

EL BANCO  
DEL  
Vamo

# IBERCAJA BANCO

## 1Q2021 Results

6<sup>th</sup> May 2021

# DISCLAIMER

Data, estimates, valuations and forecasts, as well as the rest of the contents of this presentation are published for information purposes only. Neither Ibercaja Banco nor any of its directors, managers or employees are obliged, neither implicitly nor expressly, to guarantee that these contents are exact, accurate or complete, to update them or to correct them if they detect any error or omission.

The purpose of this presentation is not to provide financial advice or offer any kind of financial product or service. Ibercaja Banco is not and will not be responsible if any part of this presentation is considered to form the basis of an investment decision. Ibercaja Banco notes that this presentation may contain forward looking statements. It should be considered that such forward-looking statements do not guarantee any future results and are only subjective opinions of Ibercaja Banco in relation to the evolution of its business and as such there may be different criteria, risks, uncertainties and many other relevant factors that may cause it to evolve very differently. In any event, data relating to past performance or profits cannot be relied upon for future performance or profits.

This document has not been submitted to the Spanish Securities Market Commission (Comisión Nacional del Mercado de Valores) for its approval or registration. In any case, it is subject to Spanish law applicable as at the date hereof and is not addressed to any natural or legal person in any other jurisdiction. For this reason, it may not comply with legal requirements of other jurisdictions.

Without prejudice to applicable legal requirements or any other limitations imposed by Ibercaja Banco, it is expressly prohibited any use of this presentation and the distinctive signs or symbols contained therein, including any sort of copy, distribution, transfer to third parties, public communication or transformation, through any mean or medium whatsoever, without prior and express authorization of the respective owners. Breach of this prohibition may constitute an infringement of current laws and may be sanctioned.

In addition to the financial information prepared under International Financial Reporting Standards (“IFRS”), this presentation contains certain alternative performance measures (“APMs”) as defined in the Guidelines on Alternative Performance Measures issued by the European Securities and Markets Authority on 5 October 2015 (ESMA/2015/1415). The APMs are performance measures that have been calculated using the financial information from the Ibercaja Banco Group but that are not defined or detailed in the applicable financial information framework and therefore have neither been audited nor are capable of being completely audited. These APMs are being used to allow for a better understanding of the financial performance of the Ibercaja Banco Group but should be considered only as additional information and in no case as a replacement of the financial information prepared under IFRS. Moreover, the way the Ibercaja Banco Group defines and calculates these APMs may differ to the way these are calculated by other companies that use similar measures, and therefore they may not be comparable.

# TABLE OF CONTENTS

1. KEY HIGHLIGHTS	4
2. COMMERCIAL ACTIVITY	6
3. RESULTS	13
4. ASSET QUALITY, LIQUIDITY AND SOLVENCY	18
5. ANNEX	24



# KEY HIGHLIGHTS

# KEY HIGHLIGHTS OF THE QUARTER

## NOTABLE UPTICK IN COMMERCIAL ACTIVITY

+1.5%

**Customer funds** increase by 1.5% vs. 4Q2020.

+6.3%

**Stock of mutual funds** increases by 6.3% in the quarter.

+1.2%

**Performing gross loans ex repos** grows 1.2% in the quarter.

## CONTINUED STRENGTHENING OF THE BALANCE SHEET

-3.8%

**NPA** decrease by 3.8% vs. 4Q2020.

64.1%

**NPA coverage ratio** improves 195 bps and stands at 64.1%.

12.6%

**CET1 FL** remains stable at 12.6%.

## STRONG INCREASE IN NET PROFIT

+12.6%

**Pre-provision profit** improves by 12,6% YoY.

-32.6%

**Total provisions** decline by 32,6% YoY.

54.5  
€m

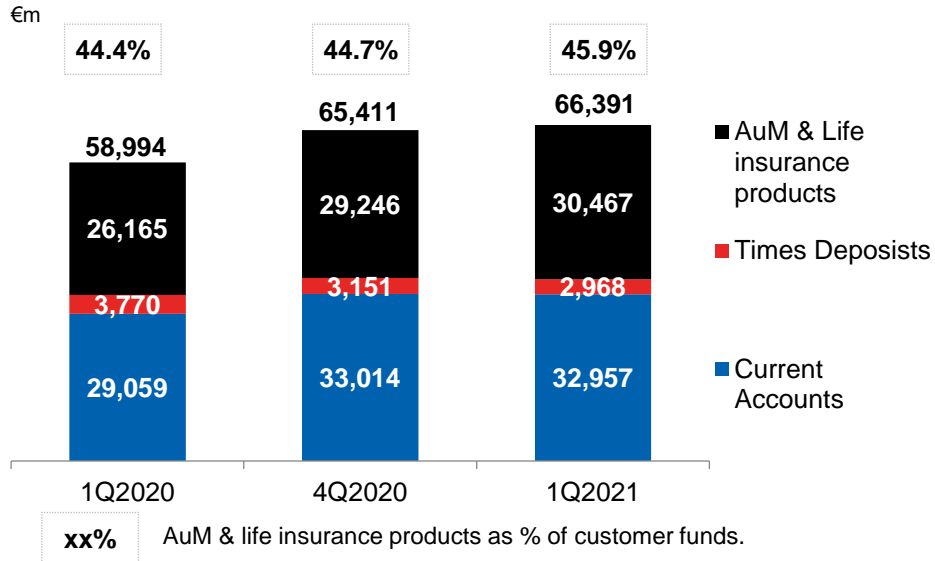
**Net profit** grows by 61% YoY and stands at €54.5m.



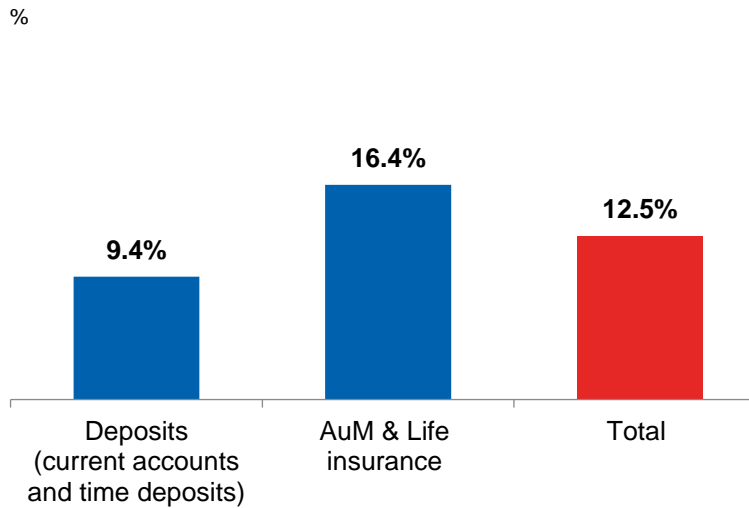
# COMMERCIAL ACTIVITY

# CUSTOMER FUNDS

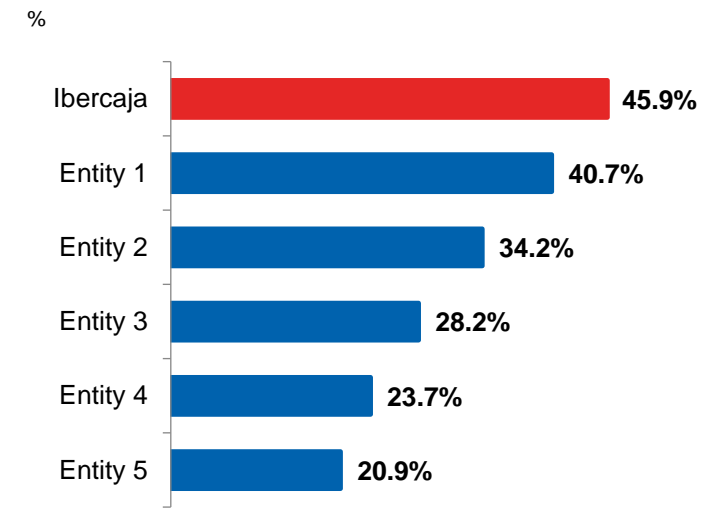
Customer funds



Customer funds YoY evolution



% AuM and life insurance



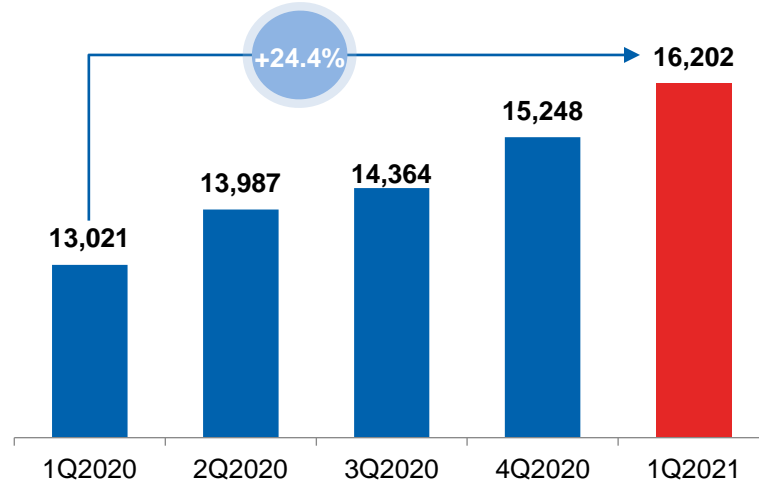
Customers funds improve by 1.5% or €981m vs. 4Q2020. On an annual basis the growth amounts to €7,397m or 12.5% YoY.

- ▶ The increase in customer funds is entirely explained by **AuM and life insurance products**, which grows by 4.2% or €1.221m. On an annual basis, the growth amounts to 16.4% or €4.301m YoY.
- ▶ The **weight of AuM and life insurance products in total customer funds** is 46% and it is placed again at pre-pandemic levels. Among the comparable Entities, **Ibercaja registers the greatest % of AuM and life insurance products**.

# MUTUAL FUNDS

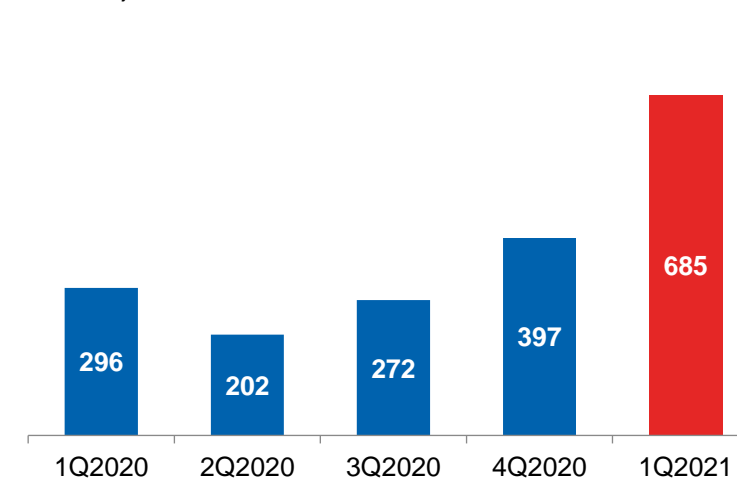
## Stock of mutual funds

€m - Ibercaja Gestión



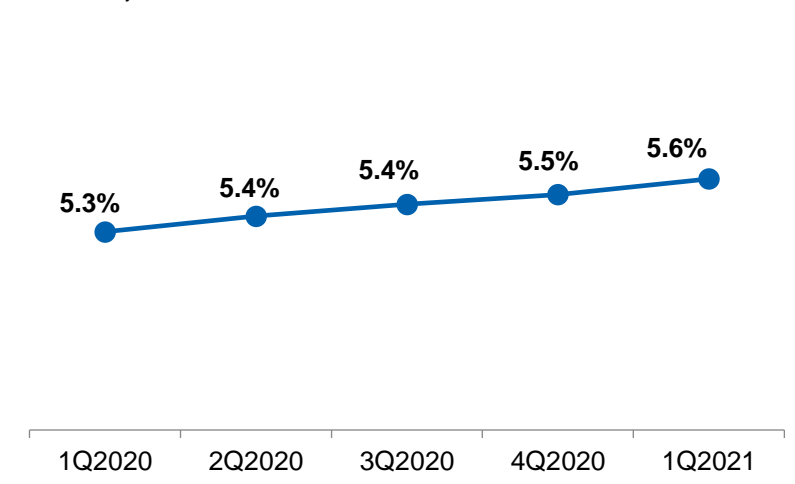
## Net new money inflows

€m - Ibercaja Gestión



## Mutual funds market share

% - Ibercaja Gestión



The stock of mutual funds grows €953m or 6.3% in the quarter and exceeds €16,200m. In YoY terms, this growth amounts to €3,181m or +24.4%.

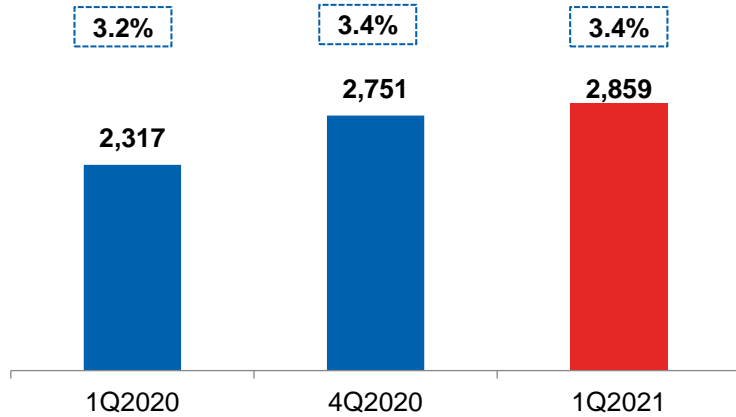
- ▶ Net new money inflows amounts to €685m (+131.4% YoY and +72.6% vs. 4Q2020) and Ibercaja Banco ranks fourth in Spain in terms of net new money inflows.
- ▶ Market share increases 8 bps in the quarter up to 5.6%.



# PENSION PLANS AND RISK INSURANCE

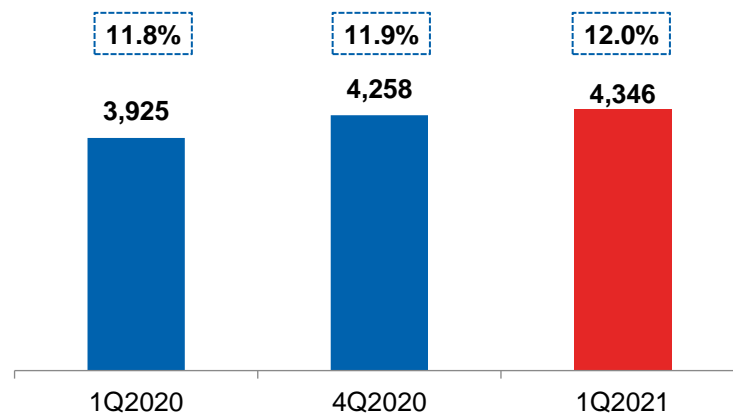
## Individual pension plans

€m and %



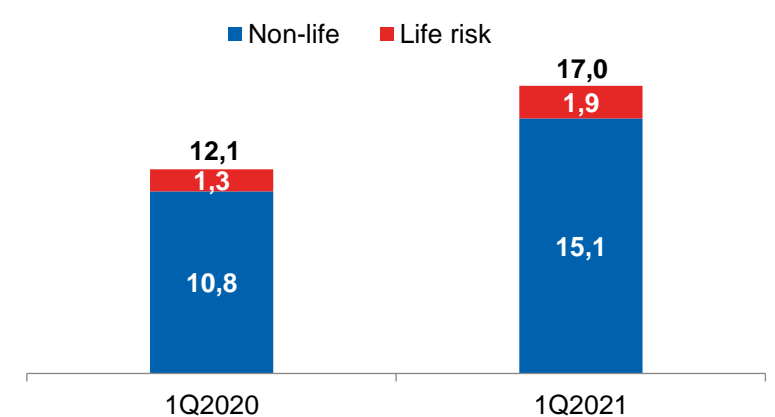
## Employment pension plans

€m and %



## New production of risk insurance premiums

€m



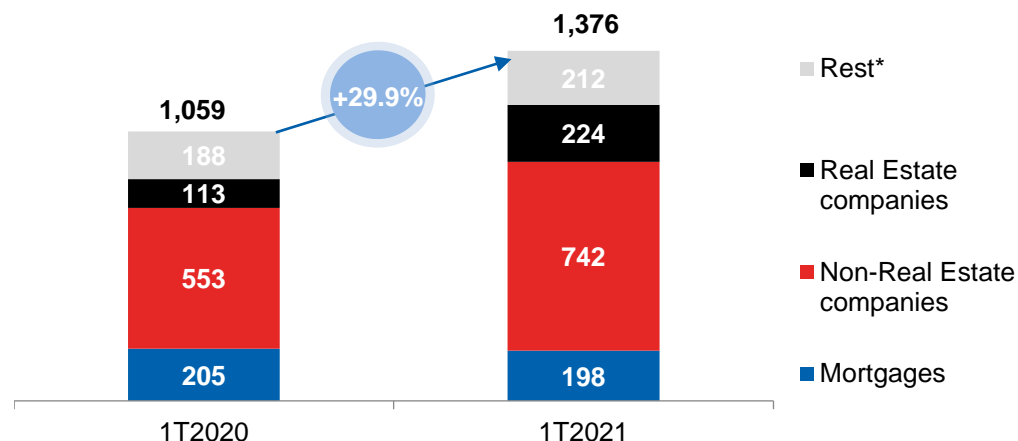
**Very positive development in pension plans and risk insurance based on a greater commercial dynamism and good market evolution.**

- ▶ Stock of **individual pension plans** grows by **23.4% YoY** or €541m and Ibercaja increases its **market share** by **19 bps** whereas in **employment pension plans** the Entity grows by **10.7% YoY** or €421m with a **market share rise** of **15 bps**.
- ▶ **New production of risk insurance premiums** (life risk and non-life) increases by **41.1% YoY** up to €17m. New production of non-life insurance increases by 40.0% YoY and life risk insurance rises by 49.6% YoY.

# CUSTOMER LOANS

## New lending production

€m



## Cartera Crédito

€m

	1Q2020	4Q2020	1Q2021	Var. YoY	Var. QoQ
<b>Loans to individuals</b>	<b>20,396</b>	<b>20,383</b>	<b>20,060</b>	<b>-1.6%</b>	<b>-1.6%</b>
Mortgages	18,695	18,615	18,342	-1.9%	-1.5%
Consumer and Others	1,701	1,768	1,717	1.0%	-2.9%
<b>Loans to companies</b>	<b>7,597</b>	<b>7,498</b>	<b>8,018</b>	<b>5.5%</b>	<b>6.9%</b>
Non-Real Estate Companies	6,490	6,557	7,025	8.2%	7.1%
Real Estate Companies	1,107	941	993	-10.3%	5.6%
<b>Public sector and Others</b>	<b>1,512</b>	<b>1,075</b>	<b>1,217</b>	<b>-19.5%</b>	<b>13.2%</b>
<b>Performing Gross Loans ex Repos</b>	<b>29,505</b>	<b>28,956</b>	<b>29,295</b>	<b>-0.7%</b>	<b>1.2%</b>
Repos	1,614	1,621	1,616	0.1%	-0.3%
Doubtful Loans	1,253	1,013	956	-23.7%	-5.6%
<b>Total Gross Loans</b>	<b>32,372</b>	<b>31,590</b>	<b>31,867</b>	<b>-1.6%</b>	<b>0.9%</b>

Ibercaja maintains an intense activity in granting loans, with an increase in new lending production of 29.9% YoY.

- ▶ New lending to non-real estate companies grows by 34.1% YoY.

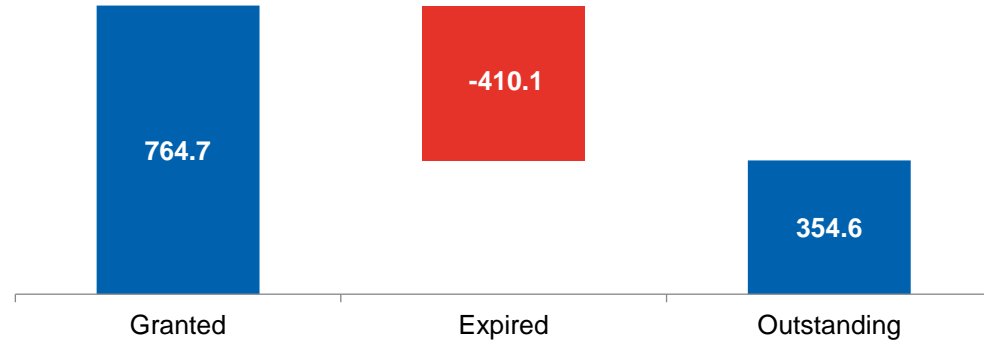
Performing gross loans ex repos increases by 1.2% in the quarter.

- ▶ Loans to companies grows by 6.9% or €520m vs. 2020YE.

# MORATORIA AND ICO GUARANTEED LENDING

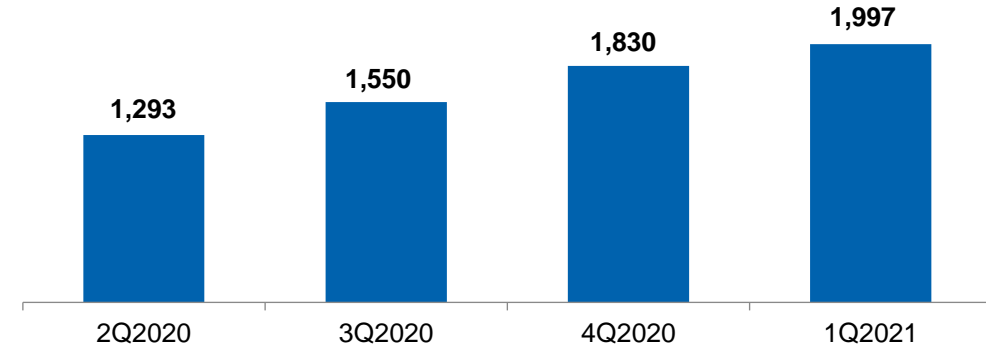
## Moratoria granted and outstanding as of 1Q2021

€m



## Accumulated evolution of ICO lending

€m



**Outstanding moratoria amounts to €355m, un 1.1% of gross lending.**

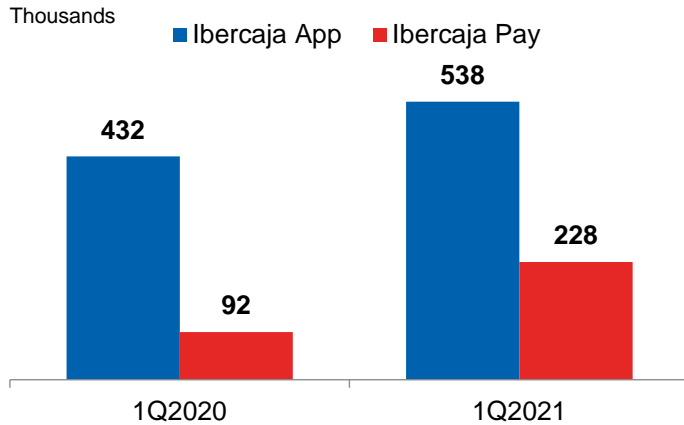
- ▶ **Outstanding moratoria** decreases by **3.1%** vs. 4Q2020.
- ▶ **Outstanding moratoria in mortgages** amounts to **€331.1m**, which represents **1.8%** of mortgage lending.
- ▶ **Outstanding moratoria in consumer lending** amounts to **€1m**.

**Ibercaja has granted €1,997m in loans with ICO guarantee (+€167m in the quarter).**

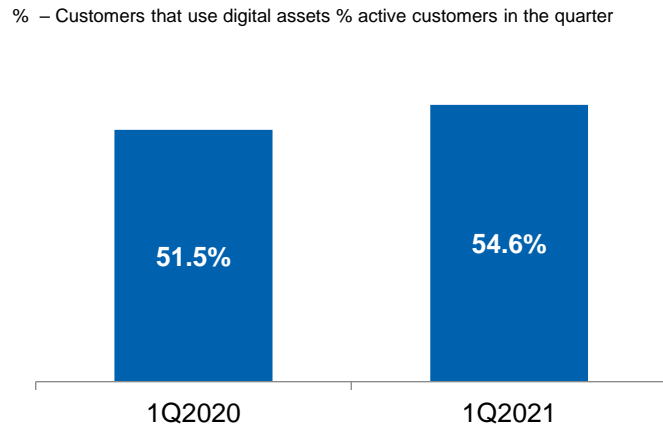
- ▶ **81%** of loans have been granted to **SMEs and self-employed**.
- ▶ **Investment ICO** operations amounts to **€125m**.
- ▶ **ICO financing drawn (€1,653m)** represents **22%** of companies' lending. In the **most affected sectors** (hospitality, transport and storage and leisure), this ratio reaches **27%**.

# DIGITALISATION

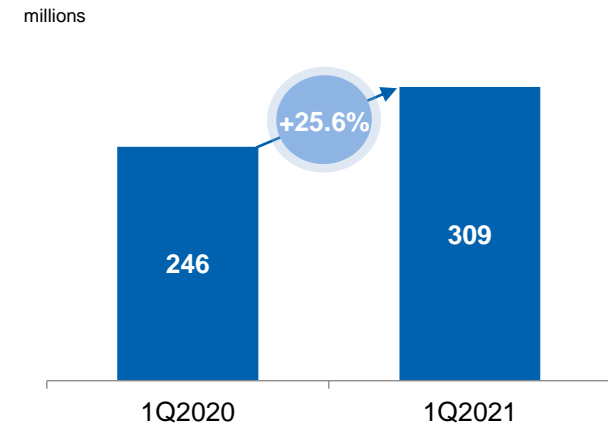
## Ibercaja App & Ibercaja Pay users



## Digital customers % total customers



## Digital banking operations



**Ibercaja App users grow by 24,5% YoY and Ibercaja Pay users grow by +146,4% YoY.**

- ▶ Total **digital customers** increase by **10.4% YoY** up to **846,000**.

**54.6% of the Bank's clients have used the Bank's digital assets in the last quarter.**

**Significant increase in digital banking operations (+25.6% YoY) representing 74.6% of the Bank's total operations.**



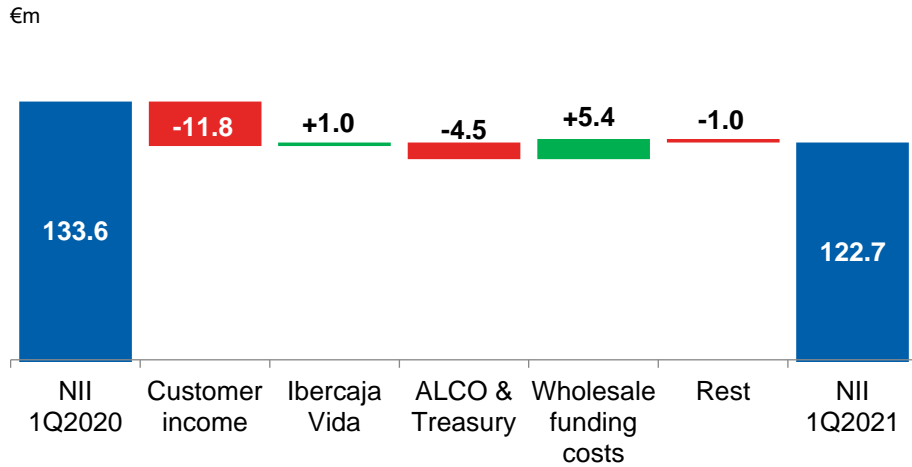
# RESULTS

# P&L ACCOUNT

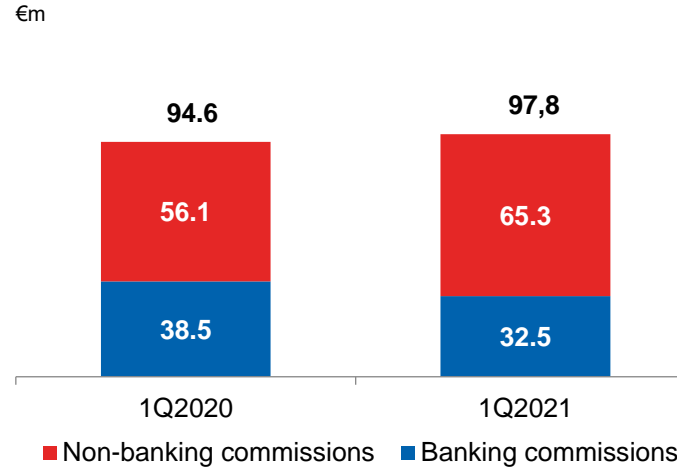
	€m		
	1Q2020	1Q2021	Var.
Net Interest Income	133.6	122.7	-8.2%
Net Fee Income	94.6	97.8	3.3%
Gains/Losses on Financial Assets and Liabilities	8.6	34.7	n/a
Other Operating Income (net)	5.4	7.8	44.3%
<b>Gross Operating Income</b>	<b>242.2</b>	<b>262.9</b>	<b>8.5%</b>
Operating Costs	-140.5	-148.4	5.6%
<b>Pre-Provision Profit</b>	<b>101.7</b>	<b>114.5</b>	<b>12.6%</b>
Total Provisions	-50.3	-33.9	-32.6%
of which: Covid-19	-34.0		n/a
Other Gains and Losses	-1.2	-1.0	-16.7%
<b>Profit before Taxes</b>	<b>50.1</b>	<b>79.5</b>	<b>58.7%</b>
Taxes & Minorities	-16.2	-25.0	53.9%
<b>Net income</b>	<b>33.9</b>	<b>54.5</b>	<b>61.0%</b>

# NET INTEREST INCOME & NET FEE INCOME

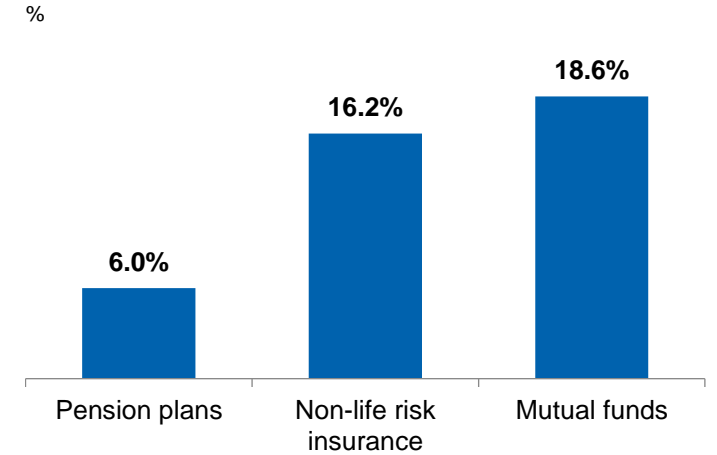
Net interest income breakdown



Net fee income



Non-banking commissions YoY evolution



## Net interest income falls 8.2% YoY or €10.9m.

- ▶ Repricing of loans at Euribor at historical minimum levels and the fall in the stock of loans on a YoY basis impacts customer income evolution

## Net fee income grows by 3.3% YoY or €3.1m.

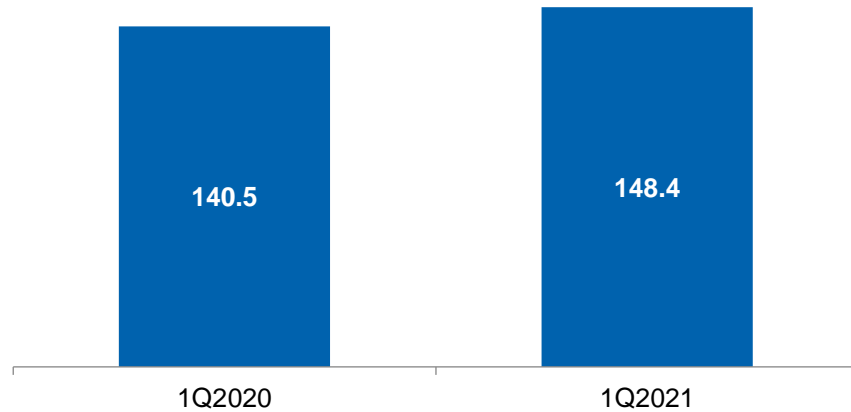
- ▶ **Non-banking commissions** rise **€9.2€** or **16.4% YoY** driven by assets under management evolution and non-life risk insurance distribution

Recurring revenues fall 3.4% YoY. Ibercaja expects recurring revenues to remain flat in 2021 thanks to the improvement in activity in coming quarters.

# COSTS AND PRE-PROVISION PROFIT

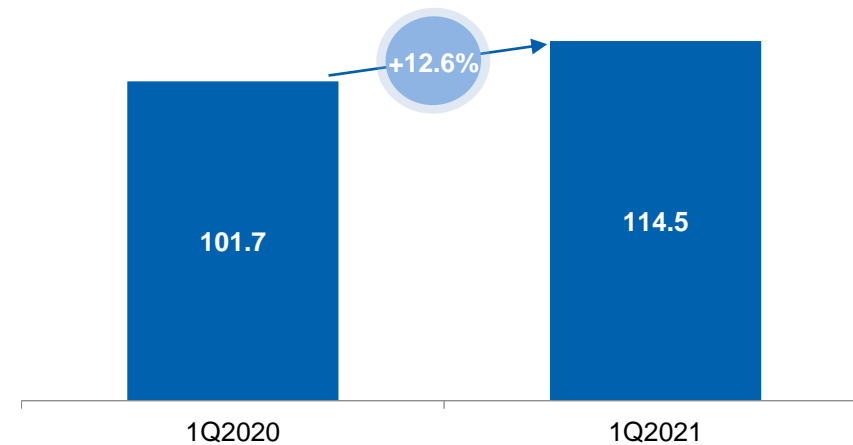
## Costs

€m



## Pre-provision profit

€m



**Total costs increase by 5.6% YoY.**

- ▶ **Redundancy plan departures (750 employees, 15% of the staff) will start in the second quarter and take place in a staggered manner until June 2022.**

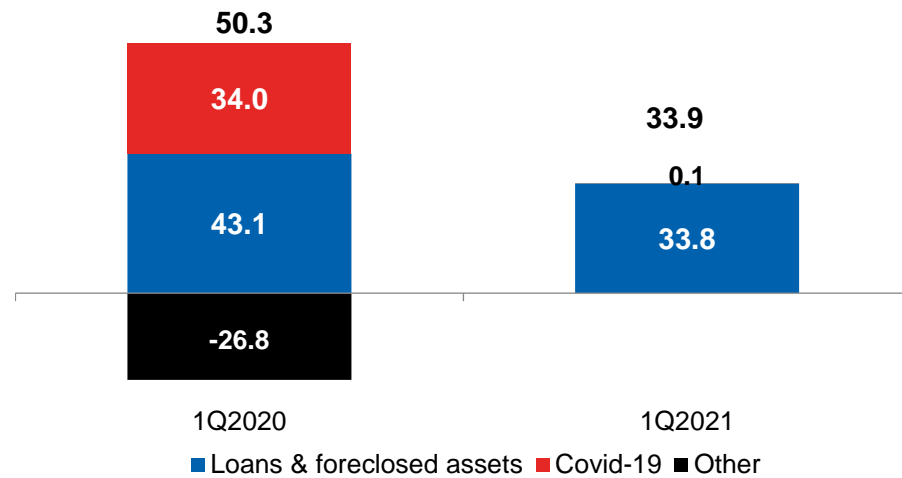
**Pre-provision profit grows by 12.6% YoY or €12.8m due to the increase in gross margin (+8.5% YoY).**



# PROVISIONS

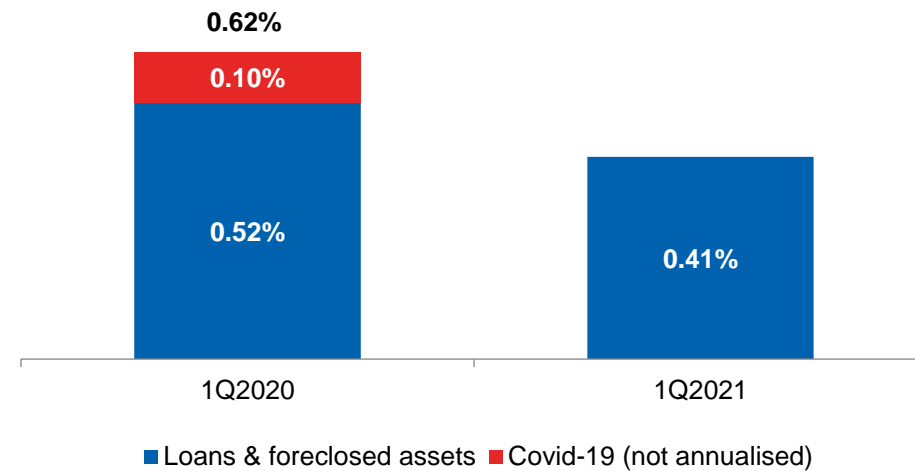
## Total provisions

€m



## Cost of risk

%



### Total provisions decrease by 32.6% YoY.

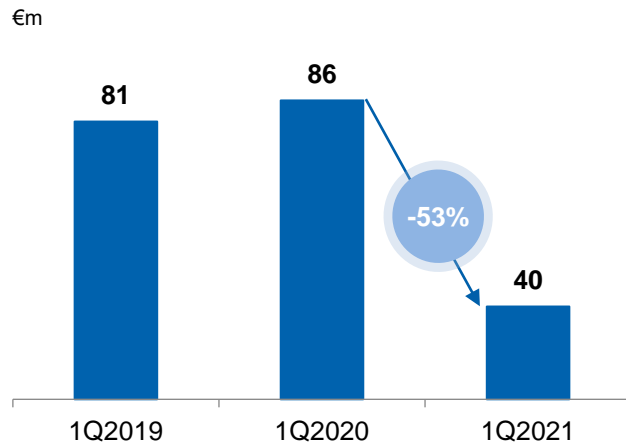
- ▶ Total **cost of risk** stands at **41 bps** vs. 62bps in 1Q2020.
- ▶ **Loans and foreclosed assets provisions** decrease by **21.6% YoY** or €9.3m YoY.

# IV

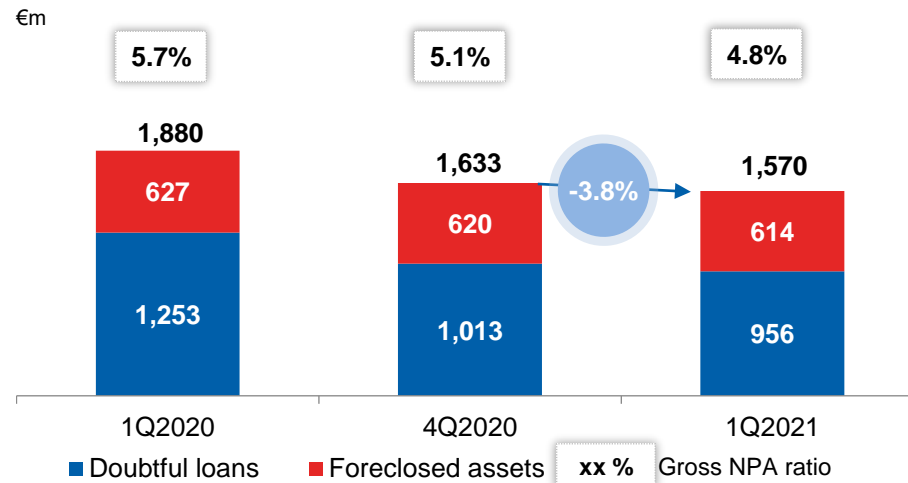
## ASSET QUALITY, LIQUIDITY AND SOLVENCY

# ASSET QUALITY (1/2)

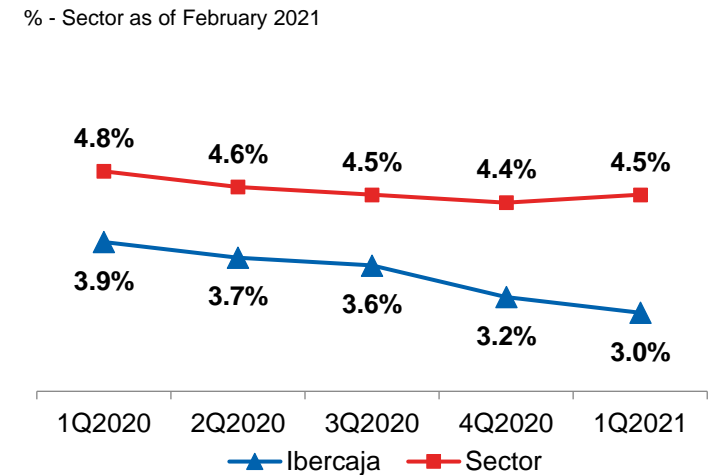
## Gross NPL entries



## Gross NPAs



## NPL ratio



Doubtful loans drop by 5.6% QoQ or €57m as a result of the reduction in gross NPL entries of 52.9% YoY. NPL ratio falls 21 bps to 3,0% and Ibercaja increases its positive gap vs. sector, reaching 150 bps.\* (vs. 123 bps at the end of 2020 and 88 bps as of 1Q2020).

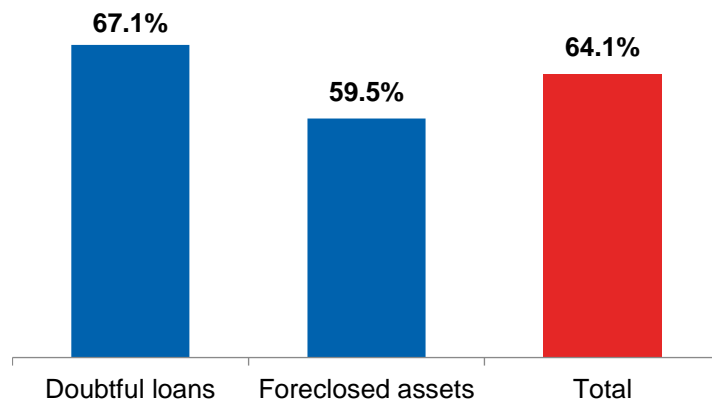
- By segments, **companies NPL** fall 6.5% QoQ and **families NPL** shrinks 5.0% QoQ.

Total stock of non-performing assets falls 3.8% YoY (-€63m) and NPA ratio falls 24 bps to 4.8%. Since 1Q2020, Ibercaja has reduced the stock of non-performing assets by €310 or 16.5%.

# ASSET QUALITY (2/2)

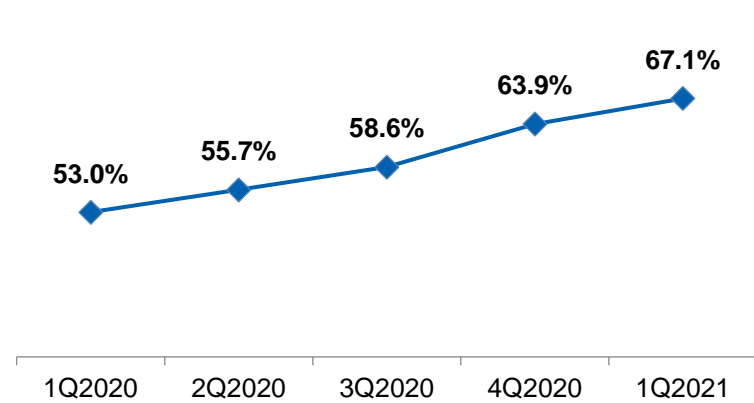
## Coverage ratio

% - 1Q2021



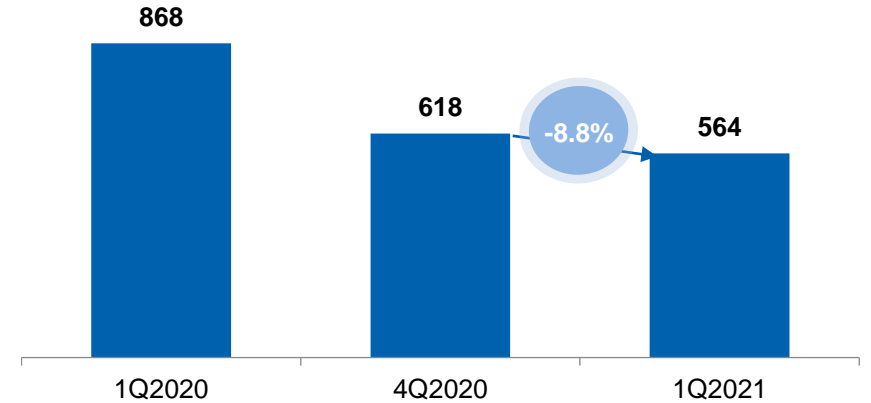
## NPL coverage ratio

% - 1Q2021



## Net NPAs

€m



**NPA coverage ratio stands at 64.1%, 195 bps above 4Q2020 levels.**

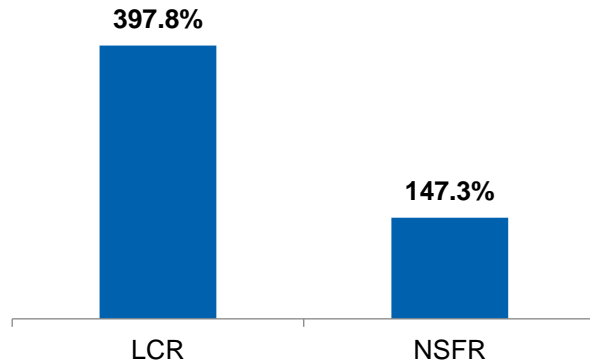
► **NPL coverage ratio improves 317 bps QoQ and reaches 67.1%.** Since 1Q2020, this ratio has improved 14 p.p.

**As a result of the provisioning effort net non-performing assets fall €54.3m or 8.8% QoQ (-35.1% YoY).**

# LIQUIDITY AND FUNDING PROFILE

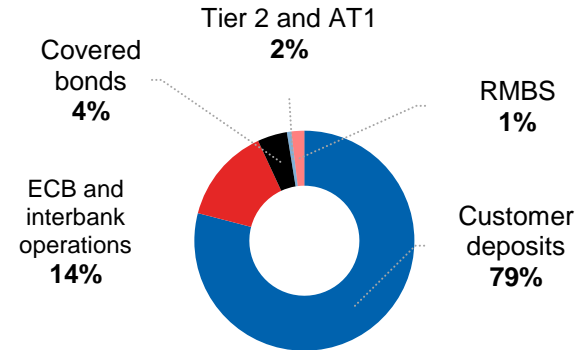
## LCR and NSFR ratios

% - 1Q2021



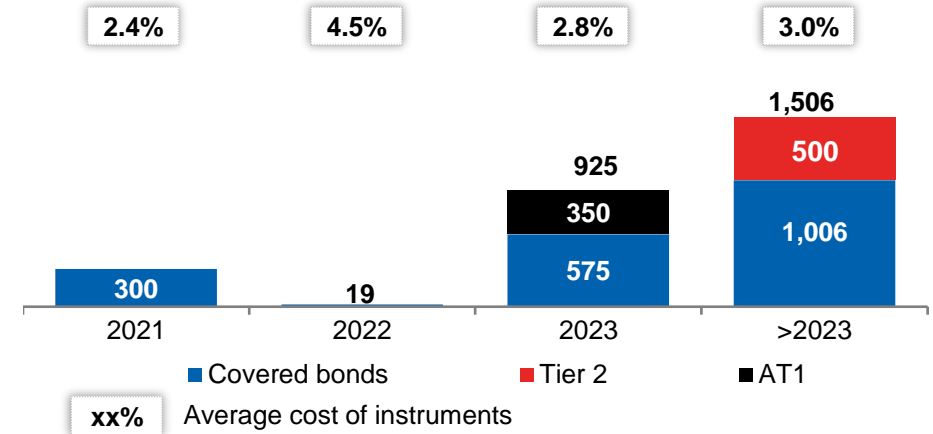
## Gross external funding

% - 1Q2021



## Maturity profile

€m - 1Q2021



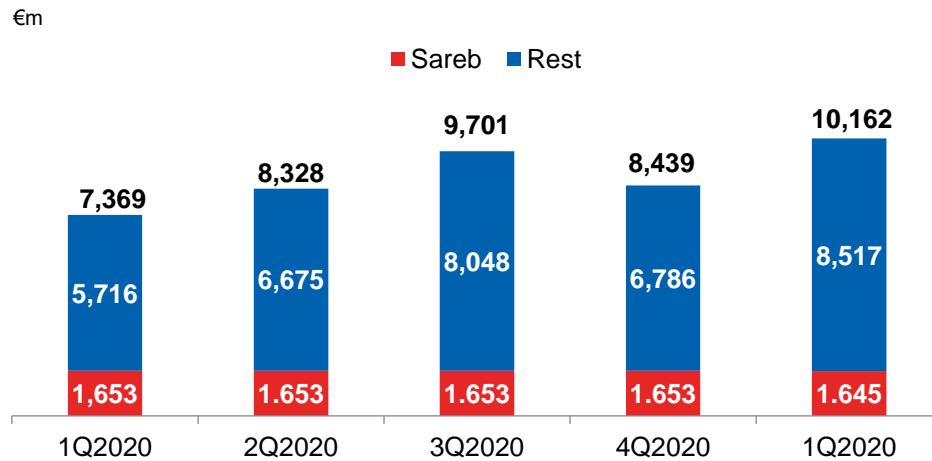
**Ibercaja has a sound liquidity position and shows a strong funding profile.**

- ▶ Liquid assets grow **€2.397m YoY** to €13,950m and account for **24.1% of total assets**..
- ▶ **LCR and NSFR ratios** stand well above regulatory requirements, **397.8%** and **147.3%** respectively.
- ▶ **Customer deposits** represent **79% of gross external funding** and **LTD ratio** stands at **82.4%** (81.1% in 4Q2020).

**In 1Q2021 Ibercaja has increased its LTRO financing by €559m to €5,959m.**

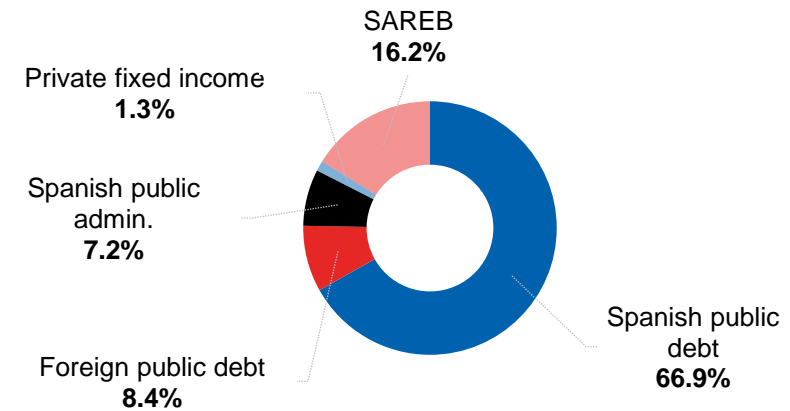
# ALCO PORTOFOLIO

## ALCO portfolio



## ALCO portfolio breakdown

% - 1Q2021



Ibercaja has increased its ALCO portfolio<sup>1</sup> by 20.4% QoQ.

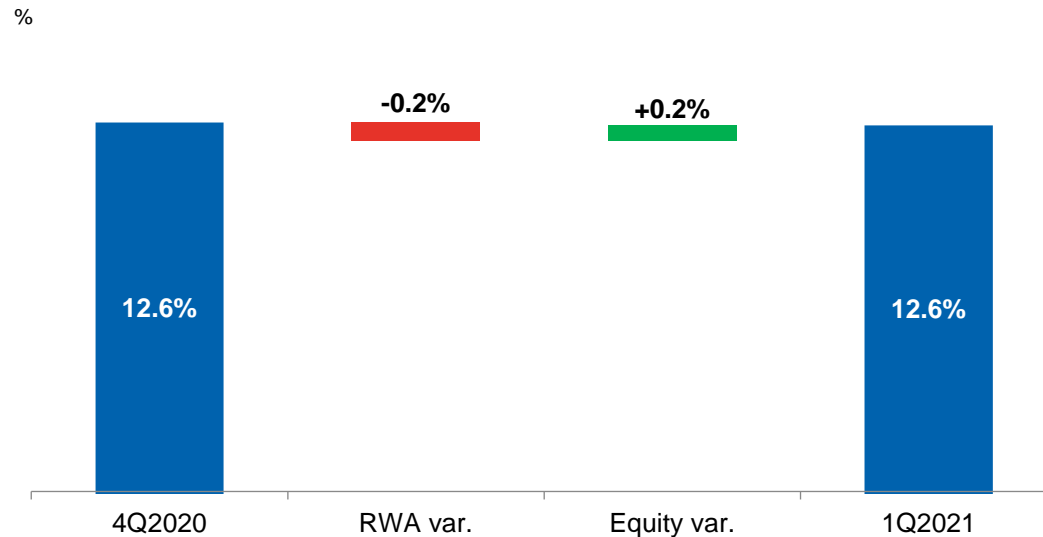
- ▶ No changes in the risk profile of the portfolio, mainly composed of **Spanish sovereign risk**.
- ▶ **Average duration of 5.8 years<sup>2</sup>**.
- ▶ **Average yield of 0.35%** (0.42% ex. SAREB).
- ▶ **95%** of the portfolio is classified as **amortised cost**.

<sup>1</sup> Excludes insurance activity portfolio

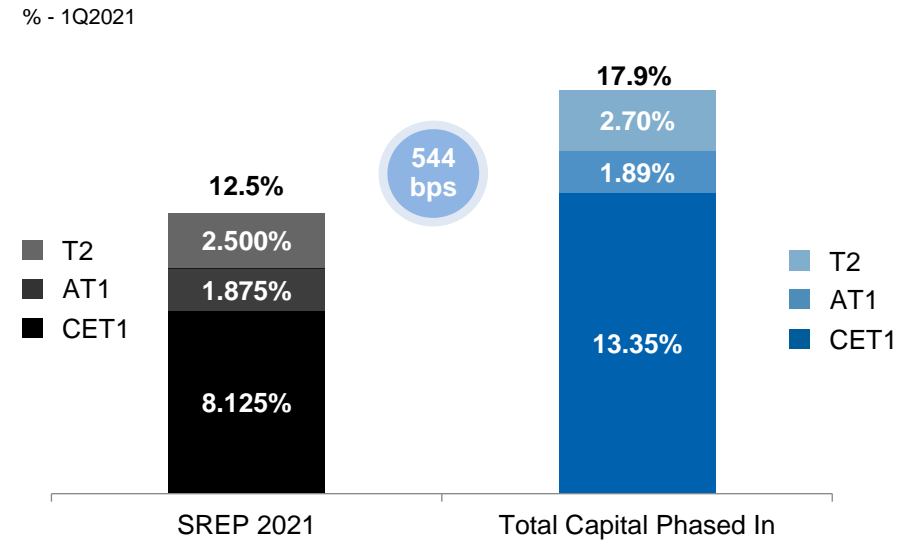
<sup>2</sup> Includes interest rate swaps

# SOLVENCY

**CET1 Fully Loaded**



**SREP requirement vs. Total Capital ratio**



**CET1 Fully Loaded ratio remains stable at 12.6% in the quarter and Total Capital Fully Loaded ratio stands at 17.2%.**

**In Phased In terms, CET1 ratio stands at 13.4% and Total Capital ratio at 17.9%. Leverage ratio reaches 6.2%.**

► **The excess of capital vs. 2021 SREP requirement is 544 bps. In MDA terms, the excess of capital amounts to 523 bps.**

V

ANNEX





# GLOSSARY

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



**iberCaja** €

THANK YOU

EL BANCO  
DEL

*Vamos*

More information:  
[www.ibercaja.com](http://www.ibercaja.com)  
[investors@ibercaja.es](mailto:investors@ibercaja.es)