

## FINANCIAL REPORT

January to June 2018



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#### **Basis of presentation**

The consolidated income statement and balance sheet at the close of June 2018 and June 2017, together with the breakdowns of different items shown in this Financial Report, are presented in accordance with the bases, principles and accounting criteria defined in Note 1 of the Group's interim abridged consolidated financial statements for the 6 month period ending on 30 June 2018.

Some of the figures included in this document have been rounded up or down. As a result, there may be small discrepancies in the tables between the totals and the amounts listed.

The macroeconomic analysis is taken from the report "The economic outlook for Andalusia", issue 93 published by the *Analistas Económicos de Andalucía* group.



# Unicaja Banco Group posted net profit of EUR 104 million over the first half-year, 39.6% higher than that recorded during the same period a year earlier.

### Unicaja Banco improves its key banking activity indicators:

- **Net interest income** is up against the same period last year (4.2%).
- Operating expenses have fallen by 3% vis-à-vis the same period in the previous year.
- Total impairments have fallen significantly over the same period in the previous year; for the third consecutive quarter there have been net recoveries in loan impairments.

## Commercial activity continued to improve, both in terms of loans and customer funds:

- **Performing loans**, excluding reverse repurchase agreements and other financial assets, have grown over the first half-year.
- **New loan transactions** increased by 45% in the corporates segment and 36% in the case of individuals compared to the second semester of 2017.
- **Retail customer funds** grow by 3.8% over the same period last year, notably with a year-on-year growth of 12% in sight funds and 7.1% in off-balance sheet funds. The at sight and term deposits mix also showed improvement against 2017.

# The risk indicators illustrate the Group's ability to reduce its NPAs without negatively impacting results nor coverage levels.

- **NPAs** fell by 23.3% (EUR -1,248 million) against the same period last year (10.3% in the year), with NPLs and foreclosed assets falling by 19.6% and 27.7%, respectively, over the same period.
- The **NPL** ratio dropped by -1.1 p.p. in the first half-year to 7.6%, while the coverage ratio for doubtful loans increased and foreclosed assets remain at the same level (54.9% and 63.8%, respectively.)

## Financial robustness and high liquidity levels:

- The Group has a comfortable liquidity position, with its net liquid assets accounting for 25.2% of the balance sheet.
- The regulatory CET1 stands at 15.3% and has a surplus of 722 basis points above SREP requirements for 2018.



## 2. Key Highlights

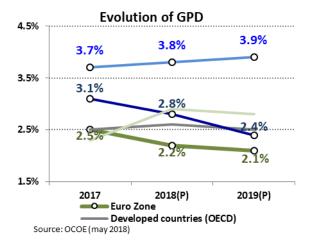
| Million euros / % / pp  | 30/06/2018 3 | 1/03/2018 3 | 1/12/2017 3 | 0/06/2017 | QoQ       | YTD       | YoY       |
|---|--------------|-------------|-------------|-----------|-----------|-----------|-----------|
| BALANCE SHEET   |              | <u> </u>    | · ·         |           | <u> </u>  |           |           |
| Total assets  | 57,606       | 58,305      | 56,332      | 56,472    | -1.2%     | 2.3%      | 2.0%      |
| Gross loans and advances to customers (ex-reverse repos, ex others financial assets)*           | 28,709       | 28,605      | 28,619      | 30,329    | 0.4%      | 0.3%      | -5.3%     |
| Performing gross loans and advances to customers (ex-reverse repos, ex other financial assets)* | 26,369       | 26,035      | 25,908      | 27,418    | 1.3%      | 1.8%      | -3.8%     |
| On-balance sheet customers funds*   | 38,330       | 37,173      | 37,718      | 37,325    | 3.1%      | 1.6%      | 2.7%      |
| Off-balance sheet customer funds  | 13,063       | 12,920      | 12,699      | 12,196    | 1.1%      | 2.9%      | 7.1%      |
| Shareholders equity   | 3,837        | 3,786       | 3,856       | 3,574     | 1.3%      | -0.5%     | 7.4%      |
| Total equity  | 3,957        | 4,019       | 3,902       | 3,790     | -1.5%     | 1.4%      | 4.4%      |
| (*) Excluding valuation adjustments   |              |             |             |           |           |           |           |
| RESULTS (cumulative figures)  |              |             |             |           |           |           |           |
| Net interest income   | 303          | 152         | 583         | 291       |           |           | 4.2%      |
| Gross income  | 492          | 250         | 997         | 559       |           |           | -12.1%    |
| Pre-provision profit  | 181          | 94          | 364         | 239       |           |           | -24.3%    |
| Consolidated net income   | 104          | 57          | 138         | 75        |           |           | 39.6%     |
| Attributable net income   | 105          | 58          | 142         | 86        |           |           | 22.9%     |
| Cost to income  | 59.4%        | 58.5%       | 59.2%       | 53.3%     | 0.9 pp    | 0.2 pp    | 6.1 pp    |
| ROE   | 5.5%         | 6.1%        | 4.1%        | 4.9%      | -0.6 pp   | 1.4 pp    | 0.6 pp    |
| ROA   | 0.4%         | 0.4%        | 0.2%        | 0.3%      | 0.0 pp    | 0.1 pp    | 0.1 pp    |
| RISK MANAGEMENT   |              |             |             |           |           |           |           |
| Non performing loans (NPL) (a)  | 2,340        | 2,570       | 2,710       | 2,910     | -8.9%     | -13.7%    | -19.6%    |
| Foreclosed assets (b)   | 1,772        | 1,776       | 1,872       | 2,450     | -0.2%     | -5.3%     | -27.7%    |
| Non performing assets -NPA- (a+b)   | 4,112        | 4,345       | 4,582       | 5,360     | -5.4%     | -10.2%    | -23.3%    |
| NPL ratio   | 7.6%         | 8.4%        | 8.7%        | 8.9%      | -0.7 pp   | -1.1 pp   | -1.3 pp   |
| NPL coverage  | 54.9%        | 54.9%       | 50.0%       | 50.0%     | -0.1 pp   | 4.9 pp    | 4.9 pp    |
| Foreclosed assets coverage  | 63.8%        | 64.4%       | 64.0%       | 62.5%     | -0.6 pp   | -0.1 pp   | 1.3 pp    |
| Non performing assets (NPA) coverage  | 58.7%        | 58.8%       | 55.7%       | 55.7%     | -0.1 pp   | 3.0 pp    | 3.0 pp    |
| Cost of risk  | -0.09%       | -0.06%      | 0.15%       | 0.00%     | 0.0 pp    | -0.2 pp   | -0.1 pp   |
| LIQUIDITY   |              |             |             |           |           |           |           |
| Loan to deposit ratio   | 74.7%        | 76.9%       | 75.9%       | 81.3%     | -2.2 pp   | -1.1 pp   | -6.5 pp   |
| LCR   | 470%         | 584%        | 701%        | 1057%     | -114.0 pp | -230.8 pp | -587.1 pp |
| NSFR  | 132%         | 133%        | 134%        | 0%        | -1.0 pp   | -2.0 pp   | 132.0 pp  |
| SOLVENCY  |              |             |             |           |           |           |           |
| CET1 ratio (phase-in)   | 15.3%        | 15.4%       | 14.6%       | 13.4%     | 0.0 pp    | 0.8 pp    | 1.9 pp    |
| CET1 ratio (fully loaded)   | 13.5%        | 13.5%       | 12.8%       | 11.8%     | 0.0 pp    | 0.7 pp    | 1.7 pp    |
| Total capital ratio (phase-in)  | 15.5%        | 15.9%       | 15.1%       | 13.9%     | -0.3 pp   | 0.5 pp    | 1.7 pp    |
| Total capital ratio (fully loaded)  | 13.7%        | 14.1%       | 13.3%       | 12.3%     | -0.4 pp   | 0.4 pp    | 1.4 pp    |
| Risk weighted assets (RWA)  | 23,878       | 23,959      | 24,239      | 25,128    | -0.3%     | -1.5%     | -5.0%     |
| Texas ratio   | 65.9%        | 67.6%       | 72.4%       | 81.8%     | -1.6 pp   | -6.5 pp   | -15.9 pp  |
| ADDITIONAL INFORMATION  |              |             |             |           |           |           |           |
| Employees (average number)  | 6,916        | 6,945       | 7,200       | 7,304     | -0.4%     | -3.9%     | -5.3%     |
|   | 1,196        | 1,211       | 1,227       | 1 240     | 1 20/     | 2 50/     | -4.2%     |
| Branches  | 1,196        | 1,211       | 1,227       | 1,249     | -1.2%     | -2.5%     | -4.2/0    |



#### 3. Macroeconomic environment

In the first half of 2018 the world economy has continued to show fairly positive signs, consistent with performance at the end of last year, when global GDP growth exceeded expectations. Existing momentum has enabled activity to move on briskly in the last few months, while inflation rates have shown some very modest upticks, despite the rise in the oil price and the reduction in unemployment rates. Divergences between global inflation rates across different areas (advanced and emerging markets) have in fact been unusually low. Likewise, financial conditions in most economies remain reasonably relaxed, although monetary policy is going through a process of normalisation.

In view of this favourable behaviour, the OECD has reviewed its growth forecast for the world economy upwards by 0.1 and 0.3 percentage points (p.p.), respectively, compared to its forecasts last November, bringing its estimates to 3.8% for 2018 and 3.9% for 2019. The growth rate for advanced countries has also been corrected to the upside, by 0.2 and 0.4 p.p., respectively, to 2.6% (2018) and 2.5% (2019), partly as a result of improved forecasts for the US, thanks to the effects of the tax reform. Projected growth for the Spanish economy has also been corrected upwards, to 2.8% in 2018 and 2.4% in 2019.



These optimistic forecasts are, however, compatible with symptoms of exhaustion and a possible gradual slowdown. Some activity indicators have begun to flatten slightly, consistent with the deceleration of GDP growth in the first quarter of 2018 in certain major economies (in the Eurozone, for example). Business confidence and industrial production have remained stable in recent months, although export orders, retail sales and container port traffic have slackened a little.

At the same time, key central banks have kept their monetary policy very loose, although with some divergences between major areas. So, the Federal Reserve is continuing its progressive rise in Federal Funds interest rates, and agreed another rise in middle of June (25 b.p.), the seventh since the end of 2015, setting the target range at 1.75%-2.00%, as forecast. Furthermore, it is still gradually reducing its balance and plans additional increases to interest rates between 2018 and 2020.

The Board of the European Central Bank (ECB) meanwhile, at its 14th June meeting, decided to maintain interest rates, declaring that they will remain at present levels until at least the summer of 2019 and, in any event, for as long as is necessary to ensure that inflation targets are met. The main news from the ECB was the announcement that, from September 2018 onwards—provided there is no scenario change—, the monthly rate of net asset purchases will be cut to EUR 15 billion (it is currently buying EUR 30 billion a month) to the end of December 2018, and that on that date net purchases will cease.

Although this change in the direction of monetary policy is being announced in advance, it may have an impact on the decisions made by stakeholders. Indeed, there have been movements in the price of shares in the principal economies, with falls in stock market indexes, at the same time as volatility has spiked from the unusually low levels of last year. Nor should we forget that monetary



policy normalisation can impact on the sustainability of public sector finances.

On the other hand, attention in the last quarter has again focused on oil prices, which have been boosted by the steady expansion of global demand, and also by supply restrictions agreed by OPEC and other countries outside this organisation. Although this uptick is forecast to be a temporary one, there can be no doubt that if it were to be prolonged, this could have a negative effect on production supply in upcoming quarters.

The factors determining inflation, such as the expected price behaviour of oil and other raw materials, as well as monetary variables go to make up the technical assumptions that shape the macroeconomic outlook for the Eurozone and therefore for the Spanish economy. Thus the ECB's working assumptions, on a timeline to 2020, argues that GDP growth in the Eurozone will diminish gradually over the next few quarters, with 2018 expected to post at 2.1%, at 1.9% the following year, and at 1.7% in 2020.

This slowdown is compatible with the forecast of a sustained increase in production activity in the euro area as a whole, consistent with the high levels of business and consumer confidence. The anticipated curb on the rate of GDP growth over the forecast horizon is accounted for by the exhaustion of certain favourable factors, such as slack monetary policy measures, the strength of external demand and decelerating job creation some countries in the EMU will be short of labourand, as a result, of private consumption. The latter may also be squeezed by the recovery in the household savings rate. Indeed, the EU is designing its long-term budgets with the aim of encouraging growth and future job creation in mind, to guarantee that its priorities are sufficiently funded, in a context of lower resources resulting from the United Kingdom's exit from the Union.

The ECB, meanwhile, expects that the euro's exchange rate against the dollar will remain stable throughout the rest of this year at close to USD 1.2, and anticipates that in the following two years the exchange rate will stay at USD 1.18 per euro, thus correcting expectations of an exchange rate around USD 1.24, given in its March 2018 estimates. This review is undoubtedly a response to the recent behaviour of the currency markets, where political uncertainty in Europe, expectations of new hikes in US interest rates and a rather lower-than-expected performance on the part of certain Eurozone macroeconomic indicators all strengthened the dollar during April and May.

Despite persistent risks, and taking consideration the new circumstances influencing performance internationally, expected Spanish economy is continuing a fairly solid expansion phase. In line with other institutions and analysts, in June the Bank of Spain (BoS) forecast real GDP growth this year of 2.7%, unchanged from its estimate three months before, while for 2019 it has made a slight correction to the upside, of 0.1 p.p., bringing its projection for GDP growth up to 2.4%, while estimating that this growth rate will moderate to 2.1% in 2020. So, it will continue to expand, although at a slightly lower rate than for the previous two years, because of a degree of slowdown in external markets (the Eurozone will grow less than expected in the spring) and due to the impact of more expensive oil.

In the European context, the Spanish economy continues to stand out, with a year-on-year growth rate in the first quarter this year of 3.0%, (quarter-on-quarter 0.7%), better than most neighbouring countries and with a scarcely noticeable curb compared to the Eurozone (2.5% between January and March, 0.3% less than the previous quarter) and also compared to the three main EMU economies (Germany, France and Italy), where the tailwinds are coming to an end more clearly than in Spain.



Another key indicator for assessing the course of an economy, the job market, shows the unemployment rate in the Eurozone as a whole at 8.5% in April 2018 (0.7% less than a year earlier), well below the rate in Spain (15.9%, according to Eurostat's standardised methodology), although the latter has shown a much steeper fall than in the major neighbouring economies.

According to the Bank of Spain's prognoses, together with the consensus of analysts and other forecasting bodies, the cycle of the Spanish economy between 2018 and 2020 will continue to be supported fundamentally by the dynamism of domestic demand. While the contribution of the external sector to GDP growth is expected to be positive, this is forecast to wane slightly over the forecast horizon. The view of the BoS is that growth in goods and services exports in 2018 could come in at 4.6%, 0.3% below its estimate three months ago, and that the rates for 2019 and 2020 will be 4.8% and 4.5%, respectively.



#### 4. Balance sheet

| Million euros   | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/06/2017 | QoQ    | YTD     | YoY     |
|---|------------|------------|------------|------------|--------|---------|---------|
| Cash and balances at central banks                                | 3,060      | 2,999      | 3,806      | 1,557      | 2.0%   | -19.6%  | 96.5%   |
| Assets held for trading & at fair value through P&L               | 147        | 182        | 31         | 54         | -19.3% | 367.8%  | 171.1%  |
| Financial assets at fair value through other comprehensive income | 6,459      | 6,925      | 3,702      | 3,601      | -6.7%  | 74.5%   | 79.4%   |
| Financial assets at amortised cost                                | 29,568     | 29,899     | 29,822     | 31,381     | -1.1%  | -0.9%   | -5.8%   |
| Loans to central banks and credit institutions                    | 278        | 628        | 184        | 195        | -55.8% | 50.7%   | 42.7%   |
| Loans to customers  | 29,290     | 29,271     | 29,638     | 31,186     | 0.1%   | -1.2%   | -6.1%   |
| Fixed income at amortised cost                                    | 12,714     | 12,615     | 13,220     | 13,896     | 0.8%   | -3.8%   | -8.5%   |
| Hedging derivatives   | 427        | 504        | 457        | 474        | -15.2% | -6.4%   | -9.9%   |
| Associates  | 369        | 370        | 483        | 507        | -0.2%  | -23.6%  | -27.1%  |
| Tangible assets   | 1,224      | 1,244      | 1,291      | 1,313      | -1.6%  | -5.1%   | -6.8%   |
| Intangible assets   | 63         | 64         | 2          | 1          | -0.8%  | 3272.4% | 8679.5% |
| Tax assets  | 2,651      | 2,613      | 2,613      | 2,565      | 1.5%   | 1.5%    | 3.3%    |
| Other assets  | 470        | 462        | 466        | 604        | 1.7%   | 0.9%    | -22.1%  |
| Non current assets held for sale                                  | 453        | 428        | 439        | 520        | 5.8%   | 3.1%    | -12.9%  |
| TOTAL ASSETS  | 57,606     | 58,305     | 56,332     | 56,472     | -1.2%  | 2.3%    | 2.0%    |
|   |            |            |            |            |        |         |         |
| Liabilities held for trading & at fair value through P&L          | 25         | 29         | 27         | 30         | -14.2% | -8.8%   | -17.1%  |
| Financial liabilities at amortised cost                           | 51,449     | 52,043     | 50,941     | 51,072     | -1.1%  | 1.0%    | 0.7%    |
| Deposits form central banks                                       | 3,323      | 3,327      | 3,330      | 3,337      | -0.1%  | -0.2%   | -0.4%   |
| Deposits from credit institutions                                 | 1,960      | 3,296      | 715        | 805        | -40.5% | 174.2%  | 143.4%  |
| Customer deposits   | 44,772     | 44,565     | 46,041     | 45,217     | 0.5%   | -2.8%   | -1.0%   |
| Other Issued Securities   | 130        | 130        | 130        | 814        | 0.0%   | 0.1%    | -84.0%  |
| Other financial liabilities                                       | 1,264      | 726        | 725        | 898        | 74.0%  | 74.3%   | 40.6%   |
| Hedging derivatives   | 157        | 107        | 31         | 21         | 46.4%  | 400.7%  | 657.2%  |
| Provisions  | 843        | 870        | 935        | 1,066      | -3.0%  | -9.8%   | -20.9%  |
| Tax liabilities   | 283        | 271        | 209        | 215        | 4.3%   | 35.3%   | 31.8%   |
| Other liabilities   | 893        | 966        | 286        | 279        | -7.6%  | 212.4%  | 220.1%  |
| TOTAL LIABILITIES   | 53,650     | 54,286     | 52,430     | 52,683     | -1.2%  | 2.3%    | 1.8%    |
| Own Funds   | 3,837      | 3,786      | 3,856      | 3,574      | 1.3%   | -0.5%   | 7.4%    |
| Other comprehensive income  | 96         | 202        | 17         | 46         | -52.4% | 468.1%  | 110.9%  |
| Minority Interests  | 24         | 31         | 30         | 171        | -23.7% | -20.7%  | -86.2%  |
| Total Equity  | 3,957      | 4,019      | 3,902      | 3,790      | -1.5%  | 1.4%    | 4.4%    |
| Total Liabilities and Equity                                      | 57,606     | 58,305     | 56,332     | 56,472     | -1.2%  | 2.3%    | 2.0%    |
|   |            |            |            |            |        |         |         |
| OFF BALANCE SHEET CUSTOMER FUNDS                                  | 13,063     | 12,920     | 12,699     | 12,196     | 1.1%   | 2.9%    | 7.1%    |

On 1st January 2018 a number of International Financial Reporting Standards (IFRS) came into force, as described in note 1 of the consolidated half-year statements to 30 June 2018. Among them is IFRS 9 whose main impacts are described in the note in the half-year statement referenced above. Applying this standard has had a major effect on the fixed income portfolio and on loans and advances; it has entailed variations to the item "Financial assets held for trading through profit or loss", to "Financial assets with changes in other comprehensive income"<sup>1</sup>, "Loans and advances at amortised cost" and "Debt securities at amortised cost". Finally, we should point out that the application of the standard has had a positive

impact on the Group's net equity, after fiscal considerations have been taken into account, as a result of the increase in provisioning for insolvencies and the impact on other comprehensive income from the reclassifications of the fixed income portfolios.

It should also be pointed out that the administrative authorisations for the purchase in 2017 of Unión Duero Vida and Duero Pensiones, in which the Group already had a 50% stake and was included using the equity method in the 2017 financial year, were approved in Q1 2018. This means that the conditions have been met to take control of the above-mentioned companies, and

 $<sup>^{\</sup>scriptsize 1}$  The "other comprehensive results" item is included in net equity



as such they can be fully integrated into the Group's 2018 statements.

At 30 June 2018, Unicaja Banco Group's assets came to EUR 57,606 million. Loans and advances carried at amortised cost account for EUR 29,568 million, with loans and advances to customers worth EUR 29,290 million. Debt securities carried at amortised cost amount to EUR 12,714 million, and mainly consist of Spanish Sovereign debt.

Total assets fell by 1.2%, in the quarter, mainly as a result of the performance of loans to central banks and credit institutions, as well as changes in how financial assets through other comprehensive income are measured. Loans and advances to clients have grown in net terms by 0.1% over the quarter, because of the growth in performing loans being offset by the recovery of doubtful transactions and also because of the reduction in reverse repurchase agreements.

Compared to the year's performance, total assets grew by 2.3% in the first six months of 2018, mainly because of the performance in the fixed income portfolio. This portfolio has grown through new purchases and due to the new consolidation perimeter stated earlier. Loans and advances to clients fell in net terms by 1.2% over the half-year, essentially through the recovery of nonperforming loans and the increase in provisions as a result of the entry into force of IFRS 9. When these impacts are stripped out, together with repos and other financial assets, performing credit grew in the period by EUR 461 million. The balance on intangible assets also rose during the first halfyear, mainly consisting of goodwill generated from the global integration mentioned earlier.

The Group's total liabilities come to EUR 53,650 million. The vast majority of this is made up of financial liabilities at amortised cost, amounting to EUR 51,449 million. Customer deposits of EUR 44,772 million account for 87% of these total financial liabilities. In addition to the liabilities

mentioned above, the Group also manages other customer funds, mainly investment funds, pension funds and savings insurance. These are all off-balance sheet and come to EUR 13,063 million.

Liabilities have fallen by 1.2% in the quarter, mainly as a result of the reduction of deposits in credit institutions, resources that have been partially replaced by client deposits and other financial liabilities (collection accounts essentially) and on the other hand by bringing down short-term investments (loans to central banks and credit institutions, which have diminished, as indicated above).

However, over the semester liabilities have increased by 2.3%. This is explained by the full integration into the Group of the insurance companies referenced above, bringing with them liabilities for insurance contracts that explain the performance of the "Other Liabilities" item; another factor was the growth of amortised cost liabilities, up by 1%, mainly as a result of the contribution of other financial liabilities, since the growth in deposits by credit institutions and the reduction in client deposits is down fundamentally to the transfer of repurchase agreements from one accounting entry to another.

Customer funds have increased over the half-year and also in the last 12 months, both in the case of sight deposits and off-balance sheet resources, as a result of the good performance of the commercial activity with customers.

Finally, net equity has fallen over the quarter; income over the period is lower than the fall in existing capital gains in portfolios measured at fair value against other global results. With respect to half-year performance, net equity rose on 1st January 2018 because of the application of IFRS 9, which has entailed a debit on reserves due to higher impairments made in the initial application of these standards, and a credit in other comprehensive income from the net capital gains



on the securities reclassified to portfolios measured at fair value.

Strong commercial activity has enabled business volumes to continue to grow, both in new credit origination / performing balances, as well as in new retail funds.



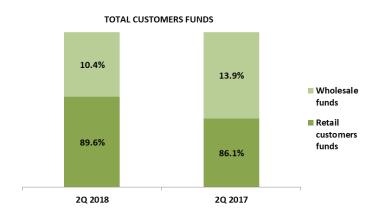
#### 5. Customer Funds.

| On-balance sheet customer funds         44,320         44,032         45,503         45,444         0.7%         -2.6%         -2.3%           Customer funds         44,190         43,902         45,373         44,540         0.7%         -2.6%         -0.8%           Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Private sector         41,776         41,275         42,736         42,408         1.2%         -2.2%         -1.5%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         12,978         13,529         14,222         16,139         -4.1%         -8.8%         -19.6%         of which: covered bonds         4,635         4,858         5,093         5,718         -4.6%         -9.0%         -18.9%           Repos         1,515         2,377         3,157         1,899         -36.2%         -52.0%         -20.0%           Issues         130         130         130         804         0.0%         0.0%         8-38.8%           Promissory notes         0         0         0         0         0 <th>Million euros. Excluding valuation adjustm</th> <th>ent: <b>30/06/2018</b></th> <th>31/03/2018</th> <th>31/12/2017</th> <th>30/06/2017</th> <th>QoQ</th> <th>YTD</th> <th>YoY</th> | Million euros. Excluding valuation adjustm  | ent: <b>30/06/2018</b>                      | 31/03/2018                                  | 31/12/2017  | 30/06/2017   | QoQ                               | YTD  | YoY  |
|---|---|---|---|---|--|-----------------------------------|--|--|
| Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Private sector         41,776         41,275         42,736         42,408         1.2%         -2.2%         -1.5%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         12,978         13,529         14,222         16,139         -4.1%         -8.8%         -19.6%           of which: covered bonds         4,635         4,858         5,093         5,718         -4.6%         -9.0%         -18.9%           Repos         1,515         2,377         3,157         1,899         -36.2%         -52.0%         -20.2%           Issues         130         130         130         804         0.0%         0.0%         -83.8%           Promissory notes         0         0         0         0         0         0         0         -2.0%           Mortgages securities         130         130         130         200         0.0%         0.0%         -35.0%           Other values         0         0         0         0         0         0   | On-balance sheet customer funds   | 44,320                                      | 44,032                                      | 45,503  | 45,344   | 0.7%                              | -2.6%  | -2.3%  |
| Private sector         41,776         41,275         42,736         42,408         1.2%         -2.2%         -1.5%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         12,978         13,529         14,222         16,139         -4.1%         -8.8%         -19.6%           of which: covered bonds         4,635         4,858         5,093         5,718         -4.6%         -9.0%         -18.9%           Repos         1,515         2,377         3,157         1,899         -36.2%         -50.0%         -20.2%           Issues         130         130         130         804         0.0%         0.0         -20.2%           Promissory notes         0         0         0         0         0         0         -2.0         -5.0%           Mortgages securities         130         130         130         200         0.0%         0.0%         -35.0%           Other values         0         0         0         604         -         -         -100.0%           Off-balance sheet ustomer funds         13,063         12,920         12,699         12,196   | Customer funds  | 44,190                                      | 43,902                                      | 45,373  | 44,540   | 0.7%                              | -2.6%  | -0.8%  |
| Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         12,978         13,529         14,222         16,139         -4.1%         -8.8%         -19.6%           of which: covered bonds         4,635         4,858         5,093         5,718         -4.6%         -9.0%         -18.9%           Repos         1,515         2,377         3,157         1,899         -36.2%         -52.0%         -20.2%           Issues         130         130         130         804         0.0%         0.0%         -83.8%           Pomissory notes         0         0         0         0         0         -         -         -         -           Mortgages securities         130         130         130         200         0.0%         0.0%         -35.0%           Other values         0  | Public Sector   | 2,414                                       | 2,626                                       | 2,638   | 2,132  | -8.1%                             | -8.5%  | 13.2%  |
| Term deposits         12,978         13,529         14,222         16,139         -4.1%         -8.8%         -19.6%           of which: covered bonds         4,635         4,858         5,093         5,718         -4.6%         -9.0%         -18.9%           Repos         1,515         2,377         3,157         1,899         -36.2%         -52.0%         -20.2%           Issues         130         130         130         804         0.0%         0.0%         -83.8%           Promissory notes         0         0         0         0         0         -   | Private sector  | 41,776                                      | 41,275                                      | 42,736  | 42,408   | 1.2%                              | -2.2%  | -1.5%  |
| of which: covered bonds         4,635         4,858         5,093         5,718         -4.6%         -9.0%         -18.9%           Repos         1,515         2,377         3,157         1,899         -36.2%         -52.0%         -20.2%           Issues         130         130         130         804         0.0%         0.0%         -83.8%           Promissory notes         0         0         0         0         0         - <t< td=""><td>Sight deposits</td><td>27,283</td><td>25,370</td><td>25,356</td><td>24,370</td><td>7.5%</td><td>7.6%</td><td>12.0%</td></t<>   | Sight deposits  | 27,283                                      | 25,370                                      | 25,356  | 24,370   | 7.5%                              | 7.6%   | 12.0%  |
| Repos         1,515         2,377         3,157         1,899         -36.2%         -52.0%         -20.2%           Issues         130         130         130         804         0.0%         0.0%         -83.8%           Promissory notes         0         0         0         0         0         -         -         -         -           Mortgages securities         130         130         130         200         0.0%         0.0%         -35.0%           Other values         0         0         0         0         -  | Term deposits   | 12,978                                      | 13,529                                      | 14,222  | 16,139   | -4.1%                             | -8.8%  | -19.6%   |
| Issues         130         130         130         804         0.0%         -83.8%           Promissory notes         0         0         0         0         -         -         -         -           Mortgages securities         130         130         130         200         0.0%         0.0%         -35.0%           Other values         0         0         0         0         0         -  | of which: covered bonds   | 4,635                                       | 4,858                                       | 5,093   | 5,718  | -4.6%                             | -9.0%  | -18.9%   |
| Promissory notes         0         0         0         0         -  | Repos   | 1,515                                       | 2,377                                       | 3,157   | 1,899  | -36.2%                            | -52.0%   | -20.2%   |
| Mortgages securities         130         130         130         200         0.0%         0.0%         -35.0%           Other values         0         0         0         0         -         -         -         -           Subordinated liabilities         0         0         0         604         -         -         -100.0%           Off-balance sheet customer funds         13,063         12,920         12,699         12,196         1.1%         2.9%         7.1%           Mutual funds         6,206         6,162         6,067         5,812         0.7%         2.3%         6.8%           Pension funds         2,223         2,237         2,274         2,253         -0.6%         -2.2%         -1.3%           Insurance savings         3,582         3,518         3,429         3,199         1.8%         4.4%         12.0%           Discretional portfolios         1,052         1,002         929         932         4.9%         13.3%         12.8%           TOTAL CUSTOMER FUNDS         57,383         56,951         58,202         57,541         0.8%         -1.4%         -0.3%           Retail customers funds         51,393         50,093         50,417  | Issues  | 130   | 130   | 130   | 804  | 0.0%                              | 0.0%   | -83.8%   |
| Other values         0         0         0         0         - <t< td=""><td>Promissory notes</td><td>0</td><td>0</td><td>0</td><td>0</td><td>-</td><td>-</td><td>-</td></t<>   | Promissory notes  | 0   | 0   | 0   | 0  | -                                 | -  | -  |
| Subordinated liabilities         0         0         0         604         -         -         -100.0%           Off-balance sheet customer funds         13,063         12,920         12,699         12,196         1.1%         2.9%         7.1%           Mutual funds         6,206         6,162         6,067         5,812         0.7%         2.3%         6.8%           Pension funds         2,223         2,237         2,274         2,253         -0.6%         -2.2%         -1.3%           Insurance savings         3,582         3,518         3,429         3,199         1.8%         4.4%         12.0%           Discretional portfolios         1,052         1,002         929         932         4.9%         13.3%         12.8%           TOTAL CUSTOMER FUNDS         57,383         56,951         58,202         57,541         0.8%         -1.4%         -0.3%           Retail customers funds         51,393         50,093         50,417         49,521         2.6%         1.9%         3.8%           of which: on-balance sheet         38,330         37,173         37,718         37,325         3.1%         1.6%         2.7%           Example of the posits         27,283         25,370   | Mortgages securities  | 130   | 130   | 130   | 200  | 0.0%                              | 0.0%   | -35.0%   |
| Off-balance sheet customer funds         13,063         12,920         12,699         12,196         1.1%         2.9%         7.1%           Mutual funds         6,206         6,162         6,067         5,812         0.7%         2.3%         6.8%           Pension funds         2,223         2,237         2,274         2,253         -0.6%         -2.2%         -1.3%           Insurance savings         3,582         3,518         3,429         3,199         1.8%         4.4%         12.0%           Discretional portfolios         1,052         1,002         929         932         4.9%         13.3%         12.8%           TOTAL CUSTOMER FUNDS         57,383         56,951         58,202         57,541         0.8%         -1.4%         -0.3%           Retail customers funds         51,393         50,093         50,417         49,521         2.6%         1.9%         3.8%           of which: on-balance sheet         38,330         37,173         37,718         37,325         3.1%         1.6%         2.7%           Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Term deposits         8,342         8,671  | Other values  | 0   | 0   | 0   | 0  | -                                 | -  | -  |
| Mutual funds         6,206         6,162         6,067         5,812         0.7%         2.3%         6.8%           Pension funds         2,223         2,237         2,274         2,253         -0.6%         -2.2%         -1.3%           Insurance savings         3,582         3,518         3,429         3,199         1.8%         4.4%         12.0%           Discretional portfolios         1,052         1,002         929         932         4.9%         13.3%         12.8%           TOTAL CUSTOMER FUNDS         57,383         56,951         58,202         57,541         0.8%         -1.4%         -0.3%           Retail customers funds         51,393         50,093         50,417         49,521         2.6%         1.9%         3.8%           of which: on-balance sheet         38,330         37,173         37,718         37,325         3.1%         1.6%         2.7%           Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         8,342         8,671         9,130 </td <td>Subordinated liabilities</td> <td>0</td> <td>0</td> <td>0</td> <td>604</td> <td>-</td> <td>-</td> <td>-100.0%</td>   | Subordinated liabilities  | 0   | 0   | 0   | 604  | -                                 | -  | -100.0%  |
| Pension funds         2,223         2,237         2,274         2,253         -0.6%         -2.2%         -1.3%           Insurance savings         3,582         3,518         3,429         3,199         1.8%         4.4%         12.0%           Discretional portfolios         1,052         1,002         929         932         4.9%         13.3%         12.8%           TOTAL CUSTOMER FUNDS         57,383         56,951         58,202         57,541         0.8%         -1.4%         -0.3%           Retail customers funds         51,393         50,093         50,417         49,521         2.6%         1.9%         3.8%           of which: on-balance sheet         38,330         37,173         37,718         37,325         3.1%         1.6%         2.7%           Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         8,342         8,671         9,130         10,421         -3.8%         -8.6%         -20.0%           Others         291         506         594  | Off-balance sheet customer funds  | 13,063                                      | 12,920                                      | 12,699  | 12,196   | 1.1%                              | 2.9%   | 7.1%   |
| Insurance savings         3,582         3,518         3,429         3,199         1.8%         4.4%         12.0%           Discretional portfolios         1,052         1,002         929         932         4.9%         13.3%         12.8%           TOTAL CUSTOMER FUNDS         57,383         56,951         58,202         57,541         0.8%         -1.4%         -0.3%           Retail customers funds         51,393         50,093         50,417         49,521         2.6%         1.9%         3.8%           of which: on-balance sheet         38,330         37,173         37,718         37,325         3.1%         1.6%         2.7%           Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         8,342         8,671         9,130         10,421         -3.8%         -8.6%         -20.0%           Others         291         506         594         401         -42.4%         -51.0%         -27.5%           of which: off-balance sheet         13,063         12,920         <   | Mutual funds  | 6,206                                       | 6,162                                       | 6,067   | 5,812  | 0.7%                              | 2.3%   | 6.8%   |
| Discretional portfolios         1,052         1,002         929         932         4.9%         13.3%         12.8%           TOTAL CUSTOMER FUNDS         57,383         56,951         58,202         57,541         0.8%         -1.4%         -0.3%           Retail customers funds         51,393         50,093         50,417         49,521         2.6%         1.9%         3.8%           of which: on-balance sheet         38,330         37,173         37,718         37,325         3.1%         1.6%         2.7%           Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         8,342         8,671         9,130         10,421         -3.8%         -8.6%         -20.0%           Others         291         506         594         401         -42.4%         -51.0%         -27.5%           of which: off-balance sheet         13,063         12,920         12,699         12,196         1.1%         2.9%         7.1%  | Pension funds   | 2,223                                       | 2,237                                       | 2,274   | 2,253  | -0.6%                             | -2.2%  | -1.3%  |
| TOTAL CUSTOMER FUNDS         57,383         56,951         58,202         57,541         0.8%         -1.4%         -0.3%           Retail customers funds         51,393         50,093         50,417         49,521         2.6%         1.9%         3.8%           of which: on-balance sheet         38,330         37,173         37,718         37,325         3.1%         1.6%         2.7%           Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         8,342         8,671         9,130         10,421         -3.8%         -8.6%         -20.0%           Others         291         506         594         401         -42.4%         -51.0%         -27.5%           of which: off-balance sheet         13,063         12,920         12,699         12,196         1.1%         2.9%         7.1%   | Insurance savings   | 3,582                                       | 3,518                                       | 3,429   | 3,199  | 1.8%                              | 4.4%   | 12.0%  |
| Retail customers funds         51,393         50,093         50,417         49,521         2.6%         1.9%         3.8%           of which: on-balance sheet         38,330         37,173         37,718         37,325         3.1%         1.6%         2.7%           Public Sector         2,414         2,626         2,638         2,132         -8.1%         -8.5%         13.2%           Sight deposits         27,283         25,370         25,356         24,370         7.5%         7.6%         12.0%           Term deposits         8,342         8,671         9,130         10,421         -3.8%         -8.6%         -20.0%           Others         291         506         594         401         -42.4%         -51.0%         -27.5%           of which: off-balance sheet         13,063         12,920         12,699         12,196         1.1%         2.9%         7.1%   | Discretional portfolios   | 1,052                                       | 1,002                                       | 929   | 932  | 4.9%                              | 13.3%  | 12.8%  |
| of which: on-balance sheet       38,330       37,173       37,718       37,325       3.1%       1.6%       2.7%         Public Sector       2,414       2,626       2,638       2,132       -8.1%       -8.5%       13.2%         Sight deposits       27,283       25,370       25,356       24,370       7.5%       7.6%       12.0%         Term deposits       8,342       8,671       9,130       10,421       -3.8%       -8.6%       -20.0%         Others       291       506       594       401       -42.4%       -51.0%       -27.5%         of which: off-balance sheet       13,063       12,920       12,699       12,196       1.1%       2.9%       7.1%   | TOTAL CLISTOMED FLINDS  |   |   |   |  |                                   |  | -0.3%  |
| Public Sector       2,414       2,626       2,638       2,132       -8.1%       -8.5%       13.2%         Sight deposits       27,283       25,370       25,356       24,370       7.5%       7.6%       12.0%         Term deposits       8,342       8,671       9,130       10,421       -3.8%       -8.6%       -20.0%         Others       291       506       594       401       -42.4%       -51.0%       -27.5%         of which: off-balance sheet       13,063       12,920       12,699       12,196       1.1%       2.9%       7.1%   | TOTAL COSTOWIER FONDS   | 57,383                                      | 56,951                                      | 58,202  | 57,541   | 0.8%                              | -1.4%  | -0.570   |
| Sight deposits       27,283       25,370       25,356       24,370       7.5%       7.6%       12.0%         Term deposits       8,342       8,671       9,130       10,421       -3.8%       -8.6%       -20.0%         Others       291       506       594       401       -42.4%       -51.0%       -27.5%         of which: off-balance sheet       13,063       12,920       12,699       12,196       1.1%       2.9%       7.1%   |   |   |   |   |  |                                   |  |  |
| Term deposits 8,342 8,671 9,130 10,421 -3.8% -8.6% -20.0% Others 291 506 594 401 -42.4% -51.0% -27.5% of which: off-balance sheet 13,063 12,920 12,699 12,196 1.1% 2.9% 7.1%  | Retail customers funds  | 51,393                                      | 50,093                                      | 50,417  | 49,521   | 2.6%                              | 1.9%   | 3.8%   |
| Others         291         506         594         401         -42.4%         -51.0%         -27.5%           of which: off-balance sheet         13,063         12,920         12,699         12,196         1.1%         2.9%         7.1%  | Retail customers funds of which: on-balance sheet   | <b>51,393</b> 38,330                        | <b>50,093</b><br>37,173                     | <b>50,417</b><br>37,718                             | <b>49,521</b><br>37,325                              | <b>2.6%</b> 3.1%                  | <b>1.9%</b><br>1.6%                              | <b>3.8%</b><br>2.7%                                |
| of which: off-balance sheet 13,063 12,920 12,699 12,196 1.1% 2.9% 7.1%  | Retail customers funds of which: on-balance sheet Public Sector                                     | <b>51,393</b><br>38,330<br>2,414            | <b>50,093</b><br>37,173<br>2,626            | <b>50,417</b><br>37,718<br>2,638                    | <b>49,521</b><br>37,325<br>2,132                     | <b>2.6%</b><br>3.1%<br>-8.1%      | <b>1.9%</b><br>1.6%<br>-8.5%                     | 3.8%<br>2.7%<br>13.2%                              |
| -,,,,,,,,,  | Retail customers funds of which: on-balance sheet Public Sector Sight deposits                      | <b>51,393</b> 38,330 2,414 27,283           | <b>50,093</b><br>37,173<br>2,626<br>25,370  | <b>50,417</b> 37,718 2,638 25,356                   | <b>49,521</b><br>37,325<br>2,132<br>24,370           | 2.6%<br>3.1%<br>-8.1%<br>7.5%     | 1.9%<br>1.6%<br>-8.5%<br>7.6%                    | 3.8%<br>2.7%<br>13.2%<br>12.0%                     |
| Wholesale funds 5,990 6,859 7,785 8,019 -12.7% -23.1% -25.3%  | Retail customers funds of which: on-balance sheet Public Sector Sight deposits Term deposits        | <b>51,393</b> 38,330 2,414 27,283 8,342     | <b>50,093</b> 37,173 2,626 25,370 8,671     | <b>50,417</b><br>37,718<br>2,638<br>25,356<br>9,130 | <b>49,521</b> 37,325 2,132 24,370 10,421             | 2.6% 3.1% -8.1% 7.5% -3.8%        | 1.9%<br>1.6%<br>-8.5%<br>7.6%<br>-8.6%           | 3.8%<br>2.7%<br>13.2%<br>12.0%<br>-20.0%           |
|   | Retail customers funds of which: on-balance sheet Public Sector Sight deposits Term deposits Others | <b>51,393</b> 38,330 2,414 27,283 8,342 291 | <b>50,093</b> 37,173 2,626 25,370 8,671 506 | 50,417<br>37,718<br>2,638<br>25,356<br>9,130<br>594 | 49,521<br>37,325<br>2,132<br>24,370<br>10,421<br>401 | 2.6% 3.1% -8.1% 7.5% -3.8% -42.4% | 1.9%<br>1.6%<br>-8.5%<br>7.6%<br>-8.6%<br>-51.0% | 3.8%<br>2.7%<br>13.2%<br>12.0%<br>-20.0%<br>-27.5% |

The volume of total customer funds managed by the Group rose at the close of June 2018 to EUR 57,383 million.

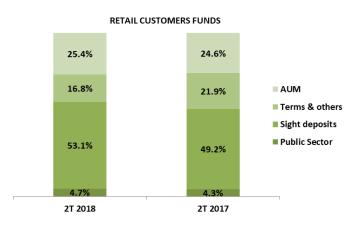
The bulk of customer funds are customer deposits (EUR 44,190 million), of which EUR 27,283 million are private sector clients' sight deposits, EUR 12,978 million are term deposits (including EUR 4,635 million in non-negotiable mortgage covered bond issues) and EUR 1,515 million are repos. Off-balance sheet funds managed with various instruments reached EUR 13,063 million, made up mostly of investment funds (EUR 6,206 million), pension funds (EUR 2,223 million) and savings insurance (EUR 3,582 million). The balance of issues included in the aggregate of managed resources is limited to EUR 130 million and consists only of mortgage securities exclusively in the hands of third parties.

As to the origin of the resources, 90% (87% at yearend 2017 and 86% at June 2017) relates to retail customers' business (EUR 51,393 million), while the remaining 10% (EUR 5,990 million) is represented by funds raised in wholesale markets through issuances and repos.





Both in the half-year and on a year-on-year basis, the weight of retail customer funds has gone up.



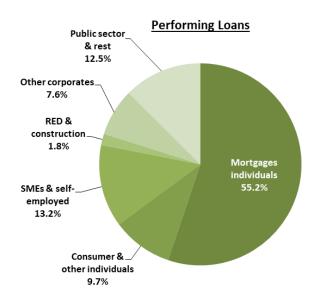
The variation in customer funds is a reflection of the strategic direction taken by the institution to improve its margins in attracting resources. Total retail customer funds rose 3.8% in the previous 12 months, while the total in the balance sheet is up by 2.7%, with an increase of 13.2% in public sector funds and 12% in at sight deposits. Additionally, off balance sheet funds are up 7.1% against the same period a year earlier. The half-year evolution of managed retail customer funds posted an 1.9% hike, with a drop in term deposits and public sector funds. At sight balances recorded an 7.6% increase and off-balance sheet funds are up 2.9%, continuing with the trend established in 2017. This higher growth in off-balance sheet resources is the result of stronger customer demand due to the interest rates scenario and is in line with the entity's strategy of giving greater weight to these resources, within total resources managed, and showing a positive performance on a quarter-onquarter basis since the start of 2017.



## 6. Performing Loans

| Million euros. Excluding valuation adjustments | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/06/2017 | QoQ    | YTD    | YoY    |
|--|------------|------------|------------|------------|--------|--------|--------|
| Public sector                                  | 1,639      | 1,632      | 1,522      | 2,127      | 0.4%   | 7.7%   | -22.9% |
| Private sector                                 | 24,729     | 24,403     | 24,386     | 25,292     | 1.3%   | 1.4%   | -2.2%  |
| Corporates                                     | 6,381      | 6,333      | 6,144      | 6,224      | 0.8%   | 3.9%   | 2.5%   |
| RED and construction                           | 511        | 517        | 572        | 600        | -1.1%  | -10.7% | -14.8% |
| SMEs and self-employed                         | 3,725      | 3,623      | 3,518      | 3,462      | 2.8%   | 5.9%   | 7.6%   |
| Other corporates                               | 2,145      | 2,193      | 2,054      | 2,162      | -2.2%  | 4.4%   | -0.8%  |
| Individuals                                    | 18,348     | 18,070     | 18,242     | 19,068     | 1.5%   | 0.6%   | -3.8%  |
| Mortgages                                      | 15,598     | 15,744     | 15,900     | 16,368     | -0.9%  | -1.9%  | -4.7%  |
| Consumer and other                             | 2,750      | 2,327      | 2,343      | 2,700      | 18.2%  | 17.4%  | 1.8%   |
| PERFORMING LOANS TO CUSTOMERS                  | 26,369     | 26,035     | 25,908     | 27,419     | 1.3%   | 1.8%   | -3.8%  |
| Repos and valuation adjustments                | 1,906      | 2,166      | 2,418      | 2,357      | -12.0% | -21.2% | -19.2% |
| TOTAL PERFORMING LOANS                         | 28,274     | 28,201     | 28,326     | 29,777     | 0.3%   | -0.2%  | -5.0%  |

Performing loans balance of the entity stands at EUR 28,274 million. Of this, EUR 1,639 million correspond to loans to public sector, EUR 24,729 million to private sector credit and EUR 1,906 million to reverse repos and other unclassified balances, the latter being mainly collateral for financing transactions and derivatives. By portfolio type, the most important are retail loans with mortgage guarantees, representing 55.2% of total performing loans, and the SME and self-employed portfolio, accounting for another 13.2% with latter growing in weight since the close of 2017.



Performing loan balances have grown, both in Public Administrations and in the private sector over the year, showing the strength of the Group's commercial activity, characterised by an increase in lending operations, which amount to EUR 1,804 million a rise of 42% over the previous half. In the public sector, lending has risen by 55% in the first half-year, while the private sector is up by 41%.

The balance of performing loans to the public sector and private sector is 7.7% and 1.4% respectively in the year to date. In the private sector, the SME and the self-employed segments have grown by 5.9%, other corporates have expanded by 4.4%, an increase that has been driven by new originations, which shot up by 45%. New lending to individuals which is up by 36% from the last half-year of 2017, has not yet offset the shrinking portfolio in this segment, if the effect in the second quarter of the temporary balances booked to the "consumer and others" section is excluded, but the rate of the fall has slowed from 0.9% in the previous quarter to 0.5% in the current one.



## 7. Non-performing loans & foreclosed assets

| Million euros                              | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/06/2017 | QoQ      | YTD      | YoY      |
|--|------------|------------|------------|------------|----------|----------|----------|
| GROSS BALANCE                              |            |            |            |            |          |          |          |
| Public sector                              | 2          | 2          | 2          | 8          | -1.5%    | -16.3%   | -75.6%   |
| Private sector                             | 2,338      | 2,568      | 2,708      | 2,902      | -8.9%    | -13.7%   | -19.4%   |
| Business                                   | 840        | 982        | 1,071      | 1,239      | -14.5%   | -21.5%   | -32.2%   |
| RED and construction                       | 214        | 310        | 351        | 435        | -31.1%   | -39.2%   | -50.9%   |
| SMEs and self-employed                     | 578        | 623        | 653        | 735        | -7.4%    | -11.6%   | -21.4%   |
| Other corporates                           | 49         | 49         | 66         | 69         | 0.3%     | -25.7%   | -29.1%   |
| Individuals                                | 1,498      | 1,585      | 1,637      | 1,663      | -5.5%    | -8.5%    | -9.9%    |
| Mortgages                                  | 1,008      | 1,099      | 1,136      | 1,215      | -8.2%    | -11.3%   | -17.0%   |
| Consumer and other                         | 490        | 487        | 501        | 448        | 0.6%     | -2.3%    | 9.4%     |
| Repos and valuation adjustments            | 0          | 0          | 0          | 0          | n.a.     | n.a.     | n.a.     |
| NON PERFORMING LOANS                       | 2,340      | 2,570      | 2,710      | 2,910      | -8.9%    | -13.7%   | -19.6%   |
| Non performing loans (excluding RED loans) | 2,126      | 2,260      | 2,359      | 2,475      | -5.9%    | -9.9%    | -14.1%   |
| PROVISIONS                                 |            |            |            |            |          |          |          |
| Public sector                              | 7          | 3          | 0          | 2          | 121.9%   | n.a.     | 254.9%   |
| Private sector                             | 1,269      | 1,400      | 1,347      | 1,444      | -9.4%    | -5.8%    | -12.1%   |
| Business                                   | 542        | 636        | 614        | 716        | -14.8%   | -11.7%   | -24.3%   |
| RED and construction                       | 166        | 221        | 249        | 314        | -25.2%   | -33.5%   | -47.3%   |
| SMEs and self-employed                     | 321        | 362        | 327        | 357        | -11.1%   | -1.6%    | -9.9%    |
| Other corporates                           | 55         | 53         | 38         | 45         | 3.5%     | 44.5%    | 21.6%    |
| Individuals                                | 726        | 764        | 733        | 728        | -4.9%    | -1.0%    | -0.2%    |
| Mortgages                                  | 372        | 406        | 414        | 446        | -8.4%    | -10.1%   | -16.6%   |
| Consumer and other                         | 354        | 358        | 319        | 282        | -0.9%    | 10.9%    | 25.8%    |
| Repos and valuation adjustments            | 8          | 8          | 8          | 8          | 0.0%     | 6.1%     | 9.3%     |
| NON PERFORMING LOANS                       | 1,284      | 1,412      | 1,355      | 1,454      | -9.0%    | -5.3%    | -11.7%   |
| Non performing loans (excluding RED loans) | 1,118      | 1,190      | 1,106      | 1,140      | -6.0%    | 1.1%     | -1.9%    |
| % COVERAGE                                 |            |            |            |            |          |          |          |
| Public sector                              | 360.4%     | 160.0%     | 0.0%       | 24.8%      | 200.4 pp | 360.4 pp | 335.6 pp |
| Private sector                             | 54.3%      | 54.5%      | 49.8%      | 49.8%      | -0.3 pp  | 4.5 pp   | 4.5 pp   |
| Business                                   | 64.5%      | 64.8%      | 57.3%      | 57.8%      | -0.2 pp  | 7.2 pp   | 6.7 pp   |
| RED and construction                       | 77.5%      | 71.4%      | 70.9%      | 72.3%      | 6.1 pp   | 6.7 pp   | 5.3 pp   |
| SMEs and self-employed                     | 55.7%      | 58.0%      | 50.0%      | 48.6%      | -2.3 pp  | 5.7 pp   | 7.1 pp   |
| Other corporates                           | 112.3%     | 108.9%     | 57.8%      | 65.5%      | 3.5 pp   | 54.6 pp  | 46.8 pp  |
| Individuals                                | 48.5%      | 48.2%      | 44.8%      | 43.8%      | 0.3 pp   | 3.7 pp   | 4.7 pp   |
| Mortgages                                  | 36.9%      | 37.0%      | 36.4%      |            | -0.1 pp  | 0.5 pp   | 0.2 pp   |
| Consumer and other                         | 72.4%      | 73.5%      | 63.7%      | 62.9%      | -1.1 pp  | 8.6 pp   | 9.5 pp   |
| Repos and valuation adjustments            |            |            |            |            |          | 0.0 pp   | 0.0 pp   |
| NON PERFORMING LOANS                       | 54.9%      |            | 50.0%      |            | -0.1 pp  | 4.9 pp   | 4.9 pp   |
| Non performing loans (excluding RED loans) | 52.6%      | 52.7%      | 46.9%      | 46.0%      | -0.1 pp  | 5.7 pp   | 6.6 pp   |

The Group continues to show a solid ability to consistently reduce NPLs which stood at EUR 2,340 million at the close of Q2 of 2018, representing less than half the balance since the end of 2014 (51% less).

In the previous 12 months, it has fallen by 19.6% (EUR -570 million), representing a further improvement in the NPL ratio, which has edged to 7.6%. Over the quarter, this has dropped by EUR 230 million, compared to EUR 141 million in the

previous quarter, with gross entries accounting for EUR 56 million, going down for the third quarter in a row from EUR 100 million per quarter. On the other hand, there is an improvement in recoveries, which, excluding write-off's, means the Entity has recorded nine consecutive quarters of net outflows (if the effect of the Banks of Spain Circular 4/2016 in Q4 2016 is stripped out).

This drop in non-performing balances is occurring without damaging our high coverage ratios, which



have been reinforced since IFRS 9 came into effect and amounted to 54.9% at the close of June 2018, the same as the previous quarter. Unicaja Group's adoption of IFRS9 has entailed, at 1st January 2018, increased credit provisioning which has enabled the Group to improve the coverage ratios.

| Million euros                           | 2Q 2018              | 1Q 2018        | 4Q 2017        | 3Q 2017        | 2Q 2017        |
|---|----------------------|----------------|----------------|----------------|----------------|
| NPL EVOLUTION                           |                      |                |                |                |                |
| NPLs at the beginning of the period     | 2,570                | 2,710          | 2,833          | 2,910          | 3,032          |
| Recoveries                              | -192                 | -117           | -95            | -26            | -70            |
| Write-offs                              | -38                  | -24            | -28            | -51            | -52            |
| NPLs at the end of the period           | 2,340                | 2,570          | 2,710          | 2,833          | 2,910          |
|   |                      |                |                |                |                |
|   |                      |                |                |                |                |
| Million euros                           | 2Q 2018              | 1Q 2018        | 4Q 2017        | 3Q 2017        | 2Q 2017        |
| Million euros  NPL recoveries evolution | 2Q 2018              | 1Q 2018        | 4Q 2017        | 3Q 2017        | 2Q 2017        |
|   | <b>2Q 2018</b><br>56 | <b>1Q 2018</b> | <b>4Q 2017</b> | <b>3Q 2017</b> | <b>2Q 2017</b> |
| NPL recoveries evolution                | ,                    | •              | •              | •              |                |



#### **FORECLOSED ASSETS**

At the end of the first half-year of 2018, the net balance of foreclosed assets, net of provisions, amounted to EUR 641 million euros (Eur 1,772 million gross), representing only 1.1% of Unicaja Banco Group's total assets.

54% of the foreclosed assets, at net book value, are finished new housing and used housing.

Following Unicaja Banco Group's conservative policy, the provisioning for foreclosures was EUR 1,132 million at 30 June 2018, representing coverage of 63.8%, the same as at December 2017.

Foreclosed assets outflows continue at a sound pace. In this regard, during this last quarter, outflows amounted to EUR 99 million, which is equivalent to 5% of the stock held at the beginning of the year. The slight fall in sales volume compared to previous quarters is due to the fact that there have been scarcely no sales of asset portfolios, whereas the previous 3 quarters derecognised EUR 97, 265 and 252 million respectively. The upward price trend and sales results for this type of asset continues and coverage ratios remain high.

| Million euros                 | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/06/2017 | QoQ     | YTD     | YoY     |
|-------------------------------|------------|------------|------------|------------|---------|---------|---------|
| GROSS BALANCE                 |            |            |            |            |         |         |         |
| From lending to RE developers | 959        | 991        | 1,070      | 1,424      | -3.3%   | -10.4%  | -32.7%  |
| Finished buildings            | 172        | 177        | 213        | 355        | -2.8%   | -19.2%  | -51.5%  |
| Buildings under construction  | 129        | 127        | 139        | 187        | 1.7%    | -7.3%   | -30.8%  |
| Land                          | 658        | 688        | 718        | 883        | -4.3%   | -8.3%   | -25.5%  |
| From retail mortgages         | 536        | 508        | 530        | 644        | 5.5%    | 1.1%    | -16.9%  |
| Other foreclosed assets       | 278        | 276        | 272        | 382        | 0.6%    | 2.2%    | -27.2%  |
| TOTAL FORECLOSED ASSETS       | 1,772      | 1,776      | 1,872      | 2,450      | -0.2%   | -5.3%   | -27.7%  |
| Off which finished buildings  | 708        | 685        | 743        | 999        | 3.3%    | -4.7%   | -29.2%  |
| PROVISIONS                    |            |            |            |            |         |         |         |
| From lending to RE developers | 706        | 733        | 769        | 975        | -3.8%   | -8.3%   | -27.7%  |
| Finished buildings            | 94         | 96         | 111        | 184        | -2.6%   | -15.6%  | -49.0%  |
| Buildings under construction  | 78         | 78         | 81         | 112        | 0.0%    | -3.8%   | -30.2%  |
| Land                          | 534        | 559        | 577        | 679        | -4.5%   | -7.5%   | -21.5%  |
| From retail mortgages         | 265        | 251        | 260        | 324        | 5.5%    | 1.7%    | -18.3%  |
| Other foreclosed assets       | 161        | 160        | 167        | 233        | 0.7%    | -3.5%   | -30.6%  |
| TOTAL FORECLOSED ASSETS       | 1,132      | 1,144      | 1,197      | 1,532      | -1.1%   | -5.5%   | -26.1%  |
| Off which finished buildings  | 359        | 347        | 372        | 508        | 3.3%    | -3.5%   | -29.4%  |
| COVERAGE (%)                  |            |            |            |            |         |         |         |
| From lending to RE developers | 73.6%      | 74.0%      | 71.9%      | 68.5%      | -0.4 pp | 1.7 pp  | 5.1 pp  |
| Finished buildings            | 54.7%      | 54.6%      | 52.4%      | 52.0%      | 0.1 pp  | 2.3 pp  | 2.7 pp  |
| Buildings under construction  | 60.3%      | 61.4%      | 58.1%      | 59.8%      | -1.0 pp | 2.2 pp  | 0.5 pp  |
| Land                          | 81.1%      | 81.3%      | 80.4%      | 76.9%      | -0.1 pp | 0.7 pp  | 4.2 pp  |
| From retail mortgages         | 49.4%      | 49.4%      | 49.1%      | 50.3%      | 0.0 pp  | 0.3 pp  | -0.9 pp |
| Other foreclosed assets       | 58.1%      | 58.0%      | 61.6%      | 60.9%      | 0.1 pp  | -3.5 pp | -2.9 pp |
| TOTAL FORECLOSED ASSETS       | 63.8%      | 64.4%      | 64.0%      | 62.5%      | -0.6 pp | -0.1 pp | 1.3 pp  |
| Off which finished buildings  | 50.7%      | 50.7%      | 50.0%      | 50.9%      | 0.0 pp  | 0.7 pp  | -0.2 pp |

| Million euros   | 2Q 2018 | 1Q 2018 | 4Q 2017 | 3Q 2017 | 2Q 2017 |
|---|---------|---------|---------|---------|---------|
| FORECLOSED ASSETS EVOLUTION                               |         |         |         |         |         |
| ВоР   | 1,776   | 1,872   | 2,111   | 2,450   | 2,512   |
| Inflows   | 96      | 90      | 104     | 54      | 97      |
| Outflows  | 99      | 187     | 343     | 394     | 159     |
| EoP   | 1,772   | 1,776   | 1,872   | 2,111   | 2,450   |
| % Quarter recoveries of foreclosures at beginning of 2017 | 5%      | 10%     | 13%     | 15%     | 6%      |



## 8. Results

|  |              |           | YoY     | •        |         |
|--|--------------|-----------|---------|----------|---------|
| Million euros  | 30/06/2018 3 | 0/06/2017 | Amount  | %        |         |
| Interest income  | 406          | 439       | -34     | -7.7%    |         |
| Interest expense   | 103          | 149       | -46     | -31.0%   |         |
| NET INTEREST INCOME  | 303          | 291       | 12      | 4.2%     |         |
| Dividend income  | 15           | 13        | 2       | 11.7%    |         |
| Share of results of entities accounted for using the equity method | 21           | 20        | 0       | 1.8%     |         |
| Net fee income   | 108          | 109       | -1      | -0.9%    |         |
| Trading income (*)   | 29           | 78        | -49     | -63.1%   |         |
| Other operating income/expenses (*)                                | 17           | 48        | -32     | -65.5%   |         |
| GROSS INCOME   | 492          | 559       | -67     | -12.1%   |         |
| Administrative expenses  | 292          | 298       | -6      | -2.0%    |         |
| Staff expenses   | 195          | 203       | -8      | -3.8%    |         |
| Other administrative expenses                                      | 97           | 95        | 2       | 1.9%     |         |
| Amortisation & depreciation  | 19           | 22        | -4      | -16.1%   |         |
| PRE-PROVISION PROFIT   | 181          | 239       | -58     | -24.3%   |         |
| Provisions /reversal of provisions                                 | 62           | 90        | -28     | -31.4%   |         |
| Impairments / reversal of financial assets                         | -14          | 32        | -46     | -142.5%  |         |
| NET OPERATING INCOME   | 133          | 117       | 16      | 13.6%    |         |
| Impairments on non-financial assets                                | -7           | 43        | -50     | -116.9%  |         |
| PROFIT BEFORE TAX  | 140          | 74        | 66      | 89.3%    |         |
| Taxes  | 36           | 0         | 37      | -9034.0% |         |
| NET INCOME FROM CONTINUING OPERATIONS                              | 104          | 75        | 30      | 39.6%    |         |
| Profit / loss from discontinued operations                         | 0            | 0         | 0       | n.a.     |         |
| CONSOLIDATED NET INCOME  | 104          | 75        | 30      | 39.6%    |         |
| ATTRIBUTABLE NET INCOME  | 105          | 86        | 20      | 22.9%    |         |
| QUARTERLY EVOLUTION  |              |           |         |          |         |
| Million euros  | 2Q 2018      | 1Q 2018   | 4Q 2017 | 3Q 2017  | 2Q 2017 |
| Interest income  | 201          | 205       | 205     | 208      | 219     |
| Interest expense   | 50           | 52        | 54      | 67       | 73      |
| NET INTEREST INCOME  | 151          | 152       | 151     | 141      | 146     |
| Dividend income  | 13           | 2         | 3       | 7        | 10      |
| Share of results of entities accounted for using the equity method | 10           | 11        | 9       | 20       | 17      |
| Net fee income   | 55           | 53        | 56      | 55       | 56      |
| Trading income (*)   | 13           | 16        | 18      | 2        | 32      |
| Other operating income/expenses (*)                                | 0            | 17        | -55     | 31       | 17      |
| GROSS INCOME   | 242          | 250       | 181     | 256      | 279     |
| Administrative expenses  | 146          | 146       | 145     | 148      | 150     |
| Staff expenses   | 97           | 98        | 99      | 100      | 101     |
| Other administrative expenses                                      | 49           | 49        | 46      | 48       | 48      |
| Amortisation & depreciation  | 9            | 9         | 10      | 10       | 11      |
| PRE-PROVISION PROFIT   | 87           | 94        | 26      | 99       | 118     |
| Provisions /reversal of provisions                                 | 33           | 29        | 37      | 6        | 95      |
| Impairments / reversal of financial assets                         | -10          | -4        | -19     | 24       | 1       |
| NET OPERATING INCOME   | 63           | 70        | 8       | 70       | 22      |
| Impairments on non-financial assets                                | 1            | -8        | -1      | 14       | 22      |
| PROFIT BEFORE TAX  | 62           | 78        | 10      | 56       | 0       |
| Taxes  | 16           | 21        | -9      | 10       | -24     |
| NET INCOME FROM CONTINUING OPERATIONS                              | 47           | 57        | 18      | 46       | 24      |
| Profit / loss from discontinued operations                         | 0            | 0         | 0       | 0        | 0       |
| CONSOLIDATED NET INCOME  | 47           | 57        | 18      | 46       | 24      |
| ATTRIBUTABLE NET INCOME  | 47           | 58        | 6       | 50       | 34      |

<sup>(\*)</sup> Equivalence of the headings of the consolidated public income statement for the financial year 2018 and 2017 in Annex III of the Quarterly Financial Report



| Million euros / %             | 20                  | Q 2018 |          | 10                  | Q 2018 |          | 4        | Q 2017 |          | 3        | Q 2017 | 7        | 2        | Q 2017 | ,        |
|-------------------------------|---------------------|--------|----------|---------------------|--------|----------|----------|--------|----------|----------|--------|----------|----------|--------|----------|
|                               | Average             |        | Yield/   | Average             |        | Yield/   | Average  |        | Yield/   | Average  |        | Yield/   | Average  |        | Yield/   |
|                               | balances            | FI/FE  | cost (%) | balances            | FI/FE  | cost (%) | balances | FI/FE  | cost (%) | balances | FI/FE  | cost (%) | balances | FI/FE  | cost (%) |
| Financial intermediaries      | 4,877               | -3     | -0.27    | 5,474               | -4     | -0.26    | 4,670    | -3     | -0.28    | 3,543    | -3     | -0.30    | 3,380    | -1     | -0.16    |
| Fixed income portfolio        | 18,126 <sup>1</sup> | 59     | 1.31     | 17,340 <sup>1</sup> | 59     | 1.38     | 17,338   | 56     | 1.28     | 17,638   | 55     | 1.24     | 16,958   | 55     | 1.31     |
| Performing loans              | 26,205              | 128    | 1.97     | 25,972              | 134    | 2.09     | 26,036   | 135    | 2.05     | 26,791   | 138    | 2.05     | 27,284   | 150    | 2.21     |
| Other assets (including NPLs) | 8,748               | 9      |          | 8,532               | 7      |          | 8,325    | 9      |          | 8,467    | 9      |          | 8,277    | 8      |          |
| TOTAL ASSETS                  | 57,956              | 193    | 1.34     | 57,318              | 196    | 1.39     | 56,369   | 196    | 1.38     | 56,439   | 200    | 1.41     | 55,899   | 213    | 1.53     |
| Financial intermediaries      | 7,914               | -5     | -0.25    | 8,112               | -5     | -0.24    | 7,049    | -4     | -0.25    | 6,465    | -4     | -0.27    | 6,655    | -2     | -0.14    |
| Debt securities               | 4,877               | 26     | 2.14     | 5,105               | 27     | 2.12     | 5,570    | 28     | 1.99     | 5,918    | 29     | 1.96     | 6,144    | 29     | 1.89     |
| Customer deposits             | 37,353              | 19     | 0.21     | 36,895              | 19     | 0.21     | 36,913   | 20     | 0.22     | 36,813   | 22     | 0.24     | 36,461   | 24     | 0.26     |
| Sight deposits (PS)           | 26,326              | 3      | 0.05     | 25,363              | 4      | 0.06     | 24,905   | 3      | 0.05     | 24,412   | 4      | 0.06     | 23,201   | 4      | 0.07     |
| Term deposits (PS)            | 8,507               | 16     | 0.75     | 8,900               | 16     | 0.71     | 9,555    | 17     | 0.69     | 10,201   | 18     | 0.71     | 11,117   | 20     | 0.72     |
| Subordinated liabilities      | 0                   | 0      |          | 0                   | 0      |          | 0        | 0      |          | 302      | 10     | 13.59    | 604      | 15     | 10.09    |
| Other liabilities             | 7,812               | 2      |          | 7,206               | 2      |          | 6,837    | 1      |          | 6,942    | 2      |          | 6,036    | 1      |          |
| TOTAL LIABILITIES             | 57,956              | 43     | 0.29     | 57,318              | 44     | 0.31     | 56,369   | 45     | 0.32     | 56,439   | 59     | 0.41     | 55,899   | 67     | 0.48     |
| CUSTOMER SPREAD*              |                     |        | 1.76     |                     |        | 1.88     |          |        | 1.84     |          |        | 1.81     |          |        | 1.94     |
| NET INTEREST INCOME           | 57,956              | 151    | 1.04     | 57,318              | 152    | 1.08     | 56,369   | 151    | 1.06     | 56,439   | 141    | 0.99     | 55,899   | 146    | 1.04     |

F.I.: Financial Interest F.F.: Financial expenses

The Group reported a net profit of EUR 104 million in the first six months of 2018.

This net profit comes in the first instance from core income (net revenues from interest and fees) of EUR 411 million, which, when annualised, amounts to 1.4% of total average assets, and which has risen by 2.9% from the same period last year (a 3.7% if the integration of the insurance companies is stripped out). Net interest income is growing by 4.2% compared to the same period the previous year. This improvement is due to lower funding costs and to the higher contribution made by the fixed income portfolio. Meanwhile, net fees have grown by 2.1% from the same period the year before without taking into account the integration of the insurance companies.

Customer spread has fallen when compared with the previous quarter, mainly as a result of the impact on the retail mortgage portfolio of the outcome of "floor-clause" claims, in the application of Royal Decree 1/2017.

Although the performance of net fees is negative when compared with the same quarter the year before (-1.8%), it is higher than the previous quarter (+5.3%) and would have risen to +0.9% and +4.6%, respectively, were it not for having

fully booked the insurance companies. Growth in fee revenue over the quarter has been centred on collections and payments services (+4.1%) and on selling securities and non-banking financial products (+7.8%).

Net trading income and exchange differences, which amounted to EUR 29 million, are 63% below the previous year in which performance was particularly good.

Results from other products and operating charges fell by 65% from the same period in the previous year. In 2017 this item posted income of EUR 25 million, corresponding to restructuring of the bancassurance agreement, with the rest of the difference corresponding to the loss of income as a result of selling certain Group companies in the first quarter of 2017.

The application of a strict policy of cost containment and rationalization, part of a plan to improve efficiency and achieve the synergies envisaged in the Business Plan, continues to bear fruit, with a 3% improvement of operating expenses (administrative expenses plus amortisation and depreciation) which means a fall of EUR 9 million as compared with the corresponding ones from a year earlier.

P.C. Privata Cartar

<sup>(1)</sup> It does not include Fixed Income Portfolio from Unión del Duero Vida and Duero Pensiones

<sup>(\*)</sup> Performing loans - Customer deposits



Finally, impairments and other net income is down 75.2% YoY. This drop is particularly sharp, partly because of loan impairments, which for the second consecutive quarter has brought in net fund recoveries, and partly because of the results from foreclosed assets.

The bigger picture around this is that the Group is continuing to cut both its NPLs and its foreclosed assets, without affecting its coverage ratios, thus demonstrating its capacity to cut these types of assets without making a significant impact on the income statement.

| Million euros                 | 2Q 2018 | 1Q 2018 | 4Q 2017 | 3Q 2017 | 2Q 2017 | QoQ    | YoY    |
|-------------------------------|---------|---------|---------|---------|---------|--------|--------|
| FEE INCOME                    | 61      | 58      | 58      | 62      | 63      | 4.8%   | -3.5%  |
| From contingent risk          | 2       | 2       | 2       | 2       | 2       | -8.2%  | -23.4% |
| From contingent commitments   | 1       | 1       | 1       | 1       | 1       | 6.3%   | -2.8%  |
| From currency exchange        | 0       | 0       | 0       | 0       | 0       | 19.0%  | -1.8%  |
| From payments and collections | 31      | 30      | 32      | 34      | 33      | 4.1%   | -6.0%  |
| From non banking products     | 26      | 25      | 23      | 23      | 25      | 7.8%   | 4.1%   |
| Other fees                    | 1       | 1       | 1       | 2       | 2       | -18.8% | -38.0% |
| FEE EXPENSES                  | 6       | 6       | 2       | 7       | 7       | -0.4%  | -17.7% |
| NET FEE INCOME                | 55      | 53      | 56      | 55      | 56      | 5.3%   | -1.8%  |

| IMPAIRMENTS                   |         |         |         |         | _       | YoY    | <u>'                                     </u> |
|-------------------------------|---------|---------|---------|---------|---------|--------|---|
| Million euros                 | 2Q 2018 | 1Q 2018 | 4Q 2017 | 3Q 2017 | 2Q 2017 | Amount | %   |
| Credit impairments            | 10      | 5       | 17      | -21     | -19     | 28     | -151.5%                                       |
| Foreclosed assets impairments | 7       | -4      | -8      | -13     | -2      | 8      | -532.9%                                       |
| Provisions and other results  | -41     | -17     | -25     | -9      | -98     | 57     | -58.2%  |
| TOTAL IMPAIRMENTS             | -25     | -16     | -16     | -44     | -118    | 93     | -78.9%  |

| CUMULATIVE IMPAIRMENTS        | _       | Cumulative v | variation |         |
|-------------------------------|---------|--------------|-----------|---------|
| Million euros                 | 2Q 2018 | 2Q 2017      | Amount    | %       |
| Credit impairments            | 14      | -45          | 59        | -131.3% |
| Foreclosed assets impairments | 2       | -21          | 24        | -111.5% |
| Provisions and other results  | -57     | -98          | 41        | -41.5%  |
| TOTAL IMPAIRMENTS             | -41     | -165         | 124       | -75.2%  |



## 9. Liquidity

| Loan to deposits                                      |            |            |            |            |            | QoQ    | Ł      |
|---|------------|------------|------------|------------|------------|--------|--------|
| Million euros   | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/09/2017 | 30/06/2017 | Amount | %      |
| Credit and loans (excluding valuations adjustments)   | 30,437     | 30,547     | 30,840     | 31,214     | 32,506     | -110   | -0.4%  |
| -Reverse repos  | 1,723      | 1,942      | 2,221      | 2,218      | 2,178      | -219   | -11.3% |
| a) Core credit and loans                              | 28,714     | 28,605     | 28,619     | 28,996     | 30,329     | 108    | 0.4%   |
| Customers deposits (excluding valuations adjustments) | 44,200     | 43,902     | 45,373     | 44,807     | 44,540     | 299    | 0.7%   |
| -Repos  | 1,140      | 1,848      | 2,563      | 1,638      | 1,498      | -708   | -38.3% |
| -Multi-issuer covered bonds                           | 4,635      | 4,858      | 5,093      | 5,718      | 5,718      | -222   | -4.6%  |
| b) Core customer deposits                             | 38,425     | 37,196     | 37,718     | 37,452     | 37,325     | 1,229  | 3.3%   |
| LtD ratio (a/b)                                       | 75%        | 77%        | 76%        | 77%        | 81%        | -2.2%  |        |

The Group's high liquidity levels are reflected in its LTD ratio which, at the end of June 2018, stands at

around 75%, slightly lower than year-end 2017, due to the growth of the business discussed.

|   |            |            |            |            |            | QoQ    |        |
|---|------------|------------|------------|------------|------------|--------|--------|
| Liquid assets   | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/09/2017 | 30/06/2017 | Amount | %      |
| Cash surplus (1)  | 2,228      | 2,229      | 3,073      | 411        | 853        | -1     | 0.0%   |
| Discountable reverse repos                                  | 1,842      | 2,491      | 2,222      | 2,581      | 2,178      | -649   | -26.0% |
| Fixed income portfolio and other discountable assets in ECB | 16,657     | 17,275     | 15,534     | 17,075     | 16,372     | -618   | -3.6%  |
| Total liquid assets (ECB discount value)                    | 20,727     | 21,995     | 20,829     | 20,067     | 19,403     | -1,268 | -5.8%  |
| Liquid assets used  |            |            |            |            |            |        |        |
| In ECB  | 3,323      | 3,340      | 3,340      | 3,340      | 3,340      | -17    | -0.5%  |
| Repos   | 2,865      | 5,155      | 3,311      | 3,020      | 2,191      | -2,290 | -44.4% |
| Total liquid assets used                                    | 6,188      | 8,495      | 6,652      | 6,361      | 5,532      | -2,307 | -27.2% |
| AVALABLE DISCOUNTABLE LIQUID ASSETS                         | 14,539     | 13,500     | 14,177     | 13,706     | 13,872     | 1,039  | 7.7%   |
| % over total assets   | 25.2%      | 23.2%      | 25.2%      | 24.3%      | 24.6%      | 2.1%   |        |

<sup>(1)</sup> Interbank deposits + surplus balance in ECB and operating balances

Unicaja Banco Group had at 30 June 2018 a liquid and discountable assets position at the European Central Bank, net of assets used, of EUR 14,539 million, representing 25.2% of the total balance

sheet. This large volume of liquid assets will enable the forthcoming wholesale funding maturities in the markets to be managed comfortably (EUR 454 million in 2018 and EUR 668 million in 2019).

### **Debt securities maturities**

|      | Debt securities (*) |  |  |  |  |  |
|------|---------------------|--|--|--|--|--|
| 2018 | 454                 |  |  |  |  |  |
| 2019 | 668                 |  |  |  |  |  |
| 2020 | 325                 |  |  |  |  |  |

<sup>(\*)</sup> Includes multi issuer covered bonds

| LIQUIDITY RATIOS | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/09/2017 | 30/06/2017 | QoQ     |
|------------------|------------|------------|------------|------------|------------|---------|
| LCR              | 470%       | 584%       | 701%       | 884%       | 1057%      | -114 pp |
| NSFR             | 132%       | 133%       | 134%       | 129%       | 127%       | -1 pp   |



## 10. Solvency

| PHASE IN RATIOS                               |            |            |            |            |            |
|---|------------|------------|------------|------------|------------|
| Million € and %                               | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/09/2017 | 30/06/2017 |
| Qualifying capital                            | 3,712      | 3,804      | 3,650      | 3,654      | 3,488      |
| CET1 capital (BIS III)                        | 3,664      | 3,685      | 3,532      | 3,530      | 3,373      |
| Capital and share premium                     | 2,820      | 2,820      | 2,820      | 2,820      | 2,063      |
| Reserves                                      | 871        | 860        | 845        | 700        | 712        |
| Attributable net profit (excluding dividends) | 71         | 0          | 101        | 60         | 62         |
| Deductions                                    | -322       | -313       | -250       | -245       | -267       |
| Others (1)                                    | 223        | 319        | 17         | 196        | 804        |
| Tier 1  | 48         | 49         | 42         | 42         | 39         |
| Tier 2  | 0          | 70         | 76         | 82         | 76         |
| Risk weighted assets                          | 23,878     | 23,959     | 24,239     | 24,949     | 25,128     |
| CET1 capital (BIS III) (%)                    | 15.3%      | 15.4%      | 14.6%      | 14.1%      | 13.4%      |
| Tier 1  | 0.2%       | 0.2%       | 0.2%       | 0.2%       | 0.2%       |
| Tier 2  | 0.0%       | 0.3%       | 0.3%       | 0.3%       | 0.3%       |
| Total capital ratio (%)                       | 15.5%      | 15.9%      | 15.1%      | 14.6%      | 13.9%      |

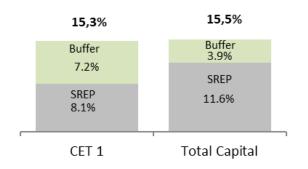
(1) Treasury stock, minorities, other global result and transitional period of IFRS9  $\,$ 

| FULLY LOADED RATIOS                           |            |            |            |            |            |
|---|------------|------------|------------|------------|------------|
| Million € and %                               | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/09/2017 | 30/06/2017 |
| Qualify capital                               | 3,225      | 3,336      | 3,196      | 3,227      | 3,063      |
| CET1 capital (BIS III)                        | 3,177      | 3,199      | 3,069      | 3,099      | 2,934      |
| Capital and share premium                     | 2,820      | 2,820      | 2,820      | 2,820      | 2,063      |
| Reserves                                      | 871        | 860        | 845        | 700        | 712        |
| Attributable net profit (excluding dividends) | 71         | 0          | 101        | 60         | 62         |
| Deductions                                    | -698       | -689       | -719       | -714       | -736       |
| Others (2)                                    | 113        | 208        | 22         | 233        | 834        |
| Tier 1  | 48         | 49         | 49         | 49         | 49         |
| Tier 2  | 0          | 89         | 78         | 79         | 80         |
| Risk weighted assets                          | 23,598     | 23,693     | 24,022     | 24,741     | 24,899     |
| CET1 capital (BIS III) (%)                    | 13.5%      | 13.5%      | 12.8%      | 12.5%      | 11.8%      |
| Tier 1  | 0.2%       | 0.2%       | 0.2%       | 0.2%       | 0.2%       |
| Tier 2  | 0.0%       | 0.4%       | 0.3%       | 0.3%       | 0.3%       |
| Total capital ratio (%)                       | 13.7%      | 14.1%      | 13.3%      | 13.0%      | 12.3%      |

<sup>(2)</sup> Treasury stock, minorities and other global result

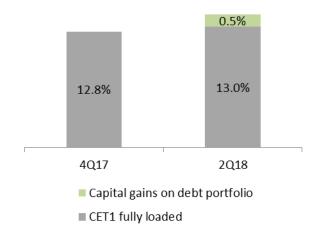
|  | 30/06/18 |
|--|----------|
|  | Phase in |
| CET1 (%)   | 15.3%    |
| Total capital (%)  | 15.5%    |
| 2018 CET1 SREP requirement                                 | 8.13%    |
| 2018 Total capital SREP requirement                        | 11.63%   |
| Excess of capital over 2018 CET1 SREP requirement          | 7.22%    |
| Excess of capital over 2018 Total capital SREP requirement | 3.92%    |





Unicaja Banco Group has a common equity tier 1 ratio (CET1) of 15.3% and a total capital ratio of 15.5%. This represents an increase of 0.8 pp in CET1 and 0.5 pp total capital versus the 2017 yearend closing. On the other hand, restructuring agreements in the life insurance and pensions segments have involved certain corporate operations, which, as already mentioned, have finally materialised in the course of Q1 2018 and have had a negative impact on capital of 0.4 pp. In addition, the final application of IFRS 9 has had a positive 0.7 pp impact at 1st January 2018, made possible thanks to the transition period applicable with the entry into force of the regulation (without this period, the impact would have been 0.4 pp).

In fully loaded terms Unicaja Banco has a CET1 ratio of 13.5% and a total capital ratio of 13.7%. This represents 0.7 pp increase in the CET1 ratio and a 0.4 pp increase in the total capital ratio, compared to December 2017. At 30th June 2018, 0.5 pp of the fully loaded CET1 ratio corresponded to other year-to-date comprehensive results from fixed income assets (unrealised income recorded against equity).



We should point out that the supervisory authorities have notified the institution of the SREP's requirements for 2018, setting the CET1 ratio at 8.125% and the total capital ratio at 11.625%. This means that at June end of 2018 the Group has a surplus of 722 basis points (EUR 1,724 million) over its CET1 requirements and of 392 basis points (EUR 936 million) over its total capital requirements, a tangible evidence of the institution's high capitalisation and low risk profile.

The Texas ratio comes in at 65.9% at the close of the first six months of 2018. The latter ratio measures the percentage represented by the sum of NPLs and foreclosed assets divided by the sum of: i) provisions for NPLs, ii) provisions for foreclosures, and iii) equity. The lower this ratio, the better the quality of the balance sheet and solvency. In the case of the Group, the ratio has gone down by 15.9 pp since 30 June 2017, and by 6.5 pp year-to-date, which again underlines the quality of its balance sheet and its liquidity.

|             | 30/06/2018 | 31/03/2018 | 31/12/2017 | 30/09/2017 | 30/06/2018 | YTD     | YoY      |
|-------------|------------|------------|------------|------------|------------|---------|----------|
| Texas Ratio | 65.9%      | 67.6%      | 72.4%      | 76.6%      | 81.8%      | -6.5 pp | -15.9 pp |

Texas Ratio: NPLs + Foreclosed assets / Tangible Book value + NPAs provisions



## **APPENDIX I:**

## **SHARE PRICE PERFORMANCE**

## **Listing Data**

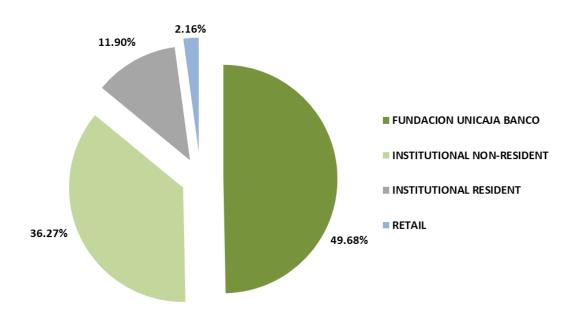
| UNICAJA BANCO                          | Jun-18         |
|--|----------------|
| Number of shareholders                 | 14,956         |
| Average daily trading (num. of shares) | 2,151,643      |
| Average daily trading (euros)          | 3,160,334      |
| Closing high (euros/share)             | 1,626 (9-May)  |
| Closing low (euros/share)              | 1,290 (2-Jan)  |
| Year-end closing (euros/share)         | 1,461 (29-Jun) |

Note: Data cumulative YTD June'18

#### **Main shareholders**

|                            | NUM. OF SHAREHOLDERS | SHARES        | %       |
|----------------------------|----------------------|---------------|---------|
| FUNDACION UNICAJA BANCO    | 1                    | 800,000,000   | 49.68%  |
| INSTITUTIONAL NON-RESIDENT | 88                   | 583,984,739   | 36.27%  |
| INSTITUTIONAL RESIDENT     | 375                  | 191,583,336   | 11.90%  |
| RETAIL                     | 14,492               | 34,734,046    | 2.16%   |
| TOTAL                      | 14,956               | 1,610,302,121 | 100.00% |

June 2018





#### **APPENDIX II:**

#### **ALTERNATIVE PERFORMANCE MEASURES (APM)**

The information contained in this Appendix is prepared in accordance with the International Financial Reporting Standards adapted by the European Union (EU-IFRS). In addition, Unicaja Banco Group considers that certain Alternative Performance Measures (APM), as defined in the Directive on Alternative Performance Measures issued by the European Securities Market Authority (ESMA) on 5th October 2015 (ESMA / 2015 / 1415en), provide additional information that may be useful for analysing the Group's financial performance.

The Group considers that the APMs included in this appendix comply with ESMA Guidelines. These APMs have not been audited and in no way are a substitute for the financial information prepared under IFRS. Likewise, the definition that the Group uses of these APMs may differ from other similar measures calculated by other companies and therefore may not be comparable.

Following the recommendations of the aforementioned Guidelines, the breakdown of the APMs used by Unicaja Banco Group is attached below, including the definitions and matching balance sheet and income statement items used by the Grupo Unicaja Banco:

#### **ALTERNATIVE PERFORMANCE MEASURES (APM)**

| (in EUR million or %)                                     |   |                |             |
|---|---|----------------|-------------|
|   |   | <u>June'18</u> | December'17 |
|   | Impairment / reversal of impairment in value of loans and receivables to customers                        | -14.1          | 48.6        |
| Cost of risk  | Average between start/end of period for loans and advances to customers (excluding valuation adjustments) | 30,825         | 31,884      |
|   | Ratio (June´18, annualised based on number of days in the period)   | -0.09%         | 0.15%       |
|   |   | <u>June'18</u> | December'17 |
| Cost to income ratio                                      | Administrative expenses   | 292            | 590         |
| (Operating Expenses excl. amort. & depre. / gross margin) | Gross Income  | 492            | 997         |
|   | Ratio   | 59.4%          | 59.2%       |



|                            |   | <u>June'18</u>             | December'17  |
|----------------------------|---|----------------------------|--|
|                            | Yields on non-doubtful loans and advances to customers (excluding repos) over average quarterly balances of loans and non-doubtful advances to customers (without valuation adjustments and excluding repos and other financial assets) | 2.03%                      | 2.17%  |
| Customer spread            | Cost in the year of customer deposits (excluding repos) over average quarterly balances for the year of customer deposits (without valuation adjustments and excluding repos)   | 0.21%                      | 0.25%  |
|                            | Difference between yield & cost   | 1.82%                      | 1.91%  |
|                            |   | June'18                    | December'17  |
|                            | Impairment of Real Estate foreclosed assets   | 1,132                      | 1,197  |
| Foreclosed assets coverage | Gross carrying amount of Real Estate foreclosed assets  | 1,772                      | 1,872  |
|                            | Ratio   | 63.8%                      | 64.0%  |
|                            |   | June'18                    | December'17  |
|                            | Credit risk provisions  | 1,284                      | 1,355  |
|                            |   |                            |  |
| NPL coverage ratio         | Gross non performing loans  | 2,340                      | 2,710  |
| NPL coverage ratio         | Gross non performing loans  Ratio   | 2,340<br><b>54.9%</b>      | 2,710<br><b>50.0%</b>                                |
| NPL coverage ratio         |   | 54.9%                      | ·  |
| NPL coverage ratio         |   | 54.9%                      | 50.0%<br>December'17                                 |
| NPL coverage ratio         | Ratio   | 54.9%<br>June'18           | 50.0%<br>December'17                                 |
|                            | Ratio  Gross non performing loans  Loans and advances to customers (excluding valuation   | <b>54.9% June'18</b> 2,340 | 50.0%  December'17  2,710                            |
|                            | Ratio  Gross non performing loans  Loans and advances to customers (excluding valuation adjustments)  | 30,614<br>7,6%             | 50.0%  December'17  2,710  31,038                    |
|                            | Ratio  Gross non performing loans  Loans and advances to customers (excluding valuation adjustments)  | 30,614<br>7,6%             | 50.0%  December'17  2,710  31,038  8.7%              |
|                            | Gross non performing loans  Loans and advances to customers (excluding valuation adjustments)  Ratio  | 30,614<br>7,6%             | 50.0%  December'17  2,710  31,038  8.7%  December'17 |



|  |  | <u>June'18</u> | December'17 |
|--|--|----------------|-------------|
|  |  |                |             |
|  | Consolidated net income  | 104.1          | 138.4       |
| ROE  | Average shareholders' equity (excluding adjustments from other accumulated income) (average of quarterly average balances) | 3,816          | 3,397       |
|  | Ratio (June´18, annualised based on number of days in the period)  | 5.5%           | 4.1%        |
|  |  | <u>June'18</u> | December'17 |
| Gross loans and advances to customers                  | Loans and receivables Credit and loans at variable interest rate   | 25,026         | 25,388      |
| ex repos & other financial assets (excluding valuation | Loans and receivables Credit and loans at fixed interest rate  | 3,683          | 3,230       |
| adjustments)   | Performance measure (1+2)  | 28,709         | 28,619      |
|  |  |                |             |
|  |  | <u>June'18</u> | December'17 |
|  | Loans and receivables Credit and loans at variable   |                |             |
| Gross performing                                       | interest rate  | 25,026         | 25,388      |
| loans and advances to                                  | 2. Loans and receivables Credit and loans at fixed   | 0.000          | 2 222       |
| customers ex repos & other financial assets            | interest rate  | 3,683          | 3,230       |
| (excluding valuation adjustments)                      | 3. Gross non-performing loans  | 2,340          | 2,710       |
|  | Performance measure (1+2+3)  | 26,369         | 25,908      |
|  |  |                |             |
|  |  | <u>June'18</u> | December'17 |
|  | 1. Total customer funds  | 57,383         | 58,202      |
|  | 2. 2. Covered bonds under the heading "Term deposits"  | 4,635          | 5,092       |
| Retail Customer funds.<br>(non-market).                | Customer Funds- Repos (excluding valuation adjustments)  | 1,515          | 3,157       |
|  | 4. Deposits from customers. Other (excluding valuation adjustments)  | 41             | 59          |
|  | Issued debt securities (excluding valuation adjustments)   | 130            | 130         |
|  | 6. Repos controlled by retail customers. <i>Performance measure</i>  | 332            | 654         |
|  | Performance measure (1-2-3-4-5+6)  | 51,393         | 50,417      |



## June'18 December'17

|                 | Performance measure (1+2+3+4-5)                                  | 5,990 | 7,785 |
|-----------------|--|-------|-------|
|                 | Repos controlled by retail customers. <i>Performance measure</i> | 332   | 654   |
| (Markets)       | Issued debt securities (excluding valuation adjustments)         | 130   | 130   |
| Wholesale funds | Deposits from customers. Other (excluding valuation adjustments) | 41    | 59    |
|                 | Customer Funds- Repos (excluding valuation adjustments)          | 1,515 | 3,157 |
|                 | Covered bonds under the heading "Term deposits"                  | 4,635 | 5,093 |

## June'18 December'17

|                        | Loans and receivables Credit and loans at variable interest rate  | 25,026 | 25,388 |
|------------------------|---|--------|--------|
|                        | Loans and receivables Credit and loans at fixed interest rate   | 3,683  | 3,230  |
|                        | (1+2) NUMERATOR. Loans and advances Customers -excluding valuation adjustments-                               | 28,709 | 28,618 |
|                        | Financial liabilities carried at amortised cost     Deposits from customers (excluding valuation adjustments) | 44,190 | 45,373 |
| Loan to Deposits (LtD) | 2. Covered bonds under the heading "Term deposits   | 4,635  | 5,092  |
|                        | Customer Funds- Repos (excluding valuation adjustments)   | 1,515  | 3,157  |
|                        | Deposits from customers. Other (excluding valuation adjustments)  | 41     | 59     |
|                        | Repos controlled by retail customers. <i>Performance measure</i>  | 332    | 654    |
|                        | (1-2-3-4+5) DENOMINATOR. Customer deposits (non-market) -excluding valuation adjustments-                     | 38,330 | 37,718 |
|                        | Ratio   | 74.9%  | 75.8%  |



## June'18 December'17

|                     | Performance measure (1+2+3)   | 20,727 | 20,829 |
|---------------------|---|--------|--------|
|                     | Fixed income portfolio and other discountable assets in ECB                       | 16,657 | 15,534 |
| Gross liquid assets | 2. Discountable reverse repos   | 1,842  | 2,222  |
|                     | Cash surplus (interbank deposits + balance surplus in ECB and operating accounts) | 2,228  | 3,073  |

#### Sum of

- Surplus/deficit of deposits in Bank of Spain with respect to the minimum reserve ratio in effect on the date, surplus/ deficit in operating accounts open in credit institutions compared to the average during the previous 12 months
- Net position of interbank deposits with other credit institutions.
- Fixed-income portfolio that the Entity can discount in ECB, both in fixed assets and through repos, including the own portfolio issued for use as collateral in ECB and pledged loans, valued at discount value in ECB.

## June 18 December 17

310.5

320.0

|                   | 1. Gross liquid assets      | 20,727 | 20,829 |
|-------------------|-----------------------------|--------|--------|
| Net liquid assets | 2. Taken in the ECB         | 3,323  | 3,340  |
|                   | 3. Repos                    | 2,865  | 3,311  |
|                   | Performance measure (1-2-3) | 14,539 | 14,177 |

Any part of the gross assets already used or being used as collateral for financing, either with the ECB, for repos or other pledges, has been discounted.

|                    |                                  | <u>June 18</u> | <u>June 17</u> |
|--------------------|----------------------------------|----------------|----------------|
|                    | 1. Administrative expenses       | 292.0          | 297.9          |
| Operating expenses | 2. Depreciation and amortisation | 18.5           | 22.1           |

Performance measure (1+2)

|                    |   | <u>June'18</u> | <u>June´17</u> |
|--------------------|---|----------------|----------------|
| Credit impairments | Impairment in / reversal of impairment in value of loans and receivables to customers | -14.1          | 45.5           |



|                      |                                  | <u>June 18</u> | <u>June 17</u> |
|----------------------|----------------------------------|----------------|----------------|
| Pre-provision profit | 1. Gross Income                  | 491.8          | 559.2          |
|                      | 2. Administrative expenses       | 292.0          | 297.9          |
|                      | 3. Depreciation and amortisation | 18.5           | 22.1           |
|                      | Performance measure (1-2-3)      | 181.2          | 239.3          |
|                      | Performance measure (1-2-3)      | 181.2          | 239.3          |

|                               |  | <u>June'18</u> | <u>June´17</u> |
|-------------------------------|--|----------------|----------------|
|                               | Provisioning or reversal of provisions   | 61.8           | 90.0           |
|                               | 2. Impairment or reversal in the value of financial assets not measured at fair value through profit and loss  | -13.6          | 32.1           |
|                               | 3. Impairment or reversal in the value of joint ventures or associates   | 0.0            | 27.6           |
| Impairments and other results | 4. Impairment or reversal in the value of non-financial assets   | -0.8           | 21.0           |
|                               | 5. Gain or loss on derecognition from the statements non-financial assets and stakes, netted out   | 4.0            | 7.9            |
|                               | 6. Recognised negative goodwill  | 0.0            | 0.0            |
|                               | 7. Gains or (-) losses arising from non-current assets and disposal groups of items classified as held for sale that cannot be classified as discontinued operations | 2.4            | -2.4           |
|                               | Performance measure (1+2+3+4-5-6-7)  | 40.9           | 165.1          |

|                |                               | <u>June'18</u> | <u>June´17</u> |
|----------------|-------------------------------|----------------|----------------|
|                | 1. Fee and commission income  | 119.1          | 121.2          |
| Net Fee Income | 2. Fee and commission expense | 11.1           | 12.2           |
|                | Performance measure (1-2)     | 108.0          | 109.0          |



|                |   | <u>June'18</u> | <u>June´17</u> |
|----------------|---|----------------|----------------|
| Trading income | Net gain or (-) losses on derecognition from the statements of financial assets and liabilities (not measured at fair value) through profit or loss, netted out | 28.5           | 75.8           |
|                | Net gain or (-) losses from financial assets and liabilities held for trading   | -1.4           | 1.9            |
|                | 3. Net gain or losses from non-trading financial assets mandatorily designated at fair value through profit or loss, netted out                                 | 1.0            | -              |
|                | 4. Net gain or (-) losses from financial assets and liabilities designated at fair value through profit or loss, netted out                                     | 0.0            | 0.0            |
|                | 5. Net gain (-) losses from hedge accounting, netted out  | 0.0            | 0.0            |
|                | 6. Net exchange differences, gains or (-) losses, netted out  | 0.6            | 0.1            |
|                | Performance measure (1+2+3+4+5+6)   | 28.8           | 77.8           |

|                                   |  | <u>June'18</u> | <u>June´17</u> |
|-----------------------------------|--|----------------|----------------|
| Other operating income / expenses | 1. Other operating income  | 55.7           | 95.9           |
|                                   | 2. Other operating expenses  | 48.8           | 47.5           |
|                                   | 3. Income from assets under insurance or reinsurance contracts     | 31.0           | 0.0            |
|                                   | Expenses from liabilities under insurance or reinsurance contracts | 21.2           | 0.0            |
|                                   | Performance measure (1-2+3-4)                                      | 16.7           | 48.4           |



## APPENDIX III: Consolidation of public statements 18/17

Since IFRS 9 came into force in 2018, amendments have been made to the consolidated financial statements that credit institutions must file publicly. The lists below show the items in these public statements that have been grouped together in this document, both on the balance sheet and in the income statement, in their current versions, and in those that were in force in the 2017 financial year.

#### **INCOME STATEMENT**

#### 1. Trading income

#### 2018

#### Sum of:

- ·Net gain or losses on derecognition from the statements of financial assets and liabilities (not measured at fair value) through profit or loss
- ·Net gain or losses from financial assets and liabilities held for trading
- ·Net gain or losses from non-trading financial assets mandatorily designated at fair value through profit or loss
- ·Net gain or losses from financial assets and liabilities designated at fair value through profit or loss, netted out
- ·Net gain losses from hedge accounting
- ·Net exchange differences

#### 2017

#### Sum of:

- ·Net gain or losses on derecognition from the statements of financial assets and liabilities (not measured at fair value) through profit or loss
- ·Net gain or losses from financial assets and liabilities held for trading
- ·Net gain or losses from financial assets and liabilities designated at fair value through profit or loss
- ·Net gain losses from hedge accounting
- ·Net exchange differences

## 2. Other operating income / expenses

#### 2017 and 2018

- +Other operating income
- -Other operating expenses
- +Income from assets under insurance or reinsurance contracts
- -Expenses from liabilities under insurance or reinsurance contracts



## 3. Impairment/reversal in the value of other assets and other gains & losses (net)

#### 2017 and 2018

- +Impairment or reversal in the value of joint ventures or associates
- +Impairment or reversal of non-financial assets
- -Net gain or loss on derecognition from the statements of non-financial assets
- -Recognised negative goodwill
- -Gains or losses arising from non-current assets and disposal groups of items classified as held for sale that cannot be classified as discontinued operations

#### **BALANCE SHEET. ASSETS**

## 1. Financial assets held for trading at fair value through profit and loss

#### 2018

Sum of:

- ·Financial assets held for trading
- ·Non-trading financial assets mandatorily designated at fair value through profit and loss
- ·Financial assets designated at fair value through profit or loss

#### 2017

Sum of:

- ·Financial assets held for trading
- ·Financial assets designated at fair value through profit or loss

## 2. Financial assets at fair value through other comprehensive income

### 2018

·Financial assets through other comprehensive income

#### 2017

·Available-for-sale financial assets



## 3. Financial assets at amortised cost

#### 2018

·Financial assets carried at amortised cost. Loans and advances

#### 2017

·Loans and receivables. Loans and advances

## 4. Loans to central banks and credit institutions

#### 2018

Sum of:

- ·Financial assets carried at amortised cost. Loans and advances. Central Banks
- ·Financial assets carried at amortised cost. Loans and advances. Credit institutions

#### 2017

Sum of:

- ·Loans and receivables. Loans and advances. Central Banks
- ·Loans and receivables. Loans and advances. Financial institutions

## 5. Loans to customers

#### 2018

·Financial assets carried at amortised cost. Loans and advances. Customers

## 2017

·Loans and receivables. Loans and advances. Customers

## 6. Fixed Income at amortised cost

#### 2018

·Financial assets carried at amortised cost. Debt securities



| 2 | 0 | 1 | 7 |
|---|---|---|---|
|   | _ |   |   |

Sum of:

- ·Loans and receivables Debt securities
- ·Investments held to maturity

## 7. Hedging derivatives

#### 2017 and 2018

Sum of:

·Hedging derivatives

·Change in fair value of securities held in a portfolio hedged against interest rate risk

## 8. Associates

#### 2018

·Investments in joint ventures and associates

## 2017

·Investments in subsidiaries, joint ventures and associates

## 9. Other assets

## 2017 and 2018

Sum of:

·Other Assets

·Assets under insurance and reinsurance contracts

## 10. Non-current assets held for sale

#### 2017 and 2018

·Non-current assets and disposal groups classified as held for sale



#### **BALANCE SHEET. LIABILITIES**

## 1. Financial liabilities held for trading at fair value through profit and loss

## 2017 and 2018

Sum of:

- ·Financial liabilities held for trading
- ·Financial liabilities designated at fair value through profit or loss

## 2. Hedging derivatives

#### 2017 and 2018

Sum of:

- ·Hedging derivatives
- ·Change in fair value of securities held in a portfolio hedged against interest rate risk

## 3. Other liabilities

#### 2018

Sum of:

- ·Other liabilities
- ·Equity redeemable upon demand
- ·Liabilities in disposal groups classified as held for sale
- ·Liabilities under insurance or reinsurance contracts

#### 2017

Sum of:

- ·Other liabilities
- ·Liabilities in disposal groups classified as held for sale
- ·Liabilities under insurance or reinsurance contracts



## **BALANCE SHEET. EQUITY**

## 4. Accumulated other comprehensive income

2018

· Accumulated other comprehensive income

2017

·Valuation adjustments