

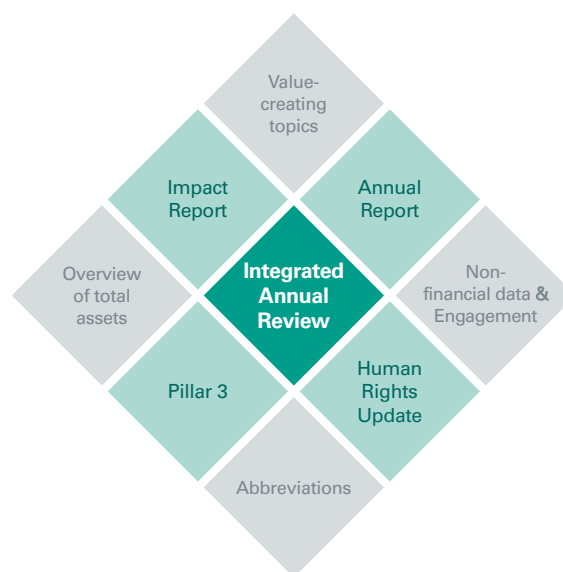
ABN AMRO Bank N.V.

Overview of total assets 2019

About this report

Welcome to ABN AMRO's 2019 Overview of Total Assets Report

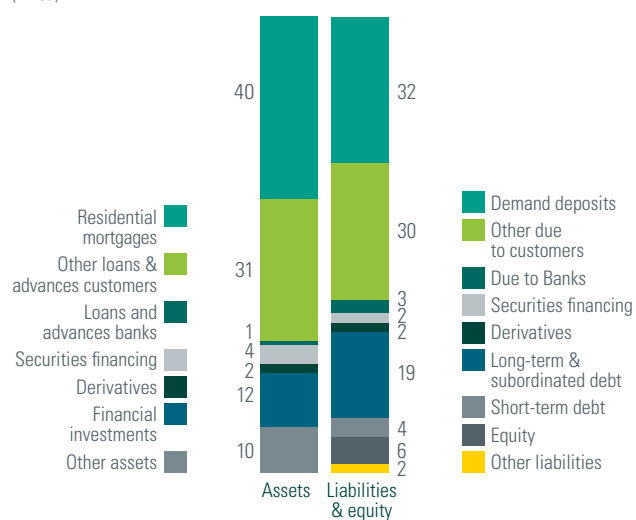
ABN AMRO takes a 'core and more' approach to reporting. The Integrated Annual Review (IAR) forms the 'core' report, in which ABN AMRO explains how, over time, our bank creates value for its stakeholders. The IAR describes ABN AMRO's business, strategy and performance - and its support for the long-term transition to a more sustainable economy.



The IAR takes information from a number of more reports that are published alongside it. This Overview of Total Assets Report is one of the bank's 'more' reports. The purpose of this report is to provide an overview of ABN AMRO's balance sheet composition and loan portfolio in 2019, as part of the bank's commitment to provide further transparency on its lending activities.

Other 'more' reports, such as the Pillar 3 Report, Impact Report or Human Rights Update regularly provide further quantitative and qualitative information in the area of risk and capital management, sustainability performance, disclosures on human rights, as well as background information.

Balance sheet composition at 31 December 2019 (in %)



The balance sheet composition reflects the bank's objective to maintain a moderate risk profile. Some characteristics that limit risk in the balance sheet are:

- ▶ Loan portfolio matched by deposits, long-term debt and equity;
- ▶ Strong focus on collateralised lending;
- ▶ Limited market risk and trading portfolios;
- ▶ Moderate risk delivering attractive results and high capital returns of at least 10%;
- ▶ Strong capital positions reflected in a CET1 ratio of at least 13.5% and a leverage ratio of at least 4%;
- ▶ Strategic focus on limiting LtD ratio by diversifying the funding structure and maintaining LtD at < 125%;
- ▶ Sufficient liquidity buffers to survive 6 months of severe stress.

Industry concentration

ABN AMRO applies industry concentration limits in line with the Industry Classification Benchmark (ICB). In the exposure table, non-material industry clusters are aggregated under Other. Industry concentration limits are established in the bank's risk appetite, where the thresholds for concentrations are based on relative risk, on the importance of the industry to the Dutch economy and on expert opinion.

Industry concentration is presented both in terms of the original obligor and in terms of the resultant obligor. The original obligor is the counterparty with whom ABN AMRO has the original contractual relationship, and who is often referred to as the borrower. The resultant obligor is the counterparty on whom ABN AMRO has the ultimate credit risk, and who is often referred to

as the guarantor. The industry view based on the original obligor and the industry view based on the resultant obligor differ in the case of, for example, the real estate, healthcare and public administration sectors. Government guaranteed exposures are included in the original obligor view under the applicable industry. In the resultant obligor view, however, these exposures are included in public administration as they concern government-related exposures.

The decrease in EAD is mainly explained by a decrease in public administration (non-ICB) due to lower volumes with central banks within Group Functions. In addition, lower exposures are visible in the CIB-related sectors (oil and gas, industrial goods and services and, to a lesser extent, food and beverage). This decrease is partly offset by higher exposure values for private individuals.

Industry concentration by EAD

(in EUR millions. Exposure at Default)	31 December 2019				31 December 2018			
	Exposure at Default (original obligor)	Percentage of total	Exposure at Default (resultant obligor)	Percentage of total	Exposure at Default (original obligor)	Percentage of total	Exposure at Default (resultant obligor)	Percentage of total
Industry sector								
Banks	17,745	4.6%	18,232	4.7%	14,629	3.7%	14,290	3.6%
Financial services ¹	18,788	4.8%	18,007	4.6%	20,660	5.2%	20,730	5.2%
Industrial goods and services	25,077	6.4%	24,098	6.2%	26,514	6.6%	26,114	6.5%
Real estate	13,678	3.5%	13,290	3.4%	15,900	4.0%	14,272	3.6%
Oil and gas	14,682	3.8%	13,793	3.5%	15,711	3.9%	14,759	3.7%
Food and beverage	17,515	4.5%	17,339	4.5%	18,436	4.6%	18,221	4.6%
Retail	6,277	1.6%	6,245	1.6%	6,682	1.7%	6,657	1.7%
Basic resources	4,563	1.2%	4,466	1.1%	5,179	1.3%	5,087	1.3%
Healthcare	4,396	1.1%	4,361	1.1%	4,863	1.2%	4,814	1.2%
Construction and materials	4,459	1.1%	4,367	1.1%	4,545	1.1%	4,418	1.1%
Other ²	20,582	5.3%	21,765	5.6%	20,224	5.1%	22,302	5.6%
Subtotal Industry Classification Benchmark	147,763	37.9%	145,964	37.5%	153,344	38.3%	151,665	37.9%
Private individuals (non-Industry Classification Benchmark)	177,107	45.5%	177,107	45.5%	175,785	43.9%	175,786	43.9%
Public administration (non-Industry Classification Benchmark)	64,628	16.6%	66,427	17.1%	71,107	17.8%	72,786	18.2%
Subtotal non-Industry Classification Benchmark	241,735	62.1%	243,534	62.5%	246,893	61.7%	248,572	62.1%
Exposure at Default³	389,498	100.0%	389,498	100.0%	400,237	100.0%	400,237	100.0%

¹ Financial services include asset managers, credit card companies and providers of personal financial services and securities and brokers.

² Other includes travel and leisure, utilities, personal and household goods, media, technology, automobiles and parts, chemicals, telecommunication and insurance, in addition to unclassified.

³ Exposure at Default does not include other non-credit obligations and equities not held for trading.

Detailed overview of ABN AMRO's industry concentration

ABN AMRO disclosed the Industry Concentration of its corporate lending portfolio by EAD (Exposure at Default) based on the Industry Classification Benchmark (ICB) in the 2019 Annual Report. The overview presented below provides a more detailed overview of the ABN AMRO EAD portfolio, based on the bank's internal industry classifications.

		31 December 2019	
(in EUR millions)		Original obligor ¹	Resultant obligor ²
Industry Classification Benchmark (ICB)	Industry description	EAD	EAD
Automobiles & Parts	Leasing Motor Vehicles	951	950
Automobiles & Parts	Manufacturing Automotive Components	93	93
Automobiles & Parts	Manufacturing Motor Vehicles	6	6
Automobiles & Parts	Manufacturing Tires	27	27
Banks	Commercial Banks	17,745	18,232
Basic Resources	Forestry	6	6
Basic Resources	Manufacturing & Wholesale Diamonds	2	2
Basic Resources	Manufacturing Other Non-Ferrous Metals	592	576
Basic Resources	Manufacturing Pulp & Paper	240	178
Basic Resources	Manufacturing Steel	375	375
Basic Resources	Mining & Manufacturing Gold	23	23
Basic Resources	Mining & Manufacturing Other Basic Materials	363	363
Basic Resources	Mining & Manufacturing Other Precious Metals	2	2
Basic Resources	Mining Bauxite & Manufacturing Aluminum	140	140
Basic Resources	Wholesale Aluminum	0	0
Basic Resources	Wholesale Other Basic Materials	744	744
Basic Resources	Wholesale Other Non-Ferrous Metals	1,834	1,815
Basic Resources	Wholesale Raw Lumber, Pulp & Paper	5	5
Basic Resources	Wholesale Steel	237	237
Chemicals	Manufacturing Basic Chemicals	560	474
Chemicals	Manufacturing Industrial Gasses	30	30
Chemicals	Manufacturing Specialty Chemicals	635	545
Chemicals	Wholesale Chemicals	513	476
Construction & Materials	Construction of residential and non-residential buildings	824	809
Construction & Materials	Heavy Construction	662	607
Construction & Materials	Manufacturing Non-Metallic Mineral Products	341	341
Construction & Materials	Manufacturing Other Building Materials	498	488
Construction & Materials	Manufacturing Wood Products	166	164
Construction & Materials	Sub-Contractors	1,204	1,197
Construction & Materials	Wholesale Building Materials	765	763
Financial Services	Asset Managers	1,573	1,614
Financial Services	Charities & Endowments	0.05	0.05
Financial Services	Commercial Finance	787	796
Financial Services	Consumer Finance	629	628
Financial Services	Exchanges & Clearing	2,665	2,665
Financial Services	Hedge Funds	199	199
Financial Services	Investment Bank	3	3
Financial Services	Leveraged Funds - Non Hedge Funds	22	22
Financial Services	Mortgage Finance	1,451	1,451
Financial Services	Other Funds	232	232
Financial Services	Pension Funds	380	380
Financial Services	Private Equity Investment & Venture Capital	1,543	1,544
Financial Services	Securities Brokers & Dealers	3,559	2,654
Financial Services	Specialty Finance	1,761	1,895
Financial Services	Un-Leveraged Funds	3,984	3,926
Food & Beverage	Agricultural Related Auctions	50	50
Food & Beverage	Agriculture	1,812	1,809
Food & Beverage	Farming Cattle	3,035	3,032
Food & Beverage	Farming Other Animals	822	805
Food & Beverage	Fishery	445	445
Food & Beverage	Floriculture	344	342
Food & Beverage	Horticulture	1,434	1,419

¹ Original obligor refers to the counterparty with whom ABN AMRO originally has the contractual relationship, often referred to as the borrower.

² The resultant obligor is the counterparty to which ABN AMRO has the ultimate credit risk, often referred to as the guarantor.

31 December 2019

(in EUR millions)

Original obligor¹ Resultant obligor²

Industry Classification Benchmark (ICB) Industry	Industry description	EAD	EAD
Food & Beverage	Manufacturing Beer	131	131
Food & Beverage	Manufacturing Meat	523	522
Food & Beverage	Manufacturing Other Food Products	1,477	1,476
Food & Beverage	Manufacturing Soft Drinks	181	181
Food & Beverage	Manufacturing Sugar	444	407
Food & Beverage	Manufacturing Wine & Spirits	123	114
Food & Beverage	Other agriculture	132	131
Food & Beverage	Raising of calves/live cattle	166	165
Food & Beverage	Raising of poultry/Eggs	220	217
Food & Beverage	Support activities for agriculture	48	48
Food & Beverage	Wholesale Agriculture	2,462	2,427
Food & Beverage	Wholesale Food	3,642	3,594
Food & Beverage	Wholesale of live cattle	24	24
Health Care	Biotechnology Drugs	27	27
Health Care	General Health Services	1,804	1,802
Health Care	Manufacturing & Wholesale Medical & Surgical Equipment	107	105
Health Care	Manufacturing & Wholesale Medical Supplies	2	2
Health Care	Manufacturing Drugs	95	95
Health Care	Medical Practices	1,076	1,076
Health Care	Nursing & Personal Care Services	944	917
Health Care	Retail Drugs	183	178
Health Care	Wholesale Drugs	158	158
Industrial Goods & Services	Dealers Commercial Vehicles	83	83
Industrial Goods & Services	Delivery Services	58	58
Industrial Goods & Services	Employment Services & Management Training	882	878
Industrial Goods & Services	Financial Administration	75	75
Industrial Goods & Services	Freight Transport Inland Water	671	665
Industrial Goods & Services	Freight Transport Rail	71	71
Industrial Goods & Services	Freight Transport Road	1,425	1,424
Industrial Goods & Services	Freight Transport Sea	8,617	7,837
Industrial Goods & Services	Leasing Aircraft	191	191
Industrial Goods & Services	Leasing Commercial Vehicles	1,359	1,319
Industrial Goods & Services	Leasing Machinery & Metal Products	827	806
Industrial Goods & Services	Legal & Accounting Activities	697	695
Industrial Goods & Services	Management Consultancy	809	806
Industrial Goods & Services	Manufacturing & Wholesale Aircraft	20	20
Industrial Goods & Services	Manufacturing & Wholesale Packaging Materials	1,063	1,060
Industrial Goods & Services	Manufacturing Appliance Components	198	198
Industrial Goods & Services	Manufacturing Commercial Vehicles	110	110
Industrial Goods & Services	Manufacturing Defense Equipment	1	1
Industrial Goods & Services	Manufacturing Electrical Machinery	203	203
Industrial Goods & Services	Manufacturing Electronic Equipment	17	17
Industrial Goods & Services	Manufacturing General Machinery	547	545
Industrial Goods & Services	Manufacturing Lifting & Handling Equipment	45	45
Industrial Goods & Services	Manufacturing Measuring & Control Machinery	111	106
Industrial Goods & Services	Manufacturing Metal Products	228	227
Industrial Goods & Services	Manufacturing Optical Instruments	3	3
Industrial Goods & Services	Manufacturing Other Transportation Equipment	72	72
Industrial Goods & Services	Manufacturing Plastic Products	186	185
Industrial Goods & Services	Manufacturing Rubber Products	61	61
Industrial Goods & Services	Manufacturing Ships	537	485
Industrial Goods & Services	Manufacturing Special Industrial Machinery	362	359
Industrial Goods & Services	Metal Working	412	409
Industrial Goods & Services	Other Commercial Services	1,493	1,489
Industrial Goods & Services	Research & Engineering	36	35
Industrial Goods & Services	Transport Services Air	154	154
Industrial Goods & Services	Transport Services Land	2,109	2,098
Industrial Goods & Services	Transport Services Water	466	438
Industrial Goods & Services	Wholesale Commercial Vehicles	336	335
Industrial Goods & Services	Wholesale Machinery & Metal Products	517	515
Industrial Goods & Services	Wholesale Rubber & Plastic Products	20	20
Insurance	Insurance Brokers	140	169
Insurance	Insurance Composite	118	132
Insurance	Life Insurance	499	568
Insurance	Non-Life Insurance	495	1,677
Insurance	Reinsurance	1	404
Media	Marketing Communications	181	176

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31 December 2019

(in EUR millions)

Original obligor¹ Resultant obligor²

Industry Classification Benchmark (ICB) Industry	Industry description	EAD	EAD
Media	Motion Picture Production & Distribution	423	421
Media	Printing	152	152
Media	Publishing	419	418
Media	Publishing Sound Recordings	18	18
Media	Radio, TV and Cable	187	187
Oil & Gas	Fuel Pipelines	7	7
Oil & Gas	Integrated Oil & Gas	3	3
Oil & Gas	Non Integrated Oil & Gas	4,681	4,458
Oil & Gas	Oil & Gas Services	3,975	3,530
Oil & Gas	Wholesale Fuels	6,017	5,795
Personal & Household Goods	Manufacturing Accessories	46	46
Personal & Household Goods	Manufacturing Apparel & Sportswear	41	41
Personal & Household Goods	Manufacturing Consumer Electronics	41	41
Personal & Household Goods	Manufacturing Domestic Appliances	13	13
Personal & Household Goods	Manufacturing Footwear	1	1
Personal & Household Goods	Manufacturing Furniture	70	70
Personal & Household Goods	Manufacturing Leather	4	3
Personal & Household Goods	Manufacturing Nondurable Household Products	118	118
Personal & Household Goods	Manufacturing Other Durable Household Products	291	290
Personal & Household Goods	Manufacturing Other Furnishings	130	130
Personal & Household Goods	Manufacturing Other Recreational Products	119	119
Personal & Household Goods	Manufacturing Personal Care	30	30
Personal & Household Goods	Manufacturing Photographic Equipment	7	7
Personal & Household Goods	Manufacturing Textiles	162	162
Personal & Household Goods	Manufacturing Tobacco	0	0
Personal & Household Goods	Manufacturing Toys & Games	16	16
Personal & Household Goods	Renting Recreational Products	8	8
Personal & Household Goods	Wholesale Hides, Skins & Leather	25	25
Private Individuals	Private Individuals	177,107	177,107
Public Administration (Non-ICB)	Central Administration & Public Services	32,862	34,282
Public Administration (Non-ICB)	Central Bank	28,017	27,948
Public Administration (Non-ICB)	Educational Services	176	176
Public Administration (Non-ICB)	Export Credit Agency/Insurance	13	461
Public Administration (Non-ICB)	International & Supranational Organizations	2,413	2,413
Public Administration (Non-ICB)	Multilateral Finance Institutions	49	49
Public Administration (Non-ICB)	Regional Administration & Public Services	1,098	1,098
Real Estate	Buying and Selling of own real estate	2,790	2,780
Real Estate	Housing Associations and Corporations	949	573
Real Estate	Management of Real Estate on a fee or contract basis	1,411	1,408
Real Estate	Real Estate Agencies	457	456
Real Estate	Real Estate Developments (Project Development)	1,671	1,679
Real Estate	Real Estate Investment Entities	3,818	3,808
Real Estate	Renting of non-residential buildings	2,025	2,028
Real Estate	Renting of other residential buildings	558	558
Retail	Automotive Service	105	104
Retail	Independent Fuel Stations	45	45
Retail	Personal Services	241	241
Retail	Renting of Personal & Household Goods	70	70
Retail	Retail Accessories	179	179
Retail	Retail Apparel, Footwear & Sports Goods	346	344
Retail	Retail Broadline	77	76
Retail	Retail Car Parts & Accessories	8	8
Retail	Retail Consumer Appliances	82	82
Retail	Retail Food	1,661	1,654
Retail	Retail Home Decoration	371	366
Retail	Retail Motor Vehicles	708	705
Retail	Retail Other Household Goods	323	321
Retail	Wholesale Accessories	315	314
Retail	Wholesale Apparel, Footwear & Sports Goods	444	440
Retail	Wholesale Broadline	267	267
Retail	Wholesale Car Parts & Accessories	176	175
Retail	Wholesale Consumer Appliances	121	120
Retail	Wholesale Home Decoration	166	164
Retail	Wholesale Motor Vehicles	74	74
Retail	Wholesale Other Household Goods	499	497
Technology	Internet Services	515	514
Technology	IT Services	733	725

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31 December 2019

(in EUR millions)

Original obligor¹ Resultant obligor²

Industry Classification Benchmark (ICB) Industry	Industry description	EAD	EAD
Technology	Leasing Technology Goods	15	15
Technology	Manufacturing Computer Hardware	32	32
Technology	Manufacturing Office Equipment	3	3
Technology	Manufacturing Telecom Equipment	20	20
Technology	Publishers Computer Software	69	66
Technology	Wholesale Technology Goods	280	277
Telecommunications	Fixed line Telecom	531	509
Telecommunications	Mobile Telecom	252	251
Travel & Leisure	Commercial Sports & Facilities	279	278
Travel & Leisure	Cultural Activities	169	159
Travel & Leisure	Gambling & Casino Facilities	116	116
Travel & Leisure	Hotels & Resorts	1,100	1,081
Travel & Leisure	Passenger Transport Air	125	125
Travel & Leisure	Passenger Transport Rail, Road & Water	207	206
Travel & Leisure	Recreational Services	450	446
Travel & Leisure	Restaurants & Bars	453	449
Travel & Leisure	Travel & Tourism Related Services	274	274
Unclassified	Unclassified	4,930	4,752
Utilities	Activities of Head Office	183	183
Utilities	Financial Holdings	245	245
Utilities	Gas Distribution	97	97
Utilities	Integrated Power	132	132
Utilities	Multi-utilities	0	0
Utilities	Power Distribution & Transportation	696	696
Utilities	Power Generation	1,264	1,230
Utilities	Waste & Disposal Services	563	563
Utilities	Water Collection, Treatment & Distribution	280	280
Grand Total		389,498	389,498

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This document is part of ABN AMRO's annual reporting for the period 1 January 2019 - 31 December 2019.

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