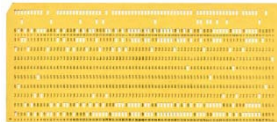


# From punch card to iPad



**Sikko van Katwijk – Board of Directors**

**24 October 2011, Frankfurt am Main**



Market developments



Choice



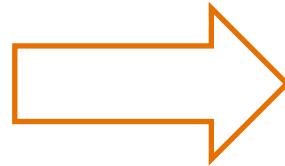
Focus



Innovation

# 2000 vs 2011

- Divided Europe – local markets
- Vertical local silos
- Efficient but high costs / pricing due to lack of competition



- 142 MTFs = 41 CCPs
- Many Infrastructural changes in the pipeline
- Price Competition



Ongoing

CCP  
Clearing

2014

MiFid II

2014

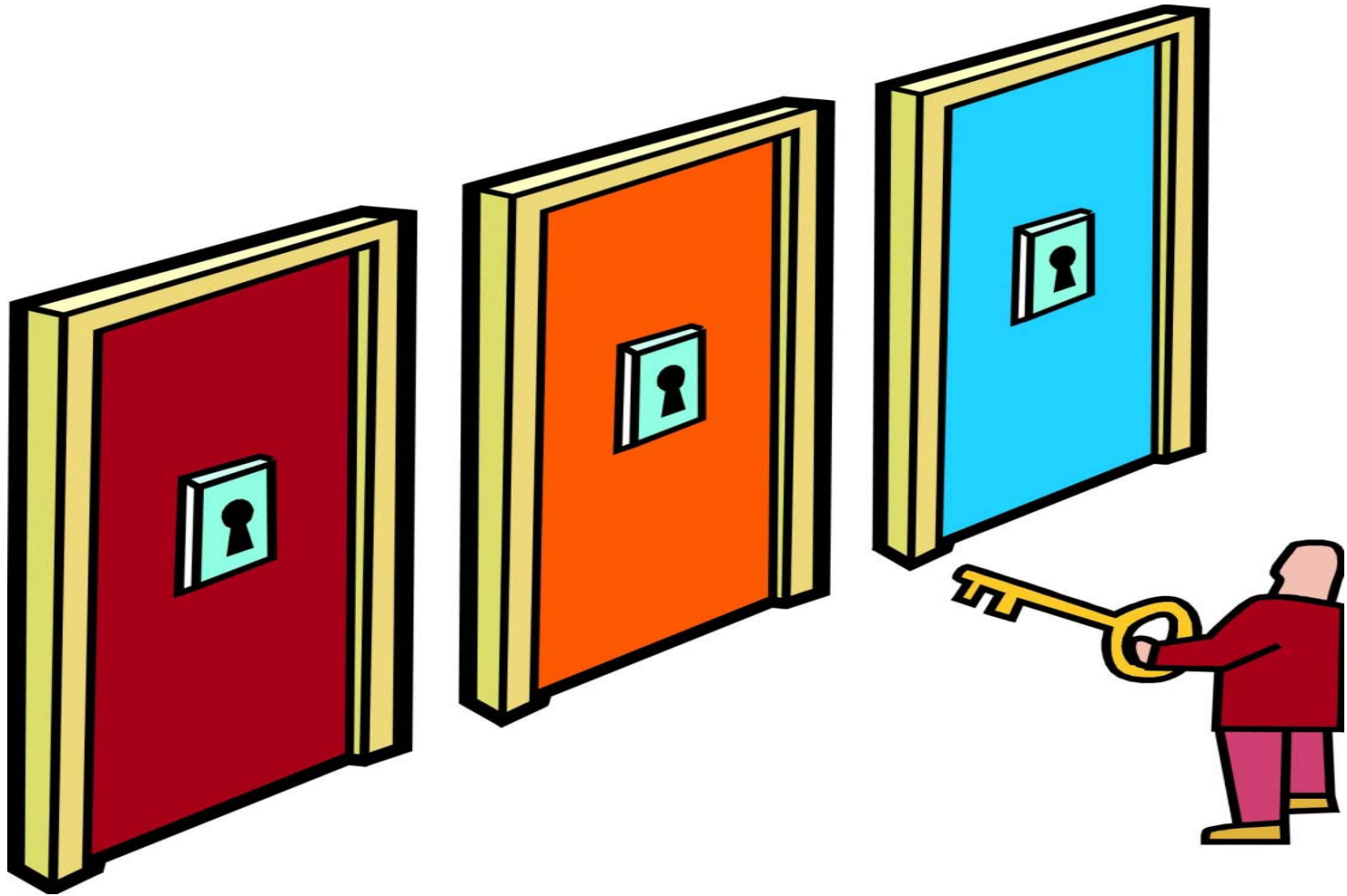
Target 2  
Security

2018

Basel III

7 other infrastructural changes within the next years

# Making choices

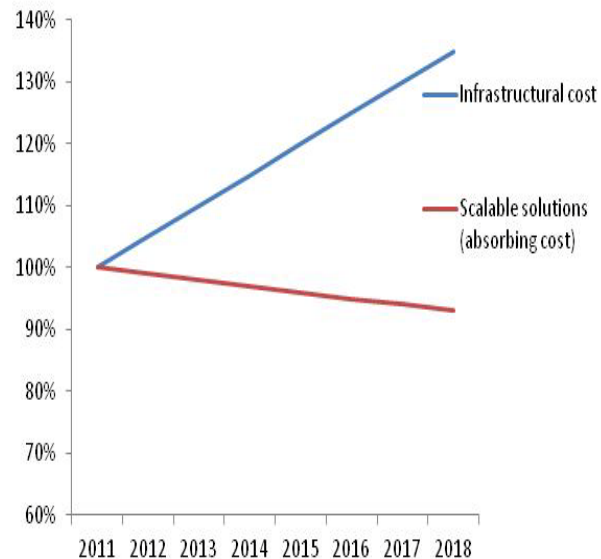


# The options

Do-it-yourself

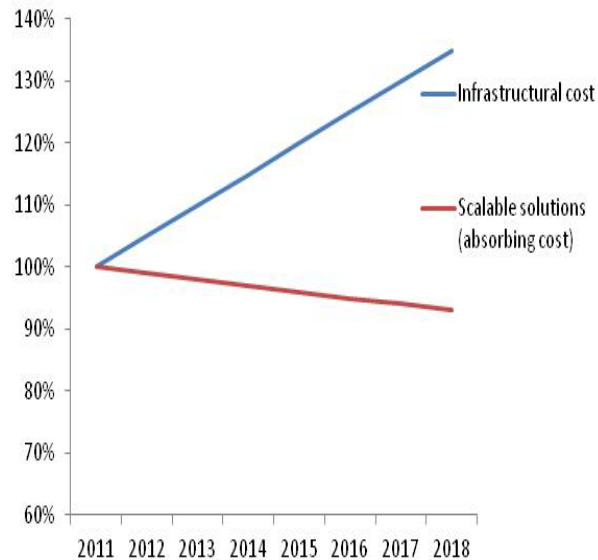
Outsourcing

Do nothing



# How KAS BANK can help?

## Insourcing of Mid- and Back Office



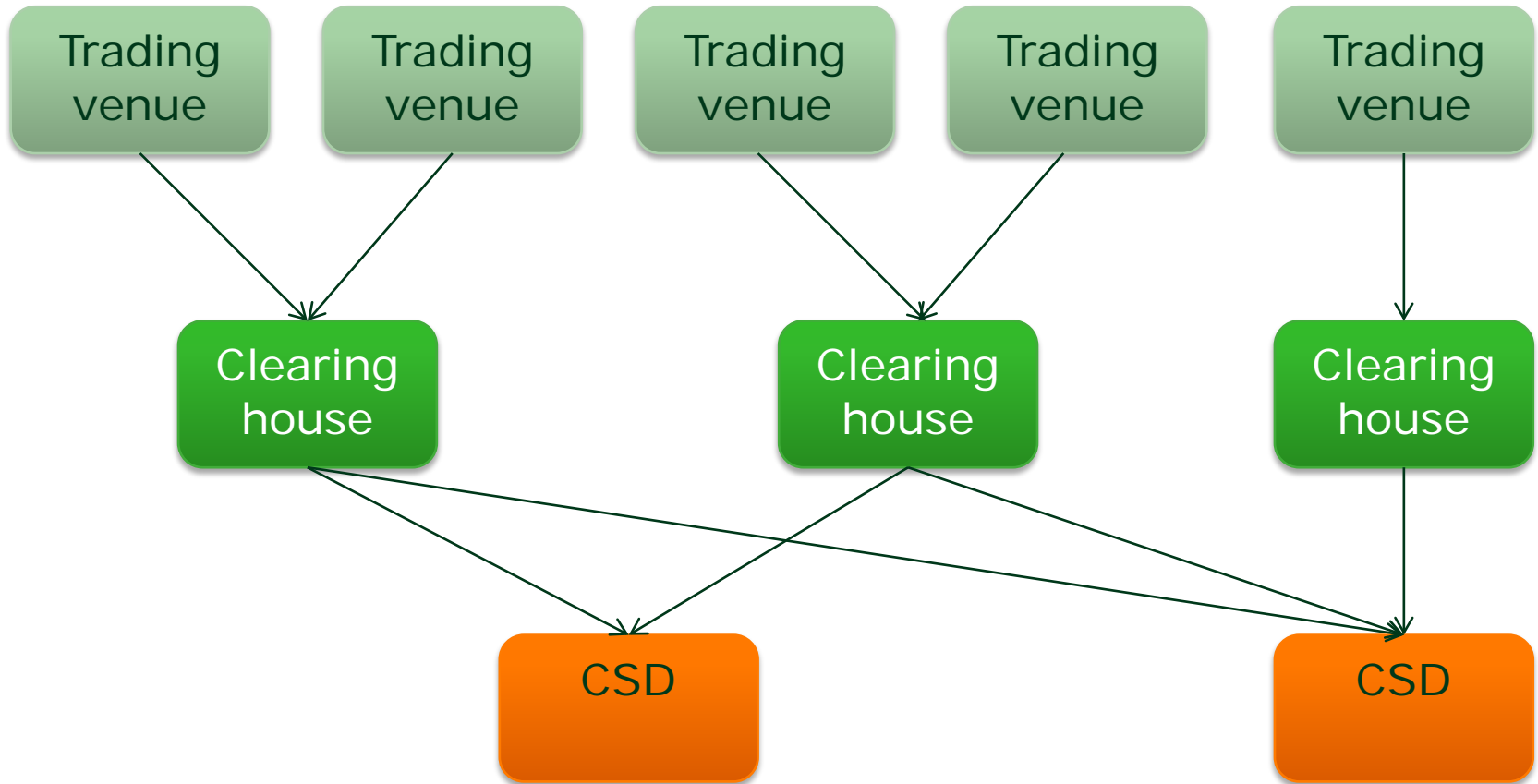
Starting with allocated trade files

Flexible with Custodians

Variable costs

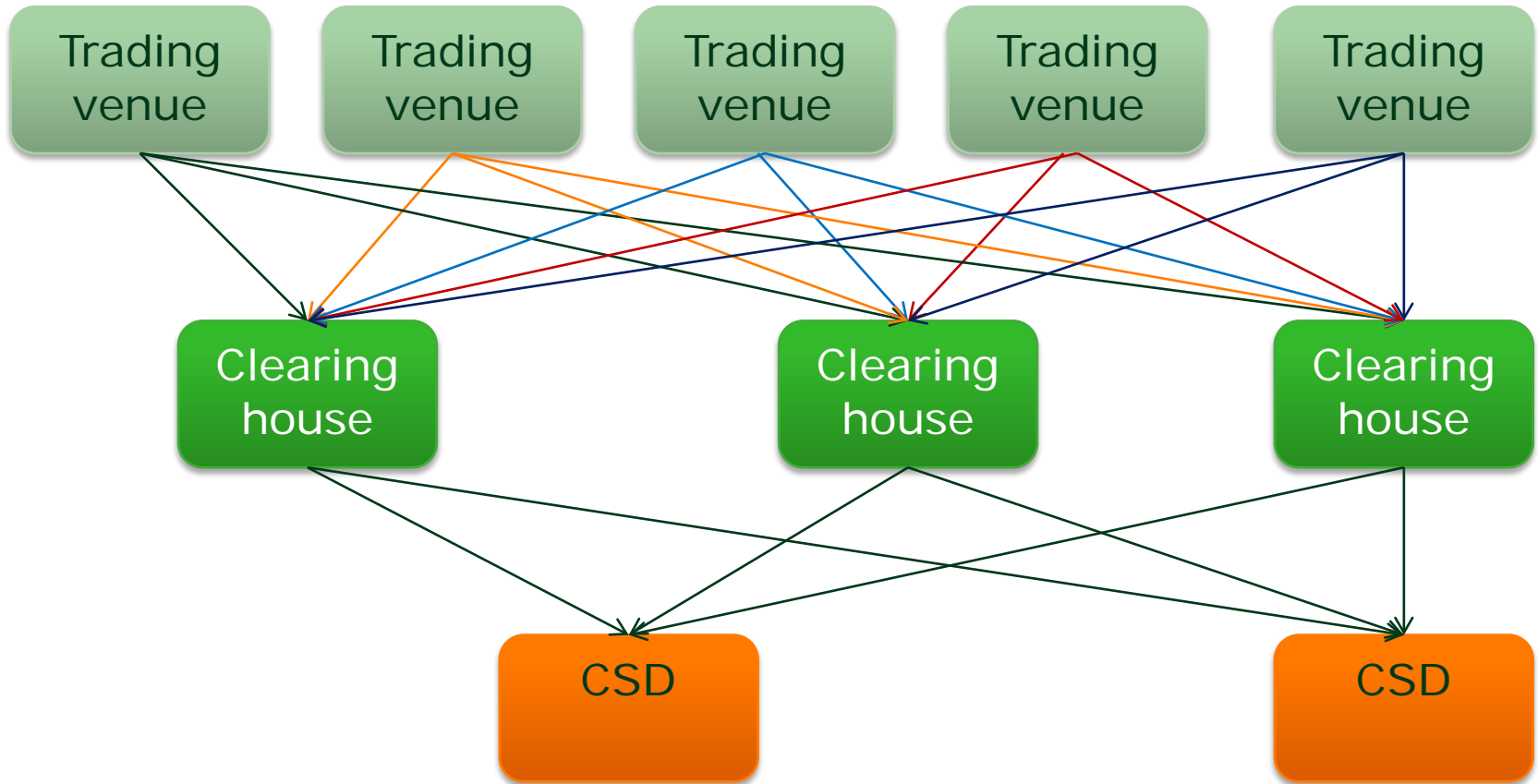
No responsibility for infrastructure

# Interoperability





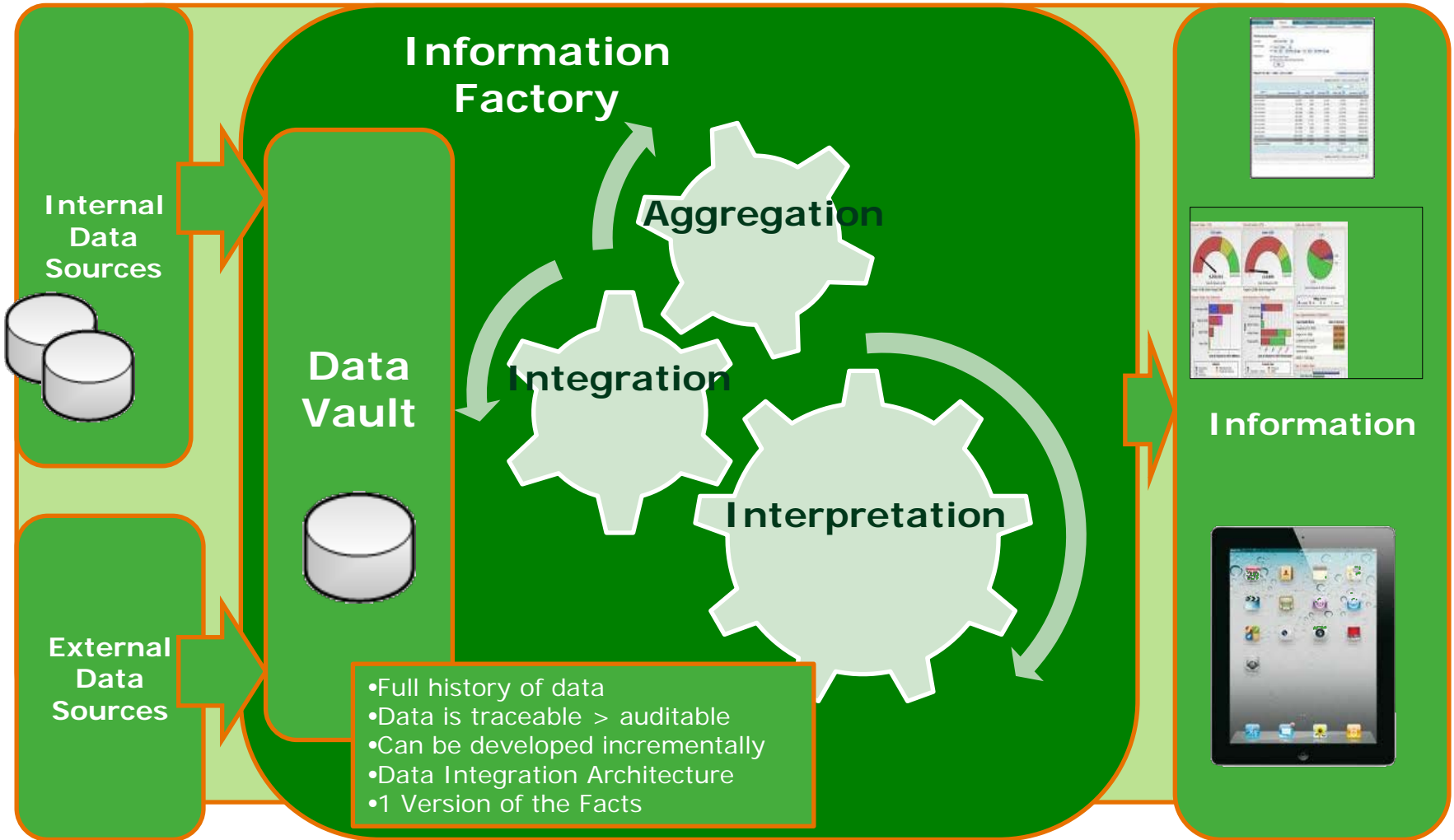
# Interoperability



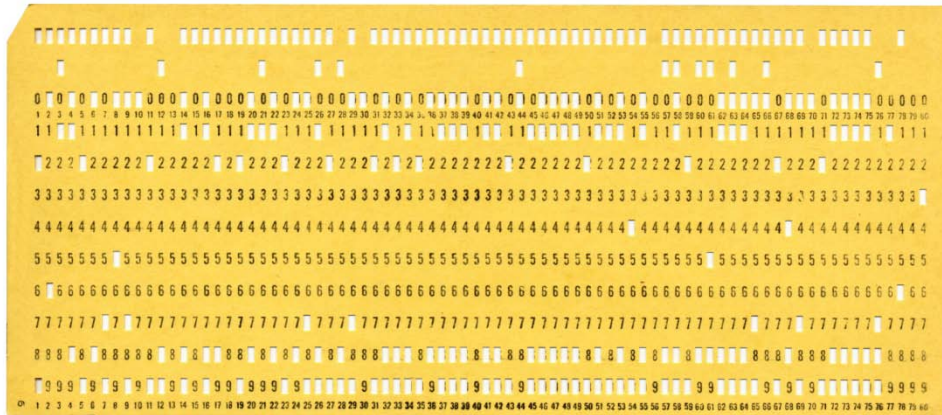


Innovation by KAS BANK

# Data vault



# From punch card to iPad



Market  
developments

Choice

Focus

Innovation



**Thank you for your attention!**



**KAS BANK**

COMMITTED SINCE 1806





KAS BANK N.V.  
Spuistraat 172, 1012 VT Amsterdam  
P.O. Box 24001, 1000 DB Amsterdam  
The Netherlands  
Telephone +31 20 557 5911

KAS BANK London Office  
10 Old Broad Street  
London EC2N 1AA  
United Kingdom  
Telephone +44 20 7153 3600

KAS BANK Wiesbaden Office  
Biebricher Allee 2  
65187 Wiesbaden  
Germany  
Telephone +49 611 18 653 800

[www.kasbank.com](http://www.kasbank.com)

[info@kasbank.com](mailto:info@kasbank.com)

#### Cautionary Statement Regarding Forward-Looking Statements

This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts, including statements about our beliefs and expectations. Actual results, performance or events may differ materially from those in forward-looking statements due to, without limitation, (i) general economic conditions, including in particular economic conditions in the core business and core markets where KAS BANK N.V. operates, (ii) performance of financial markets, including emerging markets, (iii) the frequency and severity of insured loss events, (iv) the extent of credit defaults, (v) interest rate levels, (vi) currency exchange rates including the euro / US dollar exchange rate, (vii) changing levels of competition, (viii) changes in laws and regulations, including monetary convergence and the European Monetary Union, (ix) changes in the policies of central banks and/or foreign governments, (x) the impact of acquisitions, including related integration issues, (xi) reorganization measures, and (xii) general competitive factors, in each case on a local, regional, national and/or global basis. Any statement in this presentation that expresses or implies our intentions, beliefs, expectations or predictions (and the assumptions underlying them) is a forward-looking statement. These statements are based on plans, estimates and projections, as they are currently available to the management of KAS BANK N.V. Forward-looking statements therefore speak only as of the date they are made, and we take no obligation to update any of them in light of new information or future events. (The information provided in) this presentation shall not constitute an offer to buy or sell or the solicitation of an offer to buy or sell KAS BANK N.V. securities.