

ALGEMENE BANK NEDERLAND (ABN BANK), 1964-1991



Merger motives, 1964

Nederlandsche Handel-Maatschappij or Netherlands Trading Society and Twentsche Bank announced their intention to merge on June 4, 1964. The merger was finalised on October 3, 1964 and the new organisation began trading under the name of Algemene Bank Nederland (ABN Bank) of Amsterdam. An important reason for the merger was the international trend towards concentration. Banks were obliged to scale up their operations.

The extensive international network of Nederlandsche Handel-Maatschappij and the strong Dutch home base of Twentsche Bank complemented each other perfectly. Nederlandsche Handel-Maatschappij had been sharing the running expenses of Twentsche Bank's branch in London (which opened in 1858) since 1953.



Domestic expansion, 1964-1991

The Dutch branch network of ABN Bank was expanded substantially from 1964 onwards in step with the growing significance of retail banking. Its number of branch offices increased from 358 in 1964 to 709 in May 1990.

Reflecting the bank's diversification strategy, in 1975 Bank Mees & Hope was taken over chiefly for its international commodity finance business. Kingma's Bank of Leeuwarden, which Bank Mees & Hope had acquired in 1971, was transferred to ABN Bank in early 1981.

ABN Bank was also active in hire-purchase finance. In 1967 it acquired Industriële Disconto Maatschappij in which it already held a minority interest through Twentsche Bank. The independent stockbroking subsidiaries Weduwe Tjeenk & Co. (est. 1810) and

Nachenius & Dudok van Heel (est. 1797) gave ABN Bank a foothold in the private banking market.

Global expansion, 1967-1991

The bank also continued its international expansion. In December 1967 the take-over was announced of Hollandse Bank-Unie which strong position in South America gave ABN Bank's international network a more balanced structure.

In September 1977 the three former branches of Nederlandsche Handel-Maatschappij in Saudi Arabia were incorporated in a new bank: Albank Alsaudi Alhollandi in Riyadh. This bank steadily increased its number of branches, changing its name in 1991 to Saudi Hollandi Bank.

A very important acquisition occurred in 1979 with the takeover of Chicago-based LaSalle National Bank. By this takeover the foundation was laid for what would become the second home market of the bank. Founded in 1927 as National Builders Bank of Chicago, LaSalle Bank gave

Ik verdien geld als water.

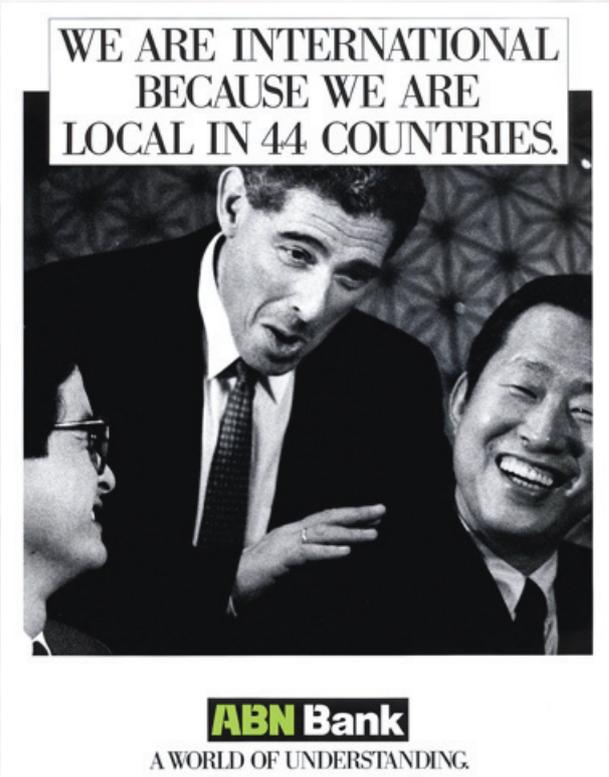
Ik ben bij de ABN.



ABN Junior-spaarrekening. **ABN Bank**

ABN Bank its first firm foothold in the US Midwest. In 1990 Exchange Bancorp of Chicago was incorporated in LaSalle.

The bank also stepped up its activities in Europe. In April 1980 it obtained a majority interest in Banque de Neuflyze,



**WE ARE INTERNATIONAL
BECAUSE WE ARE
LOCAL IN 44 COUNTRIES.**

ABN Bank
A WORLD OF UNDERSTANDING.

Schlumberger, Mallet (NSM) of Paris. With roots dating back to 1667, this was one of the oldest and prestigious private banks in France. ABN Bank's Parisian subsidiary Banque Jordaen & Cie became part of NSM.

Despite its strong international network – 283 branches in 45 countries by May 1990 – ABN Bank chose to co-operate with other European banks through ABECOR, Associated Banks of Europe Corporation, of which it was a co-founder in 1972. ABECOR established Banque de la Société Financière Européenne in Paris which works in the field of medium-term loans. ABN Bank was also involved in setting up SWIFT, the Society for Worldwide Interbank Financial Telecommunication, in Brussels. Computer links between affiliated banks have greatly accelerated international transactions.

European challenge, 1990-1991

With the prospect of the internal European market as from 1992, ABN Bank and Amro Bank decided in 1990 to approach the challenging new era with combined forces. The merger was completed rapidly after ABN AMRO Holding N.V. made a successful bid for the shares of both banks in August 1990. On September 22, 1991 the new ABN AMRO Bank was established, with head office in Amsterdam.