

Key Group figures

€ million / %	January - September 2018	September 2017	Year-on- year	3Q18	Quarter-on- quarter
INCOME STATEMENT					
Net interest income	3,671	3,550	3.4%	1,239	0.7%
Net fee and commission income	1,938	1,867	3.8%	645	(3.3%)
Gross income	6,901	6,491	6.3%	2,247	(6.0%)
Recurring administrative expenses, depreciation and amortisation	(3,466)	(3,343)	3.7%	(1,162)	0.6%
Pre-impairment income stripping out extraordinary expenses	3,435	3,148	9.1%	1,085	(12.2%)
Pre-impairment income	3,424	3,039	12.7%	1,082	(12.1%)
Profit/(loss) attributable to the Group	1,768	1,488	18.8%	470	(20.8%)
INDICATORS OF PROFITABILITY (Last 12 months)					
Cost-to-income ratio	53.3%	53.1%	0.2	53.3%	0.2
Cost-to-income ratio stripping out extraordinary expenses	53.2%	51.8%	1.4	53.2%	0.2
ROE	7.7%	6.6%	1.1	7.7%	(0.9)
ROTE	9.4%	8.0%	1.4	9.4%	(1.0)
ROA	0.5%	0.4%	0.1	0.5%	(0.1)
RORWA	1.3%	1.1%	0.2	1.3%	(0.1)
OTHER INDICATORS					
BALANCE SHEET					
Total assets	387,751	383,186	1.2%	396,117	(2.1%)
Equity	24,353	24,683	(1.3%)	24,099	1.1%
Customer funds	363,621	349,458	4.1%	366,163	(0.7%)
Loans and advances to customers, gross	223,465	223,951	(0.2%)	225,744	(1.0%)
RISK MANAGEMENT					
Non-performing loans (NPL)	12,116	14,305	(2,189)	12,714	(598)
Non-performing loan ratio	5.1%	6.0%	(0.9)	5.3%	(0.2)
Cost of risk (last 12 months)	0.08%	0.34%	(0.26)	0.24%	(0.16)
Provisions for insolvency risk	6,579	7,135	(556)	7,172	(593)
NPL coverage ratio	54%	50%	4	56%	(2)
Net foreclosed available for sale real estate assets ¹	5,346	5,878	(532)	5,553	(207)
Foreclosed available for sale real estate assets coverage ratio	59%	58%	1	59%	-
LIQUIDITY					
Total Liquid Assets	76,079	72,775	3,304	79,892	(3,813)
Loan to deposits	104%	108%	(4)	102%	2
Liquidity Coverage Ratio (last 12 months)	193%	185%	8	199%	(6)
CAPITAL ADEQUACY					
Fully-loaded Common Equity Tier 1 (CET1) ²	11.4%	11.7%	(0.3)	11.4%	-
Fully-loaded Tier 1	12.9%	12.3%	0.6	12.9%	-
Fully-loaded total capital	15.2%	15.7%	(0.5)	15.7%	(0.5)
Fully-loaded Risk-Weighted Assets (RWAs)	148,826	148,626	200	147,754	1,072
Fully-loaded leverage ratio	5.6%	5.3%	0.3	5.4%	0.2
SHARE INFORMATION					
Share price (€/share)	3.938	3.889	0.049	3.706	0.232
Market capitalization	23,544	23,248	296	22,157	1,387
Book value per share (€/share)	4.04	4.06	(0.02)	4.00	0.04
Tangible book value per share (€/share)	3.33	3.35	(0.02)	3.29	0.04
Net income attributable per share (€/share) (12 months)	0.32	0.28	0.04	0.35	(0.03)
PER (Price/Profit)	12.44	14.02	(1.58)	10.64	1.80
Tangible PBV (Market value/ book value of tangible assets)	1.18	1.16	0.02	1.13	0.05
OTHER DATA (units)					
Employees	37,511	36,972	539	37,286	225
Branches ³	5,176	5,379	(203)	5,239	(63)

(1) Exposure in Spain. Excluding the real estate assets to be sold off with the real estate business, the portfolio would amount to €608 million at 30 September 2018.

(2) The pro-forma ratio including the sale of the real estate business and the remaining divestment at Repsol would come to 11.7%.

(3) Does not include branches outside Spain and Portugal or representative offices.

Results

The Group's Income statement

Year-on-year performance

€ million	9M18	9M17	Change	%
Net interest income	3,671	3,550	121	3.4
Dividend income	122	126	(4)	(3.8)
Share of profit/(loss) of entities accounted for using the equity method	725	488	237	48.8
Net fee and commission income	1,938	1,867	71	3.8
Gains/(losses) on financial assets and liabilities and others	323	287	36	13.0
Income and expense under insurance or reinsurance contracts	419	354	65	18.2
Other operating income and expense	(297)	(181)	(116)	63.9
Gross income	6,901	6,491	410	6.3
Recurring administrative expenses, depreciation and amortisation	(3,466)	(3,343)	(123)	3.7
Extraordinary expenses	(11)	(109)	98	(90.3)
Pre-impairment income	3,424	3,039	385	12.7
Pre-impairment income stripping out extraordinary expenses	3,435	3,148	287	9.1
Allowances for insolvency risk	(50)	(658)	608	(92.5)
Other charges to provisions	(327)	(800)	473	(58.9)
Gains/(losses) on disposal of assets and others	(477)	281	(758)	
Profit/(loss) before tax	2,570	1,862	708	38.1
Income tax expense	(720)	(336)	(384)	
Profit/(loss) after tax	1,850	1,526	324	21.3
Profit/(loss) attributable to minority interest and others	82	38	44	
Profit/(loss) attributable to the Group	1,768	1,488	280	18.8