



# KEY FIGURES 2004

	31/12/04	31/12/03	%
Clients			
Total number of clients	48 442	44 277	9,41%
Executed transactions	520 329	451 225	15,31%
# executed transactions /client	10,74	10,19	5,40%
Total deposits	€ 1 702 000 000	€ 1 455 947 000	16,90%
Ratios			
Cost income ratio	63,93%	56,6%	
Cooke ratio	13,67%	10,29%	
Earning per share	€ 1,63	€ 1,20	
Stock quote	€ 24,20	€ 19,50	24,10%
Number of shares	3 516 200	3 510 000	
Market capitalization	€ 85 092 040	€ 68 445 000	
Figures (in 6)			
	7 524	6 533	15,17%
<b>Figures (in €)</b> Banking Margin Fees & other revenues	7 524 13 754	6 533 13 247	
Banking Margin Fees & other revenues			3,83%
Banking Margin Fees & other revenues Total turnover Keytrade Bank	13 754	13 247	3,83% 7,57%
Banking Margin Fees & other revenues Total turnover Keytrade Bank Operational income RealLease	13 754 21 278	13 247 19 780	3,83% 7,57% -27,59%
Banking Margin Fees & other revenues Total turnover Keytrade Bank Operational income RealLease Operational income Keytrade Luxembourg	13 754 21 278 1 231	13 247 19 780 1 700	3,83% 7,57% -27,59% 4,79%
Banking Margin Fees & other revenues Total turnover Keytrade Bank Operational income RealLease Operational income Keytrade Luxembourg Other subsidiaries	13 754 21 278 1 231 1 007	13 247 19 780 1 700 961	3,83% 7,57% -27,59% 4,79% -88,08%
Banking Margin Fees & other revenues Total turnover Keytrade Bank Operational income RealLease Operational income Keytrade Luxembourg Other subsidiaries Total Operating income	13 754 21 278 1 231 1 007 41	13 247 19 780 1 700 961 344	3,83% 7,57% -27,59% 4,79% -88,08% 3,39%
Banking Margin Fees & other revenues Total turnover Keytrade Bank Operational income RealLease Operational income Keytrade Luxembourg Other subsidiaries Total Operating income Operating costs	13 754 21 278 1 231 1 007 41 23 557	13 247 19 780 1 700 961 344 22 785	3,83% 7,57% -27,59% 4,79% -88,08% 3,39% -12,43%
Banking Margin Fees & other revenues Total turnover Keytrade Bank Operational income RealLease Operational income Keytrade Luxembourg Other subsidiaries Total Operating income Operating costs Operating profit	13 754 21 278 1 231 1 007 41 23 557 -15 158	13 247 19 780 1 700 961 344 22 785 -17 309	3,83% 7,57% -27,59% 4,79% -88,08% 3,39% -12,43%
Banking Margin Fees & other revenues Total turnover Keytrade Bank Operational income RealLease Operational income Keytrade Luxembourg Other subsidiaries Total Operating income Operating costs Operating profit Extraordinary result	13 754 21 278 1 231 1 007 41 23 557 -15 158 8 399	13 247 19 780 1 700 961 344 22 785 -17 309 5 476	3,83% 7,57% -27,59% 4,79% -88,08% 3,39% -12,43%
Banking Margin	13 754 21 278 1 231 1 007 41 23 557 -15 158 8 399 144	13 247 19 780 1 700 961 344 22 785 -17 309 5 476 -498	15,17% 3,83% 7,57% -27,59% 4,79% -88,08% 3,39% -12,43% 53,38%



# LETTER TO THE SHAREHOLDERS

Last year we wrote in the letter to the shareholders that growth and innovation would be our major concerns for 2004. We have kept to this commitment and you will see this on reading this annual report.

#### Growth – the figures speak for themselves

Some recovery was achieved with a stable economy and financial markets so that our two core businesses, brokering and online banking, each grew by 15%. Compared with the company's economic model this growth translates as a 53% increase in our operating profit. But that's not all! Our flexible organisational structure allowed us to reduce our operating costs by 12%. Since the beginning of 2004 we have been subject to a full tax regime with the result that our profit after tax increased by 37%, a new historic level.

These performance indicators translate into the good health of our bank and its ability to adapt to a constantly changing economic environment.

#### Innovation - our passion

Our main emphasis has been the creation of our ideas centre. This is a highly sophisticated tool to aid decision-making combining the main fields of financial analysis: ratio analysis, fundamental analysis, technical analysis and recommendations from financial analysts. This tool goes through a data-base of more than 10,000 American and European shares on a daily basis awarding them a score. Our customers can then invest with all the facts and without having to carry out fastidious research for information. Come and see for yourself!

Other innovations just as important have followed such as version 5 of our secure site, the creation of margin accounts, the issue of options on the US markets.

#### Our mission – to convince the greatest number

Our challenge is to extend our innovative approach to banking to the greatest number of people:

- the best technology
- the best price for our customers
- the best tools for better decisions
- total transparency

Too many people still spend too much money with traditional financial institutions. This is all the more regrettable since technology today enables a more sophisticated service to be had for less (sometimes as much as 80%) with Keytrade Bank.

We are going to concentrate our forces in 2005 on recruiting the maximum number of customers. When you have a good product, you have to recognise it. Our marketing campaigns will be focusing on this. They will be ambitious, innovative, and we should be able to increase our customer base significantly.

We have great confidence in our future and in your loyalty and look forward to seeing you next year.

For the board of Keytrade Bank,

Jean-Guillaume Zurstrassen
President of the Management Committee

Grégoire de Streel Managing Director Thierry Ternier Managing Director

José Zurstrassen Managing Director

Jean-Marie Laurent Josi
President of the Board of Directors





#### 1. HISTORY

José Zurstrassen, Grégoire de Streel and Jean Zurstrassen founded the company in August 1998 in partnership with the stockbrokerage firm Van Moer Santerre & Cie (est.1895). The name chosen for the company was VMS-Keytrade. The idea of the three founders was to adapt the American "discount brokers" model to European specifics, by offering private investors direct, fast, crystal clear and cost efficient direct access to the main financial markets worldwide.

The concept developed and maintained since the beginning has become the reason for the success of the Belgian broker:

- Fixed and "discount" price per transaction
- Transparency in the execution of the transactions
- Direct access to the markets without an intermediary
- Multi-products, multi-currency and multi-markets platform
- Financial information and help tools
- Secured operations
- Follow-up and customer support

Helped in the beginning by outstanding market circumstances, the concept introduced by VMS-Keytrade was immediately adopted by a large number of investors. The success was immediate, making the young company the largest, by far, investment site in Belgium.

Facing this rapid growth, it had become apparent by the three founders that the company was in need of structured means whereby enabling and insuring its future. The solution was to raise additional capital through an IPO in December 1999 (Brussels Euro/NM market) which gave the company the financial means to implement it's vision. The IPO offered 21% (or 540 000 shares) of the company's stock to the public, at a price of  $\leqslant$  12,5 per share. The year 1999 ended with 4 445 clients, and a turnover of  $\leqslant$  3 050 000 with a slight loss of  $\leqslant$  478 000 caused by the IPO expenses.

Year 2001 was a year of effectiveness and profitability. All year round, the company has reinforced it's cost-cutting policy at all levels. The acquisition of it's new stockbrokerage statute at the beginning of the year has enabled the company to fully detain the clients assets and to fully integrate the trading process.

The 2001 fiscal year ends on a consolidated result of  $\leq 2203248$ , a rise of more than 66% compared to 2000's fiscal year.

Turnover amounts to  $\le$  14 485 000 and the financial results amount to  $\le$  2 851 000. The company ended year 2001 with more than 25 000 clients. The company shared out a dividend of  $\le$  0,43 gross per stock.

Keytrade merged with RealBank (formerly Banque Commerciale de Bruxelles) in 2002. This merger through absorption produced Keytrade Bank - the first Belgian online bank. Clients of the bank can now perform their stock exchange transactions and banking operations from one and only website: www.keytradebank.com.

The company's operating profit reached 1 087 000. Although this is slightly less than management forecasts, this amount is still satisfactory, as 2002 was a year of socio-economic uncertainty all over the world, which caused a muted level of activity on the markets, which in turn caused a lower level of return for the company. 2002 fiscal year ended with the loss-making consolidated net result of € -3 500 000. This result was strongly influenced by charges connected to the merger. In order to avoid affecting negatively future fiscal years, the Management decided to take in charge all the costs related to the merger. The company began therefore year 2003 with a healthy, solid balance sheet.

2003 was a year of consolidation and verification of the economic model created by our merger with RealBank.

The operating profit rose by 403% and climbed to € 5,4 million. The net consolidated profit amounted to € 4,19 million being € 1,19 per share. Keytrade Bank's results have recovered in less than one year thanks to an increase in earnings and a drastic reduction of costs. The profit thus improved by € 7,6 million in 2003 (against a loss of € 3,5 million) Total group income increased by more than 12%, reaching € 24,2 million for 2003.

Total charges decreased by more than 8%. In a context of a strong increase in business this is a performance to be highlighted.

A dividend of € 0,41 gross per share was paid to shareholders.



#### 2. KEYTRADE BANK'S MANAGEMENT

#### Jean Guillaume Zurstrassen Chief Executive Officer

Jean-Guillaume Zurstrassen is President of
Keytrade Bank's Management Committee
and Managing Director of the group
since it's foundation in 1998. Born in
Verviers in 1969, married with 3
children, Jean holds a master's degree
in commercial engineer from the Solvay
Business School (VUB) in Brussels. After
graduation, he created Skynet (1995) the

leading Internet Access Provider in Belgium, which was sold to Belgacom in 1998. Keytrade was created immediately after with the idea of giving access to the main stock exchanges in the world.

# **Grégoire de Streel** *Chief Information Officer*

Grégoire de Streel is member of Keytrade Bank's Management Committee, Managing Director

since 1998 and is Chief Information Officer of Keytrade Bank. Born in 1968, married. He has 4 children. Grégoire started his career at 20 years of age by opening a night shop in Waterloo and then worked in the accounts department of a bookshop. A couple of years after completing management studies at Saint Louis High

Commercial College, he created Skynet (1995) the leading Internet Access Provider in Belgium, which was sold to Belgacom in 1998. Keytrade was created immediately after with the idea of giving access to the main stock exchanges in the world.

### **Thierry Ternier** Chief Financial Officer

TThierry Ternier is member of Keytrade
Bank's Management Committee and
is Managing Director of the group
since the merger of Keytrade Bank
with RealBank in 2002. Thierry
Ternier is Chief Financial Officer of
Keytrade Bank. Born in Veurne in
1965, Thierry Ternier holds a master's
degree in economics from the University of

Gent and a master's degree in accountancy from Vlekho in Brussels. He has two children. Thierry started his career with Unilever as a portfolio manager. In 1991 he joined the insurance company Group JOSI as ALM and investment manager. In 1993 he became Chief Financial Officer and member of the management committee of RealBank, former Banque Commerciale de Bruxelles.

#### José Zurstrassen Chief Technology Officer

José Zurstrassen is member of Keytrade Bank's

Management Committee, Managing
Director since 1998 and is Chief
Technology Officer of Keytrade
Bank. Born in Verviers in 1967,
married with 2 children, José got a
taste for success in computers at a
very early age. From 1979, he helped
the manager of a computer store in his
neighbourhood and started selling compu-

ter programs of his own invention to professionals. José holds a degree of commercial engineer from the Solvay Business School (ULB) in Brussels and attended the courses of civil engineer IT studies (VUB). After a number of internships, he created Skynet (1995) the leading Internet Access Provider in Belgium, which was sold to Belgacom in 1998. Keytrade was created immediately after with the idea of giving access to the main stock exchanges in the world.



#### 3. KEY FIGURES FOR 2004

CONSOLIDATED FIGURES (€000)	31/12/04	31/12/03	%
Consolidated banking margin	7 524	6 533	15,17%
Online brokerage fees & other revenues	13 754	13 247	3,83%
Total turnover Keytrade Bank	21 278	19 780	7,57%
Operational income RealLease	1 231	1 700	- 27,59%
Operational income Keytrade Luxembourg	1 007	961	4,79%
Other subsidiaries	41	344	- 88,08%
Total Operating income	23 557	22 785	3,39%
Operating costs	-15 158	-17 309	-12,43%
Operating profit	8 399	5 476	53,38%
Extraordinary result	144	-498	
Taxes	-2 794	-782	
Consolidated net result	5 749	4 196	37,01%

The operating profit increased by 53% reaching € 8 399 000. The net consolidated income increased by 37% to € 5 749 000 giving € 1,63 per share. The two core businesses (stock broking and banking) of the company grew by 15% each. Operating costs reduced dramatically by 12%. The combination of these two factors enabled the company to produce a record result. A gross dividend of € 1,13 per share, an increase of 175% will be proposed in the next meeting.

The total of Keytrade Bank's operating income amounted to € 21 278 000, an increase of 7,6% compared to 2003.

The rise in the banking margin is due to the 21,4% increase in customer cash deposits, bringing them to  $\in$  377 million at 31 December 2004.

On-line brokerage fees & other revenues is made up of  $\le$  8 233 000 in broking, or an increase of 14% and  $\le$  5 521 000 in other revenues, a fall of 26%.

The number of trades carried out went from 448 148 to 520 271, an increase of 16% in volume. With some 40% of trades on the stock exchange carried out on the American markets, the fall in the dollar has had a small effect on the global profitability of broking income.

The fall in other revenues is explained by a reduction in R&D costs ( $\leqslant$  270 000) and the realisation of  $\leqslant$  430 000 capital gains, less than in 2003.

Operating income from RealLease decreased by 27% to  $\leqslant$  1 231 000. This fall is explained by the gradual replacement of rental contracts by leasing contracts. The leasing company contributes  $\leqslant$  308 000 to the net consolidated group result.

The operating income of Keytrade Luxembourg increased by 4,8% to  $\,$   $\,$  1 007 000. The Luxemburg company contributes  $\,$  361 000 to the net consolidated group result.



The total of the group's operating income was  $\in$  23 557 000, an increase of 3,4% compared to 2003.

Operating costs fell spectacularly by 12,4% to  $\leq$  15 158 000 in a context of global increase in business. This fall can in part be attributed to the divestment of Iris Securities Luxembourg (for  $\leq$  337 000) and a favourable evolution of the depreciation on clients (decrease of  $\leq$  410 000). For the other part the continued following of a strict cost management policy and the re-examination of internal procedures have also greatly contributed to this large reduction in costs.

The operating profit amounted to  $\le$  8 399 000, an increase of 53% compared to 2003. Taxes went from  $\le$  782 000 to  $\le$  2 794 000 because the company has been subject to a full tax regime since 2004.

The net consolidated income was € 5749 000, a 37% increase compared to the last year. The net earning per share is € 1,63. The Board of Directors will propose a dividend payment of € 1,13 gross per share being an increase of 175% compared to the dividend for the last year.

The total number of customers went from 44 277 to 48 442 an increase of 9%.

The bank's solvency ratio (Cooke ratio) is 13,76%.

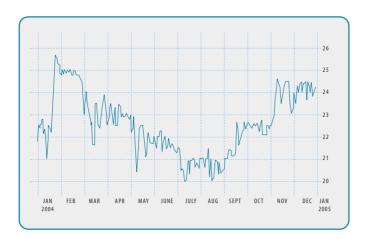
KEY FIGURES 2004	31/12/04	31/12/03	%
CLIENTS			
Total number of clients	48 442	44 277	9,41%
Executed transactions	520 329	451 225	15,31%
# Executed transactions/client	10,74	10,19	5,40%
Total deposits	€ 1 702 000 000	€ 1 455 947 000	16,90%
RATIO'S			
Cost income ratio Bruxelles	63,93%	56,60%	
Cooke ratio	13,67%	10,29%	
Earning per share	€ 1,63	€ 1,20	
Stock quote	€ 24,20	€ 19,50	24,10%
Number of shares	3 516 200	3 510 000	
Market capitalization	€ 85 092 040	€ 68 445 000	



### 4. STOCK INFORMATION

Quotation on Euronext Brussels primary market (ticker: keyt)

Price on 02/01/2004	€ 19,95
Price on 31/12/2004	€ 24,20
■ Highest closing price	€ 24,60
Lowest closing price	€ 19,95
Introduction price on 11/12/1999	€ 12,50
Market capitalization on 31/12/2004	€ 85 092 040
■ Total number of shares on the IPO (13/12/1999)	2 540 000
Total number of shares on 31/12/2004	3 516 200
Float as of 31/12/2004	727 200



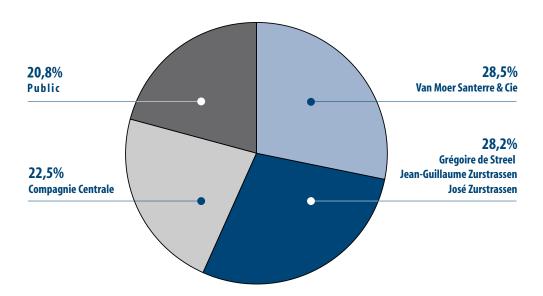
The KEYT stock rate began the year at  $\in$  19,95. The growth over the year is of 54,39%, which represents a very good performance.



#### Dividend

The Board of Directors of Keytrade Bank will propose at it's annual meeting of May, 10th 2005 a dividend of € 1,13 gross per share, which is a growth of 175% compared to 2003.

#### **Ownership**



#### Shareholder's calendar

- Annual General Meeting of the company at 11.30 a.m. on May 10th 2005.
- Quarterly press release Q1 during the fourth week of May 2005.
- Half-year press release H1 during the fourth week of September 2005.
- Quarterly press release Q3 during the fourth week of November 2005.
- Annual Results 2002 during the fourth week of March 2006.

#### **Contacts**

The section "Investor Relations" of www.keytradebank.com offers permanent and current information of the company.

For more info, the contact person for investors, analysts and the press is : Mieke Marx and Marie-Sophie van den Abeele

Vorstlaan - Boulevard du Souverain, 100

1170 Brussels - Belgium

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Tél. + 32 (0) 2 / 679 90 00

Fax. + 32 (0) 2 / 679 90 01



#### **5. KEY DEVELOPMENTS IN 2004**

- Margin accounts the margin account is presented in the form of a credit line accorded in line with the value of the portfolio and allows the bank's customers to maximise their stock exchange investments in particular.
- Version 5 of the secure site easier structure, improved financial information, optimised help desk and newly designed site.
- The Ideas centre is a highly sophisticated tool to help decision making and includes the main fields for financial analysis ratio analysis, fundamental analysis, technical analysis and recommendations from financial analysts. This tool goes through a data base of more than 10 000 American and European shares on a daily basis.
- Electronic identity card Keytrade Bank's customers can use the electronic identity card as a secure alternative to access the web site.
- Customers can issue options on the US market.
- The 50% holding in Iris Securities Luxembourg has been sold.

#### 6. OUTLOOK FOR 2005

- At the end of a year of consolidating its results Keytrade Bank is solidly anchored as a leader in the stock exchange and internet banking sector in Belgium and Luxembourg.
- A growing number of consumers want to use the internet to carry out their financial transactions. The company succeeded in developing a unique tool, unequalled on the Belgian and Luxembourg market. These advantages give the company the prospect of sustained and profitable development.
- With an unchanged market environment the profit achieved in 2004 can be considered as average. Every extra trade enables the profit to be increased more than proportionately.
- This is why during the course of 2005 Keytrade Bank will attach great importance to the recruitment of new customers and implement a solid marketing strategy to acquire them.





## 1. Keytrade Bank s.a. - n.v.

Head office:

Vorstlaan - Boulevard du Souverain 100 - B-1170 Brussels - Belgium - Tel : +32 (0)2/679 90 00 - Fax : +32 (0)2/679 90 01

E-mail: info@keytradebank.com - http://www.keytradebank.com

#### A. List of the Directors

Jean-Marie Laurent Josi	President of the Board of Directors
■ Jean-Guillaume Zurstrassen	Managing Director President of the Management Comittee
■ Thierry Ternier	Managing Director Member of the Management Comittee
■ Grégoire de Streel	Managing Director Member of the Management Comittee
■ José Zurstrassen	Managing Director Member of the Management Comittee
■ Eric De Keuleneer	Director
Jean-Louis Laurent Josi	Director
■ Bernard Paqui	Director
André Van Moer	Director
Cédric Van Moer	Director
■ Christian Varin	Director

#### **B. Internal Audit**

Mrs. Marie-Ange Marx assures the function of Compliance Officer of the company. Mr. Paolo Condotta assures the function of Internal Audit.

#### **C. Company Revisor**

The Revisors of our company are; Mr. André Clybouw of Bedrijfsrevisoren Clybouw and Mr. Philippe Maeyaert of the company Deloitte & Touche.

#### D. Purpose and status of the company

Keytrade Bank aims to provide, as well in Belgium as abroad, the establishment of credit operations, including brokerage and commission operations as well as transactions on financial derivative instruments.

The company is listed on Euronext Brussels – primary market (ticker:keyt).



# 2. Keytrade Luxembourg s.a.

Head Office:

rue Charles Martel, 62 – L-2134 Luxembourg - Tel : +352 45 04 39 - Fax : +352 45 04 49

E-mail: info@keytrade.lu - http://www.keytrade.lu

#### A. List of the Directors

Jean-Guillaume Zurstrassen	President
■ Philippe Voortman	Managing Director
■ Stéphane Jodin	Managing Director
■ José Zurstrassen	Director
■ Grégoire de Streel	Director
■ Thierry Ternier	Director

#### **B. Internal Audit**

Mr. Paolo Condotta assures the function of Internal Audit.

#### **C. Company Revisor**

The mandate of Company Revisor is assured by Mazars & Guerard (Luxembourg).

#### D. Purpose and status of the company

Keytrade Luxembourg s.a. has the statute of "commissionaire, courtier et conseiller en operations financières".



### 3. RealLease s.a. - n.v.

Head office:

Vorstlaan - Boulevard du Souverain 100 - B-1170 Brussels - Belgium - Tel: +32 (0)2/679 90 52 - Fax: +32 (0)2/679 90 80

#### A. List of the Directors

Jean-Guillaume Zurstrassen	President of the Board of Directors
■ Thierry Ternier	Director
■ José Zurstrassen	Director

#### **B. Internal Audit**

Mr. Paolo Condotta assures the function of Internal Audit.

#### C. Company Revisor

The company revisor is Mr. Philippe Maeyaert of the company Deloitte & Touche.

#### D. Purpose of the company

RealLease aims to provide, as well in Belgium as abroad, all operations related to credit and financing granting, investment realization and/or study, analysis, engineering towards companies.



# 4. Keytrade Insurance s.a. - n.v.

Head Office:

Vorstlaan - Boulevard du Souverain, 100 - 1170 Brussels - Belgium - Tel : +32 (0)2/679 90 00 - Fax : +32 (0)2/679 90 01

#### A. Liste des administrateurs

Jean-Guillaume Zurstrassen	President of the Board of Directors
■ Thierry Ternier	Director
■ Grégoire de Streel	Director

### D. Purpose of the company

Keytrade Insurance aims to provide any commercial activity and any service relating to the administrative organisation of companies, in particular insurance brokers, both in Belgium and abroad, on its own account or on behalf of or in conjunction with third parties.





# BALANCE SHEET AND CONSOLIDATED RESULTS (€000)

1. CONSOLIDATED BALANCE SHEET AFTER DISTRIBUTION	2004	2003
ASSETS		
Cash, assets lodged at central banks and post office and giro accounts	447	567
Treasury bills that can be refinanced at the central bank	32 884	7 374
Receivables from credit institutions	71 713	71 182
Loans and advances to customers	38 734	43 081
Bonds and other fixed-income securities	279 430	236 298
Financial fixed assets	337	507
Formation costs and intangible assets	885	1 028
Tangible assets	1 155	1 967
Other assets	1 116	1 144
Deferrals and accruals	6 136	5 391
TOTAL ASSETS	432 837	368 539



1. CONSOLIDATED BALANCE SHEET AFTER DISTRIBUTION	2004	2003
LIABILITIES		
Debts to banks	14 401	15 310
Payable on demand	664	1 006
Other debts with fixed terms or periods of notice	13 737	14 304
Debts to customers	376 569	310 791
■ Savings accounts	179 050	152 277
■ Other debts	197 519	158 514
Liabilities represented by a security	7 856	11 183
Bonds and fixed-interest securities in circulation	7 856	11 183
Donas and nace interest securities in circulation	7 030	11103
Other debts	7 422	4 844
Deferrals and accruals	4 884	4 944
Deletials and accidals	4 004	4 744
Reserves, deferred taxes and deferred tax balances	625	1 610
Subordinated liabilities		297
CAPITAL AND RESERVES	21 062	19 217
Capital	15 315	15 288
■ Subscribed capital	15 315	15 288
Share premium	2 117	2 065
Reserves and result brought forward	3 630	1 864
MINORITY INTERESTS	40	242
Minority interests	18	343
TOTAL LIABILITIES	432 837	368 539



OFF-BALANCE-SHEET ITEMS	2004	2003
Potential liabilities	1 628	1 011
■ Guarantees instead of loans	293	550
Other guarantees	1 335	461
Commitments that may give rise to a risk	7 730	13 090
<ul> <li>Commitments due to cash purchases of securities or other values</li> </ul>	3 831	3 449
Available margin on confirmed credit lines	3 899	9 641
Values assigned to companies included in the consolidation	1 056 964	910 397
■ Safe-custody accounts and similar deposits	1 056 964	910 397



2. CONSOLIDATED INCOME STATEMENT	2004	2003
Interest received and similar income	13 848	13 239
including : from fixed-income securities	9 766	9 487
Interest paid and similar charges (-)	-6 305	-6 679
Income from variable-income securities	3	0
From participations and shares forming part of the fixed assets	3	0
Commissions received	12 229	11 005
Commissions paid (-)	-3 996	-3 809
Operating profit (loss (-))	1 763	1 809
From exchange and trade in securities and other financial instruments	1 442	1 059
From exercising investment securities	321	750
General administrative costs (-)	-7 488	-7 950
Remuneration, social security and pensions	4 025	4 097
Other administrative costs	3 463	3 853
Depreciation and reductions in value	-1 244	-1 697
on formation costs, on tangible and intangible fixed assets (-)		
Writebacks on reductions in value (reductions in value (-))	-39	-665
on receivables and writebacks on reserves (reserves(-)) for items		
"I. Potential liabilities" and "II. Commitments that can give		
rise to a credit risk" off-balance-sheet		
Uses and writebacks on reserves for risks		
and other costs than those envisaged by the items		
"I. Potential liabilities" and "II. Commitments that may give rise to a credit risk" off-balance-sheet		
Reserves for risks and costs other than those envisaged		
by the items "I. Potential liabilities" and		
"II. Commitments that can give rise to a credit risk" off-balance-sheet (-)		-11
Other operating income	1 968	3 045
Other operating costs (-)	-2 340	-2 812
Profit (loss (-) on ordinary activities before tax	8 399	5 475
for the consolidated companies		



	2004	2003
Extraordinary income	1 497	878
Writebacks on depreciation and reductions in value	3	
on intangible and tangible fixed assets	1 320	761
Added value on the realisation of fixed assets	88	6
Other extraordinary income	86	111
Extraordinary costs (-)	-1 353	-1 375
<ul> <li>Depreciation and reductions in value on formation costs,</li> </ul>		
and on intangible and tangible fixed assets		43
Reductions in value on financial fixed assets		145
Reserves for risks and extraordinary costs	52	168
Losses on realisation of fixed assets	15	16
Other extraordinary costs	1 286	1 003
Profit (Local.)) for the financial year before taxes	8 543	4 978
Profit (Loss(-)) for the financial year before taxes for the consolidated companies	6 343	47/0
Profit (Loss(-)) for the financial year before taxes		
for the consolidated companies. Bis.		
Deductions on deferred taxes and deferred tax balances	0	0
Taxes on result	2 794	782
Taxes (-)	2 794	1 222
Adjustment of income taxes and write-back of tax provisions	2771	- 440
Profit (Loss(-)) for the consolidated companies	5 749	4 196
Consolidated profit (Consolidated loss (-))	5 749	4 196
Minority interest in years (1/)	0	-21
Minority interest in result (+/-)	9	-21
Group interest in result (+/-)	5 740	4 217

Codes

(in thousands of euros)

10

05



## ENCLOSURES - BALANS AND CONSOLIDATED RESULTS

STATE OF ACCOUNTS RECEIVABLE ON LENDING INSTITUTIONS

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(neading in or the assets)			
A. Paraka and allaha a Para			
A. For the whole heading :		Dovid	Draviaus nariad
■ Debt on unconsolidated connected companies	010	Period	Previous period
Debt on other companies with whom there is a link by virtue of participating interests	020		
Debt on other companies with whom there is a link by virtue of participating interests	020		
		Period	Previous period
2. ■ Subordinated debt	030		
B. Other debts on lending institutions (future or notice)			
(heading III B. of the assets)			
		Period	Previous period
<ol> <li>■ Permissible refinancing instruments with the central bank of the country,</li> </ol>			
or countries, where the lending institution is based.	040		
		D. C. I	
2		Period	
2. ■ Breakdown according to remaining time period :	050	47.600	
up to 3 months	050	47 608	
<ul><li>between 3 months and 1 year</li></ul>	060 070	1 032	
• between 1 and 5 years			
over 5 years     for an undetermined length of time  STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS	080		
• over 5 years	080	05	10
over 5 years     for an undetermined length of time  STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS	080		
over 5 years     for an undetermined length of time  STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets)	080	05 Period	
over 5 years     for an undetermined length of time  STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets)	080 090 <b>Codes</b>		
over 5 years     of or an undetermined length of time  STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets)  1. ■ Debts on unconsolidated connected companies	080 090 <b>Codes</b>	Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. ■ Debts on unconsolidated connected companies ■ Debts on other companies with whom there is a link by virtue of participating interests	080 090 <b>Codes</b> 110 120		Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. ■ Debts on unconsolidated connected companies ■ Debts on other companies with whom there is a link by virtue of participating interests	080 090 <b>Codes</b>	Period	Previous perioc
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. ■ Debts on unconsolidated connected companies ■ Debts on other companies with whom there is a link by virtue of participating interests	080 090 <b>Codes</b> 110 120	Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. Debts on unconsolidated connected companies Debts on other companies with whom there is a link by virtue of participating interests 2. Subordinated debts	080 090 <b>Codes</b> 110 120	Period Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. Debts on unconsolidated connected companies Debts on other companies with whom there is a link by virtue of participating interests 2. Subordinated debts	080 090 <b>Codes</b> 110 120	Period Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. Debts on unconsolidated connected companies Debts on other companies with whom there is a link by virtue of participating interests 2. Subordinated debts 3. Permissible refinancing instruments with the central bank	080 090 <b>Codes</b> 110 120	Period Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. Debts on unconsolidated connected companies Debts on other companies with whom there is a link by virtue of participating interests 2. Subordinated debts 3. Permissible refinancing instruments with the central bank	080 090 <b>Codes</b> 110 120	Period Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. Debts on unconsolidated connected companies Debts on other companies with whom there is a link by virtue of participating interests 2. Subordinated debts 3. Permissible refinancing instruments with the central bank of the country, or countries, where the lending institution is based	080 090 <b>Codes</b> 110 120	Period Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. Debts on unconsolidated connected companies Debts on other companies with whom there is a link by virtue of participating interests 2. Subordinated debts 3. Permissible refinancing instruments with the central bank of the country, or countries, where the lending institution is based	080 090 <b>Codes</b> 110 120	Period Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. Debts on unconsolidated connected companies Debts on other companies with whom there is a link by virtue of participating interests 2. Subordinated debts 3. Permissible refinancing instruments with the central bank of the country, or countries, where the lending institution is based 4. Breakdown according to remaining time period:	080 090 <b>Codes</b> 110 120  130	Period Period Period	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) 1. Debts on unconsolidated connected companies Debts on other companies with whom there is a link by virtue of participating interests 2. Subordinated debts 3. Permissible refinancing instruments with the central bank of the country, or countries, where the lending institution is based 4. Breakdown according to remaining time period: <ul> <li>up to 3 months</li> </ul>	080 090 Codes  110 120  130  140	Period Period Period 2 686	Previous period
<ul> <li>over 5 years</li> <li>for an undetermined length of time</li> </ul> STATE OF ACCOUNTS RECEIVABLE ON CUSTOMERS (heading IV of the assets) <ol> <li>Debts on unconsolidated connected companies</li> <li>Debts on other companies with whom there is a link by virtue of participating interests</li> </ol> 2. Subordinated debts <ol> <li>Permissible refinancing instruments with the central bank of the country, or countries, where the lending institution is based</li> </ol> 4. Breakdown according to remaining time period: <ul> <li>up to 3 months</li> <li>between 3 months and 1 year</li> </ul>	080 090 110 120 130 140	Period Period Period 2 686 9 767	Previous period  Previous period  Previous period



STATE OF BONDS AND OTHER FIXED REVENUE SECURITIES	(in thousands		us ot euros)
(assets heading V)	Codes	05	10
		Period	Previous period
1. ■ Bonds and other securities issued by :			
<ul> <li>unconsolidated connected companies</li> </ul>	010		
• other companies with whom there is a link by virtue of participating interests	020		
		Period	Previous perioc
2. Bonds and securities representing subordinated debts	030		
		Belgium	Abroad
3. • Geographic breakdown of the following headings :		Deigium	Abroac
• V.A. public issuers	040	137 197	26 279
• V.B. other issuers	050	56 972	58 982
		Valeur comptable	Valeur de marché
4. ■ Ouotations and duration		valear companie	varear de marene
a) • Quoted securities	060	209 360	215 423
Non-quoted securities	070	70 070	
		Period	
b) Remaining time period of one year or more	080	65 858	
Remaining time period of more than one year	090	213 572	
		Period	
5.   Breakdown according to membership:			
a) • of the commercial portfolio	100	37 942	
b) • of the investment portfolio	110	241 488	
		Period	
6. ■ For the commercial portfolio :			
<ul> <li>positive difference between the higher market value and the acquisition value for bonds and securities evaluated at market value</li> </ul>	120		
if necessary, the positive difference between the higher market value	120		
and the book value for bonds and securities evaluated according			
to art. 35 ter § 2 paragraph 2 of the Royal Decree of 23/9/1992			
regarding annual accounts for lending institutions	130		
		Period	
7. ■ For the investment portfolio		renda	
<ul> <li>positive difference of all securities of which the redemption value</li> </ul>			
is higher than their book value	140	576	
<ul> <li>negative difference of all securities of which the redemption value</li> </ul>			

is less than their book value

150

7 768



BREAKDOWN OF THE BOOK VALUE OF THE INVESTMENT PORTFOLIO	(in thousands of euros)	
(continuation of heading V of the assets)	Codes	05
A. Acquisition cost		
		Period
1. ■ At the end of the previous period	010	199 351
2. Movements during the period:		
<ul><li>acquisitions</li></ul>	020	105 267
• sales (-)	030	60 012
<ul> <li>adjustments according to article 35 ter § 4 and 5 of the Royal Decree of 23/9/92</li> </ul>		
regarding annual accounts from § 4 and 5 of the Royal Decree of 23 September 1992	040	-3 118
• exchange differential (+/-)	050	
• other variations (+/-)	060	
2 = At the end of the paried	099	2/1 //0
3. At the end of the period	099	241 488
B. Transfers between portfolios		Perio
1. ■ Transfers :		
• from the investment portfolio to the commercial portfolio (-)	110	(
• from the commercial portfolio to the investment portfolio (+)	120	
2. ■ Impact on the result	130	
C. Amounts written down		Period
1. ■ At the end of the previous period	200	250
2. Movements during the period:		
• recorded	210	
• written back as superfluous (-)	220	(
• cancelled (-)	230	(
• transferred from one heading to another (+/-)	240	
• exchange differential (+/-)	250	
• other variations (+/-)	260	
3. ■ At the end of the period	299	(
		Period
D. Book value at the end of the period ( A) + B)1 C) )	399	241 488



#### STATE OF DEBTS TOWARDS LENDING INSTITUTIONS

#### (in thousands of euros)

(heading	I of the	liabilities)
(neaging	i or the	Hapilities

Codes	05	10

#### A. For the whole heading:

		Period	Previous period
■ Debts towards :			
<ul> <li>non consolidated connected companies</li> </ul>	010		
<ul> <li>other companies with whom there is a link by virtue of participating interests</li> </ul>	020		

# B. Breakdown of debts other than Sight debts, according to the time remaining (heading I.B. and C. of the liabilities)

		Period
• up to 3 months	110	10 000
<ul><li>between 3 months and 1 year</li></ul>	120	52
<ul><li>between 1 and 5 years</li></ul>	130	
• over 5 years	140	
• for an undetermined length of time	150	3 685

#### **STATE OF DEBTS TOWARDS CUSTOMERS**

(heading II of the liabilities)

		Period	Previous period
<ol> <li>■ Debts towards :</li> </ol>			
<ul> <li>unconsolidated connected companies</li> </ul>	210		
<ul> <li>other companies with whom there is a link by virtue of participating interests</li> </ul>	220		

		Period
2. Geographic breakdown of the debts towards:		
Belgium	310	323 804
foreign countries	320	52 765

		Period
3.   Breakdown according to remaining time period:		
at sight	410	187 763
• up to 3 months	420	411
<ul><li>between 3 months and 1 year</li></ul>	430	1 044
<ul><li>between 1 and 5 years</li></ul>	440	
• over 5 years	450	
• for an undetermined length of time	460	187 351



#### STATE OF DEBTS REPRESENTED BY A SECURITY

#### (in thousands of euros)

(hoading	III of the	liabilities)	
(neading	III of the	· Habilities)	

Codes	5 10
-------	------

		Period	Previous period
1. ■ Debts that the lending institution			
considers to be debts towards:			
<ul> <li>unconsolidated connected companies</li> </ul>	010		
<ul> <li>other companies with whom there is a link by virtue of participating interests</li> </ul>	020		

		Period
2. Breakdown according to remaining time period :		
• up to 3 months	110	
<ul><li>between 3 months and 1 year</li></ul>	120	289
• between 1 and 5 years	130	2 154
• over 5 years	140	533
• for an undetermined length of time	150	4 880

### STATE OF THE SUBORDINATED DEBTS

#### (in thousands of euros)

(heading VIII of the liabilities)	Codes	05	10	

#### A. For the entire heading

		Period	Previous period
■ Debts :			
<ul> <li>of the consolidating lending institution</li> </ul>	210	0	297
• from other companies included in the consolidation	220		

#### B. For the entire heading

		Period	Previous period
■ Debts towards :			
<ul> <li>non consolidated connected companies</li> </ul>	100		
<ul> <li>other companies with whom there is a link by virtue of participating interests</li> </ul>	110	0	0

		Period	
C. Charges related to subordinated debts	200	3	

Codes écarts positifs

écarts négatifs



## ENCLOSURES - BALANS AND CONSOLIDATED RESULTS

#### (in thousands of euros) STATE OF RESERVES AND OF THE RESULT CARRIED FORWARD (heading XII of the liabilities) Codes Period 010 1 864 ■ At the end of the previous period ■ Movements during the period : 020 5 740 group results announced dividends 030 -3 974 other 040 0 3 630 At the end of the period 099

#### **CONSOLIDATION DIFFERENCES AND EQUITY METHOD**

Α	Canca	lidation	differences	
Δ.	conso	IIdation	ditterences	ì

■ Net book value at the end of the previous period	100	0		
■ Movements during the period :				
<ul> <li>changes due to a percentage increase in the shareholding</li> </ul>	110			
<ul> <li>changes due to a percentage decrease in the shareholding (-)</li> </ul>	120	( )	(	
<ul><li>amortisation</li></ul>	130			
<ul><li>differences brought to the result (art. 52 § 2 Royal Decree of 06.03.90)</li></ul>	140			
• other changes	150			
	'			
■ Movement sub-total	199			
■ Net book value at the end of the period	200	0		

#### **B. Equity method differences**

■ Net book value at the end of the previous period	300			
■ Movements during the period :				
<ul> <li>changes due to a percentage increase in the shareholding</li> </ul>	310			
<ul> <li>changes due to a percentage decrease in the shareholding (-)</li> </ul>	320	( )	(	)
<ul><li>amortisation</li></ul>	330			
<ul> <li>differences brought to the result (art. 52 § 2 Royal Decree of 06.03.90)</li> </ul>	340			
<ul><li>other changes</li></ul>	350			
■ Movement sub-total	399			
■ Net book value at the end of the period	400			



# ANNUAL ACCOUNTS OF KEYTRADE BANK (€000)

. BALANCE SHEET AFTER DISTRIBUTION	2004	2003
SSETS		
ash, balances with central banks and post and giro accounts	439	446
reasury bill that can be refinanced at the central bank	32 884	7 374
eceivables from credit institutions	43 346	47 074
■ Payable on demand	19 750	29 226
Other receivables (fixed-term or with notice)	23 596	17 848
oans and advances to customers	36 452	39 743
onds and other fixed-income securities	279 430	236 298
■ Issued by the treasury	163 476	105 190
Other issuers	115 954	131 108
inancial assets	989	1 655
■ Participating interests in associated companies	652	1 300
Participating interests in other companies with which there is an association	109	109
Other shares and financial assets	8	8
Subordinated receivables from associated companies and other companies with which there is an association	220	238
ormation costs and intangible fixed assets	875	972
angible assets	809	1 053
ther assets	712	698
eferrals and accruals	5 580	4 844
OTAL ASSETS	401 516	340 157
	101510	310137



1. BALANCE SHEET AFTER DISTRIBUTION	2004	2003
LIABILITIES		
Debts to banks	14 654	15 532
Payable on demand	865	1 195
Other debts with fixed terms or periods of notice	13 789	14 337
Debts to customers	347 816	285 139
Savings accounts	179 050	152 277
Other debts	168 766	132 862
Liabilities represented by a security	7 856	11 184
■ Circulating bonds	7 856	11 184
Other debts	6 869	3 480
Deferrals and accruals	4 733	4 805
Reserves for risks and costs	253	1 204
		1 384
<ul><li>1. Pensions and similar obligations</li><li>3. Other risks and costs</li></ul>	34 219	33 1 3 5 1
3. Other risks and costs	219	1331
Subordinated liabilities	0	297
CAPITAL AND RESERVES	19 335	18 336
Capital	15 315	15 288
Subscribed capital	15 3 15	15 288
	13 3 13	15 200
Primes d'émission	2 117	2 065
Reserves	1 194	950
■ Statutory reserves	860	616
■ Tax-free reserves	51	51
■ Available reserves	283	283
Profit (Loss (-)) brought forward	709	33
-		
TOTAL LIABILITIES	401 516	340 157



OFF-BALANCE-SHEET ITEMS	2004	2003
Potential liabilities	1 628	1 011
<ul><li>Guarantees instead of loans</li></ul>	293	550
Other guarantees	1 335	461
Commitments that may give rise to a credit risk	7 730	13 090
<ul><li>Commitments due to cash purchases of securities or other values</li></ul>	3 831	3 449
Available margin on confirmed credit lines	3 899	9 641
Securities at bank	1 027 327	890 320



2. PROFIT AND LOSS ACCOUNT	2004	2003
Interest received and similar income	12 052	11 969
including: fixed-income securities	9 785	9 488
Interest paid and similar charges (-)	-5 958	-6 620
Income from variable-income securities	3	56
From participating interests in associated companies	0	49
From other shares and company participations constituting financial assets	3	7
Commissions received	11 392	9 756
Commissions paid (-)	-3 573	-3 320
Profit (Loss(-)) deriving from financial operations	1 660	1 761
From exchange and trade in securities and other financial instruments	1 3 3 9	1 011
From the realisation of securities	321	750
General administrative costs (-)	-6 498	-6 888
Remuneration, social security and pensions	3 416	3 404
Other administrative costs	3 082	3 484
Depreciation and reductions in value (-) on formation costs, on tangible and intangible fixed assets	-922	-1 094
Writebacks on reductions in value (reductions in value (-)) on receivables and writebacks on reserves (reserves (-)) for the items "I. Potential liabilities" and "II. Commitments that may give rise to an off-balance-sheet credit risk"	-31	-339
Uses and writebacks on reserves for risks and other costs than those envisaged by the items "I. Potential liabilities" and "II. Commitments that may give rise to an off-balance-sheet credit risk"	0	0
Other operating income	731	1 433
Other operating costs (-)	-1 480	-1 625
Profit (loss (-)) on ordinary activities before tax	7 376	5 089



2. PROFIT AND LOSS ACCOUNT	2004	2003
Extraordinary income	1 889	862
Added value on the realisation of fixed assets	1 813	756
Other extraordinary income	6	5
Resumption reserves for risks and extraordinary costs	70	101
Extraordinary costs (-)	-1 906	-1 289
<ul><li>Reductions in value on financial fixed assets</li></ul>	0	145
Reserves for risks and extraordinary costs	52	168
<ul> <li>Depreciation for extraordinary liabilities and charges</li> </ul>	573	16
Other extraordinary costs	1 281	960
Profit (Loss(-)) for the financial year before taxes	7 359	4 662
Taxes on result	2 467	664
■ Taxes (-)	-2 467	-1 101
Regularization of taxes and fiscal writebacks on reserves	0	437
Profit (Loss(-)) for the financial year	4 892	3 998
Profit (Loss(-)) for the financial year to be appropriated	4 892	3 998



APPROPRIATIONS AND DEDUCTIONS	2004	2003
Profit (Loss(-)) to be appropriated	4 925	1 550
Profit (Loss(-)) for the financial year to be appropriated	4 892	3 998
Profit (Loss (-)) brought forward from previous financial year	33	-2 448
Appropriations to capital and reserves (-)	-245	-78
to the legal reserve	245	78
Profit and loss account carried forwards	707	33
Profit to be carried forward (-)	-707	-33
Profit to be distributed (-)	-3 973	-1 439
Cash dividend to be paid (a)	3 973	1 439

(a) only in the limited companies according to Belgian law



# ENCLOSURES - ANNUAL ACCOUNTS

Breakdown of the book value of the investment portfolio :	(in thousands of euros)	
	Codes	05
A. Acquisition cost		
		period
■ At the end of the previous period	010	199 351
■ Movements during the period :		
<ul><li>acquisitions</li></ul>	020	105 267
• sales (-)	030	( 60 012)
• adjustments according to article 35 ter §4 and 5 (+/-)	040	-3 118
■ At the end of the period	099	241 488
3. Transfers between portfolios		
s. Transfers between portionos		period
. ■ Transfers :		
<ul> <li>from the investment portfolio to the commercial portfolio (-)</li> </ul>	110	(
• from the commercial portfolio to the investment portfolio (+)	120	
2. ■ Impact on the result	130	
Amounts written down		period
■ At the end of the previous period	200	0
Movements during the period :		
• recorded	210	
• written-back as superfluous (-)	220	(
• cancelled (-)	230	(
• transferred from one heading to another (+/-)	240	
■ At the end of the period	299	0
		period
D. Book value at the end of the period(A)+ B)1 C))	399	241 488



# ENCLOSURES - ANNUAL ACCOUNTS

PERFORMANCE OF LONG-TERM INVESTMENT	rs	(in thousands of euros)			
(heading VII of the assets)	Codes	05	10	15	20
A.1. BREAKDOWN OF HEADINGS					
VII A,B,C OF THE ASSETS		credit inst	itutions	other	
A. Economic sector					
of the following headings :		D I		5	
		Period	Previous period	Period	Previous period
a. Long-term intercorporate investment	040			452	4 200
in connected companies	010			652	1 300
b. Long-term intercorporate investment					
in companies where a link exists by virtue					
of participating interests	020			109	109
c. Other stocks and shares making up					
the long-term investments	030			8	8
B. Quotation :					
			quoted	non-quoted	
a. Long-term intercorporate investment					
in connected companies	040			652	
b. Long-term intercorporate investment in					
companies where a link exists by virtue					
of participating interests	050			109	
c. Other stocks and shares making up					
the long-term investments	060			8	



	Codes Companies					
A.2. BREAKDOWN OF THE BOOK VALUE AT THE END OF THE PERIOD FOR HEADINGS VII.A, B AND C OF THE ASSETS:  A. Acquisition cost:		connected (VII.A.)	with links by virtue of participating interests (VII.B.)	other (VII.C.)		
■ At the end of the previous period	100	1 793	255			
■ Movements during the period :						
<ul><li>acquisitions</li></ul>	110	0				
• sales and disposals (-)	120		( )	(		
• transfers from one heading to another (+/-)	130	,	,	(		
■ At the end of the period	199	652	255			
At the end of the previous period	200	0	482			
The die cita of the previous period	200	•	102	<u> </u>		
■ Movements during the period :						
<ul><li>recorded</li></ul>	210					
<ul><li>acquired from third parties</li></ul>	220					
• cancelled (-)	230	( )	( )	(		
• transferred from one heading to another (+/-)	240					
■ At the end of the period	299	0	482			
. Amount written down :						
At the end of the previous period	300	493	628			
■ Movements during the period :						
<ul><li>recorded</li></ul>	310	0	0			
<ul><li>written-back as superfluous (-)</li></ul>	320	( )	( )	(		
<ul> <li>acquired from third parties</li> </ul>	330					
• cancelled (-)	340	( 493 )	( )	(		
• transferred from one heading to another (+/-)	350					
■ At the end of the period	399	0	628			
. Net book value at the end						



# LIST OF COMPANIES IN WHOM THE LENDING INSTITUTION HOLDS A LONG-TERM INTERCORPORATE INVESTMENT

The following is a list of companies in which the lending institution holds a long-term intercorporate investment, with regard to the Royal Decree of September 1992, as well as other companies with whom the lending institution holds company rights representing at least 10 % of the subscribed capital.

	Company rights			Information taken from the latest available annual accounts				
Name, registered office, VAT No or NAT. ID. No		Directly		through subsidiaries	Annual accounts as at (DD/MM/YYYY)	Currency units	Net Assets	Net results
	Туре	Nombre	%	%			(+) or (-)	(+) or (-)
RealLease s.a.BE437.695.375		1940	97		31/12/04	EUR	607	308
Keytrade Insurance s.a. BE427.2	276.684.	144	99,31		31/12/04	EUR	211	29
Keytrade Luxembourg		2994	99,98		31/12/04	EUR	1580	361
View Trade Holding		3851	19,90		31/12/04	\$	745	253

Codes

Codes



# ENCLOSURES - ANNUAL ACCOUNTS

# ADJUSTMENT ACCOUNTS (heading V of the liabilities)

# (in thousands of euros)

05

		period
1. ■ Charges to be applied	010	4 729
2. ■ Proceeds to carry forward	020	4

# **PROVISIONS FOR OTHER RISKS AND CHARGES**

(heading VI. A. 3 of the liabilities)

# (in thousands of euros)

05

		period
1.   Breakdown of this heading if it represents a significant amount		
Provision on customer	110	14
Provision for redundancies - pension	120	45
Provision on customer	130	11
Provision Varde Bank	140	101
Miscellaneous	150	82

# **STATE OF SUBORDINATED DEBTS**

# (in thousands of euros)

(heading VIII of the liabilities) Codes 05

# A. For the entire heading

		Period	Previous period
■ Debts to :			
<ul> <li>connected companies</li> </ul>	210		0
<ul> <li>other companies, with whom there is a link by virtue of participating interests</li> </ul>	220	0	297

#### B.

		period
■ Charges related to subordinated debts	310	3



# STATE OF ANY LIABILITIES AND COMMITMENTS THAT MAY GIVE RISE TO CREDIT RISK

(in thousands of euros)

(headings I and II of the off-balance-sheet)

Codes 05 10

# A. For the whole heading:

		Period	Previous period
■ Total amount of any liabilities on account of connected companies	010		
■ Total amount of possible liabilities for other companies with whom			
there is a link by virtue of participating interests	020		
■ Total amount of the commitments to connected companies	030		
■ Total amount of the commitments to other companies with whom			
there is a link by virtue of participating interests	040		

# **INFORMATION REGARDING OPERATING INCOME**

(headings I to XV of the profit-and-loss account)

Codes 05 10

# A.

		Period	Previous period
1. ■ Workers listed in the personnel registry :			
a. • Total number of people registered on the closing date	110	56	54,20
b. • Average number of people registered as equivalent to full-time	120	58,40	
c. Actual number of hours worked	130	86 639,30	107 594,40

1. ■ bis. Temporary workers and staff made available to the company :		
a. • Total number at the closing date	200	
b. • Average number of people working the equivalent of full-time	201	
c. • Actual number of hours worked	202	
d. • Costs linked to this category of staff	203	

2. ■ Staff costs :			
a. • Direct payments and social advantages	210	2 456	2 387
b. • Employer's social security contributions	220	737	822
c. • Employer bonuses for extralegal insurance	230	56	59
d. • Other staff costs	240	156	136
e. • Pensions	250	11	0

3. ■ Provisions for pensions :				
a. • Endowments (+)	310			
b. • Uses and write-backs (-)	320	( 0)	(	0)



# (in thousands of euros)

(	odes	05	10
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# B.

		Period	Previous period
1. ■ Other operating proceeds:			
Breakdown of heading XIV of the profit-and-loss account,			
if this represents a significant amount			
• intangible production	410	365	630
• re-invoicing costs	420	102	276
• other	430	264	527

2. • Other operating expenses :			
(heading XV of the profit-and-loss account)			
<ul><li>levies and taxes</li></ul>	510	163	174
<ul> <li>other operating expenses</li> </ul>	520	1 317	1 451
Breakdown of other operating expenses if this heading			
represents a significant amount			
<ul><li>admin payments</li></ul>	610	1 096	1 281
<ul><li>foreign trips - fuel - representation</li></ul>	620	93	137
<ul><li>miscellaneous</li></ul>	630	128	33

# C.

		Period	Previous period
Operating income as regards connected companies:			
<ul><li>proceeds</li></ul>	710		
• charges	720		



OPERATING INCOME	(ir	(in thousands of euros)		
(heading III of the assets)	Codes	05		
Α.				
		period		
■ Capital gains made on the sale of fixed assets to connected companies	010			
■ Losses made on the sale of fixed assets to connected companies	020			
B. Other exceptional proceeds: (heading XVII. E. of the profit-and-loss account)				
■ Breakdown of this heading, if it represents a significant amount		period		
Reclaim write-downs on RAM	110	493		
Reclaim provision clients disputes	120	800		
Reclaim provision dispute Euronext-AND	130	427		
Reclaim provision layoff	140	34		
Various (capital gains on sale of assets,)	150	135		
Other exceptional expenses : (heading XVIII. E. of the profit-and-loss account)		period		
■ Breakdown of this heading, if it represents a significant amount				
Write-downs on RAM	210	490		
<ul> <li>Capital loss on sale of Iris Security Luxembourg</li> </ul>	220	77		
<ul> <li>Definitive loss clients disputes</li> </ul>	230	764		
Case Euronext-AND	240	427		
Breach of Siemens contract	250	23		

# TAXES ON PROFIT OR LOSS

Various (layoffs, disputes, ...)

	Codes	05
A. Breakdown of heading XX.A. of the profit-and-loss account		
		period
1. ■ Taxes on profit and loss for the period		
a. • Taxes and deductions owed or paid	310	2 467
b. • Surpluses and payments of taxes or discounts brought to the assets	320	
c. • Additional estimated tax liabilities	330	
2. ■ Income tax previous fiscal years		
a. • Additional taxes paid	410	
b. • Estimated additional taxes (brought to heading IV. B. of the liabilities)		
as regards tax liabilities	420	48

260

125



# SUMMARY OF THE EVALUATION RULES

The annual accounts are settled based on the rules laid down in the Royal Decree of 23 September 1992. Their application can be summarised as follows:

#### **ASSETS**

- I. Cash, credits to the central banks and to post office checking account offices.
- III. Receivables on the lending institutions.
- IV Receivables on customers
- The amount of funds made available, with deductions made for any redemptions, and increased by any interest accrued, by bonuses and expenses due.
- Government securities permitted for refinancing with the central bank.
- Bonds and other securities at a fixed income.

The constituent values of the investment portfolio are posted at their original acquisition cost, excluding incidental costs. They are re-estimated at the time of settlement, on the basis of their actuarial yield calculated at the time of purchasing, while taking into account their redemption value, the difference being included in the result.

- VI. Stocks, shares and other securities at variable income.
- VII. Long-term investments investments and stocks.

Without prejudice to any decrease in value, these values are assessed at their cost price, excluding incidental costs.

- VII. Long-term investments Receivables.
  - The amount of funds made available.
- VIII. Preliminary expenses and intangible assets.

Costs of this nature are taken into consideration when they are revealed, with the exception, however, of software purchased from third parties and intangible productions. They are carried over to the assets at its cost price, excluding incidental costs.

<ul> <li>fixed asset- own construction</li> </ul>	33%
software - licences	10-33 %
Goodwil	20%

# IX. Tangible fixed assets.

These are carried on to the balance sheet at their cost price. They are subject to straight-line depreciation. For the assets acquired starting Januray 1st 2003, the method 'prorata temporis' is applied.

The second of th	
<ul><li>Furniture</li></ul>	10-33%
<ul> <li>Office equipment</li> </ul>	10-20%
<ul> <li>IT equipment</li> </ul>	33%
<ul> <li>Rolling material</li> </ul>	20-33%
<ul> <li>Leasing</li> </ul>	following reimbursed capital
Other tangible fixed assets	10-12 5%

#### LIABILITIES

- Debts to lending institutions.
- Debts to customers.

The amount of funds made available, subject to any redemption deductions.

III. Debts represented by a security.

The total amount of cash vouchers in circulation at the issuing cost.

IV. Other debts.

The nominal value, if deemed necessary, subject to any redemption deductions.

### **ADJUSTMENT ACCOUNTS**

All considerations for proceeds or charges incurred but not due are adjusted on a pro rata temporis basis, without compensation in asset or liability adjustment accounts, depending on the case in hand.

#### **FOREIGN EXCHANGE CONVERSION**

Foreign currency transactions are posted at the exchange rate in force at the time of the transaction. Upon settlement, the currencies in account are re-estimated at the average rate in force on the date of settlement. Differences arising from this re-estimation are included in the result.

### **AMOUNTS WRITTEN DOWN**

- Stocks and other ownership rights held will be subject to a write-down in the case of a permanent decline in value justified by the situation, by the earning capacity or by the prospects of the relevant company.
   Risks of not recovering receivables are dealt with by the introduction of individually-estimated write-downs, taking into account the debtor's objective
- situation and the estimated cost of producing or performing the guarantees.
- Amount write-down for country risks: N/A.
- Réduction de valeur pour risques pays : sans objet.

#### REMARK

■ On December 31st 2003 a correction was made on "Capital and Reserves": the amount of € 2 065, mistakenly booked under "Unavailable Reserves", was transferred to "Share Premium".





# 1. REPORT BY THE JOINT AUDITORS ON THE CONSOLIDATED ACCOUNTS FOR THE PERIOD CLOSED ON 31 DECEMBER 2004, AS PRESENTED BEFORE THE GENERAL SHAREHOLDERS' MEETING OF KEYTRADE BANK S.A-N.V

In accordance with the legal and statutory provisions, we have the honour of presenting this report on the performance of the auditing assignment entrusted to us.

We proceeded with the audit of the consolidated accounts drawn up under the responsibility of the company Board of Directors with regard to the period ending on 31 December 2004, whose total balance sheet reached  $\leqslant$  432 837(000) and whose profit and loss account balances out with a consolidated profit of  $\leqslant$  5 749 (000) for the whole period. We also carried out checks on the consolidated management analysis report.

that this work provides a reasonable basis for giving our opinion. In our opinion, the consolidated accounts ending on 31 December 2004 give a reliable image of the assets, the financial situation and the results of the consolidated overall accounts, in accordance with the legal and regulatory provisions applicable in Belgium, and the information given in the notes is sufficient.

## Unconditional attestion on the consolidated accounts

Our checks were carried out in accordance with Belgian auditing standards, as published by the Institute of Corporate Auditors (Institut des Reviseurs d'Entreprises). The professional standards require our audit to be set up and performed in such a way as to gain a reasonable assurance that the consolidated accounts do not include any significant inaccuracy, in accordance with the legal and regulatory provisions applicable in Belgium.

In accordance with these standards, we have taken into account the organisation of all consolidated accounts as regards administration and accounting principles, as well as internal monitoring provisions. We have been given all explanations and information required to carry out our checks. We have studied the evidence for amounts appearing in the consolidated accounts through the use of samples. We have assessed the validity of the evaluation rules, the consolidation rules and the major accounts estimates made by the company, as well as the presentation of the consolidated accounts in their entirety. We believe

# Additional attestation

We complete our report with the following additional attestation, which is not intended to change the bearing of the attestation on the consolidated accounts:

 The consolidated management analysis report holds all information required by law and tallies with the consolidated accounts.

27th of April 2005

Joint Auditors,
Deloitte & Touche
Corporate Auditor SC s.f.d. SCRL
Represented by
Philip Maeyaert

André Clybouw



# 2. Joint Auditors' report on the annual accounts for the period ending on 31 December 2004 as presented before the general shareholders' meeting of Keytrade Bank s.a-n.v.

In accordance with the legal and statutory provisions, we have the honour of presenting this report on the performance of the auditing assignment entrusted to us.

We proceeded with the audit of the annual accounts drawn up under the responsibility of the company Board of Directors with regard to the period ending on 31 December 2004, whose total balance sheet reached  $\leqslant$  401 516 (000) and whose profit and loss account balances out with a profit of  $\leqslant$  4 892 (000) for the whole period. We also carried out the specific additional checks required by law.

### Unconditional attestation on the annual accounts

Our checks were carried out in accordance with Belgian auditing standards, as published by the Institute of Corporate Auditors (Institut des Reviseurs d'Entreprises). The professional standards require our audit to be set up and performed in such a way as to gain a reasonable assurance that the annual accounts do not include any significant inaccuracy, in accordance with the legal and regulatory provisions applicable on annual accounts in Belgium.

In accordance with these standards, we have taken into account the organisation of the company as regards administration and accounting principles, as well as internal monitoring provisions. The people in charge of the company gave clear explanations and information following our requests. We have studied the evidence for amounts appearing in the annual accounts through the use of samples. We have assessed the validity of the evaluation rules, the consolidation rules and the major accounts estimates made by the company, as well as the presentation of the annual accounts in their entirety. We believe that this work provides a reasonable basis for giving our opinion.

In our opinion, the annual accounts ending on 31 December 2004 give a reliable image of the assets, the financial situation and the company results, in accordance with the legal and regulatory provisions applicable in Belgium, and the information given in the notes is sufficient.

### **Additional attestations**

We complete our report with the following additional attestations, which are not intended to change the bearing of the attestation on the annual accounts:

- The management analysis report holds all information required by law and tallies with the annual accounts.
- Without prejudice to minor formal aspects, the books are kept and the annual accounts are drawn up in accordance with the legal and regulatory provisions applicable in Belgium.
- There is no transaction or decision made that you should be aware of that infringes the corporate by-laws or company code.
- The allocation of the results put forward to the general meeting is consistent with the legal and statutory provisions.

27th of April 2005

Joint Auditors,
Deloitte & Touche
Corporate Auditor SC s.f.d. SCRL
Represented by
Philip Maeyaert

André Clybouw





# Management report proposed by the board of Directors to the Annual General Meeting of shareholders of 10 may 2005

We are pleased to present the management report to you for the financial year 31 December 2004, in accordance with article 95 of the Company Code as well as the consolidated management report closed at 31 December 2004 in accordance with article 119 of the Company Code.

# 1.Management report on the corporate financial statements

2004 was a satisfactory year for the global economy. In many countries particularly the United States and in Asia economic growth generally exceeded analysts' forecasts.

Despite the attacks on Madrid and the increase in violence in the Middle East, we can say that confidence has not been shaken in the long term.

We have seen strong growth in rates in the first quarter followed by calmer following 2 quarters. The end of the year happily was more active on the financial markets bringing an increase in volumes traded.

- 2004 was again marked by a series of technological innovations.
  - We put the margin accounts on line which meant awarding a credit line to our customers in line with the value of their portfolio.
  - We developed version 5 of our secure site.
  - We fine-tuned our ideas centre a highly sophisticated tool to help investment decisions.
- Other innovations have been introduced with the possibility of connecting to the secure site with an electronic identity card as well as the possibility of issuing options on the American markets.
- The total of operating income for the bank amounted to € 19 930 000, an increase of 6,47% compared to the previous year.
- The banking margin rose by 14% to € 6 074 000 reflecting the growth in clients deposits in savings accounts and current accounts despite the low rates.
- Because of her activities, the company uses financial instruments in it's dialy management. The goal of the use of these instruments is to optimize the matching of the assets and the liabilities of the company. The conservative use of these instruments comforts our apreciation of the exposure to risks of price fluctuations, interest rate, liquidity and treasury.

- On-line brokerage fees & other revenues consisted of  $\leq$  8 233 000 in broking being an increase of 14% and  $\leq$  5 521 000 of others.
- The Board of Directors considers that in trying to be realistic about the economy and following the policy applied in the previous years a sum of € 365 000 should be allocated to research and development costs.
- Operating costs reduced dramatically by 12% and within an expanding business environment. This fall could in part be attributed to a favourable trend in depreciations on clients (€ 410 000). On the other hand the continued policy of strict cost management and another look at internal procedures have also greatly contributed to this large reduction in charges.
- The increase in income and the reduction in costs have enabled the company to realise a net profit of  $\leq$  4 892 000. The company is now subject to a full tax regime.
- Additional fees for the mandate have been paid to our auditors.
  - For Deloitte&Touche this additional amount is € 10 050 excluding VAT for the organisation report 2004 (€ 6 300 ex VAT) and for the report on the transfer to the IFRS standard (€ 3 750 ex VAT).
  - For Clybouw: nothing
- No significant event after the closure of the financial year 2004 has been reported.
- There are no significant disputes to be noted.



# Management report proposed by the Board of Directors to the Annual General Meeting of shareholders

# 2. Management report on the consolidated accounts

- The total group operating income amounted to € 23,5 million.
- The parent company contributed for an amount to  $\leq$  21,2 million, being  $\leq$  7.5 million of banking margin and  $\leq$  13,7 million of fees and other revenues.
- The operating income of RealLease amounted to  $\leq$  1,2 million. The company contributed for  $\leq$  308 000 to the net results of the group.
- Keytrade Luxembourg ended the year with an operating income of  $\in$  1 007 000 and contributed for  $\in$  361 000 to the net results of the group.
- The contribution of the subsidiary Keytrade Insurance to the group operation income was marginal.
- The operating costs amounted to € 15,1 million, which was 12% less than last year. This decrease can be explained by the deconsolidation of Iris Securities Luxembourg (impact: € 337 000) and a favourable evolution of the depreciations on clients (impact: € -410 000). The implementation of a rigorous cost reduction policy, combined with the control of internal processes largely contributed to a strong reduction of the charges.
- The operating profit amounted to € 8,4 million.
- The extraordinary result amounted to  $\le$  144 000. It is constituted by the capital gain on the sale of the stake in Iris Securities Luxembourg ( $\le$  82 000), a recovery payment from Euronext in the litigation AND ( $\le$  45 000) and a capital gain on the sale of fixed assets ( $\le$  16 000).

- The consolidated net result amounted to € 5 749 000.
- The group's shareholders equity amounted to  $\leq$  21,1 million after allocation of profits.
- The Cooke ratio was in excess of 13,67%.
- The Board of Dierctors decided to attribute a gross dividend of € 1,13 per share.
- The cost/income ratio stood at 63,93%.
- The return on equity is 28,5%.
- These ratios reflect the good health and solidity of the company. As the bank has a well-defined credit activity, she maintains a low risk profile. The global holdings of the clients amounts to € 1,7 billion.
- The consolidation has known only a minor change in the transfer of our 50% participation in Iris Securities Luxembourg. This transfer had only a minor influence on the consolidated results.
- No significant event after the closure of the financial year 2004 has been reported.
- There are no significant disputes to be noted.

The Board of Directors





Keytrade Bank nv-sa

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