Dexia Bank Belgium

30 November 2011
Dexia Bank Belgium

- First press conference since the takeover by the Federal Holding and Investment Company
  - Autonomous, Belgian banking and insurance group …
  - … whose shares are not listed

- What is on the agenda? Our three commitments
  - Dexia Bank Belgium seeks to communicate clearly and succinctly
  - Dexia Bank Belgium wants to become a locally anchored relationship bank
  - Dexia Bank Belgium seeks to be a bank offering added value to society
Sound fundamentals

- A stable basis as an autonomous banking and insurance group whose shares are not listed.

- Over 50 years’ experience as a local bank and insurer for four million private individuals, liberal professions, self-employed and companies.

- 150 years’ experience as a partner of the public and social sector
Dexia Bank Belgium

Three commitments

1. Dexia Bank Belgium seeks to communicate clearly and succinctly.

2. Dexia Bank Belgium wants to become a locally anchored relationship bank.

3. Dexia Bank Belgium seeks to be a bank offering added value to society.
A new brand

- Ongoing confusion between Dexia Bank Belgium and the residual bank, Dexia, which is quoted on the stock exchange and a seriously impaired brand
  - Trust of staff and clients!

- The “DEXIA” brand name does not belong to Dexia Bank Belgium
  - Future value creation is impossible!
Commitment 1:

Dexia Bank Belgium seeks to communicate clearly and succinctly
Decision by Board of Directors of Dexia Group on 10 October 2011

Dexia Bank Belgium and its subsidiaries (*) excluding DAM

sale price:
€ 4 billion

Property of the federal government and shares are not listed

(*) DIB, Dexia Lease, Dexia Auto Lease, Elantis, Crefius, Dexia Commercial Finance
The Federal Holding and Investment Company (FPIM) is now the sole shareholder of Dexia Bank Belgium.
Financial situation of DBB
Consolidated net result after tax (incl. DIB)

(€ m )

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>YtD Q3 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>2,386.3</td>
<td>-156</td>
</tr>
<tr>
<td>Expenses</td>
<td>-1,595.9</td>
<td>-1,170.2</td>
</tr>
<tr>
<td>Gross Operating Income</td>
<td>790.4</td>
<td>-1,326.2</td>
</tr>
<tr>
<td>Costs of risk &amp; Impairments</td>
<td>-28.3</td>
<td>-93.1</td>
</tr>
<tr>
<td>Pre-Tax Income</td>
<td>762.1</td>
<td>-1,419.3</td>
</tr>
<tr>
<td>Others</td>
<td>-83.8</td>
<td>310.0</td>
</tr>
<tr>
<td>Net Income – Group Share</td>
<td>678.3</td>
<td>-1,109.2</td>
</tr>
</tbody>
</table>

1 Under normal circumstances, Dexia Bank Belgium generated a stable income flow per quarter of between € 500 m and € 600 m.

2 Under normal circumstances, the costs per quarter amounted to between € 370 m and € 420 m.

3 Risk costs (without write-downs) were constantly good and under control

4 Result after tax to end of September in 2011 is equal to € -1,109 m due to one-off items. Details on next slide.
**Without one-off items, the net result for 2011 up to and including Q3 would amount to €361 m.**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount (after tax)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net result after tax</td>
<td>€-1,109</td>
</tr>
<tr>
<td>Write-down on Greece (after tax)</td>
<td></td>
</tr>
<tr>
<td>Loss recorded on DAM (after tax)</td>
<td></td>
</tr>
<tr>
<td>Loss due to reduction investment portfolio (after tax)</td>
<td>€309</td>
</tr>
<tr>
<td>Other provisions / losses (after tax)</td>
<td>€35</td>
</tr>
<tr>
<td>Net result for extraordinary items</td>
<td>€361</td>
</tr>
</tbody>
</table>
Financial situation of DBB
Solvency ratios remain strong even after Q3 write-down (incl. DIB)

<table>
<thead>
<tr>
<th>Date</th>
<th>Tier 1 ratio (Basel II)</th>
<th>CAD ratio (Basel II)</th>
<th>Equity - core shareholders’ equity (€ m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31/12/2010</td>
<td>14.6%</td>
<td>15.7%</td>
<td>7,950</td>
</tr>
<tr>
<td>30/09/2011</td>
<td>13.3%</td>
<td>15.1%</td>
<td>6,848</td>
</tr>
</tbody>
</table>
Financial situation of DBB
Commercial portion of the balance sheet* balanced

€ 77 billion loans and € 79 billion commercial funding

*excl. DIB
Financial situation of DBB
Outstanding risk on Dexia Group is being quickly reduced

€ 56 bn funding to Dexia Group (end Q3)

Dexia Group Master Netting Agreement

€ 22.6 bn net outstandings on Dexia Group (end Q3)

The purchase contract between Dexia Group and the Belgian State provides for an accelerated reduction plan.
In future the “Legacy portfolio” will not be a separate element but will be part of the total investment portfolio.

- In the Dexia Group context, the Legacy portfolio was identified as the portfolio that had to be reduced more quickly owing to the liquidity problem.
- This distinction is less important in the new DBB context.

Each bank has a bond portfolio, chiefly to comply with the liquidity ratios and to be able to respond to any sudden major decreases in funding.

*excl. DIB
Financial situation of DBB

Investment portfolio (bonds)*: 96.7% investment grade

<table>
<thead>
<tr>
<th>Investment portfolio 30/09/2011</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exposure (€ bn)</td>
<td>&lt;5 ans</td>
</tr>
<tr>
<td>AAA</td>
<td>5.3</td>
</tr>
<tr>
<td>AA</td>
<td>10.5</td>
</tr>
<tr>
<td>A</td>
<td>5.8</td>
</tr>
<tr>
<td>BBB</td>
<td>3.2</td>
</tr>
<tr>
<td>NIG</td>
<td>0.8</td>
</tr>
<tr>
<td>D</td>
<td>0.0</td>
</tr>
<tr>
<td>Total</td>
<td>25.6</td>
</tr>
</tbody>
</table>

NIG = Non Investment Grade

Investment portfolio

- All purchases date from before 2008
- Figures are after write-downs
- On the basis of the issues ratings (after guarantee if applicable), 96.7% of the notional amount is investment grade
- Average maturity: 11.9 years
- Substantial reduction January to September inclusive 2011: € 6.9 bn sale (including €1.0 bn ALM)

*excl. DIB
Financial situation of DBB

Outstanding exposure on sovereign PIGSI after write-down of Greece

<table>
<thead>
<tr>
<th>DBB € 26 bn Investment portfolio</th>
<th>DIB € 1.2 bn PIGS and € 1.2 bn Italy</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Including € 1.5 bn PIGS countries and € 4.5 bn Italy</strong></td>
<td><strong>Outstanding exposure on sovereign PIGSI</strong></td>
</tr>
<tr>
<td><strong>€ bn</strong></td>
<td><strong>€ bn</strong></td>
</tr>
<tr>
<td>Portugal</td>
<td>0.1</td>
</tr>
<tr>
<td>Ireland</td>
<td>0</td>
</tr>
<tr>
<td>Greece</td>
<td>0.5</td>
</tr>
<tr>
<td>Spain</td>
<td>0.9</td>
</tr>
<tr>
<td><strong>Total PIGS</strong></td>
<td><strong>1.5</strong></td>
</tr>
<tr>
<td>Italy</td>
<td>4.5</td>
</tr>
<tr>
<td><strong>Total PIGSI</strong></td>
<td><strong>6.0</strong></td>
</tr>
</tbody>
</table>

- Exposure to Greece is after write-down
- -29% reduction since 2008
New corporate governance
Including adjusted remuneration policy for management and directors

- New chairman: Alfred Bouckaert
- Composition new of Board of Directors
- Establishment of remuneration committee, audit committee and risk committee

- Mix of “continuity” and “new”
  - J. Clijsters (Chairman)
  - M. Lauwers (Vice-chairman, RCB)
  - A. De Roeck (Gen. Sec.)
  - L. Van Thielen (Ops & IT)
  - R. Leyssens (HR)
  - D. Gyselinck (PWB)
  - J. Vankelecom (CFO)
  - E. Hermann (CRO)
  - J. Evenepoel (TFM)

- No bonuses for management team and senior management for 2011
- Adjusted remuneration policy to be defined by new remuneration committee
Commitment 2:

Dexia Bank Belgium wants to become a locally anchored relationship bank
A locally anchored relationship bank
Building on an existing strong commercial franchise among private individuals, professionals, companies, social profit institutions and, of course, local and regional authorities

- Retail banking
  - Top 3 bank in Retail Banking
  - 3.8 m clients

- Private Banking
  - Top-tier bank in Private Banking
  - 45 k clients

- SMEs and self-employed turnover < €10 m
  - #4 bank in Business Banking
  - 190 k clients

- Public Banking & Social Profit
  - Market leader in local, regional and federal authorities, health, accommodation and education
  - 10,000 clients

- Corporate banking
  - Strong position among companies with turnover > €10 m
  - 5,300 clients

- €34.5 bn loans*, including 27% business
- €92.7 bn client assets*, including
  - €63.1 bn deposits
  - €11.3 bn life insurance (Branch 21, 23 & 26)
  - €18.3 bn other off-balance-sheet products (investment funds and others)

- €25.4 bn client assets*, including
  - €16 bn deposits
  - €9.4 bn off-balance-sheet investments

- €59.2 bn loans*, including
  - €42.5 bn loans on balance sheet
  - €16.7 bn loans off balance sheet

(*) Q3 figures
A locally anchored relationship bank
Account management and specialised advice throughout the country

“Geographic” proximity

- 824 branches scattered across the country, including over 400 with a new, open branch concept
- Second largest branch network in Belgium with strong presence in Flanders, Brussels and Wallonia
- DVV network: 350 branches

Legend

Dexia branch

Taxable income per household

Lower

Higher

“Relational” proximity and specialised advice for ALL segments

- Public Banking and Social Profit: 40 account managers
- Corporate Banking: 50 corporate bankers
- Private Banking: 200 private bankers in 196 flagship branches and 53 private banking experts (financial planning, succession, etc.)
- Business banking: 440 business banking specialists
- Private individuals:
  - +/- 1,400 client advisers for day-to-day transactions, payments, etc.
  - +/- 1,700 investment advisers
  - 640 specialists in mortgage loans, consumer credit and insurance
A locally anchored relationship bank as a driving force of the Belgian economy, even in times of crisis

Mortgage loans (volume € bn)

- 2008: 20.5
- 2009: 21.3
- 2010: 22.4
- 09/2011: 23.5

SMEs and Corporate (volume € M)

- 2008: 17.7
- 2009: 16.5
- 2010: 18.4
- 09/2011: 18.8

Consumer loans (volume € bn)

- 2008: 1.6
- 2009: 1.6
- 2010: 1.6
- 09/2011: 1.6

Public and social financing (volume € bn)

- 2008: 30.6
- 2009: 31.8
- 2010: 32.8
- 09/2011: 33.0
A locally anchored relationship bank
Focus on the client

Strong relations

- Importance of human contract in banking relations
- Long term
- Competence and adequacy
- Friendly, proactive attitude

Openness and integrity

- Clear, open communication, among other things via a simplified investment approach
- Importance of client feedback
- Increase client involvement through dialogue
- Respectful, considerate and discreet
- Social responsibility
A locally anchored relationship bank
Wide range of products and services

For various client segments

Products and services that contribute towards the comfort of our clients
  - Banker of communities and regions
  - Green Energy Solutions

Services geared to the needs of the client
  - Service plan for private individuals
  - Financing international trade for companies
  - Specialised real-estate solutions
  - Corporate Finance services for mergers, acquisitions and stock-exchange transactions

Expertise with added value for the client
  - MAHA study of Belgian hospitals
  - Study of local finances – Ageing population study
  - Financial Planning for Private Banking clients
  - Project financing advice

Partnerships with added value for the client
  - Public Private Projects with high social value
## A locally anchored relationship bank

### Accessible 24/7

### Physical network, contact centre, internet and mobile

<table>
<thead>
<tr>
<th>Dexia Direct Mobile</th>
<th>Dexia Direct Net New</th>
</tr>
</thead>
<tbody>
<tr>
<td>□ Launched in March 2011</td>
<td>□ Integrated website (information and transactions)</td>
</tr>
<tr>
<td>□ +/- 25,000 subscribers</td>
<td>□ +/- 900,000 users</td>
</tr>
</tbody>
</table>

### E-network

| □ Government institutions e-network |
| □ 97% of communes and 85% of public social welfare centres |

### Recycling ATM

| □ Only bank in Belgium with on-line deposit facility in all branches from 6 am to 10 pm |
| □ 88% of all deposits made on line via the ATM |
| □ Second-largest ATM network in Belgium |
## A locally anchored relationship bank
Fifth-largest insurer in Belgium

### Dexia Insurance Belgium
Distribution of insurance products via various channels

<table>
<thead>
<tr>
<th>Bank and insurer</th>
<th>Belgium</th>
<th>Luxembourg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail &amp; Commercial</td>
<td>DVV</td>
<td>Direct</td>
</tr>
<tr>
<td>Public &amp; Wholesale</td>
<td>DVV</td>
<td>Direct</td>
</tr>
<tr>
<td>Via Dexia branches in Belgium</td>
<td>208 self-employed agents</td>
<td>Via Dexia BIL and partnerships at home and abroad Luxembourg</td>
</tr>
<tr>
<td></td>
<td>348 branches</td>
<td>Premiums:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Premiums:</td>
</tr>
<tr>
<td></td>
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<td>Premiums:</td>
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<td>Premiums:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Premiums:</td>
</tr>
</tbody>
</table>

### € 19.7 bn reserves

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*Note: Data as of 30/09/2011, (1) Premiums collected in 9m 2011*

*Source: Assuralia*
## A locally anchored relationship bank

With subsidiaries in various sub-fields

<table>
<thead>
<tr>
<th>Active in</th>
<th>Core figures</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Crefius</strong></td>
<td></td>
</tr>
</tbody>
</table>
| - Granting and management of DBB and DVV home loans  
| - Servicer for external credit providers |  
| **Elantis** | |  
| - Sale of mortgage loans and consumer credit facilities via a network of independent brokers  
| |  
| | - 600 brokers for mortgage loans, 700 for consumer credit  
| **Dexia Lease** | |  
| - Active in financial leasing (moveable and immovable)  
| - Market leader in leasing renewable energy (solar panels, CHP, green IT, etc.) |  
| **Dexia Auto Lease** | |  
| - Operational leasing, fleet management, green fleet, financial renting with services, car hire |  
| **Dexia Commercial Finance** | |  
| - Factoring, financing and providing advances on claims, professional debtor management |  
| **Dexia Insurance Belgium** | |  
| - Multi-channel strategy via  
| | - Exclusive network (DVV label – Les AP)  
| | - Bank insurers channel (Dexia label)  
| | - Direct insurer (Corona label)  
| | Life and non-life for private individuals, self-employed, SMEs, corporates, public and social sector |  

- Granted: 40,000 credit facilities per year  
- Circulation: 20 billion / 350,000 credit facilities, including 10 billion securitised  
- +/- 34,000 mortgage loans for a total amount of € 3.32 billion  
- +/- 21,000 consumer credit facilities for a total amount of € 235 million  
- The portfolio amounts to over € 2 bn  
- +/- 27,000 contracts and a market share of 16.80%  
- DAL currently manages a fleet of 11,000 vehicles (as at 31.10.2011).  
- Market share of 15.81%  
- Turnover of € 5.1 billion  
- +/- € 2 bn premium
Commitment 3:

Dexia Bank Belgium seeks to be a bank offering added value to society
A bank offering added value to society
We play our role in the various social challenges

Guaranteeing the ongoing financing of the public and social sector

- Total volume loans to public and social sector (€ bn)
  
<table>
<thead>
<tr>
<th>Year</th>
<th>Total Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>30.6</td>
</tr>
<tr>
<td>2009</td>
<td>31.8</td>
</tr>
<tr>
<td>2010</td>
<td>32.8</td>
</tr>
<tr>
<td>09/2011</td>
<td>33.0</td>
</tr>
</tbody>
</table>
  
  - 8%

Ageing population

- Financing rest homes, service flats, hospitals (e.g. 25 projects worth € 145 m in 2010)
- Innovative financing formulas (e.g. housing certificates for service flats)

Sustainability

- Financier of onshore and offshore wind energy projects:
- Exclusive cooperation with EIB to finance local renewable energy projects: € 300 m in 2010/2011
- Over 300 projects in solar energy and cogeneration
- Green energy line: 87,426.77 KWP total installed capacity
- Making outdated property of public institutions more energy efficient

Social integration

- 41,000 social assistance accounts
- 60,000 budget management accounts
A bank offering added value to society
The savings certificate for local projects fits in seamlessly here
A bank offering added value to society through, for example, initiatives that generate a social return

A *community* centre at the service of society

Fulfilling a social role by making available staff / skills / expertise for

- public and social clients
- local initiatives

... all in various forms: offer of internal services externally, etc.

By making the country’s largest private collection of Belgian works of art as accessible as possible

<table>
<thead>
<tr>
<th>Art collection in the bank</th>
<th>Works of art in DBB buildings</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Theme exhibitions in DBB buildings, e.g. Rik Wouters</td>
</tr>
<tr>
<td></td>
<td>Monthly open days for general public to view art collection</td>
</tr>
</tbody>
</table>

| Cooperation with museums – regional/federal authorities        | Four exhibitions of the works from the art collection together with works from other museums |
|----------------------------------------------------------------| Loaning works to museums |
|----------------------------------------------------------------| DBB Art competition (Part-time art education) |

| Various destinations >Top 1000                                 | Exhibitions in conjunction with towns and communes |
|----------------------------------------------------------------| Sale, hire, exhibition, loan |
Summary

Continuing to build on the existing experience and continuity of the strengths of Dexia Bank Belgium

Creating value for clients, staff, shareholder and society

Commitment 1: Dexia Bank Belgium seeks to communicate clearly and succinctly

Commitment 2: Dexia Bank Belgium wants to become a locally anchored relationship bank

Commitment 3: Dexia Bank Belgium seeks to be a bank offering added value to society

A new chapter for Dexia Bank Belgium
Questions?