



Corporate Presentation

For the year ended 31 December 2013

Disclaimer

This presentation contains certain forward-looking statements concerning RHJ International's ("the Company") operations, economic performance and financial condition. Such forward-looking statements are based on management's current expectations, estimates and projections and are subject to a number of assumptions and involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. The Company has no obligation to publicly update or release any revisions to these forward-looking statements to reflect events or circumstances after the date of this presentation.

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BHF transaction

Strategic Rationale: A highly complementary combination to drive profitable growth in core markets

Acquisition of BHF with high quality, complementary franchise in Private Wealth, a strong Asset Management and a promising value proposition in Financial Markets and Corporates

A major step forward in RHJI's growth strategy to become a leading private and corporate banking group

Scale in Private Banking

- Quality franchise with substantial scale across European core markets
- Strengthens unique value proposition to our sophisticated client base

Complementary skills in Asset Management

- Differentiated product range from highly regarded portfolio management teams with strong investment performance track record
- Well positioned in corporate, pensions, SWF¹ and sub advisory segments

German Corporate Banking Access

- A solid, clear and simple business model connecting international capital with the successful German 'Mittelstand'
- "Mittelstand" one of the key drivers of the German (export-) economy

Strong cultural fit

- BHF and KB have compatible cultures focusing on client service excellence
- Client-centric approach to preserve and grow the wealth of our clients with best-in-class solutions

Mid and back office synergies

- Critical mass to expand core businesses and grow client base profitably
- Leveraging scale from outsourcing the back-office and support functions in Wealth Management

