



Investing



“When my father passed away, we received a substantial inheritance. He always invested his money, but I don’t know the first thing about it. I remember always feeling uneasy when he would talk about falling share prices. And now here I am with all that money... I’ve got to do something with it, I suppose. I doubt it would be very wise to just put it in a bank account. Then again, the money is meant for later, so it can’t have lost half its value by then either.”



Self-directed Investing, Investing with Advice, Letting the Bank Invest for You

An introduction to investment	4	Letting the bank invest for you	12
You want to invest	6	You can always count on us for help	13
Investing independently, without advice	9	Convenience and service assured	14
Investing with advice from the bank	10	Information and advice	15

A wise investor has a long-term vision and decides in advance how much risk to take.

An introduction to investment

What is investing?

Investing involves buying and selling investment products. Investment products are things like shares and bonds, which are bought and sold on exchanges. The value of an investment product depends on various factors, including supply and demand. If demand is greater than supply, the value of the investment product increases. Conversely, if supply is greater than demand, the value of the investment product will decrease.

By investing, you may be able to get a higher return on your money than you could if you put it in a savings account. However, investing involves more risk than saving does.

Know what you're investing for

Before you start investing, it's important to be clear about a number of things. Ask yourself the following questions:

- ▶ What are your financial circumstances?
- ▶ What do you aim to achieve by investing your money?
- ▶ How much risk can you afford, and are inclined, to take?
- ▶ How much knowledge and experience do you have as an investor?

Learn more about investing

If you'd like to learn more about investing, we advise you to check out the Investors' Academy (Beleggers Academy) - ABN AMRO's electronic learning environment. The Investors' Academy features interactive learning modules on investing for both new investors and those with more experience. To see what the Investors' Academy can offer, visit abnamro.nl/academy

Investing costs money. Details are available at abnamro.nl/tarievenbeleggen



“With current interest rates what they are, it just wasn’t profitable any more for me to save. So I decided to start investing my money. I opted for a defensive approach because, in all honesty, I’m a saver at heart. Defensive or not, my investments still generated a nice return.”

Minimise risk by spreading your investments

Deciding to invest your money means you’re willing to accept a certain level of risk. Your preferences will dictate how high or low that level is. You can minimise risk by ensuring that your investment portfolio is diversified.

Take your time

Patience is a virtue, especially when it comes to investing. The period that you invest for is called your investment horizon. The longer your investment horizon, the greater the chance that there will be good years to make up for any bad ones.



Getting a good return by taking opportunities and managing risks.

You want to invest

What kind of investor are you?

If you plan to start investing, you should first decide what kind of an investor you are, which will help determine what the best investment strategy is for you. ABN AMRO offers several ways to invest:

1. Self-directed Investing
2. Investing with Advice
3. Letting the Bank Invest for You

We'd be pleased to help you choose a way to invest that's right for you.

Ways to invest

1. Self-directed Investing

Are you at home in the world of investing, and do you like to follow your own path? If so, Self-directed Investing is probably a good option for you. You submit your own orders. We provide you with detailed, up-to-date investment information, which you use to play the market as you like. With Self-directed Investing, you manage your own portfolio as you see fit. See page 9 for more information.

2. Investing with Advice

If you would prefer to talk to an expert before making your investment decisions, your best option is likely to be Investing with Advice. This advice will be tailored to the risk profile you have chosen. You can opt to receive advice online or directly from your advisor. Either way, it's entirely up to you what you do with that advice. You'll find details on Investing with Advice on page 10.

3. Letting the Bank Invest for You

Do you like the idea of investing, but feel unsure about making your own investment decisions? In that case, we suggest that you leave the management of your investment portfolio to our experienced and professional portfolio managers. They will take good care of your capital and actively manage your assets, maintaining a careful balance between equities, bonds, alternative investments and liquidities within your investment portfolio, actively adjusting the mix in line with the latest market developments. In this way, they ensure that your investments always reflect your chosen risk profile. See page 12 for more information on letting the bank invest for you.

You are welcome to choose the Investing with Advice or the Letting the Bank Invest for You option if your investment capital exceeds €75,000.





“All of a sudden, my investments took a nosedive. As an investor, you know you have to accept a certain level of risk, but obviously you hope to make a profit. It’s a good thing my portfolio was well balanced and included bonds, for instance. It could have been worse, I suppose. Plus I won’t actually need the money for another ten years or so, and that’s reassuring.”



Calculating your expected return

If you'd like to know how much money you can expect to make on your investments, or how much you need to invest in order to get a particular return, visit abnamro.nl/rendementscalculator. Our Return Calculator provides neutral, optimistic and pessimistic forecasts for your investments. This is a snapshot in time based on past results from which no rights can be derived. It merely serves to give you an idea of what the return on your investments could be under the circumstances.

Your investor profile

If you're interested in our advice or portfolio management solutions, we'll ask you to fill in a questionnaire with an ABN AMRO advisor. This gives us the opportunity to examine the risk you can afford, and are inclined, to take. The questions relate to

- ▶ Your financial circumstances: your income and capital
- ▶ Your investment goals: what do you hope to achieve by investing your money?
- ▶ Your attitude to risk: how much risk can you afford, and are inclined, to take?
- ▶ Your knowledge and experience of investing

From your responses, we can determine whether investing is for you, and if so, what your risk profile is. You'll be able to choose from six risk profiles, ranging from very defensive (low risk) to very offensive (high risk) and everything in between. Your risk profile will form the basis of all your investment decisions.

Is investing right for you?

Investing your money involves cost and risk. That's why it's important to figure out whether investing your assets is the right choice for you. It could be that saving your money is a better option.

Do you like the idea of investing, but are currently in debt? You should remember that the interest on the debt will often exceed the expected return on your investments. It would probably be a good idea to hold off with your plan to invest and first pay back the debt.

Making your own investment decisions without help or advice from ABN AMRO.

Investing independently, without advice

Self-directed Investing and Self-directed Investing Plus

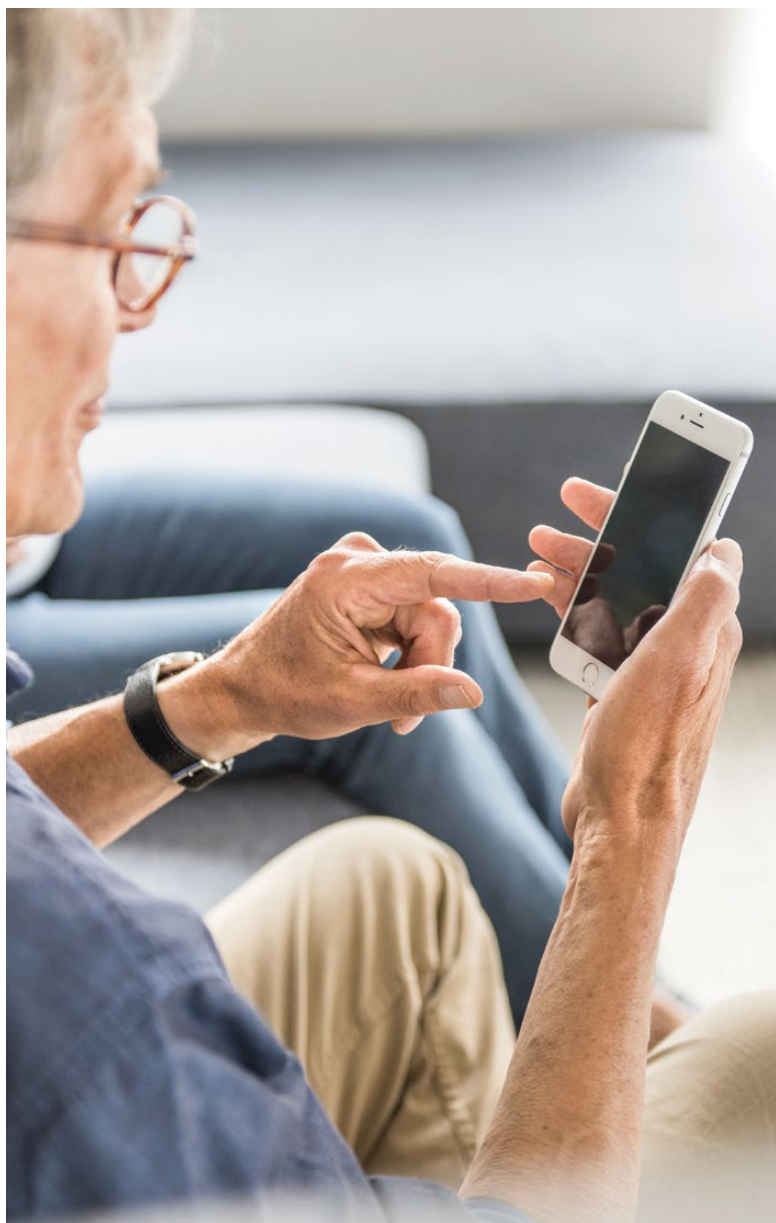
If you choose Self-directed Investing, you'll be investing without the bank's advice. Self-directed Investing Plus goes one step further.

Or perhaps you feel at home in the world of investing and like to follow your own path, checking the indices and doing your own analyses? Self-directed Investing Plus lets you assume a more active role in responding to developments in the financial markets. My Dealing Room (Mijn Dealingroom) is your personalised digital environment where you can follow the markets and perform technical analyses. It also offers you convenient tools and detailed, up-to-the-minute information on the financial markets.

Self-directed Investing and Self-directed Investing Plus give you the opportunity to achieve your investment goal on your own. When and where it suits you.

Want to learn more?

For details on Self-directed Investing and the associated costs and charges, visit abnamro.nl/beleggen and abnamro.nl/tarievenbeleggen



Achieving your investment goal together with your advisor.

Investing with advice from the bank

Investing with Advice

If you opt to receive investment advice from ABN AMRO, our experienced advisors will provide you with guidance on shaping your investment portfolio, but will leave the final decisions to you.

Want to learn more?

For details on Self-directed Investing and the associated costs and charges, visit abnamro.nl/beleggen and abnamro.nl/tarievenbeleggen



Advice options

Our Investing with Advice service offers you three options: Profile Fund Investing, Fund Advice and Investment Advice Active. The right choice for you depends on how much capital you have to invest and how actively involved you want to be.

1. Profile Fund Investing

With Profile Fund Investing, the minimum investment is just €1,000 or €50 a month. If you choose this option, your available capital is optimally spread across the following asset classes:

- ▶ equities
- ▶ bonds
- ▶ alternative investments
- ▶ liquidities

The asset mix reflects your personal preferences and circumstances, and always matches your risk profile. Six Profile Funds are available, corresponding to the six risk profiles.





“A friend once told me that investment is all about the long term. If you want to make a fast buck, go to a casino. I had to laugh, but he was right.”

2. Fund Advice

Fund Advice is an excellent choice if you have over €75,000 to invest. With Fund Advice, you receive personal advice on the investment funds operated by the best fund houses in the world’s various economic regions. You can opt to receive advice online or directly from your advisor. You use the advice you receive to help you choose about ten investment funds that match your risk profile. At least once a year, your advisor discusses your investment portfolio with you. Once a month, we review your investment portfolio to ensure that it is still in line with the policy that we advise. If necessary, we will send you a new investment proposal. It’s up to you whether you adjust your portfolio in accordance with our recommendations.

3. Investment Advice Active

For experienced investors who follow the financial markets and have at least €100,000 to invest, we may suggest Investment Advice Active. An advisor in the ABN AMRO dealing room is always on hand to give you advice. The advisor acts as your sparring partner when it comes to possible share, option or Turbo trades.

Letting the Bank Invest for You



Let ABN AMRO invest for you

Do you find it reassuring to know that ABN AMRO is taking care of your investments? Perhaps you lack the knowledge needed to invest independently, or you have to delegate decision making for professional reasons. If so, you have the option of letting ABN AMRO invest your money for you. With Portfolio Management, as it is known, you leave the management of your investment portfolio to our experienced and professional portfolio managers.

The role of your portfolio manager

Your ABN AMRO portfolio manager handles the investment of your capital, always taking into account the bank's policy, as well as your personal circumstances, investment goals and risk profile. Your portfolio manager responds to market developments as they occur and provides you with feedback on the performance of your investments. Do you have questions about your investments? Your advisor is just a phone call or email away.

ABN AMRO can invest for you in three ways:

- ▶ Multi-Manager Mandate - investing with optimum diversification
- ▶ Comfort Income Mandate - your investments as a source of income
- ▶ Sustainable Funds Mandate - socially responsible investment

Want to learn more?

For details on Letting the Bank Invest for You and the associated costs and charges, visit abnamro.nl/beleggen and abnamro.nl/tarievenbeleggen



Investing is about your money. That's why we're committed to giving you all the information and advice you need.

You can always count on us for help

Learn more about investing

We provide various forms of support to help you invest successfully. If you'd like to test your knowledge or learn more about investing, why not visit abnamro.nl/academy and try the free, interactive learning modules in our Investors' Academy?

Investing is never without risk

Even with a very defensive risk profile, you can still incur losses. The general risks of investment are described below. There are also certain investment products with very specific characteristics which result in other risks. Visit abnamro.nl/voorwaardenbeleggen to learn more about investment-related risk.

- ▶ **Price risk** is the risk that an investment product may lose value. This risk depends on many circumstances and varies for each investment product.
- ▶ **Debtor or creditor risk** is the risk that the issuer of a bond will no longer be able to keep up interest payments, or even repay the principal amount at the end of the term of the bond.
- ▶ You incur **currency risk** if an investment product is issued in a currency other than the euro.
- ▶ **Market risk** is the risk of market movements occurring as a result of changing sentiments in the market. This is also called volatility.
- ▶ **Interest rate risk** is the risk of changes in the market interest rate.

Investment seminars

We regularly organise seminars on investment. You can take part in them on-site or online. The seminars involve one-hour presentations, in which our specialists cover a variety of investment themes. And, of course, there's plenty of time for questions. An excellent – and convenient – way to boost your knowledge.

Live investment data

All the latest stock market data are always available at abnamro.nl/beurstrends. Everything you need to know about stock market reports, updates on investment opinions and developments in the performance of investment funds are presented on screen as soon as they become available.

Investing costs money

When you invest, you incur certain costs, including advice and service fees, and an all-in fee for the specific form of investment you choose. There are also transaction costs on the orders placed for you and costs charged by other parties, such as taxes and investment fund management costs. All these can significantly eat into your return. And that's why it's important to figure out whether investing your money is the right choice for you. Visit abnamro.nl/tarievenbeleggen to learn more about the costs of investment.

When you invest with ABN AMRO, you benefit from the years of experience of a bank offering specialist advisory services.

Convenience and service assured

The next step

Are you interested in taking advantage of ABN AMRO's investment services? Feel free to contact us via any of the following channels:

- ▶ Visit abnamro.nl/beleggen
- ▶ Stop by one of our branches
- ▶ Call the Investment Line (0900 - 9215* from inside the Netherlands)
- ▶ Make an appointment with one of our advisors

* Calls are charged at your service provider's standard rate. The cost of the call depends on your service provider.

“Investing in the stock market and keeping an eye on my portfolio? Not for me, thanks. I like to keep things simple. Each month I automatically invest €50 in an investment fund. It's for the children later after they leave home. It's easy. Basically the only difference is that now my income is €50 less each month.”



You can reach ABN AMRO via various channels, twenty-four hours a day, seven days a week.

Information and advice

Advice

If you have questions or need advice about investment, please visit one of our branches. Or call 0900 – 9215* (from within the Netherlands). Lines are open Monday to Friday from 8.00 am to 10.00 pm and on Saturday from 9.00 am to 5.30 pm.

* Calls are charged at your service provider's standard rate. The cost of the call depends on your service provider.

Internet

Visit abnamro.nl/beleggen for details about the investment opportunities we offer.



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