

# Unicaja Banco

## 1Q 2020 Results Presentation

4<sup>th</sup> May 2020

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**Key highlights**

**Results & business**

**Asset quality, liquidity & solvency**

**Key highlights**

Results & business

Asset quality, liquidity & solvency

# Summary of 1Q 2020 results

## Business

- **Performing loans** ex-repo grew +1.7% YtD boosted by public sector that grew +13.8% and private sector +0.8%.
- **New loan production** decreased compared to 1Q 2019 by -10%, affected by the lockdown resulting from the state of alarm. Until 13<sup>th</sup> March growth was +20.3%, highlighting the growth of +12.0% in SMEs and +10.7% in non-mortgages individuals.
- **On-balance sheet funds** grew +0.6% while **off-balance sheet funds** decreased by -7.3% (936M€), mainly due to the impact of market falls derived from the Covid-19 impact (-696M€)

## Results

- **Net interest income** decreased -1.0% QoQ due to the calendar effect, while **net fee income** increases 3.3% in the same period.
- **Operating expenses** decreased by 1% compared to same period last year.
- **Extraordinary provisions for Covid-19** have been booked in the amount of €25m. However, without considering this extraordinary provision, recurrent impairments, both for loans and foreclosed assets, remain at low levels similar to 1Q 2019
- **Net income**, without considering the aforementioned extraordinary provision, remains stable (+ 0.2% compared to 1Q 2019).

## Asset quality, liquidity & solvency

- **Non performing assets** (NPAs) were reduced by 29.1% in the last 12 months, while increasing coverage levels, implying a €1.009m decrease in absolute terms, showing a NPL reduction of 27.2% and that of foreclosed assets of 31.1%. The decrease YTD was -0.3%, registering a fall of -1.2% in NPLs, and a slight increase of 0.9% in foreclosed assets, derived from a slowdown in sales in Q1 as a consequence of the Covid-19 impact.
- The Group maintains a comfortable **liquidity position** with a LTD ratio of 72.2% vs. 71.4% in 4Q19 and a LCR of 335% vs. 319%.in 4Q19.
- **CET1<sup>(1)</sup> fully loaded** reached 14.1% and total capital<sup>(1)</sup> 15.6%. The Group has a Total Capital surplus of €1,072m above OCR<sup>(2)</sup> regulatory requirement

(1) Pro-forma figures includes 1Q20 non audited results

(2) Overall Capital Requirement (OCR): Total SREP Capital Requirement (Pillar 1 + Pillar 2R) + Capital Conservation Buffer

# Index

Key highlights

**Results & business**

Asset quality, liquidity & solvency

# The Group's net profit, without the effect of the Covid-19 provisions remains stable

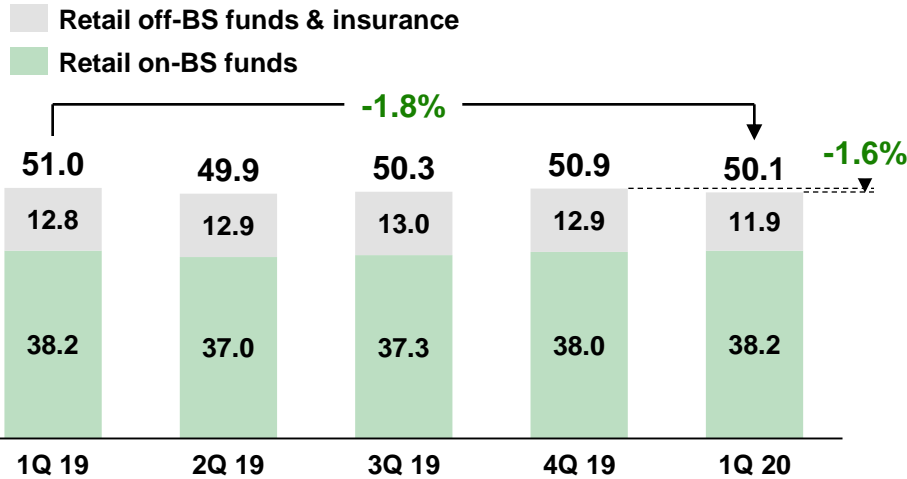
## Profit & loss account (€ million)

| € million                          | 1Q18       | 2Q18       | 3Q18       | 4Q18       | 1Q19       | 2Q19       | 3Q19       | 4Q19       | 1Q20       | QoQ %        | Mar'20     | Mar'19     | YoY %         |
|------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|------------|------------|---------------|
| <b>Net Interest Income</b>         | <b>152</b> | <b>151</b> | <b>149</b> | <b>149</b> | <b>145</b> | <b>148</b> | <b>144</b> | <b>142</b> | <b>140</b> | <b>-1.0%</b> | <b>140</b> | <b>145</b> | <b>-3.3%</b>  |
| Net Fees                           | 53         | 55         | 55         | 56         | 55         | 58         | 58         | 59         | 61         | 3.3%         | 61         | 55         | 10.6%         |
| Dividends                          | 2          | 13         | 5          | 2          | 9          | 10         | 4          | 4          | 7          | 78.4%        | 7          | 9          | -25.7%        |
| Associates                         | 11         | 10         | 12         | 5          | 8          | 13         | 8          | 11         | 12         | 1.8%         | 12         | 8          | 41.9%         |
| Trading Income + Exch. Differences | 16         | 13         | 15         | 98         | 24         | 2          | 43         | 32         | 28         | -10.2%       | 28         | 24         | 18.3%         |
| Other Revenues / (Expenses)        | 17         | 0          | 7          | -46        | 16         | 6          | 33         | -24        | 5          | n.r.         | 5          | 16         | -67.3%        |
| <b>Gross Margin</b>                | <b>250</b> | <b>242</b> | <b>243</b> | <b>264</b> | <b>258</b> | <b>236</b> | <b>291</b> | <b>223</b> | <b>254</b> | <b>13.6%</b> | <b>254</b> | <b>258</b> | <b>-1.7%</b>  |
| Operating Expenses                 | 156        | 155        | 155        | 153        | 150        | 152        | 152        | 152        | 149        | -2.5%        | 149        | 150        | -1.0%         |
| Personnel Expenses                 | 98         | 97         | 98         | 98         | 96         | 97         | 98         | 98         | 92         | -6.1%        | 92         | 96         | -3.9%         |
| SG&A                               | 49         | 49         | 48         | 46         | 44         | 44         | 44         | 44         | 46         | 4.1%         | 46         | 44         | 4.6%          |
| D&A                                | 9          | 9          | 9          | 10         | 11         | 11         | 11         | 11         | 11         | 4.1%         | 11         | 11         | 1.4%          |
| <b>Pre Provision Profit</b>        | <b>94</b>  | <b>87</b>  | <b>88</b>  | <b>110</b> | <b>108</b> | <b>85</b>  | <b>139</b> | <b>71</b>  | <b>105</b> | <b>48.1%</b> | <b>105</b> | <b>108</b> | <b>-2.6%</b>  |
| Provisions and Other               | -16        | -25        | -36        | -97        | -23        | -23        | -81        | -100       | -44        | -56.5%       | -44        | -23        | 88.6%         |
| Credit <sup>(1)</sup>              | 5          | 10         | -10        | 0          | -7         | -8         | -18        | 21         | -34        | n.r.         | -34        | -7         | n.r.          |
| Foreclosed Assets                  | -4         | 7          | -4         | 8          | 0          | 0          | 1          | -8         | -1         | -85.2%       | -1         | 0          | n.r.          |
| Other Provisions & other results   | -17        | -41        | -22        | -105       | -16        | -14        | -65        | -113       | -8         | -92.6%       | -8         | -16        | -46.4%        |
| <b>Pre Tax Profit</b>              | <b>78</b>  | <b>62</b>  | <b>52</b>  | <b>14</b>  | <b>85</b>  | <b>61</b>  | <b>57</b>  | <b>-29</b> | <b>61</b>  | <b>n.r.</b>  | <b>61</b>  | <b>85</b>  | <b>-27.6%</b> |
| Tax                                | 21         | 16         | 14         | 3          | 21         | 9          | 14         | -43        | 15         | n.r.         | 15         | 21         | -27.8%        |
| <b>Net Income</b>                  | <b>57</b>  | <b>47</b>  | <b>38</b>  | <b>10</b>  | <b>63</b>  | <b>53</b>  | <b>43</b>  | <b>13</b>  | <b>46</b>  | <b>n.r.</b>  | <b>46</b>  | <b>63</b>  | <b>-27.5%</b> |
| <b>Attributable Net Income</b>     | <b>58</b>  | <b>47</b>  | <b>37</b>  | <b>10</b>  | <b>63</b>  | <b>53</b>  | <b>43</b>  | <b>13</b>  | <b>46</b>  | <b>n.r.</b>  | <b>46</b>  | <b>63</b>  | <b>-27.5%</b> |
| <b>Net Income (ex Covid-19)</b>    | <b>57</b>  | <b>47</b>  | <b>38</b>  | <b>10</b>  | <b>63</b>  | <b>53</b>  | <b>43</b>  | <b>13</b>  | <b>63</b>  | <b>n.r.</b>  | <b>63</b>  | <b>63</b>  | <b>0.2%</b>   |

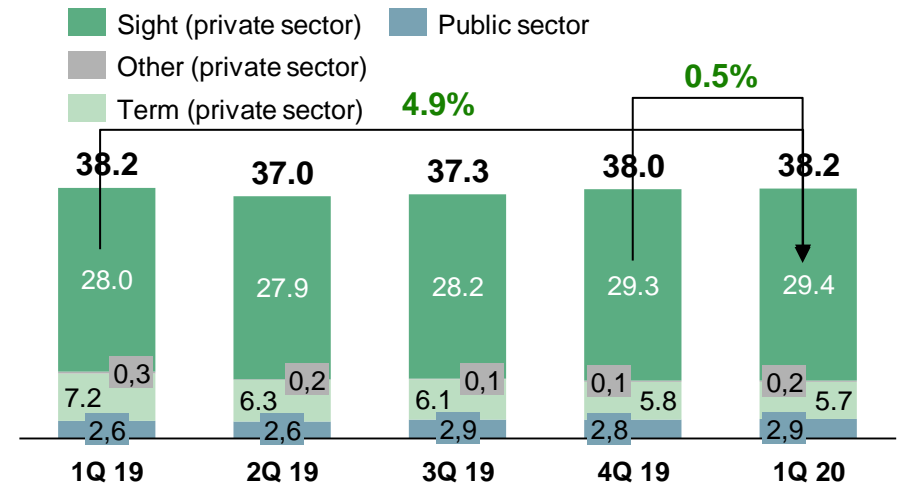
(1) Includes €25 million of Covid-19 provisions in 1Q 2020

# On-balance sheet customer funds grew 0.6% YTD, while off-balance sheet customer funds decreased -7.3% due to the strong valuation impact (-5.4%)

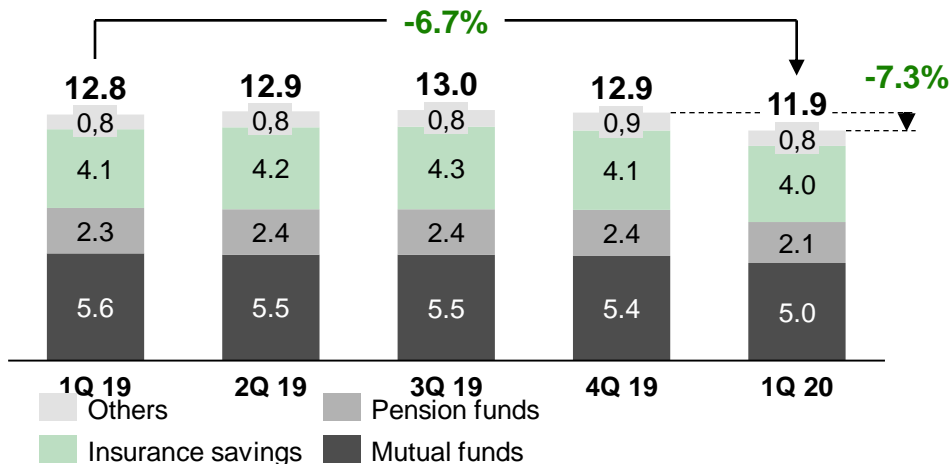
Total retail customer funds (€ bn)



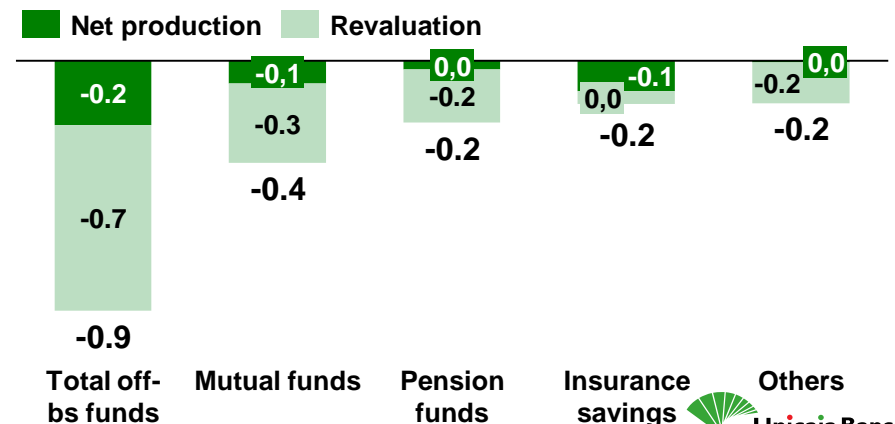
On-balance sheet customer funds (€ bn)



Off-balance sheet & insurance customer funds (€ bn)



Off-balance sheet & insurance QoQ evolution (€ bn)

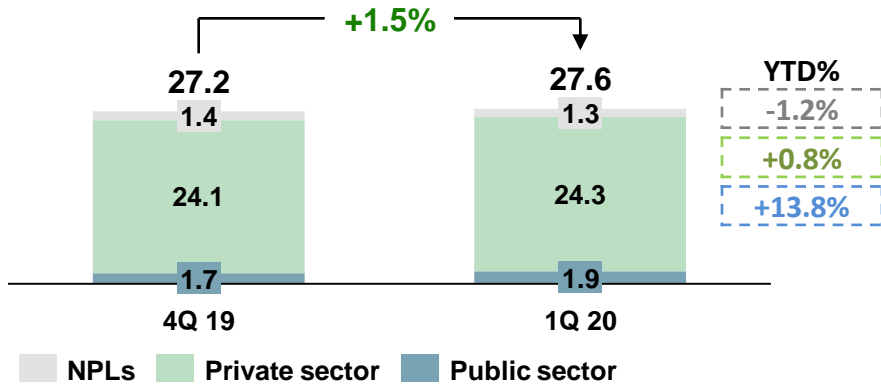




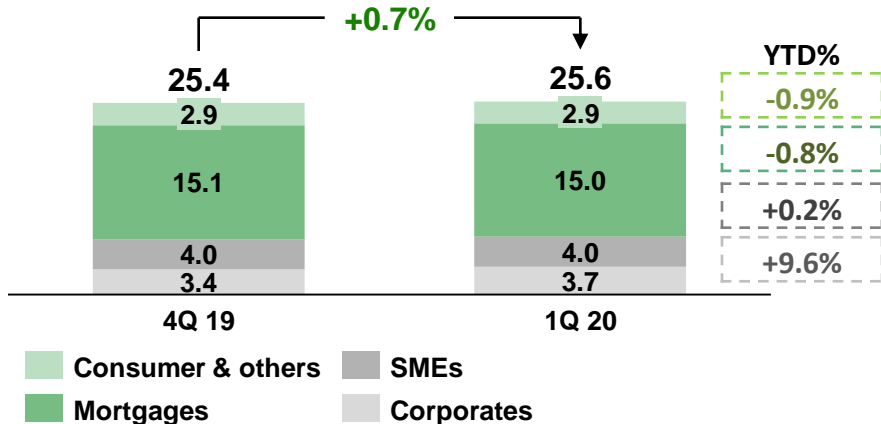
# Performing loans grew 1.7% YTD

## Gross loans (€ Bn)

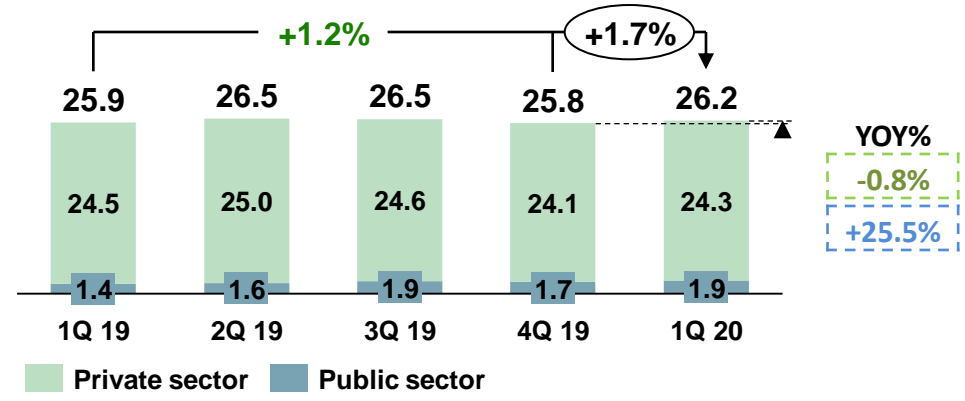
### Total gross loans (ex-reverse repos)



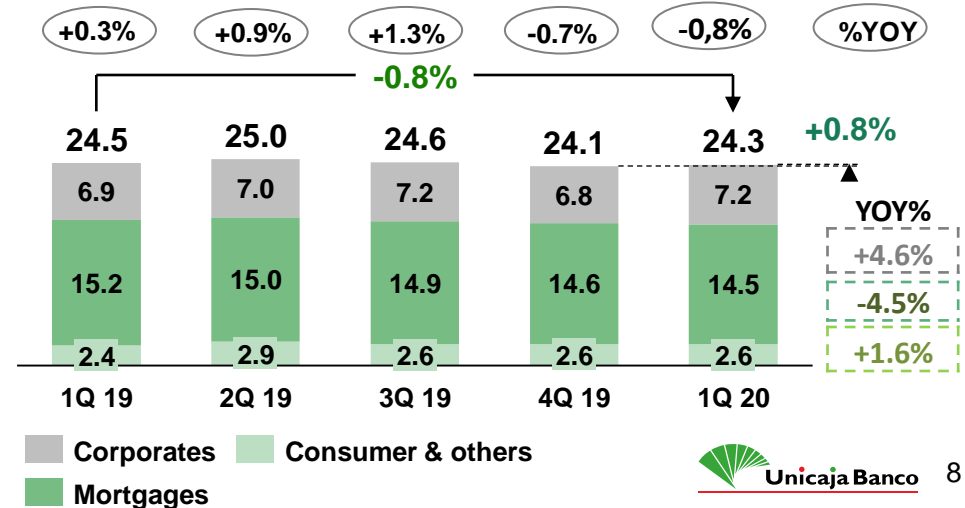
### Private sector gross loans



## Performing loans (€ Bn)

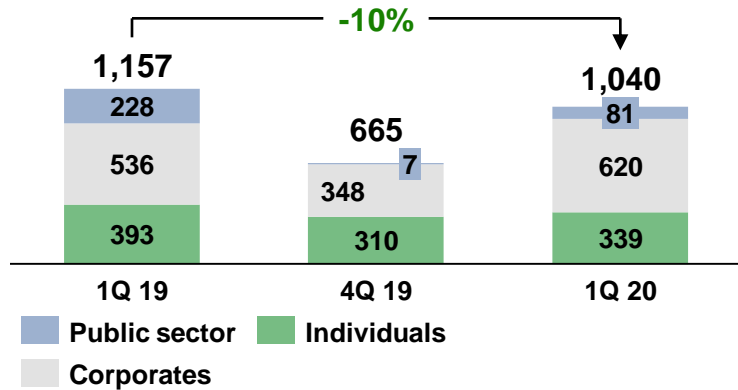


### Private sector performing loans



# Granting activity decreased compared to the same quarter last year due to Covid-19 impact

New lending evolution (€ million)



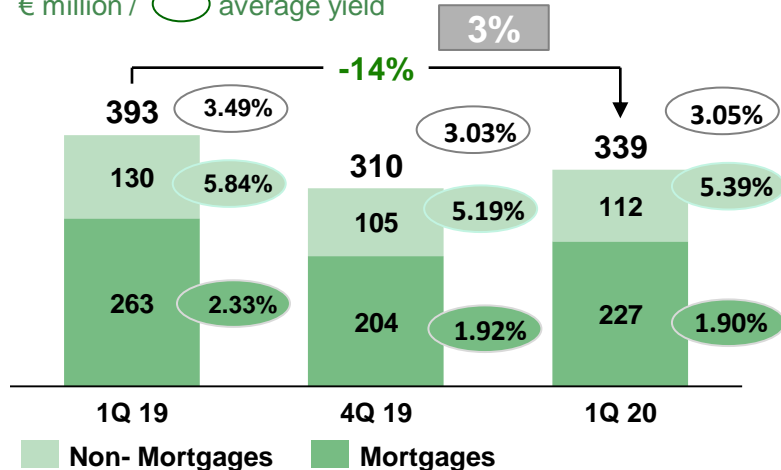
-10% YOY

New loan production

20% YOY  
Until 13th  
March

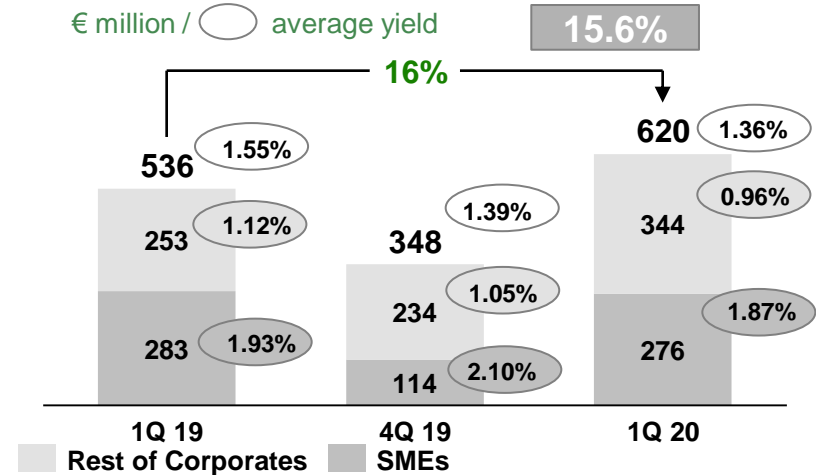
New lending: Individuals

€ million / ○ average yield



New lending: Corporates

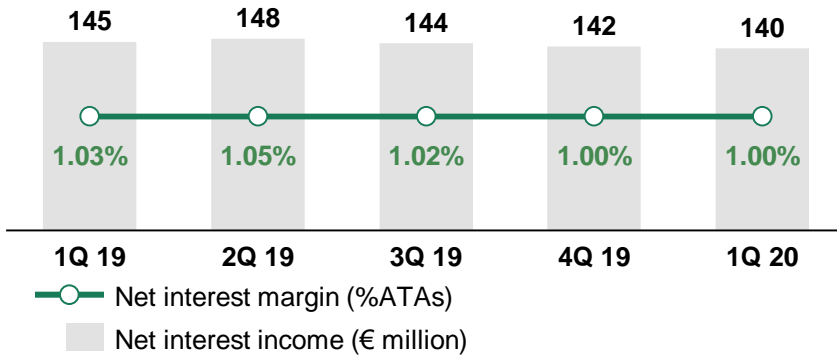
€ million / ○ average yield



# NII fell slightly due to the calendar effect, while customer spread stabilizes. Front Book spread is affected by the weight of large corporates in new production

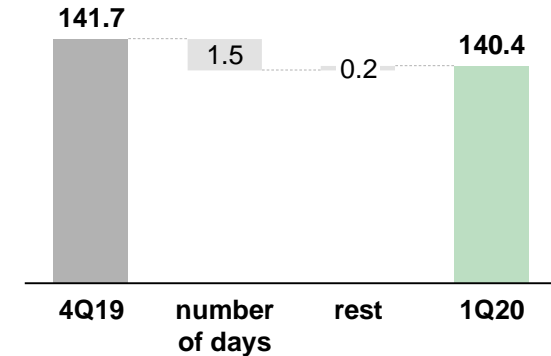
## Net interest margin

Quarterly evolution



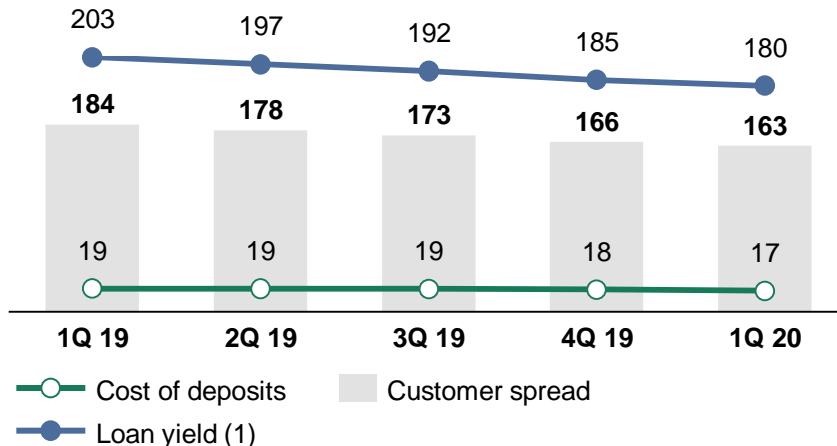
## Net interest income bridge 1Q 2020

€ million



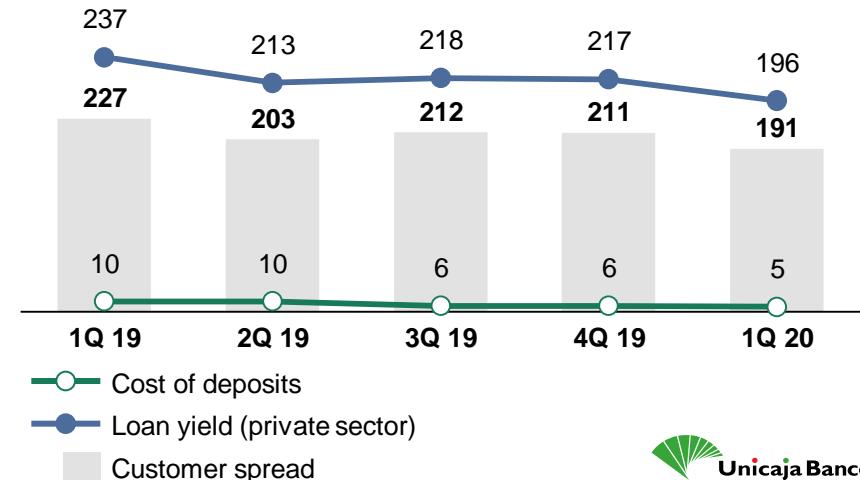
## Customer spread (Back Book)

Quarterly evolution (bps)



## Customer spread (Front Book)

Quarterly evolution (bps)

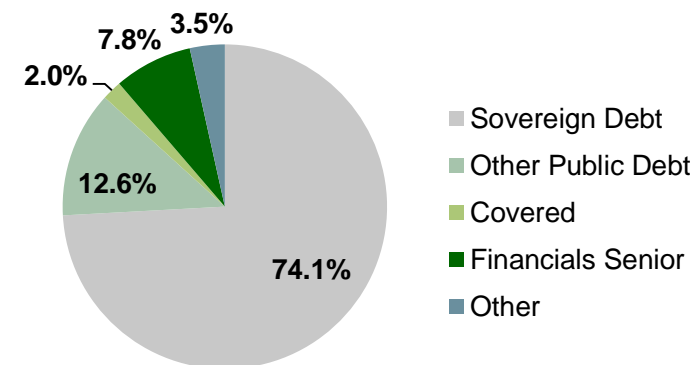
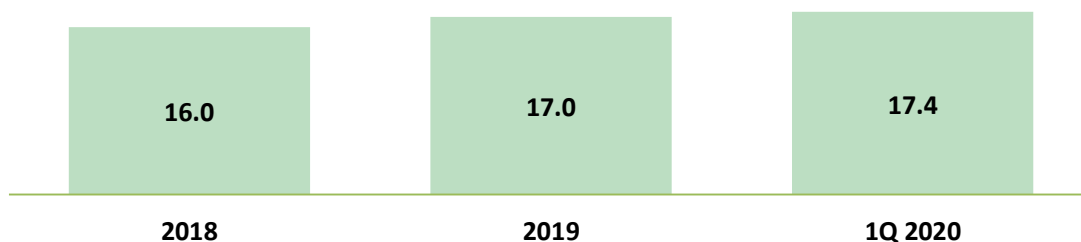


(1) Loan yield calculated over total net loans ex repo & ex other financial assets

# Conservative management of the debt portfolio

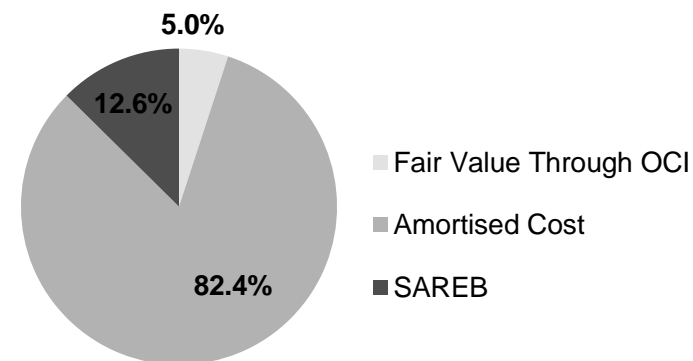
## Breakdown , size and evolution of the debt portfolio (Fair Value Through OCI, Amortised Cost and SAREB) <sup>(1)</sup>

€bn



|                |                       | Size | Duration |
|----------------|-----------------------|------|----------|
|                |                       | € Bn | Years    |
| Amortised Cost | Structural portfolio  | 11.1 | 4.3      |
|                | TLTRO                 | 3.2  | 1.1      |
|                | SAREB                 | 2.2  | 0.3      |
|                | FVTOCI <sup>(1)</sup> | 0.9  | 0.3      |

**1.27%**  
1Q2020  
average yield



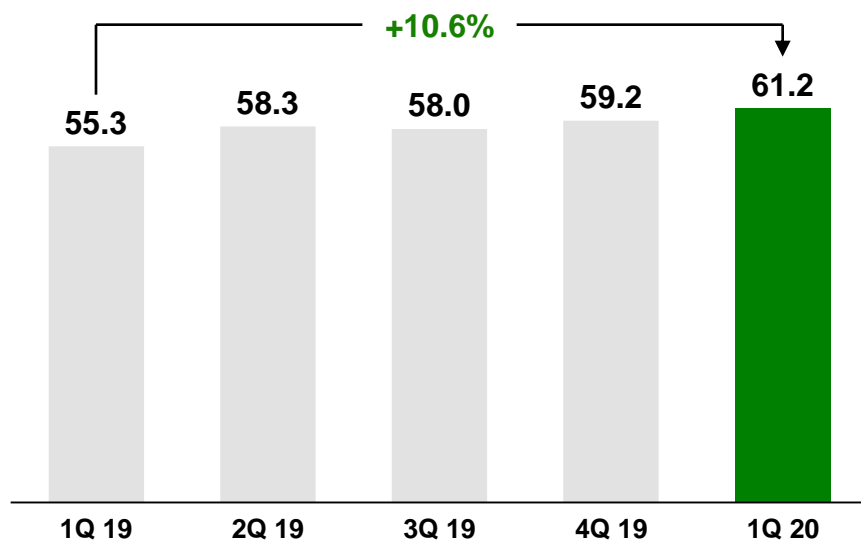
Total: €17.4 bn

Source: Company data

(1) Excluding the insurance business debt portfolio

# Fee income grew 10.6% YoY

Net fees (€ million)

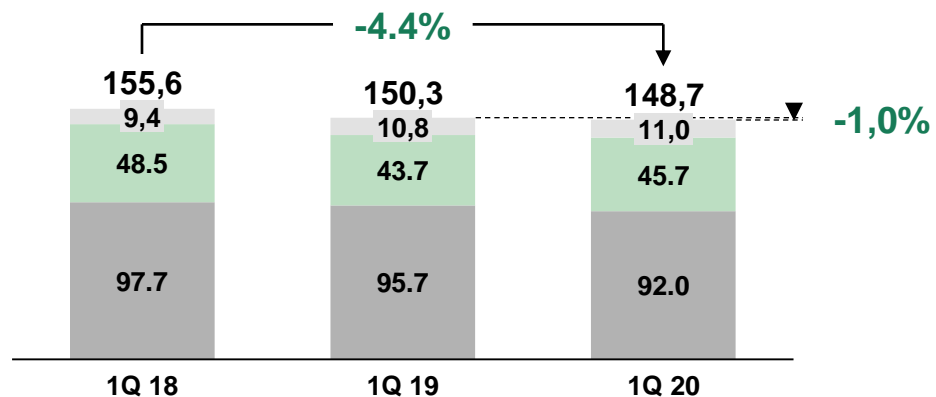


Fees breakdown (€ million)

|                                      | 1Q 2019     | 1Q 2020     | %            |
|--------------------------------------|-------------|-------------|--------------|
| <b>Fee income</b>                    | <b>61.5</b> | <b>67.3</b> | <b>9.4%</b>  |
| From contingent risk and commitments | 2.3         | 3.8         | 61.9%        |
| From payments and collections        | 34.4        | 32.4        | -5.8%        |
| From non banking products            | 23.3        | 29.6        | 27.2%        |
| Other fees                           | 1.5         | 1.6         | 0.4%         |
| <b>Fee expenses</b>                  | <b>6.2</b>  | <b>6.1</b>  | <b>-1.8%</b> |
| <b>Net fees</b>                      | <b>55.3</b> | <b>61.2</b> | <b>10.6%</b> |

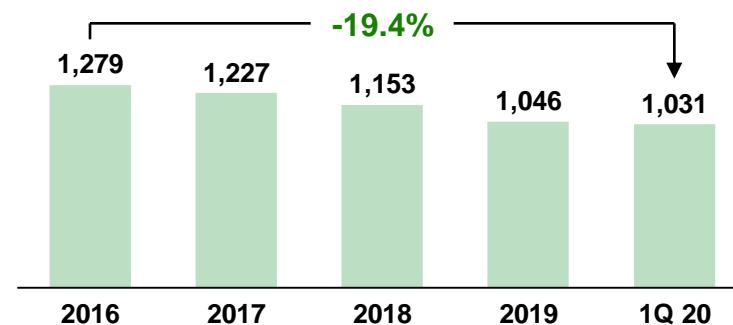
# Operating expenses continue to fall

Operating expenses (€ million)

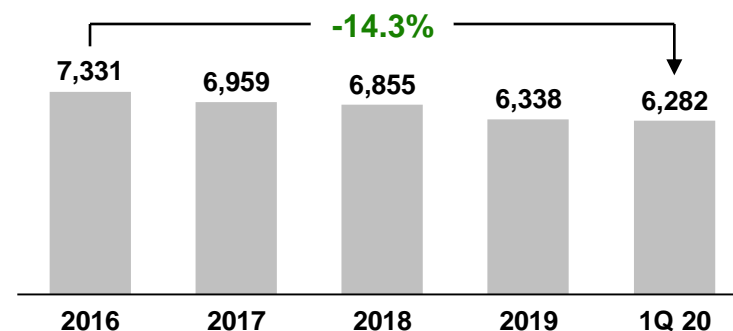


- Amortizations
- General & administrative
- Personal expenses

Spanish branches evolution

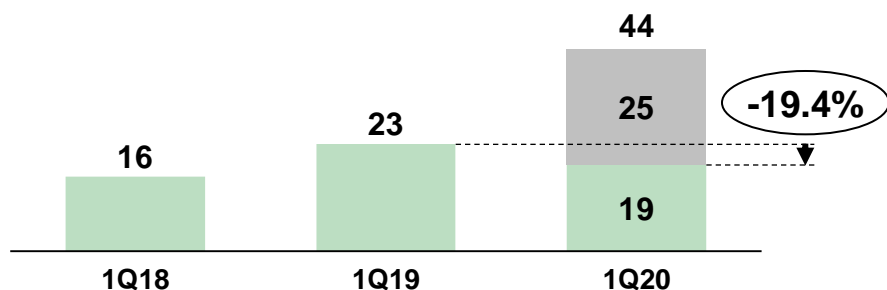


Average number of employees



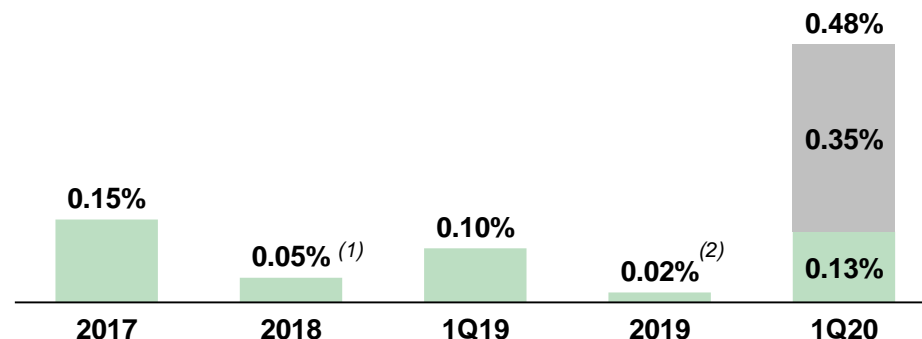
# Extraordinary provisions for Covid-19 of €25m have been booked

Total impairments and other results (€ million)



Covid-19 impairments  
 Impairments and others

Cost of risk – Credit (%)



Covid-19 - Loan impairments  
 Loan Impairments

- (1) Adjusted by written-offs sales. In 2018 cost of risk without adjustment represents -0.01%
- (2) Excluding the impact from the NPL portfolio disposal, including the disposal the cost of risk represents 0.04%

**Key highlights**

**Results & business**

**Asset quality, liquidity & solvency**

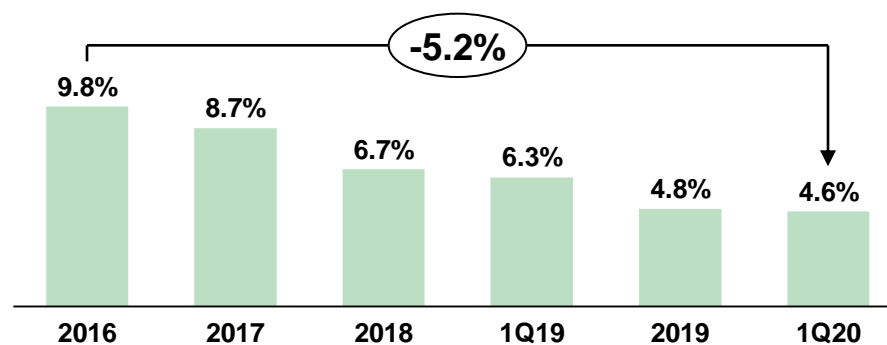
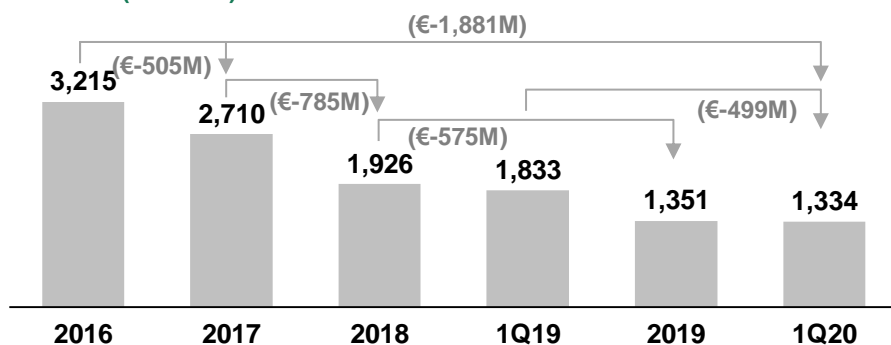


# NPL ratio decreased 14bp QoQ to 4.6%

## Non performing loans evolution

NPL balances (€ million)

NPL ratio (%)



## Entradas brutas y recuperaciones de la morosidad (€ millones)

| €m                             | 1Q17  | 2Q17  | 3Q17  | 4Q17  | 1Q18  | 2Q18  | 3Q18  | 4Q18  | 1Q19  | 2Q19  | 3Q19  | 4Q19  | 1Q20  |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>BoP</b>                     | 3,215 | 3,032 | 2,910 | 2,833 | 2,710 | 2,570 | 2,340 | 2,221 | 1,926 | 1,833 | 1,731 | 1,573 | 1,351 |
| <b>Gross NPL entries</b>       | 134   | 108   | 112   | 88    | 60    | 56    | 35    | 48    | 50    | 36    | 56    | 23    | 56    |
| <b>Recoveries</b>              | -216  | -178  | -138  | -182  | -177  | -249  | -114  | -319  | -131  | -106  | -209  | -239  | -62   |
| ow/ cash recoveries & sales    | -137  | -97   | -87   | -104  | -95   | -155  | -44   | -263  | -94   | -57   | -185  | -207  | -41   |
| ow/ foreclosed assets & others | -79   | -82   | -52   | -78   | -82   | -96   | -69   | -55   | -37   | -49   | -24   | -32   | -21   |
| <b>Write-off</b>               | -102  | -52   | -51   | -28   | -24   | -38   | -39   | -25   | -13   | -32   | -4    | -7    | -10   |
| <b>Net NPL entries</b>         | -184  | -122  | -77   | -123  | -141  | -230  | -119  | -296  | -93   | -102  | -158  | -223  | -16   |
| <b>EoP</b>                     | 3,032 | 2,910 | 2,833 | 2,710 | 2,570 | 2,340 | 2,221 | 1,926 | 1,833 | 1,731 | 1,573 | 1,351 | 1,334 |
| <b>QoQ growth</b>              | -6%   | -4%   | -3%   | -4%   | -5%   | -9%   | -5%   | -13%  | -5%   | -6%   | -9%   | -14%  | -1%   |

# ... improving YtD NPLs coverage and collateralization levels...

## Exposure, NPL and coverage

| Gross exposure<br>€ million                        | NPLs<br>€ million |
|--|-------------------|
| % NPL ratio  | % Coverage ratio  |
| <b>Total gross loans and advances to customers</b> |                   |
| <b>28,756</b>                                      | <b>1,334</b>      |
| <b>4.6%</b>  | <b>56.0%</b>      |
| Corporates   |                   |
| 7,681  | 494               |
| 6.4%   | 74.3%             |
| ow/ RE developers                                  |                   |
| 703  | 99                |
| 14.1%  | 103.4%            |
| ow/ rest of corporates                             |                   |
| 6,977  | 395               |
| 5.7%   | 67.0%             |
| Individuals  |                   |
| 17,931   | 827               |
| 4.6%   | 45.0%             |
| ow/ mortgages                                      |                   |
| 15,020   | 510               |
| 3.4%   | 31.3%             |
| ow/ other loans to individuals                     |                   |
| 2,911  | 318               |
| 10.9%  | 67.1%             |

## NPL collateralization levels

| Type of NPLs (million €) | NPLs         | %             | Appraisal value <sup>1</sup> |
|--------------------------|--------------|---------------|------------------------------|
| Unsecured                | 172          | 13%           | -                            |
| Secured                  | 1.161        | 87,0%         | 2.371                        |
| ow/ Finish Building      | 1.000        | 74,9%         | 1.668                        |
| ow/ commercial           | 90           | 6,7%          | 337                          |
| ow/ land                 | 3            | 0,2%          | 12                           |
| ow/ under construction   | 69           | 5,2%          | 354                          |
| <b>Total</b>             | <b>1.334</b> | <b>100,0%</b> | <b>2.371</b>                 |

(1) Appraisal value at origin

**87%**  
of total NPLs  
are secured

**≈x2**  
Appraisal value  
over gross NPLs

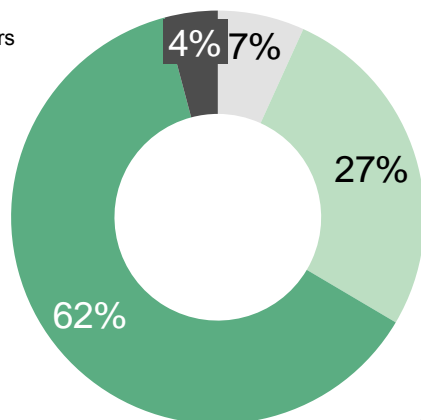
**71%**  
Mortgages over  
total exposure

**<20%**  
Corporates  
exposure without  
mortgage collateral

# ...in a portfolio with low exposure to Covid-19 impacts

## Loan Portfolio

-  Public sector
-  Corporates
-  Individuals
-  Repo's and others



**95%**  
With mortgage collateral



**31%**  
With mortgage collateral



## Corporates portfolio breakdown

|  | Without mortgage collateral | % weight     | % over total loans |
|--|-----------------------------|--------------|--------------------|
| <b>Financial companies</b>   | <b>253</b>                  | <b>4.8%</b>  | <b>0.9%</b>        |
| <b>Non financial companies</b>   | <b>5,048</b>                | <b>95.2%</b> | <b>18.3%</b>       |
| Agriculture, Farming, Forestry and Fishery                                   | 585                         | 11.0%        | 2.1%               |
| Wholesale and retail trade   | 485                         | 9.1%         | 1.8%               |
| Construction   | 471                         | 8.9%         | 1.7%               |
| Public administration and defence; compulsory social security                | 434                         | 8.2%         | 1.6%               |
| Electricity, gas, steam and air conditioning supply                          | 402                         | 7.6%         | 1.5%               |
| Transportation and storage   | 387                         | 7.3%         | 1.4%               |
| Manufacturing of food, beverages and tobacco                                 | 225                         | 4.3%         | 0.8%               |
| Non-profit institutions  | 204                         | 3.8%         | 0.7%               |
| Water supply   | 192                         | 3.6%         | 0.7%               |
| Real Estate  | 192                         | 3.6%         | 0.7%               |
| Hospitality and Tourism  | 147                         | 2.8%         | 0.5%               |
| Professional activities, Scientific and technical                            | 137                         | 2.6%         | 0.5%               |
| Metallurgy, Manufacturing of machinery and electrical equipment, and optical | 137                         | 2.6%         | 0.5%               |
| Other manufacturing industries   | 135                         | 2.5%         | 0.5%               |
| Rest   | 915                         | 17.3%        | 3.3%               |
| <b>TOTAL CORPORATES</b>  | <b>5,301</b>                | <b>100%</b>  | <b>19%</b>         |

# with mitigating measures in place that will reduce impacts



## Corporates

### ICO lines

~ **8,000**  
Applications (\*)

~ **600M€**  
Balances (\*)



## Individuals – payments moratoria



### Mortgages

~ **7,000**  
Applications (\*)

**3.5%**  
Of retail mortgages  
portfolio



### Consumer loans

~ **2,000**  
Applications (\*)

**0.7%**  
Of 'Consumer and  
Others' portfolio

(\*) Data as of April 30th

# Coverage that also increases in RE assets, that continue to deliver positive results from disposals

## Foreclosed assets as at March 2020 (€ million)

### TOTAL FORECLOSED ASSETS

|             |              |              |            |
|-------------|--------------|--------------|------------|
| Gross Value | <b>1,130</b> | 421          | Net Value  |
| Provisions  | <b>708</b>   | <b>62.7%</b> | % coverage |

#### Total Foreclosed assets

|            |              |              |
|------------|--------------|--------------|
| 1,130      | 421          | Appraisal v. |
| <b>708</b> | <b>62.7%</b> | 779          |

#### From RE developers

|            |              |
|------------|--------------|
| 577        | 180          |
| <b>398</b> | <b>68.9%</b> |

#### From retail mortgages

|            |              |
|------------|--------------|
| 359        | 182          |
| <b>177</b> | <b>49.3%</b> |

#### ow/ Finished buildings

|           |              |
|-----------|--------------|
| 69        | 32           |
| <b>37</b> | <b>53.4%</b> |

#### Other Foreclosed assets

|            |              |
|------------|--------------|
| 193        | 60           |
| <b>134</b> | <b>69.2%</b> |

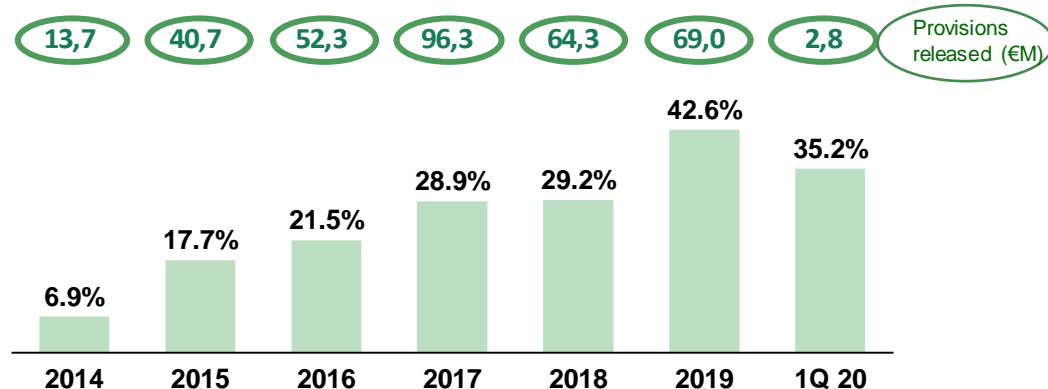
#### ow/ Under construction

|           |              |
|-----------|--------------|
| 57        | 24           |
| <b>33</b> | <b>57.4%</b> |

#### ow/ Land

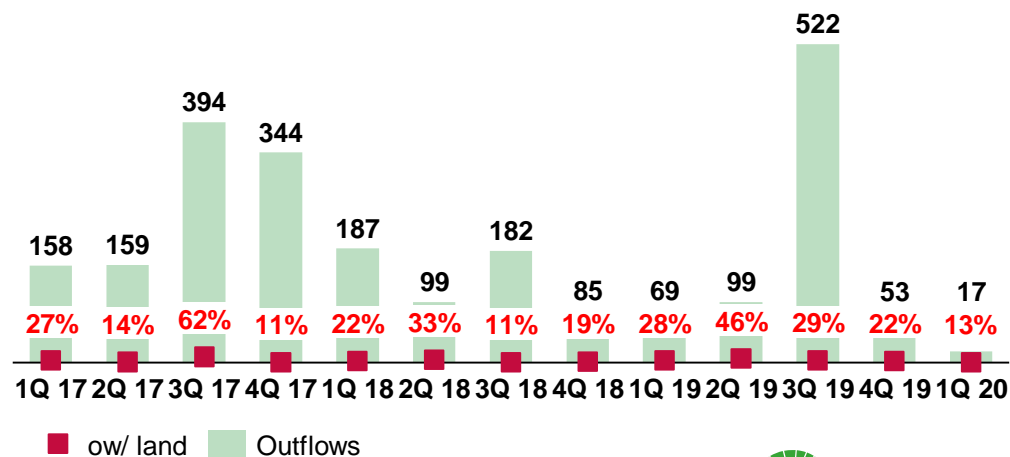
|            |              |
|------------|--------------|
| 451        | 123          |
| <b>328</b> | <b>72.7%</b> |

## Released provisions over net book value (%)



Does not include the provisions associated with real estate outflows through deconsolidation

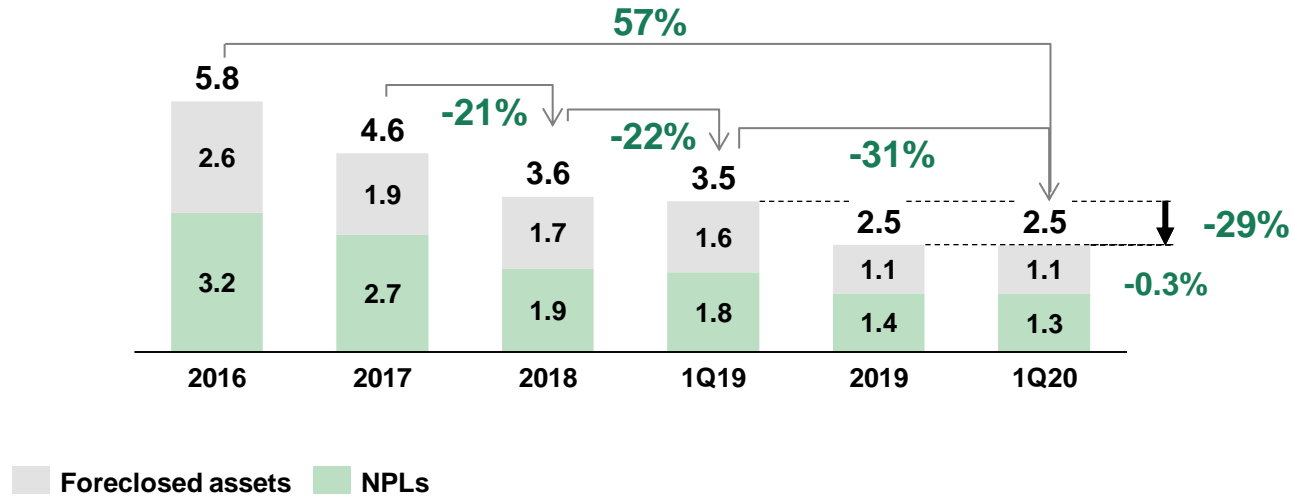
## Evolution of gross outflows (€ million)



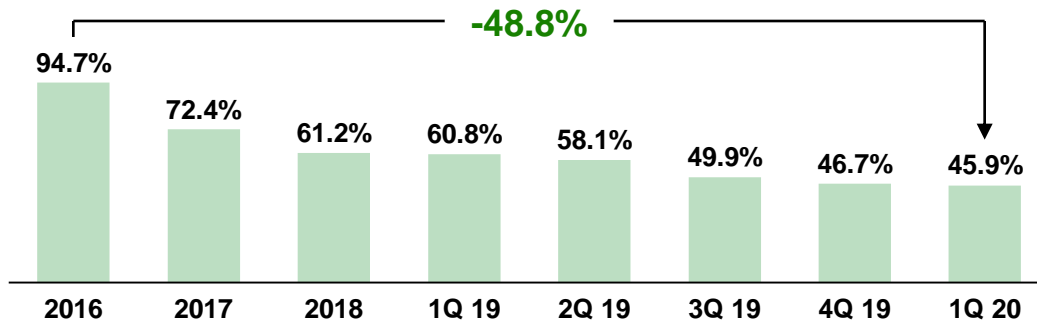
# NPA decreased 29% YTD and 0.3% QoQ, improving Texas ratio

## Significant decrease of NPAs

Non performing assets evolution (€ Bn)



## Texas ratio evolution (%) <sup>(1)</sup>



(1) Texas ratio: Gross NPLs plus foreclosed assets over TBV plus NPL and foreclosed assets provisions

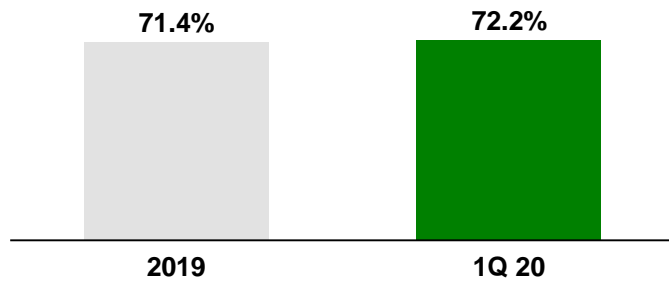
**59%**  
NPA coverage

**1.8%**  
Net NPA / total assets

**-1,009 m. €**  
NPAs reduction in last 12 months

# Strong liquidity position

## Loan to deposits ratio

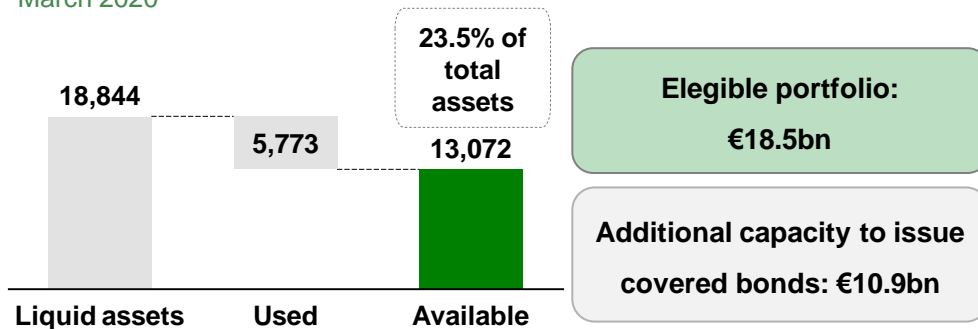


## NSFR & LCR

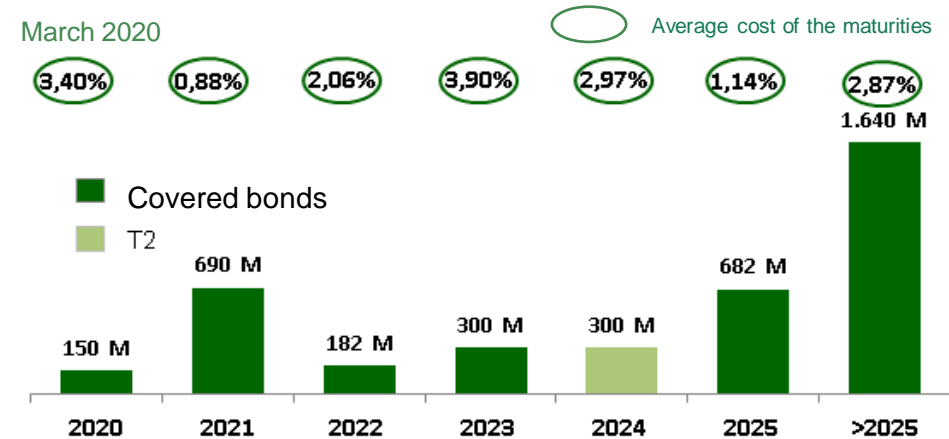
| Ratio | Requirements | Unicaja Banco 1Q 2020 |
|-------|--------------|-----------------------|
| NSFR  | 100%         | 143%                  |
| LCR   | 100%         | 335%                  |

## Liquid Assets Breakdown

Liquidity generation capacity (€ million) Covered bonds issuance capacity  
March 2020

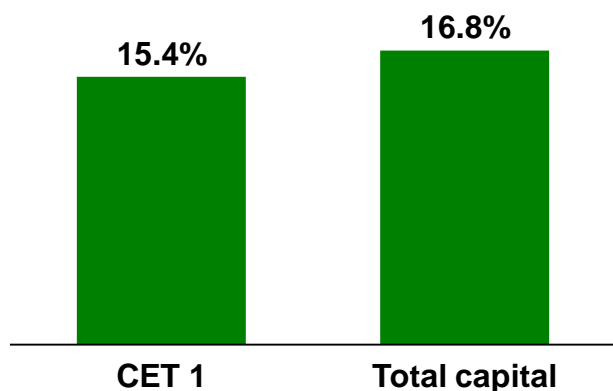


## Wholesale funding maturities – Balances (€M) and costs

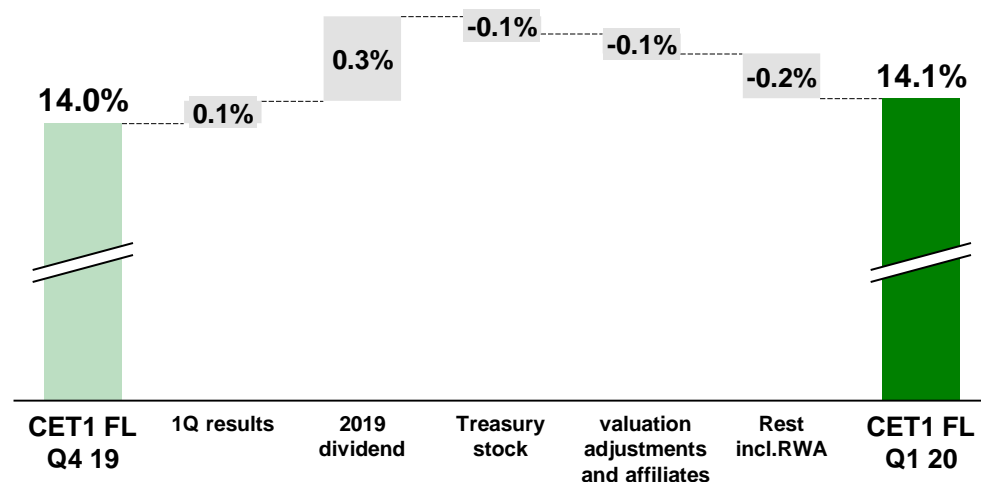


# A solid capital position, similar to that of 4Q 2019

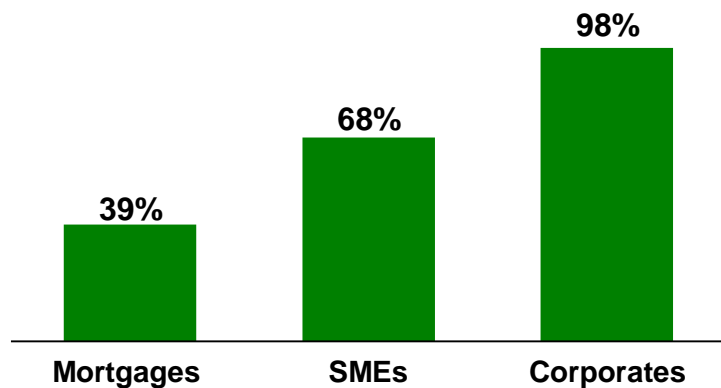
1Q 2020 Regulatory solvency proforma <sup>(1)</sup>



CET1 fully loaded proforma bridge 1Q 2020 <sup>(1)</sup>



1Q 2020 RWAs density



**€1.072m**  
Total capital excess<sup>(1)</sup> over OCR <sup>(2)</sup>

(1) Pro-forma figures: in 2019 excludes the deduction of the authorized unused treasury stock limit and in 2020 includes non audited results  
 (2) Overall Capital Requirement (OCR): Total SREP Capital Requirement (Pillar 1 + Pillar 2R) + Capital Conservation Buffer



# Many thanks

Unicaja Banco Investor Relations

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**Appendix**

**Additional Information**

# Additional financial information

## Unicaja Banco Group Balance Sheet

### Balance sheet

| Million Euros  | 1Q 2020       | 4Q 2019       | 3Q 2019       | 2Q 2019       | 1Q 2019       | 4Q 2018       | 3Q 2018       | 2Q 2018       | 1Q 2018       | 4Q 2017       |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Cash & equivalents   | 2,366         | 4,559         | 2,614         | 2,040         | 2,821         | 4,280         | 2,766         | 3,060         | 2,999         | 3,806         |
| Assets held for trading & at fair value through P&L        | 132           | 128           | 118           | 119           | 120           | 132           | 139           | 147           | 182           | 31            |
| Financial assets at fair value through other global result | 2,100         | 1,886         | 1,965         | 2,860         | 3,177         | 3,425         | 5,926         | 6,459         | 6,925         | 3,702         |
| Financial assets at amortised cost                         | 28,668        | 28,018        | 29,531        | 29,205        | 29,080        | 29,350        | 28,916        | 29,568        | 29,899        | 29,822        |
| Loans to credit institutions                               | 566           | 459           | 1,163         | 639           | 1,062         | 1,699         | 756           | 278           | 628           | 184           |
| Loans to customers   | 28,103        | 27,558        | 28,368        | 28,565        | 28,018        | 27,651        | 28,160        | 29,290        | 29,271        | 29,638        |
| Fixed income at amortised cost                             | 16,779        | 16,662        | 15,925        | 16,081        | 15,524        | 14,763        | 13,546        | 12,714        | 12,615        | 13,220        |
| Hedging derivatives  | 680           | 507           | 592           | 519           | 494           | 411           | 408           | 427           | 504           | 457           |
| Associates   | 324           | 363           | 369           | 347           | 352           | 359           | 363           | 369           | 370           | 483           |
| Tangible assets  | 1,155         | 1,162         | 1,217         | 1,222         | 1,228         | 1,188         | 1,224         | 1,224         | 1,244         | 1,291         |
| Intangible assets  | 70            | 66            | 62            | 61            | 61            | 63            | 63            | 63            | 64            | 2             |
| Tax assets   | 2,677         | 2,758         | 2,706         | 2,624         | 2,615         | 2,653         | 2,633         | 2,651         | 2,613         | 2,613         |
| Other assets   | 394           | 294           | 302           | 452           | 558           | 505           | 445           | 470           | 462           | 466           |
| Non current assets held for sale                           | 304           | 304           | 406           | 390           | 380           | 374           | 414           | 453           | 428           | 439           |
| <b>Total Assets</b>  | <b>55,650</b> | <b>56,708</b> | <b>55,806</b> | <b>55,922</b> | <b>56,411</b> | <b>57,504</b> | <b>56,843</b> | <b>57,606</b> | <b>58,305</b> | <b>56,332</b> |
| Liabilities held for trading & at fair value through P&L   | 52            | 25            | 28            | 27            | 18            | 18            | 19            | 25            | 29            | 27            |
| Financial liabilities at amortised cost                    | 49,167        | 50,205        | 49,225        | 49,574        | 50,212        | 51,376        | 50,572        | 51,449        | 52,043        | 50,941        |
| Deposits from Central Banks                                | 3,300         | 3,303         | 3,306         | 3,310         | 3,313         | 3,316         | 3,320         | 3,323         | 3,327         | 3,330         |
| Deposits from Credit Institutions                          | 1,060         | 2,538         | 2,165         | 1,898         | 2,462         | 3,579         | 2,349         | 1,960         | 3,296         | 715           |
| Customer deposits  | 43,274        | 42,969        | 42,691        | 43,218        | 43,302        | 43,462        | 44,058        | 44,772        | 44,565        | 46,041        |
| Other Issued Securities                                    | 362           | 358           | 60            | 60            | 60            | 60            | 130           | 130           | 130           | 130           |
| Other Financial Liabilities                                | 1,171         | 1,037         | 1,002         | 1,089         | 1,075         | 959           | 715           | 1,264         | 726           | 725           |
| Hedging derivatives  | 393           | 428           | 466           | 413           | 308           | 143           | 120           | 157           | 107           | 31            |
| Provisions   | 865           | 921           | 727           | 833           | 861           | 885           | 810           | 843           | 870           | 935           |
| Tax liabilities  | 295           | 325           | 358           | 274           | 248           | 232           | 265           | 283           | 271           | 209           |
| Other liabilities  | 828           | 833           | 991           | 842           | 909           | 932           | 1,100         | 893           | 966           | 286           |
| <b>Total Liabilities</b>                                   | <b>51,599</b> | <b>52,737</b> | <b>51,796</b> | <b>51,963</b> | <b>52,556</b> | <b>53,587</b> | <b>52,886</b> | <b>53,650</b> | <b>54,287</b> | <b>52,430</b> |
| Own Funds  | 3,969         | 3,971         | 3,970         | 3,933         | 3,903         | 3,921         | 3,889         | 3,837         | 3,786         | 3,856         |
| Other accumulated global result                            | 81            | -1            | 40            | 25            | -48           | -4            | 67            | 96            | 202           | 17            |
| Minority Interests   | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 24            | 31            | 30            |
| <b>Total Equity</b>  | <b>4,051</b>  | <b>3,970</b>  | <b>4,010</b>  | <b>3,959</b>  | <b>3,856</b>  | <b>3,918</b>  | <b>3,957</b>  | <b>3,957</b>  | <b>4,019</b>  | <b>3,902</b>  |
| <b>Total Liabilities and Equity</b>                        | <b>55,650</b> | <b>56,708</b> | <b>55,806</b> | <b>55,922</b> | <b>56,411</b> | <b>57,504</b> | <b>56,843</b> | <b>57,606</b> | <b>58,305</b> | <b>56,332</b> |

# Additional financial information

## P&L Unicaja Banco Group

### Profit & loss account

| €m                                 | 1Q 2020    | FY 2019      | 9M 2019    | 1H 2019    | 1Q 2019    | FY 2018    | 9M 2018    | 1H 2018    | 1Q 2018    | FY 2017    |
|------------------------------------|------------|--------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>Net Interest Income</b>         | <b>140</b> | <b>579</b>   | <b>437</b> | <b>293</b> | <b>145</b> | <b>601</b> | <b>452</b> | <b>303</b> | <b>152</b> | <b>583</b> |
| Net Fees                           | 61         | 231          | 172        | 114        | 55         | 219        | 163        | 108        | 53         | 220        |
| Dividends                          | 7          | 28           | 24         | 20         | 9          | 23         | 20         | 15         | 2          | 23         |
| Associates                         | 12         | 40           | 29         | 21         | 8          | 37         | 32         | 21         | 11         | 49         |
| Trading Income + Exch. Differences | 28         | 101          | 69         | 26         | 24         | 142        | 44         | 29         | 16         | 98         |
| Other Revenues / (Expenses)        | 5          | 30           | 55         | 22         | 16         | -23        | 23         | 17         | 17         | 24         |
| <b>Gross Margin</b>                | <b>254</b> | <b>1,009</b> | <b>785</b> | <b>494</b> | <b>258</b> | <b>999</b> | <b>735</b> | <b>492</b> | <b>250</b> | <b>997</b> |
| Operating Expenses                 | <b>149</b> | <b>607</b>   | <b>454</b> | <b>302</b> | <b>150</b> | <b>619</b> | <b>466</b> | <b>311</b> | <b>156</b> | <b>633</b> |
| Personnel Expenses                 | 92         | 389          | 291        | 193        | 96         | 391        | 293        | 195        | 98         | 401        |
| SG&A                               | 46         | 175          | 131        | 87         | 44         | 191        | 145        | 97         | 49         | 189        |
| D&A                                | 11         | 43           | 32         | 22         | 11         | 37         | 27         | 19         | 9          | 42         |
| <b>Pre Provision Profit</b>        | <b>105</b> | <b>402</b>   | <b>331</b> | <b>192</b> | <b>108</b> | <b>380</b> | <b>269</b> | <b>181</b> | <b>94</b>  | <b>364</b> |
| Provisions and Other               | -44        | -228         | -128       | -46        | -23        | -174       | -77        | -41        | -16        | -224       |
| Credit                             | -34        | -12          | -33        | -16        | -7         | 4          | 4          | 14         | 5          | -49        |
| Foreclosed Assets                  | -1         | -7           | 1          | 0          | 0          | 6          | -2         | 2          | -4         | -43        |
| Other provisions                   | -8         | -209         | -95        | -30        | -16        | -184       | -79        | -57        | -17        | -133       |
| <b>Pre Tax Profit</b>              | <b>61</b>  | <b>174</b>   | <b>203</b> | <b>146</b> | <b>85</b>  | <b>206</b> | <b>192</b> | <b>140</b> | <b>78</b>  | <b>140</b> |
| Tax                                | 15         | 2            | 44         | 30         | 21         | 53         | 50         | 36         | 21         | 1          |
| Results from Disc. Operations      | 0          | 0            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| <b>Net Income</b>                  | <b>46</b>  | <b>172</b>   | <b>159</b> | <b>116</b> | <b>63</b>  | <b>153</b> | <b>142</b> | <b>104</b> | <b>57</b>  | <b>138</b> |
| <b>Attributable Net Income</b>     | <b>46</b>  | <b>172</b>   | <b>159</b> | <b>116</b> | <b>63</b>  | <b>153</b> | <b>142</b> | <b>105</b> | <b>58</b>  | <b>142</b> |
| <b>Net Income (ex Covid-19)</b>    | <b>63</b>  | <b>172</b>   | <b>159</b> | <b>116</b> | <b>63</b>  | <b>153</b> | <b>142</b> | <b>104</b> | <b>57</b>  | <b>138</b> |

# Many thanks

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