Poland (A2)**  
Total assets: 12bn EUR

**Slovakia (A1)**  
Total assets: 6bn EUR

**Bulgaria (Baa3)**  
Total assets: 1bn EUR

### KBC'S NON-CORE MARKETS

**Ireland (Moody's Baa1)**  
Total assets: 21bn EUR

**Russia (Baa1)**  
Total assets: 2.5bn EUR

**Serbia (not rated)**  
Total assets: 0.3bn EUR

**Romania (Baa3)**  
Total assets: 0.1bn EUR

## Real GDP growth outlook for core markets

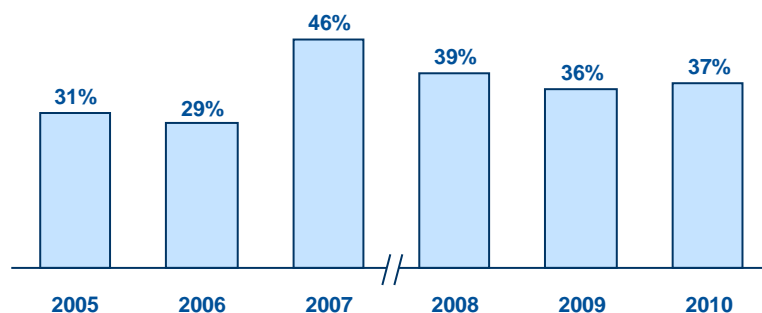
Source: KBC data, February 2011

	% of assets	2010a	2011e	2012e	
PL	4%	+3.8%	+4.0%	+4.0%	
SK	2%	+4.2%	+3.2%	+3.5%	
BE	56%	+2.0%	+1.9%	+2.0%	
CZ	11%	+2.2%	+2.1%	+3.0%	
BG	1%	+0.2%	+2.8%	+3.8%	
HU	4%	+1.0%	+2.7%	+2.9%	

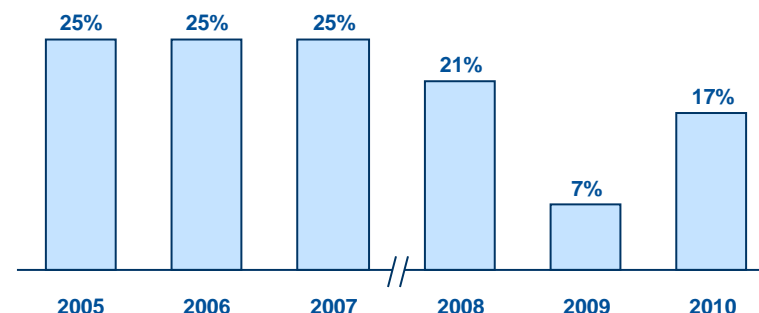
## ■ Strategic review November 2009

- Core earnings power in Belgium and CEE largely intact
- Our business model generates consistently high returns in core geographies (cyclical loan provision charge of 1.7% was the main swing factor in CEE in 2009)

Return on allocated capital Belgium\*



Return on allocated capital CEE\*



- Remaining asset risks manageable, therefore capital buffer sufficient
- Reimbursement of the State capital will be based on internal capital generation from retained earnings and RWA reduction combined with divestment of non-core assets

\* excl. non-operating items (incl. investment markdowns). Note change in business unit reporting as of 2008.

## 1. Leverage Earnings Power

- Generate capital by leveraging our successful business model in core markets (retained earnings)

## 2. Shrink RWA By 25% (2008-2013)

- Free up capital by:
  - Reducing international lending & capital market activities
  - Divesting European Private Banking (transaction already announced), complementary channels in Belgium (giving up 1-2% market share) and non-EU CEE (Russia and Serbia, post 2011)
  - IPO of minority of CSOB (Czech bank, EUR 2.6bn book value at end 2010)
  - Certain additional measures

## 3. Pay Back State Capital & Continue Growth

- Accumulated capital will be sufficient to reimburse the State, whilst maintaining sound solvency (10% Tier1 target) and steady organic growth

## 1. Adequate Capital

- Including EUR 7bn State core capital securities, the core tier-1 ratio for KBC Group is at a comfortable 10.9% level at the end of 2010 . At KBC Bank, the core Tier-1 ratio amounted to 10.5% at the end of 2010.

## 2. Mitigated 'Toxic' risk

- Remaining structured credit risk is largely covered by a State guarantee\* in order to prevent new market turbulences putting the capital position at risk again

## 3. Adequate Loan Quality

- 2010 loan losses were significantly lower than in 2009

## 4. New Team & Strategy

- The new management team is implementing a new strategy, focusing on core businesses and structurally reducing risk, whilst maintaining sound growth/returns

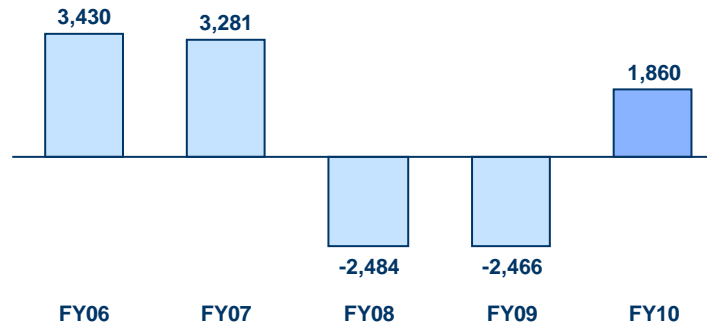
- Strategy and business profile of KBC Group
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# Solid core earnings power

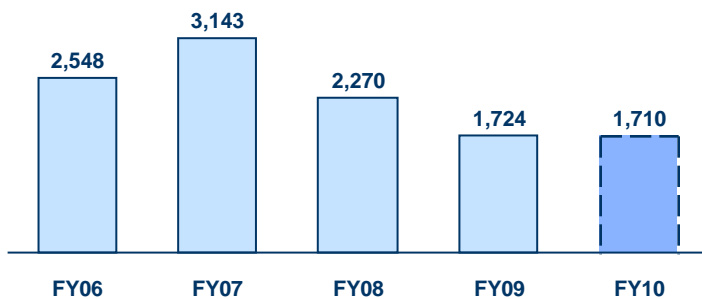
Amounts in EUR million for KBC Group

## Reported net profit



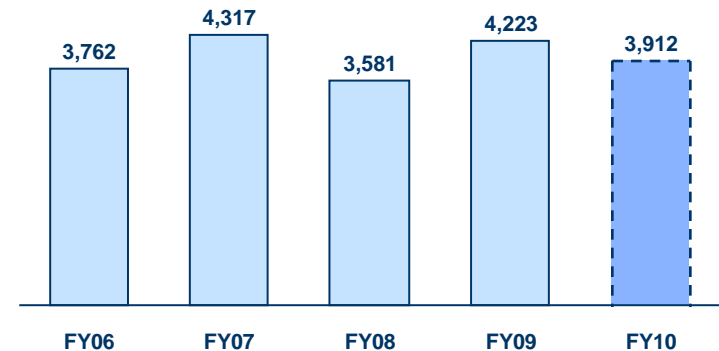
Excl. exceptional items

## Underlying net profit



Excl. exceptional items and cyclical effects of credit provisions

## Underlying gross operating income (pre-impairments)



- Underlying gross operating income (core earnings) in FY09 and FY10 is roughly in line with the pre-crisis FY06 and FY07 level (when trading income was still much higher)

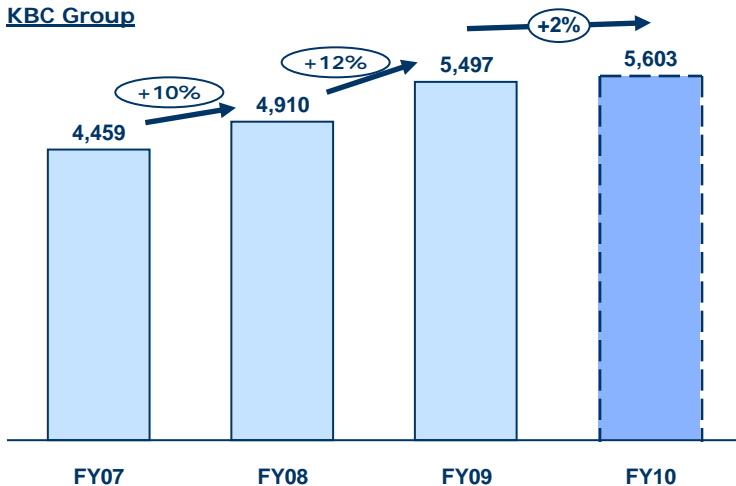


# Revenue keeping up well based on healthy margin environment

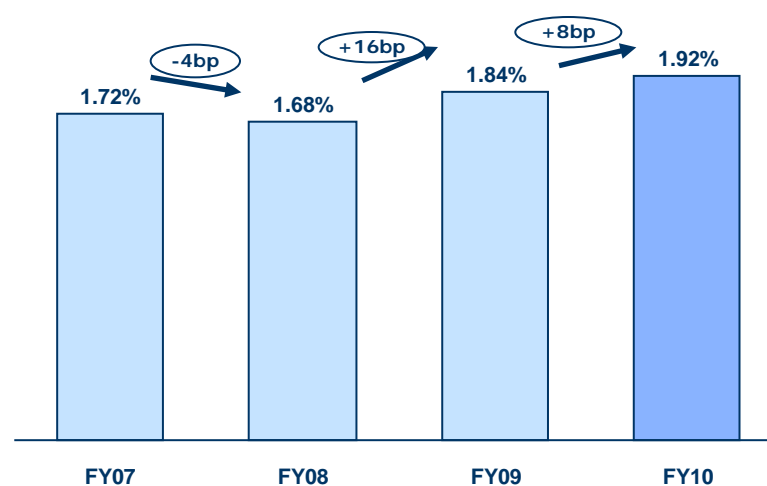
- Net interest income from lending and deposit-taking rose 2% in 2010 on account of healthy credit spreads and shift to higher-margin deposit products. The NIM increased 8bps y-o-y to 1.92%, partly thanks to some technical items
- Loan volumes fell 2% yoy in FY10, while deposit volumes rose 6% in FY10. Loan volume growth in Belgium was offset by the scaling down in Central Eastern Europe and international corporate loan book, in line with the strategic focus

## Underlying net interest income (worldwide)

Amounts in EUR million  
for KBC Group



## Net interest margin (worldwide)





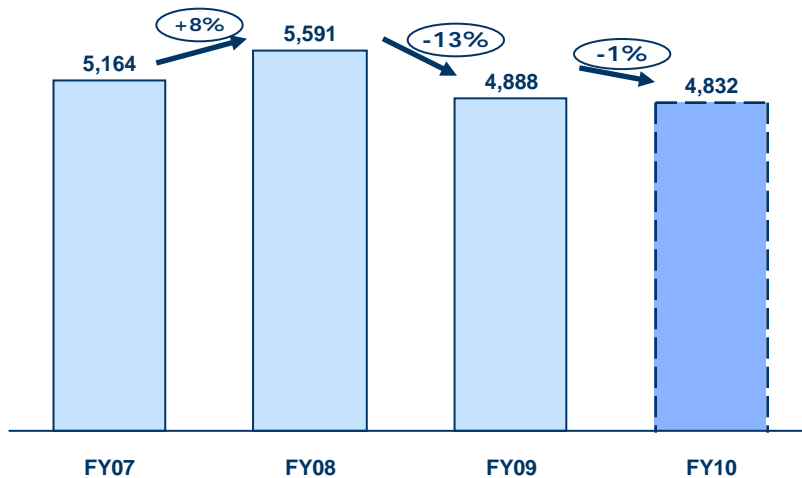


# Continued tight cost control, loan loss provisions significantly lower

- Even after the 13% y-o-y reduction in operating expenses realised in 2009, operating costs remained very well under control (-1% y-o-y in 2010), reflecting strong cost management, despite the Belgian and Hungarian bank tax. We still believe that costs in 2011 on a like-for-like basis will start to increase somewhat going forward
- In 2010, loan loss provisions were significantly lower (-20% y-o-y): consistently low in Belgium BU and substantially lower in the CEE and Group Centre BUs

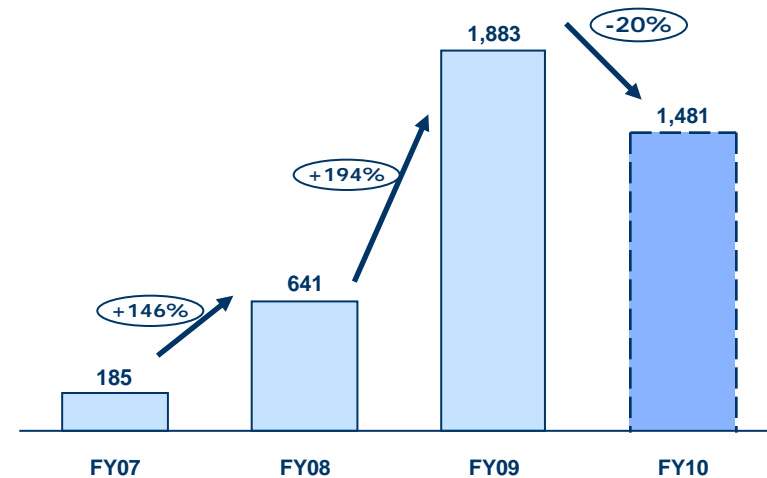
## Underlying operating expenses (worldwide)

Amounts in EUR million for KBC Group



## Underlying loan loss provisions (worldwide)

Amounts in EUR million for KBC Group





# Loan loss experience at KBC Group

	<b>FY 2010 credit cost ratio</b>	FY 2009 credit cost ratio	Average '99 – '10	Peak '99 – '10
<b>Belgium</b>	<b>0.15%</b>	0.15%	0.16%	0.31%
<b>CEE</b>	<b>1.22%</b>	1.70%	1.05%	2.75%
<b>Merchant</b>	<b>1.38%*</b>	1.19%	0.55%	1.38%*
<b>Group Centre</b>	<b>1.03%</b>	2.15%		
<b>Total</b>	<b>0.91%</b>	1.11%	0.45%	1.11%

Credit cost ratio = amount of losses incurred on troubled loans as a % of total average outstanding loan portfolio

\* This high credit cost ratio level at Merchant Banking is fully attributable to KBC Bank Ireland

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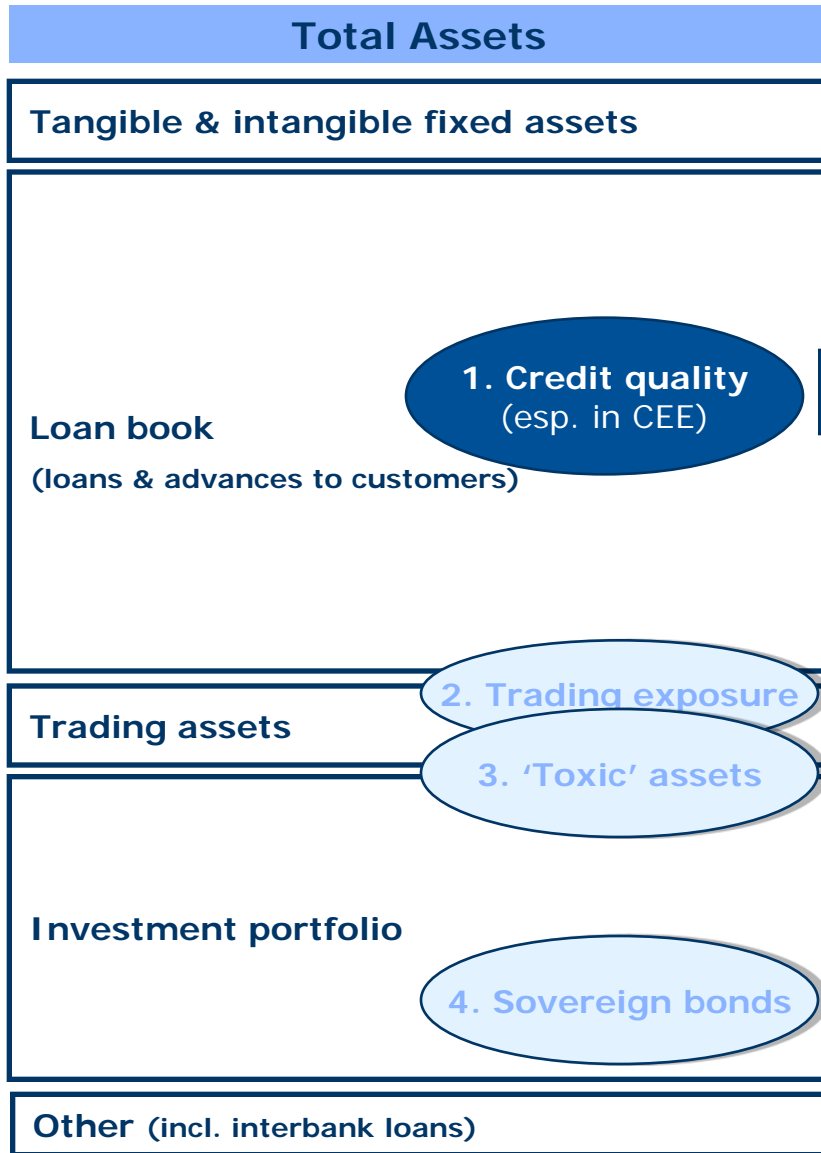


# Balance sheet risks?

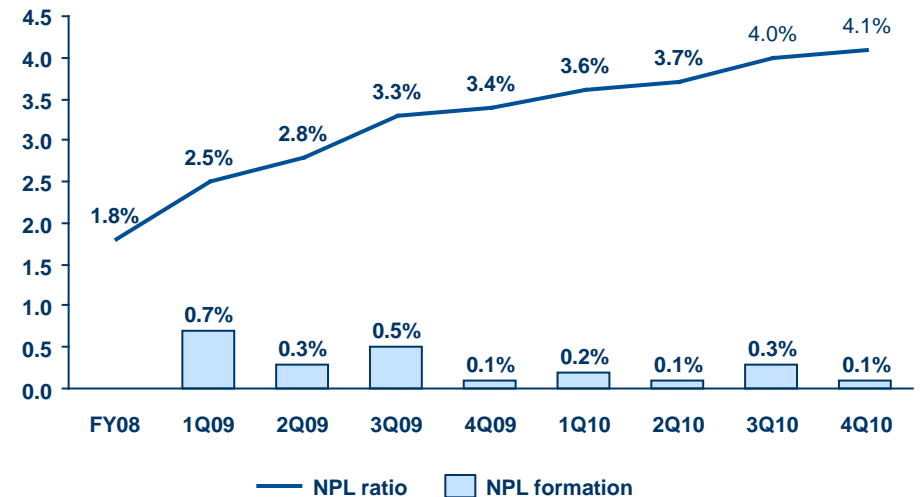
(KBC Bank consolidated at end 2010)

Total Assets: 277bn EUR	Total Liabilities & Equity: 277bn EUR
<p>Tangible &amp; intangible fixed assets (incl. Investment property): 5bn EUR</p>	<p>Parent shareholders' equity: 13bn EUR</p>
<p>Loan book: 151bn EUR (Loans and advances to customers)</p> <p>1. Credit quality</p>	<p>Capital adequacy</p>
<p>Trading assets: 27bn EUR</p> <p>2. Trading exposure</p> <p>3. 'Toxic' assets</p>	<p>Liquidity position</p>
<p>Investment portfolio: 57bn EUR</p> <p>4. Sovereign bonds</p>	<p>Funding and deposit base: 202bn EUR</p>
<p>Other (incl. interbank loans): 37bn EUR</p>	<p>Trading liabilities: 24bn EUR</p>
	<p>Other (incl. interbank deposits): 38bn EUR</p>

# Credit quality



- Customer loan book: 151bn EUR at end 2010
  - 41% residential mortgages
  - 3% consumer finance
  - 12% other retail loans
  - 44% SME/corporate loans
- Largely sold through own branches
- Total NPL at 4.1% at end 2010 (5.6% in CEE)
- The NPL formation has stabilised
- NPL cover ratio at 76% at end 2010 (77% in CEE)



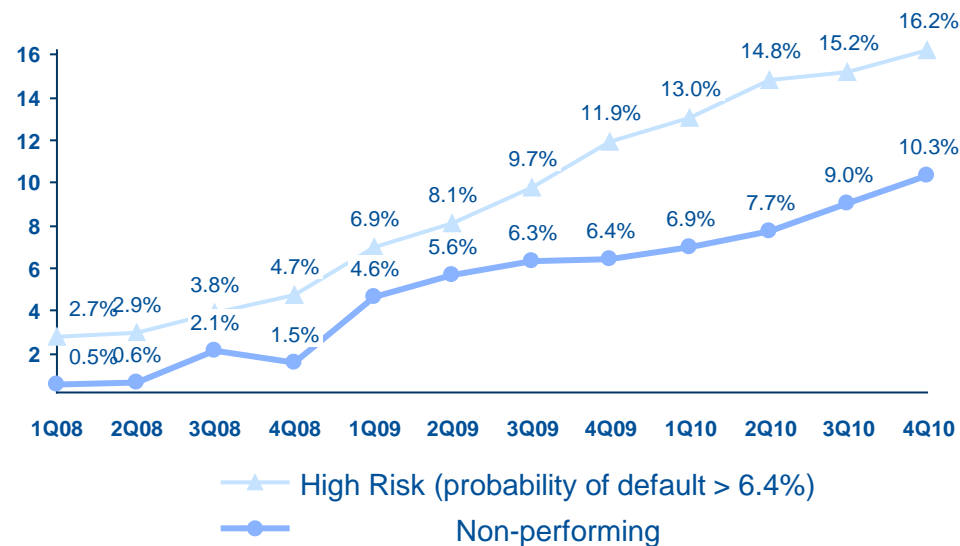
# Focus on NPL trends in Ireland

- 302m EUR loan impairments charged in 4Q10 (525m EUR in FY10)
- NPL rose to 10.3% in 4Q10 (9.0% in 3Q10), reflecting the continued difficult economic conditions in Ireland. The outstanding portfolio has been reduced from 18.0bn EUR at the end of 2009 to 17.2bn EUR at the end of 2010
- 73% of the outstanding portfolio remains low or medium risk
- The increase in mortgage provisions reflected weaker market conditions in Ireland through 2010
- The NPL coverage ratio has risen to 42% (from 29% in 3Q10). NPL coverage ratio reflects predominance of residential mortgages (and the relatively low exposure to real estate development)
- Local tier-1 ratio was 10.3% at the end of 4Q10 (10.6% at the end of 3Q10)

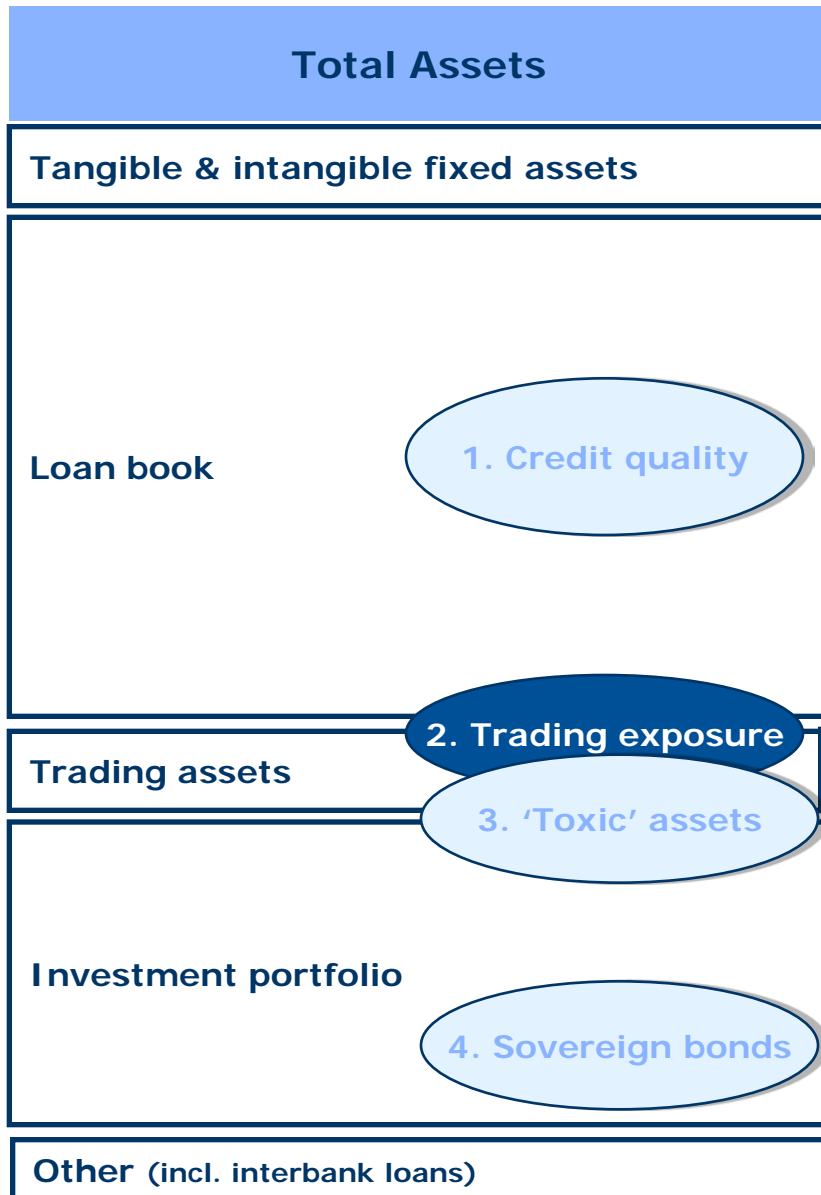
Irish loan book – key figures December 2010

<u>Loan portfolio</u>	<u>Outstanding</u>	<u>NPL</u>	<u>NPL coverage</u>
Owner occupied mortgages	9.8bn	7.4%	29%
Buy to let mortgages	3.3bn	10.9%	33%
SME /corporate	2.3bn	7.3%	55%
Real estate investment	1.3bn	15.2%	42%
Real estate development	0.6bn	50.4%	76%
	17.2bn	10.3%	42%

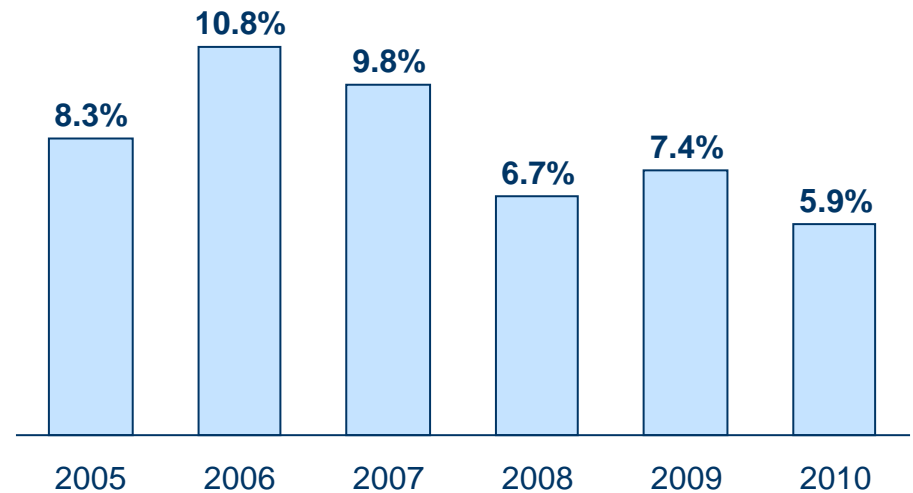
Proportion of High Risk and NPLs



# Trading activities



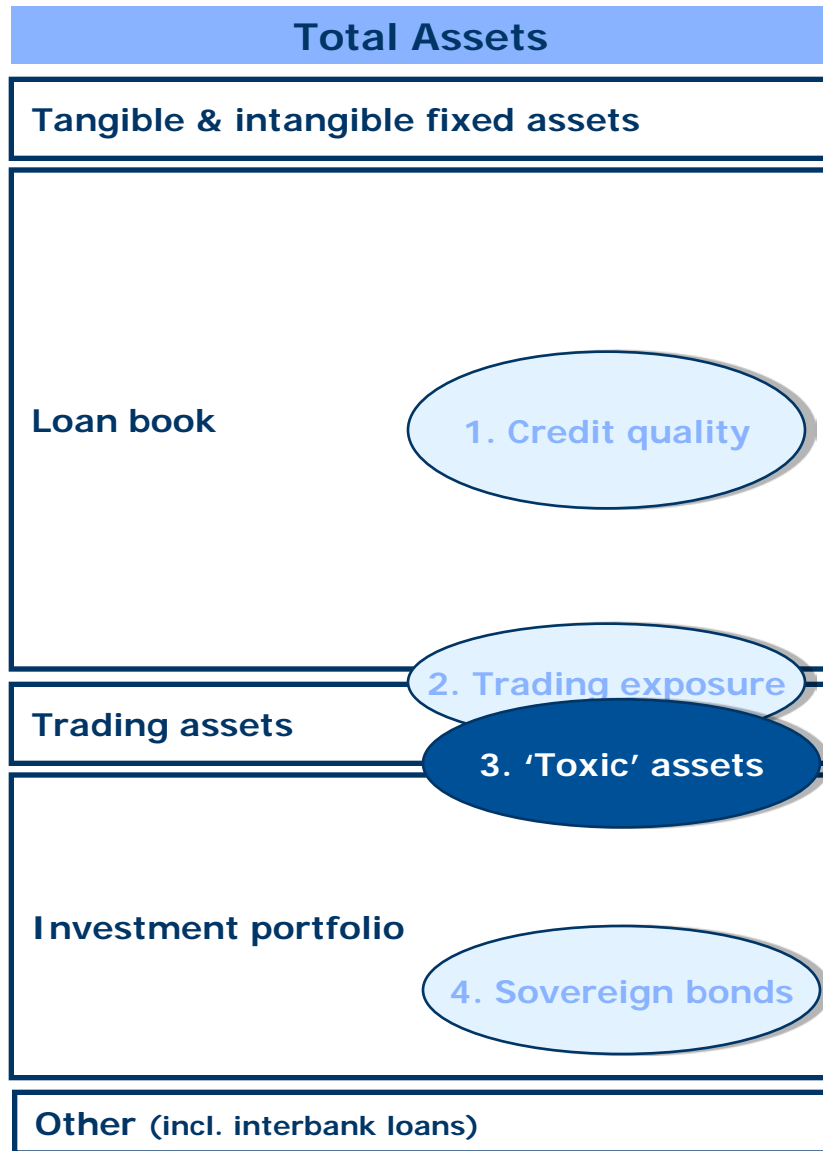
**Net (un)realised gains from FIFV within the subdivision 'Market Activities', '05-'10 (on a pro forma basis)**



**Underlying net (un)realised gains from FIFV within 'Market Activities' (on a pro forma basis) as a % of group underlying total income**

- Less dependency on net (un)realised gains from FIFV within the subdivision 'Market activities' (part of MEB), and more in particular of the dealing room results

# Investment portfolio



CDO exposure (bn EUR)	Notional	Outstanding markdwns
- Hedged portfolio	14.9	-1.2
- Unhedged portfolio	7.7	-4.8
<b>TOTAL</b>	<b>22.5</b>	<b>-6.0*</b>

\* Cumulative markdwns since the start of the crisis amounted to 6.2bn EUR

Amounts in bn EUR	Total
Value adjustments (since start crisis)	-6.0
"Effective" loss (i.e. expect. losses based on claimed credit events) *	-1.9
- Of which impact of settled credit events	-1.1

\* Excl. impact on equity and junior CDO pieces

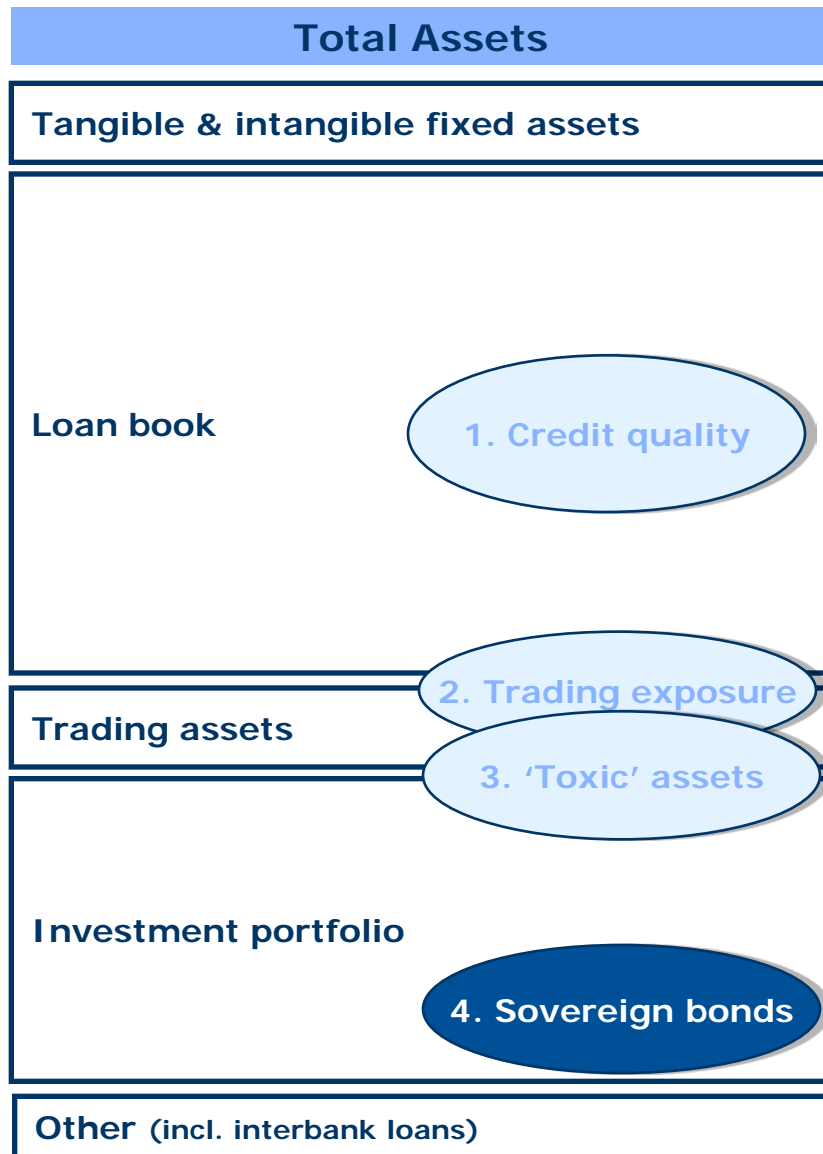
- The total notional amount decreased by roughly 2.2bn EUR as a result of the first maturity in the CDO book
- At end of 2010, outstanding value adj. amounted to 6.0bn EUR vs. 1.9bn EUR effective cash losses (excl. impact on equity and junior CDO pieces)
- Within the scope of the sensitivity tests, the value adjustments reflect an 17% cumulative loss in the underlying corporate risk
- Reminder: CDO exposure largely written down or covered by a State guarantee

## Earnings sensitivity test

- If credit spreads were to tighten/widen by 20%, MtM impact on CDO values would be +0.3/-0.3bn EUR



# Investment portfolio (cont'd)

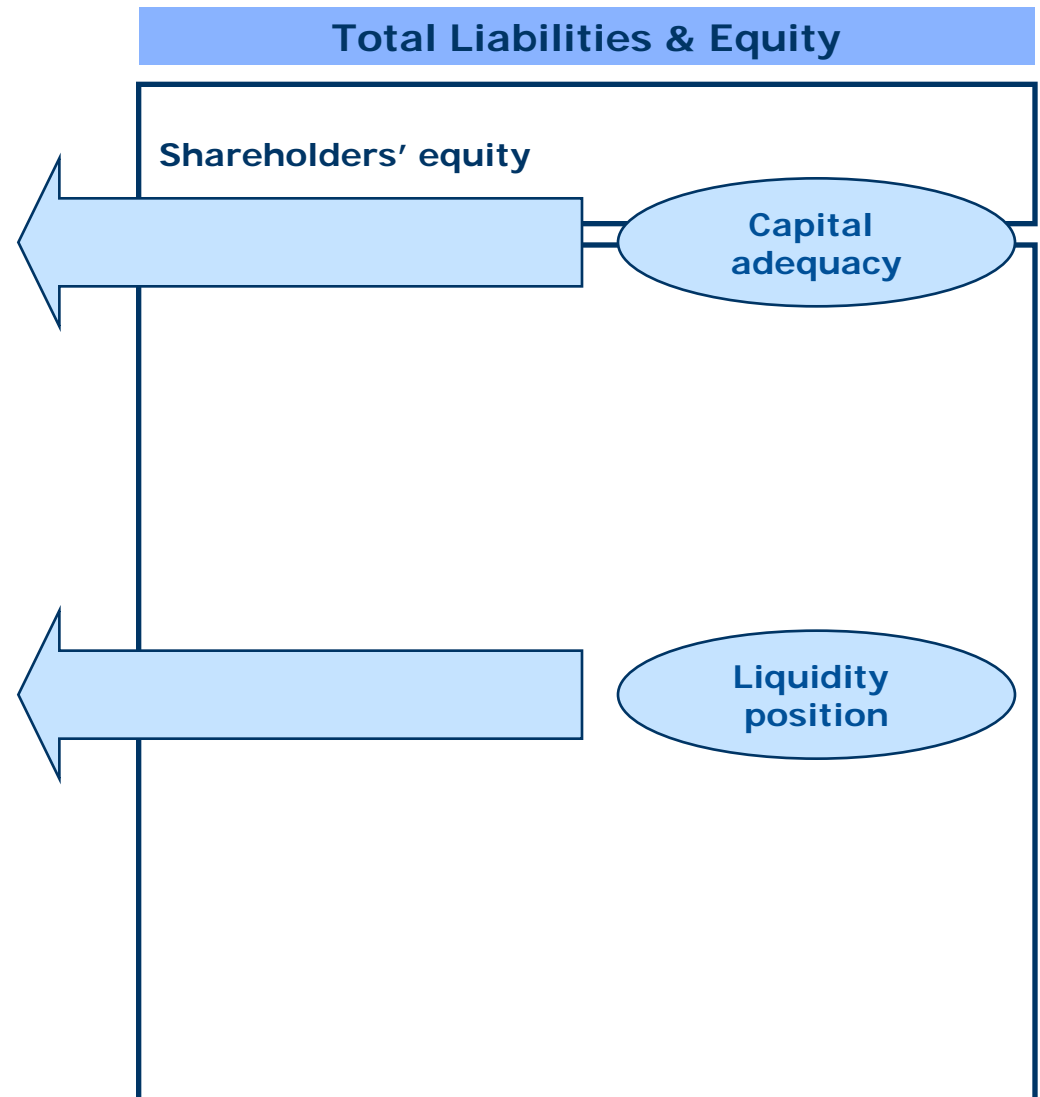


- Government bond investment portfolio at KBC Bank of EUR 51bn (at end 1Q10)
- Geographical composition:
  - All European
  - Belgium (AA+/Aa1): 43%
  - CEE (mainly locally held portfolios): 33%
  - Italy: 15%
  - Spain: 3%
  - Greece, Portugal and Ireland: 3%
  - Other Europe: 3%
- Sovereign credit ratings:
  - All investment grade
  - Average: S&P AA- / Moody's Aa2

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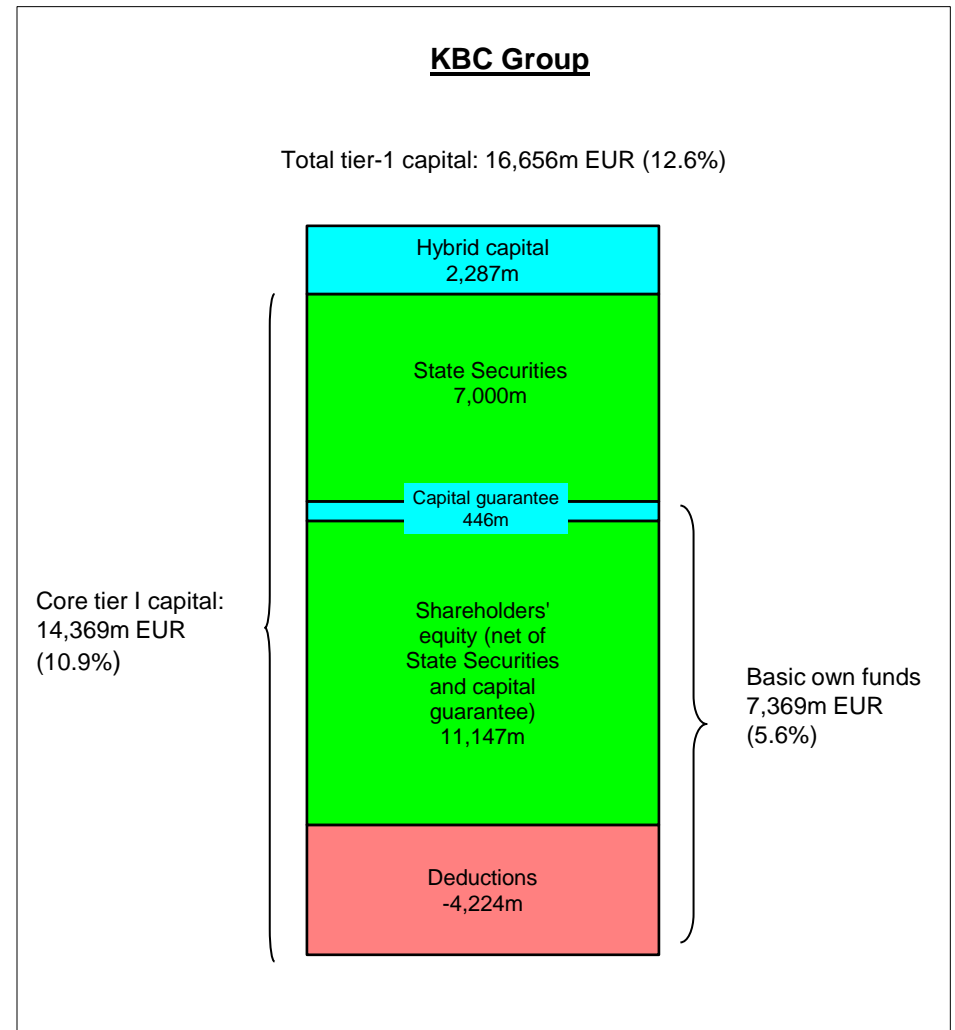
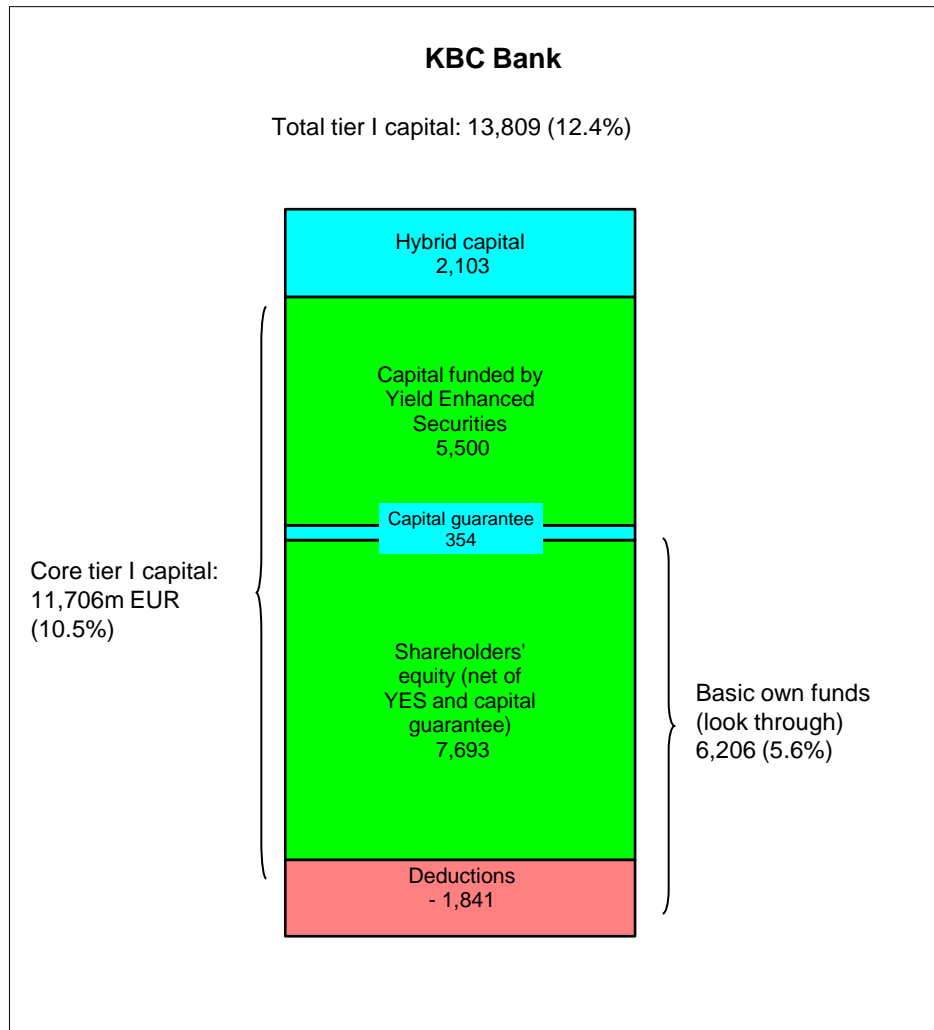
Appendices

- With core tier-1 ratio of 10.5% at KBC Bank (excl. KBL EPB) and 10.9% at KBC Group, KBC is well positioned to pursue organic growth
- With loan-to-deposit ratio at 81%, limited needs for refinancing in the market compared to peers
- Based on a preliminary analysis, funding & solvency seem to be manageable in light of the new 'Basel' proposals



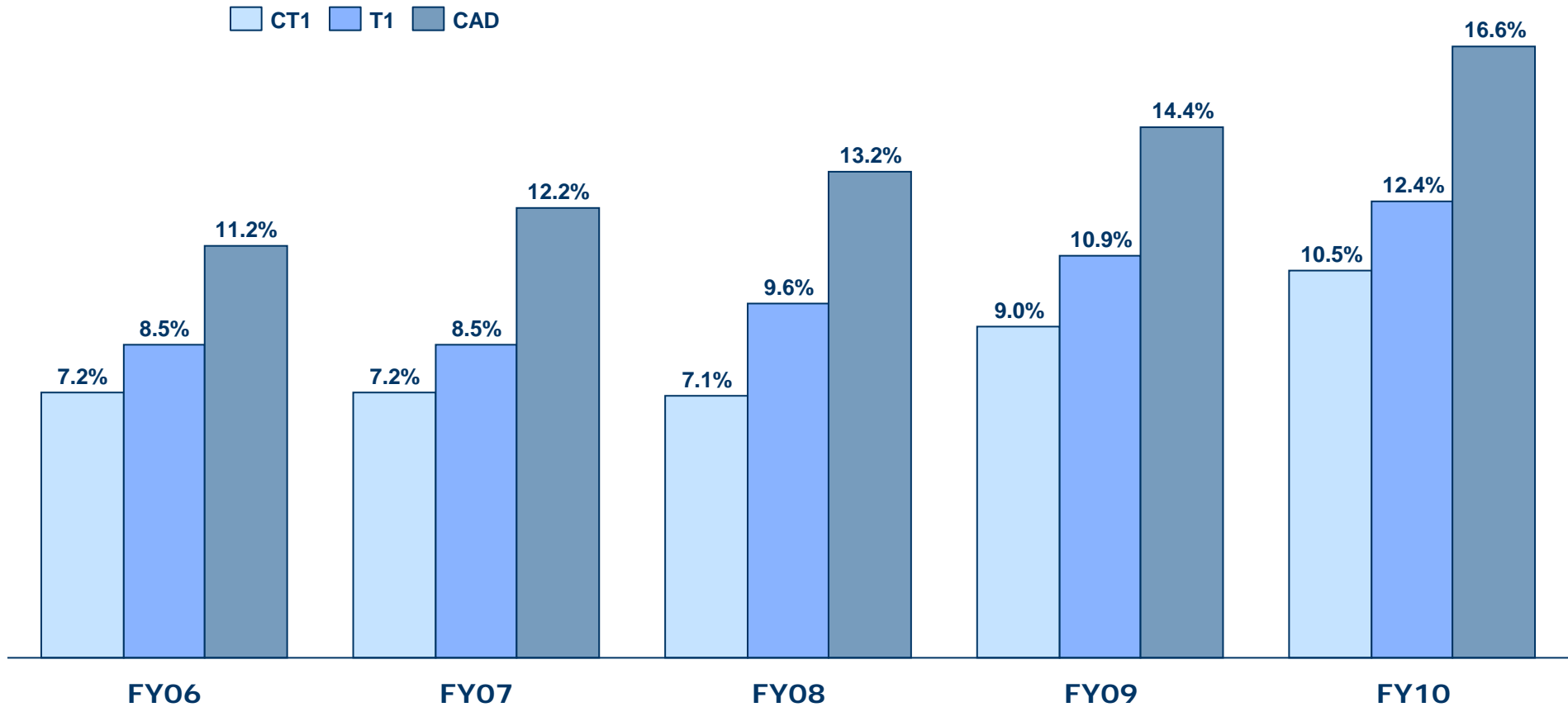


# Overview total (Core) tier-1 composition





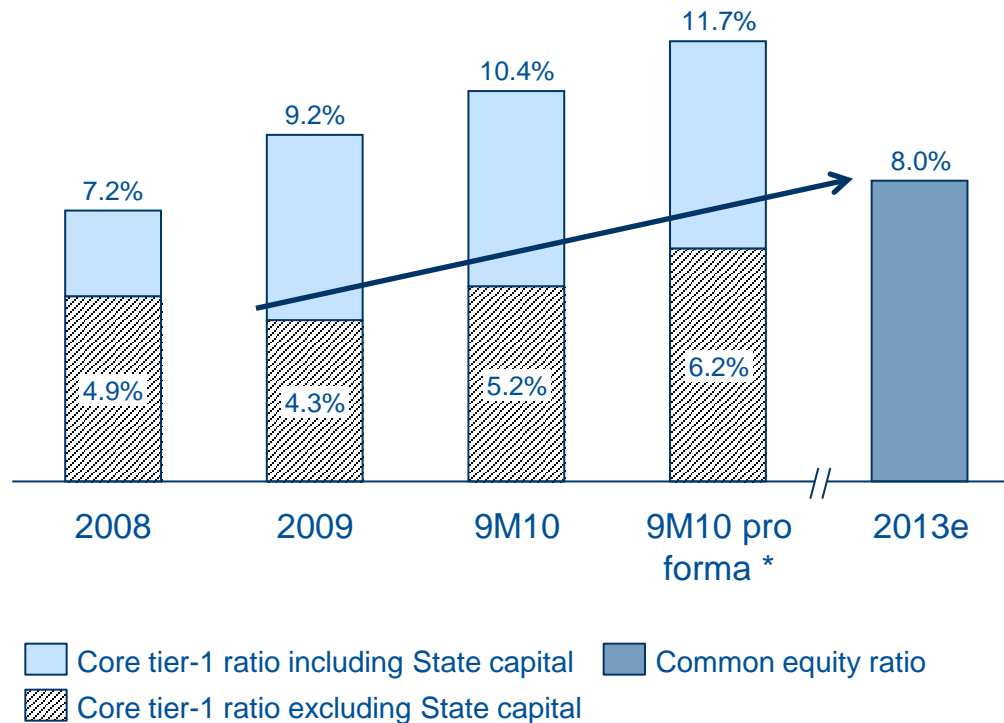
# Improved capital ratios at KBC Bank (excl. KBL)



# Basel III impact for KBC Group (1)

## ■ MAIN CONCLUSION ABOUT BIII IMPACT FOR KBC GROUP:

- “Basel III” pro forma common equity ratio is estimated at roughly 8.0% at end 2013



\* 9M10 pro forma CT1 is including the impact of the already announced divestments

- **At the level of 'RWAs': relatively limited impact thanks to KBC's divestment plan**

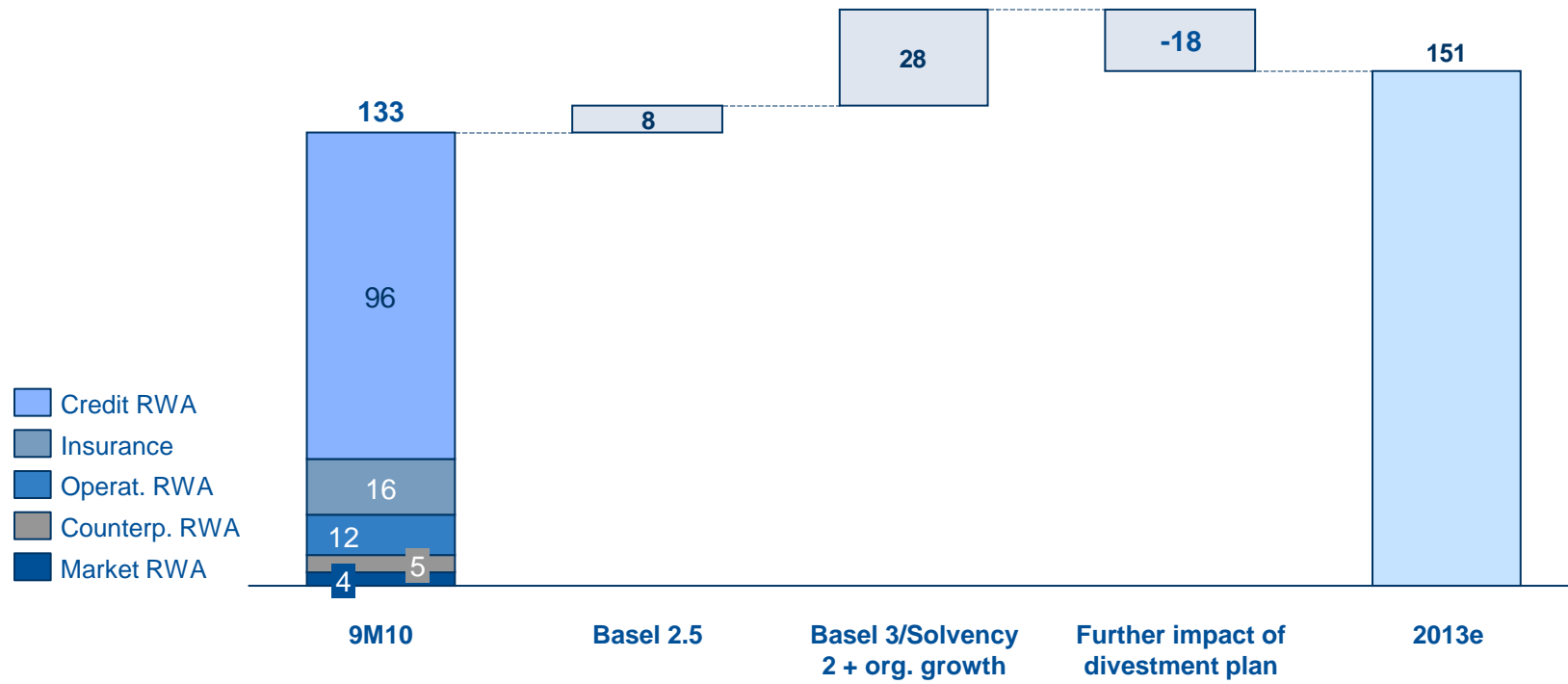
- Still many uncertainties remain with respect to e.g. different calculations for the Credit Valuation Adjustment (CVA) method.
- Counterparty and market RWAs have already fallen by 54% to roughly 9.5bn EUR in 7 quarters (end FY08 – end 3Q10), mainly as a consequence of progress made in implementing KBC's divestment plan.

(bn EUR)	End FY08	End 3Q10	% Δ
Counterparty RWAs	9.2	5.2	-43%
Market RWAs	11.4	4.2	-63%
<b>TOTAL counterparty &amp; market RWAs</b>	20.6	9.5	-54%
<b>% of TOTAL RWAs</b>	13.3%	7.1%	

- By the end of 2012-1013, once the divestment plan is completely finalised, the counterparty and market RWAs will have further decreased. As such, BIII impact on these RWAs will certainly be manageable for KBC Group.

# Basel III impact for KBC Group (3)

## RWA impact



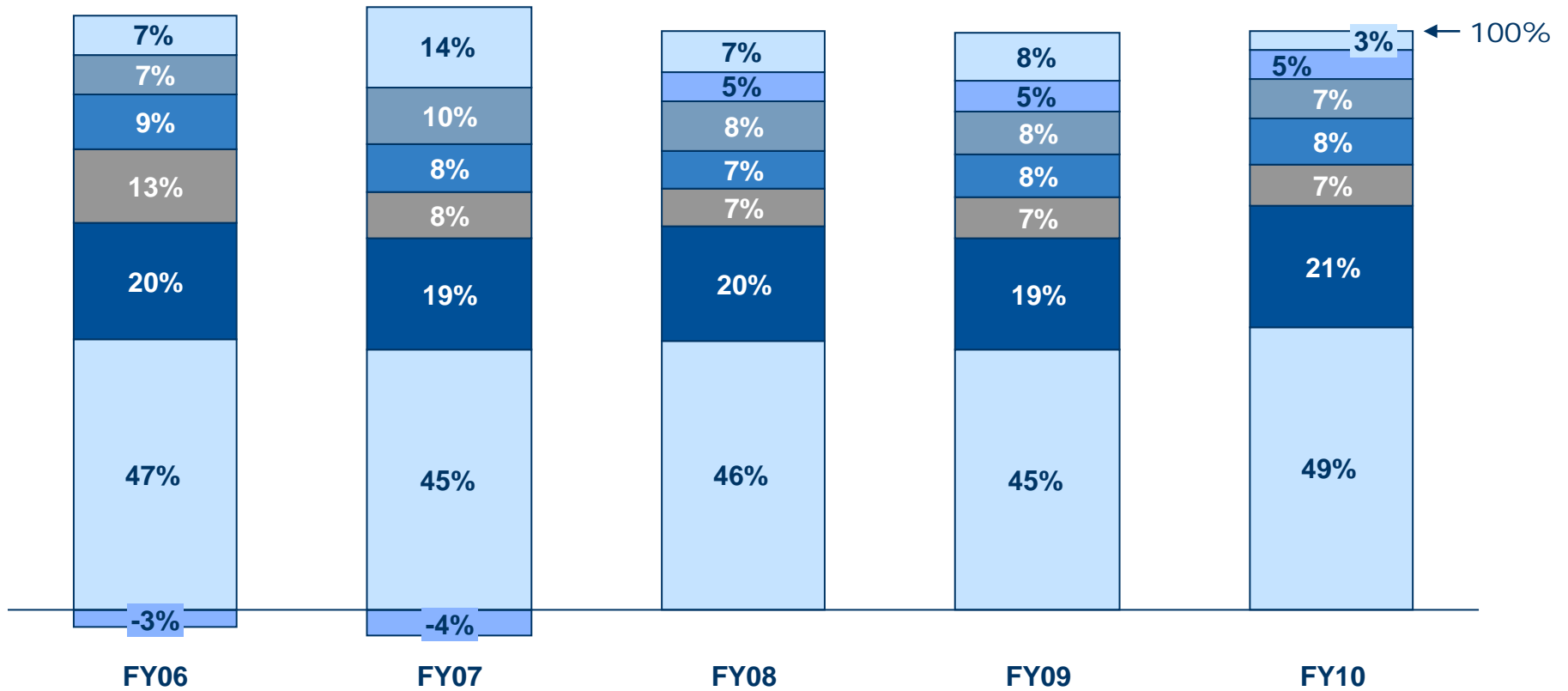


## ■ MORE DETAILED INFO ABOUT SOME COMPANY-SPECIFIC IMPORTANT BIII ITEMS:

- Minority interests: Although the capital impact of the listing of a minority stake in CSOB will still be negatively impacted by BIII, this impact will be considerably less negative than under the initial BIII consultation document (released on 17 Dec 2009)
  - Minority share in line with the minimum required capital at subsidiary = common equity
  - Based on current KBC Group structure: very limited impact since no important minority interests
  - Regarding IPO CSOB:
    - Capital gain is included in common equity
    - Worst-case scenario at 'common equity' level (IPO 40% of CSOB, 7% minimum required common equity in CR and no upstreaming of capital before IPO): approximately 285m EUR minorities would not be included in common equity
    - Sensitivity: every additional 1% above the 7% minimum required capital in CR (used in our worst-case scenario) will lower the 2013 negative impact at 'common equity' level of KBC Group by around 55m EUR
- DTAs:
  - Current (BII): deducted from T1 insofar > 10% T1 (basis = total of DTAs excluding DTA on AFS and Cash flow hedges)
  - BIII: difference is made between i) DTA which rely on future profitability (= on losses carried forward): entirely deducted from common equity (roughly 850m EUR at end 3Q10) and ii) DTA which do not rely on future profitability (= timing differences): included in common equity



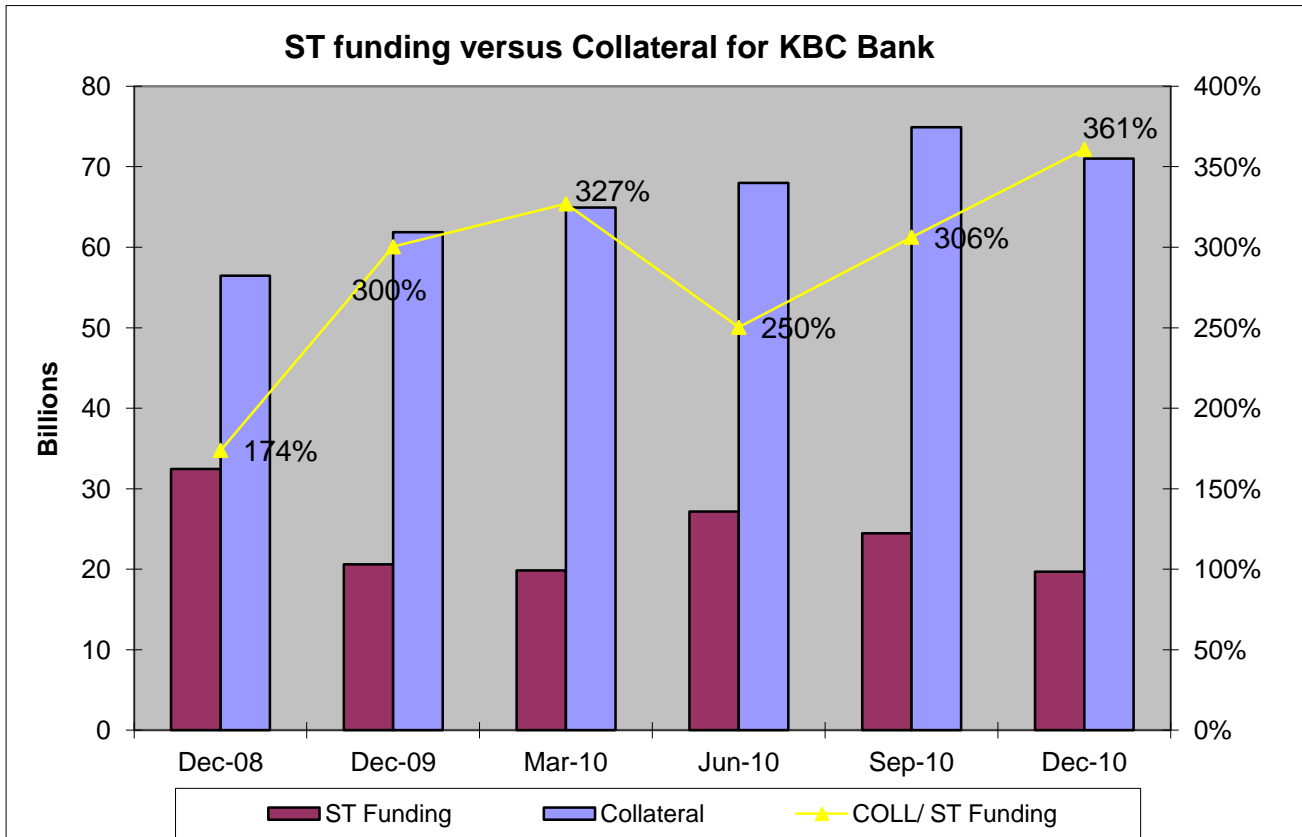
# Liabilities – funding mix: stable & retail-based



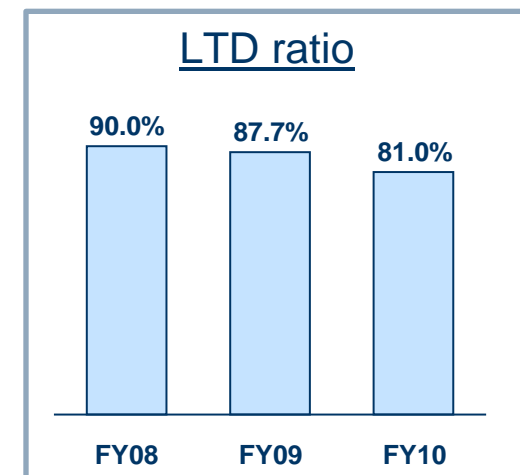
- Net unsecured interbank funding
- Net secured funding
- Debt issues placed at institutional relations
- Total equity
- Certificates of deposit
- Funding from corporates
- Funding from retail customers

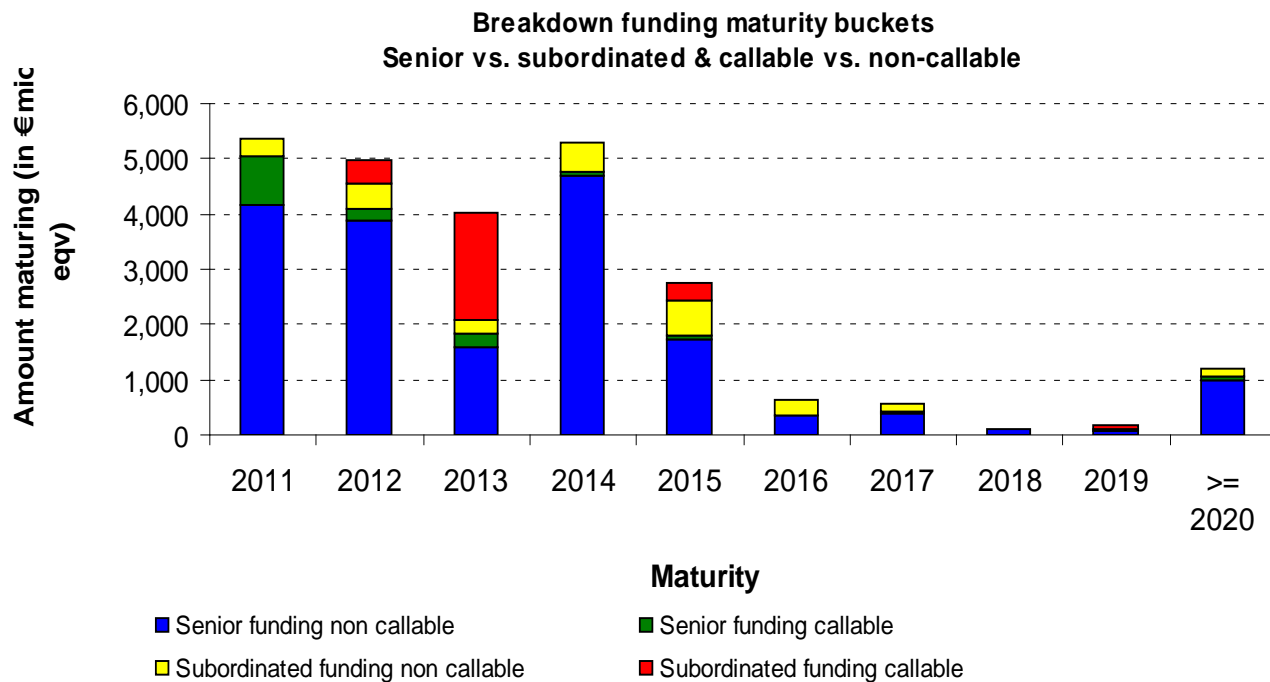


# ST funding needs are fully covered by central bank eligible collateral



... and healthy LTD ratios

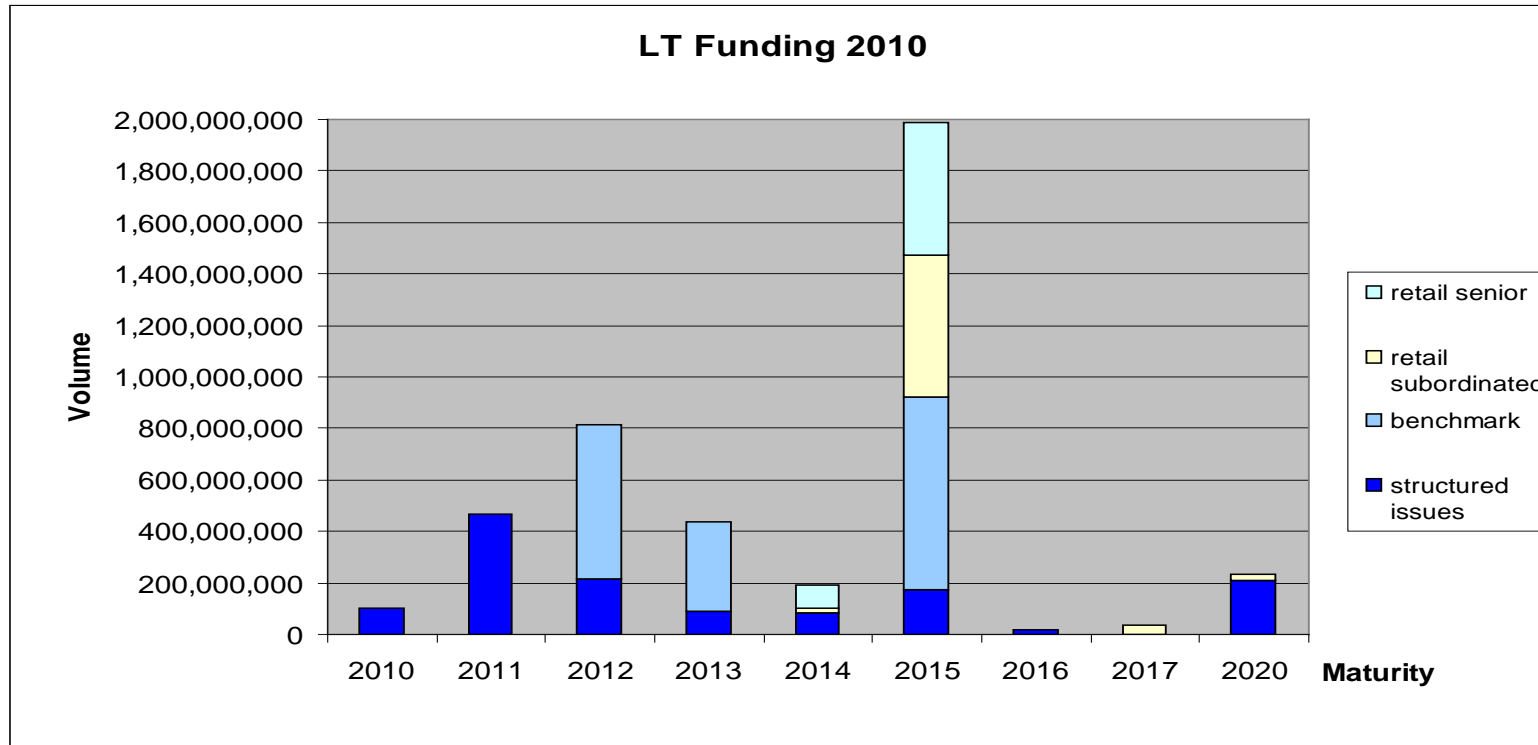




KBC Bank NV has 3 solid sources of funding:

- Public Benchmark transactions
- Structured Notes using the Private Placement format
- Retail and Private Banking Network Notes

# Overview of wholesale funding attracted in 2010

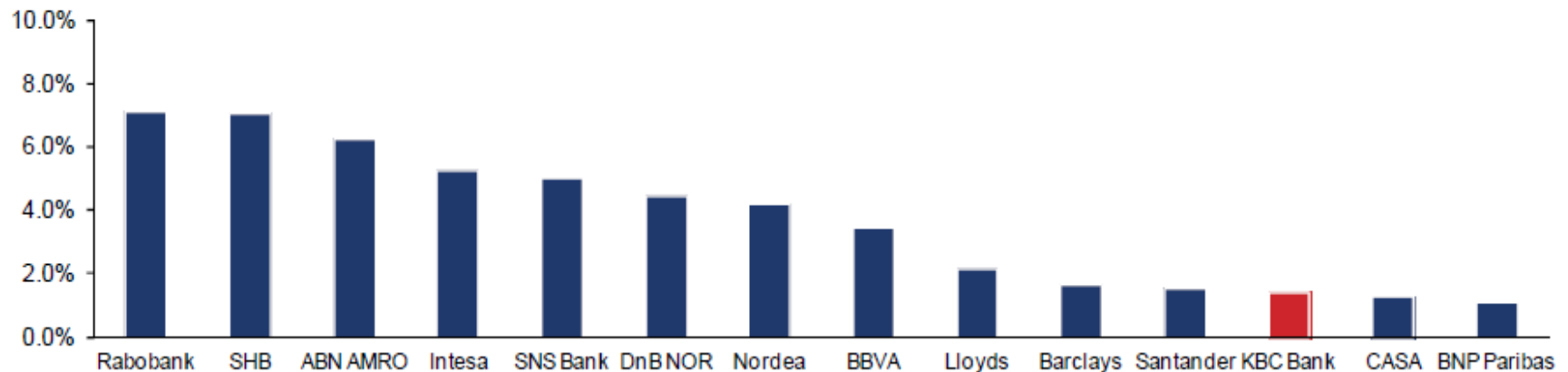


- KBC Bank NV, through KBC Ifima NV, raised 4.3bn EUR LT in 2010, using its EMTN program (40bn EUR)
- KBC Bank NV also has a US MTN program (10bn USD) available for structuring debt capital market transactions in the US

# Putting things into perspective...

- Term debt issuance in 2010: 4.3bn EUR (vs. 11bn-48bn EUR for peer group)
- Term debt issuance 2010 / Total assets KBC Bank 2010: 1.5% (vs. 1.1% – 7.1% for peer group)

Term Debt Issuance 2010 / Total Assets



Source: KBC Bank, Bloomberg, Goldman Sachs

- Term debt issuance 2010 / Total assets KBC Group 2010: 1.3%
- Total LT debt outstanding / Total assets KBC Bank 2010: 9.1% (vs. 3.6% - 28.6% for peer group)
- Total LT debt outstanding / Total assets KBC Group 2010: 7.8%

- Strategy and business profile of KBC Group
- Financial performance of KBC Group
- Asset quality of KBC Bank
- Liquidity and solvency of KBC Bank
- Wrap-up

Appendices



## Wrap up (at KBC Group level)

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- Well-developed bancassurance strategy and strong cross-selling capabilities. 75%-80% of revenue is generated in markets with leading market share
- Strong franchise in Belgium with high and stable return levels (ROAC of 37%)
- Access to growth in 'new Europe', with mitigated risk profile given most mature markets in the region
- Successful underlying earnings track record, as reconfirmed by the solid 1.7bn EUR net underlying profit in 2010
- Thanks to RWA reductions, disposals of non-core assets and strong earnings power, KBC Group is well on track to reimburse the government support
- Stable shareholder structure
- Solid liquidity position, with a 81% LTD ratio and a large portfolio of unencumbered government bonds
- A very favourable funding profile with relatively low (re)financing needs in 2011-2014 of 5bn-7bn EUR as well as a deep pool of liquidity in KBC's retail client base
- Comfortable level of CT1 and T1 at the end of 2010: 10.9% and 12.6% respectively. The "Basel III" pro forma common equity ratio is estimated at roughly 8.0% at end 2013



# Appendices

- KBC 2010 benchmarks + overview outstanding benchmarks
- KBC Bank CDS evolution
- Strategic review/divestment program and the 'new future'
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## ■ KBC 2Y FRN - XS0479870916

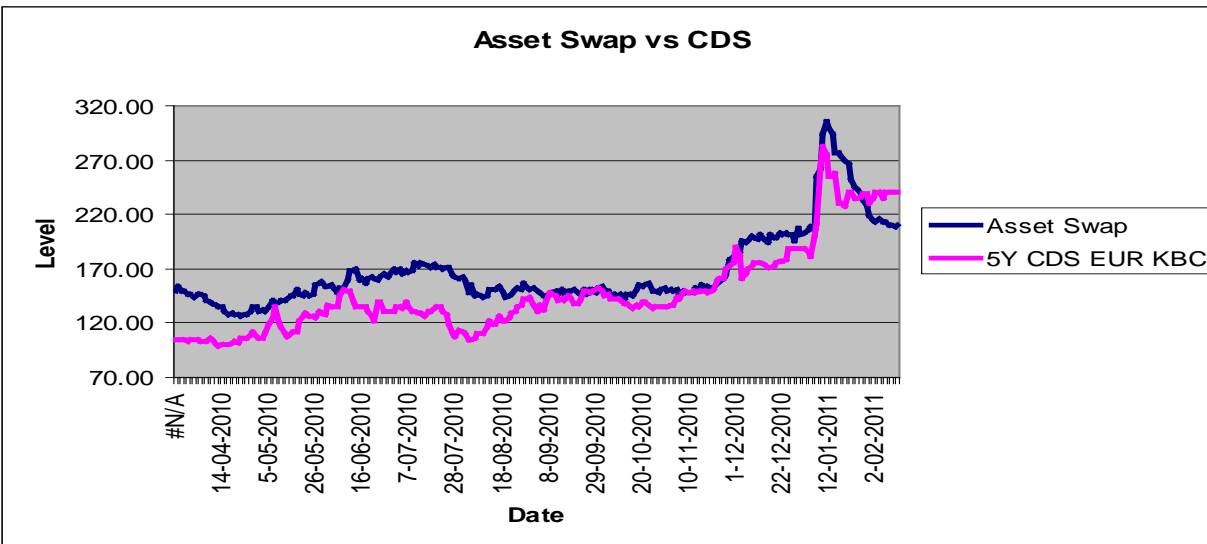
- Notional: 600m EUR
- Issue Date: 20 Jan 2010 – Maturity: 20 Jan 2012
- Coupon: 3M EUR + 75bp
- Re-offer spread: 3M EUR + 80bp (issue price 99.90%)
- Joint lead managers: KBC, UBS, DZ Bank

## ■ KBC 5Y Fixed - XS0498962124

- Notional: 750m EUR
- Issue Date: 31 March 2010 – Maturity: 31 March 2015
- Coupon: 3.875%, A, Act/Act
- Re-offer spread: 5-yr Mid Swap + 155bp (issue price 99.621%)
- Joint lead managers: KBC, DZ Bank, DB, SocGen



# KBC 2010 Benchmarks

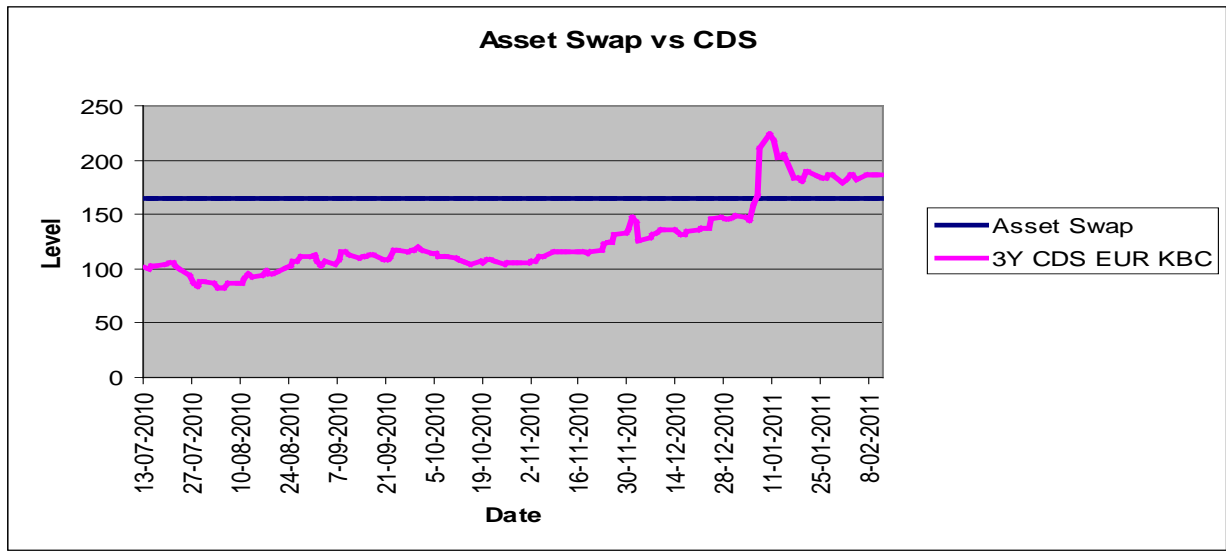


## ■ KBC 3Y FRN - XS0527072937

- Notional: 350m EUR
- Issue Date: 19 July 2010 – Maturity: 19 July 2013
- Coupon: 3M EUR + 165bp
- Re-offer spread: 3M EUR + 165bp (issue price: 100%)
- Joint lead managers: KBC, CS, DZ Bank



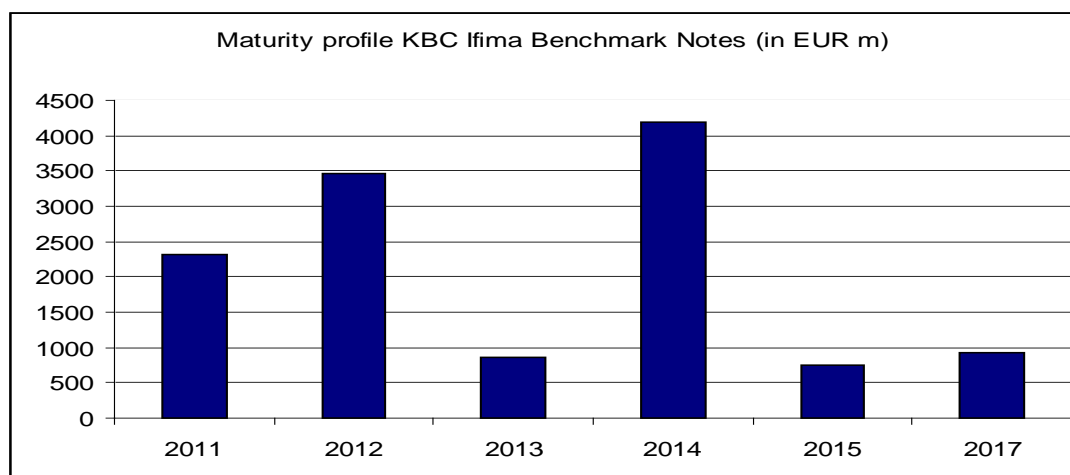
# KBC 2010 Benchmarks





# Outstanding Benchmarks

Pricing Date	Issuer	Curr	EUR Equivalent	Amount issued	Coupon	Settlement Date	Maturity Date	ISIN
09 Mar 2006	KBC Ifima N.V.	EUR	500,000,000	500,000,000	3-mth Euribor +8bp	17 Mar 2006	17 Mar 2011	XS0247664542
10-Jul-06	KBC Ifima N.V.	EUR	350,000,000	350,000,000	3-mth Euribor +9.5bp	18-Jul-06	18-Jul-11	XS0261363005
20-Sep-06	KBC Ifima N.V.	EUR	1,000,000,000	1,000,000,000	3-mth Euribor +9bp	04 Oct 2006	04 Oct 2011	XS0269226238
25 Oct 2006	KBC Ifima N.V.	GBP	476,190,476	400,000,000	3-mth Libor +7.5bp	08-Nov-06	08-Nov-11	XS0273444538
03-Jan-07	KBC Ifima N.V.	GBP	595,238,095	500,000,000	3-mth Libor +7.5bp	18-Jan-07	18-Jan-12	XS0281641810
09-Jan-07	KBC Ifima N.V.	EUR	500,000,000	500,000,000	3-mth Euribor +7bp	23-Jan-07	23-Jan-12	XS0282215259
25-Jan-07	KBC Ifima N.V.	GBP	476,190,476	400,000,000	3-mth Libor +7.5bp	08-Feb-07	08-Feb-12	XS0285159363
16-Jan-07	KBC Ifima N.V.	EUR	923,000,000	923,000,000	4.2	16-Jan-07	16-Jan-17	XS0279519887
16-Jan-07	KBC Ifima N.V.	EUR	355,000,000	355,000,000	4.05	16-Jan-07	16-Jan-14	XS0279518640
16 Oct 2007	KBC Ifima N.V.	EUR	1,000,000,000	1,000,000,000	3-mth Euribor +35bp	26 Oct 2007	26 Oct 2012	XS0327159074
25-Jan-08	KBC Ifima N.V.	EUR	1,602,615,000	1,602,615,000	6-mth Euribor -60bp	31 Mar 2008	31 Mar 2014	XS0340282739
04 Mar 2008	KBC Ifima N.V.	EUR	250,000,000	250,000,000	3-mth Euribor +85bp	04 Mar 2008	04 Mar 2013	XS0350935671
06 Mar 2008	KBC Ifima N.V.	EUR	250,000,000	250,000,000	3-mth Euribor +85bp	06 Mar 2008	06 Mar 2013	XS0351341150
14 Mar 2008	KBC Ifima N.V.	EUR	300,000,000	300,000,000	3-mth Euribor +80bp	14 Mar 2008	14 Mar 2012	XS0353131419
21 Mar 2008	KBC Ifima N.V.	EUR	743,968,000	743,968,000		16 May 2008	16 May 2014	XS0352674682
12-Jan-09	KBC Ifima N.V.	EUR	250,000,000	250,000,000	4.75	26-Jan-09	26-Jan-14	XS0406774538
10-Sep-09	KBC Ifima N.V.	EUR	1,250,000,000	1,250,000,000	4.5	17-Sep-09	17-Sep-14	XS0452462723
13-Jan-10	KBC Ifima N.V.	EUR	600,000,000	600,000,000	3-mth Euribor +75bp	20-Jan-10	20-Jan-12	XS0479870916
24 Mar 2010	KBC Ifima N.V.	EUR	750,000,000	750,000,000	3.875	31 Mar 2010	31 Mar 2015	XS0498962124
12-Jul-10	KBC Ifima N.V.	EUR	350,000,000	350,000,000	3-mth Euribor +165bp	19-Jul-10	19-Jul-13	XS0527072937







# Main characteristics of outstanding T1 issues

## SUBORDINATED BOND ISSUES KBC BANK

	KBC Bank Funding Trust II	KBC Bank Funding Trust III	KBC Bank Funding Trust IV	KBC Bank NV	KBC Bank NV	KBC Bank NV
Amount issued	EUR 280,000,000	USD 600,000,000	EUR 300,000,000	GBP 525,000,000	EUR 1,250,000,000	EUR 700,000,000
Tendered	EUR 161,300,000	USD 431,400,000	EUR 179,200,000	GBP 480,500,000		
<b>Net Amount</b>	<b>EUR 118,700,000</b>	<b>USD 168,600,000</b>	<b>EUR 120,800,000</b>	<b>GBP 44,500,000</b>		
ISIN-code	XS0099124793	USU2445QAA68 / US48239AAA79	US48239FAA66 / USU2445TAA08	BE0119284710	BE0934378747	XS0368735154
Call date	30/06/2009	02/11/2009	10/11/2009	19/12/2019	14/05/2013	27/06/2013
Coupon	6.875%	9.86%	8.220%	6.202%	8.000%	8.000%
Step-up coupon	3m euribor + 300bps	3m usd libor + 405bps	3m usd libor + 405bps	3m gbp libor + 193bps	no step-up	no step-up
First (next) call date	31/03/2011	02/05/2011	10/05/2011	19/12/2019	14/05/2013	27/06/2013
ACPM	-	-	-	Yes	Yes	Yes
Dividend Stopper	-	-	-	Yes	Yes	Yes
Conversion into PSC	-	-	-	Yes	Yes	Yes
Trigger	-	-	-	Supervisory Event or general "concurus creditorum"	Supervisory Event or general "concurus creditorum"	Supervisory Event or general "concurus creditorum"
Dividend payments	Dividends are only payable with respect to any Dividend Period if, and to the extent that, the Dividends for the corresponding Dividend Period are declared (or deemed declared for the purposes, and subject to the conditions of the Bank Guarantee or Holding Guarantee) on the securities owned by the Trust (together with the aforementioned guarantees, the assets of the Trust). Dividends will be paid to the extent that the Trust has funds available for the payment of such Dividends from its assets.					

Tender offer organized in September 2009

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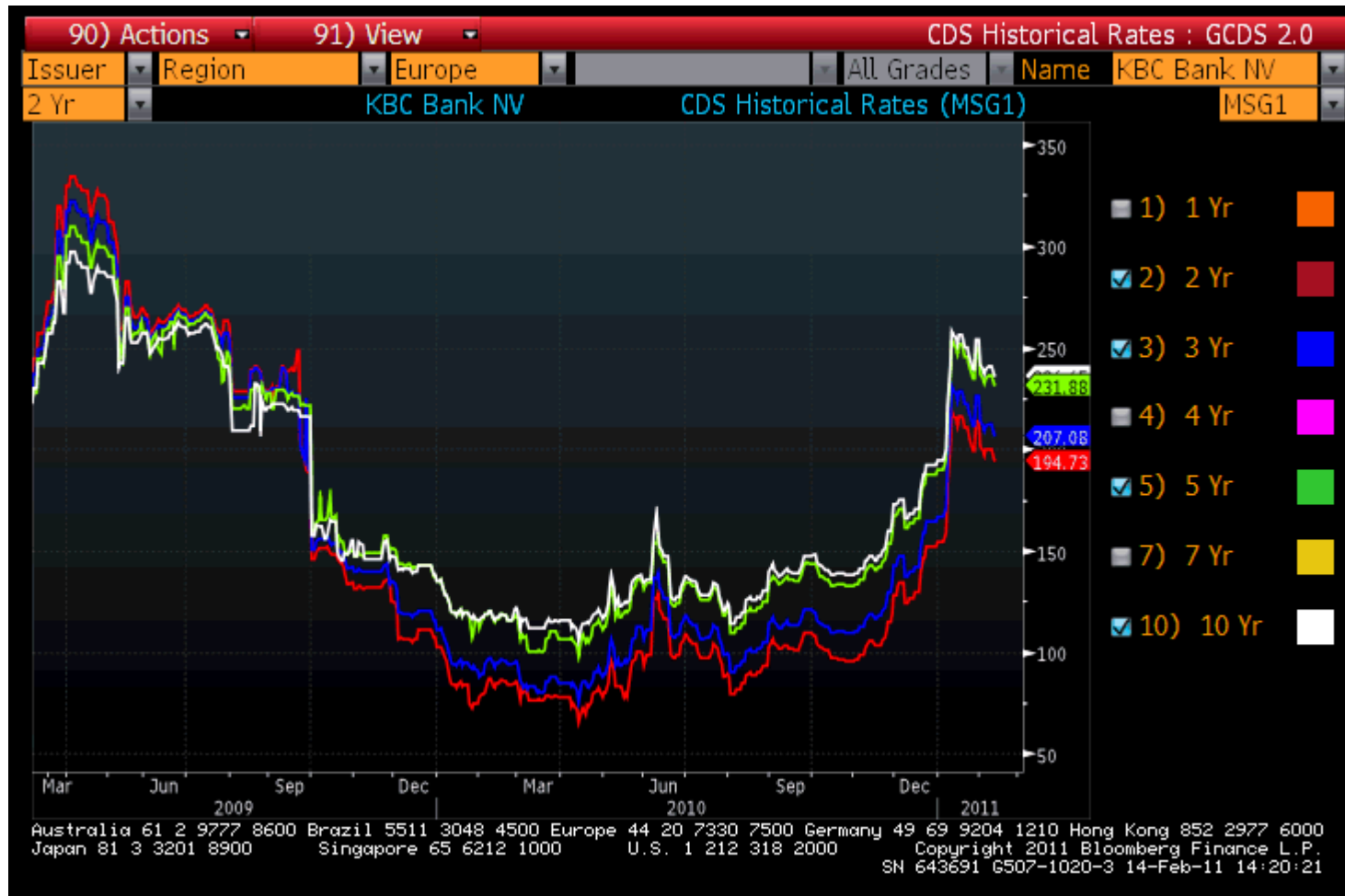
# KBC Bank CDS evolution

## ■ KBC Bank CDS Spreads past year



# KBC Bank CDS evolution

## ■ KBC Bank CDS Spreads over the last 2 years



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KBC aims to be a high-performing European regional player with a more focused range of activities/markets and a reduced risk profile

Activities with low strategic fit will be divested or run down

Capital is to be re-allocated to capture sustainable organic growth potential of core businesses while also reimbursing State capital

KBC will build on sustainable foundations in Belgium

The strategy is based on relationship bancassurance via a dense network

Complementary sales channels are being divested to generate repayment capacity for State capital securities

The market is delivering an attractive return, while being a low risk business

KBC is resuming the convergence play in CEE

We are committed to 5 core markets where we have a strong foothold

Strategy fundamentals remain unchanged and based on a refined business model

A minority share in CSOB is scheduled to be floated, unlocking a significant amount of capital and creating an opportunity to strengthen the link to the local market

KBC is reshaping the 'other' activities

KBC has divested private banking outside home markets

Major reduction of scope and risk profile of international commercial banking operations (targeted RWA – 25% groupwide)

Determined run-down of market activities (mainly KBC FP)

All remaining merchant banking activities have a strategic fit with home markets

		Keep and refine	Divest	Reduce
BEL	Bancassurance in Belgium	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Complementary channels for banking & insurance in Belgium	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CEE	Bancassurance in CEE-5	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Banking in CEE, outside EU (Russia, Serbia)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Merchant	Corporate banking for home market business customers	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Investment banking services for home market customers	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	International corporate banking for international customers	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	Structured derivatives, other IB	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
PB	Private banking outside home markets	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

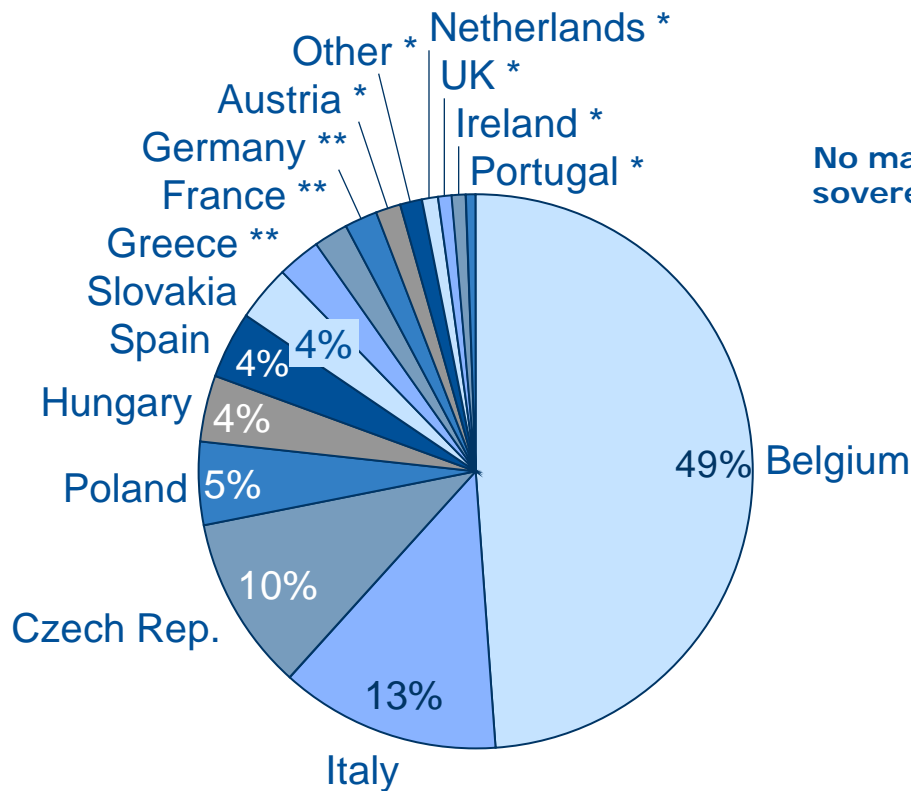
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# Government bond portfolio

- Around 60bn investment in government bonds (excl trading book), primarily as a result of significant excess liquidity position and the reinvestment of insurance reserves into fixed income instruments

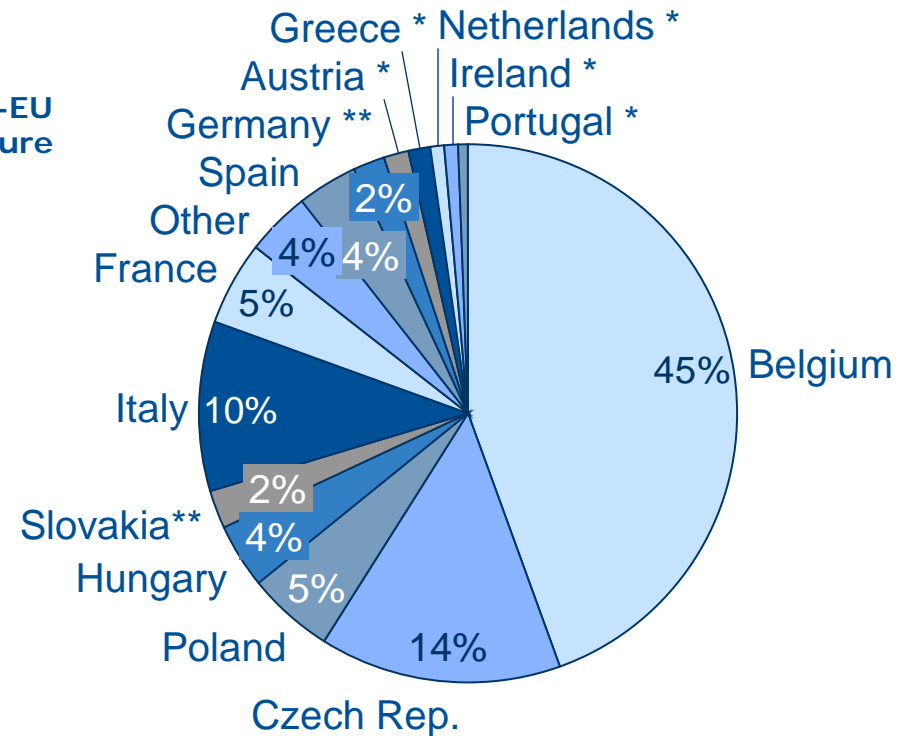
**End 2009**



No material non-EU sovereign exposure

(\* ) 1%, (\*\* ) 2%

**End 2010**



(\* ) 1%, (\*\* ) 2%



## Sensitivity analysis on government bond exp.

### Impact of a 10bps parallel upwards shift of the government bond interest rate curves

(m EUR)	Impact on equity	Impact on P&L*	Weighted average duration (in years)
TOTAL	-183	-47*	4.6
- of which Belgium	-86	-21*	4.1

\* This P&L impact is largely wiped out as the largest part of the FIFV govies are used to hedge the M2M effect of the interest rate swaps

## Why the markets target Belgium....

- No new government yet
- Structural policy measures (social security & labour market reform) still to come
- Still relatively high public debt ratio
- Belgian banking sector's sovereign bond exposure

## ...Why the reaction is exaggerated

- Regional governments still in full force
- Belgian position in the business cycle is good (supported by strong rebound in Germany): 2.0% real GDP growth in 2010
- Labour market performing well (recovery in job creation & declining unemployment). Unemployment rate of 8.3% at the end of 2010 (vs. peak of 8.5% mid-2010)
- Public balance position not worrying in itself (relatively low deficit level & manageable) and good track-record on fiscal discipline
  - Public deficit as % of GDP: 4.7% in 2010 and 4.1% (or even lower) targeted in 2011
  - Public debt ratio as % of GDP: 98.6% in 2010 (vs. 134.0% in 1993 and 84.2% in 2007)
- No major economic imbalances (fundamentally Belgium is in far stronger position than the peripheral countries)

# Exposure to Southern Europe

## Total exposure to Greece, Portugal & Spain at the end of 2010 (bn EUR)

	Banking and Insurance book			Trading book Gov. Bonds	Total exposure
	Credit & corporate bonds	Bank bonds	Gov. bonds		
Greece	0.1	0.0	0.6	0.0	<b>0.7</b> (vs 2.0 end 2009)
Portugal	0.3	0.0	0.3	0.0	<b>0.6</b> (vs 0.7 end 2009)
Spain	2.1	0.6	2.2	0.1	<b>5.0</b> (vs 5.7 end 2009)

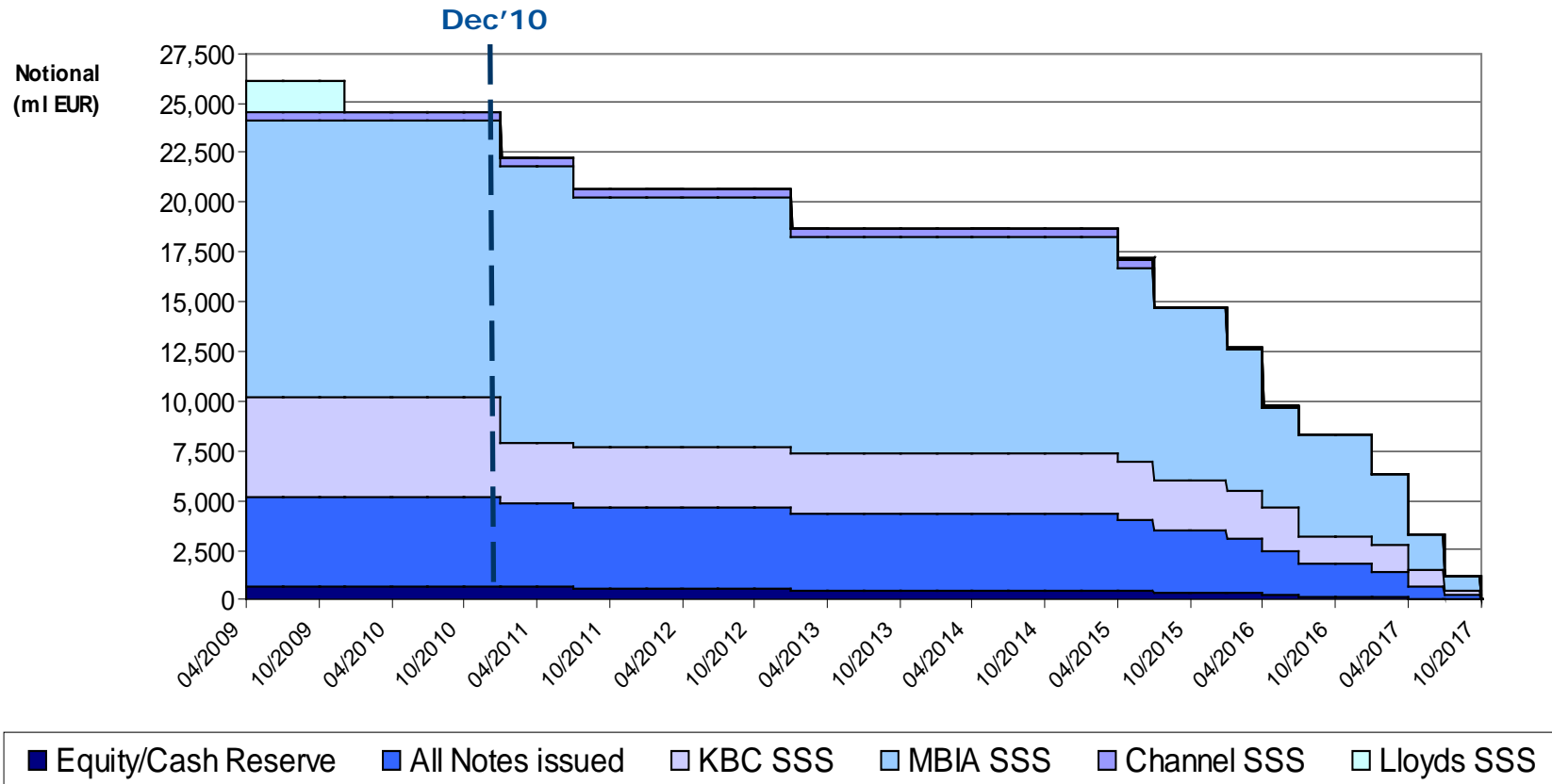
- Total exposure to the most stressed countries Greece and Portugal amounted to only 1.3bn EUR at the end of 2010 (versus 2.7bn EUR at the end of 2009)
- Total exposure to Spain amounted to 5.0bn EUR at the end of 2010 (versus 5.7bn EUR at the end of 2009)

## Breakdown of government bond portfolio, banking and insurance, at the end of 2010 (bn EUR)

	Banking	Insurance	Total
Greece	0.4	0.2	<b>0.6</b>
Portugal	0.1	0.2	<b>0.3</b>
Spain	1.5	0.7	<b>2.2</b>
<b>TOTAL</b>	<b>2.0</b>	<b>1.1</b>	<b>3.1</b>

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## Maturity schedule CDOs issued by KBCFP



The total FP CDO exposure includes the 'unhedged' own investment portfolio as well as the 'hedged' portfolio that is insured by MBIA and Channel

# Summary of government transactions

## ■ State guarantee on 18.1bn euros' worth of CDO-linked instruments

- Scope
  - CDO investments that were not yet written down to zero (3.6bn EUR) at closing of the transaction
  - CDO-linked exposure towards MBIA, the US monoline insurer (14.4bn EUR)
- First and second tranche: 5.0bn EUR, impact on P&L borne in full by KBC, KBC has option to call on equity capital increase up to 1.7bn EUR (90% of 1.9bn EUR) from the Belgian State if losses exceed 3.1bn EUR
- Third tranche: 13.0bn EUR, 10% of potential impact borne by KBC
- Instrument by instrument approach

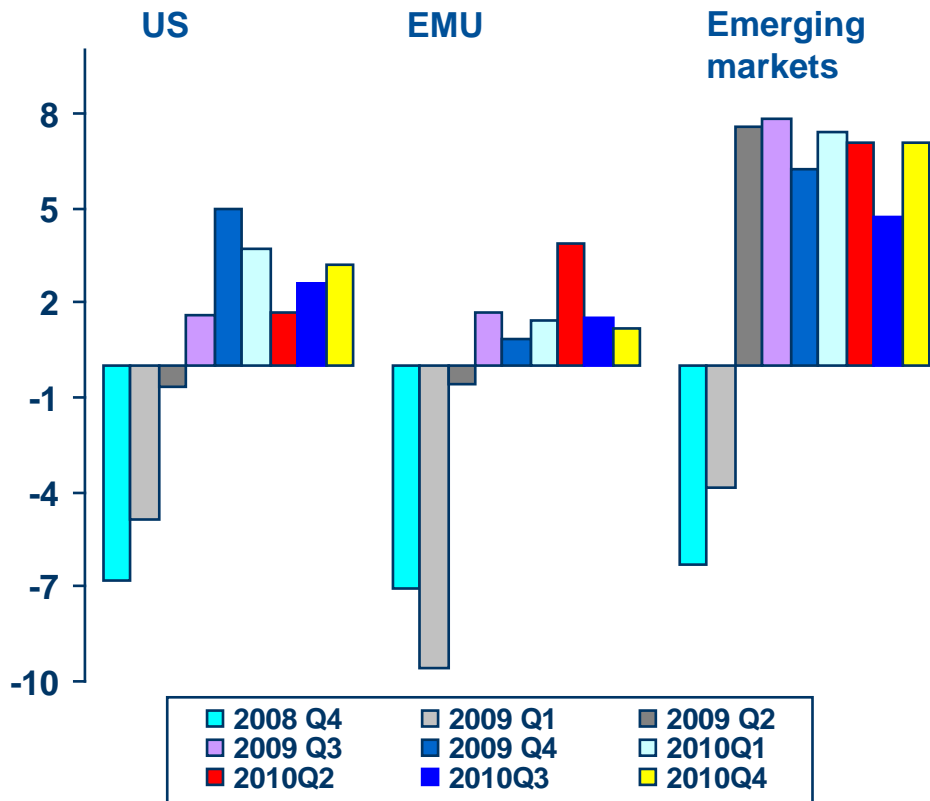
	Potential <i>P&amp;L</i> impact for KBC	Potential <i>capital</i> impact for KBC
18.1bn - 100%		
1 <sup>st</sup> tranche	100%	100%
	<b>3.1bn</b>	
15.0bn - 83%		
2 <sup>nd</sup> tranche	100%	10%
	<b>1.9bn</b>	
		(90% compensated by equity guarantee)
13.0bn - 72%		
3 <sup>rd</sup> tranche		
	<b>13.0bn</b>	
	10%	10%
	(90% compensated by cash guarantee)	(90% compensated by cash guarantee)

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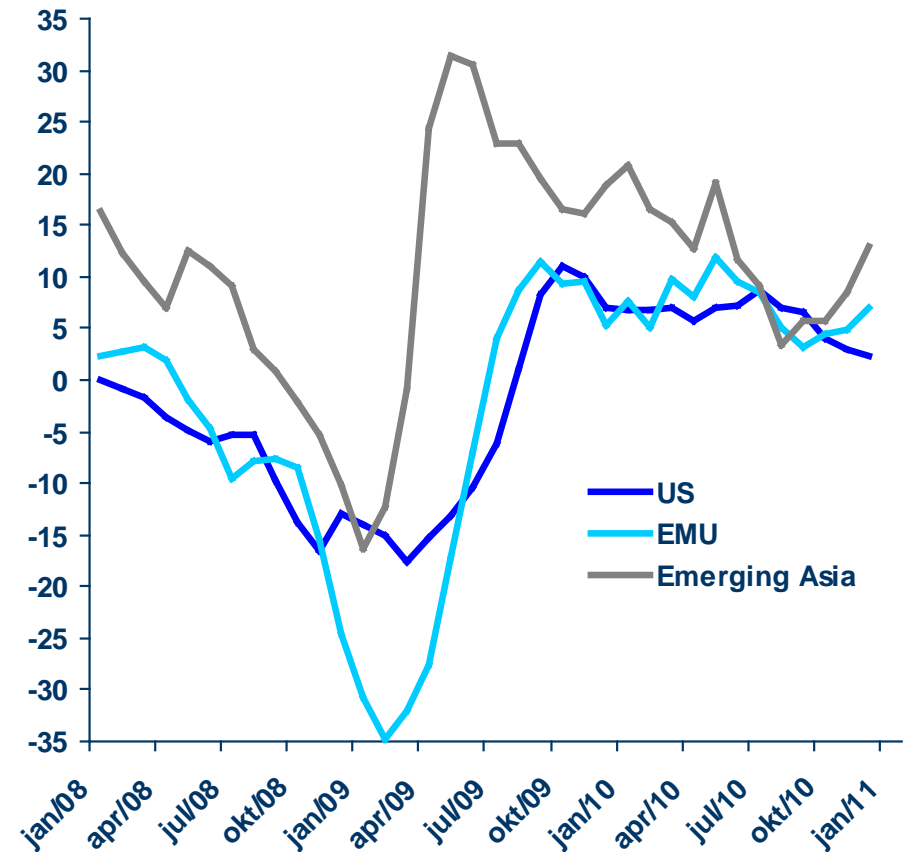


# Solid global recovery

Real GDP-growth  
(QoQ annualised, in %)

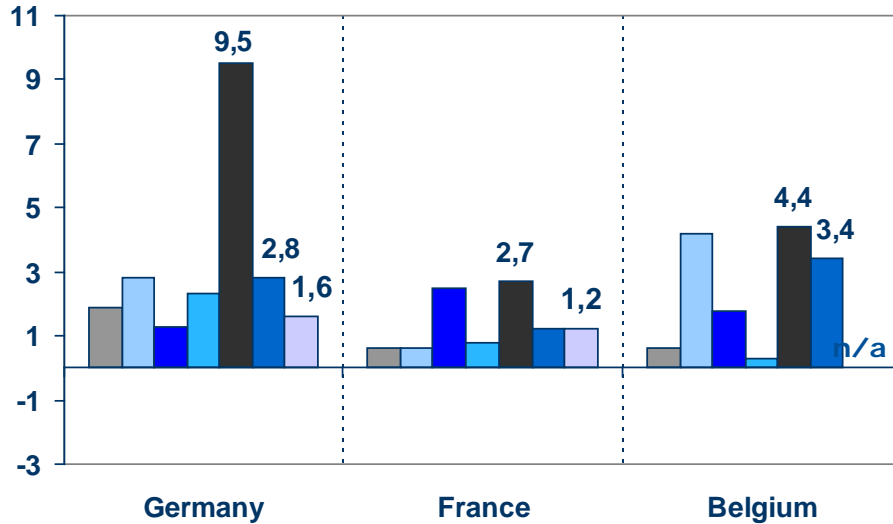


Industrial production  
growth  
(3mo3m, annualised, in %)

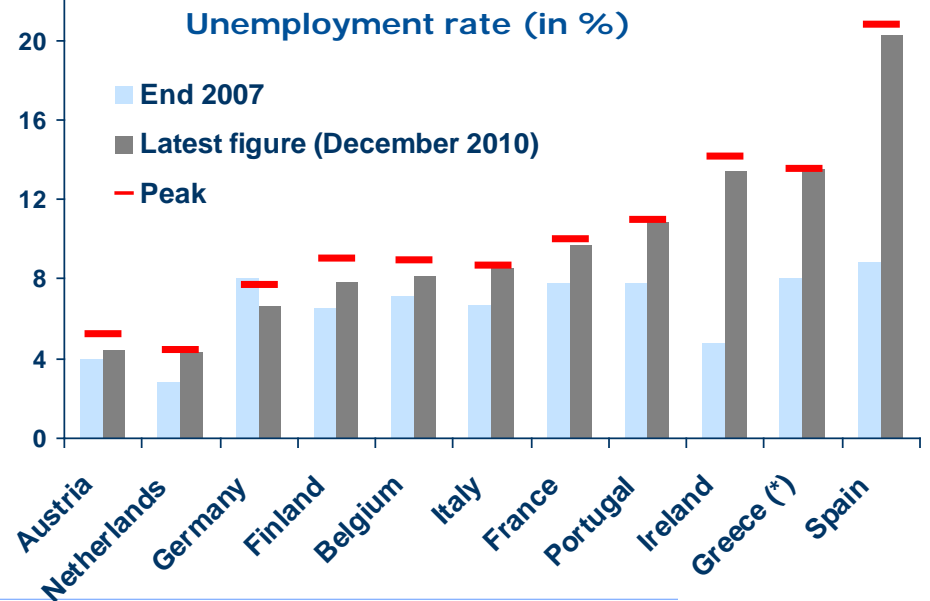
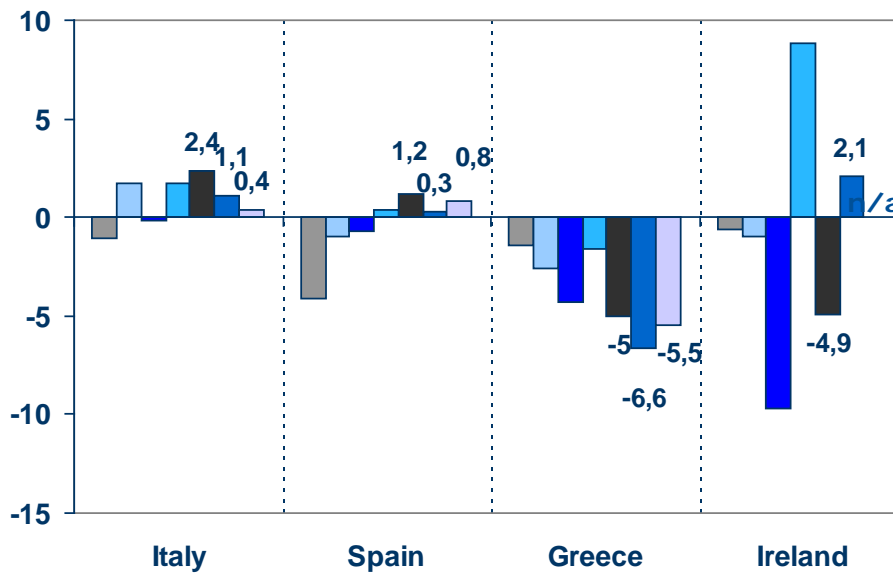
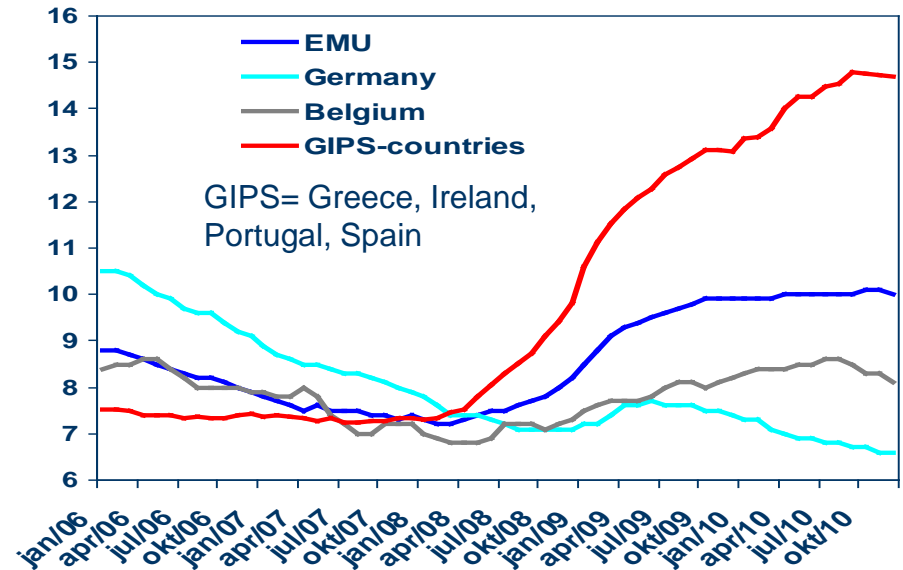


# EMU: 4Q10 growth with different speeds

Real GDP-growth (QoQ annualised, in %)



Intra EMU labour market divergence



■ Q2 2009 ■ Q3 2009 ■ Q4 2009 ■ Q1 2010  
 ■ Q2 2010 ■ Q3 2010 ■ Q4 2010

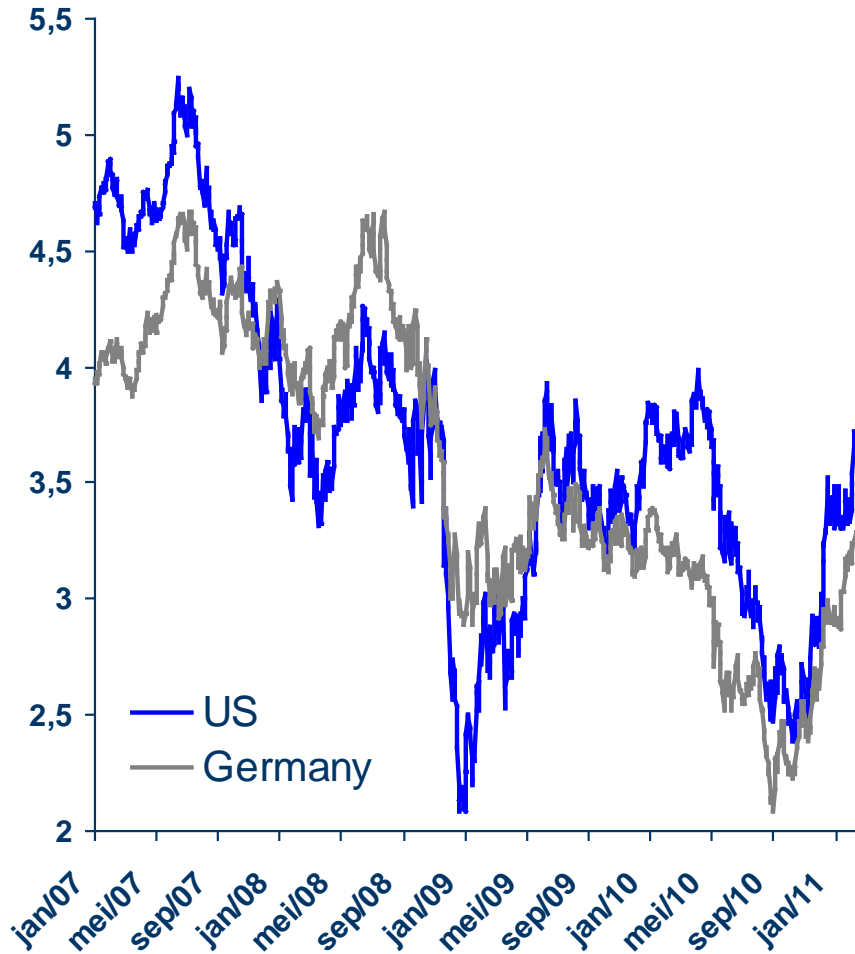
(\*) Latest figure = October 2010

	<u>Real GDP growth (in %)</u>	
	<i>2011</i>	<i>2012</i>
US	3.1	3.0
EMU	1.7	1.9
Belgium	1.9	2.0
Czech Rep.	2.1	3.0
Slovakia	3.2	3.5
Hungary	2.7	2.9
Poland	4.0	4.0

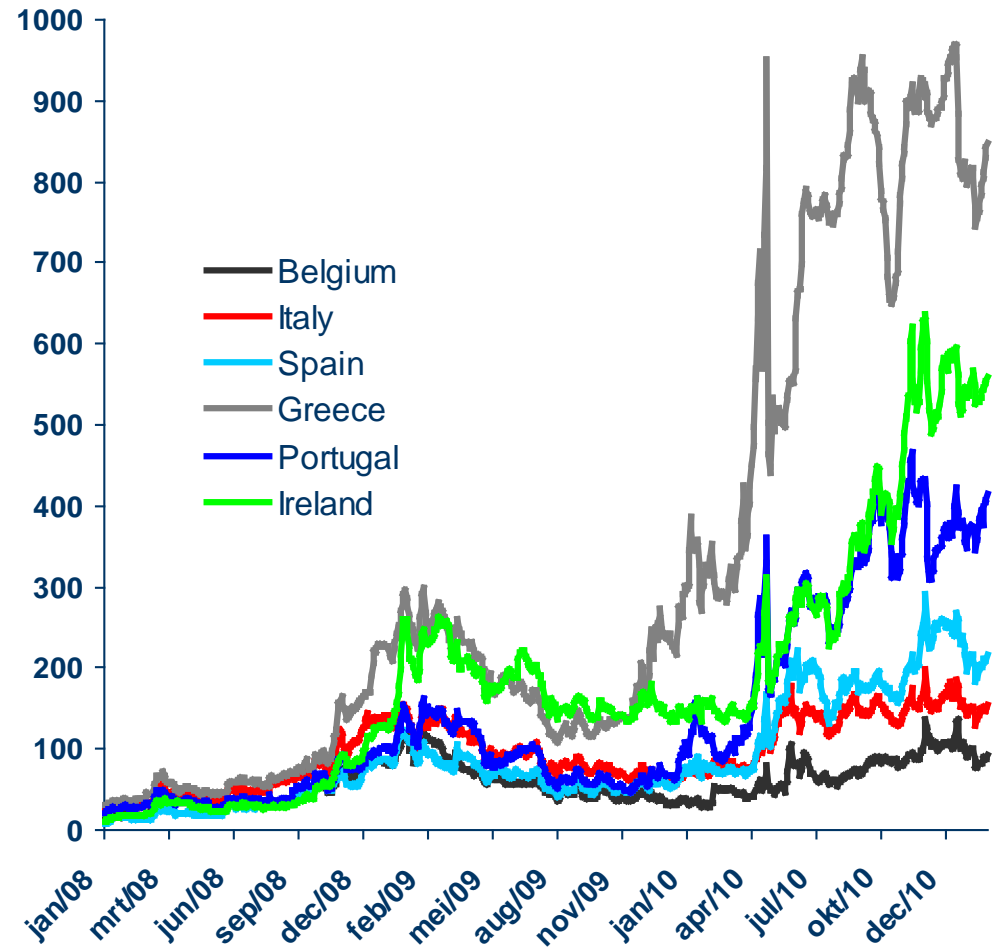
	<u>Inflation (in %)</u>	
	<i>2011</i>	<i>2012</i>
US	1.9	1.8
EMU	1.7	1.8
Belgium	1.9	2.0
Czech Rep.	2.3	2.3
Slovakia	3.0	2.5
Hungary	4.4	3.8
Poland	3.3	2.7

# Interest rates: start to increase, with intra EMU spreads persistently high

Long-term interest rates  
(10-year gov., in %)



Interest rate spreads intra EMU  
(difference with 10-year Bund, in bps.)



## Belgian housing market not a threat

- In several markets house prices dropped significantly during 2007-2010 whereas in Belgium house prices dropped by (only) 0.3% in 2009 and increased again (around +5%) in 2010
- Over the past decade, house prices have developed in line with structural factors such as demographics, interest rates and disposable income
- KBC has adopted a disciplined approach to mortgage product offerings: mortgages with 'high LTV', 'interest-only', 'no-income-verification' or similar features are not commonly used
- The financial situation of Belgian households remains sound with debt to income levels well below those in the most affected countries

Decrease in house prices, peak to trough (in period Q1 2007 – Q3 2010)

UK -19%

IRL -36%

ESP -13%

BEL -3.4%

KBC, share of non-performing loans, Belgian retail business\*

