

IBERCAJA BANCO 1H2020 RESULTS

July 31st, 2020

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DEL
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KEY HIGHLIGHTS

KEY HIGHLIGHTS

IBERCAJA
KEEPS
STRENGTHENING
ITS
BALANCE SHEET

12.3%

CET1 Fully Loaded improves 98 b.p. YTD and reaches **12.3%**.

513
b.p.

MDA stands at **513 b.p** vs. 327 b.p at the end of 2019.

-3.5%

Non-performing assets fall 3.5% YTD (€67m; €38m in 1Q and €29m in 2Q). Gross NPA ratio decreases 20 b.p to 5.6%.

+396
b.p.

NPA coverage ratio stands at **55.6%**, 396 b.p higher than at the end of 2019.

KEY HIGHLIGHTS

AGILE IMPLEMENTATION OF SUPPORT MEASURES FOR OUR CUSTOMERS

634
€m

Moratoriums amount to €634m

1,293
€m

ICO guaranteed lending reaches €1,293m

2.2m

Through the pandemic, Ibercaja has made 2.2m operations related to advance payments of pensions and unemployment benefits

SOUND PERFORMANCE OF COMMERCIAL ACTIVITY

+3.2%

Customer funds increase 3.2% and reach all-time highs

5.4%

Market share of **mutual funds** increase by 30 b.p up to 5.4%

+35%

New lending in 1H2020 grows by 35% YoY.

DESPITE THE PANDEMIC IMPACT NET PROFIT REMAINS SOLID

53
€m

Renewal of the **distribution agreement with CASER** results in a €53m positive impact

70.1
€m

Ibercaja records €70.1m of **extraordinary provisions** in the semester.

-8.9%

Despite the provisioning effort, **net profit** shrinks just 8.9% YoY.

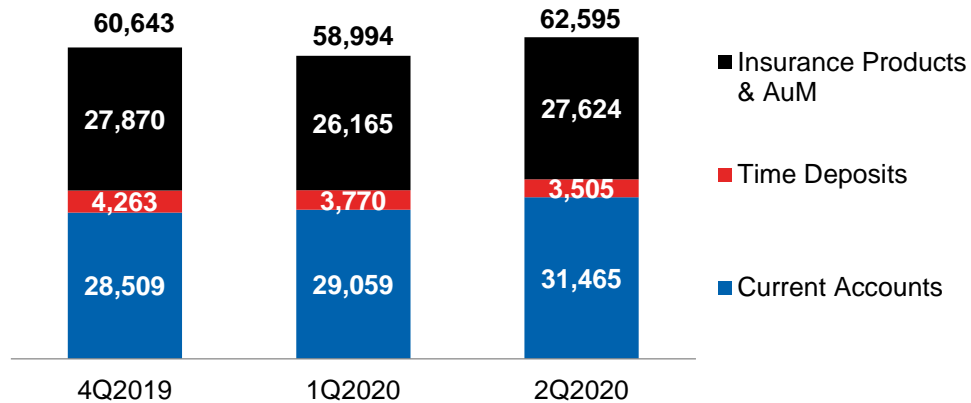


COMMERCIAL ACTIVIY

CUSTOMER FUNDS

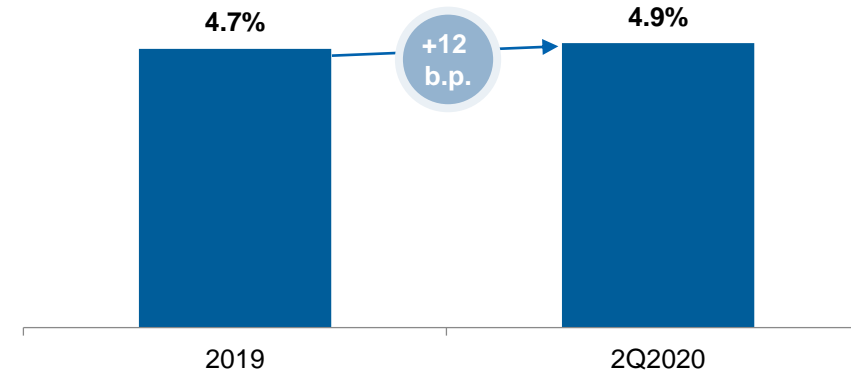
Customer Funds

€m



Market share in AuM and life insurance products

% - Inverco & ICEA



Customer funds increase 3,2% YTD or €1,952m and reach historic highs.

- ▶ **Total customer funds** (current accounts and time deposits) increase **6.7%** in the period or **€2,918m**, driven by saving accounts (+10.4%).
- ▶ **Asset under management and life insurance products** recover **5.6%** or **€1,459m** since **March 2020** and reach **similar levels to 2019YE** (-0.9% or €246m).
 - ▶ The impact from market downturn reaches €795m in the semester.

Ibercaja has increased by 12 b.p its market share in AuM and life insurance products in the period.

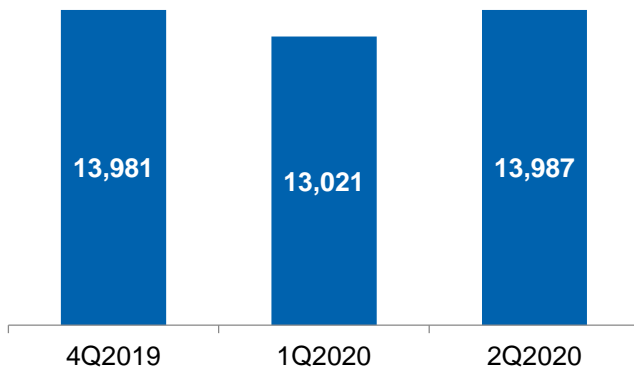
MUTUAL FUNDS

After growing €966m or 7.4% in the second quarter, the stock of mutual funds has returned to 2019YE levels, €14,000m.

- ▶ Net new money inflows reach €498m, +54% YoY. Ibercaja Gestión ranks 2nd in terms of net new money inflows in Spain.
- ▶ Market share increases 30 b.p in the year, up to 5.4%.

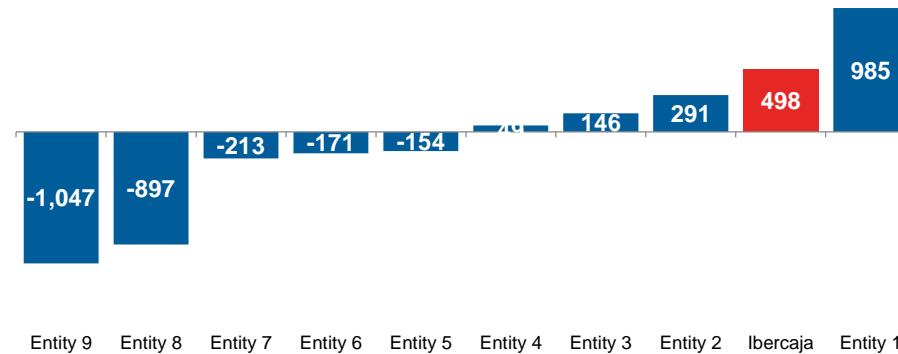
Stock of mutual funds

€m - Ibercaja Gestion



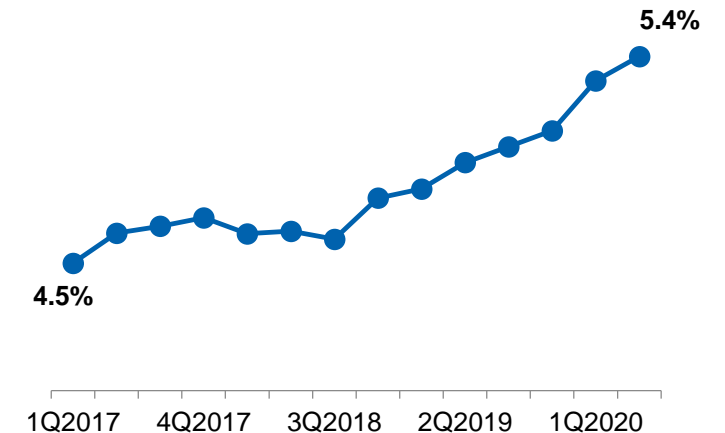
Net new money inflows

€m – 1H2020; 10 top mutual funds management groups in Spain



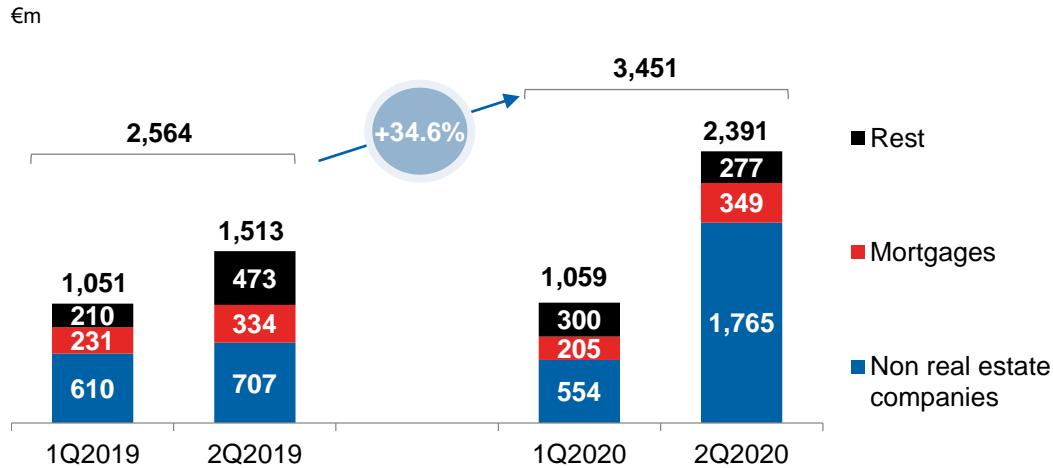
Mutual funds market share

% - Ibercaja Gestion,



CUSTOMER LOANS

New Lending Production



Loan Portfolio

€m

	4Q2019	2Q2020	Var.
Loans to Individuals	20,434	20,628	0.9%
Mortgages	18,932	18,659	-1.4%
Consumer and Others	1,502	1,968	31.0%
Of which: advance payments	177	664	274.4%
Loans to Companies	7,807	7,643	-2.1%
Non-Real Estate Companies	6,750	6,611	-2.1%
Real Estate Companies	1,058	1,032	-2.4%
Public sector and Others	1,412	1,441	2.0%
Performing Gross Loans ex Repos	29,654	29,712	0.2%
Repos	1,616	1,617	0.1%
Doubtful Loans	1,293	1,213	-6.2%
Gross Loans	32,563	32,541	-0.1%

Total lending granted grows by 35% YoY in 1H2020. In 2Q, new lending grows by 126% vs. 1Q.

- ▶ **New lending to non-real estate companies grow by 76.0% YoY (+219% in 2Q vs. 1Q) and exceed €2,300m.**
- ▶ **New mortgages granted barely shrink 1.7% YoY vs. -20% registered by the sector¹.**

Stock of performing loans increases 0.2% YoY.

- ▶ The increase in “consumer and others” is explained by the advance payment of pensions and unemployment benefits. These early payments increase by €487m in the semester.

CUSTOMER LOANS: MORATORIUM AND ICO LINES

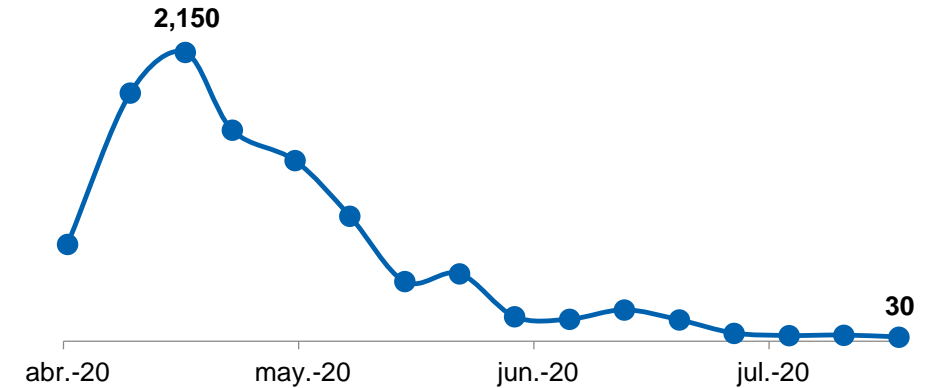
Moratoriums: Ibercaja has granted more than 7,700 moratoriums amounting to €634m.

- ▶ **91% are public moratoriums.**
- ▶ **98% are mortgage moratoriums. Low impact from consumer moratoriums (€15m)** due to the low presence of the Group in this segment.
- ▶ **Ibercaja's portfolio benefits from a lower need of moratoriums than the sector.** Public moratoria for mortgages represents 3.0% of total portfolio, significantly below sector average.

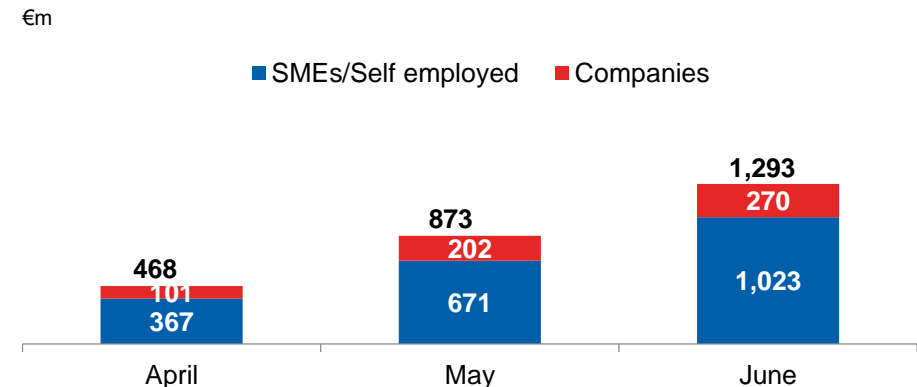
ICO Lines: Ibercaja has granted more than 12,500 operations with ICO guarantee, for a total amount of €1,293m.

- ▶ **79% of ICO lines has been allocated to SMEs/self employed.**
- ▶ **Ibercaja has guarantees for an amount of €440m accessible until December.**
- ▶ **ICO financing represents 13% of loan portfolio to companies (19.6% in the most affected sectors¹).**

Weekly performance of moratorium requests



Cumulative evolution of ICO lending

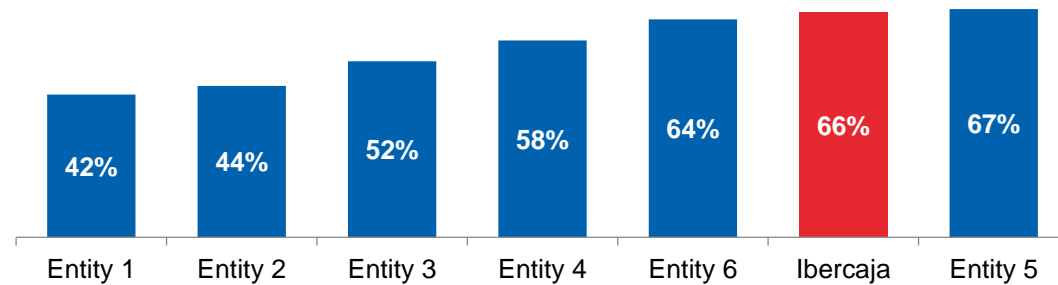


¹ Most exposed sectors are hospitality, recreational activities, retail distribution, transport and mining.

A DEFENSIVE CREDIT PORTFOLIO

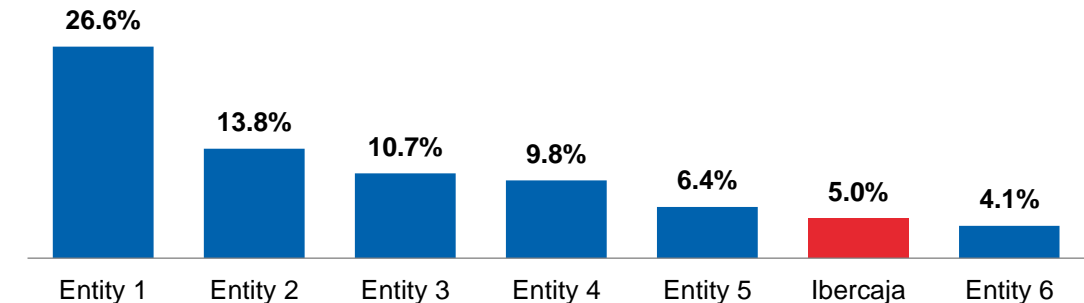
Mortgages weight in credit portfolio¹

% - December, 2019- Book value of loan distribution for activity, excluding public administrations and financial institutions.
Source: Annual Reports..



Residential mortgages. Mortgages with LTV >80%¹

% - comparable data as to December 2019, Source: Annual Report.



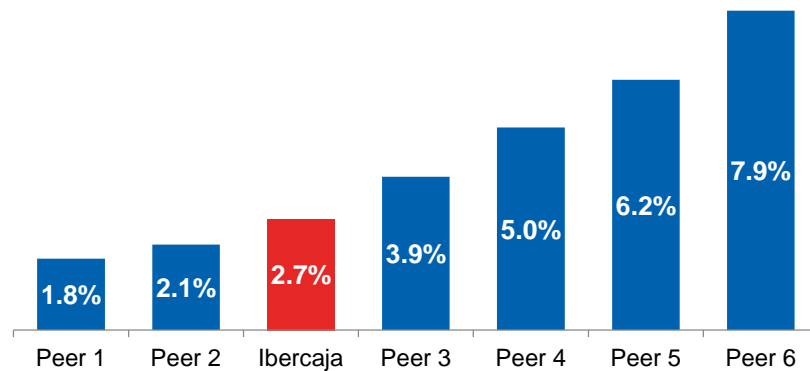
Ibercaja's credit portfolio has a strong defensive profile thanks to the high quality of its mortgage portfolio, which accounts for 66% of total credit.

- ▶ **Granular portfolio: with an average amount outstanding stands at €69k.**
- ▶ **High seasoning: 9.6 years old.**
- ▶ **Average LTV stands at 50% and only 5% has a LTV higher than 80%.**
- ▶ **2nd housing financing represents less than 4% of the total portfolio.**
- ▶ **Madrid and Aragón represents 52% of the portfolio.**

A DEFENSIVE CREDIT PORTFOLIO

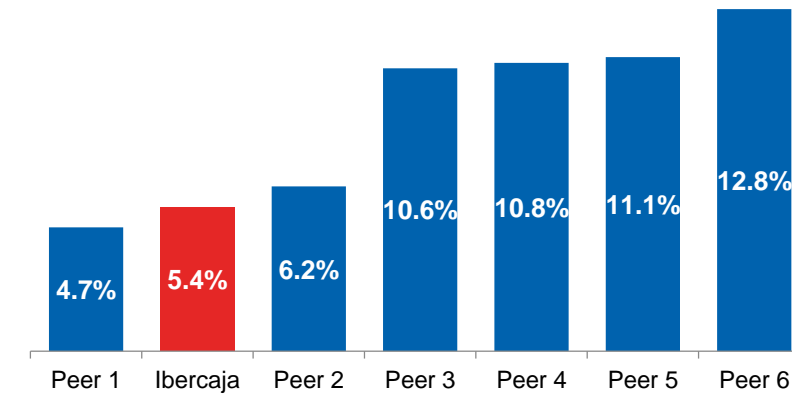
Consumer lending % loans¹

% - December 2019- Book value of loan distribution for activity, excluding public administrations and financial institutions. Source: Annual Reports..



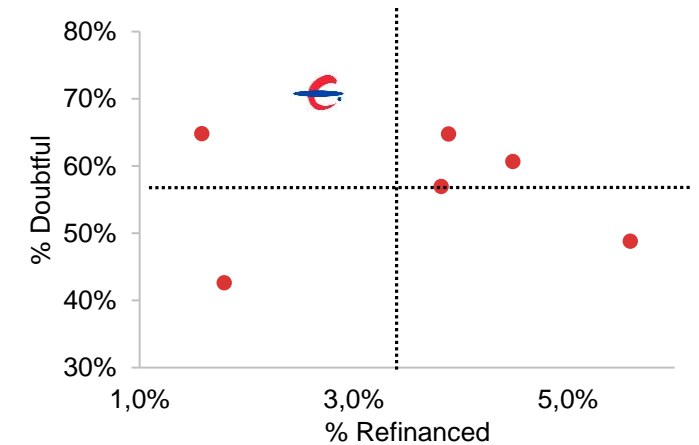
Most affected sectors % loans²

% - December 2019; EBA transparency exercise



Refinanced loans & % doubtful¹

% - December 2019. Annual Reports



In addition, Ibercaja is one of the banks less exposed to the most affected sectors by the crisis:

- ▶ **Consumer lending** represents **less than 3% of total loan portfolio**. 80% of it has been granted to clients with high involvement.
- ▶ Exposure to **the most affected sectors** by the crisis stands at **5%** of total credit vs. 9% of peers.
- ▶ **Only 2.7% of the loan portfolio has been refinanced** vs. 3.5% of peers. Moreover, Ibercaja has marked more than 70% of these loans as doubtful vs. just 56% of our peers.



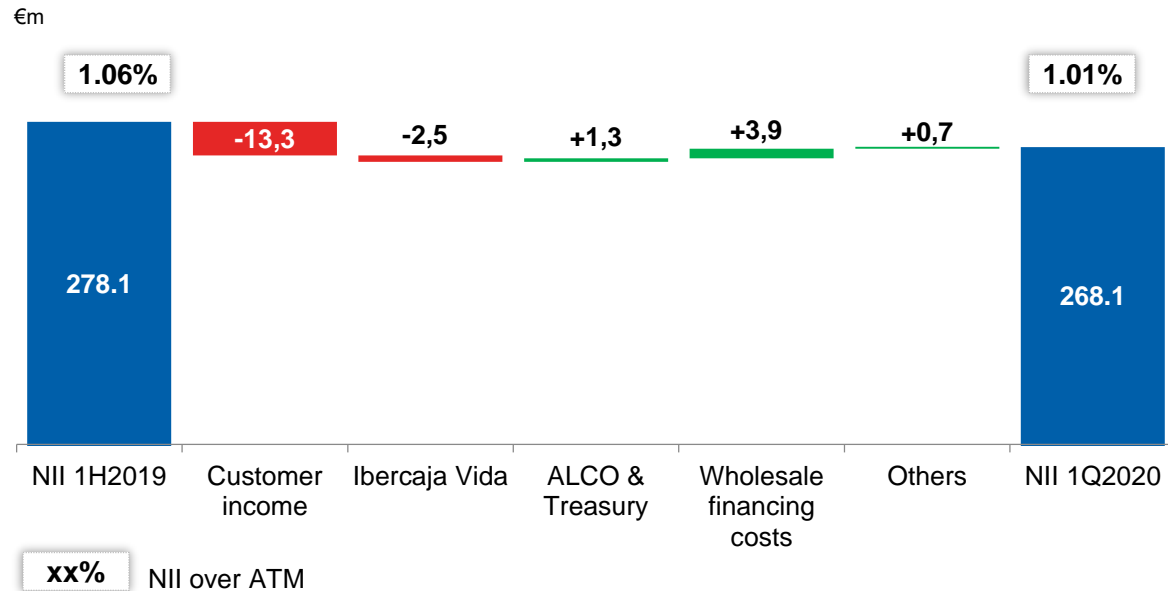
RESULTS

P&L ACCOUNT

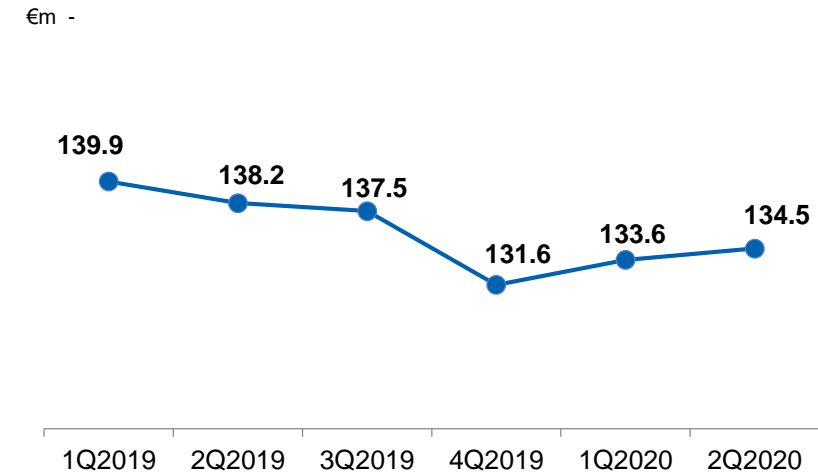
	€m		
	1H2019	1H2020	YoY
Net Interest Income	278.1	268.1	-3.6%
Net Fee Income	191.4	182.0	-4.9%
Recurring revenues	469.5	450.2	-4.1%
Gains/Losses on Financial Assets and Liabilities	12.3	2.1	-82.8%
Other Operating Income (net)	6.6	47.8	623.3%
of which: CASER transaction		52.6	n/a
Gross Operating Income	488.4	500.1	2.4%
Operating Costs	-293.4	-282.2	-3.8%
Pre-Provision Profit	195.0	217.8	11.7%
Total Provisions	-84.1	-113.5	35.0%
of which: Covid-19		-70.1	n/a
Other Gains and Losses	-0.5	-1.4	213.7%
Profit before Taxes	110.5	102.9	-6.8%
Taxes & Minorities	-34.6	-33.7	-2.4%
Net Profit Attributable to Shareholders	75.9	69.2	-8.9%

NET INTEREST INCOME

Net Interest Income breakdown



Quarterly Net Interest Income



Net interest income decreases by 3.6% YoY.

- ▶ Euribor repreciation and the drop in the stock of loans impacts **customer income (-€13.3m)**

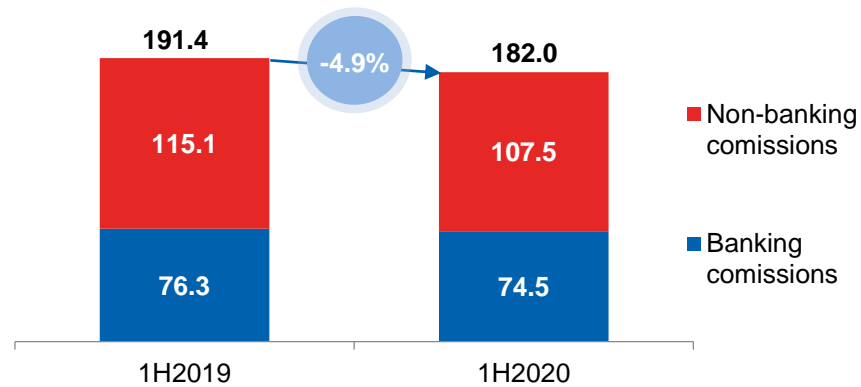
In quarterly terms, 2Q net interest income improves 0.7% QoQ (+2.2% vs. minimums in 4Q2019).

- ▶ This gradual improvement will uphold in the second half of the year.

NET FEE INCOME

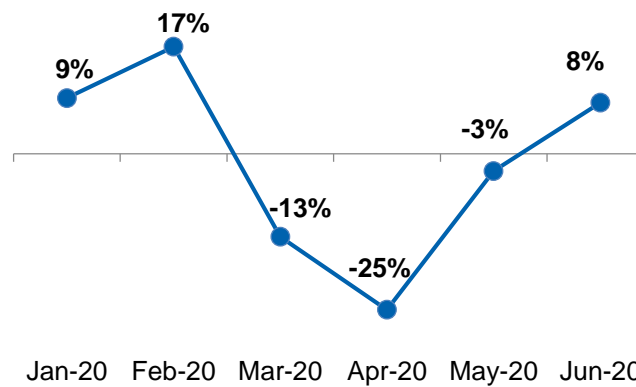
Net Fee Income

€m



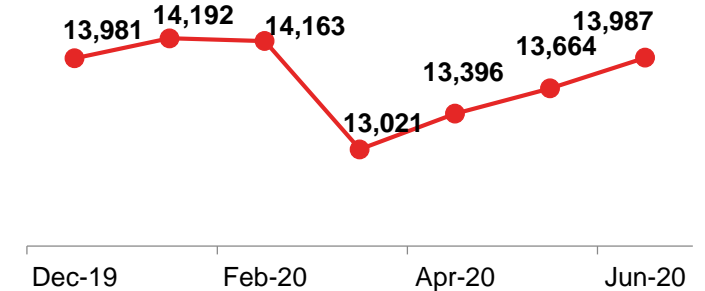
Cards Expenditure YoY

%



Stock of Mutual Funds

€m - Ibercaja Gestión, INVERCO



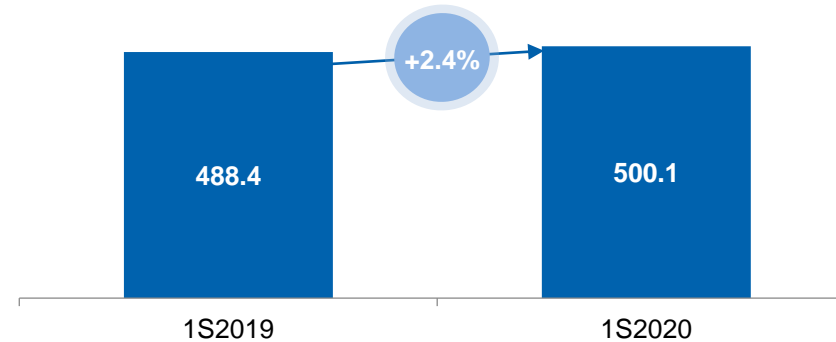
Net fee income fall by 4.9% YoY.

- ▶ **Non-banking fees fall 6.6%** mainly impacted by the drop in success fees (-€7.4m). Excluding this decline, **non-banking commissions would remain stable (-0.2% YoY)** thanks to the growth in AuM. The monthly positive evolution in AuM should contribute to the recovery of non-banking commissions in the coming quarters.
- ▶ **Banking fees fall by 2.3% YoY** affected by the lower **number of transactions during the pandemic**. In June, card expenditure already exceeds the levels recorded in 2019

GROSS OPERATING INCOME

Gross Operating Income

€m



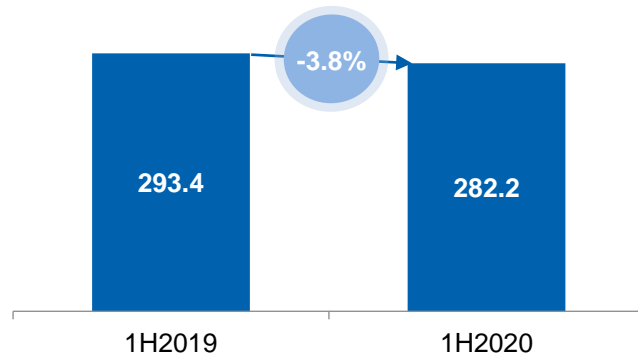
Gross operating income increases 2.4% YoY.

- ▶ Following the closure of **the sale of 4.45% of CASER to Helvetia**, Ibercaja has novated its non-life insurance distribution contract with CASER. The entity has **recognized a commission in the quarter of €53m** as "Other operating income". The remainder of the initial fixed commission amount (€17m) will be accrued over the next 10 years. In addition, there are additional payments of up to €50m over the next 10 years depending on the business plan evolution.
- ▶ **Trading income stands at €2.1m (-82.8% YoY) and represents less than 0.5% of gross operating income.** Ibercaja has written off its remaining exposure to **SAREB subordinated debt** which has resulted in a **€10,4m** negative impact in the 2Q. In addition, Ibercaja recorded a **negative impact of €9m related to the Tier II early repurchase** in the 1Q.

OPERATING COSTS AND PRE-PROVISION PROFIT

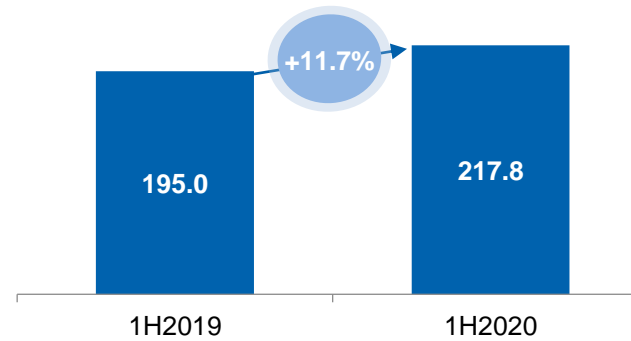
Operating costs

€m



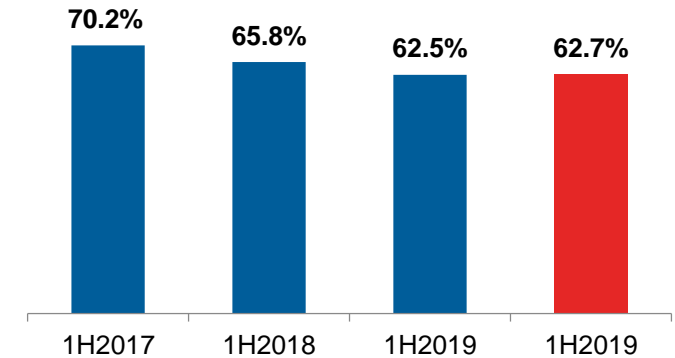
Pre-Provision Profit

€m



Recurring efficiency ratio

%-



Total operating costs fall 3,8% YoY.

- General administration expenses drop by 11.1% YoY.

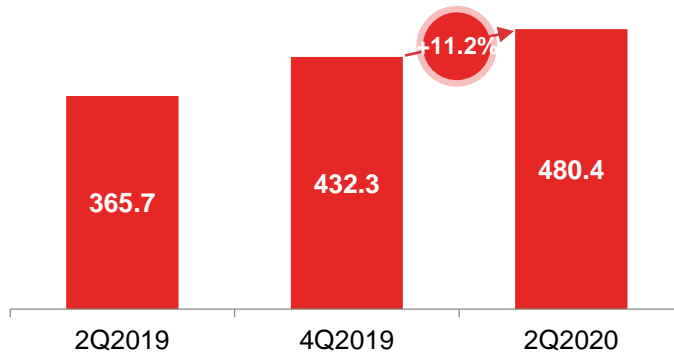
Pre-provision profit grows by 11.7% YoY. Recurring pre-provision profit (interest margin + recurring expenditures) is down 4.6% YoY (-€8.1m).

- Recurring efficiency ratio remains stable in the semester.

DIGITALISATION

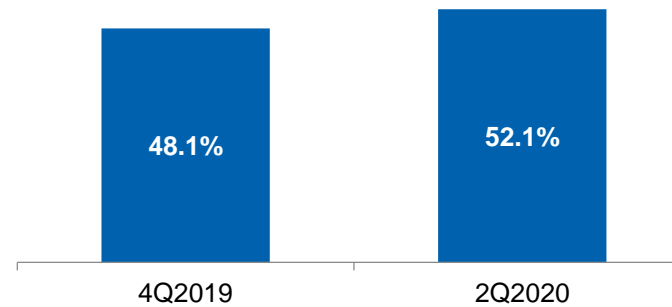
APP Ibercaja users

Thousands – Customers that have used the App in the last month



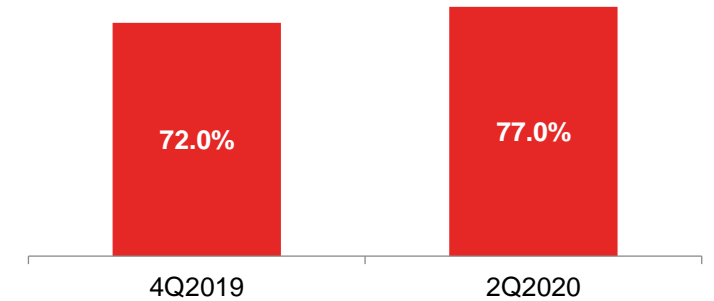
Digital customers % total customers

Thousands – Customers that use digital assets % active customers in the quarter



Digital transactions % total

% –



Ibercaja has been able to respond to the increased need for the use of digital channels due to the social estrangement imposed by the health crisis:

- ▶ **Ibercaja's digital customers grow 4.9% YTD** and exceed 800,000. This growth is **explained by the 11.2% increase (+31.4% YoY) of Ibercaja App users and a 57% increase of active Ibercaja Pay users.**
- ▶ **52% of customers have used the bank's digital assets** in the last quarter. For customers aged **18 to 50, this % increases to 70%.**
- ▶ **Digital channels** already account for **77.0%** of the Bank's transactions (72% at the end of 2019).

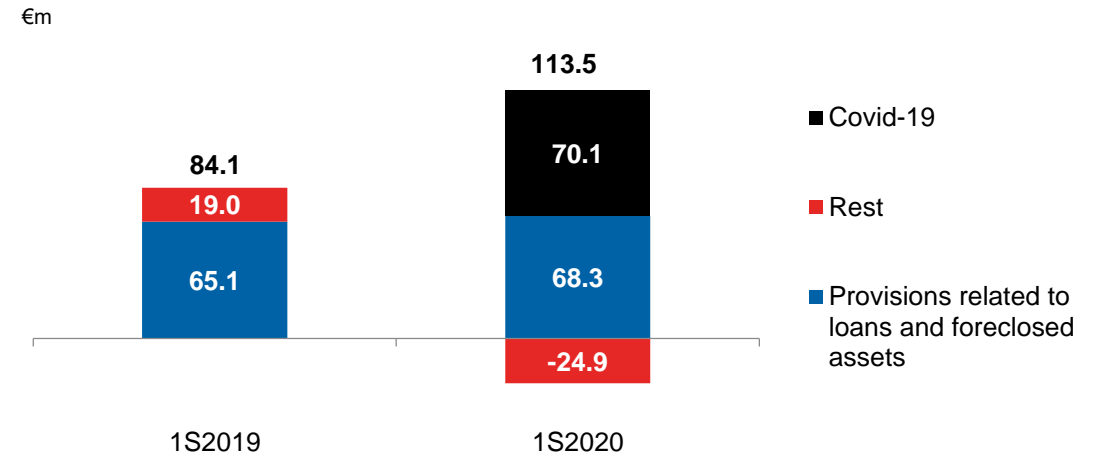
PROVISIONS

Total provisions increase 35% YoY.

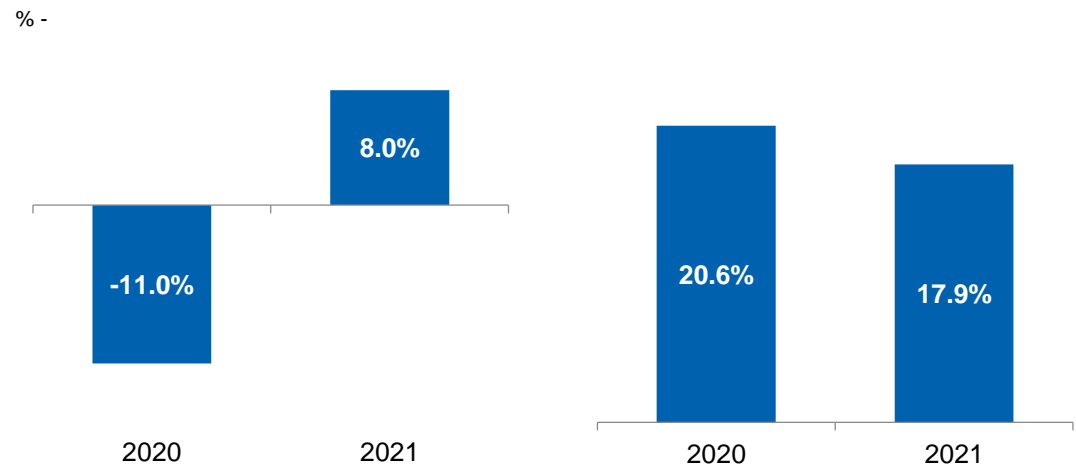
- ▶ **Provisions related to loans and foreclosed assets** remain at levels very similar to those recorded in 1H2019, with a **cost of risk of 41 b.p.** Ibercaja expects this level of provisions to remain stable in the second half of the year.
- ▶ For the calculation of the Covid impact, the model parameters have been recalibrated considering the new central macro scenario as of June. This scenario is similar to Bank of Spain projections. **This exercise has resulted in a total need for extraordinary provisions of €70.1m that have been fully registered in 1H2020 results (€34m in the 1Q, €36.1m in the 2Q).** These provisions represent an increase in the annual cost of risk of 21 b.p.
- ▶ "Rest" includes, among others, the release of €9m of provisions to cover the impact of the repurchase of Tier II and €19m due to the prescription of contingencies.

Ibercaja maintains its objective of a cost of risk for 2020 of ≈60 b.p.

Total Provisions



GDP and unemployment rate projections



IV

ASSET QUALITY, LIQUIDITY AND SOLVENCY

ASSET QUALITY (1/2)

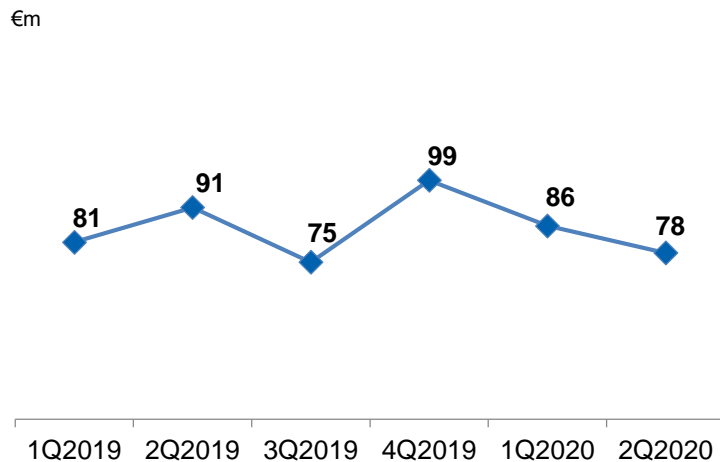
The volume of entries in NPL shrinks by 4.9% vs. 1H2019.

- ▶ Gross entries in NPL in 2Q stands at similar level than minimums in 2019.

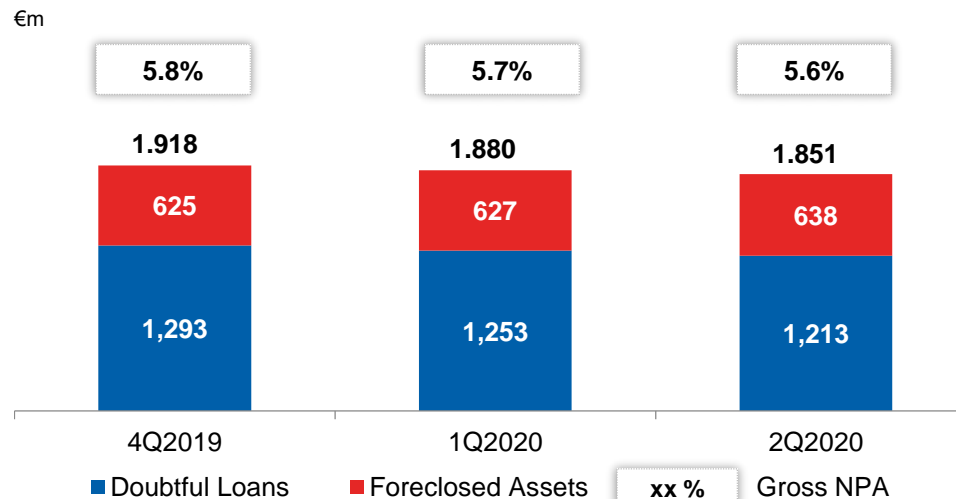
Stock of non-performing assets falls by 3.5% YTD (€67m, €38m in 1Q and €29m in 2Q). NPA ratio falls 20 b.p. to 5.6%

- ▶ Doubtful assets drop by 6.2% or €81m (vs, 1.6% of the sector¹). NPL Ratio stands at 3,7% and Ibercaja keeps increasing its positive gap vs. sector (100 b.p.).
- ▶ Foreclosed assets increase 2.1% (+€13m) in the semester.

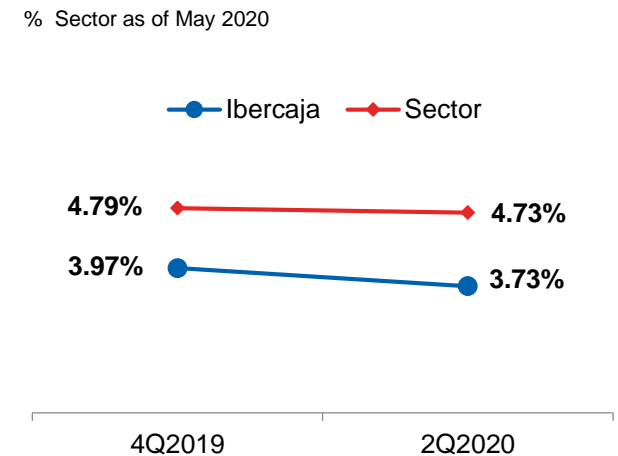
Gross NPL entries



Gross NPAs



NPL Ratio



¹ Source: Bank of Spain January-May 2020

ASSET QUALITY (2/2)

Coverage ratio of non-performing assets stands at 55,6%, 396 b.p higher than end of 2019.

► NPL coverage ratio reaches 55.7%, 592 b.p higher than December 2019.

The reduction of gross non-performing assets coupled with the effort made in provisioning, results in net non-performing assets falling €106m or 11.4% in the year.

NPA Coverage Ratio

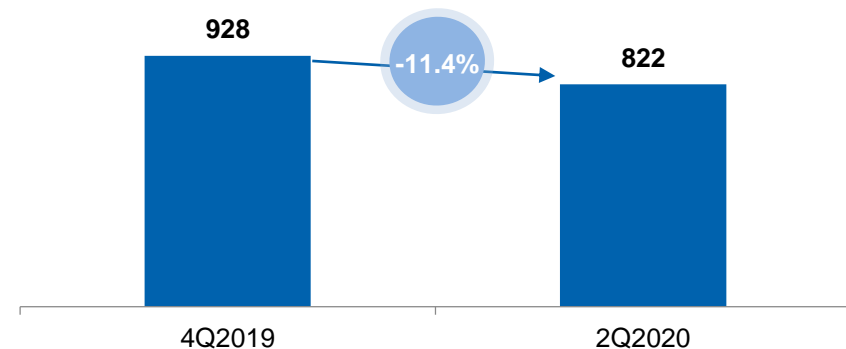
% -

■ 4Q2019 ■ 2Q2019



Net NPAs

€m

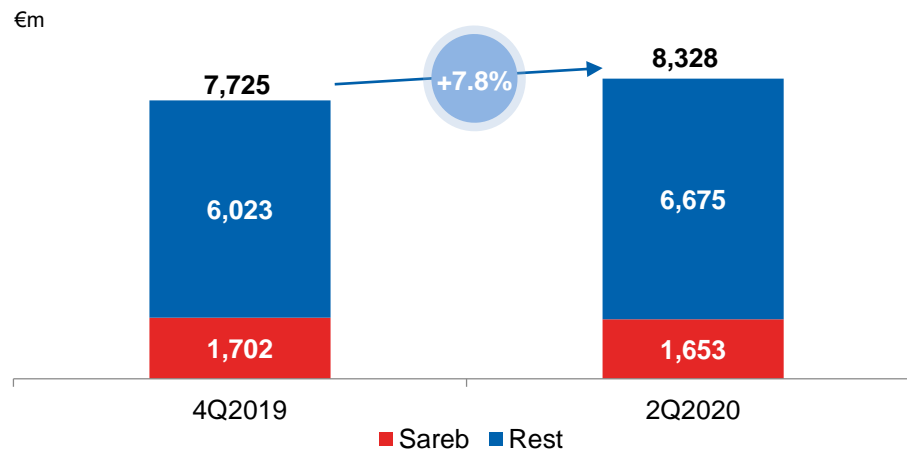


ALCO PORTFOLIO

The Group increased its ALCO¹ portfolio by 7.8% since the end of 2019.

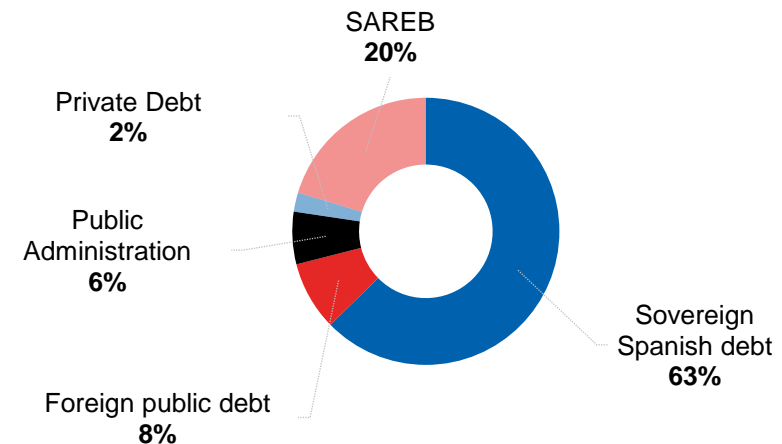
- ▶ The portfolio has a low risk profile compounded mainly by **Spanish sovereign risk** (Spanish sovereign debt, SAREB and Spanish public administration's debt account for 89.6% of the portfolio).
- ▶ **Average duration of 4.8 years².**
- ▶ **Average yield of 0.6%.**
- ▶ **95.8% of the portfolio is classified as amortised cost.**

ALCO Portfolio



ALCO Portfolio Breakdown

% - 2Q2020



¹ Excludes insurance activity portfolio.

² Includes interest rate swaps.

LIQUIDITY AND FUNDING PROFILE

Ibercaja increases its liquidity position and presents a strong funding profile.

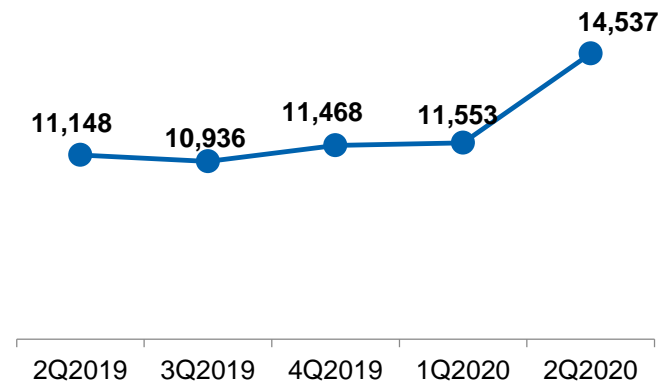
- ▶ **Liquid assets** grow by **€3,069m** YTD and **LCR ratio** reaches **437%**.
- ▶ **Loans to deposits ratio** stands at **86.5%**.

Ibercaja participated in TLTRO III for an amount of **€5,400m**, **100%** of the available amount.

On July 28th, Ibercaja amortized the remaining amount of the Tier II debt **28/07/2025**.

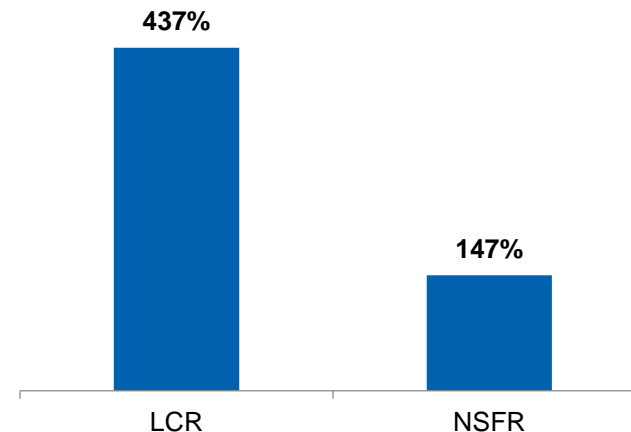
Liquid Assets

€m



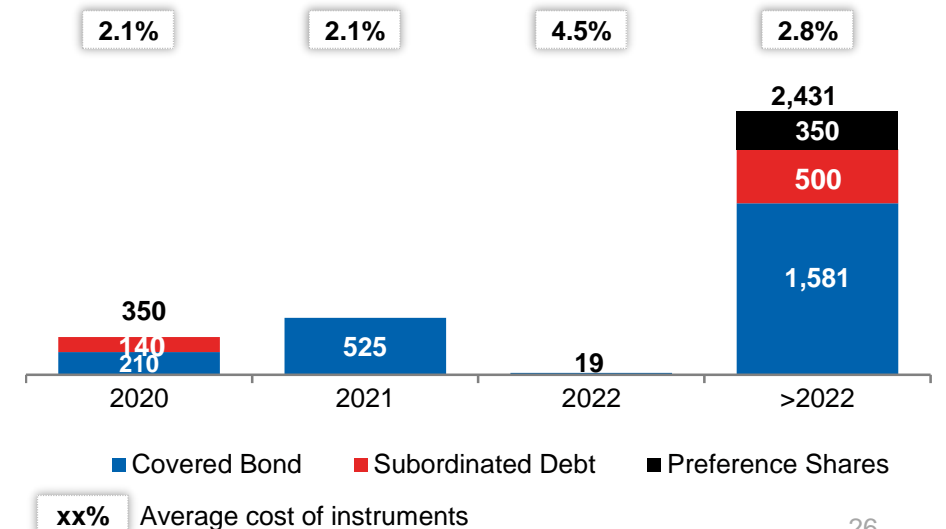
LCR and NSFR Ratios

% - June 2020



Maturity

€m - June 2020



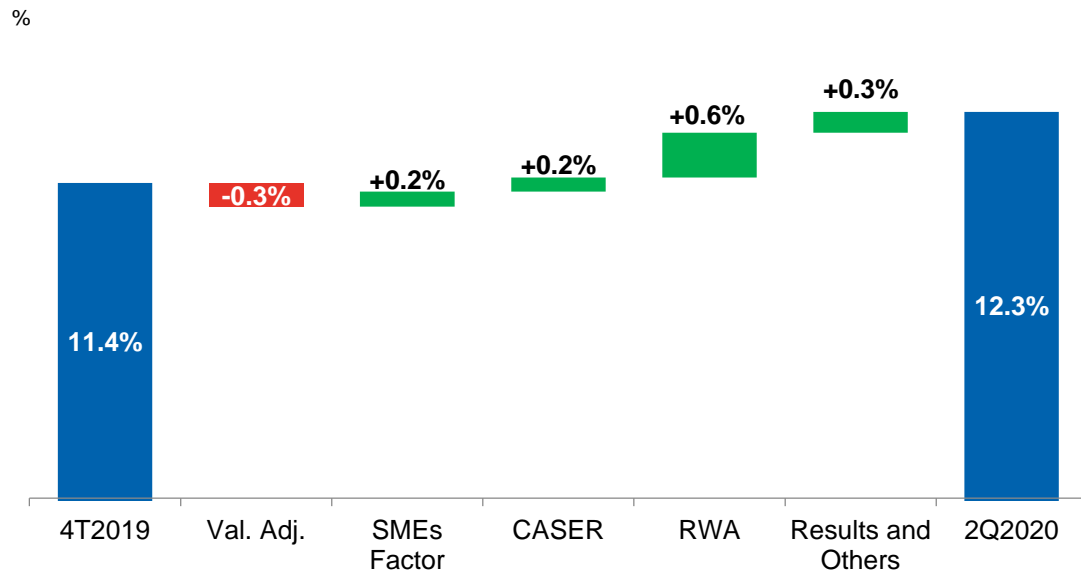
SOLVENCY (1/2)

In Fully Loaded terms, CET1 ratio stands at 12.3% (+98 b.p. in the year).

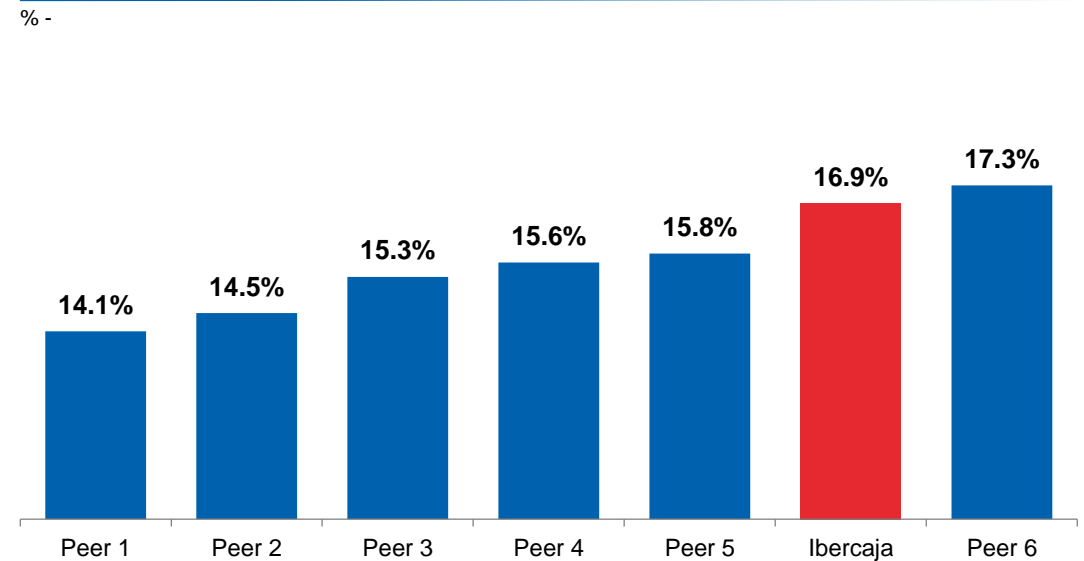
- **CASER's transaction** has generated a gross capital impact of **40 b.p.** in the semester, of which the reduction of the stake has resulted in a 21 b.p. CET1 increase (as a result of the reduction in RWA) while the renewal fee has represented a capital gain equivalent to 19 b.b.

Total Capital Ratio reaches 16.9% driven by the preemptive strategy executed by Ibercaja to complete its hybrid capital buffers.

CET1 Fully Loaded



Capital Total Fully Loaded

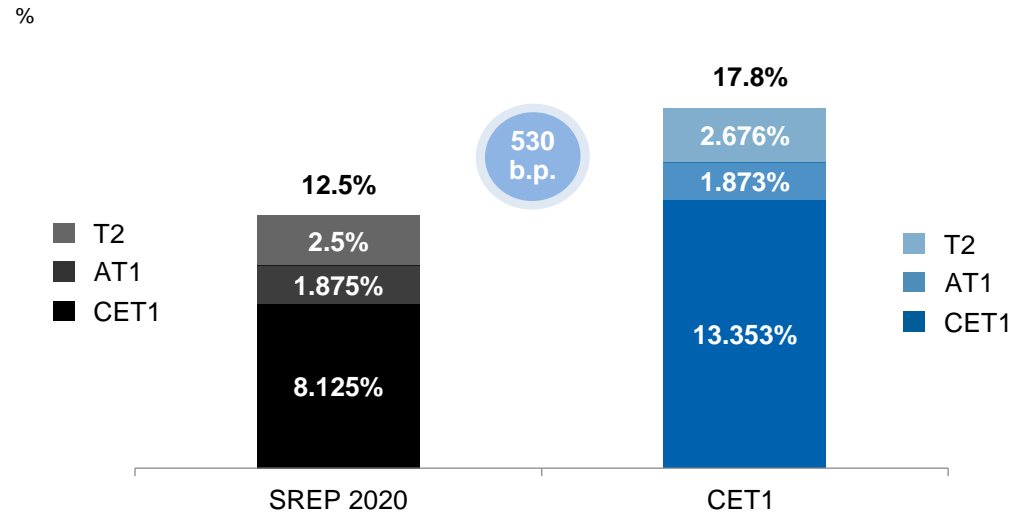


SOLVENCY (2/2)

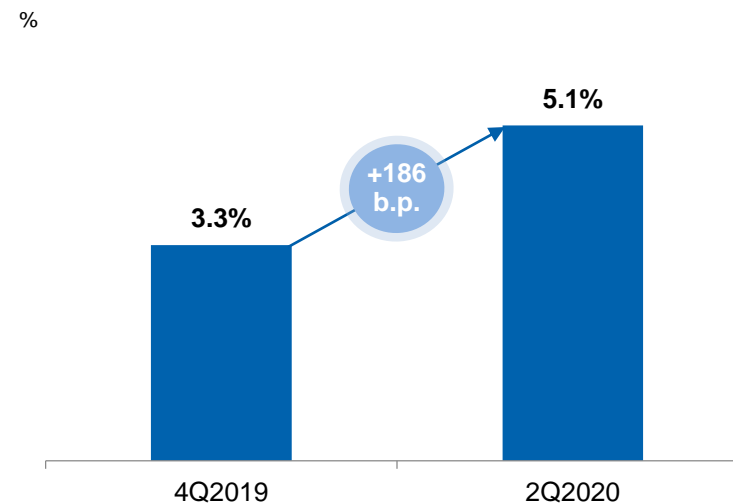
In Phased In terms, CET1 ratio stands at 13.3% and Total Capital ratio at 17.8%.

- ▶ After the latest regulatory changes and the capital generation during the semester, the excess of capital vs. SREP requirement stands at 530 b.p
- ▶ **In MDA terms, excess of capital reaches 513 b.p. vs. 327 b.p at the end of 2019.**

SREP requirement vs. Total Capital



MDA excess



V

ANNEX

GLOSSARY

Ratio / APM	Definition
Customer Spread	Difference between the average yield on the loan portfolio and the cost of retail deposits (ex. repos and covered bonds)
Recurring Revenues	Net interest income plus net fee and commission income plus net exchange differences
Recurring Costs	Personnel expenses plus other administration expenses plus amortisation and depreciation minus extraordinary expenses (redundancy plan)
Recurring Profit before Provisions	Recurring revenues minus recurring costs
NPL ratio	Doubtful balances in loans and advances to customers divided by gross loans and advances to customers
NPL coverage ratio	Loans and advances to customers impairments divided by balances in loans and advances to customers
Foreclosed Assets coverage ratio	Foreclosed assets impairment losses (since loan origination) divided by gross foreclosed assets
Non-performing Assets (“NPAs”)	Sum of doubtful balances in loans and advances to customers and gross foreclosed assets
NPA ratio	Gross non-performing assets divided by gross loans and advances to customers plus gross foreclosed assets
NPA coverage ratio	Sum of foreclosed assets impairments and loans and advances to customers impairments divided by gross non-performing assets
Cost of Risk	Sum of impairments associated with credit risk and foreclosed assets divided by the average balance of the sum of gross loans and foreclosed assets
Liquid Assets % Total Assets	Total liquid assets divided by total assets. Liquid assets include unencumbered public debt + available & eligible fixed income assets (after ECB haircut applied)
Loans-to deposits ratio	Net customer loans (ex. repos) divided by customer deposits (ex. repos and covered bonds)
Net Stable Funding Ratio	Amount of available stable funding relative to the amount of required stable funding
Liquidity Coverage Ratio	High quality liquid assets divided by net outflows during the following 30 days
ALCO portfolio	Bank’s fixed-income portfolio. Excludes the fixed-income portfolio of the insurance company

THANKS!

For further information:
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