Unicaja Banco 2Q19 Results Presentation

29th July 2019



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Key highlights

Results & business

Asset quality, liquidity & solvency

Final remarks

Key highlights

Results & business

Asset quality, liquidity & solvency

Final remarks

Summary of 1H 2019 results

Business

- Performing loans ex-repo grew +3.5% YtD or +2% when excluding seasonal advances.
- New loan production increased +30% YoY, being the growth in individuals +19% YoY and +12% YoY in SMEs.
- Off-balance sheet funds grew 2.7% YtD.

Results

- Net Interest Margin improves to 105 basis points.
- Net fee income grew +5.2% in 1H 2019 compared to 1H 2018.
- Operating expenses decreased by -2,7% in relation to the same period of the previous year.
- Loan loss charges and foreclosed assets provisions remained at low levels.
- All in all, net income in 1H 2019 grew +11.4% in relation to 1H 2018.

Asset quality, liquidity & solvency

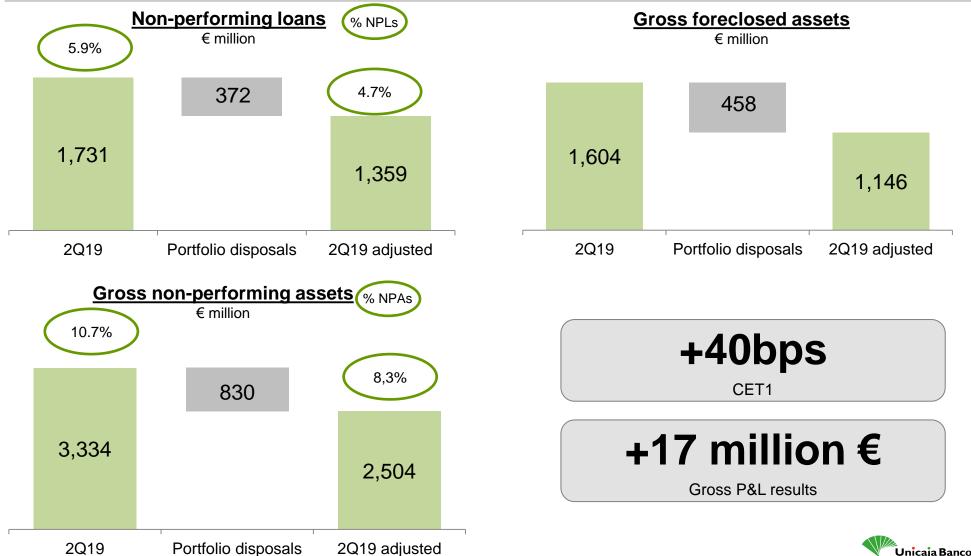
- Non performing assets (NPAs) were reduced by 18,9% YoY, implying a €778m decrease in absolute terms, showing a NPL reduction of 26.0% and that of foreclosed assets of 9.5%.
- The announced disposals of NPAs portfolios implies and additional decrease of €830m, with a positive P&L impact reflecting the high level of coverage, and an increase in CET1 of +40bp.
- The Group maintains a comfortable **liquidity position** with a LTD ratio of 76% and a LCR of 336%.
- CET1 (1) reached 14.8% under the phase-in approach and 13.2% under fully loaded terms, implying a surplus above 2019 OCR (2) requirements of €1,436 in CET1 and €648m in total capital.



⁽¹⁾ Pro-forma figures as of 30th July 2019 excluding the deduction of the authorized unused treasury stock limit.

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

Impact from the portfolio disposals announced



Index

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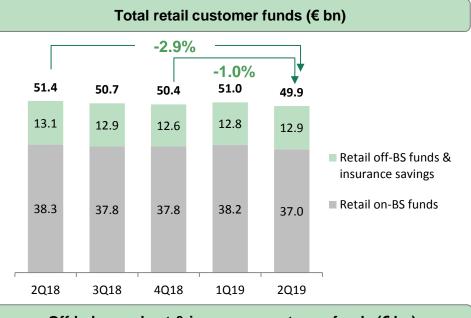
Net income increased by 11.4% in relation to the same period of the previous year

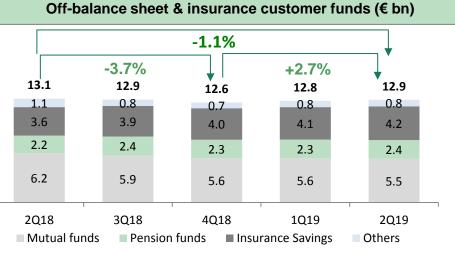
Profit & loss account (€ million)

€ million	1Q17	2Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	QoQ
									%
Net Interest Income	145	146	152	151	149	149	145	148	1.8%
Net Fees	53	56	53	55	55	56	55	58	5.4%
Dividends	3	10	2	13	5	2	9	10	8.6%
Associates	4	17	11	10	12	5	8	13	53.1%
Trading Income + Exch. Differences	45	32	16	13	15	98	24	2	-91.9%
Other Revenues / (Expenses)	31	17	17	0	7	-46	16	6	-65.0%
Gross Margin	281	279	250	242	243	264	258	236	-8.4%
Operating Expenses	160	160	156	155	155	153	150	152	1.0%
Personnel Expenses	101	101	98	97	98	98	96	97	1.7%
SG&A	47	48	49	49	48	46	44	44	0.1%
D&A	11	11	9	9	9	10	11	11	-1.1%
Pre Provision Profit	121	118	94	87	88	110	108	85	-21.7%
Provisions and Other	-47	-118	-16	-25	-36	-97	-23	-23	-0.3%
Credit	-27	-19	5	10	-10	0	-7	-8	17.7%
Foreclosed Assets	-20	-2	-4	7	-4	8	0	0	-62.8%
Other provisions & other results	0	-98	-17	-41	-22	-105	-16	-14	-7.1%
Pre Tax Profit	74	0	78	62	52	14	85	61	-27.5%
Tax	23	-24	21	16	14	3	21	9	-58.9%
Results from Disc. Operations	0	0	0	0	0	0	0	0	
Net Income	51	24	57	47	38	10	63	53	-16.9%
Attributable Net Income	52	34	58	47	37	10	63	53	-16.9%

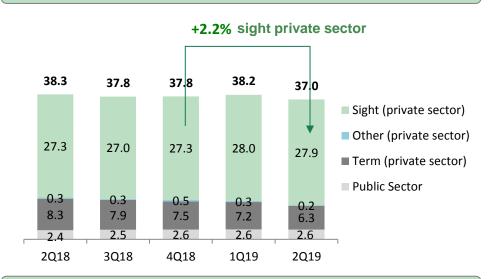
1H18	1H19	YoY %
303	293	-3.3%
108	114	5.2%
15	20	33.3%
21	21	0.3%
29	26	-10.0%
17	22	31.0%
492	494	0.6%
311	302	-2.7%
195	193	-0.9%
97	87	-10.0%
19	22	16.2%
181	192	6.2%
-41	-46	13.2%
14	-16	n.r.
2	0	n.r.
-57	-30	-47.6%
140	146	4.1%
36	30	-16.6%
0	0	
104	116	11.4%
105	116	10.1%

Off-balance sheet customer funds grew by 2.7% YtD

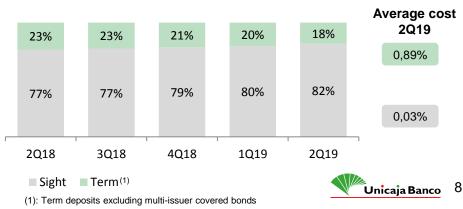




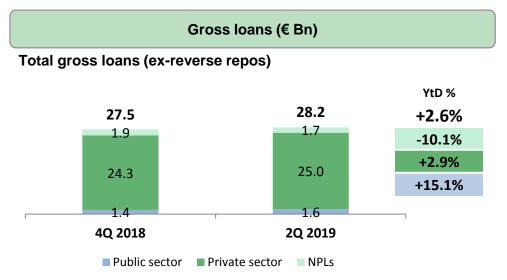
On-balance sheet customer funds (€ bn)



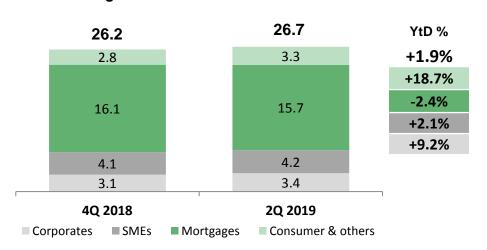
Private sector deposits (excluding repos): sight vs. term (%)



Performing loans grew 3.5% YtD

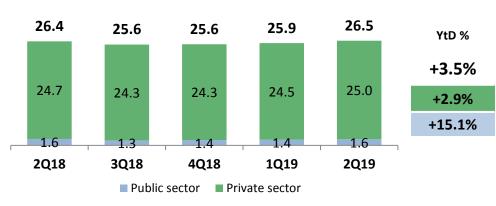


Private sector gross loans



Performing loans evolution (€ Bn)

Total performing loans

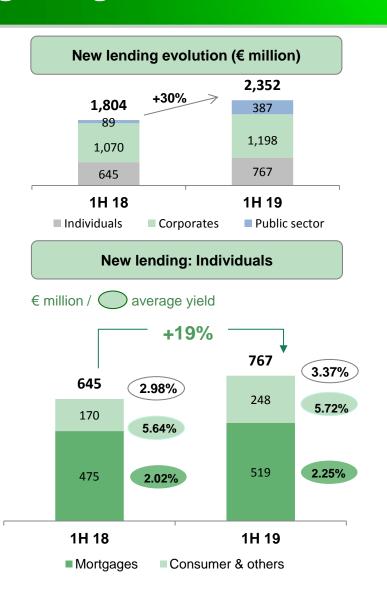


Private sector performing loans

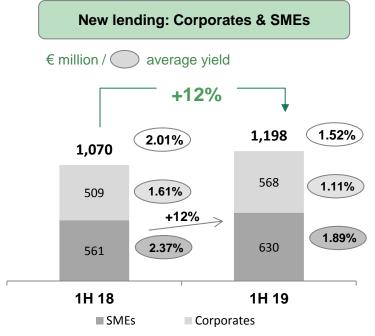


■ Consumer & others ■ Mortgages ■ Corporates

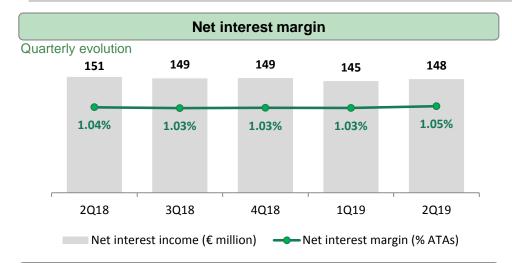
New loan production to individuals and SMEs continues gaining momentum







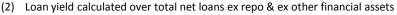
Net interest margin improves⁽¹⁾



Customer spread (Back Book)

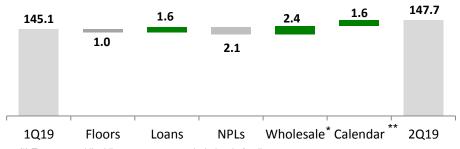
Quarterly evolution (bps) 207 203 198 196 197 187 176 184 178 178 21 20 20 19 19 2018 3Q18 4Q18 2019 1019 **→**Loan yield⁽²⁾ Cost of deposits Customer spread

In % over Average Total Assets (ATAs)



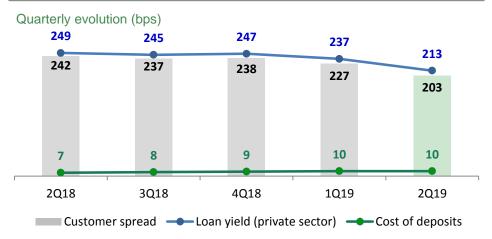
Net interest income bridge 2Q 2019

€ million



- (*) Treasury and liquidity management and wholesale funding costs
- (**) Variation in the number of days between 1Q19 and 2Q19

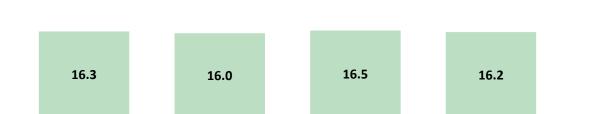
Customer spread (Front Book)



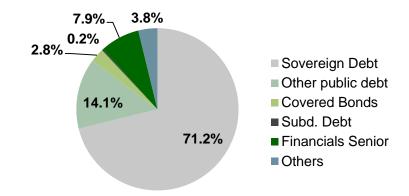


Conservative management of the debt portfolio

Breakdown, size and evolution of the debt portfolio (Fair Value Through OCI, Amortised Cost and SAREB) (2)



1T 19

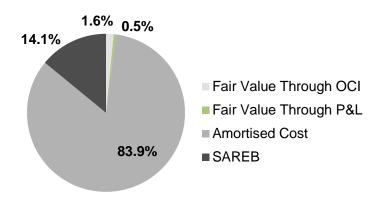


Size Duration €Bn Years Structural 10.1 5.7 portfolio Amortised **TLTRO** 3.5 1.8 Cost **SAREB** 2.3 0.2 FVTOCI (1) 0.3 0.3

2018

1.25%2Q 2019
average yield

2T 19



Total: €16.2 bn

€ bn

2017

Source: Company data

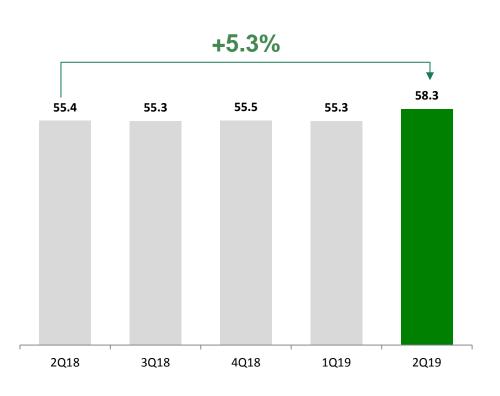
⁾ FVTOCI figures are net of forward positions sold value date 3Q2019 (€1,2 bn).

⁽²⁾ Excluding the insurance business debt portfolio

Net fees grow 5.2% compared to 1H 2018

Net fees (€ million)

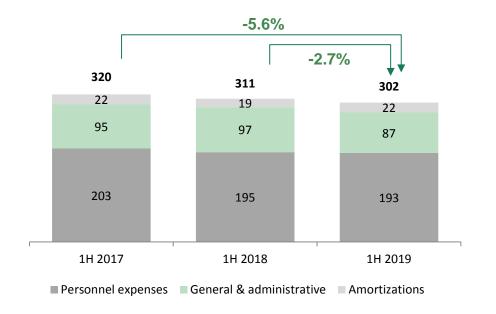
Fees breakdown (€ million)

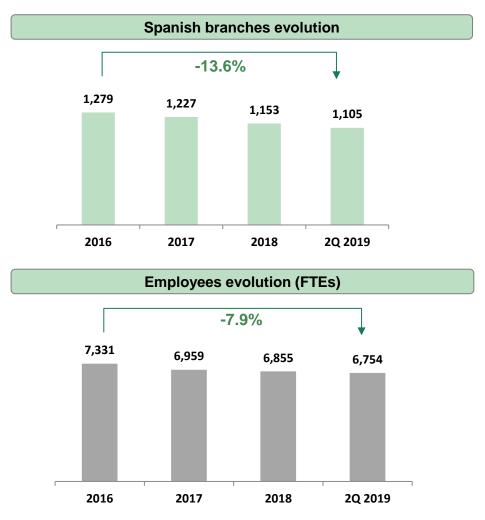


	1H 2018	1H 2019	%
Fee income	119.1	125.9	5.7%
From contingent risk and commitments	4.8	4.9	3.2%
From payments and collections	60.6	68.6	13.1%
From non banking products	51.0	49.4	-3.1%
Other fees	2.7	3.0	9.3%
Fee expenses	11.1	12.3	10.7%
Net fees	108.0	113.6	5.2%

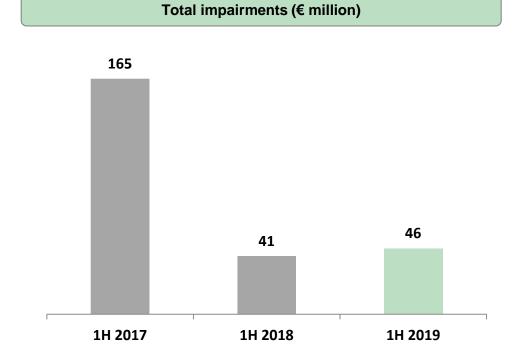
Operating expenses continue to fall

Operating expenses (€ million)

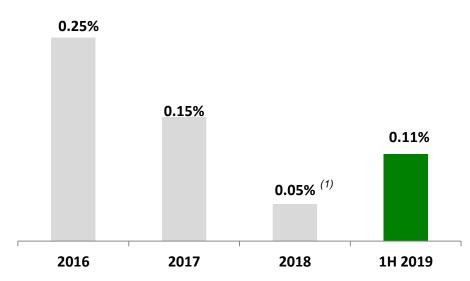




Total impairments remain low



Cost of risk - Credit (%)



(1) Adjusted by written-offs sales. In 2018 cost of risk without adjustment represents -0.01%

Index

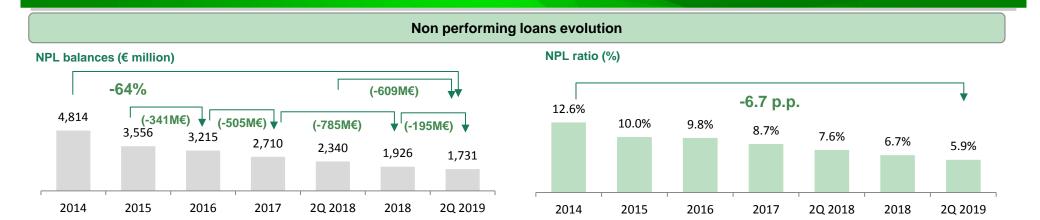
Key highlights

Results & business

Asset quality, liquidity & solvency

Final remarks

The reduction of NPLs continues the good pace ...



NPLs gross entries and recoveries evolution

€m	4Q16	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q 19	2Q 19
ВоР	3,208	3,215	3,032	2,910	2,833	2,710	2,570	2,340	2,221	1,926	1,833
	(1)										i
Gross NPL entries	255 ⁽¹⁾	134	108	112	88	60	56	35	48	50	36
Recoveries	-187	-216	-178	-138	-182	-177	-249	-114	-319	-131	-106
ow/ cash recoveries & sales	-98	-137	-97	-87	-104	-95	-155	-44	-263	-94	-57
ow/ foreclosed assets & others	-86	-79	-82	-52	-78	-82	-96	-69	-55	-37	-49
Write-offs	-61	-102	-52	-51	-28	-24	-38	-39	-25	-13	-32
Net NPL entries	7	-184	-122	-77	-123	-141	-230	-119	-296	-93	-102
EoP	3,215	3,032	2,910	2,833	2,710	2,570	2,340	2,221	1,926	1,833	1,731
QoQ growth	0%	-6%	-4%	-3%	-4%	-5%	-9%	-5%	-13%	-5%	-6%

... without notably affecting the levels of coverage and collateralization of both NPLs...

Exposure, NPL and coverage

Gross exposure	NPLs
€ million	€ million
% NPL ratio	% Coverage ratio

Gross loans and advances to customers

29,446	1,731
5.9%	52.1%

_				
~~	-	•	-	tes
S(0)		OI	7 61	

7,618	580
7.6%	67.0%

ow/ RE developers

669	120
18.0%	86.7%

ow/ rest of corporates

6,949 460 6.6% 61.8%

Individuals

19,054	1,137
6.0%	43.7%

ow/ mortgages

15,748	745
4.7%	28.9%

ow/ other loans to individuals

3,306	392
11.9%	71.7%

NPL collateralization levels

Type of NPL (€ million)	NPLs	%	Appraisal value (1)			
Unsecured	200	11.6%				
Secured	1,531	88.4%	3,013			
ow/ finished buildings	1,337	77.2%	2,307			
ow/ commercial	111	6.4%	378			
ow/ land	77	4.4%	306			
ow/ under construction	6	0.4%	21			
Total	1,731	100.0%	3,013			

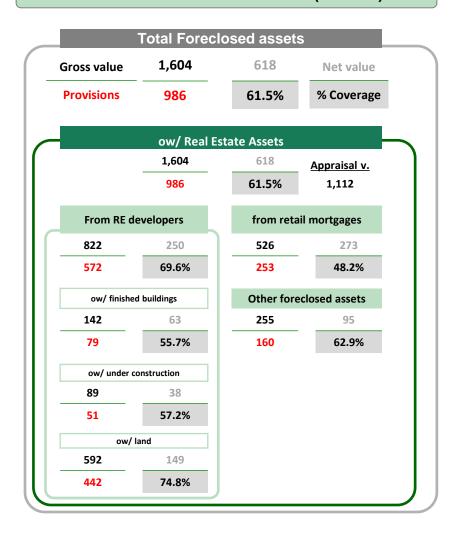
⁽¹⁾ Appraisal value at origin

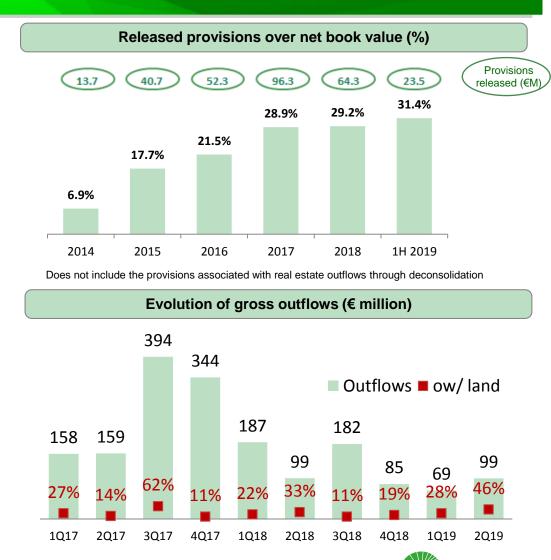
88% of total NPLs are secured

≈x2Appraisal value over gross NPLs

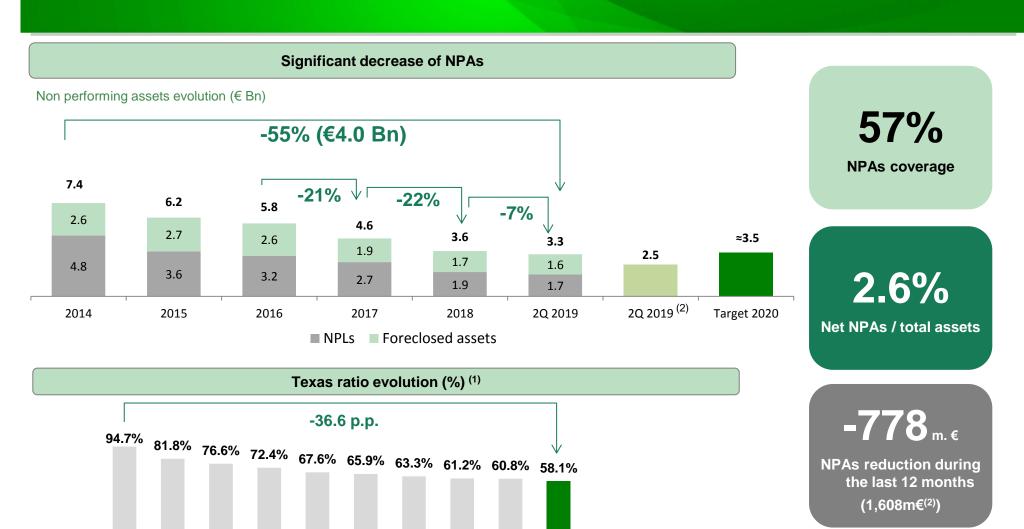
...and real estate assets, that continue to improve the results from disposals

Foreclosed assets as at June 2019 (€ million)





All in all, the Group reduces significantly the NPAs exposure



1Q18

2Q18

3Q18

4Q18

1Q19

2Q19

4Q17

3Q17

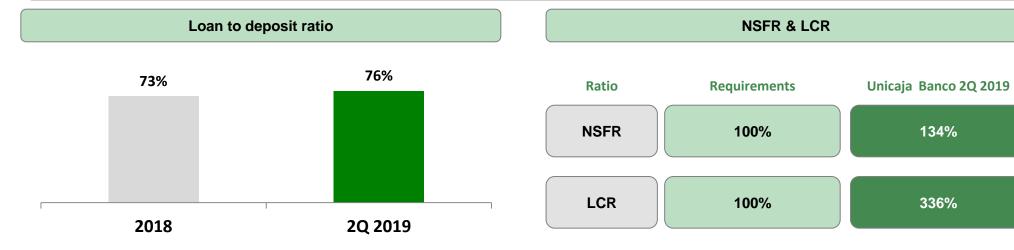
2016

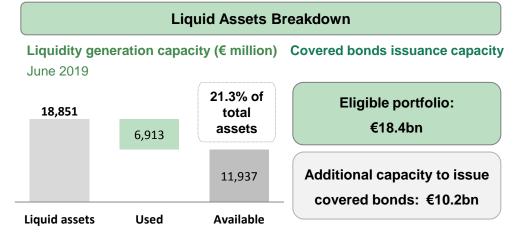
2Q17

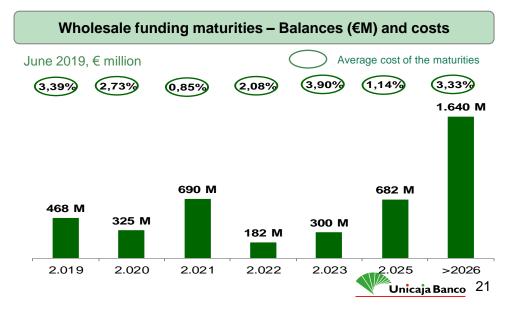
⁽¹⁾ Texas ratio: Gross NPLs plus foreclosed assets over TBV plus NPL and foreclosed assets provisions

⁽²⁾ Adjusted by the disposals announced after 2Q19 results accounting close

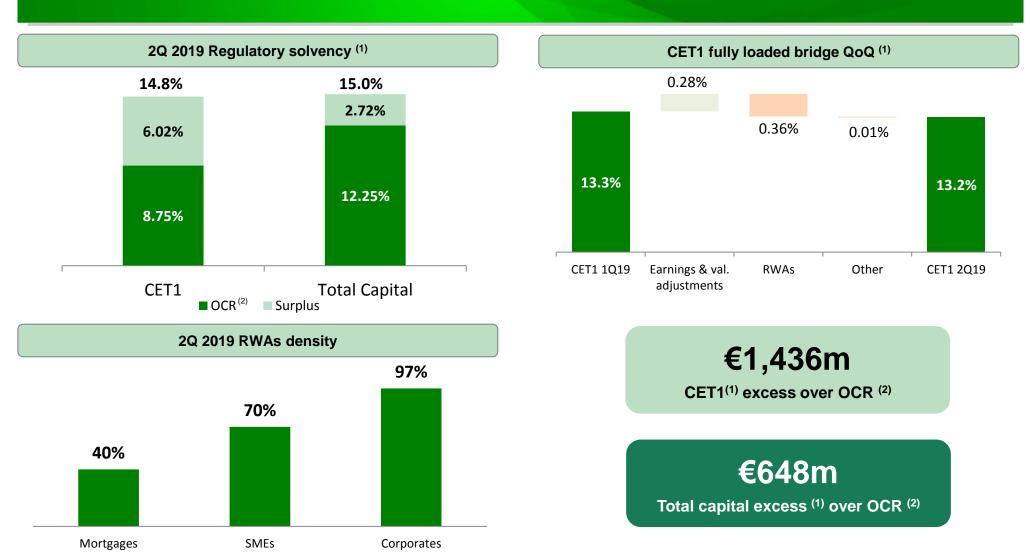
A comfortable liquidity position







A sound solvency position with significant buffers over OCR⁽²⁾



⁽¹⁾ Pro-forma figures as of 30th June 2019 excluding the deduction of the authorized unused treasury stock limit.

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

Key highlights

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Final remarks

Results generation capacity

Commercial activity growth

Significant reduction of NPAs

High coverage of NPLs and foreclosed assets

Strong solvency and liquidity position

Many thanks

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Appendix

Additional Information

Additional financial information Unicaja Banco Group Balance Sheet

Balance sheet

Million Euros	2Q 2019	1Q 2019	4Q 2018	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017	2Q 2017	1Q 2017	4Q 2016
Cash & equivalents	2,040	2,821	4,280	2,766	3,060	2,999	3,806	1,221	1,557	1,704	862
Assets held for trading & at fair value through P&L	119	120	132	139	147	182	31	51	54	59	78
Financial assets at fair value through other global result	2,860	3,177	3,425	5,926	6,459	6,925	3,702	4,944	3,601	3,576	5,403
Financial assets at amortised cost	29,205	29,080	29,350	28,916	29,568	29,899	29,822	30,418	31,381	30,496	30,856
Loans to credit institutions	639	1,062	1,699	756	278	628	184	484	195	151	170
Loans to customers	28,565	28,018	27,651	28,160	29,290	29,271	29,638	29,935	31,186	30,345	30,686
Fixed income at amortised cost	16,081	15,524	14,763	13,546	12,714	12,615	13,220	13,876	13,896	13,993	13,694
Hedging derivatives	519	494	411	408	427	504	457	477	474	546	606
Associates	347	352	359	363	369	370	483	523	507	284	294
Tangible assets	1,222	1,228	1,188	1,224	1,224	1,244	1,291	1,301	1,313	1,422	1,438
Intangible assets	61	61	63	63	63	64	2	2	1	1	1
Tax assets	2,624	2,615	2,653	2,633	2,651	2,613	2,613	2,586	2,565	2,540	2,586
Other assets	452	558	505	445	470	462	466	494	604	627	660
Non current assets held for sale	390	380	374	414	453	428	439	511	520	741	762
Total Assets	55,922	56,411	57,504	56,843	57,606	58,305	56,332	56,406	56,472	55,989	57,241
Liabilities held for trading & at fair value through P&L	27	18	18	19	25	29	27	27	30	32	51
Financial liabilities at amortised cost	49,574	50,212	51,376	50,572	51,449	52,043	50,941	50,939	51,072	51,611	52,729
Deposits from Central Banks	3,310	3,313	3,316	3,320	3,323	3,327	3,330	3,333	3,337	3,340	0
Deposits from Credit Institutions	1,898	2,462	3,579	2,349	1,960	3,296	715	1,158	805	1,243	2,464
Customer deposits	43,218	43,302	43,462	44,058	44,772	44,565	46,041	45,522	45,217	45,332	48,532
Other Issued Securities	60	60	60	130	130	130	130	200	814	814	814
Other Financial Liabilities	1,089	1,075	959	715	1,264	726	725	726	898	881	919
Hedging derivatives	413	308	143	120	157	107	31	26	21	34	50
Provisions	833	861	885	810	843	870	935	968	1,066	678	707
Tax liabilities	274	248	232	265	283	271	209	238	215	227	239
Other liabilities	842	909	932	1,100	893	966	286	285	279	259	281
Total Liabilities	51,963	52,556	53,587	52,886	53,650	54,287	52,430	52,485	52,683	52,840	54,058
Own Funds	3,933	3,903	3,921	3,889	3,837	3,786	3,856	3,705	3,574	2,922	2,918
Other accumulated global result	25	-48	-4	67	96	202	17	55	46	24	35
Minority Interests	0	0	0	0	24	31	30	162	171	203	230
Total Equity	3,959	3,856	3,918	3,957	3,957	4,019	3,902	3,921	3,790	3,149	3,183
Total Liabilities and Equity	55,922	56,411	57,504	56,843	57,606	58,305	56,332	56,406	56,472	55,989	57,241

Additional financial information **P&L Unicaja Banco Group**

Profit & loss account

€m	1H 2019	1Q 2019	FY 2018	9M 2018	1H 2018	1Q 2018	FY 2017	9M 2017	1H 2017	1Q 2017	FY 2016
Net Interest Income	293	145	601	452	303	152	583	432	291	145	620
Net Fees	114	55	219	163	108	53	220	164	109	53	207
Dividends	20	9	23	20	15	2	23	20	13	3	27
Associates	21	8	37	32	21	11	49	40	20	4	35
Trading Income + Exch. Differences	26	24	143	43	28	16	98	80	78	45	78
Other Revenues / (Expenses)	22	17	-23	24	17	17	24	79	48	31	121
Gross Margin	494	258	999	735	492	250	997	816	559	281	1,089
Operating Expenses	-302	-150	-619	-466	-311	-156	-633	-478	-320	-160	-656
Personnel Expenses	-193	-96	-391	-293	-195	-98	-401	-302	-203	-101	-427
SG&A	-87	-44	-191	-145	-97	-49	-189	-143	-95	-47	-184
D&A	-22	-11	-37	-27	-19	-9	-42	-32	-22	-11	-45
Pre Provision Profit	192	108	380	269	181	94	364	338	239	121	433
Provisions and Other	-46	-23	-174	-77	-41	-16	-224	-208	-165	-47	-242
Credit	-16	-7	4	4	14	5	-49	-66	-45	-27	-84
Foreclosed Assets	0	0	6	-2	2	-4	-43	-35	-21	-20	-96
Other provisions	-30	-16	-184	-79	-57	-17	-133	-107	-99	0	-63
Pre Tax Profit	146	85	206	192	140	78	140	130	74	74	191
Tax	-30	-21	-53	-50	-36	-21	-1	-10	0	-23	-66
Results from Disc. Operations	0	0	0	0	0	0	0	0	0	0	10
Net Income	116	63	153	142	104	57	138	120	75	51	135
Attributable Net Income	116	63	153	142	105	58	142	136	86	52	142

Many thanks

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