

# Investing in Dutch mortgages

October 2021

# Table of contents



Summary



Distinctive characteristics



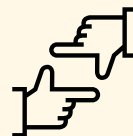
About **α.s.r.** asset management



Portfolio characteristics ASR  
Mortgage Fund NHG Subfund &  
non-NHG Subfund



Sustainability: it's in our DNA



1 strategy - 2 funds to leverage on  
α.s.r.'s experience and reputation



ASR Mortgage Funds – the strategy



Experienced mortgage team

# Summary

As investor, you aim for the best risk / return profile of your investment portfolio. Investing in Dutch mortgages offers you an attractive diversification within a fixed income portfolio. Dutch mortgages have an attractive yield / spread while maintaining a conservative risk profile with very low credit losses throughout the cycle, compared to other Western European jurisdictions.

The ASR Mortgage Funds and the ASR Separate Account Mortgage Fund are strategies managed by a.s.r. asset management and invest in a.s.r. WelThuis mortgages, originated and serviced by a.s.r. Life. a.s.r. asset management and a.s.r. Life are both fully owned by ASR Nederland N.V.

The funds invest in a vertical slice of the a.s.r. Life mortgage production, similar in risk-return characteristics to the production allocated to the own a.s.r. entities, and subject to the Mortgage Loan Eligibility Criteria. We apply a vertical slice mechanism to ensure strong alignment of interest between the a.s.r. entities and the investors in the funds. To further increase the alignment of interest, a number of a.s.r. entities have also invested in the funds.

Institutional investors can invest in a.s.r. WelThuis Dutch prime residential mortgage loans via the collective ASR Mortgage Fund with its two subfunds:

- NHG Subfund, holding a portfolio of 100% a.s.r. WelThuis NHG mortgages
- non-NHG Subfund, holding a portfolio of 100% a.s.r. WelThuis non-NHG mortgages.

With a minimum investment of € 150 million the ASR Separate Account Mortgage Fund offers investors flexibility in determining their own mortgage portfolio composition.

To provide investors with liquidity, interest and redemptions can be paid out on a monthly basis or reinvested in the fund.

The funds, structured as Dutch open-ended funds for joint account (known as FGR), are tax transparent, and subject to AIFMD regulation and open for professional investors only.



# The case for investing in Dutch mortgages

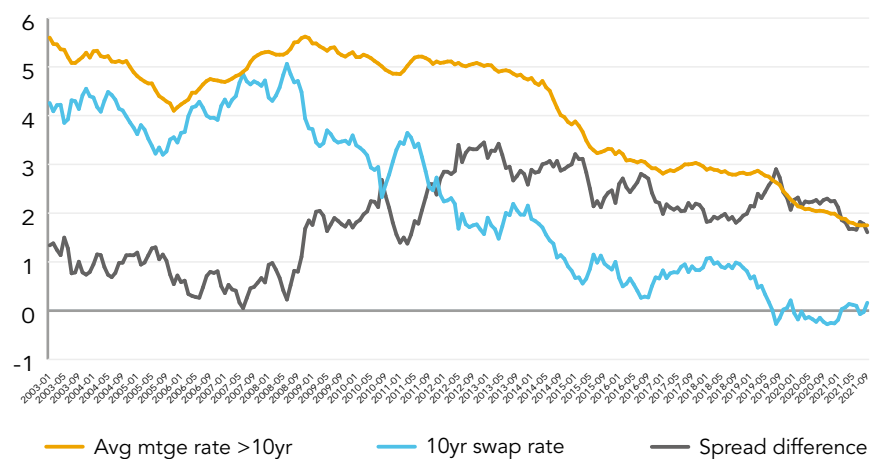
Dutch mortgages offer an interesting diversification within a fixed income portfolio at an attractive yield/spreads vs. other fixed income asset categories while maintaining a conservative risk profile:

- Favorable spread vs. other fixed income categories.
- Spreads on Dutch RMBS and AAA covered bond have returned to pre-crisis levels.
- Extremely low credit losses (<0.01%) Dutch mortgage market in recent years.

Additional spread above risk free 10yr swap rates

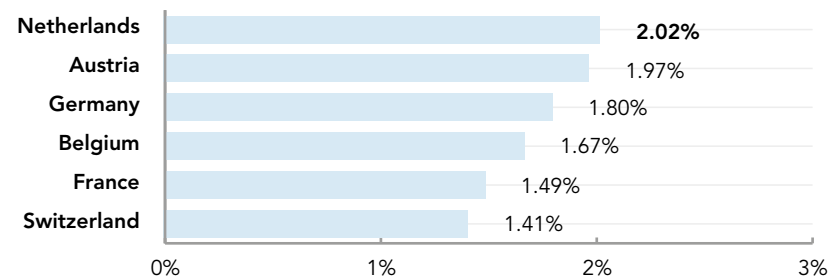
	December 2020	September 2021
NHG Subfund	1.65%	1.15%
non-NHG Subfund	2.08%	1.42%
AAA Euro covered bonds	0.35%	0.39%
AAA Dutch RMBS	0.24%	0.14%
A Euro Financials	0.80%	0.78%
IG Euro Corporates	0.93%	0.85%

Gross spread Dutch mortgages with maturity >10 years vs. 10yr swap rates, 2003-2021



Source: DNB, Bloomberg

High mortgage rates vs. other West European jurisdictions  
(20 year fixed rate) as of September 30, 2021





# About α.s.r.

## ASR Nederland N.V.

ASR Nederland N.V. is the third largest Dutch insurer, a publicly traded company, listed at Euronext and rated A by S&P, with a history which begins in 1720. Our corporate culture is open and down to earth. We have no short term goals and do not pay bonuses. We are recognized as a sustainable investor and as such ranked #1 Dutch Fair Finance Guide and #3 VBDO (Dutch Association of Investors for Sustainable Development) in 2021.

## a.s.r. asset management

a.s.r. asset management is the asset manager of ASR Nederland N.V., located in Utrecht, the Netherlands, and manages over € 70 billion in assets for insurance companies, pension funds, foundations and government related entities. a.s.r. asset management employs around 160 staff and offers a number of investment strategies in line with a.s.r.'s strong sustainable policy.

## a.s.r. Life

a.s.r. Life has over 50 years of experience as a mortgage originator and is a reputable player in the Dutch market. By originating, servicing and investing in our own mortgages, we keep full control of the entire chain and create a strong alignment of interest with our investors. As we are well aware of our role in Dutch society, ESG is at the heart of all our mortgage solutions. As a result, a.s.r. Life is the market leader in providing sustainable residential mortgages.



# Sustainability: it's in our DNA



## Environment

- Ongoing focus on further improving the sustainability profile of the mortgage portfolio
- Dutch home owners with a WelThuis mortgage and a property energy label ranging from B till G are actively approached to improve the energy efficiency of their property
- a.s.r. Life is the first mortgage provider proactively offering mortgage applicants an additional € 9,000 for energy saving measures against favorable terms
- Financing up to 100% LTV or 106% LTV in which case 6% can be used for energy saving measures of the property



## Social

- Introduction of first time home buyers mortgage, an extended annuity mortgage loan with 40 years repayment term
- Introduction of a mortgage specifically aimed at elderly people
- Distinctive special servicing



## Governance

- Since Q2 2020 we report on the improvement of the carbon footprint of the mortgage portfolio
- Reporting of energy labels per subfund on a quarterly basis



# ASR Mortgage Funds – the strategy

The ASR Mortgage Fund and the ASR Separate Account Mortgage Fund are a partnership between a.s.r. Life and a.s.r. asset management. In this partnership a.s.r. asset management is the investment manager, while a.s.r. Life is responsible for the origination and the servicing of the mortgages. The funds are managed by an experienced and fully dedicated team managing over € 16 billion of mortgages.

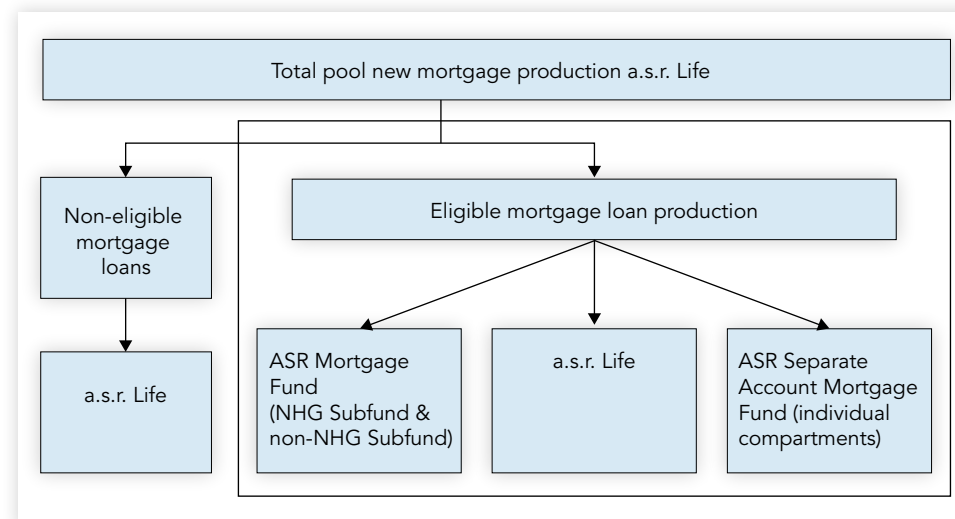
Due to the favorable risk-return characteristics of the underlying asset class and mandatory monthly repayments of the loans, we aim to originate mortgages with relatively high LTVs.

Investors invest in a vertical slice of the a.s.r. Life mortgage production, similar in risk-return characteristics to the production allocated to the own a.s.r. entities, and subject to the Mortgage Loan Eligibility Criteria of the Funds. The determination of the eligible portfolio is based on:

- the weighted average coupon;
- LTV distribution and;
- the distribution of the interest term.

Furthermore, the following selection criteria apply:

Standard selection bandwidths	
LTV up to 65	≤ 2.0%
LTV > 65 up to 85	≤ 2.0%
LTV > 85 up to 95	≤ 2.0%
LTV > 95 up to 110	≤ 2.0%
Weighted average interest rate (WAIR)	> 5 bps
Weighted average duration (WATTR)	≤ 0.5 years



For investments >€ 150 million, investors can opt for the ASR Separate Account Mortgage Fund, whereby a part of the vertical slice is acquired in line with the investor's preferences.

Our funds invest in € denominated mortgage loans and strive to be fully invested, without leverage and whereby the use of derivatives is not allowed. The Funds are benchmark unaware.



# Distinctive characteristics

## ESG

- Ongoing focus on further improving the sustainability profile of the mortgage portfolio.
- Strong focus on sustainable product development.

## Governance

- Strong alignment with a.s.r. Life, the originator and skin in the game as a.s.r. entities invest in the Funds.
- a.s.r. asset management is a member of the pricing committee, determines rates on behalf of participants and may decide not to purchase production if margins become too low.
- An independent supervisory board oversees the ASR Mortgage Funds.
- A distinctive valuation methodology, including market rates related bandwidths, ensures participation redemptions at market prices.

## Flexibility

- Investors can make their own choice to which degree they want to invest in NHG or non-NHG mortgages.
- When investing in the ASR Separate Account Mortgage Fund, investors have even more flexibility.

## Liquidity

- Participants have the option to have (early) redemptions and coupons paid out on a monthly basis or reinvested in the fund.
- Redemptions and mortgage interest received will be allocated for redemption of participations in case of outflow.

## Return

- Extremely low loss rates (<0.01%) due to dedicated internal acceptance and arrears management performed by a.s.r. Life.
- Realization of higher mortgage rates due to direct contact with intermediaries instead of service parties.





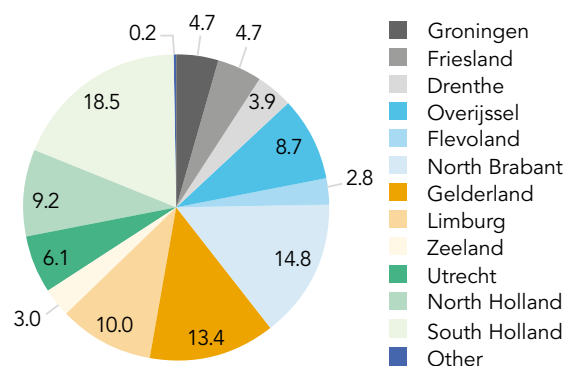
# Portfolio characteristics ASR Mortgage Fund NHG Subfund\*

ASR Mortgage Fund	NHG Subfund
Currency	EUR
Fund assets under management	2.086.129.580
Number of mortgages loans	9,902
Number of mortgage loan parts	19,097
Duration	8.3
% NHG loans	99.4%

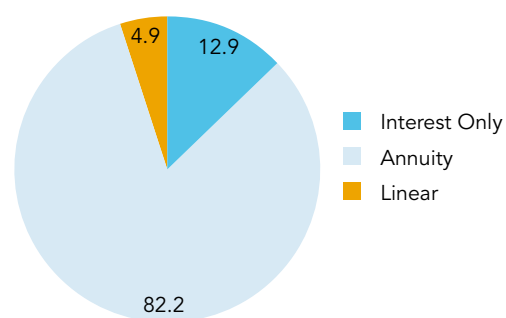
ASR Mortgage Fund	NHG Subfund
Weighted average coupon	1.91%
Weighted average swap spread	1.53%
Weighted average yield	1.33%
Weighted average CLTOMV	87.3%
Weighted average CLTIMV	74.9%
Weighted average loan to income	2.5-5.0

Return (end of September '21)		
	Fund	Index**
3 months	0.93%	-0.50%
YTD	1.77%	-3.14%
1 Year Rolling	3,10%	-2,95%
3 Years (ann.)	5,23%	3,65%
Since start	20.22%	11.36%

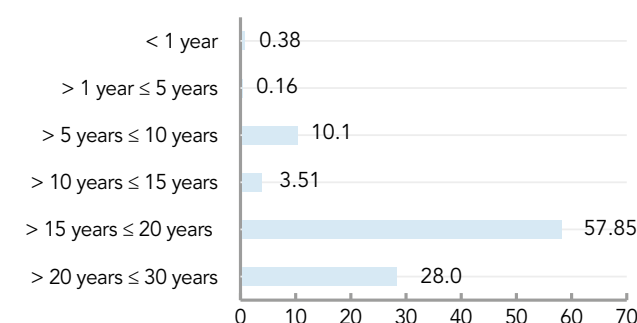
Geographical distribution in %



Mortgage type distribution in %



Distribution of remaining interest fixed rate period in %



\* All figures as of September 30, 2021

\*\* This index is made up of a basket of Merrill Lynch swap indices, with a duration equal to the expected duration per sub-fund, rebalanced on a monthly basis.

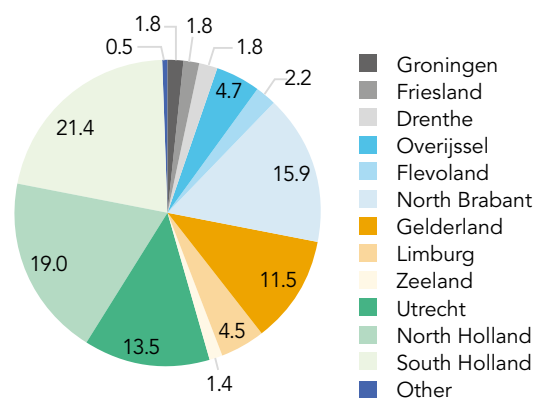
# Portfolio characteristics ASR Mortgage Fund non-NHG Subfund\*

ASR Mortgage Fund	non-NHG Subfund
Currency	EUR
Fund assets under management	5.429.425.000
Number of mortgages loans	15,642
Number of mortgage loan parts	38,491
Duration	8.3
% non-NHG loans	100%

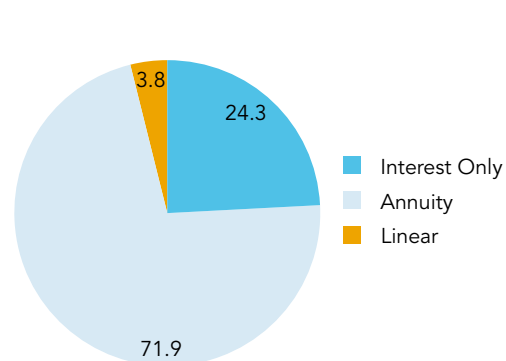
ASR Mortgage Fund	non-NHG Subfund
Weighted average coupon	2.17%
Weighted average swap spread	1.42%
Weighted average yield	1.56%
Weighted average CLTOMV	84.0%
Weighted average CLTIMV	73.8%
Weighted average loan to income	3.0-5.0

Return (end of September '21)		
	Fund	Index**
3 months	0.65%	-0.50%
YTD	3.10%	-3.14%
1 Year Rolling	4,22%	-2,94%
3 Years (ann.)	4,96%	3,47%
Since start	20.15%	10.96%

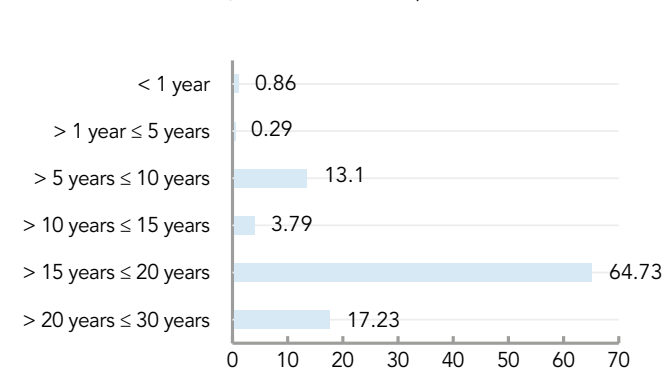
Geographical distribution in %



Mortgage type distribution in %



Distribution of remaining interest fixed rate period in %



\* All figures as of September 30, 2021

\*\* This index is made up of a basket of Merrill Lynch swap indices, with a duration equal to the expected duration per sub-fund, rebalanced on a monthly basis.

# 1 strategy - 2 funds to leverage on a.s.r.'s experience and reputation

Fund	ASR Mortgage Fund NHG Subfund	ASR Mortgage Fund non-NHG Subfund	ASR Separate Account Mortgage Fund
Assets under Management	EUR > 2.2 bn incl. commitments	EUR > 6.1 bn incl. commitments	EUR > 1.3 bn incl. commitments
Fiscal structure and legislation	Fund for joint account, open ended, tax transparent and subject to EU-AIFMD	Fund for joint account, open ended, tax transparent and subject to EU-AIFMD	Fund for joint account, open ended, tax transparent and subject to EU-AIFMD
Regulation	The Fund Manager has a license to manage alternative investment funds as referred to in the AIFMD. Under this license, the Fund Manager is subject to ongoing supervision by the Netherlands Authority for the Financial Markets (AFM) and the Dutch Central Bank (DNB).		
Benchmark	Absolute return, high stable direct income objective	Absolute return, high stable direct income objective	Absolute return, high stable direct income objective
Inception date	June 2017	March 2017	February 2020
Currency	EUR	EUR	EUR
Portfolio Criteria	Invests in a vertical slice of recently originated a.s.r. WelThuis mortgages with NHG guarantee: <ul style="list-style-type: none"> <li>- Originated in line with Dutch Code of Conduct</li> <li>- In line with a.s.r. eligibility criteria</li> <li>- No staff loans</li> <li>- Maximum LTV 100%. Maximum 106% in case of energy saving measures</li> </ul>		Invests in a slice of recently originated a.s.r. WelThuis mortgages: <ul style="list-style-type: none"> <li>- Originated in line with Dutch Code of Conduct</li> <li>- In line with a.s.r. eligibility criteria to assure alignment</li> <li>- Tailored to individual investor's interest, e.g. NHG/non-NHG, LTV and maturity</li> <li>- No staff loans</li> <li>- Maximum LTV 100%. Maximum 106% in case of energy saving measures</li> </ul>
ESG	<ul style="list-style-type: none"> <li>- In line with a.s.r.'s leading and widely recognized sustainability policy</li> <li>- Front runner in ESG mortgage proposition</li> <li>- In-house special servicing with strong focus on social aspects</li> </ul>		



## Experienced mortgage team



### **Rutger Brascamp, Fund Director ASR Mortgage Funds**

After finishing his Business Economics studies at Groningen University, he started his career in 1992 at Rabobank and worked as Fixed Income Debt originator and structured sales. In 2000 he joined Stad Rotterdam Insurances as Head of Fixed Income and Funding. Stad Rotterdam then became a.s.r. where he then held various positions, including Head of Illiquid Assets and CFRO a.s.r. Mortgages and a.s.r. Bank. Since 2017 Rutger is Head of Mortgage Investments and Director of the ASR Mortgage Funds.



### **Pieter Plaizier, Senior Portfolio Manager ASR Mortgage Funds**

Mr. Plaizier is senior portfolio manager for the ASR Mortgage Funds and was involved in setting up the funds. Before joining a.s.r. asset management, Mr. Plaizier worked for Solid Mortgages, a startup company involved in funding, originating and servicing mortgage loans. Solid Mortgages was acquired by a.s.r. in 2013. Prior to this, Mr. Plaizier held positions at, amongst other, Leaseplan as Manager Securitization and Risk Manager at ABN AMRO Bank. He studied Business Administration and holds a Master of Science degree in Finance.



### **Saskia Goedhart, Fund Manager ASR Mortgage Funds**

Ms. Goedhart is the fund manager for the ASR Mortgage Funds and joined a.s.r. asset management in April 2019. Ms. Goedhart started working at a.s.r. in 2007 at the Marketing Intelligence department. Since 2015 she held various managerial positions at the a.s.r. Mortgage department. Before joining a.s.r., she was a research director at Motivaction, a full service market research agency. Ms. Goedhart holds a Master degree in Leisure studies from Tilburg University.



### **Kyra Meulenberg, Fund Manager ASR Mortgage Funds**

Ms. Meulenberg is fund manager for the ASR Mortgage Funds. She joined a.s.r. asset management's Accounting & Reporting department in 2017 and became fund controller at a.s.r. real estate in 2019. In May 2021 she rejoined a.s.r. asset management as fund manager. Ms. Meulenberg holds a bachelor degree in Business Economics and a double Master degree in Financial Analysis and International Business from Maastricht University.



### **Marc Baars, Senior Reporting Officer**

Mr. Baars is senior reporting officer at a.s.r. asset management. He joined a.s.r. in 2016. Prior to joining a.s.r., he was Fund Controller at Syntrus Achmea and started his career at EY and held various positions, amongst other as audit manager. Mr. Baars holds a Master degree in Financial Economics and a Post Master as certified accountant.



### **Paul Spruit, Senior Operations Officer**

Mr. Spruit started his career in 1990 at Rabobank International and worked with Deutsche Bank and ING Bank as well. In these 27 years he held various positions within the Financial Markets Operations division of these banks and joined a.s.r. asset management in 2017. Mr Spruit holds a Middle Education Intermediate Business Education.

**Freek Brouwers, Senior Valuations Officer**

Mr. Brouwers joined a.s.r. asset management in 2015 after working as a consultant at Achmea at the mortgage department. Within a.s.r. asset management he has been responsible for valuations and had several risk related functions. Mr. Brouwers holds a Master degree in Finance from Tilburg University and is a CFA charterholder.

**Florian Wiese, Reporting Analyst**

Mr. Wiese started his career as a a.s.r. Trainee in 2019, and recently joined the mortgage operations of a.s.r. asset management in 2020.

Mr. Wiese holds a Master degree in Banking and Finance and is a CFA level 1 candidate

# Disclaimer

This presentation was compiled by ASR Vermogensbeheer N.V. (hereafter a.s.r. asset management). a.s.r. asset management is subject to supervision by the Netherlands Authority for the Financial Markets (AFM) and holds a licence to act as manager for investment institutions under Section 2:65 of the Financial Supervision Act (Wet op het financieel toezicht). Under the licence, a.s.r. asset management is authorised to provide the following investment services: managing individual assets, providing investment advice and receiving and forwarding orders relating to financial instruments. a.s.r. asset management is listed in the register referred to in Section 1:107 of the Financial Supervision Act.

The content of this presentation is based on information sources which are deemed reliable. However, a.s.r. asset management makes no warranties or representations of any kind (express or implied) concerning the accuracy, completeness and currency of the information provided. The information provided is solely indicative and is subject to change. Forecasts do not constitute a reliable indicator of future results. No rights can be derived from the contents of this presentation, including any calculated values and results shown. The value of your investments can fluctuate. Past performance is no guarantee of future results.

All copyrights and other information in this presentation belong to a.s.r. asset management.

The information is only intended for the use of certain recipients and is confidential.

The information provided in this presentation does not constitute an offer, investment advice or a financial service. Nor is the information intended to induce any person or any authority to buy or sell any financial products, including units of participation in investment funds or to purchase any service from a.s.r. asset management, nor is it intended to serve as a basis for an investment decision.

For the applicable conditions and risks relating to the a.s.r. asset management investment funds stated in this presentation, please refer to the prospectuses, fund conditions and essential investor information (EBI) of these funds. Copies of these documents and the annual reports are available on [www.asrvermogensbeheer.nl](http://www.asrvermogensbeheer.nl), where all information relating to a.s.r. asset management can be viewed.

---

## ASR Vermogensbeheer N.V.

Archimedeslaan 10  
3584 BA Utrecht  
Netherlands

[www.asrvermogensbeheer.nl](http://www.asrvermogensbeheer.nl)