



Socially responsible banking 1Q 2020



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Index







CaixaBank Group at a glance⁽¹⁾



Customers (M)	15.5
Preferred bank-Spain ⁽²⁾ (%)	24.4%
Digital clients-Spain ⁽³⁾ /total (%)	62.9%
Branches ⁽⁴⁾	4,515
Balance sheet ⁽⁵⁾ (€ Bn)	416.4



Rote (TTM)	5.4%/8.5% adj. ⁽⁷⁾			
1Q20 Net profit (€ M)	90			
Core revenues 1Q20 ⁽⁸⁾	+0.9% yoy			
Core C/I (TTM)	57.0%			
CoR (TTM)	0.31%			





NPL coverage ratio	58%
Liquid assets (€ Bn)	96
LCR eop	234%
CET1/Total capital ⁽⁹⁾ (%)	12.0%/15.8%
Long Term Ratings ⁽¹⁰⁾	Baa1/BBB+/BBB+/A



A responsible bank with solid heritage and values

- Included in leading sustainability indices⁽¹¹⁾
- Highly-rated brand: based on trust and excellence in quality of service
- MicroBank: Spanish and European reference in micro-credit
- Over 115-year history, with deeply rooted values: quality, trust and social commitment

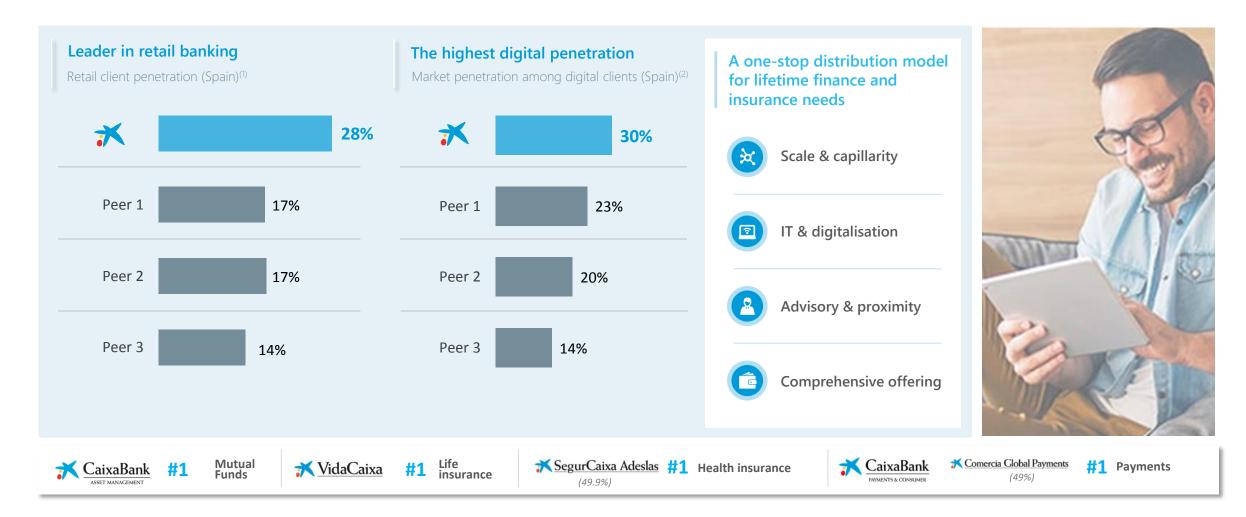




(1) Figures as of 31 March 2020 and referring to CaixaBank Group, unless otherwise noted. (2) Market penetration-primary bank among retail clients in Spain aged 18 or above. Source: FRS Inmark 2019. (3) Individual customers aged 20-74 years old with at least one transaction in the last 12 months. (4) # of branches in Spain and Portugal, of which 3,846 are retail branches in Spain. (5) #2 bank by total assets in Spain (based on public information as of March 2020). (6) Core revenues (NII, net fees, insurance revenues) minus recurrent operating expenses. (7) RoTE excluding restructuring charges. (8) NII, net fees, life-risk insurance premia and equity accounted income from SegurCaixa Adeslas and other BPI bancassurance stakes. (9) Including shift to transitional IFRS9. Subject to final approval from ECB. (10) Moody's, Standard&Poor's, Fitch, DBRS. (11) Including among others: MSCI Global Sustainability, DJSI, FTSE4Good, Ethibel Sustainability Index (ESI), STOXX® Global ESG Leaders, CDP A-List.



The "bank of choice" for Spanish retail customers

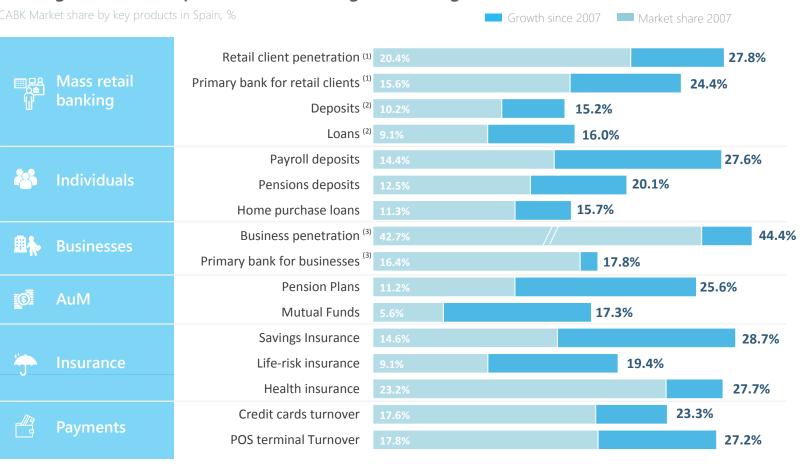


- (1) Retail clients in Spain aged 18 or above. Peer group includes: Banco Santander (including Popular), BBVA, Bankia. Source: FRS Inmark 2019.
- (2) 12 month average, latest available data as of December 2019. CaixaBank ex BPI; peer group includes: Banco Sabadell, Banco Santander, BBVA. Source: Comscore.



Our leading market position generates valuable network effects

Leading franchise in Spanish retail banking with strong market shares across the board



27.8%

#1 Retail client penetration⁽¹⁾ (Spain)

#1 Primary bank for retail clients⁽¹⁾ (Spain)

2020

Best Bank in Spain

Customer loyalty and satisfaction lead to sustained growth in market shares

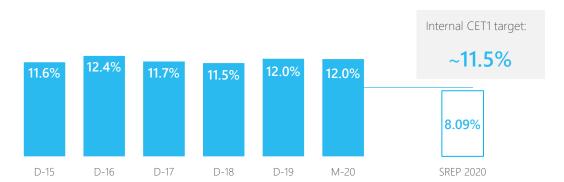
⁽¹⁾ Spanish customers older than 18 years of age. Source: FRS Inmark 2019. (2) Deposit included demand and time deposits and loan data to the other resident sectors as per Bank of Spain data. (3) Businesses: firms with turnover €1M-€100M. Latest data for 2019; initial data for 2008 (bi-annual survey). Source: FRS Inmark survey.



Facing the COVID crisis from a reinforced position of strength

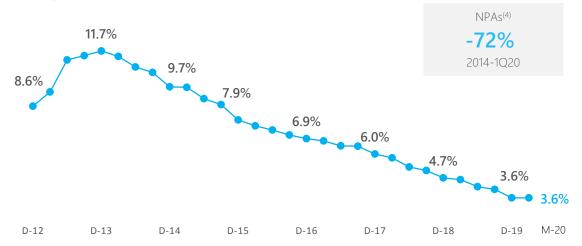
Solid CET1 with ample buffer over requirements and internal target

CET1 Basel III, In % of RWAs⁽¹⁾



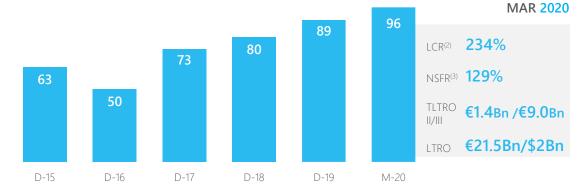
NPL ratio at historic lows

NPL ratio, in %



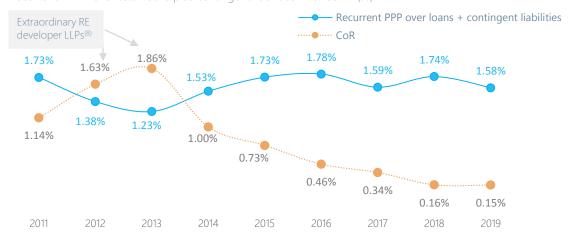
Record-high liquidity

Liquid assets (end of period), in €Bn



Resilient pre-provision profit with high capacity to absorb CoR

Recurrent PPP⁽⁵⁾ over total loans plus contingent liabilities⁽⁶⁾ vs. CoR⁽⁷⁾ (%)



⁽¹⁾ March 2020 ratio including shift to transitional IFRS9. Subject to final approval from ECB. YE19 ratio as reported before dividend adjustment announced in March. Fully loaded until 2018. (2) End of period. (3) End of period. Best estimate according to the new CRR criteria (Regulation (EU) 2019/876 of 20 May 2019). (4) NPLs (including contingent liabilities) + OREO, all gross value. CABK ex BPI, March 2020 vs. 2014 PF Barclays Spain. (5) Pre-provision profit excluding extraordinary operating expenses. (6) Average (12-month) total loans plus contingent liabilities as the CoR TTM denominator. (7) Trailing 12M. Excluding extraordinary provision release in 4Q16 and extraordinary write-back in 3Q18. (8) €4,538M from Guindos decrees in LLPs 2012-13.



Committed to support clients and the economic recovery



#WITH YOU MORE THAN EVER

Individual clients



- ~220K applications for loan-payment moratoria⁽¹⁾ for >147K vulnerable or COVID-impacted clients
- Advancing pension/unemployment payments 10/7 days for ~2.4M clients
- Suspension of ATM fees for debit cards from other Spanish banks

Some examples - CABK ex BPI



Businesses



- ~129K applications⁽²⁾ for ~€11Bn in ICO-guaranteed loans⁽³⁾
- ~€14Bn in other credit to businesses processed since lockdown⁽⁴⁾
- Suspension of PoS fees for some small retailers



Society



- €7.3M contribution to fund insurance for medical workers
- €2M collected in joint food-bank programme with "la Caixa" Foundation
- 200,000 pre-paid credit cards for urgent needs of vulnerable groups
- Rental waiver for affected families during the lockdown period



- (1) Outstanding balance of ~€8.5Bn. Including RDL and sector moratoria. Until 23 April 2020.
- (2) Total number of applications until 28 April 2020.
- (3) Loan applications with credit already granted, approved or in-process until 28 April 2020. Including loans to corporate, SMEs and self-employed.
- 4) Includes loans already granted and other approved but not yet granted since declaration of State of Alarm and until 23 April 2020.





Our main priorities: the health and safety of our employees while continuing to provide an essential service to our clients and society

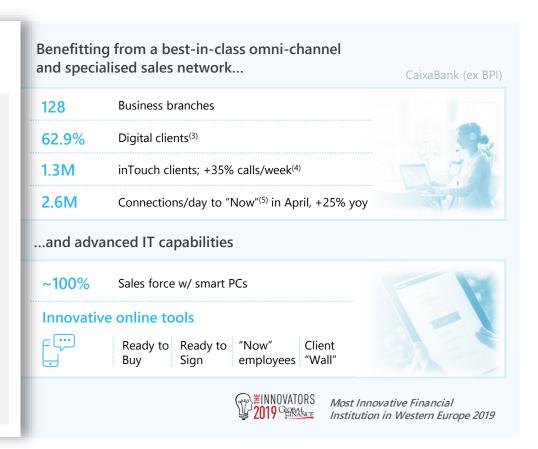
The bank is fully operational and working under business continuity planning

-with the majority of branches open and most employees working remotely



Network employees at While ensuring the safety of our branches / employees at all times remote⁽¹⁾

- Most employees are working remotely both in Spain and Portugal
- Protection for employees working at physical locations, including staggered shifts
- Educating staff on preventive measures and healthy remote-working practices
- Committed to preserve employment
 no COVID-19 related layoffs



Ensuring operational effectiveness from day 1

- (1) CABK ex BPI. Employee figures in % of active employees.
- 2) Retail and Premier Banking branches.

~98%

(3) Digital clients are individual customers aged 20-74 years old with at least one transaction in the last 12 months.

~89%

- (4) Average/week in April vs average/week in February and first half of March.
- (5) Online and mobile banking.



Delivering responsible banking from inception



having no needs of my own, I made mine those of others"

Founded "la Caixa" in 1904



We are a uniquely differentiated bank: profitability and returns to society are fully aligned

Streamlined organisation of "la Caixa" Group CaixaBank Group: profitability and returns to society are fully aligned Cash Net "la Caixa" Foundation €1,705M 24.6% **CaixaBank** FY 2019 payout(4) income Obra Social "la Caixa" CaixaBank shareholders Welfare program "la Caixa" Social Welfare budget 2019: breakdown in % of total(1) 100% 40% stake at CaixaBank owned by "la Caixa" Foundation **22%** Culture & **57%** Social ** CriteriaCaixa education Main programmes: Education, exhibitions Beneficiaries since program began until and post-arad training⁽²⁾ 40%(1) Retail shareholders ~580.000 €545 м Child poverty >303,900 **K** CaixaBank Other investments 21% Research Job access >223,800 Neurodegenerative 皿 Diversified institutional investor base diseases, oncology, Palliative care cardiovascular, infectious >365,300 and other illnesses **CaixaBank** "la Caixa" Foundation CaixaBank "la Caixa" Foundation Prudential created; segregating assets (incl. stake in CaixaBank) & liabilities created; segregating 2011 is listed deconsolidation Cash payout **20**20E | **20**21E⁽⁵⁾ **≤ 30%** >50% of CriteriaCaixa to CriteriaCaixa

⁽¹⁾ Since February 2017. (2) Source: "la Caixa" Foundation Annual Report 2018. (3) 4,771 scholarships awarded since the program inception (until year-end 2018). (4) Refer to CNMV Inside Information register #119. (5) With regard to the current dividend policy of a cash pay-out of greater than 50% of consolidated earnings, the BoD approved (26 March 2020) to change it, exclusively for the 2020 fiscal year, to a cash pay-out not higher than 30% of reported consolidated earnings. The 11 BoD also declared its intent to allocate, at least, an amount higher than 50% of consolidated reported earnings as cash remuneration in future fiscal years, once the circumstances which have led to this decision are over.



Our activity cannot be conceived without a strong social and sustainability commitment





Inclusive banking

Universal banking

A bank for everyone

Capillarity

We strive to provide the most widespread coverage in Spain

Accessibility

Best-in-class omnichannel platform with maximum accessibility

Microcredit and social accounts

Microcredit
→ #1 in Spain

L/t savings and financial planning

#1 in Spain

Specialised rural network

AgroBank

2 | Sustainability and social awareness in our financial activity

Promoting green business

Green loans; green bonds; ecofinance; climate action lines; green funds (MicroBank)

Managing ESG and climaterelated risks

Integrating ESG risks into risk management

Public statement on climate change

Fostering low-carbon transition

"Code of Good Practices"

For families with mortgage debt on primary homes

~27,000

Deeds in lieu of foreclosure (1)

3 Volunteering and social action

€44.7M allocated to CABK⁽²⁾ branches

From "la Caixa" social budget; to finance local social projects

More than 11,500 social projects in 2019⁽²⁾

Carried out jointly with local NGOs and associations

Social housing

>18,500 units in stock of social housing

Fostering diversity

Externally and internally

Wengage GENDER DIVERSITY

⁽¹⁾ Cumulative data since the beginning of the economic crisis. CaixaBank ex BPI.

⁽²⁾ CaixaBank ex BPI. As of December 2019.



Creating long-term value for our stakeholders

Our mission:

Contribute to the financial well-being of our customers and to the progress of society

Our values:



Quality



Trust



Social commitment

Our corporate culture - attributes:

- Committed
- Close
- Responsible
- Demanding
- Honest
- Transparent
- Collaborative
- Agile
- **Innovative**

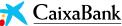
Creating value for our stakeholders and society at large



People at the core

(1) Participants in 2 social weeks in 2019. 13





Setting the benchmark in responsible banking is and has always been a key priority in the Group strategy



Strategic Priorities 2015-2018



- Best-in-class in quality of service and reputation
- Sustainable profitability above cost of capital
- Optimisation of capital allocation
- Enhance our leadership in banking digitalisation
- Retain and attract the best talent



Strategic Priorities 2019-2021



- Offer the best customer experience
- Accelerate digital transformation to boost efficiency and flexibility
- Foster a people-centric, agile and collaborative culture
- Attractive shareholder returns and solid financials
- 5. A benchmark in responsible banking and social commitment

Examples of recent milestones

2015

- Launch of Strategic Plan 2015-18
- CSR Policy approved by the BoD





Feb 2018

- CSR⁽¹⁾ Policy update
- Human Rights Policy update

Feb 2019

- Environmental Risk Management Policy
- Environmental Risk Committee
- Statement on Climate Change

Aug 2019

 SDG Bond Framework publication

Oct 2019

- CSR⁽¹⁾ Policy update
- Human Rights Policy update

PRI Principles for Responsible



Jan 2020

- CDP A-list
- BBG gender equality index

2017

 Socially Responsible Banking Plan approved by the BoD



Nov 2018

· Launch of Strategic Plan 2019-21



May 2019

 Environmental Risk Mgmt. Roadmap 2019-21



Sep 2019

- Inaugural Social Bond SNP
- Signature Principles RB⁽²⁾ UNEP FI
- DJSI
- VidaCaixa and CABK AM: A+ UN-PRI

Dec 2019

 Join UN Collective Commitment to Climate Action



- Corporate Social Responsibility.
- Responsible Banking.



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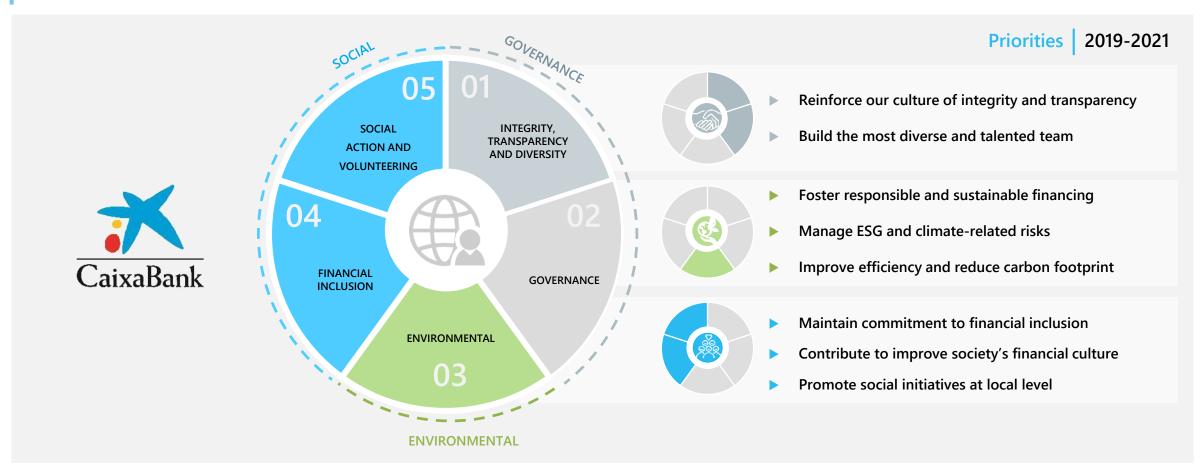






We are a socially responsible bank and we intend to reinforce it

Responsible Banking Plan





Strong corporate culture and governance further reinforced

ESG – Governance









Process simplification and information security



Fostering diversity







Best-in-class corporate governance



Consolidate CSR governance with Group vision



















Strengthening our culture of integrity, transparency and diversity

01. Integrity, transparency and diversity



Responsible commercial <u>practices</u> – focus on responsible advisory



99.2%

Of CaixaBank Employees with variable remuneration linked to quality of service

~ 18,075

Employees (sales force) certified in financial advisory (1)



Both AM and Insurance subsidiaries are signatories of UN PRI



Process simplification and information security



~ 100%

Digital processes⁽³⁾ with 99% digital signatures

€931M

Invested in IT and development in 2019



bsi. ISO/IEC 27001
Whatmatien Secundariansers

Advanced information security model with certified standards





Fostering <u>diversity</u> while taking action to raise awareness



41.3%

Of management positions are carried out by women⁽⁵⁾ → ambition 2021e: ~43%



Programme fostering diversity (gender, function, generation) internally and externally





Included in BBG gender equality index 2019 & 2020





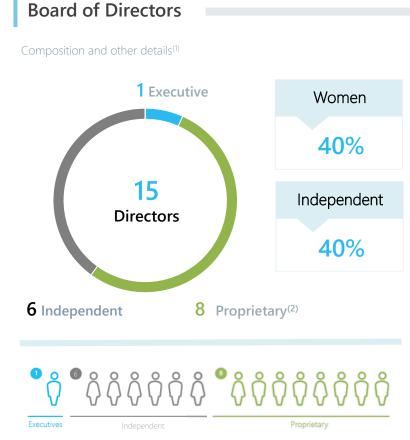




Best-in-class governance is a corporate priority

Best-in-class governance practices

- One share, one vote
- Non-executive chairman separate from CEO
- Reduced number of Directors to 15 (vs. 18 in 2018)
- Lead Independent Director appointed since 2017
- Increased proportion of female Directors: to 40% (vs. 28% in 2018) → % female Directors on the Board in the upper range of the Ibex 35
- Protection of minority shareholders and incentives to foster their involvement
- Significant resources dedicated to best-in-class Investor Relations programme





- Prudential deconsolidation since 2017
- Relationships governed by Internal Relations Protocol and performed on an arm's length
- (1) Includes the changes announced on the 25th February 2020 (refer to CNMV OIR number 286), on the 2nd April 2020 (refer to CNMV OIR number 1370) and on the 18th April 2020 (refer to CNMV OIR number 1616).
- Including 6 directors representing "la Caixa" Foundation, 1 director representing Banking Foundation of Caja Canarias and Banking Foundation of Caja de Burgos and 1 director representing Mutua Madrileña.
- Includes 6 proprietary directors representing "la Caixa" Foundation.



CSR commitment supported by a strong governance structure with BoD supervision

Board of Directors:

Approval of **CSR policy and strategy** and **supervision** of its implementation

Appointments Committee

Supervises CSR performance

Elevates CSRrelated proposals to the BoD

Risks Committee

- Supervises ESG risk management
- Supervises ESG risk reporting



Approval of policies and main action lines in CSR and reputation

Supervising the Corporate Responsibility and Reputation Committee and the **Environmental Risk Committee** (established in 2019). Each of them **Chaired by** a C-Suite member (1)

CSR Department

CSR strategy implementation and monitoring

Reputational Risk Support Service⁽²⁾

Environmental Risk Department

Environmental risk mgmt. and related business opportunities

Transaction Appraisal Unit(3)

Responsible banking policies

- CaixaBank Code of Business Conduct and Ethics
- **CSR policy:** strategy & basic operating CSR principles (updated in 2019, first approved in 2015)
- Socially Responsible Banking Plan (2017)
- Statement on Climate Change (2019)
- **Environmental Risk Management Policy** (2019)⁽⁴⁾
- Other responsible policies and principles:
 - Anti-corruption; Defence; Human Rights; Tax Risk Mgmt./Control; and Occupational Health& Safety policies
 - Environmental and Energy Mgmt. principles; Supplier Code of Conduct; Personal Data Protection/Security protocol
- **Responsible marketing committees**: Transparency; product
- Remuneration policy:
 - Director remuneration policy: aiming at encouraging conduct that will ensure long-term value generation
 - L/t remuneration scheme for exec. directors, C-suite members and other senior managers linked to CaixaBank's Global Reputation index (incl. ESG & customer experience/quality metrics)
 - Employee remuneration linked to training in internal conduct, compliance and quality of service









(1) Corporate Responsibility and Reputation Committee: chaired by the Chief Communication and Sustainability Officer (Executive Director of Communication, Institutional Relations, Brand and CSR); including senior mgmt. members from different areas; cross-departmental management of ESG matters; with the Management Committee, determines policy and main action lines of CSR and reputational mgmt.; it also sets CSR mgmt. and monitoring measures and reviews and approves CSR programmes. Environmental Risk Committee: chaired by the CRO; including senior mgmt. members from different areas; cross-departmental mgmt. of Environmental Strategy; identifying, managing and controlling associated risks. (2) With members of the CSR team and supported by the Compliance department, answering queries from business unit teams concerning Equator Principles, possible violation of responsible policies, CSR/Human Rights and Defence Policies. (3) Crossdept., in direct dependence from the Environmental Risk Committee, supporting the Environmental Risk Dept. in the daily decision-making processes. (4) Covering mining, power, infrastructure and agribusiness. 20





Our environmental strategy

ESG – Environmental





















Delivering in responsible action: some examples

Environment: responsible action







Manage ESG and climate risks

Promoting sustainable business



~ US\$1.5Bn

Green loans (1)

62%

Of the project finance energy portfolio exposure corresponds to renewable energy projects(2)(3) ~ €33M

Ecological fund by MicroBank MicroBank

Green financing through BPI

€133M



Managing climate risks: ESG risks integrated in risk management





Signatory since 2007

Avoid, minimise, mitigate, remedy potential risks for environment or community ~ 2%

Total carbon-related asset exposure(4)





Dedicated team in environmental riskmanagement



Ongoing working group to implement its recommendations

Environmental risk management plan: Roadmap 2019-2021

- Seize current and future **business** opportunities within the commercial strategy
- Reinforce **governance** for mgmt. of ESG/climate risks
- Roll out taxonomy to structure/ categorise borrowers, products and services from an ESG/climate perspective
- Develop metrics to monitor ESG/climate risks are within set risk appetite and expectations
- ESG/climate risk reporting ensuring required disclosure
- Effective **communication** of ESG and climate risk matters

22 As of December 2019

⁽¹⁾ In 2019, CaixaBank was ranked 13th in the green loan market Global Mandated Lead Arranger, participating in 11 Green loans (all of them obtained the Green Certificate, based on the Green Loan Principles' criteria established by the ICMA. (2) The energy portfolio accounts for 51% of CaixaBank (ex BPI) Project finance portfolio. (3) In 2019, CaixaBank participated in the financing of 28 projects (€2.4Bn) yielding 8,322 MW in renewable energy installed capacity. Installed capacity since 2011 amounts to >32,000. CaixaBank ex BPI. (4) Including credit, fixed income and equity exposure; definition based on TCFD recommendation. CaixaBank Group.





Delivering in responsible action: some examples

Environment: responsible action





Minimising the environmental footprint

Minimising environmental footprint



100%

Carbon neutral. 1st listed bank in Spain to offset its carbon footprint (1)

-75%

Reduction in emissions since 2009⁽¹⁾⁽²⁾

99.5%

RE 100





Consumed electrical energy from renewable sources⁽¹⁾; Initiatives to minimize energy consumption (e.g. LED lighting) reduced electricity consumption by **-4.7% yoy**

Environmental Plan 2019-21: Key priorities	KPIs	2019	2021e
Carbon Neutral Strategy Minimising and offsetting all calculated CO ₂ emissions	% of CO ₂ emissions offset	100%	100%
Minimising and offsetting all calculated CO₂ emissions	% Ψ in CO ₂ emissions (vs. 2015)	-11.5%	-14.5%
Environmental efficiency Minimising the bank's impact, implementing new energy saving	% Renewable energy consumed	99%	99%
measures and renewing certifications and environmental commitments	% Consumed energy (vs. 2015)	-7.0%	-10%
Extending environmental commitment to the value chain Action plans for suppliers to assume our environmental values as their own and comply with the acquired commitments	% renewed environmental certifications	100%	100%

- Driving sustainable mobility
 - Actions encouraging sustainable mobility to minimise the emissions of the company, staff and suppliers ightarrow sustainable mobility plan; process automation
- Commitment, transparency and engagement
 Engagement actions with employees and reinforcing the commitment and public environmental information





Our activity cannot be conceived without a strong social commitment

ESG – Social



FINANCIAL INCLUSION: A bank for everyone

Social and microfinancing



Accessibility, proximity, omni-channel banking



Promote financial culture



SOCIAL ACTION AND VOLUNTEERING:

> By people, with people, for people



Decentralised social welfare



Active housing policy



Participation in "la Caixa" volunteering programme





















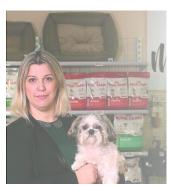






Delivering in financial inclusion: some examples

Financial inclusion: a bank for everyone











8] Otras opciones



Social and micro-financing



99,328

Micro-credits granted in 2019 for a total of €725M

20,174

Jobs created with microcredit support

€91.2M

Ethical fund by MicroBank





#1 in micro-finances in Europe⁽¹⁾

Accessibility, proximity and omni-channel banking



94%/100%

Presence in towns/cities with >5,000/>10,000 inhabitants⁽²⁾

87%

Of branches are accessible (physical disability)⁽³⁾

99%

Of ATMs 100% accessible⁽³⁾, with design considering all impairments/disabilities









Financial culture



Financial Culture

New plan to foster financial culture in society



30 economics and finance courses/webinars for shareholders → 2,588 participants











25

CABK Research: creating and spreading knowledge through economic & CSR research and analysis⁽³⁾

CABK Chair for CSR at IESE Business School to promote and develop responsible practices in businesses

(1) Source: "Microfinance in Europe: A survey Report 2016-2017". European Microfinance Network (EMN), December 2018. (2) In Spain. Moreover, CaixaBank is the only bank in 229 towns and villages in Spain (2019). In Portugal, BPI is present in 85% of towns and villages with >10,000 inhabitants. (3) 654 reports published by CaixaBank Research and 84 talks given by CaixaBank research economists.

As of December 2019.

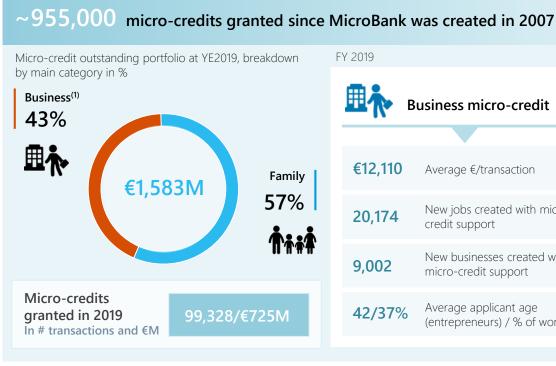




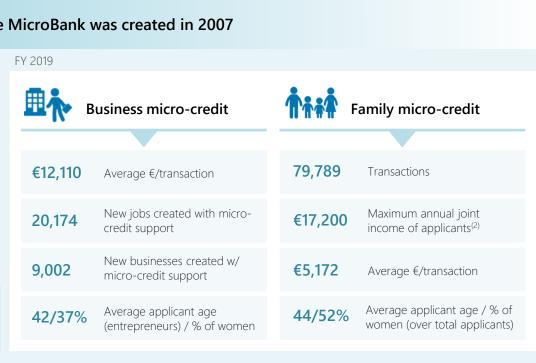


MicroBank: leading micro-credit institution in Spain and a reference in Europe





2012



We believe in you

12 years promoting micro-credits

"la Caixa" creates MicroBank to promote 2007 micro-credits

2008-2011

Launch of new products: basic accounts, debit cards, mutual funds

European reference in micro-credits With support from European institutions





(1) Including entrepreneurs, micro-businesses and social businesses. (2) Maximum amount for the joint income of all applicants is €17,200/year. In order to determine income levels, the poverty threshold of the Spanish National Statistics Institute (INE) for a family with two children along with the Public Multi-Purpose Income Indicator (IPREM) has been considered.

26 As of December 2019.





Delivering in social action and volunteering: some examples

Social action and volunteering: by people, with people, for people



Decentralised social welfare



€44.7 M

Of "la Caixa" Social Welfare budget managed through CABK network for local needs 8,867

Beneficiary entities

10,690

~54%

Activities targeting local social entities

Focused on poverty, health and disability

Active **housing** policy



>18,500

Units in stock of social housing⁽¹⁾

2,629

Housing units contributed to the Spanish Government Social Housing Fund (FSVE) >27,000

Deeds in lieu of foreclosure since 2010⁽¹⁾; 981 in 2019

 Customer service for mortgage clients (SACH) since 2013

Signatory of Good
Practice Code (Spain)
since 2012

Participation in "la Caixa" volunteering programme



>16,800

Participants in 2 CaixaBank Social Weeks in 2019 4,389

Local volunteering activities in 2019 Social Weeks

>1.6M



Beneficiaries since beginning of "la Caixa" Volunteer Programme⁽²⁾

(1) CaixaBank ex BPI.

(2) As of 2018.

As of December 2019.





Strong sustainability performance: ample recognition by the main sustainability analysts and rating agencies

ESG Indices - Rat	tings	First inclusion /Last update	Next update	Last rating	Reference analyst
Dow Jones Sustainability Indices on collaboration with	DJSI World DJSI Europe	2012/Sep-19	N.A. (annual)	81 (0-100) (86 environmental; 90 Social)	RobecoSAM
MSCI SG Leaders Indexes	MSCI Rating ESG	2015/Feb-20	Jul. 2020 (biannual)	A (CCC-AAA)	MSCI
Corporate Responsibility Prime rated by oekom r e s e a r c h	ISS-OEKOM	2013/Jul-19	April 2020 (annual)	C "Prime" (D-/A+)	ISS-oekom
FTSE4Good	FTSE4Good Global FTSE4Good Europe FTSE4Good IBEX	2011/Jun-19	June 2020 (biannual)	3.8 (1-5)	Evalueserve
STOXX SUSTAINALYTICS ESG REPORT	STOXX Global ESG	2011/Mar-20	May 2020 (annual)	72 (0-100) (Average)	Sustainalytics
DRIVING SUSTAINABLE ECONOMIES	A List Carbon Disclosure	2013/Jan-20	Jan. 2021 (annual)	A- (D-/A)	PwC/ Ecodes
NORTH MODEL	ETHIBEL Sustainability Index Europe	2013/ May-2020	May. 2021 (annual)	"Robust	VigooEiris
EURONEXT	Eurozone 120 - Europe 120	2013/Jul-2019	Jul 2020 (annual)	perfomance" (Dec-2019)	- VigeoEiris -



ROBECOSAM (We are Sustainability Investing.

Sustainability Yearbook 2019

- ▶ Included for the 8th year in a row
- Obtained SAM Bronze class for the 3rd consecutive year



ISS – OEKOM

- Top rated in all categories⁽¹⁾:
- Environment: #1
- Social: #1
- Governance: #3



The Banker and Brand Finance: Top 500 Banking Brands

- ▶ Amongst the Top 20 in Europe
- ▶ Escalating 4 positions up to #66 global ranking
- ▶ Brand rating improves from AA to AA+



Other CaixaBank's analysts/ESG ratings with ongoing assessment







Bloomberg

⁽¹⁾ ISS Quality Score. Score scale: 1-10. Scores as of May 2020. Environment: maximum score in risk and opportunities, carbon-climate natural resources. Social: maximum score in human rights, stakeholders/society, quality of product and brand. Governance: maximum score in compensation and shareholder rights.



SDG are integrated into the Strategic Plan and the Socially Responsible Banking Plan 2019-2021



CaixaBank's contribution to SDGs



- €725M in micro-credits granted
- 20,174 jobs created through micro-credits granted
- 16,812 micro-credits to entrepreneurs and businesses
- €1,000M Inaugural Social Bond (5yr SNP)

IMPORTANT









- 41.3% of management positions are held by women⁽¹⁾
- €931M invested in IT and development at CABK
- Offset 100% of estimated CO2 emissions⁽²⁾
- **€2,453M** granted to finance renewable energy projects

COMPLEMENTARY











- Collaboration with GAVI (the vaccine alliance) through "la Caixa" Foundation
- #FinanzasXaFollowers
- Adhered to RE 100 initiative since 2016 (1st Spanish org. to do so)
- >18,500 social housing units
- Human rights policy and adherence to Auto-control⁽³⁾

CaixaBank has held the presidency of the Spanish Network of the UNGC since 2012

(1) Considering deputy-director positions in branches type A and B and above. CABK S.A. (2) CABK S.A. (3) Spanish association for commercial self-regulation for good advertising practices.

29

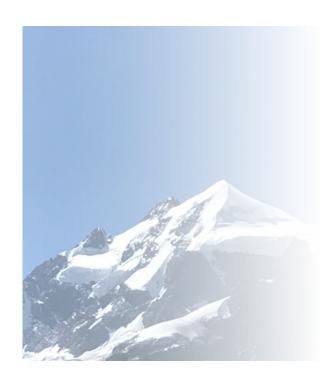
Index







CaixaBank SDG Bond Framework – Key features and rationale



- CaixaBank supports the UN SDGs while acknowledging the key role played by financial institutions in helping to mobilise capital for the transition to a low-carbon, resource-efficient and inclusive economy
- ► The **SDG Bond Framework developed in 2019** represents a declaration of intent to contribute to the process of transition to a low carbon economy, efficient use of resources, to financial inclusion and to the economy and employment in general

Public, transparent and aligned with the 4 pillars of ICMA Green and Social Bond Principles (GBP and SBP 2018) and Sustainability Bond Guidelines (SBG 2018)

It allows for the possibility to issue:

- ✓ **Green bonds** (proceeds allocated to green projects only)
- ✓ **Social bonds** (proceeds allocated to social projects only)
- Sustainability bonds

Aiming at:

- Reinforcing corporate commitment to responsible banking
- Fostering responsible business and increasing customer satisfaction while raising ESG awareness
- 3. Offering a new **investment alternative** to ESG investors

Bonds issued under this Framework will promote the following SDGs























SDG Bond Framework aligns with the four key pillars of ICMA 2018 GBP, SBP and SGB⁽¹⁾

DEFINE SELECT

Use of proceeds

- Net proceeds will be used to finance or refinance, in whole or in part, new or existing Eligible Projects, loans, investments and expenditures that meet the categories of eligibility⁽²⁾⁽³⁾ as established in 2018 GBP/SBP/SBG
- Existing assets → assets initiated up to 3 years prior to the year of execution of any Bond issued under this SDG Framework
- Some activities are excluded from consideration⁽⁴⁾

Project evaluation and selection

- A 3-stage process determines eligibility and selects projects:
 - . Business Units nominate;
 - ii. SDGs Bond Working Group reviews and shortlists:
 - iii. Environmental Risk
 Committee and Corporate
 Responsibility and
 Reputation Committee
 ratify inclusion or
 exclusion⁽⁵⁾
- Additionally: the Compliance Dept. supervises and monitors eligibility condition fulfilment

Management of proceeds

MONITOR

- CABK's Treasury team is in charge of:
 - Managing and tracking the proceeds from the Bonds
 - ii. Keeping a register including:
 - Principal amount, maturity, coupon
 - List of Eligible Projects and Eligibility Criteria
 - Net proceeds allocated to the projects

Reporting

REPORT

- **Allocation** reporting:
 - Information on allocation of net proceeds to be provided on an annual basis, at least, until full allocation or material change⁽⁶⁾
- Impact reporting:
 - Performance indicators of Eligible Projects financed will be provided at least until all net proceeds have been allocated⁽⁶⁾

External review

VERIFY

- Second party opinion obtained from Sustainalytics⁽⁶⁾ sustainalytics
- Allocation of net proceeds will be subject to Audit Review by an external auditor or independent qualified provider⁽⁶⁾
- A qualified sustainability expert is also to be engaged to assess the impact of the Projects to which proceeds have been allocated⁽⁶⁾

(1) ICMA Green Bond Principles 2018 (2018 GBP) and Social Bond Principles 2018 (2018 SBP) and Sustainability Bond Guidelines 2018 (2018 SBG). (2) Where a business or project derives ≥90% of revenues from activities that align with Eligibility Criteria, its financing can be considered eligible for CABK Green, Social, or Sustainability Bond(s). In these instances, the Use of Proceeds can be used by the business for general purposes (as long as it does not fund activities in the Exclusion list).

(3) Expenditures could be considered if compliant with the final EU GBS (Green Bond Standard) definition of Green expenditures. (4) Additional exclusions on top of the exclusions specified in the ESG Management Policies. (5) At least on an annual basis, the alignment of Eligible Projects with the Eligibility Criteria will be re-assessed. (6) It will be published on CaixaBank's website.

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Use of proceeds

GREEN ELIBIGIBLE CATEGORIES

	SDG Target	ICMA GBP category	EU-GBS Environmental objective	Eligible criteria	Including:
6 CLEAN WATER AND SANITATION	6.3 6.4	Sustainable water and wastewater management	 Sustainable use/protection of water/marine resources and climate change mitigation NACE: water supply sewerage, waste management and remediation 	Activities that increase water-use efficiency and quality through water recycling, treatment and reuse (including treatment of wastewater) while maintaining high degree of energy efficiency	 Improvements in water quality and use efficiency; construction and maintenance of new water networks to improve residential access to water; construction, operation or extension of water treatment facilities, etc.
7 AFFORDABLE AND CLEAN ENERGY	7.1 7.2 7.3	Renewable energyEnergy efficiency	Climate change mitigationNACE: electricity, gas, steam and air conditioning supply	Activities aiming at financing equipment, development, manufacturing, construction, expansion, operation, distribution and maintenance of low-carbon and renew. energy ⁽¹⁾	 Renewable energy projects including wind, solar and hydro power (<25MW) with the exception of biomass energy projects, grid and associated infrastructure expansion/development that carries a minimum of 85% renewable energy, smart grid; etc.
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	9.1 9.2 9.4	Green buildings	Climate change mitigationNACE: construction, real estate activities	Activities aimed at developing quality, reliable, sustainable green buildings.	 New construction building develop./renovation of existing buildings which meet recognised environmental standards; commercial bdg. develop. w/energy performance in top 15% nationally and 35% better than local baseline; loans for residential real estate with EPC A and B; etc.
11 SUSTAINABLE CITIES AND COMMUNITIES	11.2 11.6	 Affordable basic infrastructure Access to essential services Clean transportation 	Climate change mitigationNACE: transport and storage	 Activities that expand or maintain access to affordable, accessible, and sustainable mass passenger transport systems and related infrastructure 	 Metro, tram, high speed passenger train; bicycle infrastructure; all emission-free transport with direct emissions lower than 50 grCO2e/p-km; etc.
12 RESPONSIBLE CONSUMPTION AND PRODUCTION	12.2 12.5	Pollution prevention and control	 Pollution prevention/control; transition to circular econ.; waste prevention and recycling; climate change mitigation. NACE: water supply sewerage, waste management and remediation 	Activities that contribute to waste prevention, minimisation, collection, management, recycling, re-use, or processing for recovery	Waste collection/recycling (ex incineration or landfill activities), biogas plants ⁽¹⁾ (primarily processing bio waste), fertilizers from anaerobic digestion or bio waste, waste treatment; etc.
15 LIFE ON LAND	15.2	Biodiversity conservation	 Protection of healthy ecosystems and climate change mitigation NACE: Agriculture, forestry and fishing 	Activities that contribute to the conservation of terrestrial ecosystems	Afforestation/reforestation programmes with recognised certifications (FSC, PEFC, or equivalent); rehab of/ new greenfield woody perennial agricult. plantations (e.g. orchards, fruit and nut tree), aligned with EU standards

MONITOR

(1) The GHG emissions shall not exceed 100gr CO2e/kWh or any other lower threshold endorsed by the EU Taxonomy.









Use of proceeds

SOCIAL ELIBIGIBLE CATEGORIES

	SDG Target	ICMA SBP category	Eligible criteria	Including:
1 POVERTY	1.4	 Access to essential services 	 Activities that increase access to financial services for underserved populations 	• Loans under MicroBank umbrella to individuals or families located in Spain with a joint annual income of equal or less than €17,200 without any collateral or guarantee
3 GOOD HEALTH AND WELL-BEING	3.8 3.b	 Affordable basic infrastructure Access to essential services	Activities that improve provision of free or subsidised healthcare, and early warning, risk reduction and management of health crises	 Financing: health care facilities for provision of public and/or subsidised health care services; public training centers in public health care provision and emergency response; public infrastructure and equipment for provision of emergency medical care and of disease control services
4 QUALITY EDUCATION	4.1 4.2 4.3 4.4	Access to essential services	 Activities that expand access to publicly funded primary, secondary, adult and vocational education, including for vulnerable population groups and those at risk-of-poverty; activities that improve publicly funded educational infrastructure 	 Construction of public schools (primary, secondary and tertiary) Construction of public student housing Financing educational loans
8 DECENT WORK AND ECONOMIC GROWTH	8.10	Employment generation includ. through potential effect of SME financing and microfinance	 Bank financing that promotes growth of micro, small and medium sized businesses in the most economically disadvantaged regions of Spain (either ranking in the bottom 30th percentile in GDP/capita or in the top 30th in unemployment rate) 	 Personal loans without any collateral or guarantee for self-employed workers Micro-enterprises and SMEs as per the European Commission definition

EXCLUSIONS

- Animal maltreatment
- Asbestos
- Coal mining and power generation from coal (coal-fired power plants)
- Conflict minerals
- Gambling/adult entertainment
- Hazardous chemicals
- Large scale dams (above 25MW)

- Nuclear power generation
- Fossil fuel
- Oil and gas
- Palm oil

- Soy oil
- Tobacco
- Weapons













Asset evaluation and selection process



- Eligible Projects (complying with local laws and regulations as well as CABK's environmental and social risk policies) are identified from **all lending activities**
 - Each Business Unit nominates loans to the SDGs Bond Working group

SDGs Bond Working Group

Co-headed by representatives from the Treasury and Corporate Social Responsibility departments; further consists of representatives from CaixaBank's Risk and Business departments

- Review financial asset(s) and customer, based on both public/non-public information, including a screening for ESG incidents
- Assess and confirm the type of Green/Social/Sustainable Asset, its compliance with Framework's Use of Proceeds categories, validating the purpose of financing and reviewing compliance with Exclusion criteria
 - Assess the benefit of the asset(s) in relation to the Sustainable Development Goals
 - Submits shortlisted project details, Working Group's review and recommendation to the Environmental Risk Committee and the Corporate Responsibility (CR) and Reputation Committee for approval

COMPLIANCE DEPARTMENT

As 2nd line of defense on reputational risk: supervises/monitors fulfilment of eligibility conditions, on a regular basis



STAGE 2

Corporate Responsibility and Reputation Committee

Environmental Risk Committee

- Reviews shortlisted projects for ratification of inclusion or exclusion in any CaixaBank Green, Social, or Sustainability Bond(s)
 - The selected Eligible Projects are subsequently recorded in the SDGs Bond Register⁽¹⁾

(1) At least on an annual basis, the alignment of Eligible Projects with the Eligibility Criteria will be re-assessed.













Management of proceeds

CaixaBank's Treasury team will be in charge of managing the net proceeds



- CaixaBank's Treasury team will be in charge of managing the net proceeds from Green, Social or Sustainability bonds
- lt will also be responsible for **keeping a register** containing the following information:
 - Green, Social, or Sustainability Bond(s) information such as the principal amount, maturity date or the coupon
 - A list of Eligible Projects and the corresponding Eligibility Criteria, as well as a brief description of the Projects
 - The net proceeds allocated to the Projects
- In case of asset divestment or if a project no longer meets the Eligibility Criteria, CaixaBank intends to use the net proceeds to finance other Eligible Projects which are compliant with the Eligibility Criteria of the SDGs Framework
- CaixaBank will invest the balance of net proceeds from the Green, Social, or Sustainability Bond(s) issued unallocated to Eligible Projects, according to the Treasury's general liquidity guidelines for short- term investments













Reporting



Allocation reporting

• Information on the allocation of net proceeds of Green, Social or Sustainability bonds will be provided on the corporate website on an annual basis, at least, until all the net proceeds have been allocated and thereafter in case of material change

- The information will contain at least the following details:
 - Total amount allocated by SDG and Eligible Criteria
 - The remaining balance of unallocated proceeds
 - The amount and percentage of new financing and refinancing



Impact reporting

Performance indicators on the Eligible Projects financed will be provided, at least until all net proceeds have been allocated. Such indicators include among others:



3 GOOD HEALTH

-W/•

4 QUALITY EDUCATION

• # of loans, deposits or insurance products in line 7 AFFORDABLEAN with SDGs or # of people provided with them



• Default rate of loan recipients

built/upgraded

loan beneficiaries

• # students





• # of residents benefitting from healthcare



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

- # jobs created
- # microfinance, micro-enterprise and SME loans







- # tonnes of CO₂ avoided
- Energy consumption (KWh/m² per year)



• Cubic meters of: water saved/reduced/treated /provided/cleaned; recycled water used

- Lengths of tracks built for mass public transport
- # tonnes of CO₂ avoided through sustainable transport



• Annual GHG emissions reduced/avoided in tonnes

• Tonnes of waste recycled/reduced/avoided

of CO₂ equivalent



• Total land area with restoration



Energy consumption/cubic meter recycled water



Total GHG emissions in CO₂e/p-Km











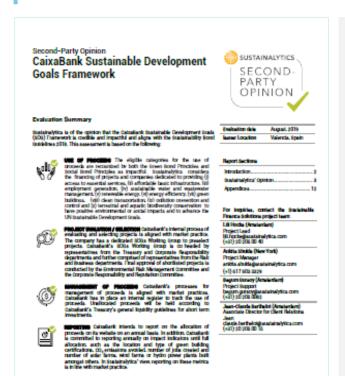


External review by Sustainalytics deems

CaixaBank SDG Framework credible and impactful

FRAMEWORK VERIFICATION – Second party opinion





Sustainalytics considers CaixaBank's SDGs Framework aligned with GBP, SBP, SBG and GLP⁽¹⁾

<u>Sustainalytics is of the opinion that the CaixaBank SDG Framework is credible and impactful</u> and aligns with the four core components of the Green Bond Principles 2018 (GBP), Social Bond Principles 2018 (SBP) Sustainability Bond Guidelines 2018 (SBG) and Green Loan Principles 2018 (GLP).

- Sustainalytics considers the financing of projects and companies dedicated to providing (i) access to essential services, (ii) affordable basic infrastructure, (iii) employment generation, (iv) sustainable water and wastewater management, (v) renewable energy, (vi) energy efficiency, (vii) green buildings, (viii) clean transportation, (ix) pollution prevention and control and (x) terrestrial and aquatic biodiversity conservation to have positive environmental or social impacts and to advance the UN Sustainable Development Goals.
- CaixaBank integrates sustainability in its business strategy, committing to support the transition to a sustainable economy while continuously working towards avoiding, mitigating and remedying those activities that could present a risk for the community and environment.
- CaixaBank's internal process of evaluating and selecting projects as well as processes for management of proceeds are aligned with market practice. In addition, CaixaBank intends to report on the allocation of proceeds on its website on an annual basis.
- The allocation of the net proceeds will also be subject to External Review while a qualified sustainability expert will be engaged to prepare the impact of the Projects to which proceeds have been allocated and is committed to reporting annually on impact indicators on its website until full allocation.



Securety to a 2016











Inaugural Social Bond – SNP

CaixaBank €1Bn 5-year Inaugural Social Bond – SNP issued in September 2019



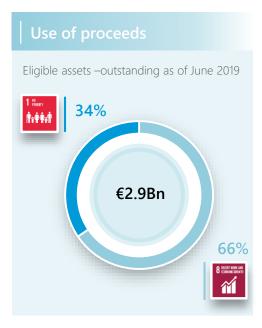


TRANSACTION SUMMARY

- Inaugural Social Bond 5yr EUR-denominated Senior Non Preferred notes ("SNP") issued by CaixaBank, S.A.
- Notes issued out of CaixaBank's €15Bn EMTN programme and governed by Spanish law
- ▶ Rated Baa3/BBB/BBB+/AL, by Moody's/S&P/Fitch/DBRS

TRANSACTION RATIONALE

- First transaction framed within the Sustainable Development Goal Framework published last August. SPO by Sustainalytics⁽¹⁾
- A Social Bond is fully aligned with CaixaBank's mission: "Contribute to the financial wellbeing of our customers and to the progress of society"
- Social Bond Use of Proceeds will advance:
 - o SDG1→ Access to financial services for underserved populations (families with joint income under €17,200), without any collateral or guarantee
 - SDG8 → Lending in the most economically disadvantaged regions of Spain: Selfemployed workers without any collateral or guarantee; Micro-enterprises and SMEs(2)
- Net proceeds will be allocated to assets initiated ≤3 yrs prior to year of issuance
- CaixaBank intends to allocate, at least, 25% of net proceeds to new financing⁽³⁾



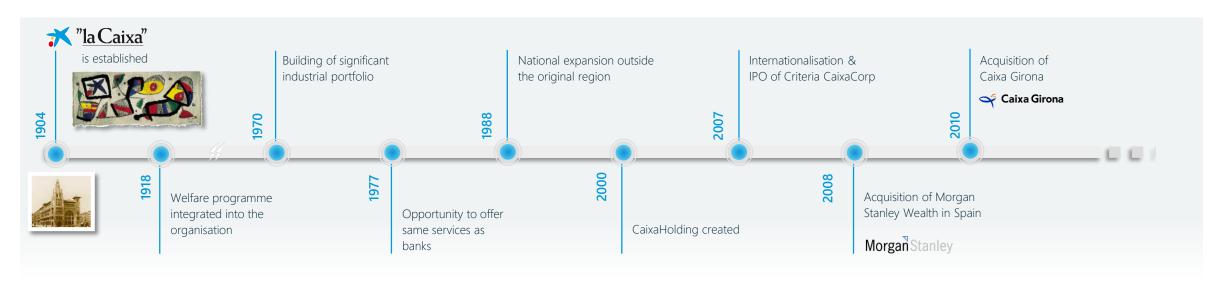


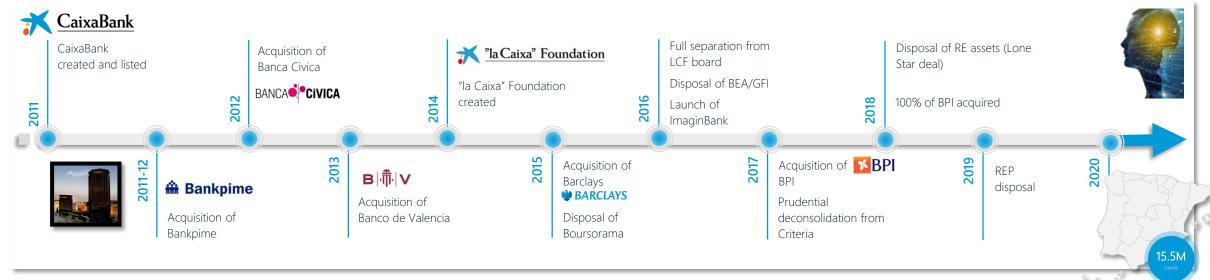






A history that spans over 115 years







SAMSUNG

pay

x2.4

Conversations(5)

GARMIN

At the forefront of digitalisation



The highest digital penetration Market penetration among digital clients⁽²⁾ in % 30% CABK 23% Peer 1 Peer 2 20% Peer 3 14% 14% Peer 4

Innovative offering – increasing own and third party value-added services Mis Finanzas 4 **≰** Pa∨ **4.3M** users⁽³⁾ # fitbit pay 1.5M clients(3) **Aggregator** Especially 4.6 valuable for affluent clients Leveraging IT for commercial effectiveness... ~100% 38%

...while boosting efficiency and facilitating compliance



SMART PCs

99%

DIGITAL SALES

~100%

DIGITAL PROCESSES(6)

of consumer

loans(4)

17.8%

administrative tasks in branches (42% 2006)

AUTOMATION

VIRTUAL ASSISTANT (EMPLOYEES AND CUSTOMERS)

Best Consumer Digital Bank in Spain and in Western Europe 2019 Best Consumer Mobile Banking app in the World 2019



Most Innovative Financial Institution in Western Europe



Best Private Bank for digital client communication 2019

DIGITAL SIGNATURES



Tech Project of the Year 2019 "Delivery channels" category (Biometric ATM's)



Global Winner Project 2019 - "Analytics & AI" category





Strong cybersecurity standards and protection measures

Comprehensive information security and cybersecurity approach

Advanced cyber security model externally certified



- ▶ ISO 27001 certification over cybersecurity activities
- ▶ Established **CERT official** through a team of specialists (100% externally certified), trained and prepared 24/7 to prevent, detect and take action when facing any cyber threat. Active cooperation with other national and international CERTs
- ► Contingency Technological Governance framework designed, developed, and certified, in accordance with **ISO 27031** standard, ensuring implementation of best practices in ICT Readiness for Business Continuity (IRBC) areas
- ▶ Information security policy → last updated in November 2019

Continued training for all employees and security awareness for employees and clients

- ▶ Since 2015, *Infoprotect* integrates all the security awareness initiatives aimed at all employees to protect information and to foster a company-wide culture of global security
- ▶ Bimonthly security newsletter with security news and recommendations
- Monthly phishing simulation campaign
- ► Face-to-face training sessions
- ▶ New (June 2019) quarterly newsletter for Now and credit card clients with security tips (CaixaBankProtect)

Outperforming in benchmarks







Think safely

INFOPR®TECT.

	2019
>€50M	Invested in information security
100%	Cyber attacks blocked
98%	Employees that have taken cybersecurity courses
92	DJSI points for information security





Premium brand reputation with ample external recognition



Premium brand reputation



Best Bank in Spain 2020 Best Bank in Western Europe 2020 Global Finance



Best Bank in Spain 2019
Best Bank for Corporate Responsibility in Western
Europe 2019
Best Bank Transformation in Western Europe 2019
Euromoney



Best Private Bank in Spain 2019 The Banker/PWM



Dow Jones Sustainability Index Among world's top banks in ESG



Most responsible financial institution & best corporate governance

Merco



Wide recognition of leading IT infrastructure



Best Consumer Digital Bank in Spain and in Western Europe 2019 Best Consumer Mobile Banking app in the World 2019 Global Finance



Most Innovative Financial Institution in Western Europe 2019 Global Finance



Best Private Bank for digital client communication 2019 – Global PWM (FT Group)



Tech Project of the Year 2019 "Delivery channels" category (Biometric ATM's) The Banker



Global Winner Project 2019 - "Analytics & Al" category EFMA/Accenture



Best innovation in marketing – Global Innovation Awards BAI



BPI: Premium brand and innovation recognitions



#1 Brand 2020 – Big Banks category Escolha do Consumidor



#1 Brand 2020 -Big Banks category 5 estrelas



Most Trusted Bank Brand in Portugal 2020 Reader's Digest



Best Private Bank for digitally empowering relationship managers 2019 - Europe PWM (FT Group)



Excellence Brand 2019
Superbrands



Best Digital Team 2019PayTech Digital Awards

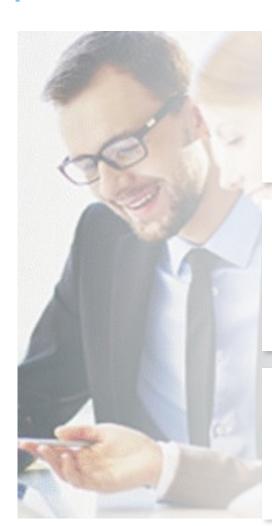
Last updated on 7 May 2020.





Active participation in key initiatives

International alliances and partnerships in global initiatives





CaixaBank has chaired the presidency of the Spanish Network of the United Nations Global Compact since 2012



Promotes sustainable finance and the integration of environmental and social aspects in the business (2018)



Defines the role and responsibilities of the financial sector to guarantee a sustainable future (2019)



The pension plans manager, VidaCaixa (2009), the Group asset manager, CaixaBank Asset Management (2016) and BPI Gestao de Activos (2019), are signatories



Drives progress towards SDGs by fostering impact investment. CABK AM holds the presidency of the Spanish National Advisory Board (2019)



Promotes microfinance as a tool to fight social and financial exclusion in Europe through selfemployment and the creation of microenterprises



isbi 🧲





Public commitment to ensure that its policies promote gender equality (2013)





Principles that promote integrity in the green and social bonds market (2015)



Financial Stability Board initiative that promotes the dissemination of companies climate exhibitions (2018).



Promotes dialogue with companies with high levels of greenhouse emissions (2018).



Commitment to ESG risk assessment in project financing of over 10 Million US dollars (2007)



Global and collaborative initiative of companies committed to using 100% renewable energy (2016)



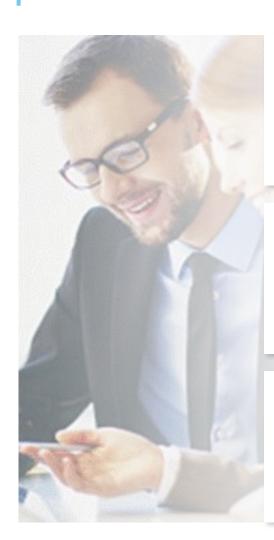
CaixaBank is an affiliated member of this United Nations agency in charge of promoting responsible tourism, sustainable and accessible to all (2019).

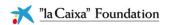




Join effort is essential to foster ESG and exchange best practices

National alliances





Alliance with "La Caixa" Foundation, the leading foundation in Spain and the one of the biggest in the world



Cátedra CaixaBank de Responsabilidad Social Corporativa

Commitment to foster, promote and spread new CSR ideas (2005)





Chair to promote innovation and sustainability in the agribusiness industry (2016)



Member of the Advisory Board for this initiative that monitors implementation of the EU's Agenda 2030 by Spanish companies (2017)



Entity representing savings banks in Spain. There are different committees with CaixaBank team participation.



Founder member, promotes economic growth linked to a low-carbon economy (2016)



Entities seeking to ensure that enough private capital is allocated to sustainable investments. Assigned to the European centers network for the United Nations sustainability (2019)



Promotes companies commitment for the society improvement through responsible actions. CaixaBank is on the board and in the Advisory Council (2011)



Promotes the integration of social, environmental and governance aspects in business management (2010)



Defends the CSR and fights against corruption in Spanish companies (2019).



Adherent to the National Plan of Financial Education promoted by the Bank of Spain and the National Market Commission of Securities (CNMV), whose objective is to improve knowledge Population financial (2010)



Spanish Association of professionals from CSR. CaixaBank is member of the Board (2011)



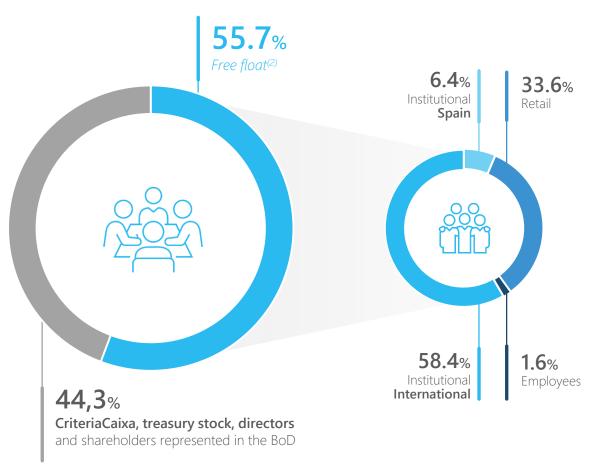
Collaboration Agreement to develop concrete proposals in order to facilitate the financing and full implementation of Smart City proposals: more inclusive and sustainable cities, both socially and with the planet (2019)

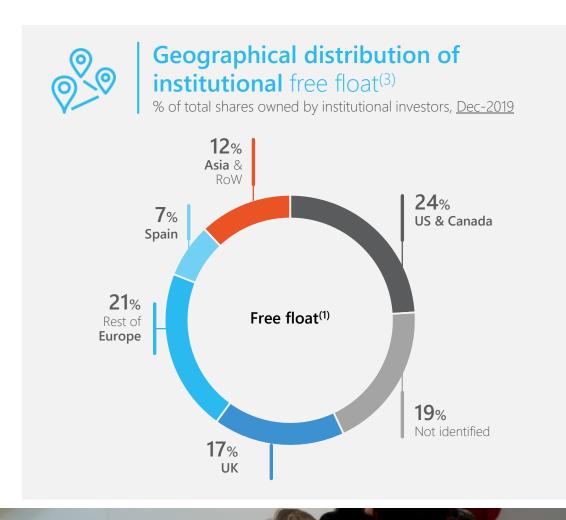




Social capital distribution by type of shareholder

Shareholder base by group⁽¹⁾, in % of share capital as of <u>31 March 2020</u>

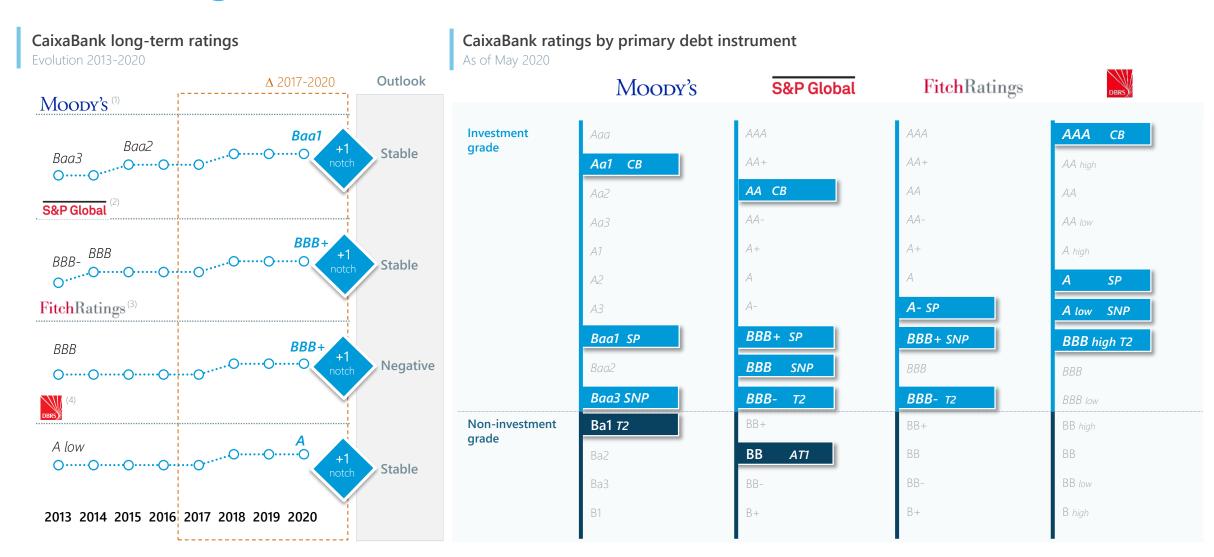




- (1) Source: latest available public information and shareholders' register book. The register book presents an excess of c.35 M net shares, assumed to be allocated to the international institutional category.
- (2) Calculated as the number of issued shares less treasury stock and shares owned by the members of the Board of Directors and by the shareholders represented in the Board of Directors
- (3) Percentage calculated on the institutional free float identified at the Shareholder identification elaborated by CMi2i.



Credit ratings facilitate continued market access







Balance sheet and P&L

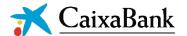
Balance sheet

€million	Mar. 31, 2020	Dec. 31, 2019	Change	Chg. %
- Cash and cash balances at central banks and other demand deposits	26,505	15,110	11,395	75.4
- Financial assets held for trading	8,778	7,370	1,408	19.1
- Financial assets not designated for trading compulsorily measured at	410	427	(17)	(4.0)
fair value through profit or loss	410	427	(17)	(4.0)
Equity instruments	195	198	(3)	(1.5)
Debt securities	52	63	(11)	(17.5)
Loans and advances	163	166	(3)	(1.8)
-Financial assets at fair value with changes in other comprehensive			2 411	
income	21,782	18,371	3,411	18.6
- Financial assets at amortised cost	257,962	244,702	13,260	5.4
Credit institutions	5,673	5,159	514	10.0
Customers	225,738	222,154	3,584	1.6
Debt securities	26,551	17,389	9,162	52.7
- Derivatives - Hedge accounting	399	2,133	(1,734)	(81.3)
- Investments in joint ventures and associates	3,892	3,941	(49)	(1.2)
- Assets under the insurance business ¹	69,629	72,683	(3,054)	(4.2)
- Tangible assets	7,301	7,282	19	0.3
- Intangible assets	3,842	3,839	3	0.1
- Non-current assets and disposal groups classified as held for sale	1,272	1,354	(82)	(6.1)
- Other assets	14,619	14,202	417	2.9
Total assets	416,391	391,414	24,977	6.4
Liabilities	392,174	366,263	25,911	7.1
- Financial liabilities held for trading	3,440	2,338	1,102	47.1
- Financial liabilities at amortised cost	311,690	283,975	27,715	9.8
Deposits from central banks and credit institutions	44,608	20,656	23,952	116.0
Customer deposits	224,763	221,079	3,684	1.7
Debt securities issued	34,544	33,648	896	2.7
Other financial liabilities	7,775	8,592	(817)	(9.5)
- Liabilities under the insurance business ¹	68,001	70,807	(2,806)	(4.0)
- Provisions	3,419		(205)	(5.7)
- Other liabilities	5,624	5,519	105	1.9
Equity	24,217	,	(934)	(3.7)
- Shareholders' equity	25,876	-	(371)	(1.4)
- Minority interest	28		(1)	(3.4)
- Accumulated other comprehensive income	(1,687)	(1,125)	(562)	50.0
Total liabilities and equity	416,391	391,414	24,977	6.4

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€ million	2020	2019	Chg. %	4Q19	Chg. %
Net interest income	1,200	1,237	(3.0)	1,231	(2.5)
Dividend income	1	10	(89.3)	2	(30.1)
Share of profit/(loss) of entities accounted for using the equity method	56	107	(47.6)	81	(31.1)
Net fee and commission income	658	612	7.6	694	(5.1)
Trading income	(20)	48		13	
Income and expense under insurance or reinsurance contracts	150	130	15.6	149	0.6
Other operating income and expense	(62)	(35)	79.6	(175)	(64.3)
Gross income	1,983	2,109	(6.0)	1,995	(0.6)
Recurring administrative expenses, depreciation and amortisation	(1,188)	(1,204)	(1.3)	(1,174)	1.2
Extraordinary expenses				(1)	
Pre-impairment income	796	905	(12.1)	820	(2.9)
Pre-impairment income stripping out extraordinary expenses	796	905	(12.1)	821	(3.1)
Allowances for insolvency risk	(515)	(123)		(88)	
Other charges to provisions	(144)	(48)		(84)	72.4
Gains/(losses) on disposal of assets and others	(31)	(16)	88.5	(85)	(63.8)
Profit/(loss) before tax	106	718	(85.2)	563	(81.2)
Income tax expense	(16)	(185)	(91.3)	(123)	(87.0)
Profit/(loss) after tax	90	533	(83.1)	440	(79.6)
Profit/(loss) attributable to minority interest and others				1	(42.1)
Profit/(loss) attributable to the Group	90	533	(83.2)	439	(79.6)

(1) In accordance with the Amendments to IFRS4, the Group decided to apply temporary exemption from applying IFRS9 to the financial investments of the Group's insurance firms for all periods that come before 1 January 2021, albeit this date is currently being reviewed as it awaits the entry into force of the new IFRS17: Insurance Contracts (expected on 1 January 2023), which will govern the presentation and measurement of insurance contracts (including technical provisions). Accordingly, these investments are grouped under "Assets under the insurance business" on the balance sheet. To make the information more readily comparable, the Group has also grouped together the technical provisions relating to Unit Link and Flexible Investment Annuity (part under management), which are now reported jointly under 'Liabilities under the insurance business'.



www.CaixaBank.com

Pintor Sorolla, 2-4 46002 Valencia www.CaixaBank.com

Investor Relations



investors@caixabank.com



+34 93 411 75 03



Av. Diagonal, 621-629 - Barcelona















