

# Unicaja Banco

## 4Q23 Fixed Income Presentation

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February 2024



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01

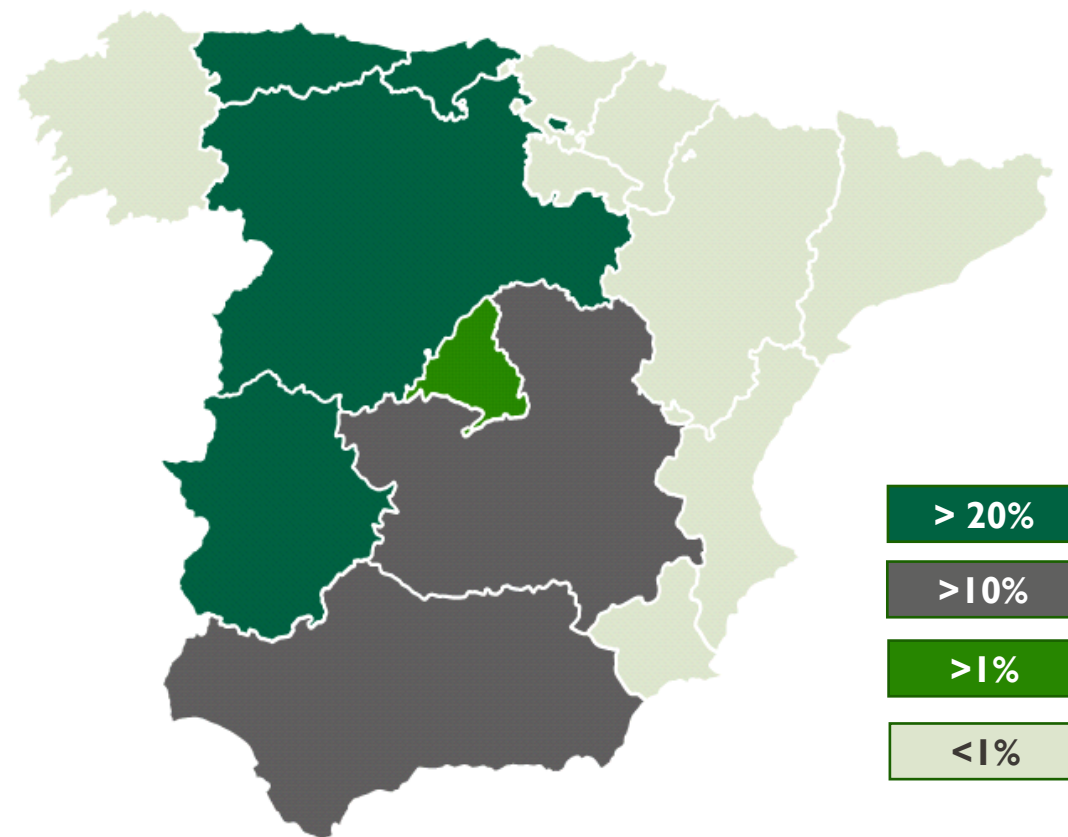
# Overview of Unicaja Banco

# Overview of Unicaja Banco

## Business Description

- Unicaja Banco is a listed retail bank with €2.4bn market cap<sup>(1)</sup> with origin in the merger of several regional banks
- The 6<sup>th</sup> largest bank in Spain by total assets, with €97bn assets, €6.6bn equity, €50bn gross loans and €73bn customer deposits as of December 2023
- The Group has 957 branches and c. 4 million clients with a leading presence in 6 regions of Spain
- It has a 5% nationwide market share in deposits and a 4% market share in loans, mainly first residential mortgages
- The highest regulatory CETI ratio among Spanish listed banks, that reached 15.0%<sup>(2)</sup> in December 2023, which is 671bps above CETI SREP requirement<sup>(3)</sup>
- A conservative NPL coverage ratio of 64% as of December 2023 despite having a low-risk lending mix, with >70% being mortgages and public sector loans

## Geographical footprint (deposits market shares in %)



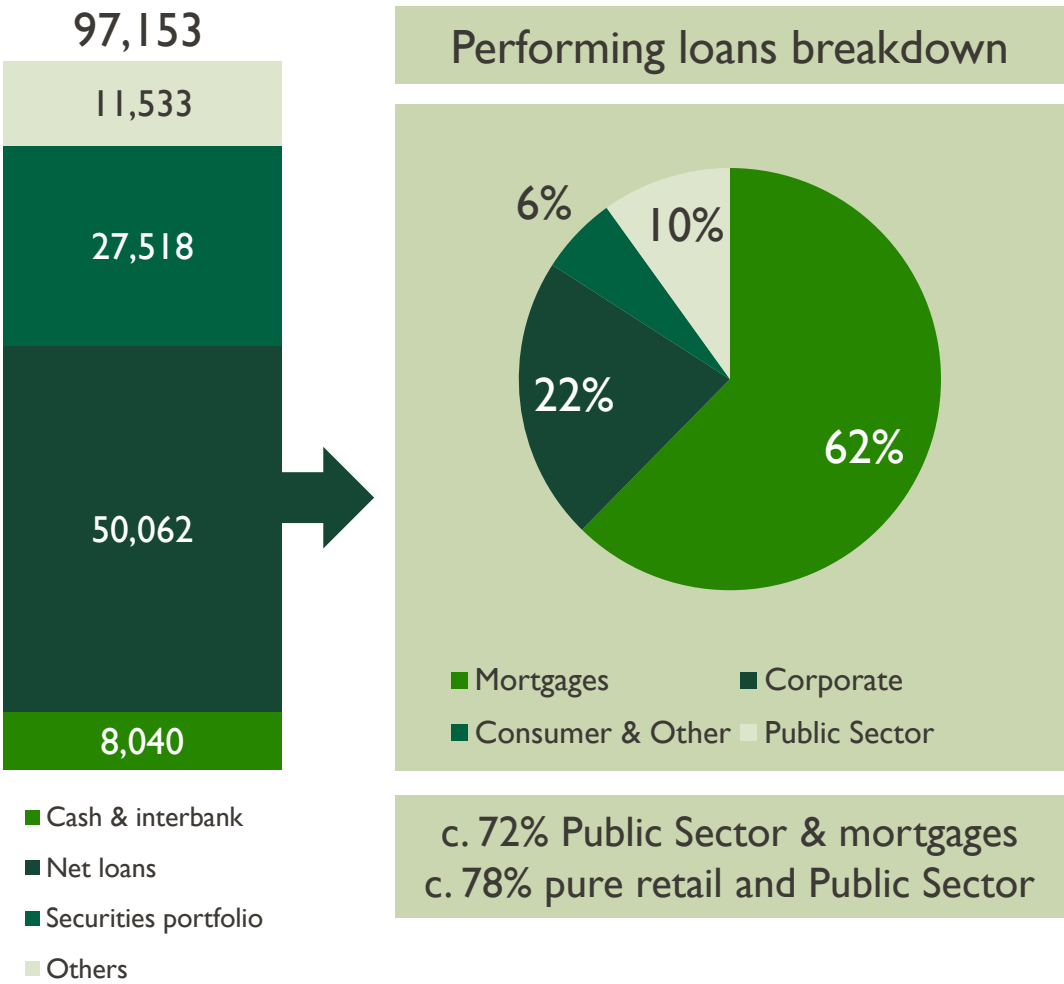
(1) As of December 2023

(2) Capital ratios as of December 2023 include the 2023 net income pending to be approved by the ECB and deducts accrued dividend

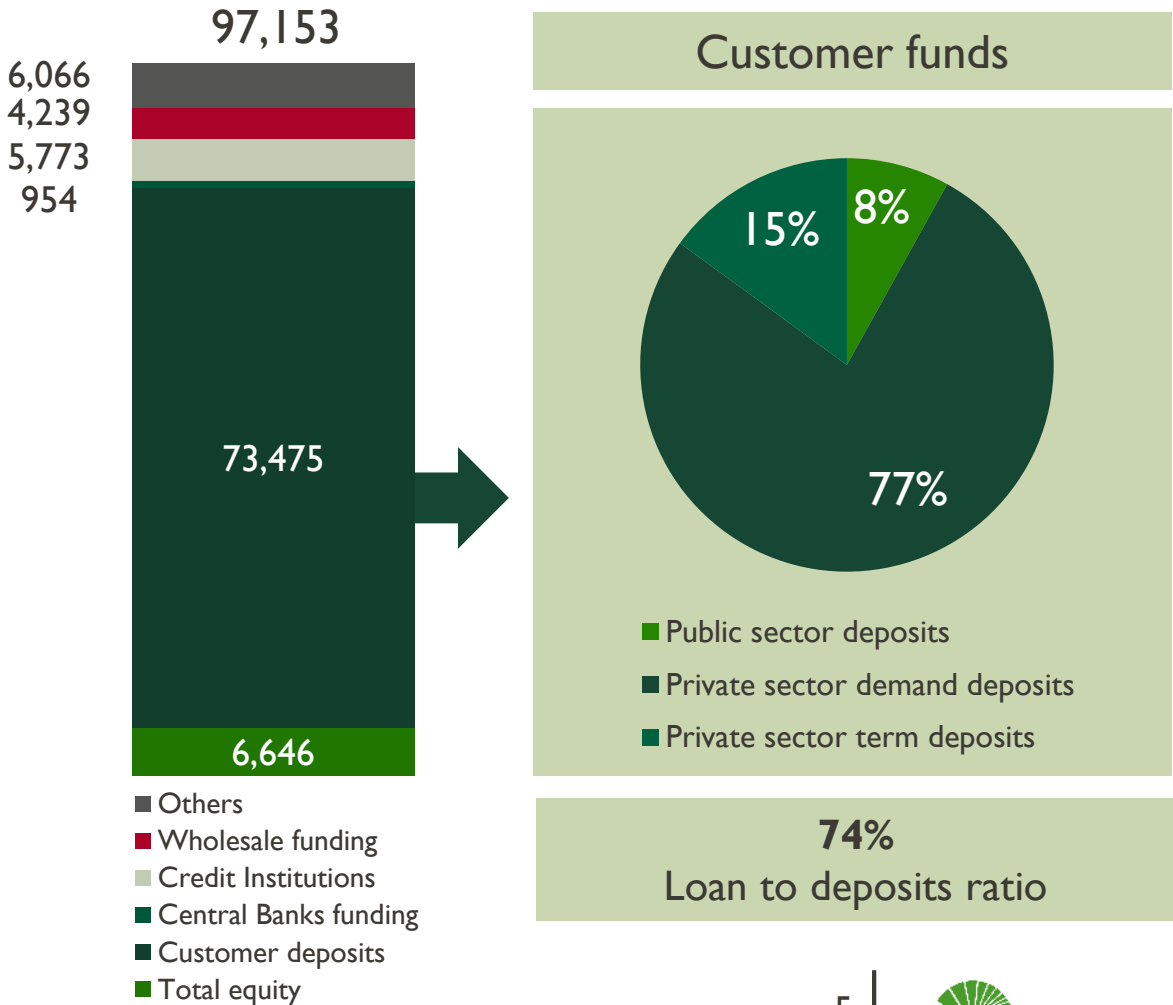
(3) 8,27% CETI SREP requirement as per the communication of the ECB on 15th December 2022 for Unicaja's Group. Future SREP requirements may be different

# A retail domestic bank with a low risk profile

Assets breakdown as of 4Q23 (€m)



Liabilities and equity breakdown as of 4Q23 (€m)





**02**

## **4Q23 Activity & Results**

# Summary

Strong solvency and liquidity position to keep supporting profitability improvement going forward

Business activity	<ul style="list-style-type: none"> <li>▪ <b>Performing loans</b> decreased in the year on the back of reduced demand and early amortization of corporate and retail loans</li> <li>▪ <b>Customer resources, +1.5%QoQ</b> post a strong quarter both on and off-balance sheet</li> </ul>	<div>Performing loans</div> <div>-8.7% YoY</div> <div>Customer resources (excl. public sector)</div> <div>+0.2% YoY</div>
Profitability	<ul style="list-style-type: none"> <li>▪ <b>NII +6.4% in the quarter</b> with customer spread improving by 13 basis points</li> <li>▪ <b>Fee income</b> remains very stable on the back of business recurrency</li> <li>▪ <b>Cost to income<sub>(1)</sub> improves</b> by 6 percentage points in the year <b>to 48%</b></li> <li>▪ <b>Banking margin</b> (NII + Fees - OPEX) improves by <b>40% in the year</b></li> <li>▪ <b>Net income of €267m in 2023.</b></li> </ul>	<div>Net Interest income</div> <div>+26.1% YoY</div> <div>Fee income</div> <div>+1.6% YoY</div> <div>OPEX</div> <div>-0.4% YoY</div>
Asset quality	<ul style="list-style-type: none"> <li>▪ <b>Cost of risk, of 29bps in 2023</b>, remained very stable throughout the year</li> <li>▪ <b>Non-performing assets decreased €950m in the year (25%),</b> and 31% in net figures <ul style="list-style-type: none"> <li>▪ <b>NPLs down 19% (€370m) and foreclosed assets 32% (€580m)</b></li> </ul> </li> </ul>	<div>NPL Ratio (%)</div> <div>3.1%</div> <div>NPL Coverage (%)</div> <div>64%</div>
Solvency and liquidity	<ul style="list-style-type: none"> <li>▪ <b>CET I FL of 14.7% as of December 2023<sub>(1)</sub>,</b> +54bps up in the quarter and +173bps in the year.</li> <li>▪ <b>Superior liquidity ratios:</b> LTD 74%, LCR 308% and NSFR 149%</li> </ul>	<div>CET I FL ratio</div> <div>14.7%</div> <div>MREL FL Ratio</div> <div>26.8%</div>

(1) Capital ratios include the net income pending approval from the ECB to be incorporated in the ratios and deducts accrued dividends of 50% over net income.

# Customer funds

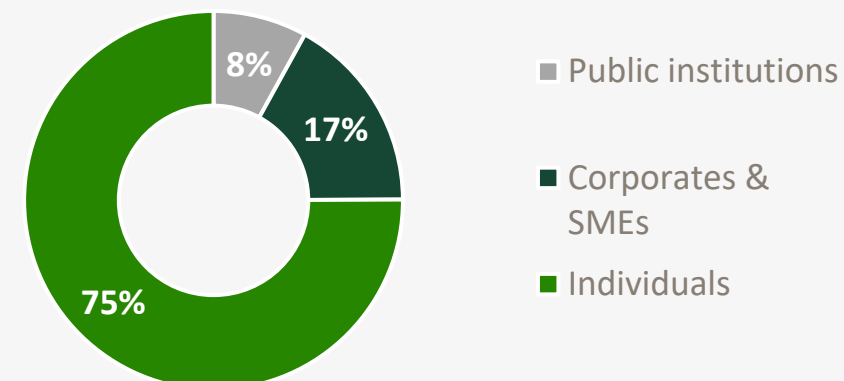
Positive quarter in private sector deposits and off-balance sheet funds

## Customer funds breakdown

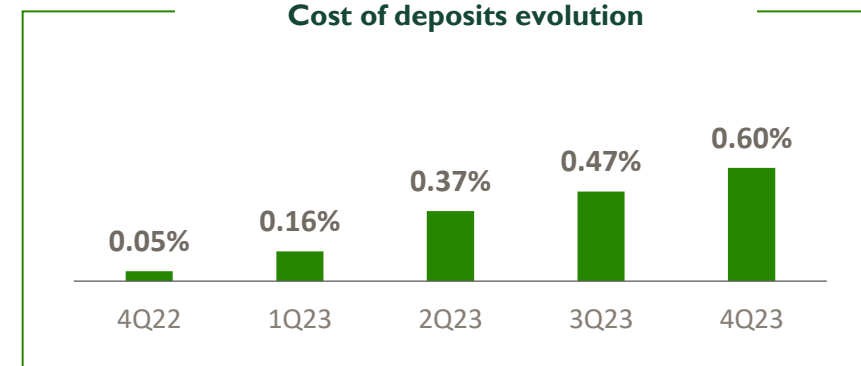
Million Euros	4Q22	3Q23	4Q23	QoQ	YoY
<b>Customer funds on balance sheet</b>	<b>69,833</b>	<b>66,777</b>	<b>67,738</b>	<b>1.4%</b>	<b>-3.0%</b>
Public institutions	6,889	5,646	5,454	-3.4%	-20.8%
Private sector	62,943	61,131	62,284	1.9%	-1.0%
Demand Deposits	57,049	52,432	52,053	-0.7%	-8.8%
Term Deposits	5,874	8,668	10,128	16.8%	72.4%
Other funds	20	30	103	na	na
<b>Customer funds off balance sheet</b>	<b>20,249</b>	<b>20,759</b>	<b>21,087</b>	<b>1.6%</b>	<b>4.1%</b>
Mutual funds	11,249	11,227	11,404	1.6%	1.4%
Pension plans	3,682	3,677	3,611	-1.8%	-1.9%
Insurance funds	4,268	4,683	4,926	5.2%	15.4%
Other <sup>(1)</sup>	1,050	1,172	1,146	-2.2%	9.2%
<b>Total customer funds</b>	<b>90,081</b>	<b>87,535</b>	<b>88,825</b>	<b>1.5%</b>	<b>-1.4%</b>



## Customer deposits structure



## Cost of deposits evolution



(1) Includes SICAVs and other managed portfolio funds

# Lending

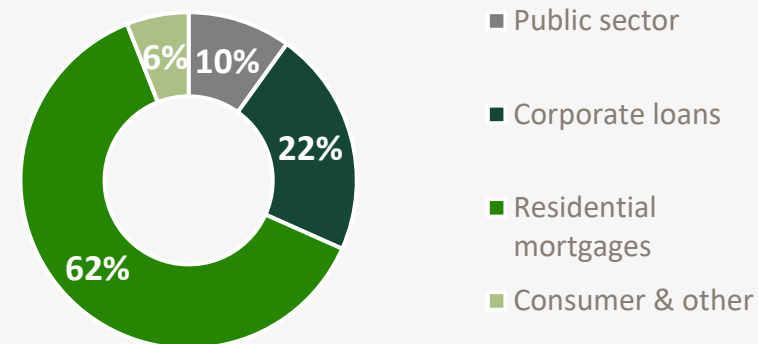
Early amortizations, subdued demand and higher rates put pressure on the loan book

## Performing loan book (€m)

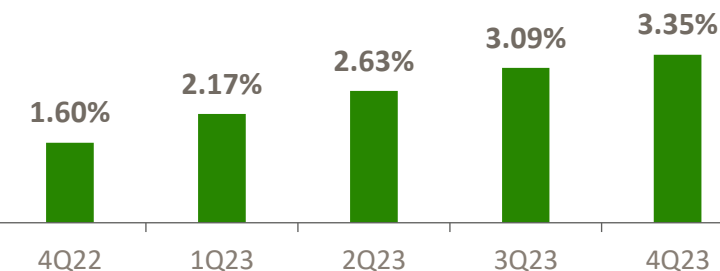
Million Euros	4Q22	3Q23	4Q23	QoQ	YoY
<b>Public sector</b>	<b>5,767</b>	<b>4,966</b>	<b>4,799</b>	<b>-3.4%</b>	<b>-16.8%</b>
<b>Corporate loans</b>	<b>12,695</b>	<b>11,048</b>	<b>10,503</b>	<b>-4.9%</b>	<b>-17.3%</b>
Real Estate developers	663	519	508	-2.0%	-23.3%
Other corporates	12,032	10,529	9,995	-5.1%	-16.9%
<b>Loans to individuals</b>	<b>34,491</b>	<b>33,519</b>	<b>33,022</b>	<b>-1.5%</b>	<b>-4.3%</b>
Residential mortgages	31,617	30,641	30,134	-1.7%	-4.7%
Consumer & other	2,874	2,878	2,888	0.3%	0.5%
Pension advances	740	785	789	0.5%	6.6%
<b>Total Performing book</b>	<b>52,953</b>	<b>49,533</b>	<b>48,325</b>	<b>-2.4%</b>	<b>-8.7%</b>



### Breakdown. >70% retail and public sector



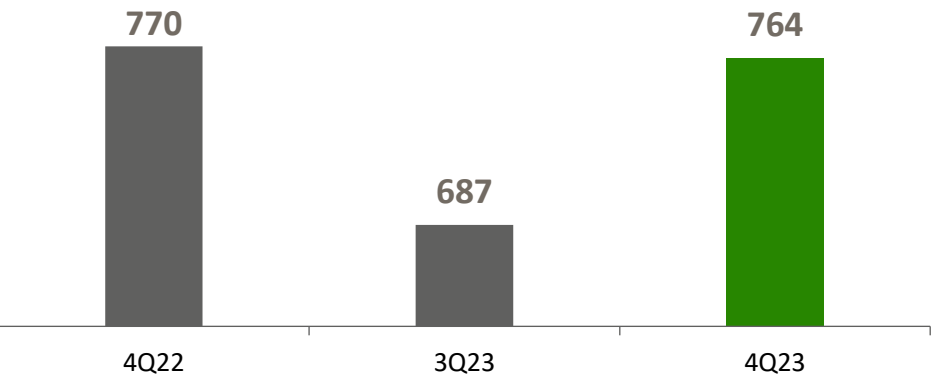
### Loan yield evolution



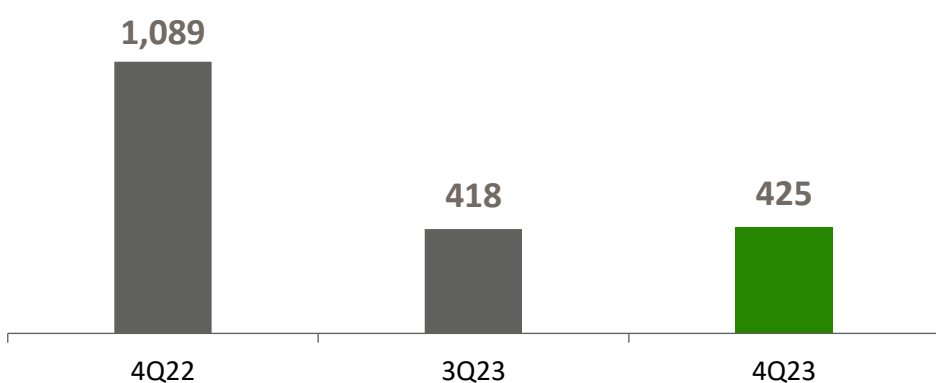
# New lending

Business and consumer lending recover activity at the end of the year

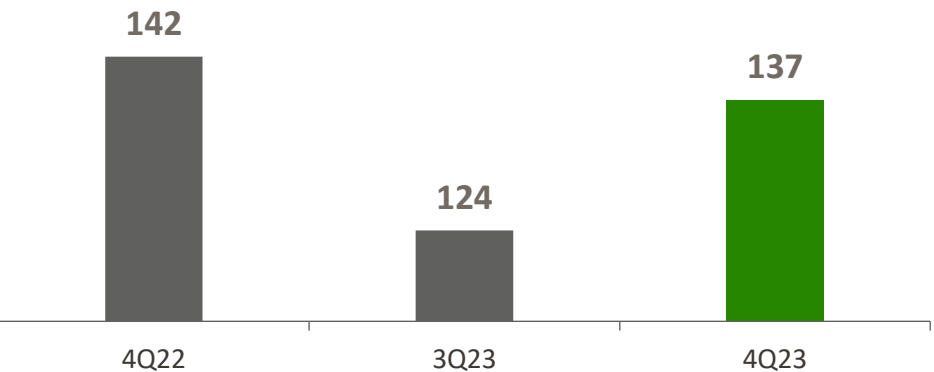
Business lending (€m)



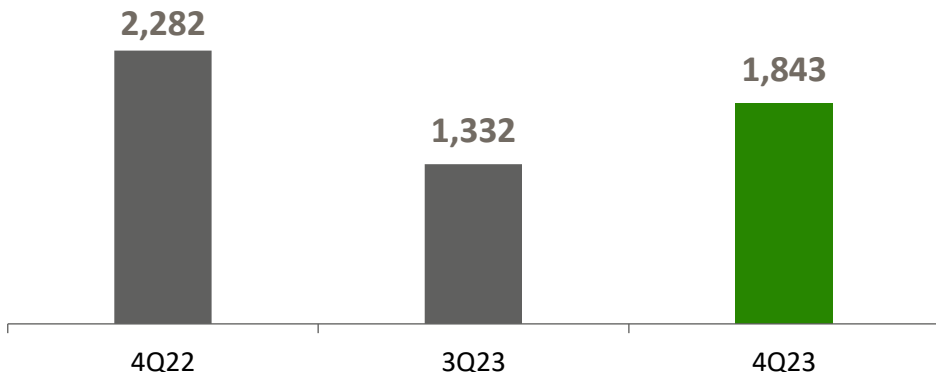
Residential mortgage (€m)



Consumer lending (€m)



Total lending (€m)



# Quarterly income statement

Core banking margin (*NII+Fees-Costs*) improves by 40% in the year

## 2023 P&L statement<sup>(1)</sup>

Million euros	4Q22	3Q23	4Q23	QoQ (%)	YoY (%)	2022	2023	2023 vs 2022 (%)
<b>Net Interest Income</b>	<b>297</b>	<b>357</b>	<b>380</b>	<b>6.4%</b>	<b>27.9%</b>	<b>1,073</b>	<b>1,353</b>	<b>26.1%</b>
Dividends	3	6	0	-99.9%	-99.9%	18	25	33.3%
Associates	23	15	29	97.6%	26.4%	80	92	14.5%
Net Fees	131	132	133	0.9%	1.5%	525	533	1.6%
Trading income + Exch. Diff.	17	7	4	-37.5%	-74.3%	52	20	-61.9%
Other revenues/(expenses)	(124)	(14)	(104)	na	-15.7%	(144)	(248)	72.1%
<b>Gross Margin</b>	<b>347</b>	<b>503</b>	<b>442</b>	<b>-12.1%</b>	<b>27.4%</b>	<b>1,606</b>	<b>1,776</b>	<b>10.6%</b>
Operating expenses	(208)	(213)	(217)	2.0%	4.4%	(862)	(859)	-0.4%
Personnel expenses	(123)	(120)	(123)	2.1%	-0.6%	(506)	(487)	-3.8%
SG&A	(62)	(69)	(73)	5.5%	16.7%	(265)	(281)	6.1%
D&A	(22)	(24)	(22)	-8.5%	-2.6%	(90)	(91)	0.1%
<b>Pre-Provision Profit</b>	<b>139</b>	<b>290</b>	<b>225</b>	<b>-22.4%</b>	<b>61.7%</b>	<b>744</b>	<b>917</b>	<b>23.2%</b>
Loan loss provisions	(85)	(37)	(34)	-7.9%	-60.3%	(214)	(146)	-31.7%
Other provisions	(10)	(25)	(27)	6.3%	158.2%	(94)	(114)	21.5%
Other profits or losses	(32)	(38)	(207)	na	na	(53)	(286)	437.8%
<b>Pre-Tax profit</b>	<b>12</b>	<b>190</b>	<b>(42)</b>	<b>na</b>	<b>na</b>	<b>383</b>	<b>371</b>	<b>-3.2%</b>
Tax	(6)	(53)	23	na	na	(105)	(104)	-1.2%
<b>Net Income</b>	<b>6</b>	<b>137</b>	<b>(19)</b>	<b>na</b>	<b>na</b>	<b>278</b>	<b>267</b>	<b>-4.0%</b>
<b>Net income (excl. banking tax)</b>	<b>6</b>	<b>137</b>	<b>(19)</b>	<b>na</b>	<b>na</b>	<b>278</b>	<b>330</b>	<b>19.0%</b>

(1) P&L is restated on IFRS 17. Small impacts mainly in NII, associates and other revenues.

## Main quarterly variations

### Revenues & OPEX:

- **NII:** Asset repricing more than offsets increase in funding costs
- **Fee income:** Remains very resilient on the back of recurrent activity and mutual funds evolution
- **Other revenues:** Deposit guarantee fund charge of €88m in the quarter
- **Opex** Decreased in the year on the back of merger synergies

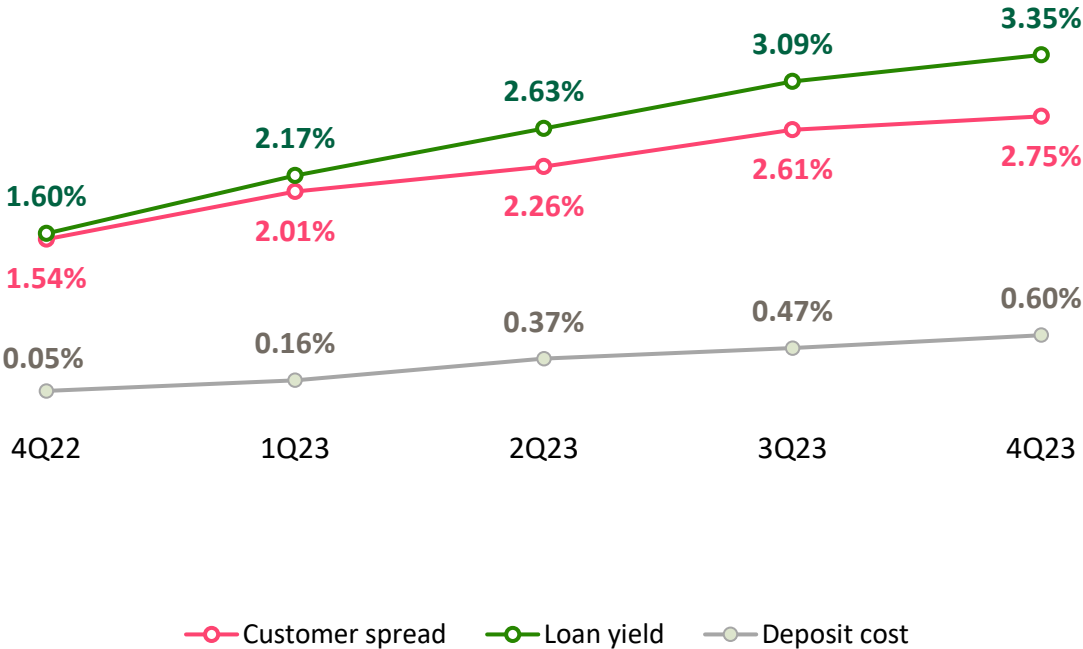
### Cost of risk and provisions:

- **Other provisions / Other profits or losses:**  
Additional provisions booked in the quarter, accelerating the reduction of NPAs

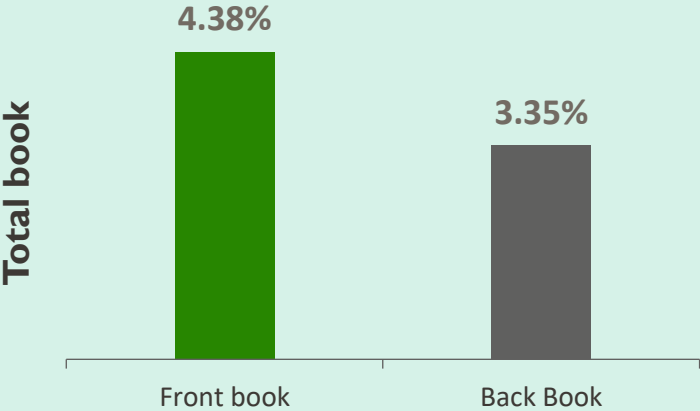
# Net interest income

Customer spread improves by 13 basis points in the quarter to 2.75%

Average quarterly customer spread (%)



Lending yields 4Q23

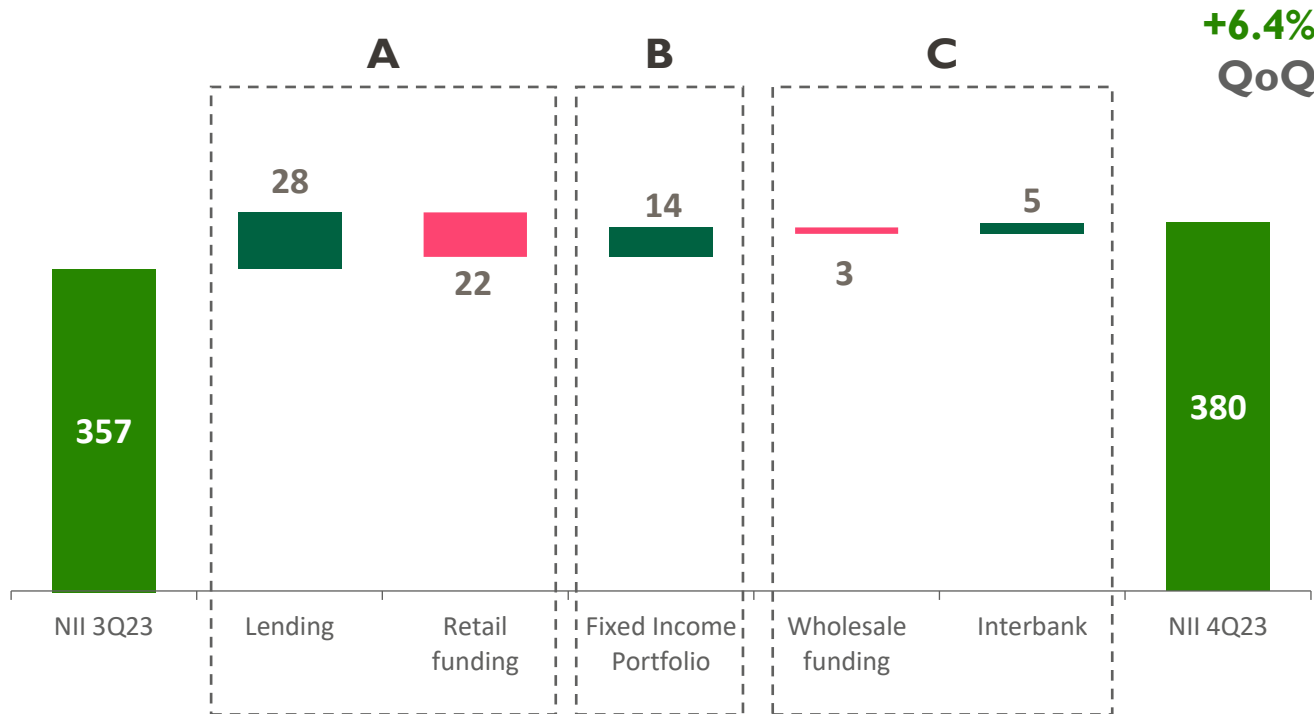


(1) Back book is average loan yield and front book is the average for the 4Q23

# Net interest income: Evolution

Improves 6.4% in the quarter explained by asset repricing and liquidity

Net interest income quarterly evolution (€m)



## A Retail:

- **Lending:** Loan yield improves 26bps in the quarter
- **Funding:** Contained customer **deposits cost** at 60bps, +13bps QoQ

## B Fixed income portfolio:

Average yield **improves from 2.51% to 2.70%**

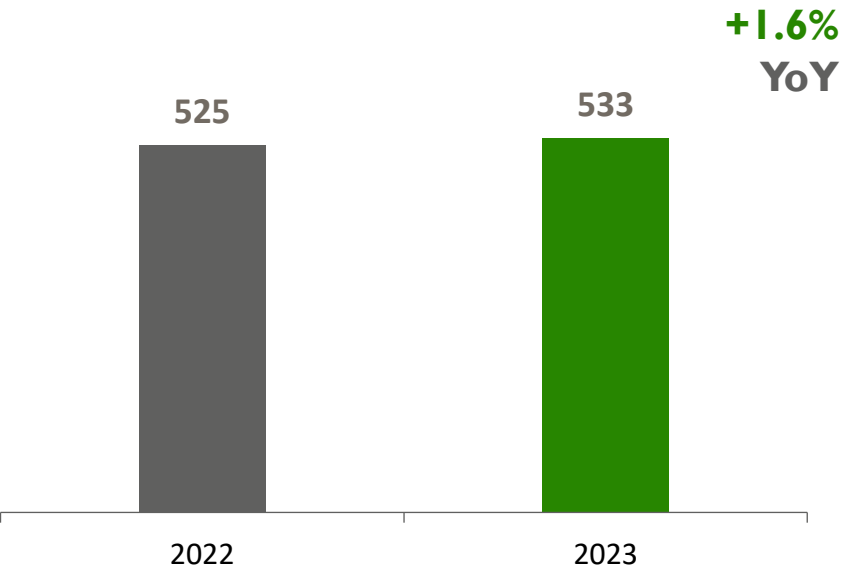
## C Wholesale funding:

- **Interbank:** Positive impact from improved liquidity position more than offset minimum reserve requirement negative impact
- **Wholesale funding:** Almost fully repriced has slight negative impact from issuance in September

# Fee income

Recurrent business supports growth in a challenging fee income environment

Fee income evolution (€m)



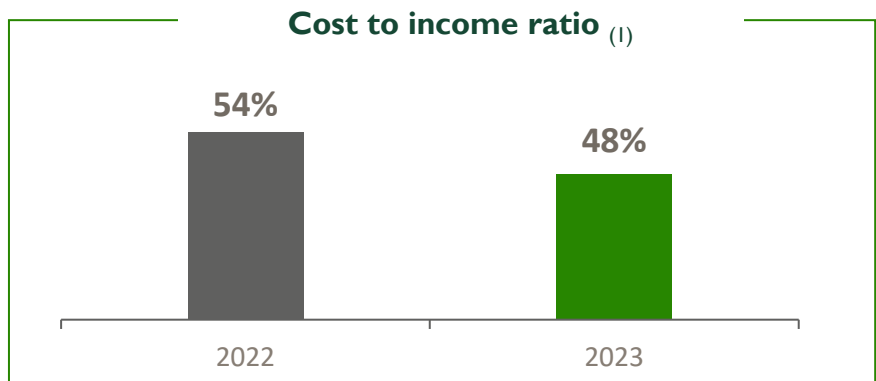
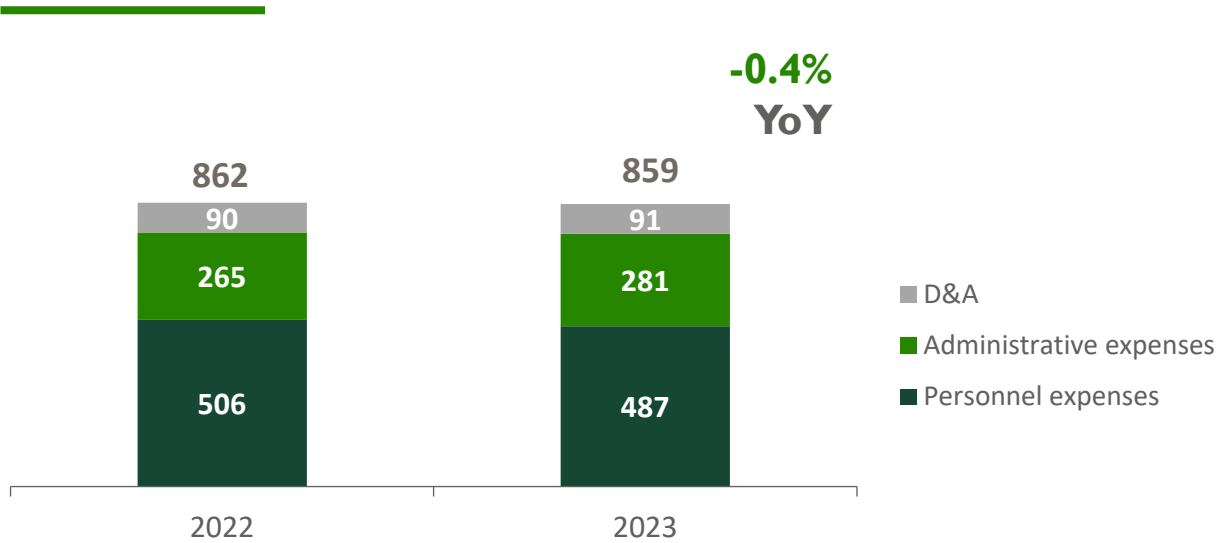
Fee income breakdown (€m)

Million Euros	4Q22	3Q23	4Q23	YoY	QoQ	2022	2023	%
Payments and accounts	74	75	72	-2.7%	-4.6%	298	295	-1.0%
Non-Banking fees	59	60	58	-1.6%	-2.7%	239	238	-0.5%
Mutual funds	34	33	34	1.2%	3.0%	129	132	1.8%
Insurance	23	24	21	-5.5%	-10.6%	98	96	-2.6%
Pension Plans	3	3	3	-4.8%	-4.2%	11	10	-9.8%
Other fees	8	12	13	74.0%	12.1%	36	48	33.7%
Paid fees	(10)	(15)	(11)	8.8%	-31.5%	(48)	(48)	-1.2%
Total Fees	131	132	133	1.5%	0.9%	525	533	1.6%

# Operating expenses

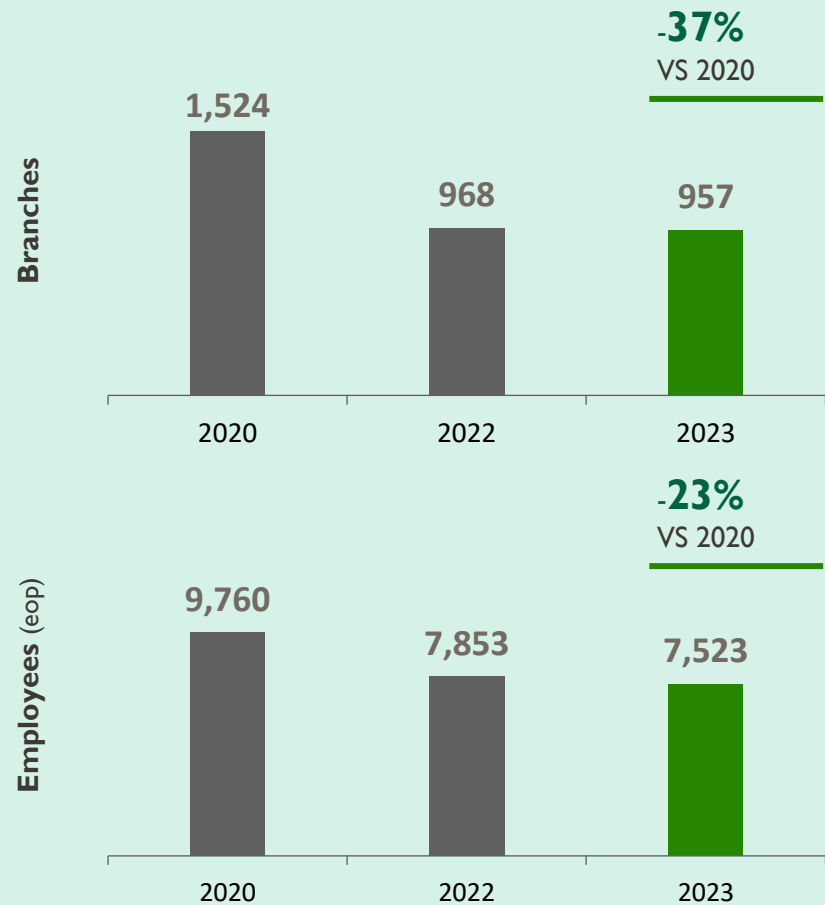
Merger restructuring comes to an end with nearly 40% branch network reduction and 25% of employees

Operating expenses (€m)



(I) Costs include depreciation.

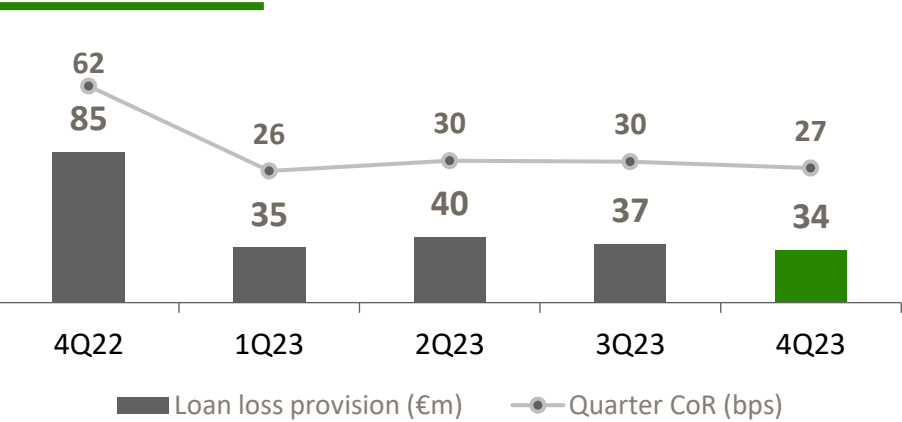
## Branches and employees



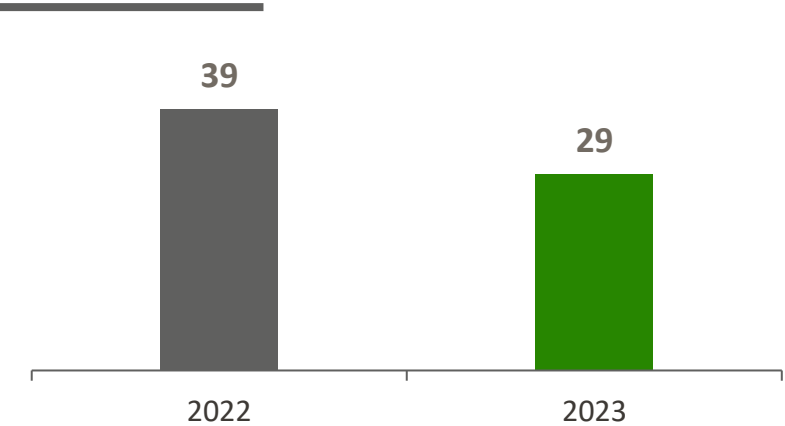
# Cost of risk and other provisions

Stable cost of risk below initial guidance and additional provisions for real estate assets

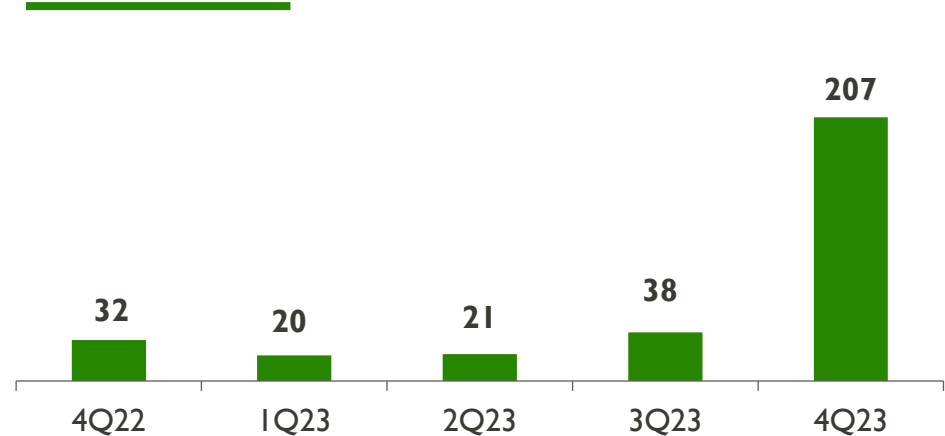
Loan loss provisions and credit cost of risk <sup>(1)</sup> (€m)



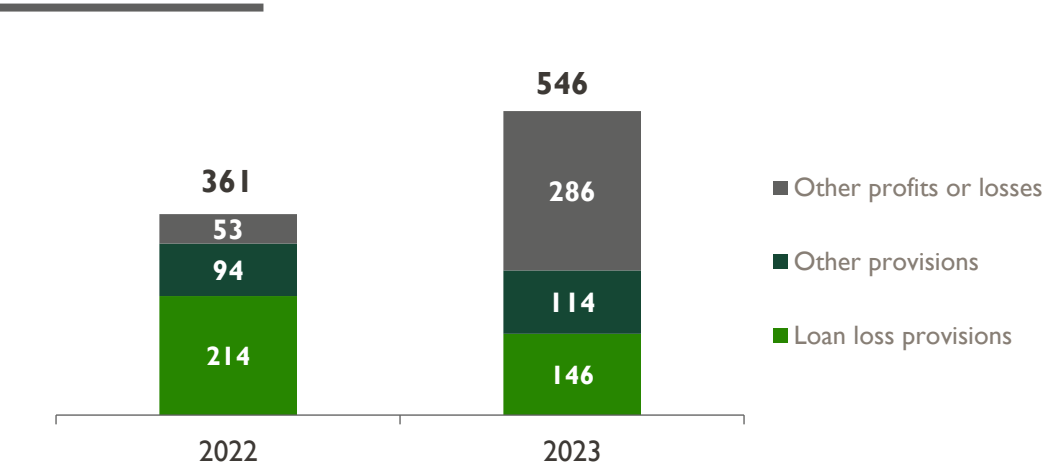
Credit cost of risk (bps)



Other profit & losses (€m)



Total provisions breakdown (€m)

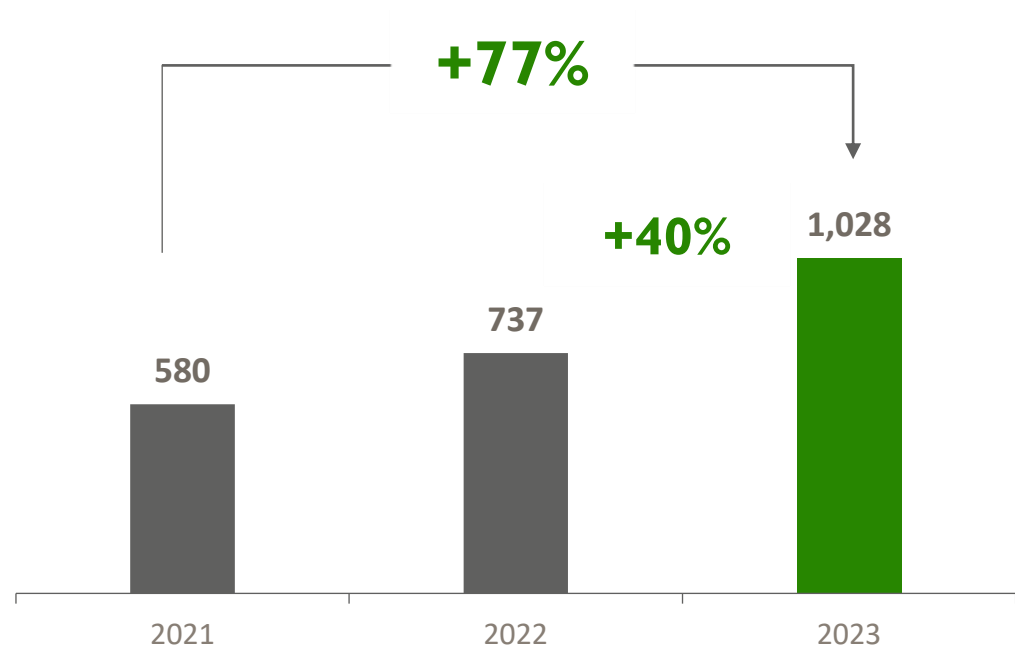


(1) Annualized quarterly cost of risk over EOP gross loans

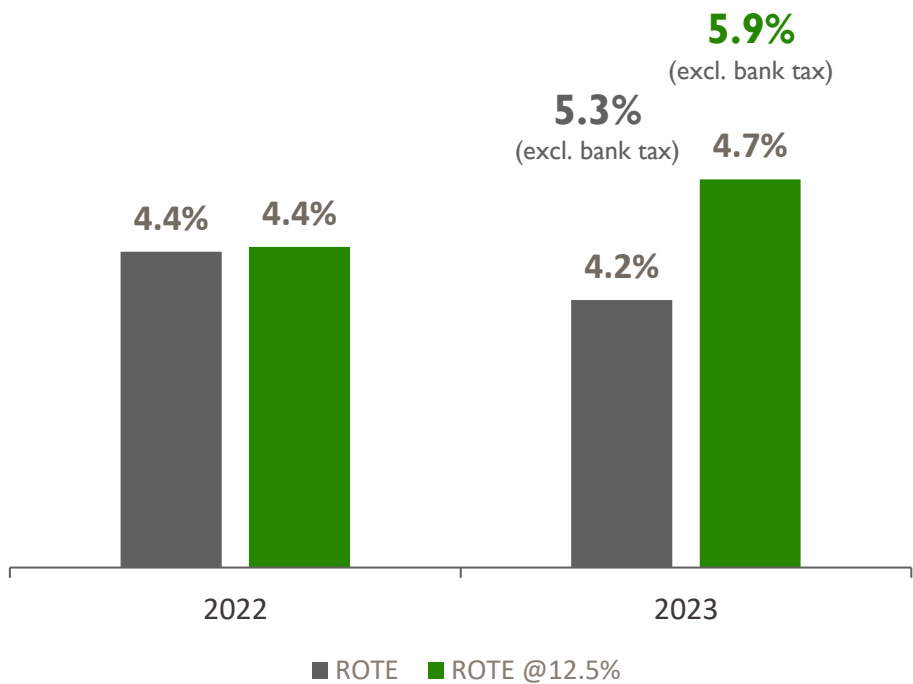
# Profitability

Core Banking margin improves by 40% in 2023

Banking margin (NII + Fees - OPEX) evolution (€m)



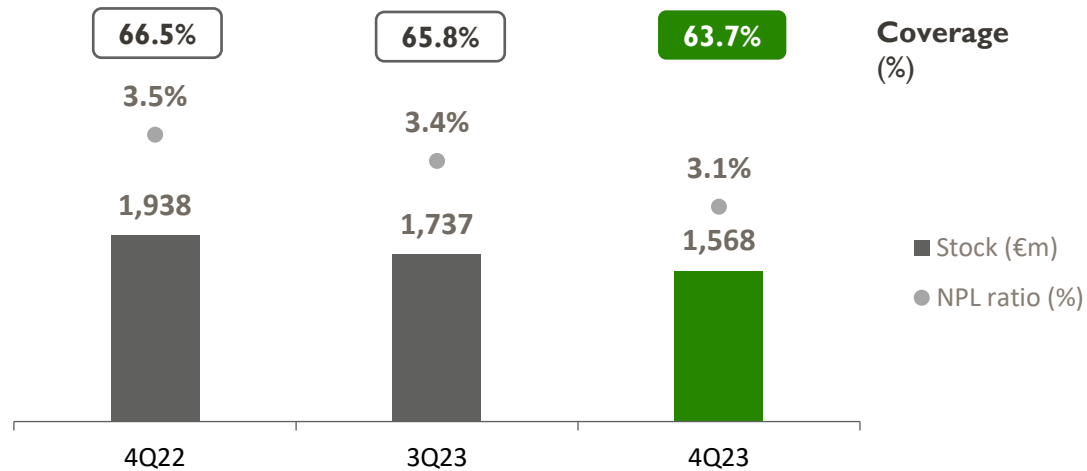
Profitability evolution



# Non-performing loans

Decreased 19% in the year while maintaining strong coverage levels

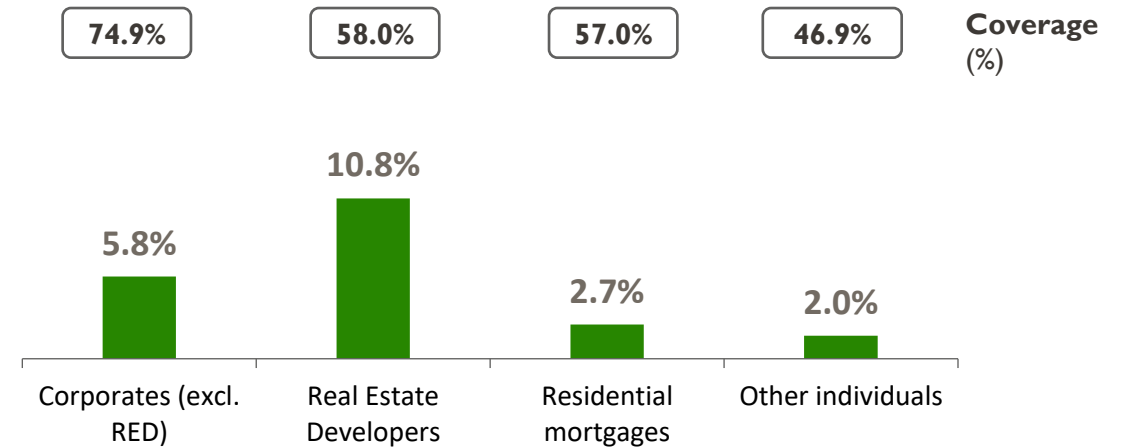
## Non-performing loans evolution



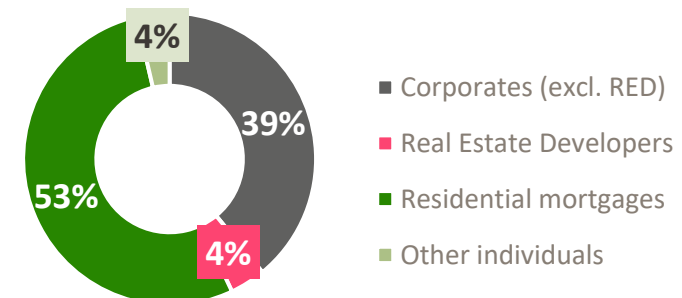
### Prudent lending approach

- ✓ NPLs down €370m in the year
- ✓ >75% of performing loan book are mortgages and public sector
- ✓ 53% of NPLs are mortgages

## Loan book NPL ratio and coverage



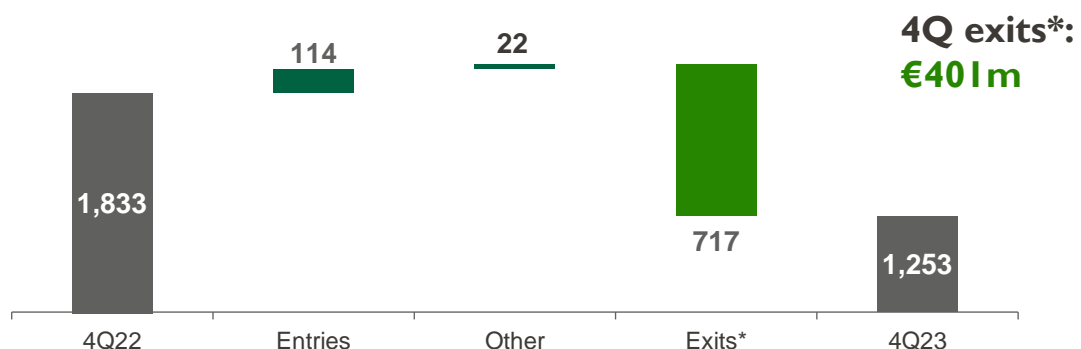
## NPLs breakdown



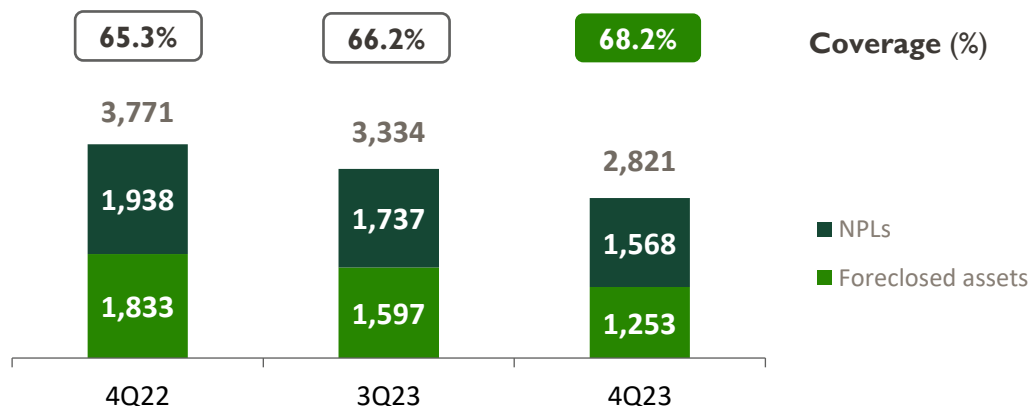
# Foreclosed assets

NPAs decreased by 25% in gross terms and 31% in net terms in the year

Foreclosed assets yearly evolution<sup>(1)</sup> (€m)



Non-performing assets (€m)



Foreclosed assets breakdown and coverage

Foreclosed assets (€m)	Gross Debt	NBV	Coverage (%)
Residential	321	112	65%
Building under construction	249	55	78%
Commercial RE	156	63	60%
Land	528	97	82%
<b>Total</b>	<b>1,253</b>	<b>327</b>	<b>74%</b>

NPA Ratios

	4Q22	3Q23	4Q23
NPA ratio (%)	6.6%	6.3%	5.5%
Net NPA ratio <sup>(2)</sup> (%)	2.4%	2.2%	1.8%

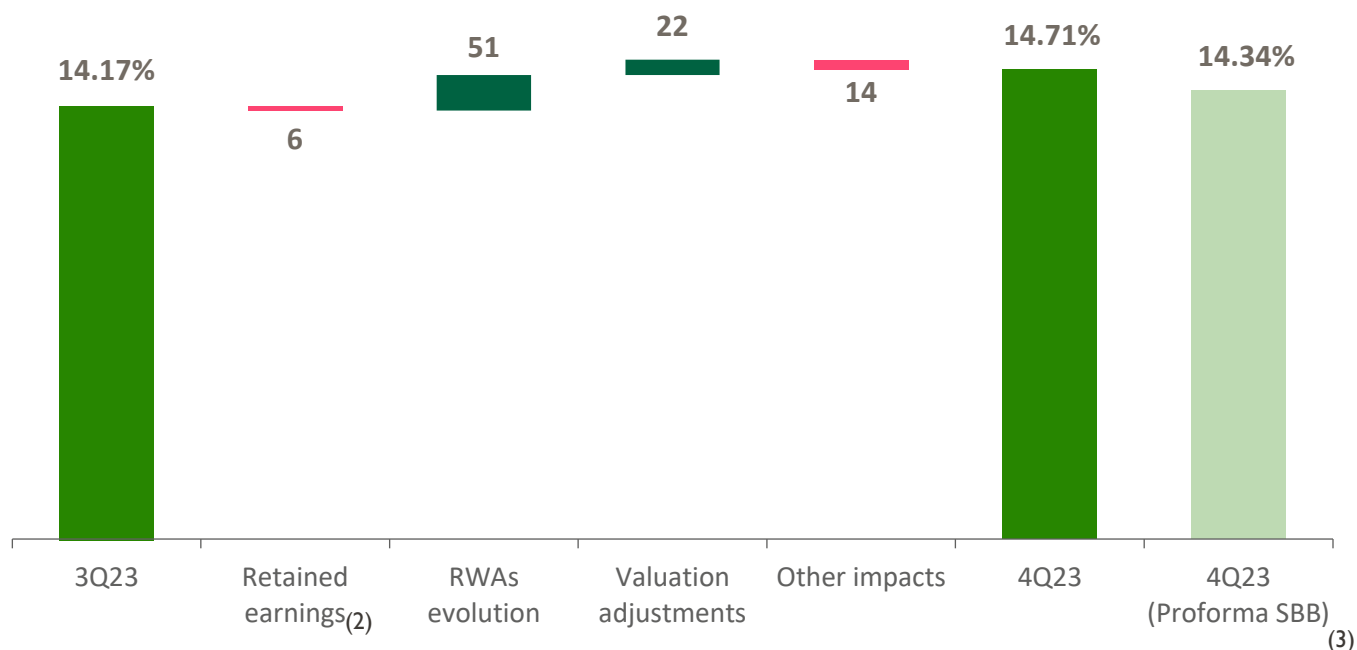
(1) Exits\* include sales and assets fully provisioned and written off balance sheet

(2) Net NPA ratio calculated as NPA (net of provisions) over net lending plus net foreclosed assets

# Solvency (I/II)

CET I FL ratio increased 54bps in the quarter and 173bps in the year

## CET I Fully loaded<sub>(1)</sub> quarterly evolution (bps)



## Main quarterly impacts

- **RWAs:**
  - (-) Loan book and NPAs decrease
  - (+) Mark to market valuation of equity stakes
  - (+) Market and operational risk and others
- **Valuation adjustments:**
  - Mainly stake of Oppidum (EDP)

(1) Capital ratios include the net income pending approval from the ECB and deducts accrued dividend of 50% of net income. Capital ratios also include, from 4Q23, final IRB models approval received for Liberbank retail portfolios.

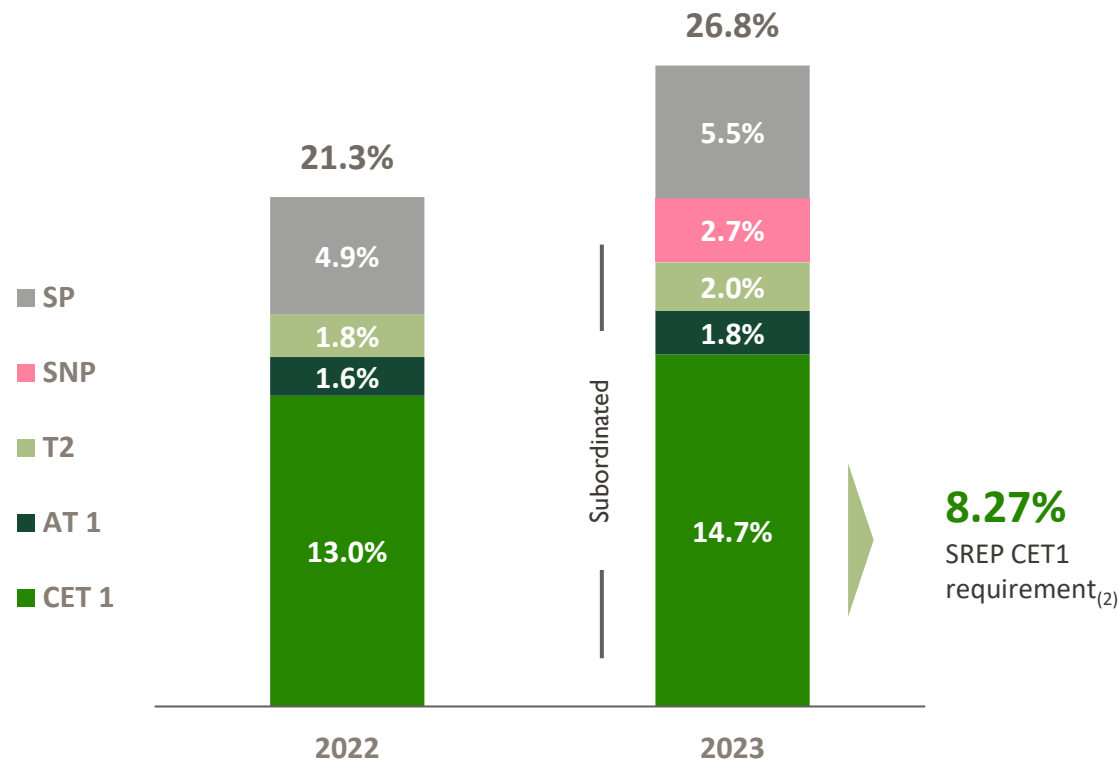
(2) Retained earnings of net dividends & AT1 coupon

(3) Assuming €100m Share buyback

# Solvency (II/II)

Very comfortable capital position with ample regulatory buffers

Capital structure - MREL (fully loaded). December 2023



## Capital levels versus current requirements

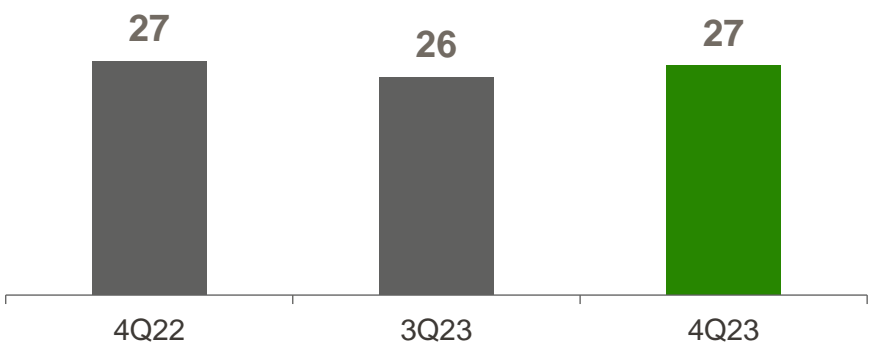
SREP requirement (Total)	12.75%
MREL <sup>(1)</sup> requirement	24.5%
MREL ratio (phased in)	27.0%
CET I FL buffer <sup>(2)</sup>	€1.9bn
MDA <sup>(3)</sup> buffer	606bps

(1) Current MREL requirement of 24.5% over Total Risk Exposure Amunt (TREA), including a 210 bps Market Confidence Charge..  
(2) Applying P2R (CRD IV) flexibility, art. 104,  
(3) Maximum distributable amount (MDA) calculated as total capital phased in minus SREP requirement.,

# Fixed income portfolio

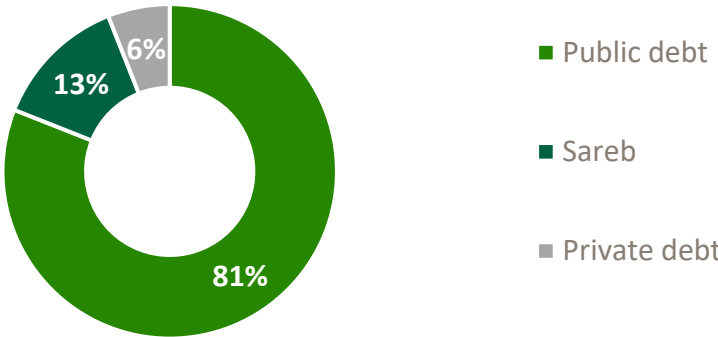
Portfolio size slightly up in the quarter with short duration

Fixed income portfolio evolution (€bn)

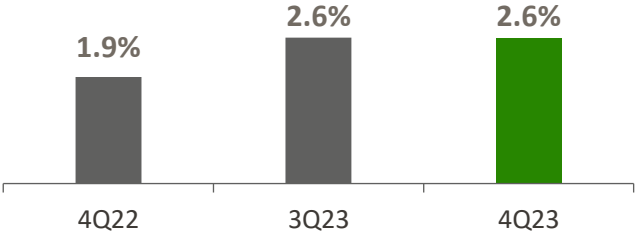


Fixed income portfolio	
Duration	2.2 years
Yield (eop)	2.6%
Amort. Cost (%)	94%

Fixed income portfolio breakdown (%)



Yield (eop) evolution



# Wholesale funding

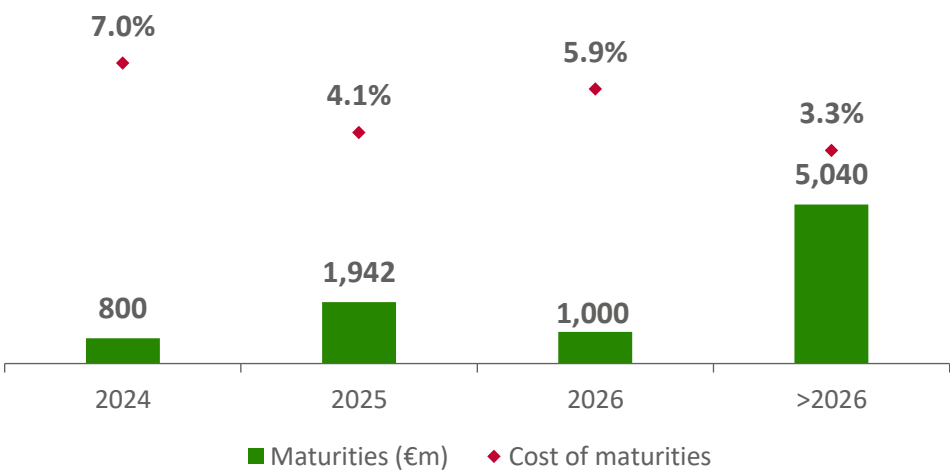
Well spread maturities and stable volumes expected going forward

Wholesale funding breakdown and maturities <sup>(1)</sup>

	2024	2025	2026	>2026	Total
AT1	-	-	500	-	500
Tier 2	300	-	-	300	600
Senior non-preferred	-	-	500	300	800
Senior preferred	500	660	-	500	1,660
Covered Bonds	-	1,282	-	3,940	5,222
<b>Total</b>	<b>800</b>	<b>1,942</b>	<b>1,000</b>	<b>5,040</b>	<b>8,782</b>

(1) SP , SNP, Tier 2 and AT1 refers to call date.

Capital markets maturities and costs <sup>(2)</sup>



(2) Excludes €47m of PeCocos

# Liquidity

## Leading liquidity ratios across Europe

### Main liquidity ratios

Loan to deposit

74%

NSFR

149%

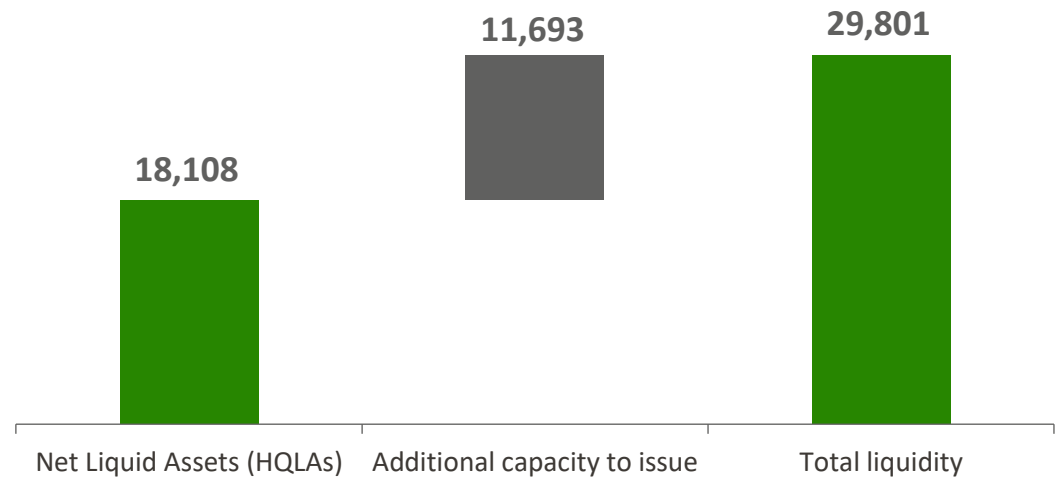
LCR

308%

### Sticky and granular customer base:

- **c.80%** of the private deposits secured by the DGF
- **c.80%** of deposits are stable per LCR reporting
- **c.€20k** average account balance

### Liquid assets and issuance capacity



# A significant improvement of profitability and shareholder remuneration in 2024



## Profitability

**>9%<sup>(1)</sup>**

**2024 ROTE**

(adjusted for a 12.5% CET1 FL)  
vs 4.7% in 2023

## Shareholders

**~10%**

2024 cash dividend yield<sup>(2)</sup>

**~4%**

Share buyback <sup>(3)</sup>

(1) Assuming residual charges on DGF and SRF.

(2) Dividend yield calculated maintaining a 50% payout, over market cap as of year end.

(3) Share buyback assumes maximum of €100 or 3.8% of outstanding shares

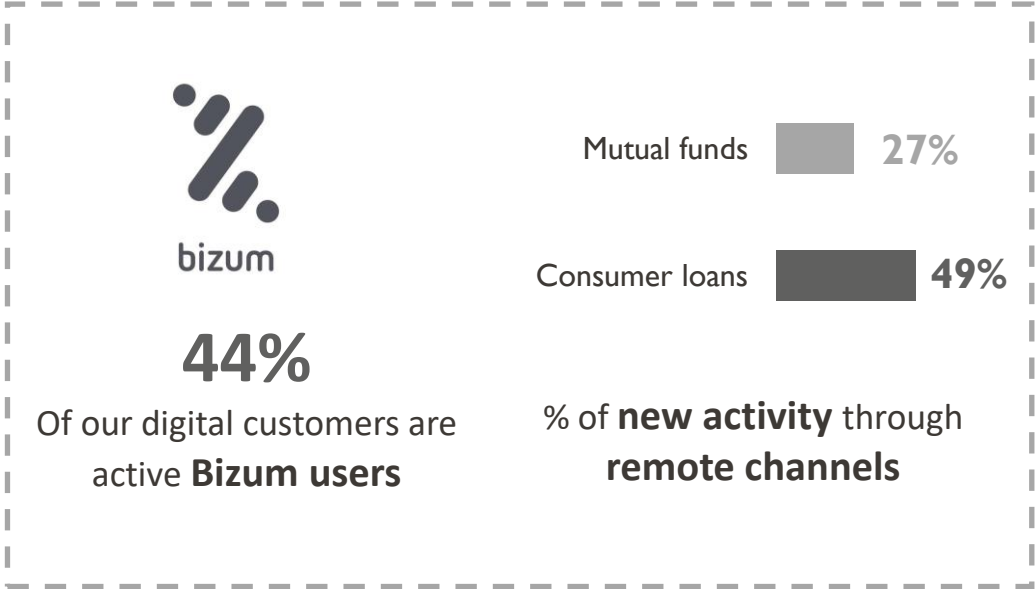
# Digital business

Digital activity and customer acquisition keeps improving supported by the launch of the online platform

## Digital customers



## Digital activity



(1) Active clients with login activity in the last 12 months




**03**


# **Sustainability Strategy**

# ESG

## Delivering in our environmental strategy

### Environmental

 New **exclusion policy** from funding for environmental and social risks

 Reinforcing our catalogue of sustainable products:




**New mixed-rate Hipoteca Oxígeno**

 **60%** of SP & SNP issuances are **Green**

 **~50%** Investment funds art.8, 8+ & 9



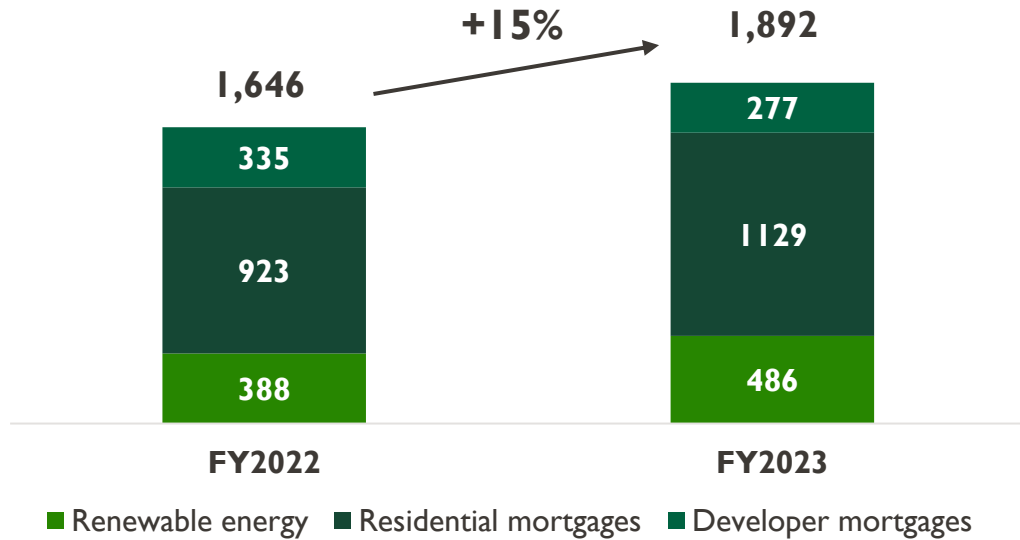
### Decarbonization targets

	Sector / Portfolio	Scenario	Emissions	Metric	2022 baseline	2030 targets	% decarbonization
	Oil & gas	IEA Net Zero by 2050	scope 1, 2, 3	tCO2eq/ M€	3,013	2,169	28%
	Energy	IEA Net Zero by 2050	scope 1, 2	KgCO2eq/MWh	115	44	62%
	Residential mortgages	IEA Net Zero by 2050	scope 1, 2	KgCO2eq/m2	54	39	28%

# ESG

Focused on ESG lending and sustainable products

Green Bond Framework eligible projects (€m)



## Unicaja Banco Green Bond Framework

- Aligned to ICMA **Green Bond Principles** (2021 version)
- Three-year **lookback period**
- **Following** the Technical Screening Criteria (TSC) of EU Taxonomy

## Promoting sustainable products:

- ✓ Green mortgage
- ✓ Agro Eco Sustainable Financing Credit Line
- ✓ Green Eco Motor Loan
- ✓ Mobility Master Plan (financing recharging points for electric or plug-in hybrid vehicles)
- ✓ Sustainable Investment Funds & Pension Funds



# ESG

## Making progress in our commitment to sustainability



### Social

#### Financial Inclusion new measures



Agreement with Valladolid Provincial Council to **remove commissions** at mobile ATMs



New digitization managers (150 professionals) in branches with the highest volume of clients to accompany clients

#### Financial Education



CECA Social Work and Financial Education Awards: 1<sup>st</sup> in the category of Financial Education for Seniors (> 65ys)



6th Financial Education Congress of the Edufinet Project (~500 attendees)

### Governance

#### Best practices in the Board of Directors



Non-executive and independent Chairman <sup>(1)</sup>



Separation of the roles of chairperson and CEO



>40% women



>40% independents

(1) The Board of Directors has agreed to appoint José Sevilla Álvarez as an independent director, foreseeing his appointment as Chairman of the Board of Directors as from his ratification at the next General Shareholders' Meeting



**04**

# **Green Bond Framework**

# Unicaja Banco Green Bond Framework GBF (I)








## RATIONALE

- ✓ To align our financing strategy and funding program with our sustainable strategy and targets
- ✓ To promote and support the migration of assets towards a more sustainable balance sheet
- ✓ To contribute to the development of sustainable finance market

## OTHER KEY ELEMENTS

- ✓ To exclusively finance eligible sustainable projects
- ✓ Aligned to ICMA Green Bond Principles, 2021 version
- ✓ Intention to regularly follow the evolving new standards of the European Commission
- ✓ Three years lookback period

# Green Bond Framework: (I) Use of proceeds / Categories

	Eligible projects as at FY2023 <sup>(1)</sup>	EU environmental objective	Sustainable Development Goals (SDG)
Renewable energy	€486m <sup>(2)</sup>	Climate change mitigation	 
Green buildings	€277m <sup>(2)</sup> (Developer Mortgages) €1,129m <sup>(2)</sup> (Residential Mortgages)	Climate change mitigation Adaptation to climate change	  

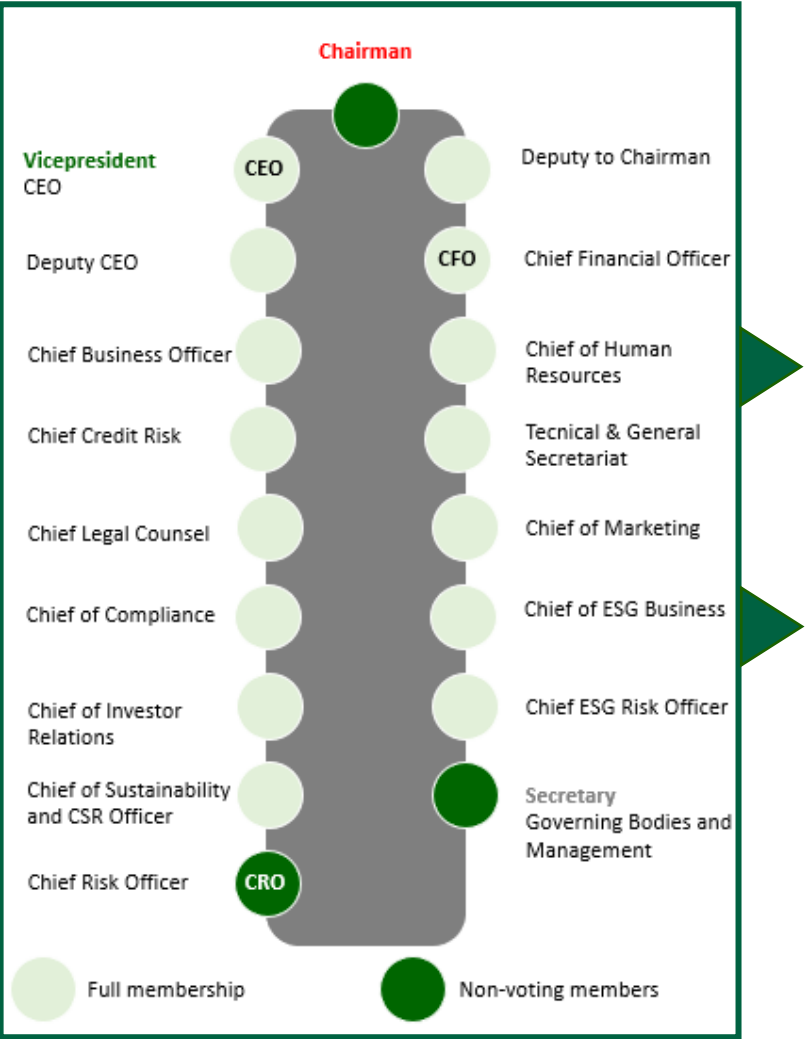
Total **€1,892m** <sup>(1)</sup> of eligible loans under the Technical Screening Criteria (TSC) of EU Taxonomy, with 3 year lookback period

(1) Eligible projects have integrated the EU taxonomy technical screening criteria. Projects that support or promote the following activities will not be eligible under this Framework as green eligible projects: alcohol, weapons, tobacco, gambling, mining industries and exploration, research and exploitation of fossil fuels

(2) As at December 2023

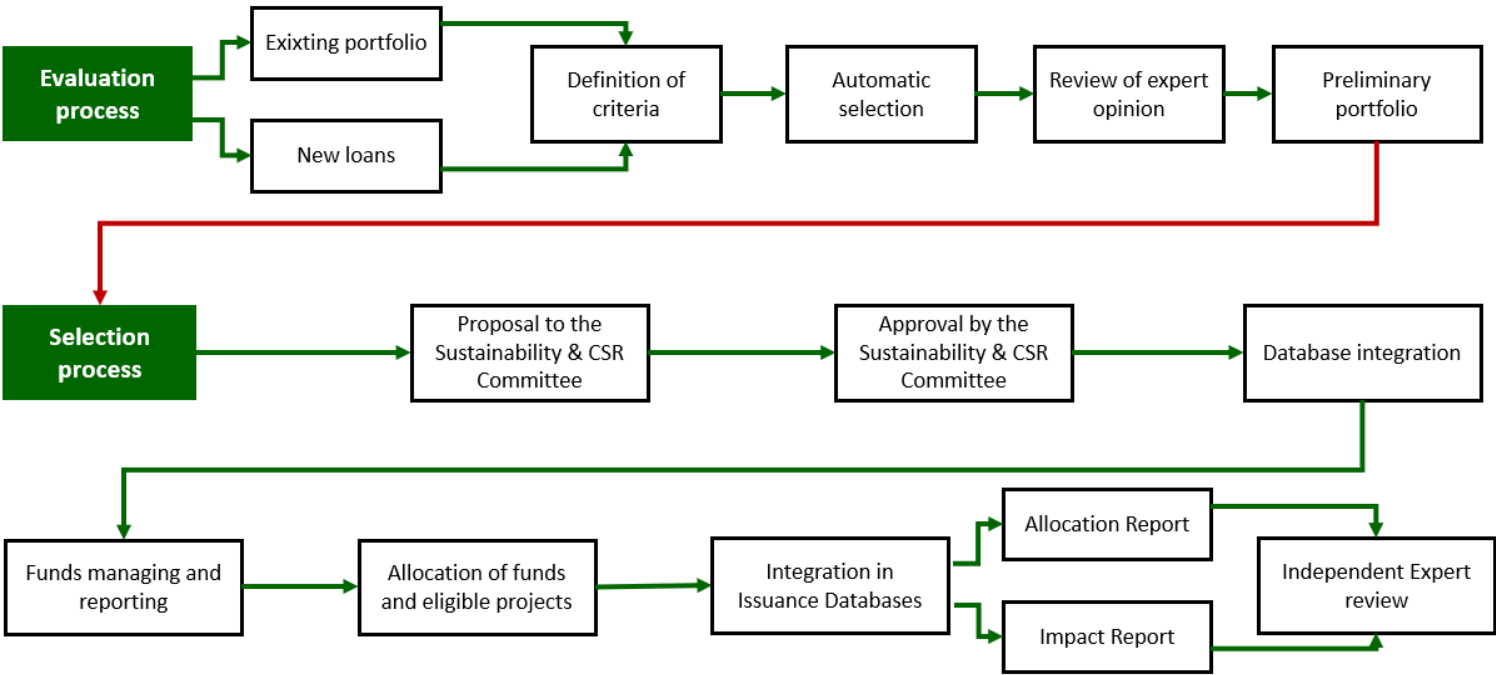
# Green Bond Framework: (2) Evaluation and selection

## Sustainability and CSR Committee



The bank will maintain **an inventory of all types of assets/loans, sectors and products** associated with the financings included in the GBF that will be assessed in regular basis by the Sustainability & CSR Committee

## Process for Project evaluation



## Green Bond Framework: (3) Management of proceeds

### Green Bond Register

The projects will be subject to a detailed control through their inclusion in a specific data base (**green bond register**) for monitoring their evolution. The green bond register will be dynamic since eligible projects will mature or might become ineligible and new eligible projects will be included in the register.

### Green Bond Register principles

- It will be constructed and maintained by the ESG Business Manager Directorate and will be subject to **periodic reviews** and discussion by the areas involved in the management of the GBF, as well as by the Sustainability and CSR Committee
- It will include **relevant information** of the bonds issued and details of the Eligible Green Projects, including information needed to assess the eligibility criteria and to calculate the environmental impact associated with any of these projects.
- We will **maintain an excess of eligible projects** above the balance issued in the form of green bonds to ensure compliance with the requirements of the use of proceeds and to allow the issuer to fully allocate the proceeds of each green bond to eligible projects as soon as practicable reasonable.
- **Unallocated proceeds** to eligible projects will be held in accordance with Unicaja Banco's normal liquidity management
- Unicaja Banco commits to **fully allocate the proceeds** of any green bonds issued under this Framework within the next **36 months** after issuance date
- Any project attached to a green bond issued that no longer meets the requirements for classification within any of the categories of green projects, will be replaced for another project that meets the eligibility criteria within a **maximum replacement period of 12 months**
- Methodologies of general acceptance in the market will be used for the calculation of the **environmental impacts** associated with Unicaja Banco's green bonds.

# Green Bond Framework: (4) Reporting

## Allocation Report

- It will be updated in the event of any material changes affecting Eligible Green Projects.
- It will include the amount of the net proceeds of the Green Bond.
- Percentage of proceeds allocated for financing and refinancing.
- The balance of unallocated proceeds at the end of the reporting period (if applicable).

## Impact Report

- It will be published on annual basis
- Information on expected environmental impacts by project category (category level).
- Other positive impacts of eligible projects.
- A description of eligible projects.
- The methodologies and assumptions used for the calculation of the impact.

## Example of impact metrics

### Green buildings:

- Estimated annual GHG emissions reduced/avoided (in tonnes of CO2 equivalent)
- Environmental Certifications/EPC labels obtained

### Renewable energy:

- Estimated annual GHG emissions reduced/avoided (in tonnes of CO2 equivalent)
- Installed capacity (MW)
- Estimated renewable energy production (MWh, future projects) or Renewable energy produced (MWh, past and future projects, where feasible)

## Green Bond Framework: (5) External review



### Second Party Opinion








- “On the basis of the information provided by Unicaja Banco and the work undertaken, it is DNV’s opinion that the **Framework** meets the criteria established in the Protocol and that it is aligned with the stated definition of green bonds within the Green Bond Principles 2021.”
- “On the basis of the information provided by Unicaja Banco and the work undertaken, it is DNV’s opinion that the **Bond** meets the criteria established in the Protocol and that it is aligned with the stated definition of green bonds within the Green Bond Principles 2021.”

# Appendix

# ESG

## 2022 environmental impact of Green Bonds

The detail of the estimated environmental impact (1) for the projects assigned to each of the two green bonds issued by Unicaja Banco, from the date of issue of each of them until 31/12/2022, is as follows:

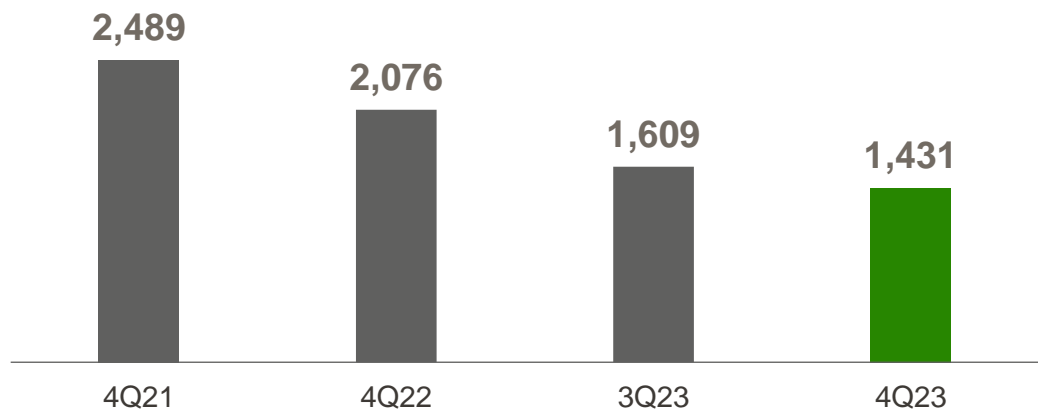
		Impact indicators					
		Allocated projects (number)	Allocated balance in € million	Impact in Tm CO2 avoided <sup>(1)</sup>	Energy generated (MWh/year)	Installed capacity (MWP)	SDG
	Renewable Energy <sup>(2)</sup>	32	388	34.702	215.415	390	 
	Wind	2	17	2.951	18.102	31	
	Photovoltaic	22	280	26.599	163.184	334	
	Thermo-solar	8	92	5.153	34.129	26	
	Green Buildings	1.505	613	142			 
	Finished residential mortgages	1.425	278	22			
	Residential developments	80	335	120			
TOTAL		1.537	1.001	34.844	215.415	390	

(1) The environmental impact has been calculated for each bond for the period from the date of issue to 31 December 2022.

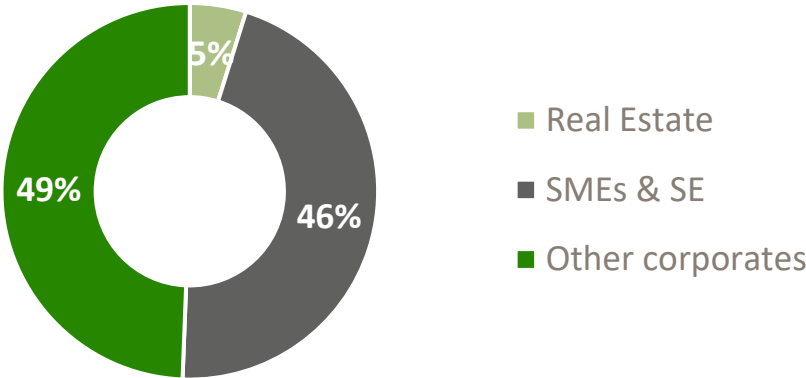
(2) The impact of emissions avoided in renewable energy projects has been calculated considering Unicaja Banco's percentage stake in each financing project.

# Lending portfolios

ICO Loans evolution



Corporates portfolio (performing)



# Credit stages

## Credit breakdown by stages

Dec. 2023 (€m)	Stage 1	Stage 2	Stage 3
Gross Balance	45,086	3,238	1,568
Provisions	171	169	658
Coverage level (%)	0.4%	5.2%	42.0%

# Share and book value

## Share metrics and book value<sup>(1)</sup>

Share and liquidity:	3Q23	4Q23
# O/S shares (m)	2,655	2,655
Last price (€)	1.02	0.89
Max price (€)	1.08	1.04
Min price (€)	0.92	0.89
Avg. daily traded volume (#shares m)	9.14	9.37
Avg. daily traded volume (€ m)	9.11	9.19
Market Capitalization (€ m)	2,705	2,363
Book Value:		
BV <sub>(1)</sub> exc. minorities (€m)	6,015	5,975
TBV <sub>(2)</sub> (€m)	5,878	5,838
Ratios:		
BVps (€)	2.27	2.25
TBVps (€)	2.21	2.20
PBV	0.45x	0.40x
PTBV	0.46x	0.40x

(1) Book value excludes €547m of AT1 and other comprehensive income (2) Tangible Book Value excludes €53m of goodwill from associates and intangibles.

# Income statement

Million euros	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	QoQ (%)	YoY (%)
<b>Net Interest Income</b>	<b>235</b>	<b>238</b>	<b>271</b>	<b>267</b>	<b>297</b>	<b>295</b>	<b>321</b>	<b>357</b>	<b>380</b>	<b>6.4%</b>	<b>27.9%</b>
Dividends	5	1	12	3	3	0	18	6	0	-99.9%	-99.9%
Associates	10	3	39	15	23	14	34	15	29	97.6%	26.4%
Net fees	134	133	130	131	131	135	134	132	133	0.9%	1.5%
Trading income + Exch. Diff.	21	8	19	8	17	9	(0)	7	4	-37.5%	-74.3%
Other revenues/(expenses)	(91)	2	(25)	3	(124)	(79)	(49)	(14)	(104)	na	-15.7%
<b>Gross Margin</b>	<b>313</b>	<b>386</b>	<b>446</b>	<b>426</b>	<b>347</b>	<b>373</b>	<b>458</b>	<b>503</b>	<b>442</b>	<b>-12.1%</b>	<b>27.4%</b>
Operating expenses	(223)	(219)	(217)	(218)	(208)	(212)	(216)	(213)	(217)	2.0%	4.4%
Personnel expenses	(140)	(129)	(129)	(125)	(123)	(120)	(124)	(120)	(123)	2.1%	-0.6%
SG&A	(61)	(67)	(65)	(70)	(62)	(71)	(69)	(69)	(73)	5.5%	16.7%
D&A	(22)	(23)	(23)	(22)	(22)	(22)	(23)	(24)	(22)	-8.5%	-2.6%
<b>Pre Provision Profit</b>	<b>90</b>	<b>168</b>	<b>229</b>	<b>209</b>	<b>139</b>	<b>160</b>	<b>242</b>	<b>290</b>	<b>225</b>	<b>-22.4%</b>	<b>61.7%</b>
Loan loss provisions <sup>(1)</sup>	(56)	(51)	(38)	(40)	(85)	(35)	(40)	(37)	(34)	-7.9%	-60.3%
Other provisions <sup>(1)</sup>	(34)	(27)	(25)	(32)	(10)	(33)	(30)	(25)	(27)	6.3%	158.2%
Other profits or losses	(23)	(2)	(21)	2	(32)	(20)	(21)	(38)	(207)	na	na
<b>Pre Tax profit</b>	<b>(24)</b>	<b>88</b>	<b>145</b>	<b>138</b>	<b>12</b>	<b>73</b>	<b>150</b>	<b>190</b>	<b>(42)</b>	<b>na</b>	<b>Na</b>
Tax	5	(25)	(37)	(37)	(6)	(38)	(36)	(53)	23	na	na
<b>Net Income</b>	<b>(18)</b>	<b>63</b>	<b>107</b>	<b>102</b>	<b>6</b>	<b>34</b>	<b>114</b>	<b>137</b>	<b>(19)</b>	<b>na</b>	<b>na</b>

Note: All information is prepared on a pro forma basis for comparability. P&L is restated on IFRS 17. Small impacts mainly in NII, associates and other revenues

(1) 4Q21 excludes €377m of restructuring charges (gross figures)

# Balance sheet

Million euros	31/12/2022	30/06/2023	30/09/2023	31/12/2023
Cash on hand, Central Banks and Other demand deposits	4,662	6,879	6.846	8,040
Assets held for trading & Financial assets at fair value through P&L	208	203	204	918
Financial assets at fair value through other comprehensive income	1,008	1,169	1.453	1,502
Financial assets at amortised cost	55,316	53,750	51.797	52,353
Loans and advances to central banks and credit institution	990	1,065	880	2,291
Loans and advances to customers	54,326	52,685	50.917	50,062
Debt securities at amortised cost	26,867	25,354	24.824	25,099
Hedging derivatives	1,813	1,533	1.990	1,222
Investment in joint ventures and associates	965	986	930	940
Tangible assets	1,996	1,925	1.871	1,766
Intangible assets	75	80	85	85
Tax assets	5,076	4,705	4.699	4,720
Other assets & NCAHFS	984	674	546	508
<b>Total Assets</b>	<b>98,969</b>	<b>97,259</b>	<b>95.245</b>	<b>97,153</b>
Financial liabilities held for trading & at fair value through P&L	53	50	53	463
Financial liabilities at amortised cost	88,933	87,109	85.132	86,556
Deposits from central Banks	5,321	936	944	954
Deposits from credit institutions	3,418	4,541	4.124	5,773
Customer Deposits	74,386	74,095	73.299	73,475
Other Issued Securities	3,329	3,854	4.181	4,239
Other financial liabilities	2,478	3,684	2.583	2,115
Hedging derivatives	1,082	1,115	1.063	1,148
Provisions	1,085	1,023	1.010	957
Tax liabilities	364	460	453	414
Other liabilities	992	1,022	994	968
<b>Total Liabilities</b>	<b>92,510</b>	<b>90,779</b>	<b>88.705</b>	<b>90,507</b>
Own Funds	6,465	6,429	6.565	6,523
Accumulated other comprehensive income	(7)	49	(29)	121
Minority interests	0	3	2	2
<b>Total Equity</b>	<b>6,459</b>	<b>6,480</b>	<b>6.539</b>	<b>6,646</b>
<b>Total Equity and Liabilities</b>	<b>98,969</b>	<b>97,259</b>	<b>95.245</b>	<b>97,153</b>

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**Many thanks**

Unicaja Banco Fixed Income Presentation

4Q 2023