# Liberbank

# Earnings presentation 1Q21

May 5th 2021

### Disclaimer

This document was prepared by LIBERBANK, S.A., ("LIBERBANK") and is presented exclusively for informational purposes. It is not a prospectus and does not constitute an offer or recommendation to invest.

In making this presentation available, LIBERBANK gives no advice and makes no recommendation to buy, sell or otherwise deal in LIBERBANK shares, or any other securities or investment whatsoever.

This document does not constitute a commitment to subscribe, or an offer to finance, or an offer to sell, or a solicitation of offers to buy securities, nor does it aim to offer any kind of financial product, financial advice or other financial service. In particular, it is expressly remarked here that no information herein contained should be taken as a guarantee of future performance or results.

LIBERBANK does not guarantee the accuracy or completeness of the information contained in this document. LIBERBANK does not represent or warrant that the information contained herein is complete, exact or accurate, in particular with respect to data provided by third parties. This document may contain abridged or unaudited information and recipients are invited to consult the public documents and information submitted by LIBERBANK to the financial market supervisory authorities.

All opinions and estimates are given as of the date stated in the document and so may be subject to change. The value of any investment may fluctuate as a result of changes in the market. Neither LIBERBANK, nor any of its administrators, directors or employees, is obliged, either explicitly or implicitly, to keep these contents updated, nor to correct them in the case that any deficiency, error or omission were to be detected. Moreover, in reproducing these contents in any medium, LIBERBANK may introduce any changes it deems suitable, may omit partially or completely any of the elements of this document, and in case of any deviation between such a version and this one, assumes no liability for any discrepancy.

Distribution of this document in other jurisdictions may be prohibited or subject to specific legal requisites, and therefore recipients of this document or any persons who may eventually obtain a copy of it are responsible for being aware of and complying with said restrictions. By accepting this document you accept the foregoing restrictions and warnings.

### 1. Merger update

# Agenda

- 2. Summary
- 3. Commercial Activity
- 4. Asset Quality
- 5. Income Statement
- 6. Solvency
- 7. Liquidity and Fixed Income portfolio
- 8. Appendix

### **Transforming merger:** Strong balance sheet & improving profitability

#### Main transaction terms and calendar (1)

Unicaja Banco will issue  $c.1,075m_{(2)}$  ordinary new shares in exchange of Liberbank 100% share capital. The resulting structure will be 59.5% and 40.5% of the share capital for Unicaja Banco & Liberbank respectively.

C. €1.2bn pre-tax adjustments for cost synergies, other adjustments and to reinforce NPAs coverage up to levels of c.69%.

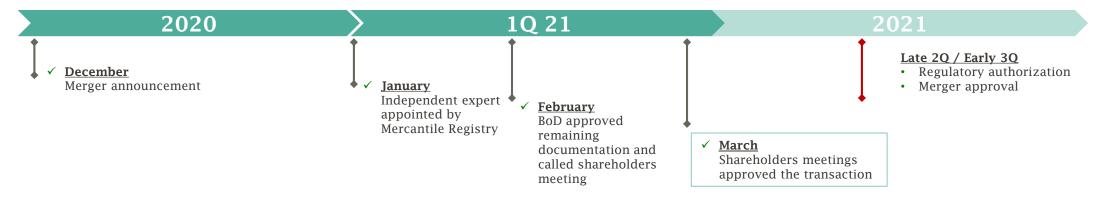


**CET 1 fully loaded post transaction adjustments of >12.5%** (>13% including impact from IRB implementation<sub>(3)</sub>).

**Cost synergies of €159m** (c. 42% of Liberbank cost base), increasing to €192m (c. 51% of Liberbank cost base) including Unicaja Banco standalone savings which are already provisioned for.

The merger will improve significantly the structural profitability and shareholder remuneration. Current share prices imply a P/TBV after transaction adjustments of c.0.35 times (4).

Liber\_\_\_\_bank



- 1. The adjustments and cost synergies considered are the ones reported to the market on December 30th. Final ones will be set on legal closing date.
- 2. Max. number of shares to be issued 1,075,299,764 based on exchange ration of 1 new ordinary share of Unicaja Banco for every 2.7705 shares of Liberbank.
- 3. Midpoint of the estimated range (0.4% 0.6%). It only includes impact based on Unicaja Banco retail mortgage and consumer loan portfolios. Pending final approval from ECB.
- l. Price to tangible book value as of March 2021 adjusted by c.€1.2bn transaction adjustments net of taxes. Share prices as of April 30th 2021.

### 1. Merger update

# Agenda

### 2. Summary

- 3. Commercial Activity
- 4. Asset Quality
- 5. Income Statement
- 6. Solvency
- 7. Liquidity and Fixed Income portfolio
- 8. Appendix

### Main figures

#### **Strong core business**

1Q21 vs 1Q20

**Net Interest Income** 

(recurrent)

+1.7%

Fee Income

(recurrent)

+16.8%

Commercial dynamism

**Mutual funds** 

+33.5%

YoY

Mortgage book

(performing)

+8.4%

YoY

#### Conservative loan book

80% of the loan book are residential mortgages, public sector and ICO guarantees.

**Cost of Risk** 

55 bps 14 bps underlying

**Reinforced Coverage** 

NPLs NPAs **59.2% 53.3%** +310 bps QoQ +88 bps QoQ **Robust Capital** 

CET1 FL

CET1 FL buffer (1)

**TBVps** 

14.4%

€1,008m

€1.06

+9% YoY

### **Summary**

### Commercial activity

- → **Performing book up 10.7% YoY** driven by mortgage portfolio +8.4% YoY.
  - **Residential mortgage** new lending market share<sub>(1)</sub> of c.6.7% in the year.
- → Mutual funds up €0.3bn in the quarter, historical record of quarterly net inflows (c.€311m). AuMs +33.5% YoY.

#### **Profitability**

- → Strong recurrent core revenues in the quarter, Net Interest Income +1.7% YoY and Fee income +16.8% YoY.
- → **OPEX remains under control and recurrent efficiency ratio** (excl. trading) improves to 56%, 4 percentage points down compared to 1q20.
- **Recurrent pre-provision profit**<sub>(2)</sub> (excl. trading) **is** € **75m** compared to € 65m in 1q20 and € 49m in 1q19, +16% YoY and +54% respectively.
- → Strong pre-provision profit allows to keep reinforcing coverage. Credit impairments amount to 55 bps of which 41 bps are non-recurrent.

#### **Asset quality**

- → NPL entries in the quarter remain low despite reclassification of €51m of performing loans to subjective NPLs anticipating potential increase of NPLs in the future. 71% of the NPL entries in the quarter and 61% during the last 12 months are subjective NPLs (21% of total NPL stock). NPL coverage ratio of 59.2%, +310bps QoQ.
- → NPA ratio down in the quarter from 7.2% to 7.0%. Coverage ratio of 53.3%, +88 bps QoQ.

#### **Solvency**

- → **CET1 ratio fully-loaded stands at 14.43%,** +146 bps YoY and flattish QoQ, supported by organic generation that offsets dividend payment and accrual, mark to market and regulatory changes (new default definition).
- **→ TBVps** has increased to €1.06, +9% YoY.

1. Merger update

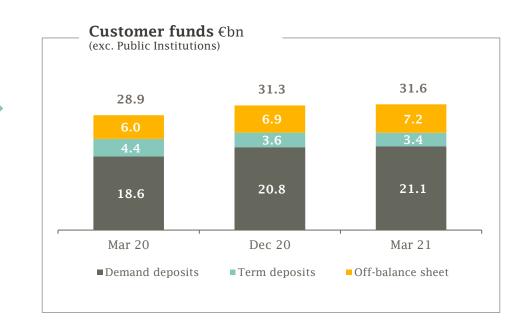
Agenda

- 2. Summary
- 3. Commercial Activity
- 4. Asset Quality
- 5. Income Statement
- 6. Solvency
- 7. Liquidity and Fixed Income portfolio
- 8. Appendix

### **Customer funds**

#### Total customer funds breakdown. €m

€m	1Q20	4Q20	1Q21	QoQ	YoY
Customer Funds	30,990	33,658	34,409	2.2%	11.0%
Customer Funds on Balance Sheet	25,018	26,796	27,227	1.6%	8.8%
Public Institutions	2,096	2,310	2,779	20.3%	32.6%
Retail Customer	22,923	24,487	24,447	-0.2%	6.7%
Demand deposits	18,559	20,842	21,092	1.2%	13.6%
Term deposits	4,363	3,644	3,355	-7.9%	-23.1%
Off-balance sheet	5,972	6,862	7,183	4.7%	20.3%
Mutual funds	3,597	4,477	4,802	7.3%	33.5%
Pension Plans	1,420	1,475	1,482	0.5%	4.3%
Insurance Funds	955	910	899	-1.2%	-5.8%
Number of branches	579	575	575	0.0%	-0.7%
Customer funds per branch (€m)(1)	49	54	55	2.3%	12.0%

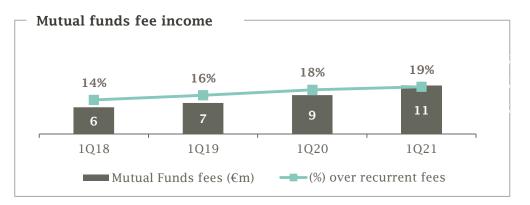


- → Total retail customers funds increased by c. €0.3bn in the quarter, mainly off-balance sheet, despite seasonality.
- → Mutual funds keep increasing at strong pace, +7.3% QoQ with positive net inflows of €311m in the quarter.

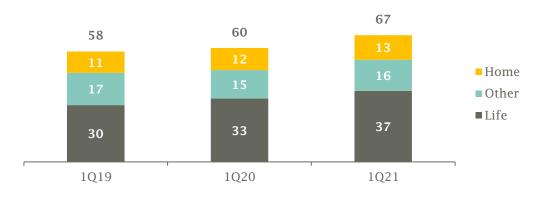
### Asset management and insurance

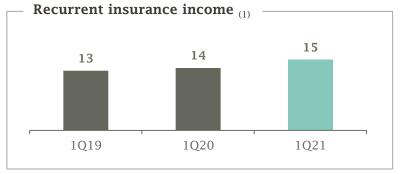
#### Mutual funds AuMs. €bn

#### +18% 4.8 CAGR 3.6 3.2 3.0 1Q18 1019 1020 1021



#### **Insurance premiums.** €m





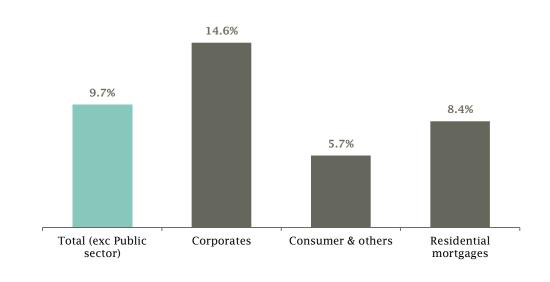
- Mutual funds penetration<sub>(2)</sub> has increased from 9% in 2016 to 16% as of March 2021 under a more profitable mix.
- Residential mortgage franchise supports cross selling of insurance and other products at high conversion rates. Other insurance products experience a positive turnaround with strong dynamics in different products (payment protection, agro, health and auto).

### **Lending:** Performing loan book

#### Performing loan book breakdown. Gross

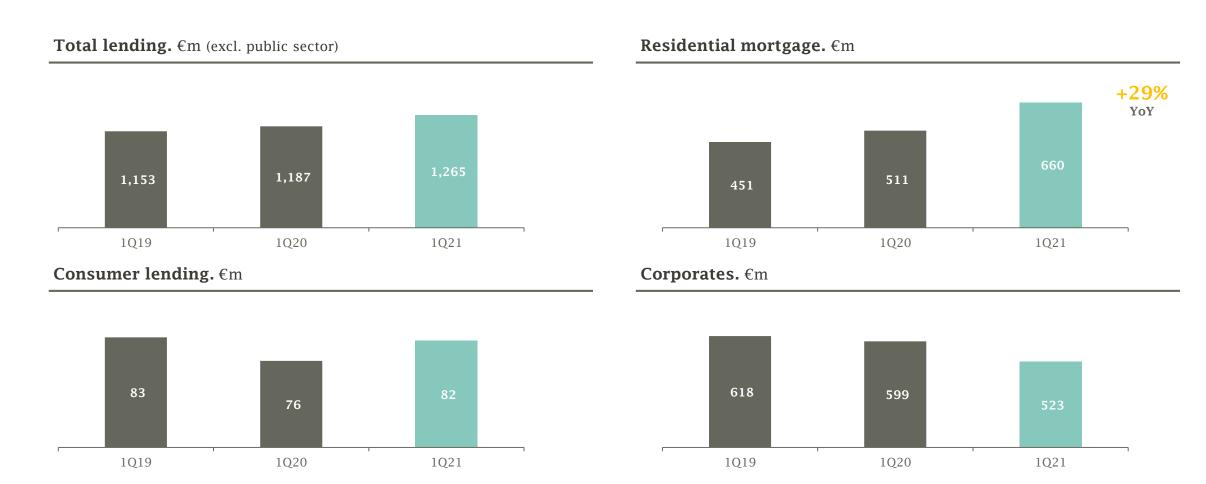
#### Performing loan book growth YoY.

€m	1Q20	4Q20	1Q21	QoQ	YoY
Public sector	3,307	3,682	3,865	5.0%	16.9%
Loans to businesses	5,581	6,454	6,397	-0.9%	14.6%
Real Estate Developers	341	465	475	2.2%	39.3%
Other Corporates	5,240	5,989	5,921	-1.1%	13.0%
Loan to individuals	15,130	16,066	16,378	1.9%	8.2%
Residential mortgages	14,254	15,150	15,452	2.0%	8.4%
Consumer and others	876	917	926	1.0%	5.7%
Other loans	346	328	326	-0.5%	-5.7%
Total performing book	24,364	26,530	26,965	1.6%	10.7%
Total performing book (exc Public sector)	21,056	22,848	23,100	1.1%	9.7%



- → Total performing book keeps good momentum, +10.7% YoY and +1.6% QoQ.
- → Residential mortgage book has grown by 22% in the last 4 years, while maintaining a very strong risk profile in the portfolio.

### **Lending:** New lending

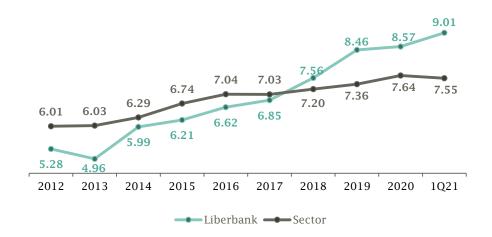


Residential mortgages new lending up 29% YoY, market share of  $6.7\%_{(1)}$  as of February.

### Quality of service and ESG

#### **Quality of Service**

Liberbank ranks as first bank operating in Spain for the first time under the Equos study. The outstanding recent evolution has contributed to the strong commercial momentum of the bank.









Bank operating in Spain

#### **Cybersecurity & ESG**

"Liberbank is the first Bank in Spain obtaining the double certification on Security and Privacy from AENOR"









Liberbank has improved its ranking from 11th to 1st overall in just three years outperforming the sector by 53 bps in the last quarter.

### **Digital transformation**





- Our Open Banking strategy keeps moving forward. We are leveraging on our partnerships to capture high value clients digitally.
  - **Real Madrid:** Launching specific products for fans and members like mortgage and credit cards.
  - **Play Station:** Enlarging our product offering we now sell and finance PS5 among our clients.

#### Liberbank Digital business KPIs



#### Remote sales / total (1)

- 54% Consumer loans
- **10%** Residential mortgages
- 32% Funds and securities



#### Clients

- **57%** of Active digital clients
- **c. 28k** PlayStation clients
- c. 172k Wallet / Bizum clients



#### Digital activity

- End to end digital mortgage platform already operating
- Account aggregator allows payments from other banks in our platform
- Remote managers receive great customer satisfaction metrics

### 1. Merger update

# Agenda

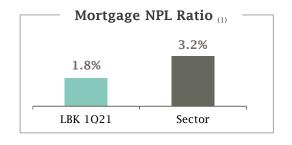
- 2. Summary
- 3. Commercial Activity
- 4. Asset Quality
- 5. Income Statement
- 6. Solvency
- 7. Liquidity and Fixed Income portfolio
- 8. Appendix

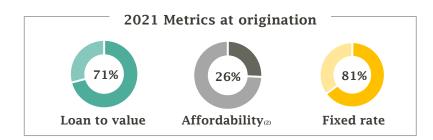
### Performing loan book: Residential mortgages



#### Total book. Key metrics

- 90% of the mortgage book have first residences as collateral.
- 68% of the mortgages have two or more borrowers.



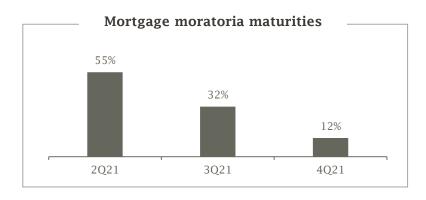




#### Residential mortgage moratoria

- Mortgages under moratoria represent 4.8% of the mortgage loan book as of March 31st.
- Around €240m of mortgage moratoria have already matured.





Data from Bank of Spain as of December 2020

### Performing loan book: Business lending

Weight / total

book (%)

3.5%

3.0%

2.8%

2.2%

2.2%

2.0% 1.6%

1.3%

1.1%

1.0%

#### **Defensive business loan book**

- Low exposure to most affected sectors.
  - Transport: Negligible.
  - **Tourism:** 1.3% of total book.

#### State guaranteed loans (ICO)

- 22% of the business loan book is already backed by the Government under the ICO scheme. It would increase to 28% including undrawn amounts.
- **ICO lines:** Total amount of €2,4bn granted as of March 2021.
- 99.7% of the drawn amount performing.



Sector

Industry & manufacturing

Wholesalers & retail

Services & education

Financial activities

Food industry

Real Estate

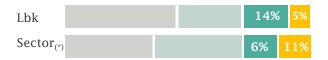
Utilities

Logistics Tourism

Healthcare

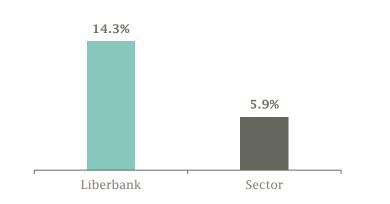


### **Performing loan book:** Public sector and consumer



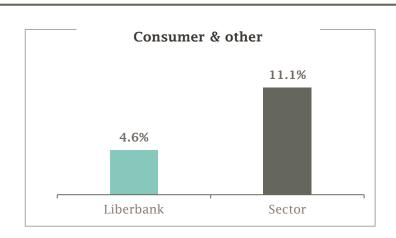
#### **Public sector**

- Public sector lending represents 14% of Liberbank's loan book while it is 6% for the sector.
- **Public sector lending is more profitable than the bond market** and it also has 0% risk weighting.
- Main focus are well known regions and municipalities with strong risk profile.



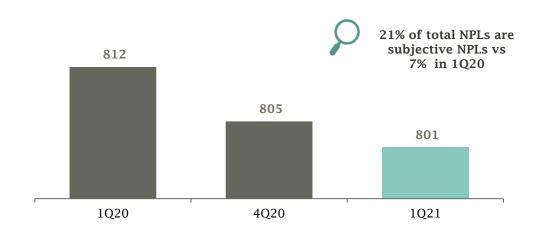
#### Consumer lending & other

- Pure consumer lending book of €646m, representing 2.4% of our total performing loan book (vs c.7% (3) peers).
- NPL ratio of c.4.7% on the back of a low risk portfolio with an average yield of c.6%.
- **c. 80% of consumer loan clients** have their monthly income within the bank.
- Other loans in the case of Liberbank are mainly advances to customers from their public administration pension which should also be considered public sector exposure.

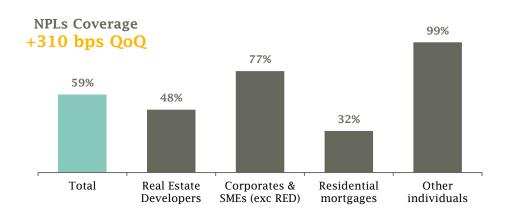


### Non performing loans

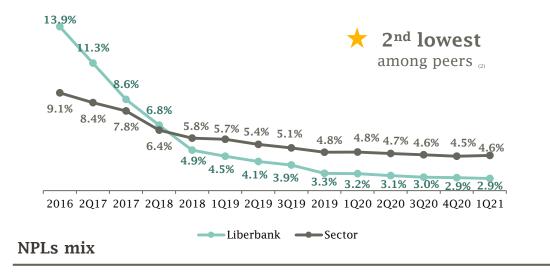
#### **NPL stock evolution.** €m

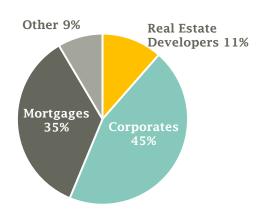


#### **NPLs** coverage



#### NPL ratio benchmarking (1)





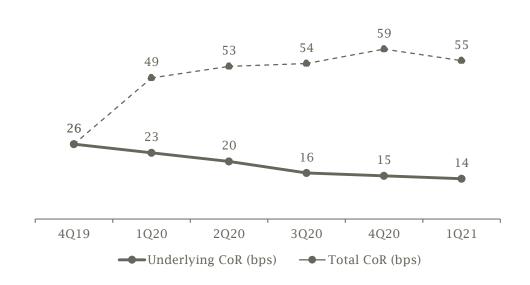
(2) Spanish listed Banks as of most updated available figures.

<sup>(1)</sup> NPLs over gross loan book (not including repos nor off-balance sheet assets). Source: Bank of Spain. February 2021 data.

### **Impairments**

Cost of  $Risk_{(1)}$ .

#### **Quarterly loan loss provisions.** €m





Recurrent cost of risk remains well under control.

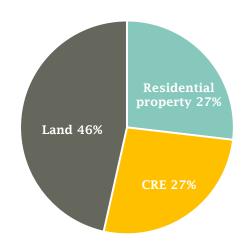
### Foreclosed assets

#### Foreclosed assets stock evolution. €m



Foreclosed assets (€m)	Gross Debt	NBV	NBV Mix	Coverage
Residential	331	167	27%	49%
Commercial RE	170	106	17%	37%
Building under construction	253	133	21%	47%
Land	478	215	35%	55%
Total	1,232	622	100%	50%

#### Outflows mix. 1Q21 (1)





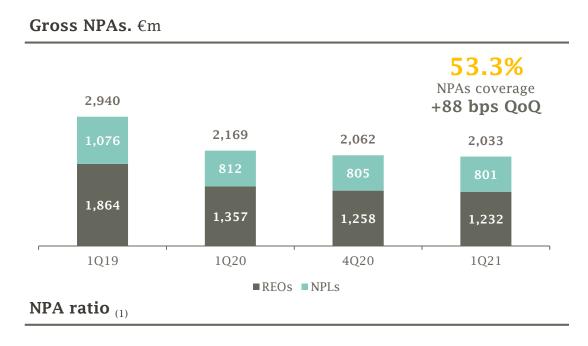


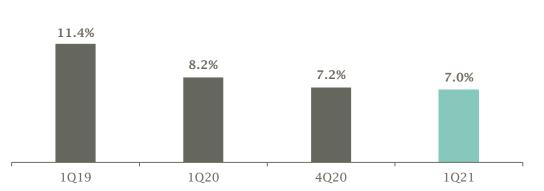
We continue disposing all types of assets without large portfolios.

- **€47m** of outflows in the quarter above Net Book Value.
- Additional €48m of Investment Property outflows in the quarter.

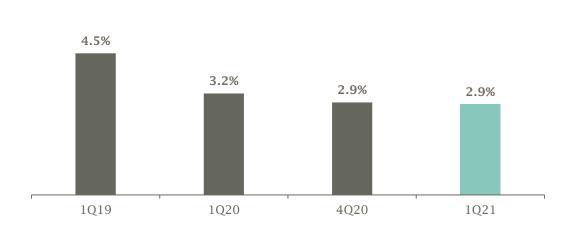
(1) Gross debt excluding investment properties

### Non performing assets

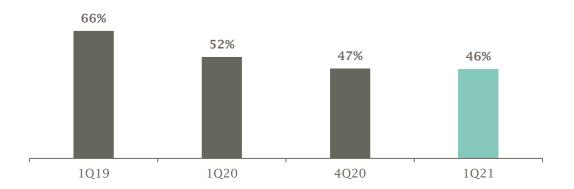




#### **NPL** ratio



Texas ratio (2)



### 1. Merger update

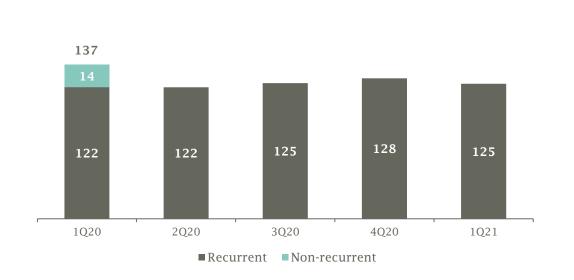
## Agenda

- 2. Summary
- 3. Commercial Activity
- 4. Asset Quality
- 5. Income Statement
- 6. Solvency
- 7. Liquidity and Fixed Income portfolio
- 8. Appendix

### Net interest income

NII performance<sub>(1)</sub>. €m

#### **Recurrent NII yearly evolution**



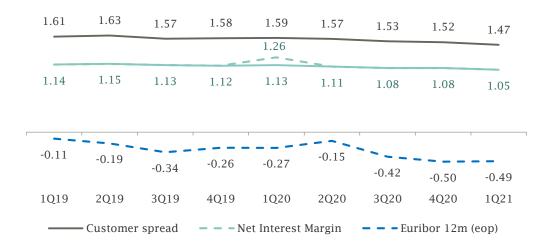


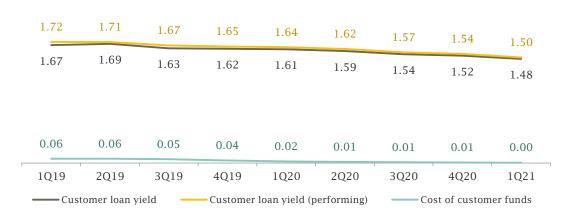
Recurrent net interest income up by 1.7% YoY mainly supported by new lending and TLTRO III that more than compensate negative impact from the lower interest rates in the fixed income portfolio and reference rates.

### Net interest income: Margins

#### Margin performance (1) (%)

#### Customer loan yield and cost of funds





- → Customer loan yield reflects the lower Euribor (2bp impact) and higher ICO guarantee cost among others. Floating rate book is almost fully repriced at current Euribor and remaining impact is almost negligible.
- → Sticky and growing customer resources at 0 bps on new customer deposits.

### Net interest income: Asset yields

#### Lending yields. Basis points

Yield (bps)	1Q20	2Q20	3Q20	4Q20	1Q21
Total Book (Back book)	164	162	157	154	150
Front Book	187	169	174	133	178
Front Book (exc. Public sector)	220	171	182	176	203
Mortgages (Back book)	133	134	134	135	134
Front Book	164	158	152	153	147
SMEs (Back book)	227	225	207	206	197
Front Book	267	186	188	209	207



<sup>&</sup>gt; Front book remains above back book, despite competition and lower pricing in ICO loans.

<sup>&</sup>gt; Average guarantee cost on ICO loans is 50 bps, which has a negative 2 bps impact on margins but it is positive in terms of Return on Capital as Cost of risk would be zero on the guaranteed part.

### Fee income

#### **Fee income evolution.** €m

### Fee income breakdown



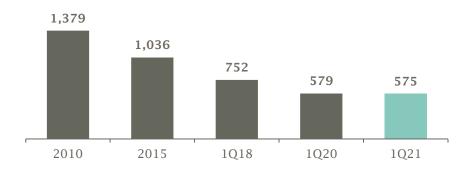
€m	1Q20	4Q20	1Q21	QoQ (%)	YoY (%)
Total Fees	50	52	59	13.4%	17.4%
Recurrent net fees	50	50	58	16.7%	16.8%
Banking fees	29	27	33	23.0%	16.0%
Non-banking fees	21	23	25	9.3%	17.8%
Mutual Funds	9	11	11	1.9%	24.8%
Insurance	10	10	12	16.5%	17.8%
Others*	2	2	2	14.2%	-8.1%
Non recurrent fees	0	2	0	na	Na

Note: Others include brokerage and pension funds among others

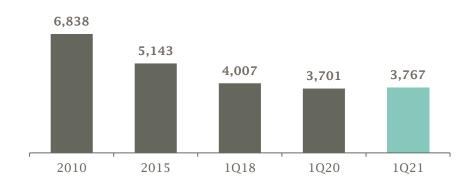
- → Recurrent fees increased by 16.8% YoY.
  - Strong banking and non-banking commercial dynamics keep supporting recurrent fee income growth.

### **Costs**

#### **Number of branches**



#### Number of $employees_{(1)}$

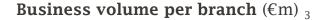


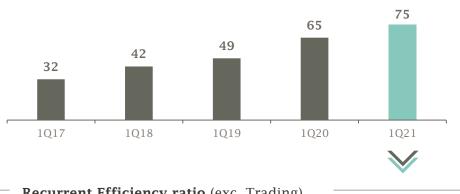
#### **Costs evolution.** €m

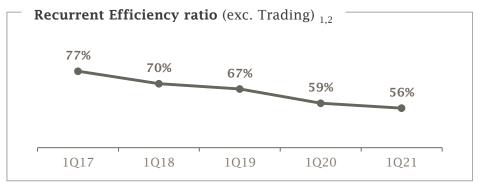


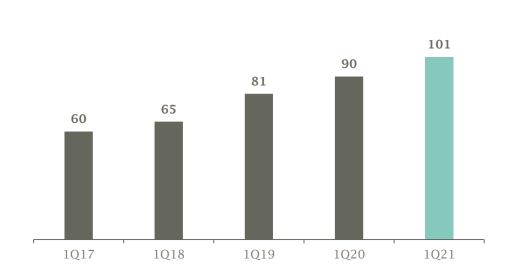
### **Core business**

**Recurrent pre-provision profit** (excl. trading) 1









- > Quarterly recurrent pre provision profit (excl. trading) has more than doubled in the last 4 years.
- > Proven capacity to reduce costs base while improving commercial activity over the last years.

<sup>(1)</sup> It does not take into account any extraordinaries and it deducts the SRM contribution as it has been moved to Q2

<sup>(2)</sup> Excludes €14.1m of extraordinary NII in 1Q20.

<sup>(3)</sup> Business volume: Gross loans + customer deposits + off balance sheet AuMs (adjusted by agencies volumes)

### **Profit and loss statement**

							1Q21 v	s 1Q20
€m	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	€m	%
Interest Income	140	154	140	143	146	142	-12	-8%
Interest Cost	-20	-17	-17	-18	-18	-17	0	2%
Net Interest Income	121	137	122	125	128	125	-12	-9%
Dividends	2	0	0	0	1	0	0	-61%
Results from equity method stakes	4	0	25	5	5	3	2	na
Net fees	55	50	86	48	52	59	9	17%
Gains on financial assets & others	2	6	0	-1	1	3	-3	-52%
Other operating revenues/(expenses)	-41	-15	-14	-6	-50	-13	3	-16%
Gross Income	142	177	219	171	137	176	-1	-1%
Administrative expenses	-79	-85	-91	-83	-74	-86	-1	1%
Staff expenses	-58	-58	-64	-59	-58	-57	1	-2%
General expenses	-20	-26	-26	-24	-17	-28	-2	7%
Amortizations	-11	-10	-10	-11	-12	-12	-1	13%
Pre Provision Profit	53	82	118	77	51	78	-4	-5%
Provisions	-7	-4	-4	-4	-13	-6	-2	56%
Impairment on financial assets	-15	-31	-38	-39	-54	-38	-7	24%
Impairment losses on other assets	-1	-2	-9	-2	-3	0	3	-113%
Other profits or losses	-18	-17	-41	-4	0	2	19	-109%
Profit Before Taxes	11	28	25	27	-19	36	8	30%
Taxes	3	-8	-4	-9	1	-13	-5	63%
Net Income Attributable	15	19	21	18	-18	23	3	17%

### 1. Merger update

# Agenda

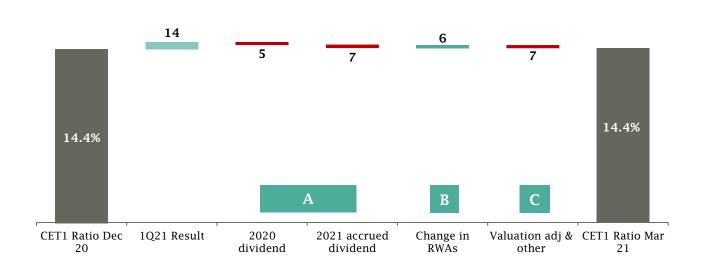
- 2. Summary
- 3. Commercial Activity
- 4. Asset Quality
- 5. Income Statement

### 6. Solvency

- 7. Liquidity and Fixed Income portfolio
- 8. Appendix

### **Solvency**

#### CET 1 fully loaded quarterly evolution (1)



#### A Dividend.

- €7.8m approved and paid in April 2021 on 2019 and 2020 Net Income, complying with ECB recommendations.
- 1Q21 results 50% payout accrued.
- B RWAs: decrease in the quarter despite 4bps of negative impact from new default definition, due to lower NPAs and valuation adjustments.
- Valuation adjustments: Main impacts coming from Joint Ventures valuation adjustments and fixed income portfolio.
  - Oppidum´s  $_{(2)}$  stake is still deducting  $\mbox{\ensuremath{\mathfrak{C}}32m}$  from capital ratios. This deduction will not apply in the combined entity.

- → CET1 ratio fully-loaded stands at 14.43%, flat QoQ and +146bp YoY.
- → Total capital ratio fully-loaded stands at 16.23%, +168 bps YoY.

### Solvency

Capital buffers (1)







- DET1 fully-loaded regulatory buffer over the SREP-CET1 requirement is over €1bn. MDA buffer stands at 435bps.
- → TBVps increased by 9% YoY, explained by growing equity and the cancellation of c.2% of the share capital from the buyback program.

**TBVps** 

### 1. Merger update

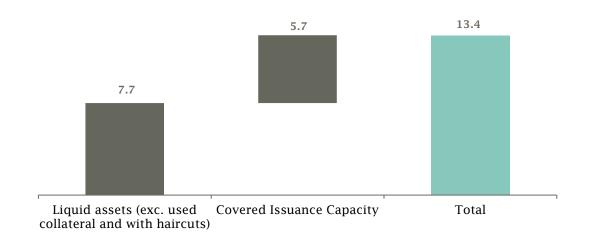
# Agenda

- 2. Summary
- 3. Commercial Activity
- 4. Asset Quality
- 5. Income Statement
- 6. Solvency
- 7. Liquidity and Fixed Income portfolio
- 8. Appendix

### Liquidity position

**Liquidity position.** €bn

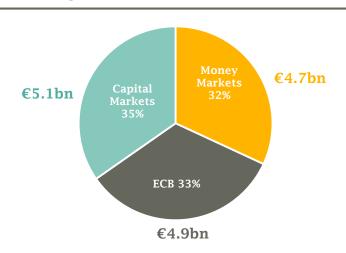
#### Liquidity ratios



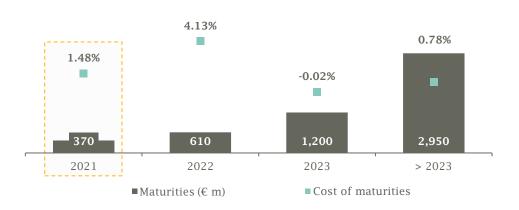
Ratio	1Q20	4Q20	1Q21
LtD	99%	101%	101%
LCR	248%	222%	203%
NSFR	112%	118%	120%

### Wholesale funding

#### Wholesale funding. Breakdown



#### Capital markets maturities $_{(1)}$ .

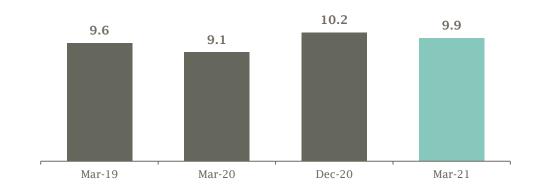


#### Wholesale Funding. Price Evolution (%) (2)



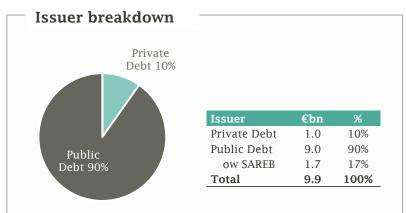
### Fixed income portfolio

#### **Fixed income portfolio.** Evolution (€bn) (1)



(1) Based in acquisition cost



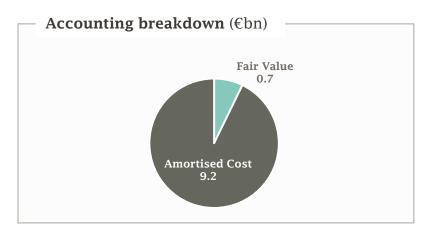


#### Fixed income portfolio. Breakdown (2)

Portfolio	Amount (€bn)	Yield	Duration (3)
Total	9.9	0.95%	3.1

(2) Weighted average duration in years. Yields EOP. (3) Adjusted by forward sales with cash settlement



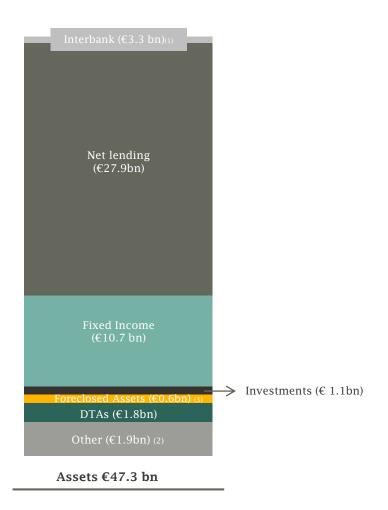


### 1. Merger update

# Agenda

- 2. Summary
- 3. Commercial Activity
- 4. Asset Quality
- 5. Income Statement
- 6. Solvency
- 7. Liquidity and Fixed Income portfolio
- 8. Appendix

### **Balance Sheet**





<sup>(1)</sup>Interbank include cash and interbank deposits (2)Rest of assets include tangible and intangible assets and derivative hedging among others

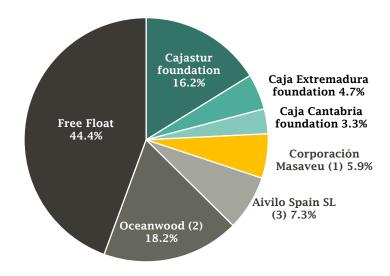


<sup>(3)</sup>Assets currently held for sale

<sup>(4)</sup>Rest of liabilities include provisions, accrued interests and micro-hedging among others

### Shareholders and book value

#### Shareholding base



(1)Includes Flicka Forestal, Corporación Masaveu and Fundación María Cristina Masaveu (2)Includes stake through derivatives

(3)Includes Inmosan SA

Source: CNMV as of April 15<sup>th</sup> 2021

#### Share metrics and book value (1)

	4Q20	1Q21
Share and liquidity:		
# O/S shares (m) (2)	2,979	2,979
Last price (€)	0.25	0.31
Max price (€)	0.29	0.32
Min price (€)	0.22	0.20
Avg. traded volume (#shares m)	7.4	6.9
Avg. traded volume (€m)	1.92	1.72
Market Capitalization (€m)	751	912
Book Value:		
BV. (€m)	3,353	3,305
TBV. (€m)	3,190	3,142
Ratios:		
BVps (€)	1.13	1.11
TBVps (€)	1.07	1.06

(1)Book value deducting intangible assets

# Liberbank

**Institutional Investors & Analysts Contact** 

relación.inversores@liberbank.es

+ 34 91 422 58 37