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# Group **overview**

02. Strategy

03. Activity and results 1Q20

04. Balance sheet

05. | Capital

06. MREL, liquidity and funding





# CaixaBank Group at a glance<sup>(1)</sup>



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



Group core operating income<sup>(6)</sup> 1Q20: +4.2% yoy

•	
Rote (TTM)	5.4%/8.5% adj. <sup>(7)</sup>
1Q20 Net profit (€M)	90
Core revenues 1Q20 <sup>(8)</sup>	+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 <sup>(9)</sup> (%)	12.0%/15.8%
Long Term Ratings <sup>(10)</sup>	Baa1/BBB+/BBB+/A



A responsible bank with solid heritage and values

- Included in **leading sustainability** indices<sup>(11)</sup>
- 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





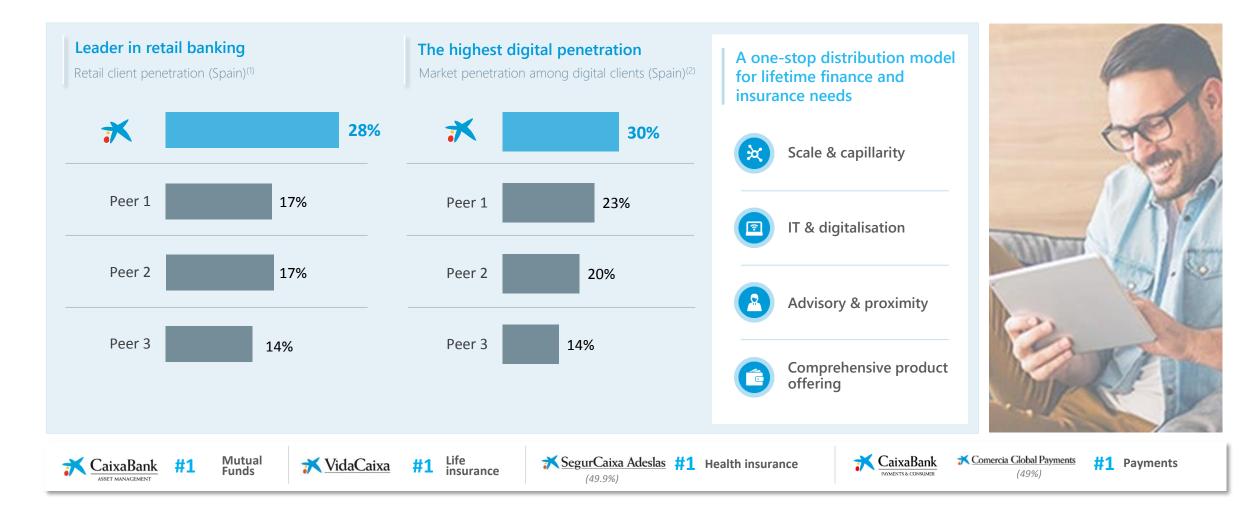




(1) Figures as of 31 March 2020 and referring to CaixaBank Group, unless otherwise noted. (2) Market penetration-primary bank among retail clients in Spain aged 18 or above. Source: FRS Inmark 2019. (3) Individual customers aged 20-74 years old with at least one transaction in the last 12 months. (4) # 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



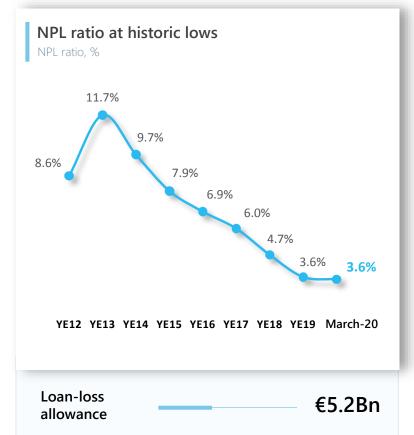
<sup>(1)</sup> Retail clients in Spain aged 18 or above. Peer group includes: Banco Santander (including Popular), BBVA, Bankia. Source: FRS Inmark 2019.

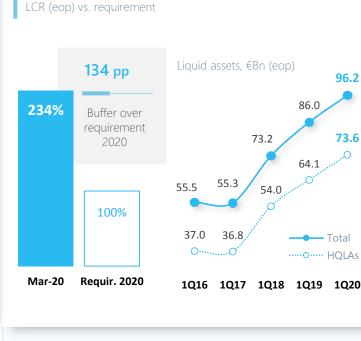
<sup>(2) 12</sup> month average, latest available data as of December 2019. CaixaBank ex BPI; peer group includes: Banco Sabadell, Banco Santander, BBVA. Source: Comscore.



# Facing the COVID crisis from a reinforced position of strength

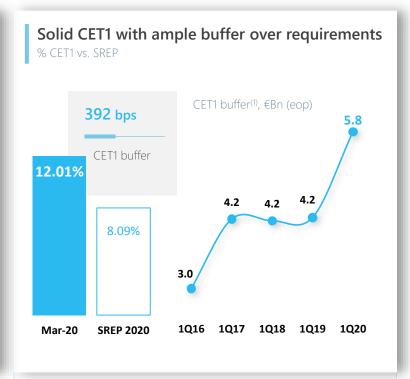
Record-high liquidity





96.2

73.6



- COVID-19 provision of **€400M** in 1Q20
- NPL coverage increase by 3pp ytd to **58**%



 Take-up of ECB LTRO funds in 1Q20: €21.5Bn plus \$2Bn



392 bps

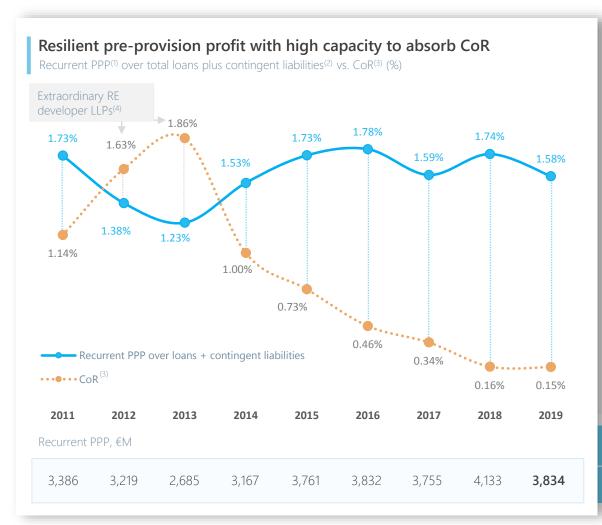
- Support from dividend cut: +32 bps
- Move to transitional IFRS9<sup>(2)</sup>: **+13** bps
- P2R flexibility (CRD-V) increases buffer by 66 bps

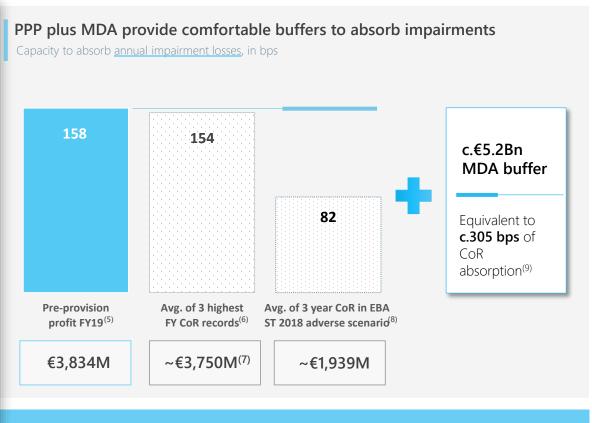
<sup>(1)</sup> Fully loaded before 2019. MDA buffer currently stands at 353 bps.

Pending ECB approval.



# Strong pre-provision profit and solvency provide ample buffers

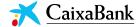




Better cost outlook provides further support to PPP

Expect FY20E recurrent costs to be below 2019

<sup>(1)</sup> Pre-provision profit excluding extraordinary operating expenses. (2) Average (12-month) total loans plus contingent liabilities as the CoR TTM denominator. (3) Trailing 12M. Excluding extraordinary provision release in 4Q16 and extraordinary write-back in 3Q18. (4) €4,538M from Guindos decrees in LLPs 2012-13. (5) Recurrent pre-provision profit over FY19 average loans plus contingent liabilities. (6) Corresponding to the FY11 (CoR of 1.14%), FY12 (CoR of 1.63%) and FY13 (CoR of 1.86%). (7) 154 bps over FY19 average loans plus contingent liabilities. (8) 3yr average LLPs in the adverse scenario divided by average loans plus contingent liabilities in 2017 (starting point of the stress tests). (9) Grossed up to pre-tax for comparison purposes and divided by average loans plus contingent liabilities.



# Committed to support clients and the economic recovery



#WITH YOU MORE THAN EVER

#### **Individual clients**



- ~220K applications for loan-payment moratoria<sup>(1)</sup> 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





#### **Businesses**



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



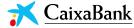
#### Society



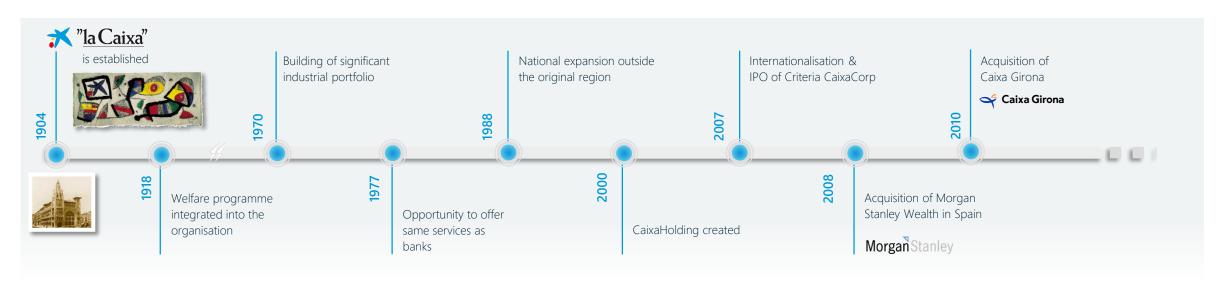
- €7.3M contribution to fund insurance for medical workers
- €2M collected in joint food-bank programme with "la Caixa" Foundation
- 200,000 pre-paid credit cards for urgent needs of vulnerable groups
- Rental waiver for affected families during the lockdown period

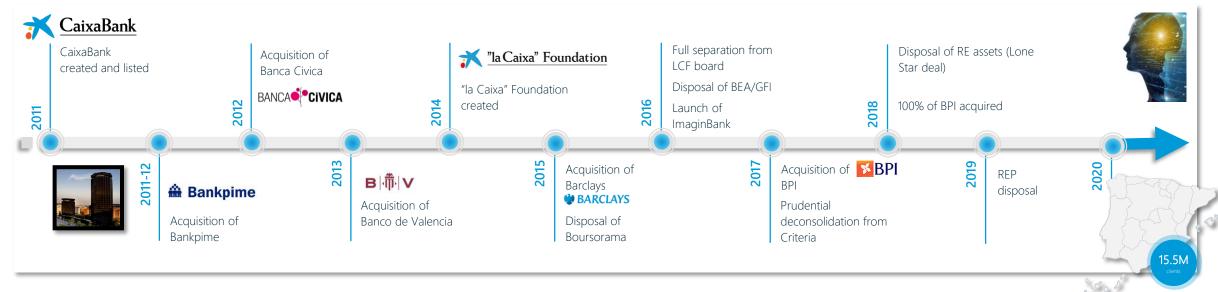


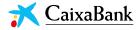
- (1) Outstanding balance of ~€8.5Bn. Including RDL and sector moratoria. Until 23 April 2020.
- (2) Total number of applications until 28 April 2020.
- (3) Loan applications with credit already granted, approved or in-process until 28 April 2020. Including loans to corporate, SMEs and self-employed.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



# A history that spans over 115 years







# A streamlined structure facilitates full attention on our bancassurance model

#### Reorganisation of "la Caixa" Group



Bancassurance Spain and Portugal

+ Strategic partnerships:







#### Increased focus on our core business



#### Decreasing weight of non-strategic assets

- Boursorama (2015)
- BEA & Inbursa (2016)
- Repsol (2019)
- NPAs: -72% 2014-1Q20<sup>(4)</sup>



#### Taking control of BPI

- Fully integrated into our bancassurance activity
- Opportunity to replicate CABK business model in Portugal





"la Caixa"

40%

Foundation<sup>(3)</sup>

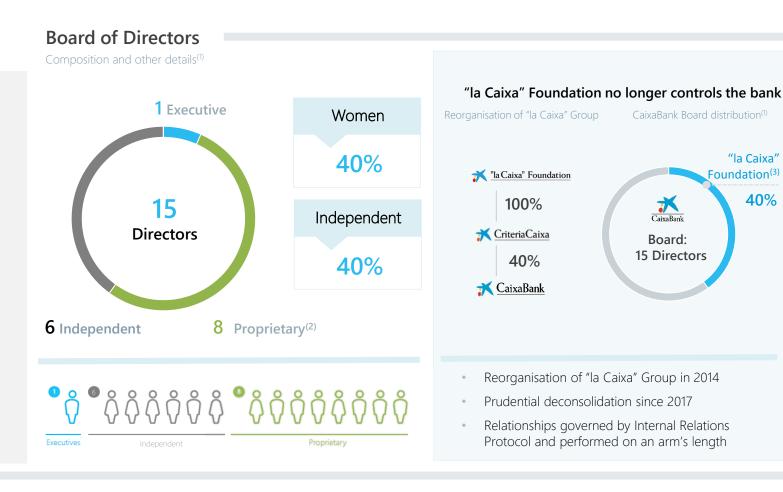
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Board:

# 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

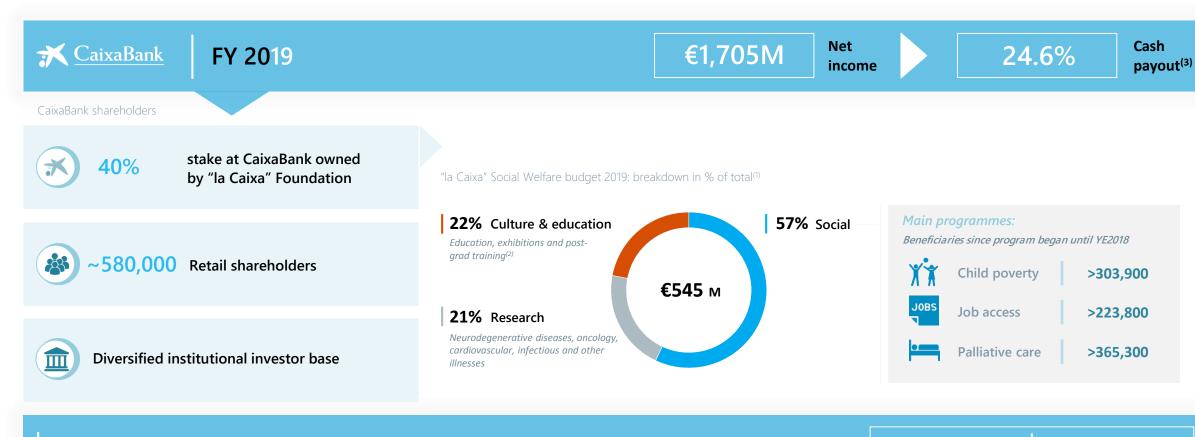


- (1) Includes the changes announced on the 25th February 2020 (refer to CNMV OIR number 286), on the 2nd April 2020 (refer to CNMV OIR number 1370) and on the 18th April 2020 (refer to CNMV OIR number 1616)
- Including 6 directors representing "la Caixa" Foundation, 1 director representing Banking Foundation of Caja Navarra, Banking Foundation of Caja Canarias and Banking Foundation of Caja de Burgos and 1 director representing Mutua Madrileña.
- (3) Includes 6 proprietary directors representing "la Caixa" Foundation.

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



Cash payout **20**20E | **20**21E<sup>(4)</sup>

≤ 30% > 50%

(1) Source: "la Caixa" Foundation Annual Report 2018. (2) 4,771 scholarships awarded since the program inception (until year-end 2018). (3) Refer to CNMV Inside Information register #119. (4) 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 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.



# Delivering on corporate responsibility

#### Socially Responsible Banking Plan - Main corporate responsibility aims



# Integrity, transparency and diversity

Ethical and responsible behaviour & Simple and transparent language



#### Governance

Best governance practices, Reputational Risk Management & Responsible policies



#### **Environment**

Incorporating social and environmental criteria in risk analysis, products and services



#### **Financial inclusion**

Micro-credits, Accessible, close and multi-channel banking & Financial culture



#### Social commitment

Corporate volunteering & Alliance with "la Caixa" Foundation

#### **Corporate Values**

#### Main highlights & Commitments



Quality



Trust

Social Commitment

- MicroBank, the Group's social bank, is a leader in the field of financial inclusion, using micro-loans and lending with a social impact
- Present in 100% of the towns of more than 10,000 inhabitants and in 94% of the towns of more than 5,000 inhabitants
- >18,500 social housing units, the main private social housing stock in the country
- Issuance in 2019 of a €1Bn SDG-linked bond
- €44.7M of "la Caixa" Foundation's budget channelled through CaixaBank's branch network to support local social needs
- Corporate Volunteering programme (>15,000 Group employees are volunteers)
- Signatories of the Principles for Responsible Banking. Members of the UNEP FI
- Equator Principles' signatories: consideration of social and environmental impacts in financing large projects
- PRI signatories: Pension plans and Funds are managed under ESG criteria
- Chairing the Spanish Network of the United Nations Global Compact since 2012











2019 Constituent (1)
MSCI ESG
Leaders Indexes



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# Delivering on 2018 strategic financial targets



	2018 Target <sup>(1)</sup>		2018	
Profitability				
RoTE	9-11%	>	9.3%	
Recurrent C/I ratio	~55%	>	53%	
Core revenues CABK <sup>(2)</sup>	<b>~4</b> CAGR 2017-2018	>	6%	
Rec. operating exp. CABK <sup>(3)</sup>	Flat 2014	>	~0% vs FY14	
Cost of risk <sup>(4)</sup>	<40 bps	>	4 bps	
Capital				
CET1 FL %	11-12%	>	11.5%	
Total Capital FL %	>14.5%	>	15.3%	
Cash dividend pay-out	≥50%		<b>55%</b> rg. 2015-18	

Solid economic recovery during the Strategic Plan 2015-18 but...

- **Negative interest rates** for 3 years of the Plan
- Subdued loan volumes > lower than expected
- Mortgage floor removal
- Competitive pressures in certain segments
- Regulation > more... and more demanding

Building our 2019-21 Strategic Plan on solid foundations

<sup>(1)</sup> Targets revised in the mid-term review of the plan (December 2016). (2) NII + Fees + insurance revenues from life-risk premia and equity accounted income from SegurCaixa Adeslas. (3) Recurrent administrative expenses, depreciation and amortization. 2014 PF w/Barclays Spain. (4) Trailing 12M.



# **2019-2021** Strategic Plan



2019-2021

#### **STRATEGIC PRIORITIES**

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



A benchmark in responsible banking and social commitment



**STRATEGIC VISION** 

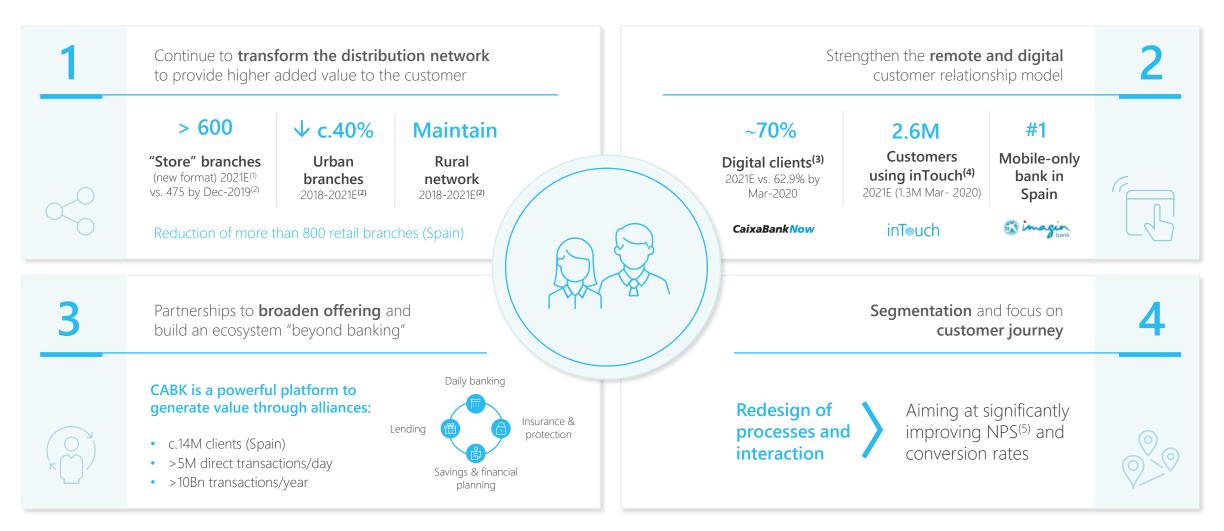
A leading and innovative financial Group, with the best customer service and a benchmark in responsible banking







# Levers to fuel growth and drive our **Customer Experience strategy**



<sup>(1)</sup> Projection presented in Investor Day. Delivery date updated in 1H19 results to June 2020. (2) In Spain. Including 17 store branches work-in-process as of January 2020. Extended opening hours. (3) Individual customers aged 20-74 years old with at least one transaction in the last 12 months. (4) Remote account manager service. Projection presented in Investor Day. Delivery date updated in 1H19 results to December 2020. (5) Net promoter score: percentage of promoters minus percentage of detractors.





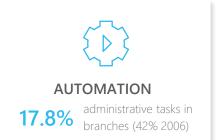


# Accelerate digital transformation to boost efficiency, scalability and flexibility of IT infrastructure

#### Process digitalization and automation







#### Employee mobility and digital signature







#### Data and analytics: we process a large amount of data





#### Other technologies being implemented to generate efficiencies:



- Cognitive and Al
- Robotics to support process automation
- Biometrics to support digital onboarding











# Talent development is and will continue to be a top priority

#### The best team

We have been heavily investing in talent development

- Masters in Advisory
- Leadership capabilities
- School of Risk Mgmt
- School of Leadership

**~16,440** employees<sup>(1)</sup>

A significant proportion of employees has been reskilled

- Business managers
- Private Bank managers
- Affluent Bank managers
- CIB managers
- "inTouch"

**~6,400** employees<sup>(2)</sup>

We have redesigned processes to favour meritocracy and attract and develop talent

• Promotion, incentives, appraisal, communication

100% employees<sup>(1)</sup>

#### Goals

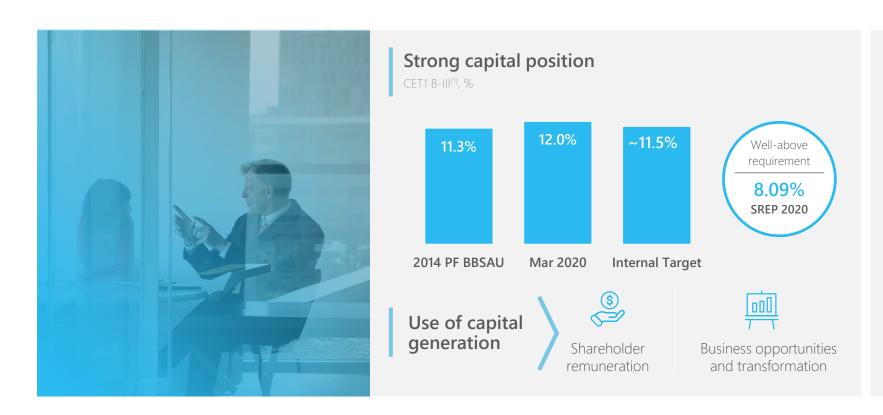
- Organisational redesign
- Foster culture of agility (extensive application of agile methodologies)

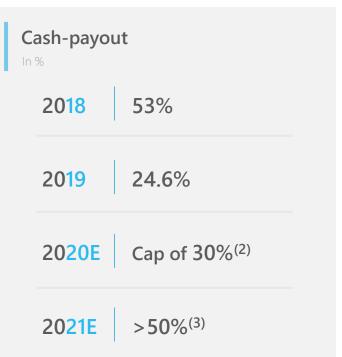
Value to the client and time-to-market

- (1) As of December 2019.
- (2) As presented in Investor Day in November 2018.



# Capital distribution supported by **sustainable earnings and strong capital position** despite COVID-19 environment





#### Financial targets for 2019-21 plan suspended







# 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<sup>(1)</sup> Policy update
- Human Rights Policy update



- Feb 2019
- Environmental Risk Management Policy
- Environmental Risk Committee
- Statement on Climate Change



- SDG Bond Framework
- Dec 2019
- · Join UN Collective Commitment to Climate Action





 Socially Responsible Banking Plan approved



- Nov 2018
- Strategic Plan 2019-21 approved and presented to the market (Investor Dav)



- May 2019
- Environmental Risk Mgmt. Roadmap 2019-21
- Sep 2019
- Inaugural Social Bond SNP
- Signature Principles Responsible Banking UNEP FI



A-list

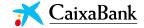
**Delivering responsible** banking since 1904

**Francesc Moragas** 



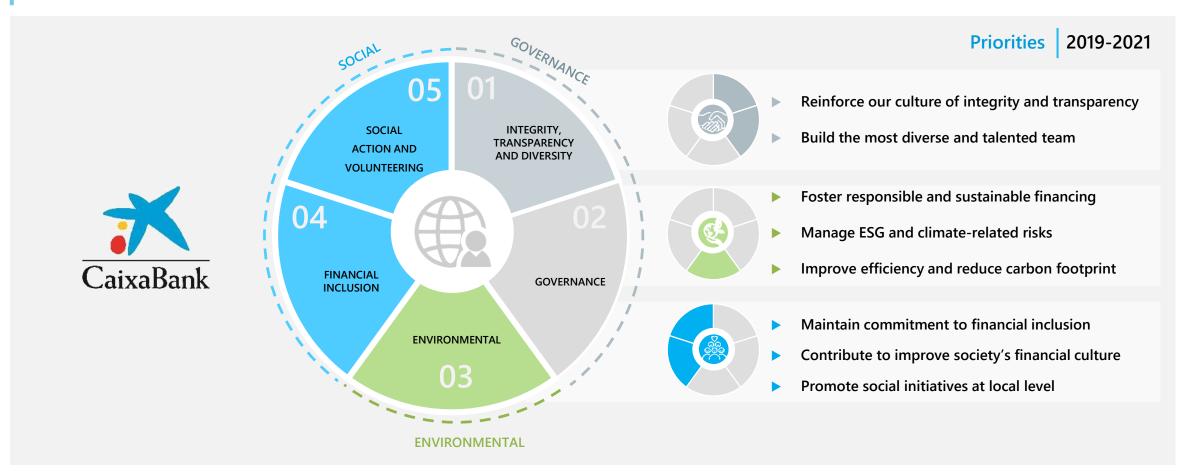
(1) Corporate Social Responsibility.





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

#### Responsible Banking Plan



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# Prepared to face the COVID crisis and contribute to the recovery



1Q20 Net income of €90M (-83% yoy): FY20E revenue guidance and targets for 2019-21 plan suspended

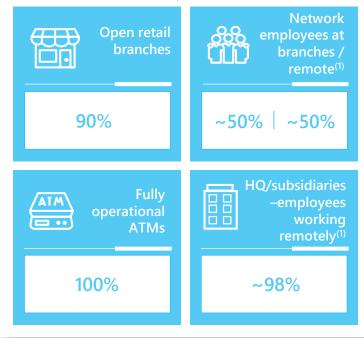


# Ensuring operational effectiveness from day 1

The bank is fully operational and working under business continuity planning

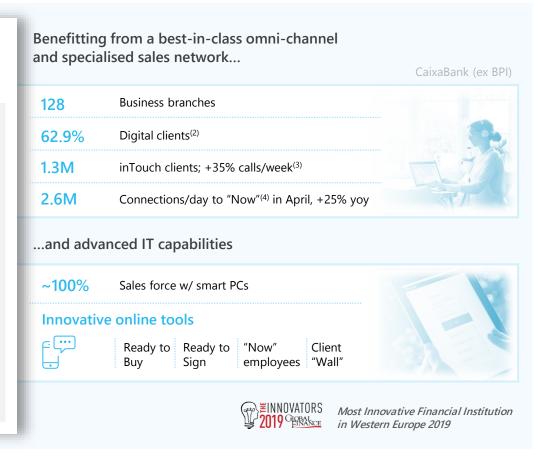
-with the majority of branches open and most employees working remotely

CaixaBank (ex BPI), as of 23 April 2020



# While ensuring the safety of our employees at all times

- 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

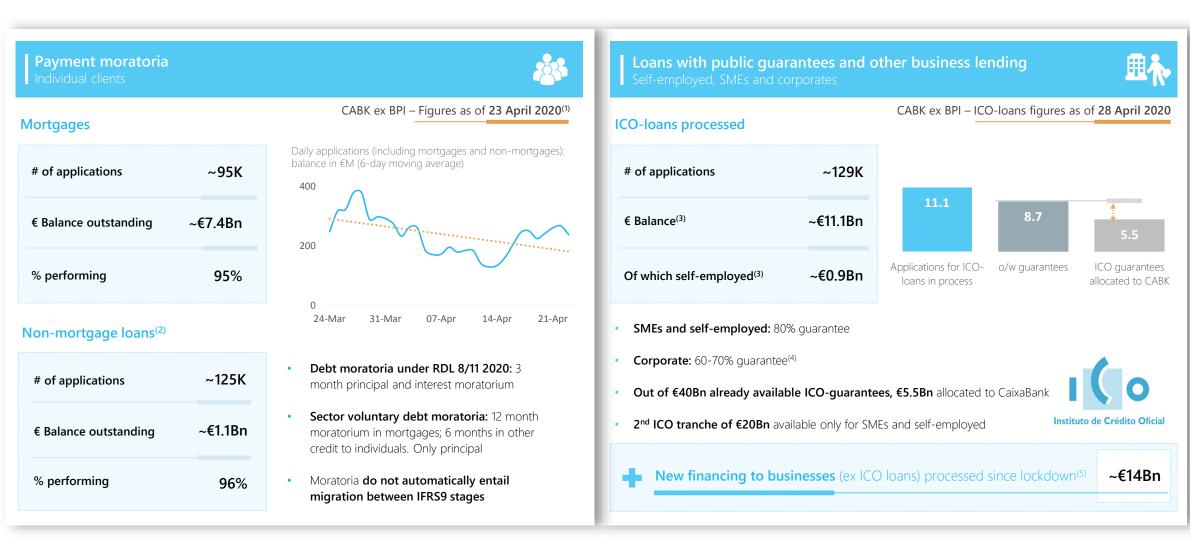


Our main priorities: the health and safety of our employees while continuing to provide an essential service to our clients and society

- (1) % of active employees.
- (2) Digital clients are individual customers aged 20-74 years old with at least one transaction in the last 12 months.
- B) Average/week in April vs average/week in February and first half of March.
- (4) Online and mobile banking.



# Providing temporary relief to families and liquidity to businesses



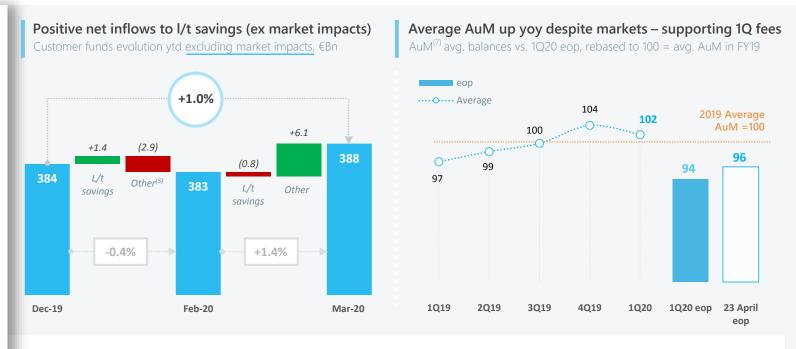
(1) Including all mortgage, personal loans and credit card applications received until 23 April 2020. (2) Including personal loans and credit cards (3) Including applications with credit already granted, internally approved or in process since declaration of State of Alarm and until 28 April 2020. (4) 70% for new loans and 60% for renewals. (5) Credit already granted or internally approved but not yet granted since declaration of State of Alarm and until 23 April 2020.

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# On B/S funds remain stable while valuation impacts AuM

#### **Customer funds** Breakdown, in €Bn % ytd 31 Mar 20 I. On-balance-sheet funds 278.9 0.6 Demand deposits 192.9 1.8 Time deposits (1) 28.2 (2.7)Insurance 56.6 (1.6)o/w Unit linked 11.0 (9.8)Other funds 1.3 0.5 II. Assets under management (2) 92.3 (9.7)Mutual funds (3) (10.7)61.2 Pension plans 31.1 (7.8)III. Other managed resources 5.3 12.2 **Total customer funds** 376.6 (2.0)Total customer funds ex market<sup>(4)</sup> 388.0 1.0



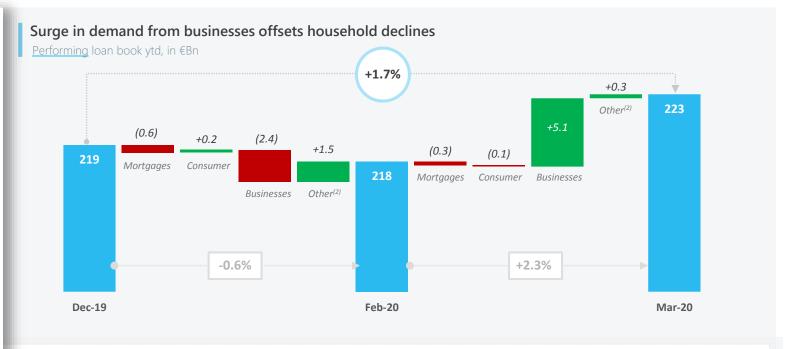
- Total customer funds grow by 1% after adjusting for market impacts (€11.5Bn)
- On-B/S funds remain flat as market impacts on unit linked are offset by surge in sight deposits
- Off-B/S funds (-9.7% ytd) mostly reflect market correction as positive net inflows in Jan-Feb stop in March
- Market share in mutual funds up 25 bps ytd (+19 bps in March/Feb)<sup>(6)</sup> despite market and COVID impacts

(1) Includes retail debt securities amounting to €1,540M at 31 March 2020. (2) Off-balance-sheet AuM. Excluding unit linked which are on-balance-sheet funds. (3) Including SICAVs and managed portfolios. (4) Excluding market impacts in long-term savings. (5) Affected by adverse seasonality (extraordinary payrolls in December). (6) In Spain. Source: Inverco. (7) Including mutual funds, managed portfolios, SICAVs, pension plans and unit linked.



# High growth in loan volumes from end of February

Loan book			
Breakdown, in €Bn	31 Mar 20	% ytd	
I. Loans to individuals	122.9	(1.1)	
Residential mortgages	87.6	(0.9)	
Other loans to individuals	35.3	(1.6)	
o/w consumer loans <sup>(1)</sup>	14.9	1.0	
II. Loans to businesses	94.1	3.1	
Corporates and SMEs	88.1	3.4	
Real Estate developers	6.0	(0.8)	
Loans to individuals & businesses	217.0	0.7	
III. Public sector	14.3	21.7	
Total loans	231.4	1.7	
Performing loans	222.8	1.7	



- Performing loans up 1.7% ytd with growth skewed toward business lending
- Loans to businesses boosted in March by liquidity needs to face new backdrop  $\rightarrow$  accounting for c. 70% of 1Q20 production
- Public sector grows on tactical approach while mortgages remain on a structural deleveraging trend

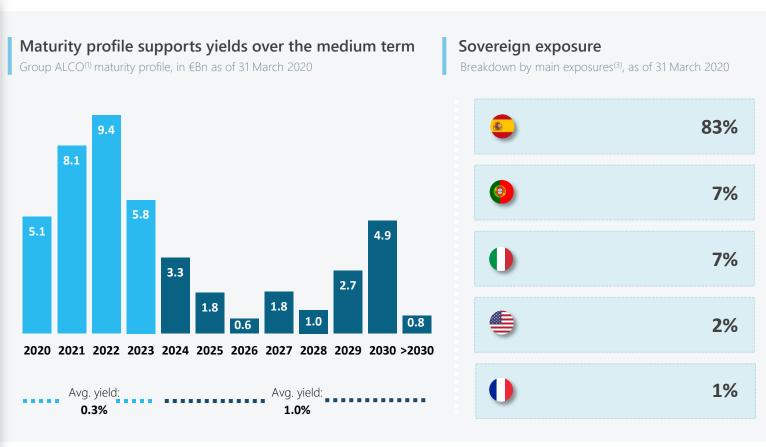
<sup>(1)</sup> Unsecured loans to individuals, excluding those for home purchases. Includes personal loans from CABK, BPI, MicroBank and CABK Payments & Consumer, as well as revolving credit card balances (CaixaBank Payments & Consumer) excluding float.

<sup>(2)</sup> Includes public sector and other loans to individuals (ex consumer lending).



# ALCO book increased to seize market opportunities





- (1) Banking book fixed-income securities portfolio and liquidity management portfolio, excluding trading book assets.
- (2) Securities at amortised cost.
- (3) Sovereign exposures account for 94% of total ALCO book.



# March impacts an otherwise solid operating performance

#### **Consolidated Income Statement**

€М	1Q20	1Q19	% yoy	% qoq
Net interest income	1,200	1,237	(3.0)	(2.5)
Net fees and commissions	658	612	7.6	(5.1)
Income and expense insurance/reinsurance	150	130	15.6	0.6
Trading	(20)	48		
Dividends	1	10	(89.3)	(30.1)
Equity accounted	56	107	(47.6)	(31.1)
Other operating income/expenses	(62)	(35)	79.6	(64.3)
Gross income	1,983	2,109	(6.0)	(0.6)
Recurring operating expenses	(1,188)	(1,204)	(1.3)	1.2
Pre-impairment income	796	905	(12.1)	(2.9)
LLPs	(515)	(123)		
Other provisions	(144)	(48)		72.4
Gains/losses on disposals and other	(31)	(16)	88.5	(63.8)
Pre-tax income	106	718	(85.2)	(81.2)
Tax, minority & other	(16)	(185)	(91.1)	(86.8)
Net income	90	533	(83.2)	(79.6)
Pro memoria				
Core revenues	2,045	2,027	0.9	(3.3)
Core operating income <sup>(1)</sup>	857	823	4.2	(8.9)

#### **CORE REVENUES SHOW RESILIENCE YOY**

- Core revenues +0.9% yoy despite drag from NII, markets and lockdown:
  - NII mainly reflects lower yields
  - Fees up c.8% yoy on strong performance in the first 2 months (+c.10% yoy)
  - Life-risk recovery continues as sales build on recurrence of MyBox
  - Core revenues qoq mostly reflect seasonality and onset of crisis in March
- Trading impacted by credit markets<sup>(2)</sup>

#### LOWER COSTS YOY ON SAVINGS FROM 2019 RESTRUCTURING AND OTHER

- Core operating income +4.2% yoy on both higher core revenues and lower costs
- ▶ FY20E recurrent cost guidance revised to be below 2019

#### Cor includes reserve build for covid impacts

- COR TTM at 31 bps after top-down reserve build (-€400M in March) in anticipation of COVID impacts; excluding such impact, CoR TTM at 15 bps
- ► FY20E CoR guidance 60-90 bps
- Other provisions include one-off from early retirement (-€109M)

- (1) Core revenues minus recurrent operating expenses.
- (2) Trading impacted by credit valuation adjustments from derivatives in 1Q20.

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**Balance sheet** 

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# Conservatively managed balance sheet:

# low-risk and diversified loan portfolio

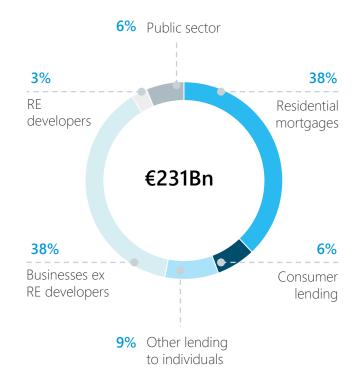
#### Asset breakdown

In % of total as of 31 March 2020

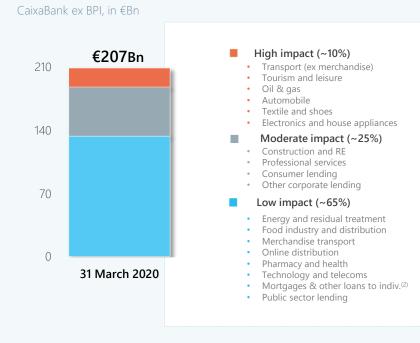
# 17% Other Loans and advances to customers (gross) 11% ALCO €416Bn

#### Customer-loan portfolio

Loans and advances to customers (gross), breakdown by main category in % of total as of 31 March 2020



#### Loan-book by COVID-19 sensitivity<sup>(1)</sup>



- Limited exposure to sectors highly affected by COVID-19: ~10% of the loan book (CABK ex BPI)
- Lending to large corporates centered on sector champions
- Low risk appetite: LBO or specialised asset lending not material

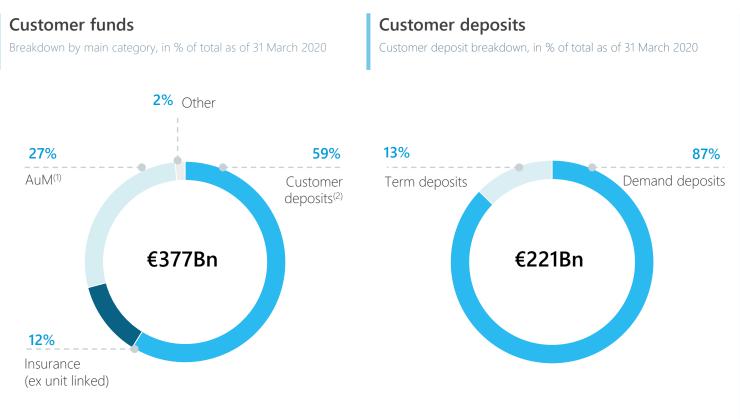
## Long history of conservative risk management

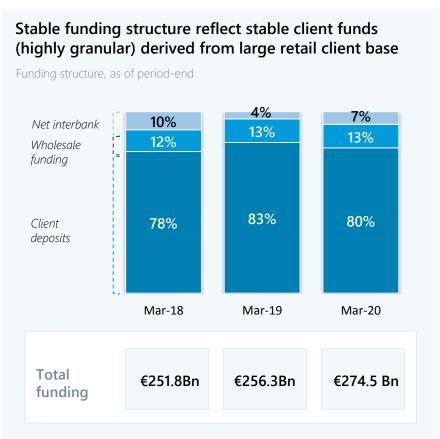
- (1) CABK ex BPI based on internal criteria. Business lending breakdown differs from Pillar 3 report in that the latter follows CNAE (standard industry code) segmentation.
- (2) Ex consumer lending.



# Conservatively managed balance sheet:

# stable funding structure

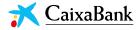




#### Large proportion of zero cost retail deposit provides upside to a rate-cycle upturn

<sup>(1)</sup> Mutual funds (including managed portfolios and SICAVs), pension plans and unit linked.

<sup>(2)</sup> Includes retail debt securities amounting to €1,540M as of 31 March 2020.



# Significant de-risking of non-core assets

#### **NPLs**

Group NPL stock<sup>(1)</sup>, in €Bn

#### Net OREO exposure

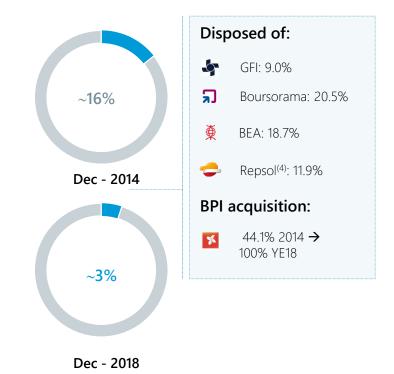
CABK OREO portfolio available for sale net of provisions, in €Bn

#### Capital consumption of minority stakes

Capital allocated to non-controlled stakes, % of total capital consumption  $\ensuremath{^{(3)}}$ 





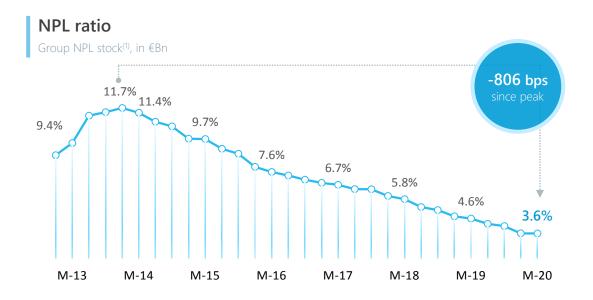


- (1) Including contingent liabilities.
- (2) 2014 PF Barclays Spain.
- (3) Capital allocation defined as the capital consumption of the investment portfolio over total capital consumption. As presented in Investor Day in November 2018.
- (4) On 20 September 2018, CaixaBank announced the intention to sell down the existing shareholding in Repsol S.A. through a disposal programme. Refer to Significant Event #269777 (CNMV) for additional information. Full disposal completed in 2Q19.

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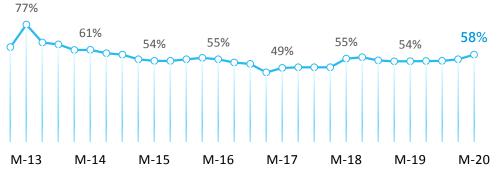


## Sound risk indicators



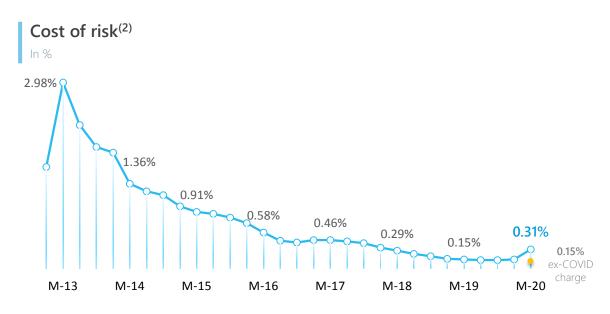
#### NPL coverage ratio





#### (1) Including non-performing contingent liabilities.





#### Coverage breakdown by collateral

CABK ex BPI NPL/coverage breakdown by collateral, as of 31 March 2020



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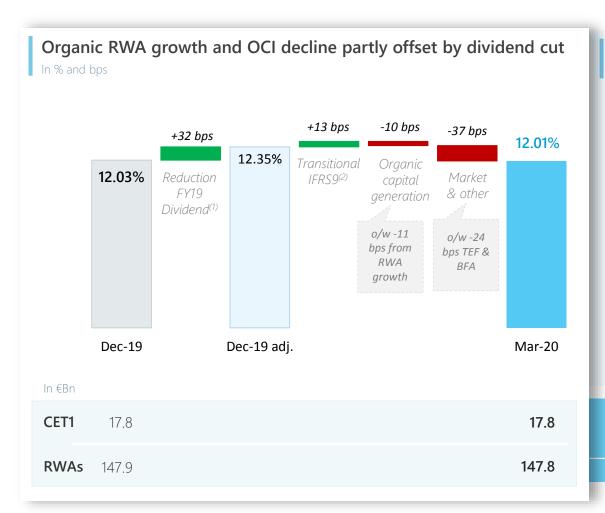
05.

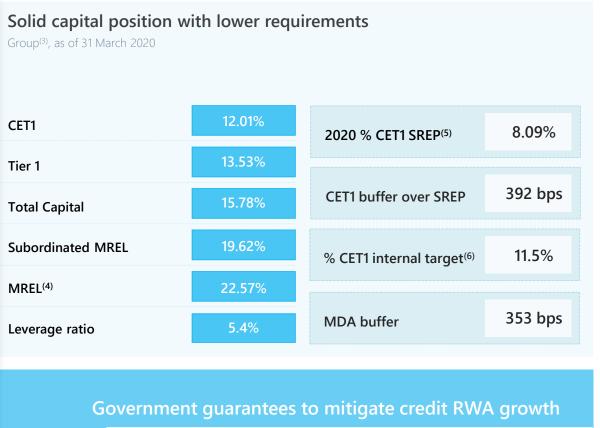
Capital

06. MREL, liquidity and funding



## Solid CET1 position stands well above requirements





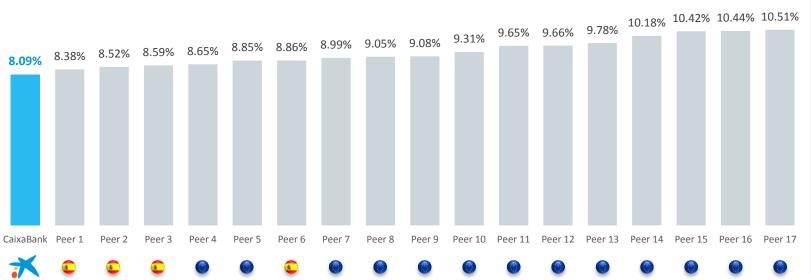
(1) FY19 dividend of €0.07/share (24.6% payout) paid in April. (2) Subject to final approval from ECB: CET1 of 11.88% prior to application. (3) As of 31 March 2020, CABK CET1 ratio on a solo basis is 13.6% and BPI CET1 ratio is 13.7% (13.7% on a solo basis). (4) Our best estimate according to the current eligibility criteria of the SRB, on a consolidated basis. (5) Applying P2R flexibility (CRD-V) and with countercyclical buffer currently at 0.0%. (6) Refer to CNMV Inside Information filing #119 (26 March 2020).

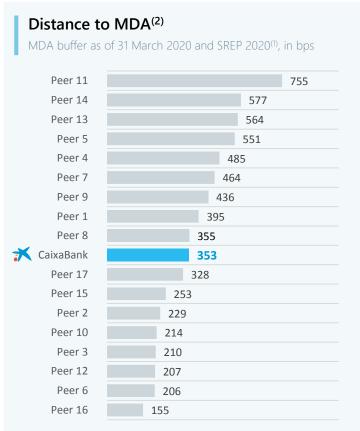


## The lowest SREP requirement among peers reflecting lower risk-profile

**CET1 SREP requirement 2020** 

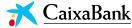
In % of RWAs<sup>(1)</sup>





### Comfortable distance to MDA

<sup>(1)</sup> Sources: based on information reported by companies. Peer group includes: ABN Amro, B. Sabadell, B. Santander, Bankia, BBVA, BNP Paribas, Commerzbank, Credit Agricole, Deutsche Bank, ERSTE, Group BPCE, ING Groep, Intesa Sanpaolo, KBC, Nordea, Société Générale, Unicredit. (2) Considering AT1/Tier 2 shortfalls.



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## Low risk profile

#### **RWA** distribution

Total RWA breakdown in %, 31 December 2019

### Credit risk-RWA by main category

Credit RWA breakdown in %, 31 December 2019

### Credit risk-RWA – private sector<sup>(3)</sup>

EAD breakdown in %, 31 December 2019

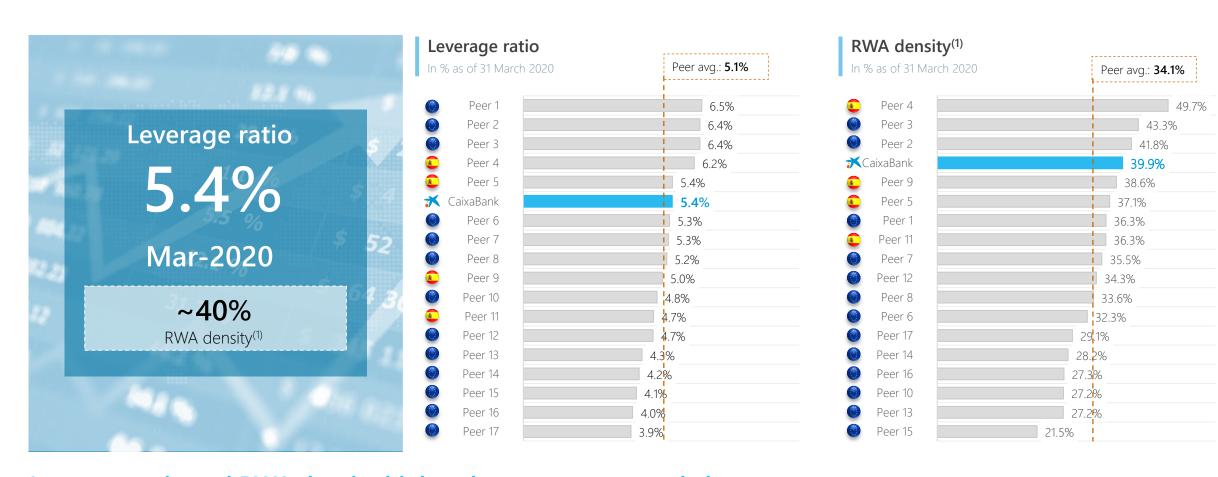


- 77% of RWA correspond to credit risk
- 78% of credit risk RWA (equivalent to c.60% of Group RWA) are allocated to lending activities to private sector
- 76% of EAD (Exposure at Default) in credit to the private sector is evaluated by IRB
- (1) Including equity investments plus other listed and non-listed entities as well as subsidiaries that do not consolidate globally from a prudential stance (mainly VidaCaixa).
- (2) Counterparty and securitisations: 3%; other: 8%.
- (3) Credit risk excluding public sector and assets other than debt (real estate and other).

Source: Pillar III data (December 2019).



## High quality of capital

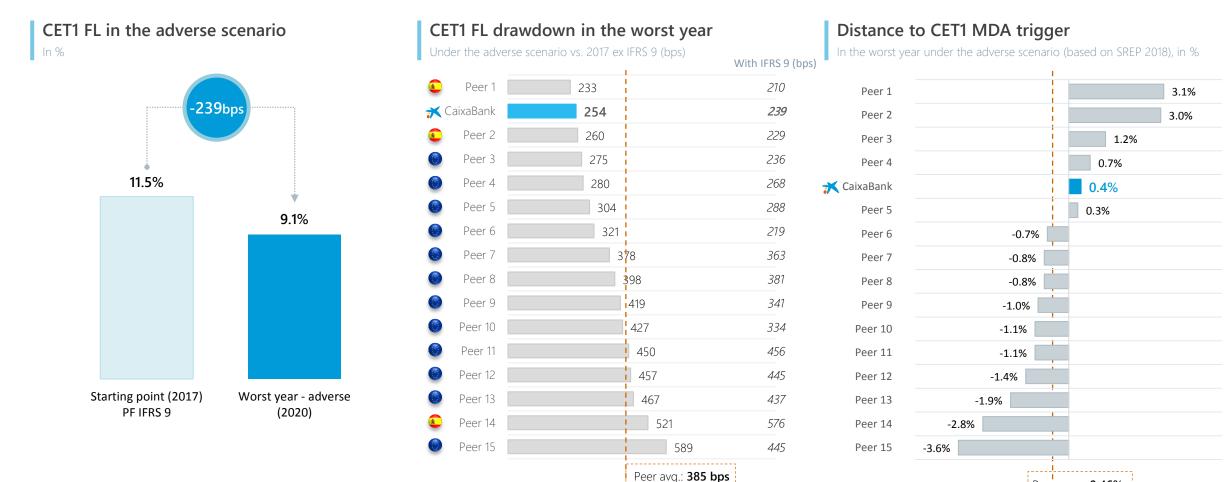


### Leverage ratio and RWA density higher than most peers and above peer average

<sup>(1)</sup> RWA density estimated as leverage ratio divided by tier 1 ratio.



## 2018 EBA Stress Test results confirmed solvency strength



CET1 FL drawdown in the adverse scenario (worst year) lower than most peers and well below average

Peer avg.: **-0.46%** 

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MREL, liquidity and funding



## Current MREL of 22.6% a solid base to achieve requirement

MREL requirement versus capital stack

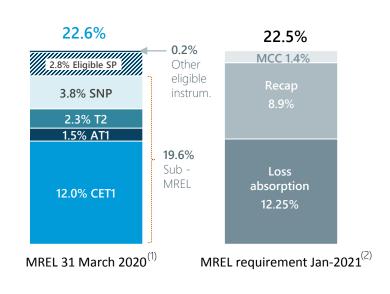
In % of RWAs

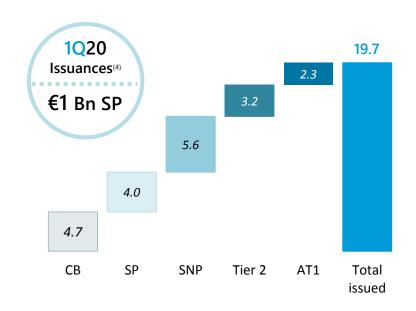
### Continued and successful market access

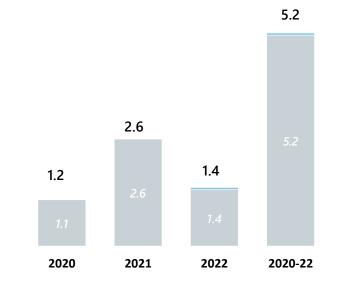
Issues January 2017 – March 2020<sup>(3)</sup>, in €Bn

2019-2022 wholesale maturity profile

As of 31 March 2020, €Bn



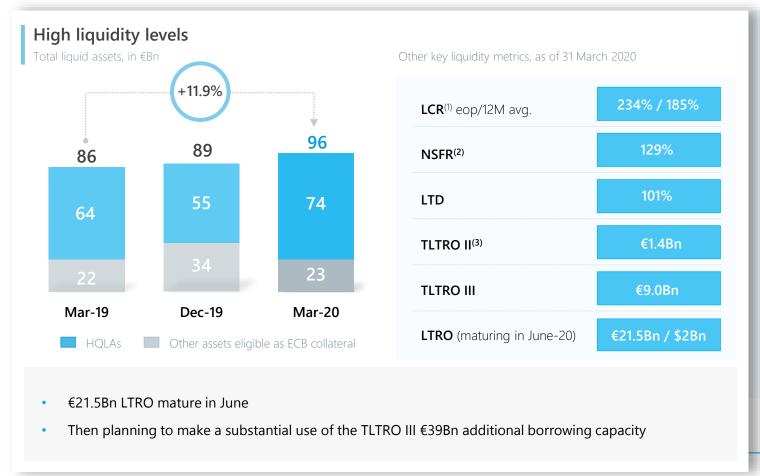




- Strong total capital base with full T1 and T2 buckets and no refinancing needs in the near future
- MREL requirement aligned with our expectation.
- Inaugural Social Bond: €1Bn 5-year SNP issued in September 2019.



## Strong liquidity with no need to tap market for funding





(1) Group, as of 31 March 2020 (CABK ex BPI: 235% eop). (2) NSFR end of period. Best estimate according to the new CRR criteria (Regulation (EU) 2019/876 of 20 May 2019). (3) Early redemption of €2.5Bn in 1Q20. (4) Legal maturities. This figure depicts the impact of wholesale issuances in funding costs of the CaixaBank Banking Book. As of 31 March 2020, the spread over 6M Euribor in bps for 2020-21-22 maturities stands at 124, 145 and 95bps respectively. Wholesale funding figures in the Quarterly Financial Report reflect the Group's funding needs and as such do not include ABS securities and self-retained multi-issuer covered bonds, and include AT1 issuances. (5) €1Bn SP at Mid-Swap +58 bps.



## High LCR well above requirement and peer average

### The highest LCR among peers

LCR<sup>(1)</sup>, as of 31 March 2020



Well above Spanish peer average (160%) and other Euro ex Spanish peer average (139%)

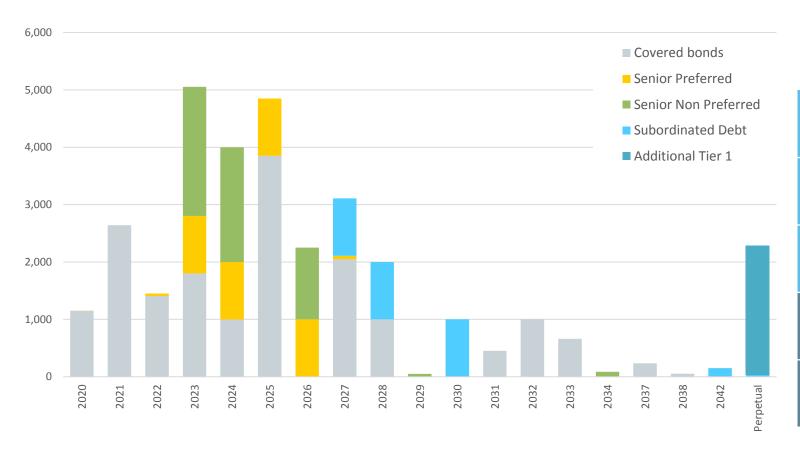
<sup>(1)</sup> Source: based on information reported by companies. Peer group includes: ABN Amro, B. Sabadell, B. Santander, Bankia, BBVA, BNP Paribas, Commerzbank, Credit Agricole, Deutsche Bank, ERSTE, Group BPCE, ING Groep, KBC, Nordea, Société Générale, Unicredit.



## Limited refinancing risk

### Wholesale maturity schedule

As of 31 March 2020, in €M



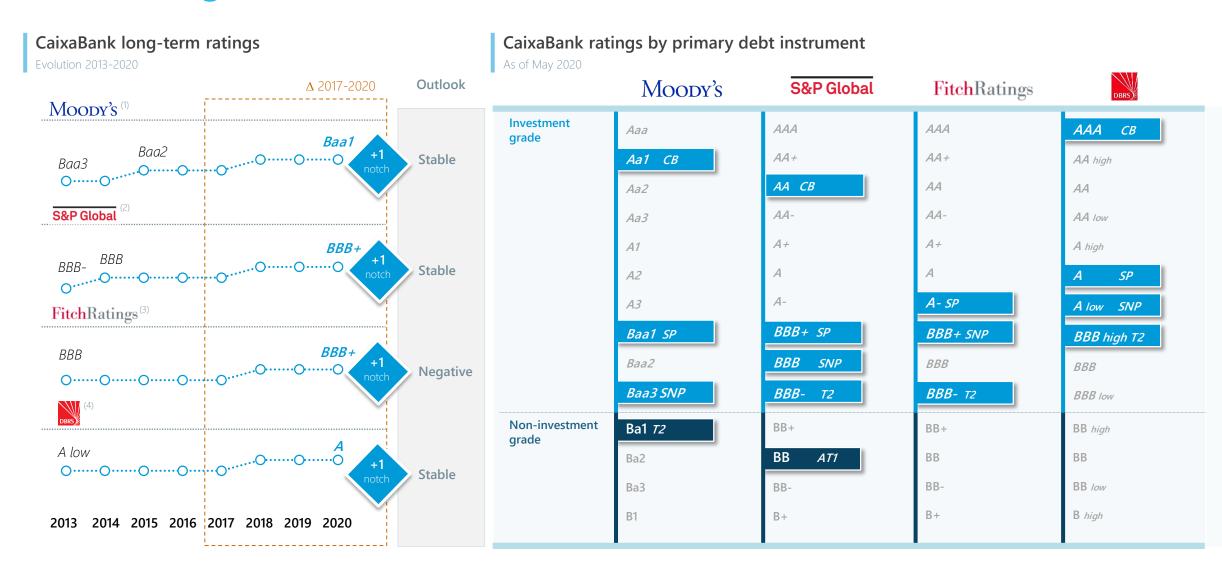
### Benchmark hybrid capital

Maturity and call dates

	Volume	Maturity	Calls far away: 1 <sup>st</sup> Call
Tier 2	€1Bn	Feb – 2027	Feb – 2022
Tier 2	€1Bn	Jul – 2028	Jul – 2023
Tier 2	€1Bn	Apr – 2030	Apr – 2025
AT1	€1Bn	Perpetual	June – 2024
AT1	€1.25Bn	Perpetual	Mar – 2026



## Credit ratings facilitate continued market access

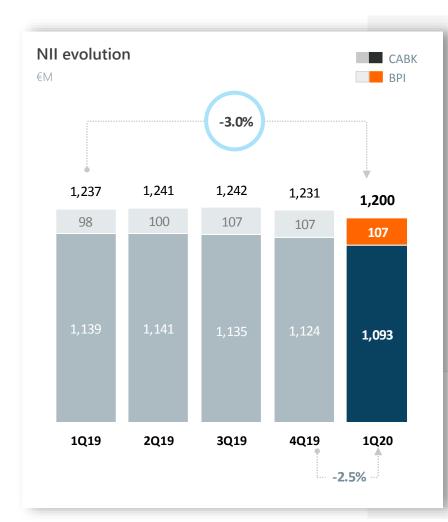








## ECB actions partly offset lower yields



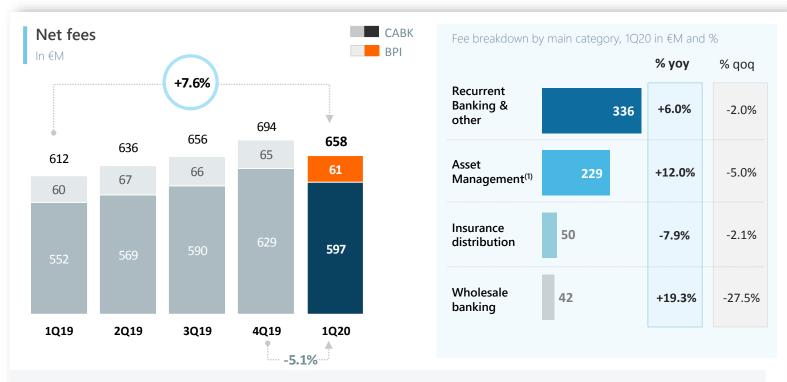


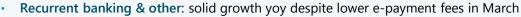
- NII dragged mostly by lower lending yields and day-count qoq
- Positive contribution from a full quarter of Tiering and ECB funding
- Average loan volumes broadly stable in the quarter with growth skewed towards the end of March
- Pipeline in new business lending, 1Q-end new ALCO, and lower impact of index resets to provide support in coming quarters

<sup>(1)</sup> Including NII from life-savings insurance.

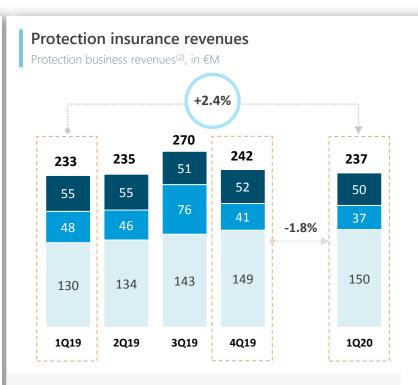


### Fees and life-risk revenues show resilience





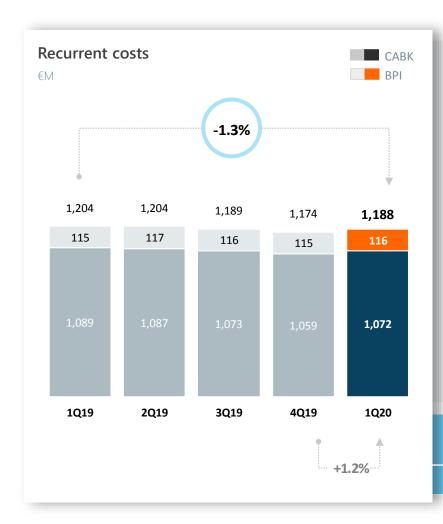
- AM: growing double-digit yoy with qoq mainly reflecting market correction
- Insurance distribution: recovery trend halted by lower sales in March
- · Wholesale banking: higher contribution yoy with qoq mainly reflecting seasonally-high 4Q

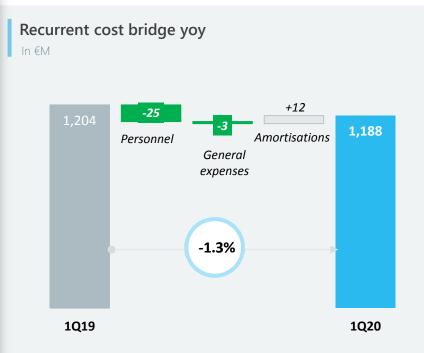


- Growth yoy underpinned by life-risk and MyBox recurrence
- Other protection revenues affected by lower commercial activity in March and SCA impact from markets



## Costs decline on savings from 2019 restructuring and other initiatives



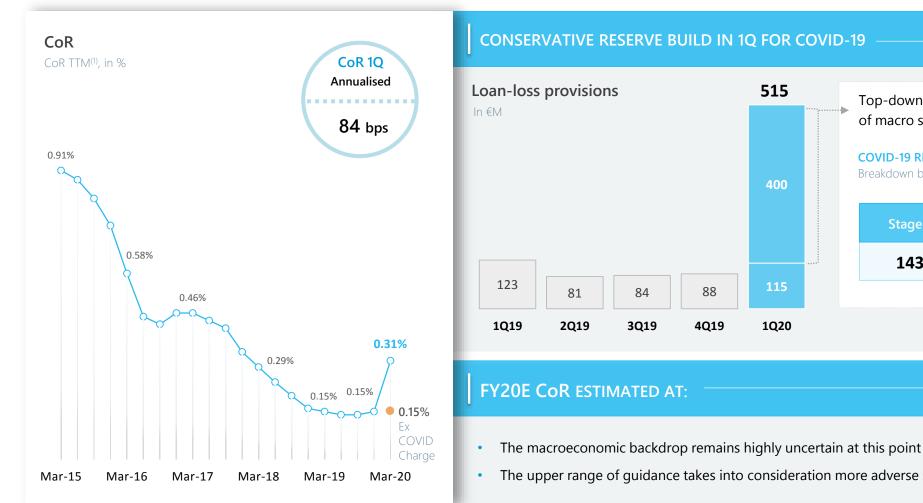


- Recurrent costs -1.3% yoy as cost savings from employee restructuring and other measures offset wage inertia and higher amortisations from investments in 2019
- Evolution qoq mainly reflects wage inertia and 1Q own property taxes
- Core C/I ratio TTM at 57.0% (-0.4 pp qoq)
- Early retirement programme in 1Q to provide additional cost savings in coming quarters (c.€29M on an annual basis) with 229 departures on 1 April
- Additional cost-savings to be implemented during 2020

FY20E recurrent cost guidance revised to be below 2019



## Q1 reflects conservative approach for future credit impacts





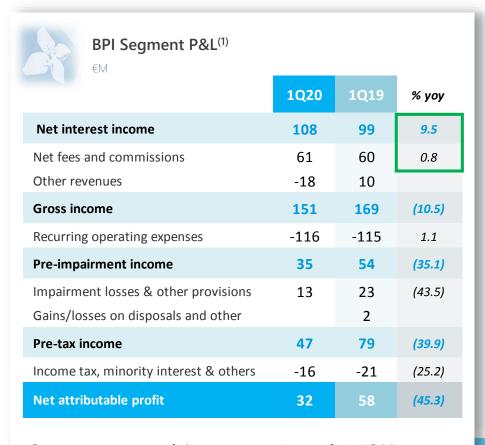
60-90 bps

- The upper range of guidance takes into consideration more adverse scenarios than our current base case

<sup>(1)</sup> Trailing 12M. Excluding one-offs in 4Q16 and extraordinary write-back in 3Q18.



## Core revenues and LLPs support BPI segment contribution



Core revenue growth keeps supporting profit in 1Q20

### Business volume growth in the quarter

BPI - Activity (stock vtd, as reported by BPI) and market shares in Portugal

**************************************	Loans
+0.6%	ytd
10.5%	Market share <sup>(2)</sup>

<u>ජී</u>	Deposits
+3.4%	ytd
10.2%	Market share <sup>(2)</sup>

	AuM
-8.6%	ytd
16.1%	Market share <sup>(3)</sup>



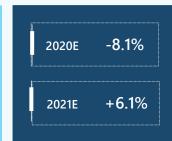
#### Supporting clients in facing the new COVID backdrop

Measures implemented at BPI









Real GDP forecasts<sup>(8)</sup>, % yoy

Committed to support clients and the economic recovery in Portugal

<sup>(1)</sup> Excludes contribution from BPI stakes, which is assigned to the "Investments" business segment. NII excludes cost from funding BFA and BCI which is included in "Investments" segment. (2) As of Jan-2020. Source: Bank of Portugal. (3) Market share in insurance capitalisation, excluding retirement savings plans in the form of capitalisation insurance. As of Feb-2020. Source: APS. (4) Active customers, 1st account holders, individuals and companies. (5) As of 22 April 2020. (6) Applications received by 20 April. Including €2Bn in loans to individuals (mortgage loans, personal loans and car finance) and €2Bn in loans to companies. (7) Applications received until 20 April 2020. (8) CaixaBank Research (forecasts as of 23 April 2020).



### **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	<i>52.7</i>
- 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 <sup>1</sup>	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 <sup>1</sup>	68,001	70,807	(2,806)	(4.0)
- Provisions	3,419	3,624	(205)	(5.7)
- Other liabilities	5,624	5,519	105	1.9
Equity	24,217	25,151	(934)	(3.7)
- Shareholders' equity	25,876	-	(371)	(1.4)
- Minority interest	28	29	(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

### P&L

€ 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		718	(85.2)	563	(81.2)
Income tax expense		(185)	(91.3)	(123)	(87.0)
Profit/(loss) after tax		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)

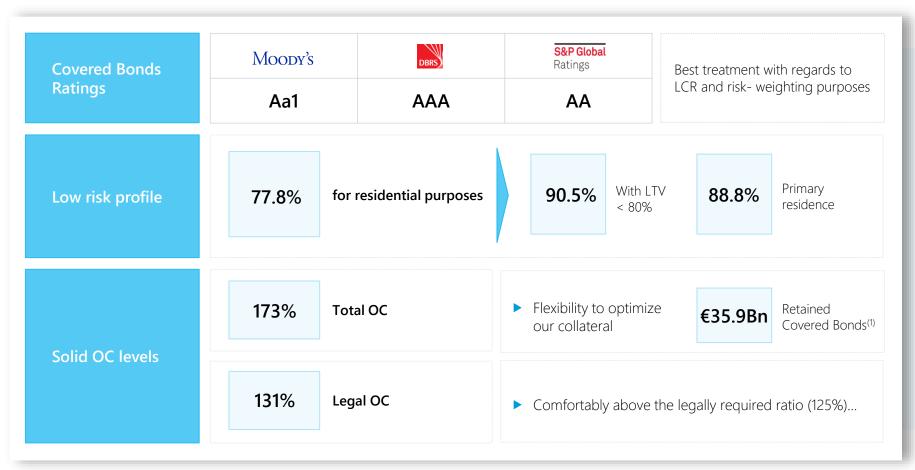
(1) In accordance with the Amendments to IFRS4, the Group decided to apply temporary exemption from applying IFRS9 to the financial investments of the Group's insurance firms for all periods that come before 1 January 2021, albeit this date is currently being reviewed as it awaits the entry into force 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'.







## Covered Bond programme: high quality collateral and strong collateralisation



## Always aiming at the best market standards

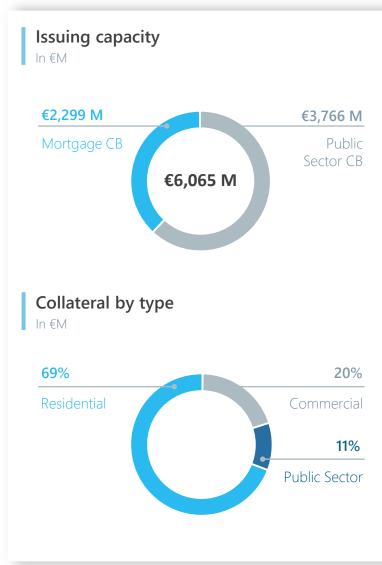
- Covered Bond Label
   Compliant since 1st January
   2013
- Transparency

Complete quarterly information available in our website:

http://www.caixabank.com/inversoresinstitu cionales/inversoresrentafija\_en.html

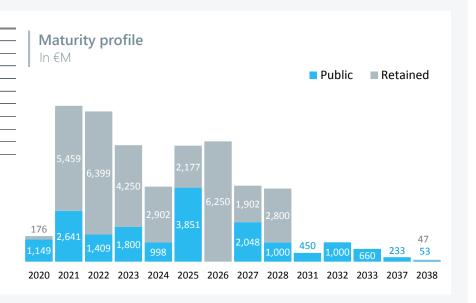


## **Covered Bonds Programme – Main figures**



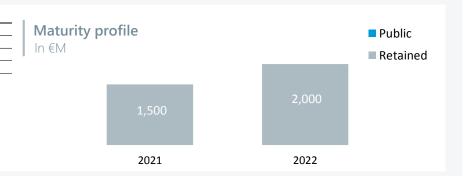
### Mortgage covered bond programme

MORTGAGE COVER POOL	31/03/2020		
Cover Pool Size (mill €)	86.000		
Residential Assets	66.944 77	,8%	
Comercial Assets	19.056 22	,2%	
Elegible Pool (mill €)	64.939		
Number of loans	1.162.023		
Average Ioan Balance (€)	74.009		
WA Seasoning (years)	8,6 yrs		
WA Remaining Term (years)	16,1 yrs		
WA LTV	55%		
WA LTV Elegible Pool	45%		
MORTGAGE COVERED BONDS	31/03/2020		
Outstanding nominal (mill €)	49.652		
OC (total)	173%		
OC (legal - eligible portfolio) 131%			
Issuing Capacity (mill €) 2.299			
Average Maturity (years)			
RATINGS			
Moody's	Aa1		
DBRS	AAA		
S&P	AA		



### Spanish public sector covered bond programme

PUBLIC SECTOR COVER POOL	31/03/2020	
Cover Pool Size (mill €)	10.381	
Number of loans	3.592	
Average Ioan Balance (€)	2.889.925	
WA Remaining Term (years)	4,3 yrs	
PUBLIC SECTOR COVERED BONDS	31/03/2020	
Outstanding nominal (mill €)	3.500	
OC	297%	
Issuing Capacity	3.766	
Average Maturity (years)	2,1 yrs	
RATINGS		
Moody's	Aa1	



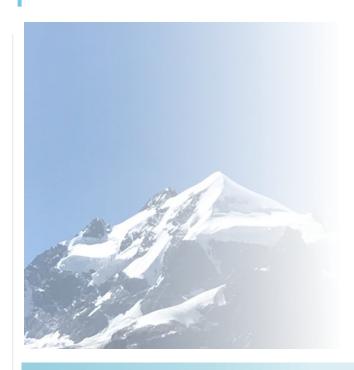






## Key features and rationale

### CaixaBank SDG 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























## 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<sup>(1)</sup>

Sustainalytics is of the opinion that the CaixaBank SDG Framework is credible and impactful 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.

(1) This independent verification assessment is published on the CaixaBank website https://www.caixabank.com.













## Inaugural Social Bond – SNP

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



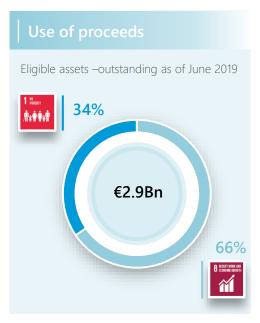


### TRANSACTION SUMMARY

- 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<sup>(1)</sup>
- 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<sup>(3)</sup>



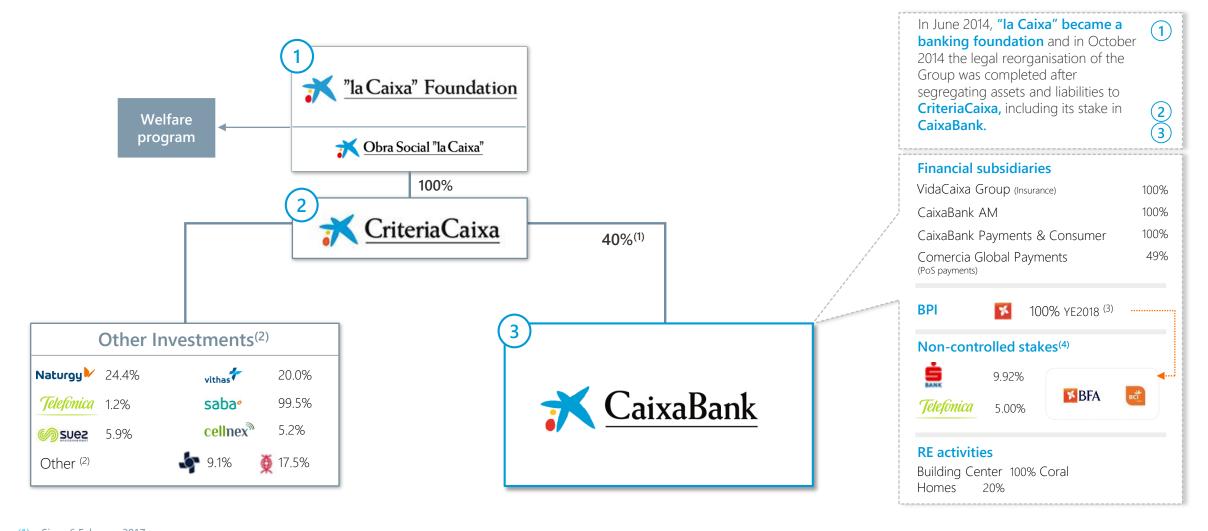
<sup>(1)</sup> CaixaBank's SDG Framework, Framework Investor Presentation and Second Party Opinion by Sustainalytics can be found at CaixaBank's corporate website through https://www.caixabank.com/inversores-institucionales/inversores-renta-fija/bonos-ods\_en.html. (2) SMEs as per the European Commission definition. (3) New financing: all assets originated in the year of issuance and thereafter.







## A streamline organization of "la Caixa" Group



- (1) Since 6 February 2017.
- (2) Latest figures reported by CriteriaCaixa. "Other" include, among others, stakes in Aigües de Barcelona, 100% of Caixa Capital Risc and RE business.
- (3) Post de-listing squeeze out exercised on 27 December 2018.
- Main non-controlled stakes of CaixaBank Group, including BPI's main non-control stakes of 48.10% of BFA and 35.67% of BCI as of 31 March 2020.



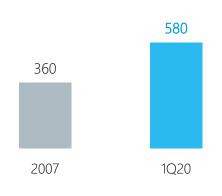
## Transparency, independence and good governance are key priorities

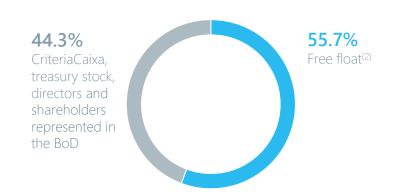
#### Increased free float with diversified investor base

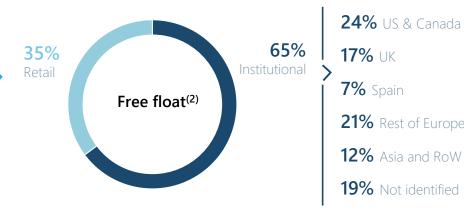
Number of shareholders, in thousands

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



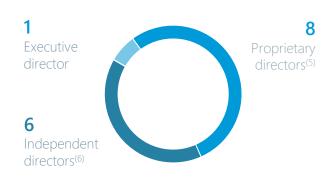






# 21% Rest of Europe

### Board of Directors composition<sup>(4)</sup>

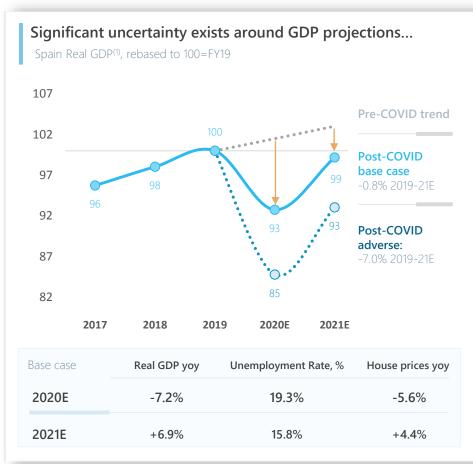


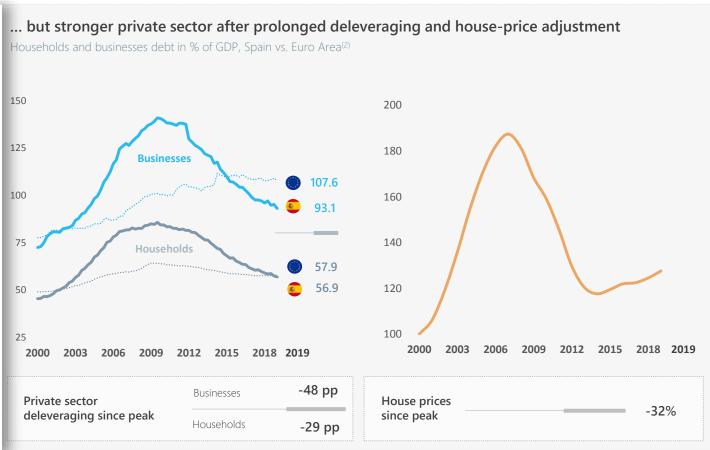
- Control and management of the bank is shared by the AGM, Board of Directors and Board committees: Audit and control: Executive: Appointments; Remuneration; Risks. The majority shareholder is not overrepresented in the Board
- CABK's relationship with other Group entities is immaterial, performed on an arm's length basis and governed by the Internal Relations Protocol

- 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.
- 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.
- Percentage calculated on the institutional free float identified at the Shareholder identification elaborated by CMi2i.
- (4) 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).
- (5) Including 1 director from Banking Foundation of Caja Navarra, Banking Foundation of Caja Canarias and Banking Foundation of Caja de Burgos and 1 director from Mutua
- (6) On 22 June 2017, the Board of Directors appointed a Lead Independent Director.



## Anticipating a severe downturn followed by a gradual recovery





Swift, drastic and coordinated action by European and national authorities is key to mitigate impacts and prevent structural damage to the economy



## Glossary (I/VI)

In addition to the financial information prepared in accordance with International Financial Reporting Standards (IFRS), this document includes certain Alternative Performance Measures (APMs) as defined in the guidelines on Alternative Performance Measures issued by the European Securities and Markets Authority on 30 June 2015 (ESMA/2015/1057) (the "ESMA Guidelines"). CaixaBank uses certain APMs, which have not been audited, for a better understanding of the company's financial performance. These measures are considered additional disclosures and in no case replace the financial information prepared under IFRS. Moreover, the way the Group defines and calculates these measures may differ to the way similar measures are calculated by other companies. Accordingly, they may not be comparable. ESMA guidelines define an APM as a financial measure of historical or future performance, financial position, or cash flows, other than a financial measure defined or specified in the applicable financial reporting framework. In accordance with these guidelines, following is a list of the APMs used, along with a reconciliation between certain management indicators presented in the consolidated financial statements prepared under IFRS.

Term	Definition
AC	Amortised cost.
AGM	Shareholders' Annual General Meeting
ALCO	Asset – Liability Committee.
ALCO liquidity portfolio	Banking book fixed-income securities portfolio bought for liquidity reasons.
ALCO structural portfolio	Banking book fixed-income securities portfolio, excluding trading book assets and liquidity management portfolio.
AOCI	Accumulated Other Comprehensive Income is those revenues, expenses, gains, and losses under both Generally Accepted Accounting Principles and International Financial Reporting Standards that are excluded from net income on the income statement. Instead it is registered under the equity section of the balance sheet.
AT1	Additional Tier 1: capital instruments that are continuous (no fixed maturity), including preferred shares and high contingent convertible securities.
ATM	Automated teller machine.
AuM / AM	Assets under Management, include mutual funds (with SICAVs and managed portfolios), pension plans and unit linked.
AuM and insurance funds	Also referred to as long-term savings, include mutual funds (with SICAVs and managed portfolios), pension plans, unit linked and other insurance funds.
B/S	Balance sheet.
BoD	Board of Directors.
CAGR	Compound Annual Growth Rate.
СВ	Covered bonds.
CET1	Common Equity Tier 1.
CIB	Corporate & Institutional Banking.



## Glossary (II/VI)

Term	Definition
Consumer loans	Unsecured loans to individuals, excluding those for home purchases. Includes personal loans from CaixaBank and BPI, MicroBank and CaixaBank Consumer Finance as well as revolving credit card balances (CaixaBank Payments) excluding float.
CoR	Cost of risk: total allowances for insolvency risk (12 months) divided by average lending, gross, plus contingent liabilities, using management criteria.
Core C/I ratio	Core cost-to-income ratio: operating expenses (administrative expenses, depreciation and amortisation) stripping out extraordinary expenses divided by core revenues for the last 12 months.
Core operating income	Core revenues minus recurrent costs.
Core revenues	Sum of NII, Fees and other revenues from insurance (life-risk premia, equity accounted income from SegurCaixa Adeslas and other bancassurance stakes of BPI).
CRD-V	Capital Requirements Directive - V.
CRR	Capital requirements regulation.
Customer spread	Difference between:  • Average rate of return on loans (annualised income for the quarter from loans and advances divided by the net average balance of loans and advances for the quarter); and  • Average rate for retail deposits (annualised quarterly cost of retail deposits divided by the average balance of those same retail deposits for the quarter, excluding subordinated liabilities).
EAD	Exposure at default.
ESG	Environmental, social and governance.
FB / BB	Front book / back book referring to the yield on loans and the cost of retail deposits (%).
FL	Fully-loaded.
FV - OCI	Fair Value in Other Comprehensive Income.
Gains/losses on disposals & others	Gains/losses on derecognition of assets and others. Includes the following line items:  Impairment/(reversal) of impairment on investments in joint ventures or associates;  Impairment/(reversal) of impairment on non-financial assets;  Gains/(losses) on derecognition of non-financial assets and investments, net;  Negative goodwill recognised in profit or loss;  Profit/(loss) from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations, net.
HQLA	High quality liquid assets within the meaning of Commission Delegated Regulation of 10 October 2014.
ICO	Instituto de Crédito Oficial.
IFRS	International Financial Reporting Standards.



## Glossary (III/VI)

Term	Definition
Income and expenses from insurance	Margin obtained from the difference between premia and claims on life-risk products.
IRB	Internal ratings based: under the IRB approach, banks can use their internal rating systems for credit risk, subject to the explicit approval of their respective supervisors
LCR	Liquidity coverage ratio: high quality liquid assets (HQLA) / Total net cash outflows.
LLP / LLC	Loan-loss provisions / charges, also loan impairment losses.
(Loan) Impairment losses and other provisions	Allowances for insolvency risk and charges to provisions. Includes the following line items:  Impairment/(reversal) of impairment losses on financial assets not measured at fair value through profit or loss and net gains/(losses) on adjustments.  Provisions/(reversal) of provisions.  Impairment/(reversal) of impairment losses on financial assets not measured at fair value through profit or loss corresponding to Loans and advances to customers, using management criteria.  Provisions/(reversal) of provisions corresponding to Provisions for contingent liabilities, using management criteria.  Impairment/(reversal) of impairment losses on financial assets not measured at fair value through profit or loss, excluding balances corresponding to Loans and advances to customers, using management criteria.  Provisions/(reversal) of impairment losses on financial assets not measured at fair value through profit or loss, excluding balances corresponding to Loans and advances to customers, using management criteria.  Provisions/(reversal) of provisions, excluding provisions corresponding to contingent liabilities using management criteria.
LtD	Loan to deposits: quotient between:  Net loans and advances to customers using management criteria excluding brokered loans (funded by public institutions);  Customer deposits on the balance sheet.
LTRO	Long Term Refinanincing Operation.
LTV	Loan to Value.
MCC	Market confidence charge.
MDA	Maximum distributable amount.
Minority interests & other	Profit/(loss) attributable to minority interests and others. Includes the following line items:  • Profit/(loss) for the period attributable to minority interests (non-controlling interests);  • Profit/(loss) after tax from discontinued operations.
MREL	Minimum Requirement for own funds and Eligible Liabilities to absorb losses, includes instruments eligible for total capital, senior debt non-preferred, senior debt preferred and other instruments ranking pari-passu with the latter, at Single Resolution Board's criteria.
MS	Mid-swap: reference index for fixed-rate issues.



## Glossary (IV/VI)

Term	Definition
Mutual funds	Including mutual funds, managed portfolios and SICAVs.
Net fees and commissions	Net fee and commission income. Includes the following line items:  • Fee and commission income;  • Fee and commission expenses.
NII	Net interest income.
NIM	Net interest margin, also Balance sheet spread, difference between:  • Average rate of return on assets (annualised interest income for the quarter divided by total average assets for the quarter); and  • Average cost of funds (annualised interest expenses for the quarter divided by total average funds for the quarter).
NPA	Non-performing assets.
NPL coverage ratio	<ul> <li>Quotient between:</li> <li>Total credit loss provisions for loans to customers and contingent liabilities, using management criteria;</li> <li>Non-performing loans and advances to customers and contingent liabilities, using management criteria.</li> </ul>
NPL ratio	Non-performing loan ratio: quotient between:  Non-performing loans and advances to customers and contingent liabilities, using management criteria;  Total gross loans to customers and contingent liabilities, using management criteria.
NPL stock / NPLs	Non-performing loans including non-performing contingent liabilities.
NSFR	Net stable funding ratio.
OC	Overcollateralisation.
OCI	Other Comprehensive Income.
Operating expenses	Include the following line items:  • Administrative expenses;  • Depreciation and amortization.
OREO	Other Real Estate Owned: repossessed real estate assets available for sale.
OSII	Other Systematically Important Institution.
P&L	Profit and Loss Account.
P2R	Pillar 2 Requirement.



## Glossary (V/VI)

Term	Definition
PF	Proforma.
PoS	Point of Sale.
PPP	Pre-Provision Profit.
Pre-impairment income	(+) Gross income; (-) Operating expenses
Protection insurance revenues	Including non-life distribution fees, lofe-risk premia and equity accounted income from SCA and other bancassurance stakes from BPI.
RDL	Real Decreto Ley.
RE	Real Estate.
ROTE	Return on tangible equity trailing 12 months, quotient between:  • Profit attributable to the Group trailing 12 months (adjusted by the amount of the Additional Tier 1 coupon reported in equity); and  • 12-month average shareholder equity (including valuation adjustments) deducting intangible assets using management criteria (calculated as the value of intangible assets in the public balance sheet, plus the intangible assets and goodwill associated with investees, net of provisions, recognised in Investments in joint ventures and associates in the public balance sheet).
RWAs	Risk weighted assets.
SCA	SegurCaixa Adeslas.
SMEs	Small and medium enterprises.
SNP / SP	Senior non preferred debt / Senior preferred debt.
SRB	Single Resolution Board.
SREP	Supervisory Review and Evaluation Process.
Subordinated MREL	Minimum Requirement for own funds and Eligible Liabilities to absorb losses, includes instruments eligible for total capital and senior debt non-preferred.
TBVPS	Tangible book value per share: a quotient between:  • Equity less minority interests and intangible assets; and  • The number of fully-diluted shares outstanding at a specific date.
Tier 1	Tier 1 capital is the primary funding source of the bank. This bank's core capital includes disclosed reserves —that appears on the bank's financial statements- and equity capital.
Tier 2	Tier 2 capital includes revaluation reserves, hybrid capital instruments and subordinated term debt, general loan-loss reserves, and undisclosed reserves.



## **Glossary (V/VI)**

Term	Definition
TLTRO	Targeted long-term refinancing operation conducted by the European Central Bank.
Total liquid assets	Sum of HQLAs (High Quality Liquid Assets within the meaning of Commission Delegated Regulation of 10 October 2014) and the available balance under the facility with the European Central Bank (non-HQLA).
Trading income	Gains/(losses) on financial assets and liabilities and others. Includes the following line items:  • Gains/(losses) on derecognition of financial assets and liabilities not measured at fair value through profit or loss, net;  • Gains/(losses) on financial assets not designated for trading that must be designated at fair value through profit or loss, net;  • Gains/(losses) on financial assets and liabilities held for trading, net;  • Gains/(losses) from hedge accounting, net;  • Exchange differences, net.
TTM	Trailing 12 months.



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