

### Sabadell

Q2 2018 Results

July 27, 2018

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# Highlights

#### <sup>®</sup>Sabadell

#### **Highlights**

- Significant balance sheet de-risking
- €12.2bn NPAs sold

(gross)

- 1.7% Net NPA ratio (pro forma)
- +10bps Capital impact FL CET1

- TSB IT migration completed
- TSB mobile app, online banking, telephony and branch channels are much improved
- Positive lending and current account growth in the guarter

- Strong commercial activity ex-TSB
- Performing loans<sup>1</sup>

(YoY)

Core banking Commissions revenue<sup>2</sup>

Extraordinary costs and provisions

€456.8M €441.7M

TSB IT migration Costs and provisions (gross)

NPA sales Provisions (gross)

YTD Net profit (excl. one-offs, YoY)

Sound capital position

(pro forma)



Mainly impacted in the quarter by sovereign volatility, ALCO portfolio rebalancing, RWAs growth and SAREB equity impairment

#### Significant balance sheet de-risking through institutional **NPA** sales



#### Institutional NPA sales



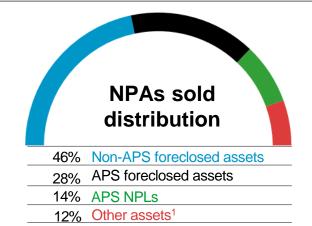
**APS NPLs** €1.8bn

€1.3bn

APS foreclosed assets €3.8bn

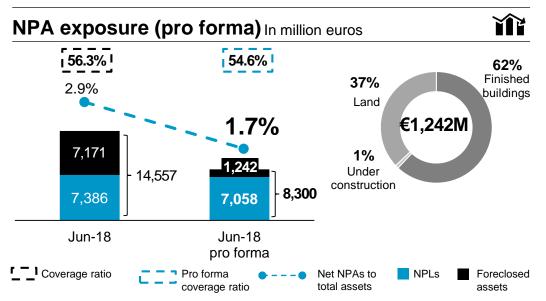
Other assets<sup>1</sup> Non-APS foreclosed assets .€5.3bn

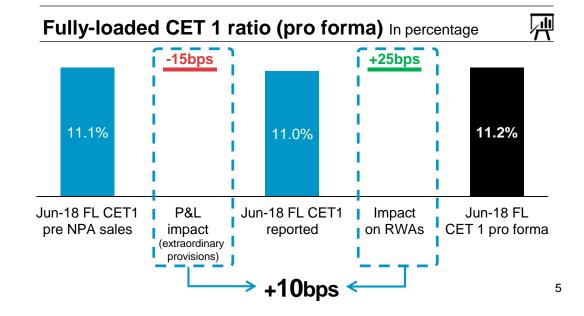
All assets to be transferred to NewCo(s), in which Sabadell will hold an equity stake of 20%



€12.2bn **Total gross NPAs sold** 

€4.6bn Total net NPAs sold





<sup>&</sup>lt;sup>1</sup> Includes mainly write-offs.



#### TSB migration and business update



#### TSB mobile app, online banking, telephony and branch channels are much improved

- Significant progress has been made to address the issues experienced by many customers in accessing different channels after the migration
- TSB's mobile app, online banking, telephone banking and branch service levels are now much improved - and have been for some time
- Work is continuing to minimise the level of future service interruptions
- Migration of customer data took place as planned as part of a very complex project:
  - Over 1.4 billion records of 5.2 million customers were transferred successfully
  - The core banking platform has been operating correctly, ensuring integrity of the data and accurate transaction settlements
- TSB has recruited over 1,800 people and redeployed 700 existing employees into customer-facing roles to mitigate customer impact
- TSB has received c.133k complaints, with 37% of complaints resolved YTD
  - A provision has been created this quarter to deal with the cost of the programme, in addition to future customer redress cost



#### The new platform will deliver benefits to TSB and to TSB customers

- Enabler to improve operational efficiency and develop a competitive value proposition – unleashing the capacity to create innovative products
- Meaningful competitive advantage in term of time-to market of new product features and enhancements



#### Positive lending and current account growth in the quarter

- Franchise mortgage lending (excl. Whistletree) increased +1.6% QoQ. Total lending increased +0.7% QoQ
- c. 26,000 customers switched out from TSB in the quarter (out of more than 5 million customer base), while more than 20,000 customers opened a new bank account or switched their account to TSB, with total current accounts growing +0.6% QoQ
- Key commercial remediation actions launched for TSB customers:
  - Waived fees and charges (overdraft, credit card over limit and business banking interest and fees) for three months
  - Increased Classic Plus Account interest from 3% to 5%
- Robust liquidity with one of the strongest capital position among UK banks
   (FL CET1 ratio of 19.2%)

### Group results impacted by several extraordinary items post TSB's IT migration

### Q2 TSB extraordinary items' impact on Sabadell Group results

In million EUR

Waiver of overdraft charges/interest and fees	-33.2
Classic plus account - interest increased to 5%	-2.7
NII and fees	-35.9
Losses from fraud and other losses	-39.8
Other operating results	-39.8
Specialists	-11.1
Customers communication	-3.7
Other resources	-20.3
Costs	-35.0
Customer redress provisions	-92.4
Provisions	-92.4
Total impact	-203.1

### Additional extraordinary costs related to TSB's IT migration expected in 2H18 limited to:

- Classic plus account interest cost
- Resources cost (overtime pay, additional staff and expert support)

2019 is expected to be a normalised year for TSB

Profitability and efficiency



#### 2Q18 highlights: Profitability and efficiency

	_	Sabadell, Group			oadell, «-TSB	
		QoQ	YoY <sup>2</sup>	QoQ	YoY <sup>2</sup>	
Performing loans <sup>1</sup>	>	+2.9%	+3.7%	+3.9%	+4.6%	<ul> <li>Strong performing loan growth QoQ driven by a solid performance of the SME segment and positive mortgage growth in Spain</li> </ul>
NII	>	-1.6%	+0.8%	+1.0%	+1.3%	<ul> <li>Group net interest income was slightly down QoQ impacted by TSB customer remedies. NII ex-TSB grew, underpinned by strong volumes and resilient SME yields, and despite the cost of strong liquidity levels and pressure from negative Euribor</li> </ul>
Commissions	s <b>&gt;</b>	+2.5%	+6.3%	+6.5%	+9.0%	<ul> <li>High single digit commissions growth QoQ and YoY at ex-TSB level supported by a strong performance in service and asset management fees</li> </ul>

Strong core banking revenue ex-TSB of +2.7% QoQ and +3.6% YoY

Note: All data is considered on a like-for-like basis for comparison purposes. Core banking revenue refers to net interest income plus commissions.

<sup>&</sup>lt;sup>1</sup> Excludes the impact of the APS NPL run-off.

<sup>&</sup>lt;sup>2</sup> %YoY calculated as the growth rate of cumulative results to June 2018 vs. cumulative results to June 2017.



%YoY<sup>1</sup>

1.3%

3.3%

9.0%

-52.1% 10.6%

-7.6%

2.8%

12.9%

53.1%

-13.9%

-16.3%

-17.5% -71.7% -15.5%

-31.1%

139.5%

-10.4%

24.6%

#### **Quarterly income statement**

				Sabadel	abadell, ex-TSB				
In million EUR	1Q18	2Q18	%QoQ	%QoQ constant FX	%YoY <sup>1</sup>	%YoY¹ constant FX	1Q18	2Q18	%QoQ
Net interest income	911.5	898.6	-1.4%	-1.6%	0.0%	0.8%	658.4	665.1	1.0%
Equity method & dividends	12.9	23.8	85.4%	85.4%	3.3%	3.4%	12.8	23.9	87.3%
Commissions	314.4	322.3	2.5%	2.5%	6.1%	6.3%	291.3	310.3	6.5%
Trading income & forex	226.0	19.9	-91.2%	-91.2%	-50.3%	-50.2%	218.8	1.2	-99.4%
Other operating results	-9.7	-88.7			72.6%	75.0%	-7.0	-48.3	
Gross operating income	1,455.1	1,175.9	-19.2%	-19.3%	-8.8%	-8.3%	1,174.3	952.3	-18.9%
Personnel recurrent costs	-383.6	-393.7	2.6%	2.5%	3.1%	3.8%	-290.2	-290.2	0.0%
Administrative recurrent costs	-292.3	-266.4	-8.9%	-9.2%	1.4%	2.6%	-162.4	-163.2	0.5%
Non recurrent costs	-77.0	-66.2	-14.0%	-14.2%			-3.3	-4.3	30.8%
Depreciation & amortisation	-87.1	-89.5	2.7%	2.6%	-9.2%	-8.8%	-69.4	-67.7	-2.5%
Pre-provisions income	615.1	360.1	-41.5%	-41.5%	-27.7%	-27.6%	649.0	426.9	-34.2%
Total provisions & impairments	-244.8	-561.5	129.4%	129.3%	-5.4%	-5.3%	-221.5	-445.3	101.0%
Gains on sale of assets and other results	-0.6	4.6			-77.5%	-77.3%	1.1	4.3	
Profit before taxes	369.7	-196.8			-66.4%	-66.3%	426.5	-14.1	
Taxes	-108.9	60.4			-66.4%	-66.3%	-121.9	31.1	
Minority interest	1.5	2.3	59.8%	59.8%	139.5%	139.5%	1.5	2.3	59.8%
Attributable net profit	259.3	-138.7			-67.2%	-67.2%	303.1	14.6	-95.2%
Memo: Attributable net profit (excl. one-offs) <sup>2</sup>	309.0	147.8	-52.2%	-52.1%	24.1%	24.4%	303.1	138.6	-54.3%

Net profit was impacted in the quarter by the contribution to the resolution fund and extraordinary items such as: TSB one-offs, institutional NPA sales provisions and SAREB debt impairment

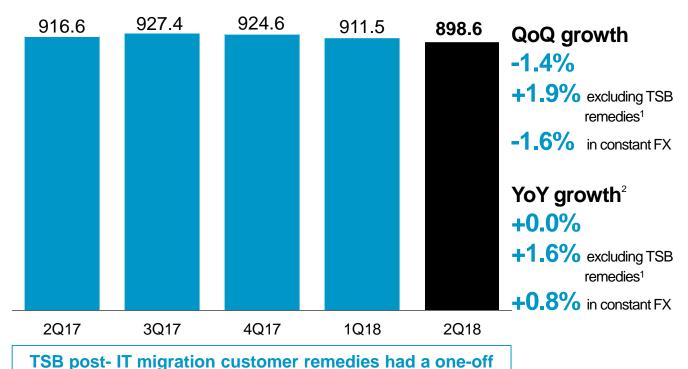
Note: All data is considered on a like-for-like basis for comparison purposes. Quarterly income statement "as reported" is included in the annex section. The EURGBP exchange rate of 0.8767 used for this quarter's P&L corresponds to the daily average rate of 2Q18 (0.8834 as of 1Q18). The EURGBP exchange rate of 0.8801 used for this semester P&L corresponds to the daily average rate of 1H18 (0.8598 as of 1H17). 1 %YoY calculated as the growth rate of cumulative results to June 2018 vs. cumulative results to June 2017. 2 Excludes TSB one-offs items and extraordinary provisions related to institutional NPA sales.



### Positive NII performance at ex-TSB level, while Group NII was impacted by TSB customer remedies

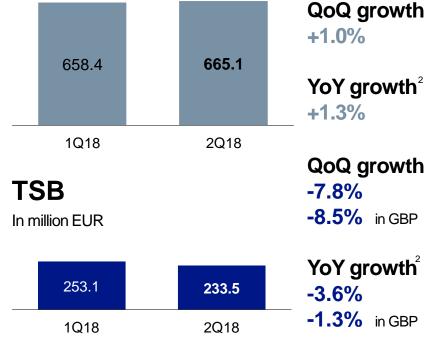
#### **Group net interest income evolution**

In million EUR



#### Sabadell, ex-TSB

In million EUR



Note: All data is considered on a like-for-like basis for comparison purposes.

negative impact of -€30.5M in the guarter

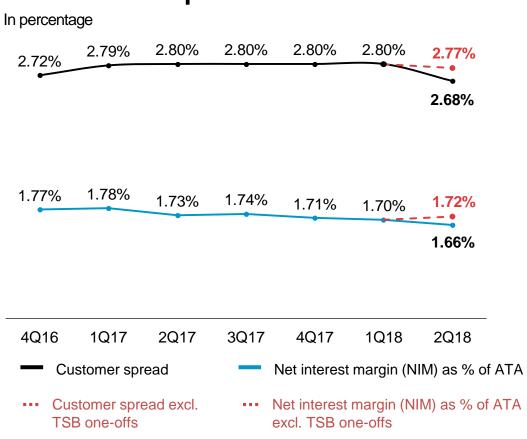
<sup>&</sup>lt;sup>1</sup> Excludes NII related overdraft fee waivers and the increase in Classic Plus Account interest to 5%.

<sup>&</sup>lt;sup>2</sup> %YoY calculated as the growth rate of cumulative results to June 2018 vs. cumulative results to June 2017.



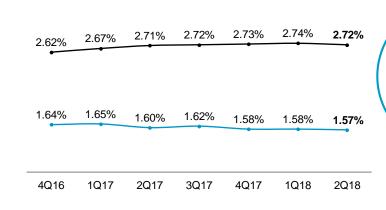
### Net interest margin (excl. one-offs) remained broadly stable despite strong liquidity levels

#### **Customer spread and net interest margin, Sabadell Group**



#### Sabadell, ex-TSB

In percentage



Sabadell ex-TSB
NIM remained
resilient despite
strong liquidity
levels and negative
rates pressure

#### **TSB**

#### In percentage



TSB customer
spread was impacted
by extraordinary
-€30.5M of customer
remedies cost

### Customer spread (excl. one-offs) remained resilient as we continued to defend pricing and improve funding cost



#### **Customer loan yield and cost of funds**

In percentage





Customer loan yield, Group

 Customer loan yield excl. TSB one-offs, Group

Customer loan vield, ex-TSB

Cost of customer funds, Group

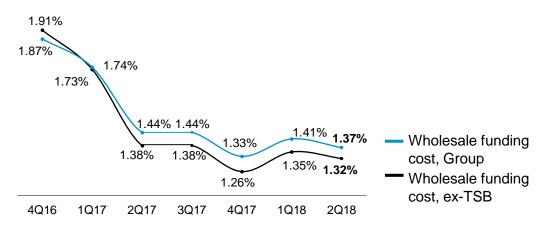
... Cost of customer funds excl. TSB one-offs, Group

Cost of customer funds, ex-TSB

Euribor 12M (quarterly average)

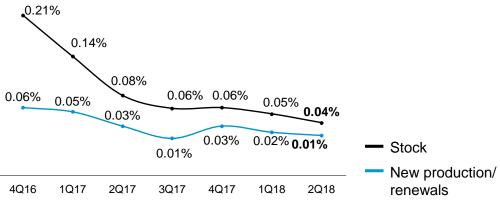
#### Wholesale funding cost<sup>1</sup>

In percentage



#### Contractual rates on term deposits<sup>2</sup>, ex-TSB

In percentage



Note: All data is considered on a like-for-like basis for comparison purposes.

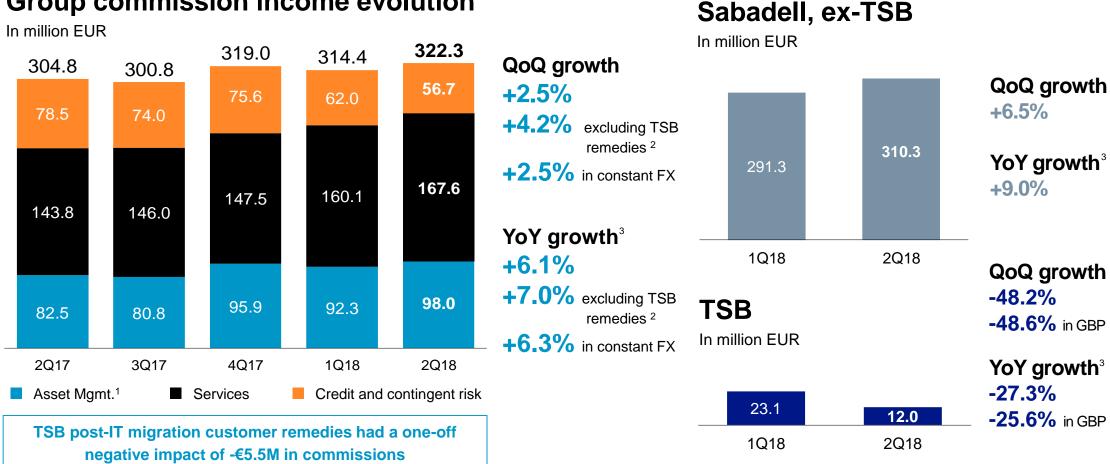
<sup>&</sup>lt;sup>1</sup> Wholesale funding cost excludes the additional benefit from TLTRO II and TFS funding.

<sup>&</sup>lt;sup>2</sup> Contractual rates for Euro term deposits.



#### **Commissions increased YoY with positive** performance in services and asset management

#### **Group commission income evolution**



Note: All data is considered on a like-for-like basis for comparison purposes.

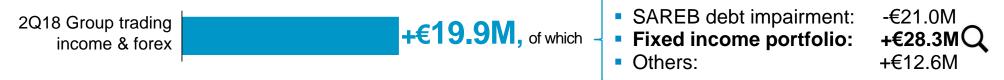
<sup>&</sup>lt;sup>1</sup> Includes mutual funds, pension funds, insurance brokerage and wealth management commissions.

<sup>&</sup>lt;sup>2</sup> Excludes waivers of overdraft charges related to fees and credit card over limit fees. <sup>3</sup> %YoY calculated as the growth rate of cumulative results to June 2018 vs. cumulative results to June 2017.

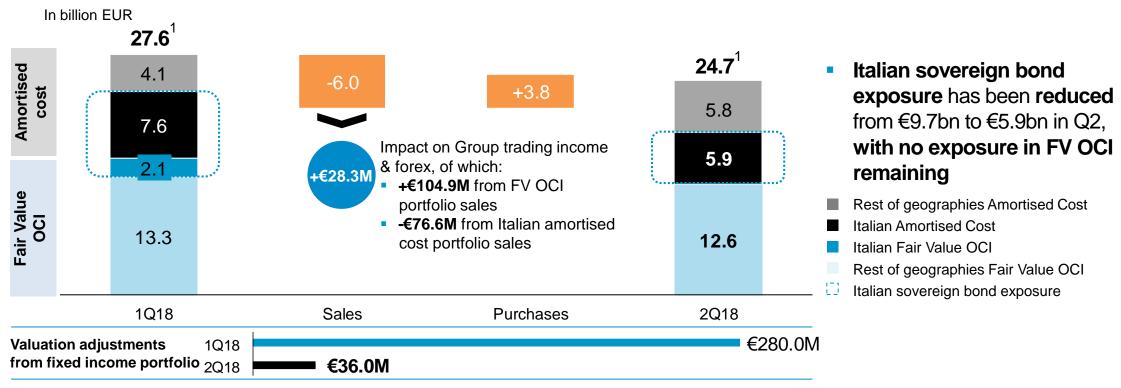


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### Trading income impacted by SAREB debt impairment, which was more than offset by fixed income portfolio sales



#### Q Fixed income portfolio evolution, Sabadell Group



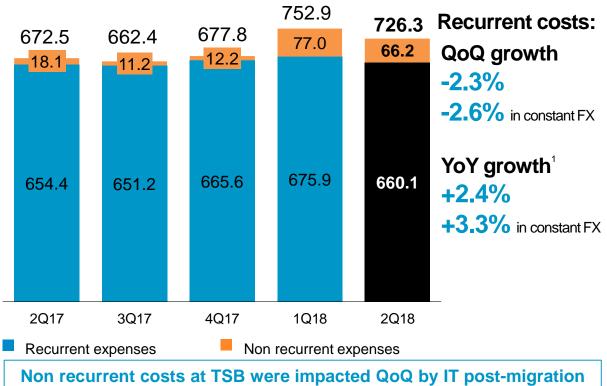
<sup>&</sup>lt;sup>1</sup> Also includes the trading portfolio.



### Recurrent costs fell as TSB completed the migration to its new technological platform

#### **Group personnel and general expenses**

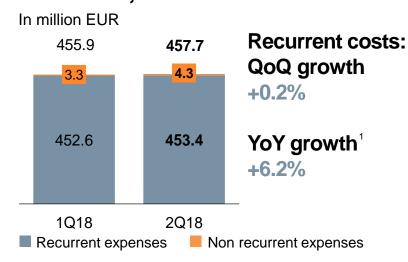
In million EUR

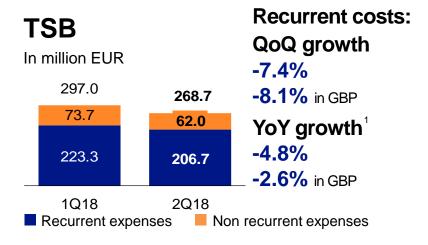


Non recurrent costs at TSB were impacted QoQ by IT post-migration one-off costs of -€35.0M and additional IT migration costs of -€22.6M

#### Note: All data is considered on a like-for-like basis for comparison purposes.

#### Sabadell, ex-TSB





<sup>&</sup>lt;sup>1</sup> %YoY calculated as the growth rate of cumulative results to June 2018 vs. cumulative results to June 2017.

## 3

### Commercial activity and transformation

#### Sabadell

#### 2Q18 highlights: Commercial activity and transformation

- 1. Strong commercial activity in Spain
- Performing loans, ex-TSB1

Performing loans in Spain

Positive growth in mortgages to individuals

- 2. Successful SME strategy

Performing loan growth ... while defending new production SME vields

in SMEs...

- Positive off-balance sheet momentum

customer funds

Mutual funds

- 4. Positive balance sheet trend continues in the UK

Franchise customer lending<sup>2</sup>

5. Sustained growth in Mexico

Performing loans in Mexico



#### **Balance sheet dynamics**

#### **Evolution of customer loans and funds**

_	Sabadell Group						Sabadell, ex-TSB					
In million EUR	Jun-17	Mar-18	Jun-18	%QoQ constant FX	%QoQ	%YoY like-for-like constant FX	%YoY like-for-like	Jun-17	Mar-18	Jun-18	%QoQ	%YoY like-for-like
Total assets	212,802	219,009	215,935	-1.1%	-1.4%	1.8%	1.5%	165,607	169,676	168,776	-0.5%	1.9%
Of which:												
Gross loans to customers ex repos <sup>1</sup>	146,201	144,967	147,934	2.4%	2.0%	1.5%	1.2%	110,777	108,949	112,255	3.0%	1.3%
Performing loans	137,666	137,246	140,667	2.9%	2.5%	2.5%	2.2%	102,437	101,653	105,465	3.7%	3.0%
Performing loans ex-APS NPL run-off	131,446	132,482	135,877	2.9%	2.6%	3.7%	3.4%	96,217	96,889	100,675	3.9%	4.6%
Fixed income portfolio	28,783	27,609	24,673	-10.5%	-10.6%	-16.5%	-14.3%	24,612	24,759	22,389	-9.6%	-9.0%
Total liabilities	199,928	206,139	203,865	-0.8%	-1.1%	2.3%	2.0%	155,221	159,209	158,931	-0.2%	2.4%
Of which:												
On-balance sheet customer funds	132,323	133,280	135,695	2.2%	1.8%	2.8%	2.5%	98,260	98,283	102,323	4.1%	4.1%
Term funds <sup>2</sup>	35,959	31,486	30,296	-3.6%	-3.8%	-15.6%	-15.7%	31,176	27,491	27,381	-0.4%	-12.2%
Sight accounts	96,365	101,794	105,400	3.9%	3.5%	9.6%	9.4%	67,083	70,792	74,942	5.9%	11.7%
Wholesale funding	20,652	21,259	20,157	-5.1%	-5.2%	-2.3%	-2.4%	19,163	19,374	18,348	-5.3%	-4.3%
ECB funding	20,938	20,987	20,500	-2.3%	-2.3%	-2.1%	-2.1%	20,938	20,987	20,500	-2.3%	-2.1%
BoE funding	5,183	7,402	7,302	-0.1%	-1.4%	42.0%	40.9%	0	0	0		
Off-balance sheet funds	43,997	46,364	46,901 <	1.2%	1.2%	6.6%	6.6%	> 43,997	46,364	46,901	1.2%	6.6%
Of which:									-			
Mutual funds	25,943	28,136	28,624	1.7%	1.7%	10.3%	10.3%	25,943	28,136	28,624	1.7%	10.3%
Pension funds	4,040	3,911	3,869	-1.1%	-1.1%	-4.2%	-4.2%	4,040	3,911	3,869	-1.1%	-4.2%
Third party insurance products	10,070	10,313	10,401	0.9%	0.9%	3.3%	3.3%	10,070	10,313	10,401	0.9%	3.3%
Managed accounts	3,943	4,004	4,007	0.1%	0.1%	1.6%	1.6%	3,943	4,004	4,007	0.1%	1.6%
Total customer funds	176,320	179,644	182,596	1.9%	1.6%	3.7%	3.6%	142,257	144,647	149,224	3.2%	4.9%

Note: All data is considered on a like-for-like basis for comparison purposes. The EURGBP exchange rate of 0.8861 used for this quarter's balance sheet is the closing exchange rate as of June 2018.

<sup>&</sup>lt;sup>1</sup> Includes accrual adjustments.

<sup>&</sup>lt;sup>2</sup> Term funds include term deposits and other funds placed via the branch network and exclude repos and deposits from institutional clients.

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### Group performing loans increased in the quarter, driven by strong growth in Spain

#### Performing loans: performance by geographies, Group

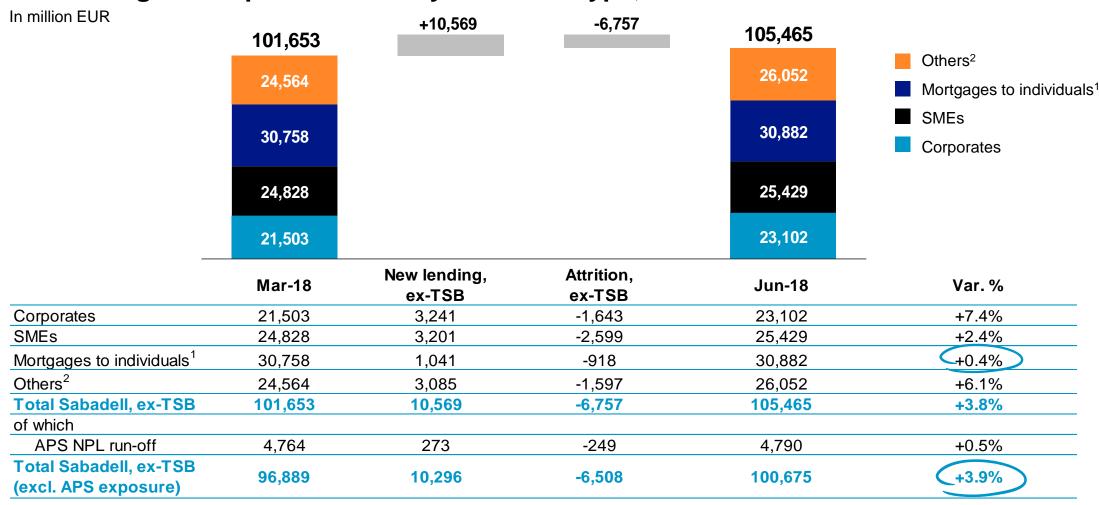
In million EUR +2.6% growth (+2.9% in FX constant) 137,246 +3,425-391 +361 +26 140,667 2,870 Mexico 35,202 **TSB** 35,593 APS NPL run-off 1 4,790 4,764 Spain 97,805 94,380 Mar-18 Spain **TSB** Mexico **APS NPL** Jun-18 run-off 1 +3.6% -1.1% (+0.7% GBP) (+14.4%)(+15.9% MXN) QoQ growth +0.5% +2.5% YoY growth +3.8% -0.1% (+2.8% GBP) +41.4% (+56.6% MXN) -23.0% +2.2%

<sup>&</sup>lt;sup>1</sup> APS NPL run-off refers to the 80% of the APS problematic exposure, due to the DGF, which risk is presented as performing and the change in net loans and receivables account.

### Solid Corporates and SMEs segments performance and positive mortgages growth in the quarter

<sup>®</sup>Sabadell

#### Performing loans: performance by customer type, ex-TSB

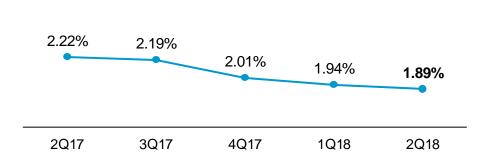


### New lending yields remained stable in the highest growing segments thanks to our ability to defend pricing



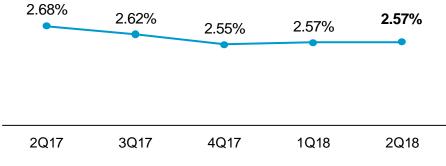
#### Mortgages to individuals

Yield in percentage



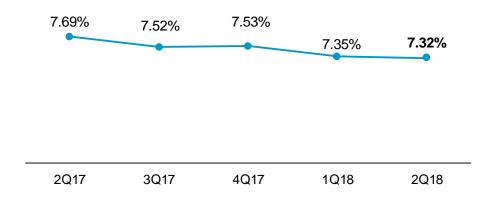
#### **Loans to SMEs and Corporates**

Yield in percentage



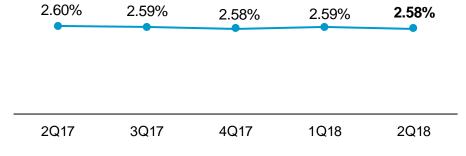
#### **Consumer loans**

Yield in percentage



#### **Credit line for SMEs and Corporates**

Yield in percentage

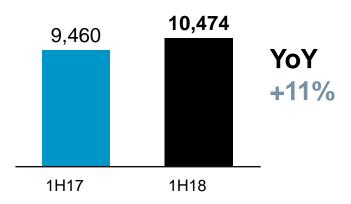




#### Strong commercial momentum in Spain

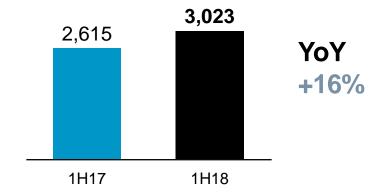
#### New loans and credit facilities to SMEs

In million EUR



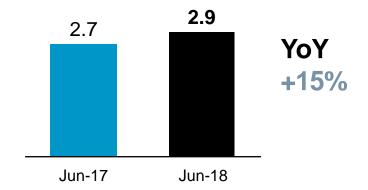
#### New mortgages & consumer loans<sup>1</sup>

In million EUR

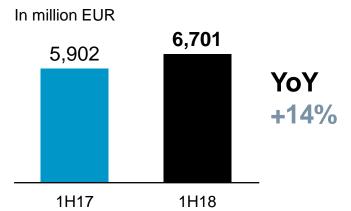


#### Expansión accounts<sup>2</sup>

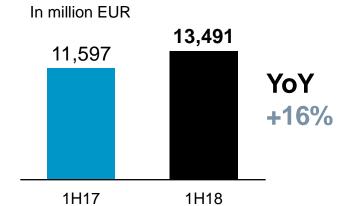
Number of accounts (in million)



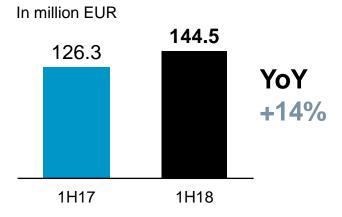
#### **Credit card turnover**



#### **PoS turnover**



#### **New insurance premium**



<sup>&</sup>lt;sup>1</sup> New mortgages to individuals and self-employed. New consumer loans including Sabadell Consumer Finance.

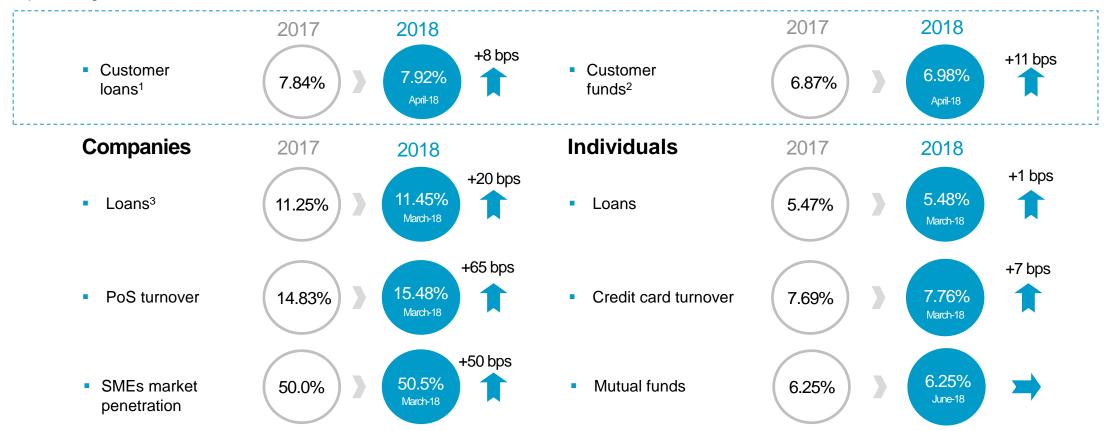
<sup>&</sup>lt;sup>2</sup> Expansión account is the relationship account with engaged businesses and individuals.



### Increasing our market position in Spain in line with our business plan

#### **Market shares**

In percentage



Note: 2017 data as at December. 2018 figures as of last available data. Sources include Bank of Spain, ICEA, Inverco and Servired.

<sup>&</sup>lt;sup>1</sup> Excluding repos and APS effect.

<sup>&</sup>lt;sup>2</sup> Customer funds from other domestic sector: sight and term accounts + mutual funds + savings insurance products + pension plans + retail bonds.

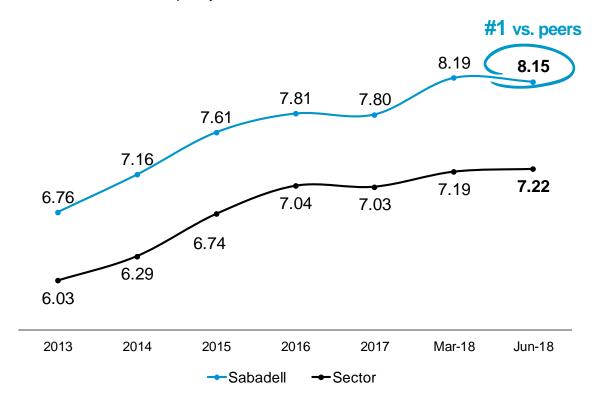
<sup>&</sup>lt;sup>3</sup> Excluding loans to real estate companies and repos.



### Sabadell remains top ranked in the Spanish sector according to service quality and customer experience

#### Level of service quality

Evolution of Sabadell quality index vs. sector



#### Net promoter score ("NPS")<sup>2</sup>

	2018	Ranking
Large enterprises (turnover >€5M)	36%	1 <sup>st</sup>
SMEs (turnover <€5M)	18%	1 <sup>st</sup>
Personal banking	30%	2 <sup>nd</sup>
Retail banking	4%	3 <sup>rd</sup>

Sabadell continues to be perceived well above the spanish sector average in terms of service quality.

NPS<sup>2</sup> ranking positions: 1<sup>st</sup> in SMEs and large enterprises, 2<sup>nd</sup> in personal banking and 3<sup>rd</sup> in retail banking

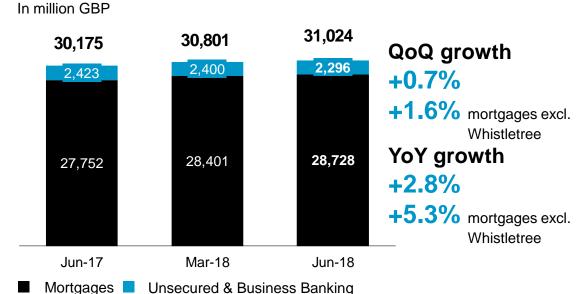
<sup>&</sup>lt;sup>1</sup> Source: STIGA, EQUOS (Objective Quality Analysis in Banking Networks, Q2 2018). Cumulative data.

<sup>&</sup>lt;sup>2</sup> Source: Benchmark NPS Accenture Report. Net promoter score (NPS) is based on the question "On a scale of 0-10, where 0 is not at all likely and 10 is extremely likely, how likely is it that you would recommend Sabadell to a friend or colleague?" NPS is the percentage of customers who score 9-10 after subtracting the percentage who score 0-6. Considers peer group entities. Data as last available month.



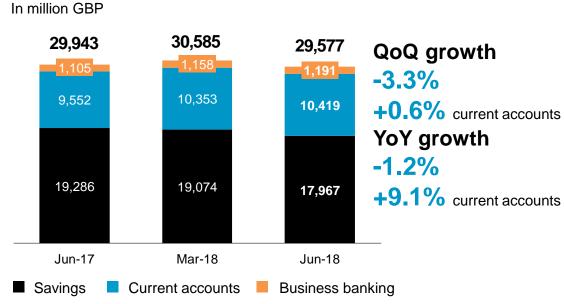
### TSB saw positive lending and current account growth in the quarter

#### **Total customer lending (net)**



 Positive trend continues with Franchise mortgage lending (excl. Whistletree) growing by +1.6% QoQ and +5.3 YoY, despite having slowed down volume growth intentionally in order to facilitate IT migration

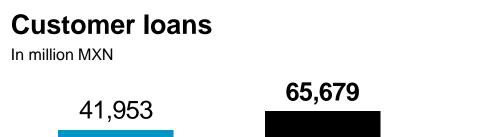
#### **Total customer deposits**



- Current accounts increased by +0.6% QoQ and +9.1% YoY
- Savings deposits reduction reflects pricing decisions taken early in 2018 to manage deposit volumes through the 2018 'ISA season' given TSB's strong liquidity position



#### Mexico continues to have an outstanding growth rate



Jun-18

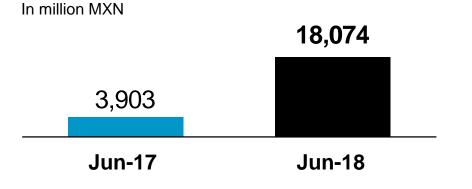
YoY growth +57%

### **Business Banking**

19 branches 3 new openings in Q2

#### **Customer funds**

Jun-17



YoY growth +363%

Personal Banking

>2,000 customers 4.7 / 5 satisfaction



### Strongly committed to our digital and commercial transformation with digital clients up +12% YoY

4.7M

(+12% YoY)

**Group digital clients** 

17,138

(+52% YoY)

Digital sales of unsecured loans in Spain

768k

(+181% YoY)

**Active Management customers in Spain** 

3.3M

(+22% YoY)

**Group mobile clients** 

51%

(-8pp YoY)

Digital sales in UK

89%

(+4pp YoY)

Transactions executed through remote channels

**65M** 

(+9% YoY)

Group web and mobile monthly traffic

18%

(+1pp YoY)

Digital sales in Spain

5.6M

(+43% YoY)

Pull data-driven commercial impacts

Note: Data as of June 18.

#### Sabadell

### We continued to roll out new digital initiatives and completed new investments in technological ventures

#### **Quarterly performance**

#### Simplification

 "Immediate loans": application, completion and credit to current account with just one branch appointment  Mortgage Service Centres: freeing up time for branches and providing specialised services to mortgage applicants



#### Digital offering

 Solvia Price Index and Location Intelligence: intelligent pricing and advice tools to buy, sell or rent a house





 Improving user experience of Sabadell Online, Sabadell App and Sabadell Wallet



#### Strategic investments

 Instant Credit: multilender online platform for consumer finance



 Cardumen Capital: venture capital fund focused on Israeli start-up investments



Solvency and asset quality



#### 2Q18 highlights: Solvency and asset quality

1. Risk profile transformation



€7.0bn

Total NPA

reduction

1.7%

Net NPA ratio NPL ratio (pro forma) (pro forma)

54.6%

NPA coverage (pro forma)

Outstanding organic NPA reduction



€755M

Organic NPA

reduction

€511 M
Organic NPL
reduction

€439M
Foreclosed asset sales by Solvia

4.5%

Foreclosed assets continued to be sold at a premium (on average)

3. Sound capital position



11.2% FL CET1 (pro forma)



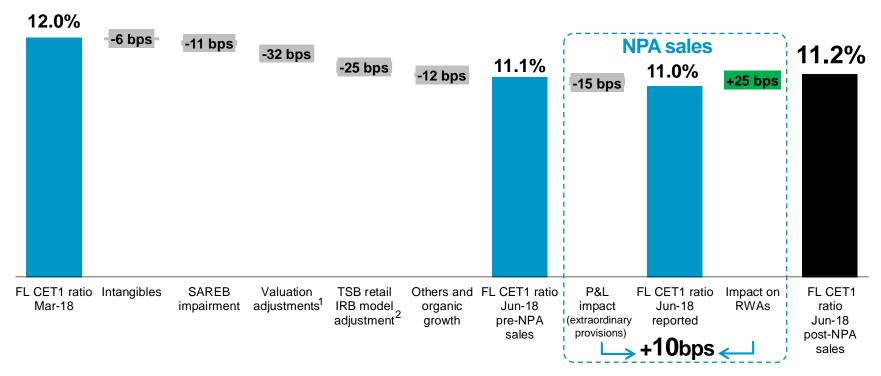
Mainly impacted in the quarter by sovereign volatility, ALCO portfolio rebalancing, RWAs growth and SAREB equity impairment

#### Sabadell

### FL CET1 ratio decreased in the quarter mainly impacted by several one-offs

#### **Fully-loaded Common Equity Tier 1 evolution**

In percentage



Fully loaded CET1 ratio was mainly impacted QoQ by:

- Valuation
   adjustments<sup>1</sup> in the
   Fair Value OCI
   portfolio
- TSB increase in RWAs<sup>2</sup>
- SAREB equity impairment...

... although it was partially offset by the impact of the institutional NPAs sales announced

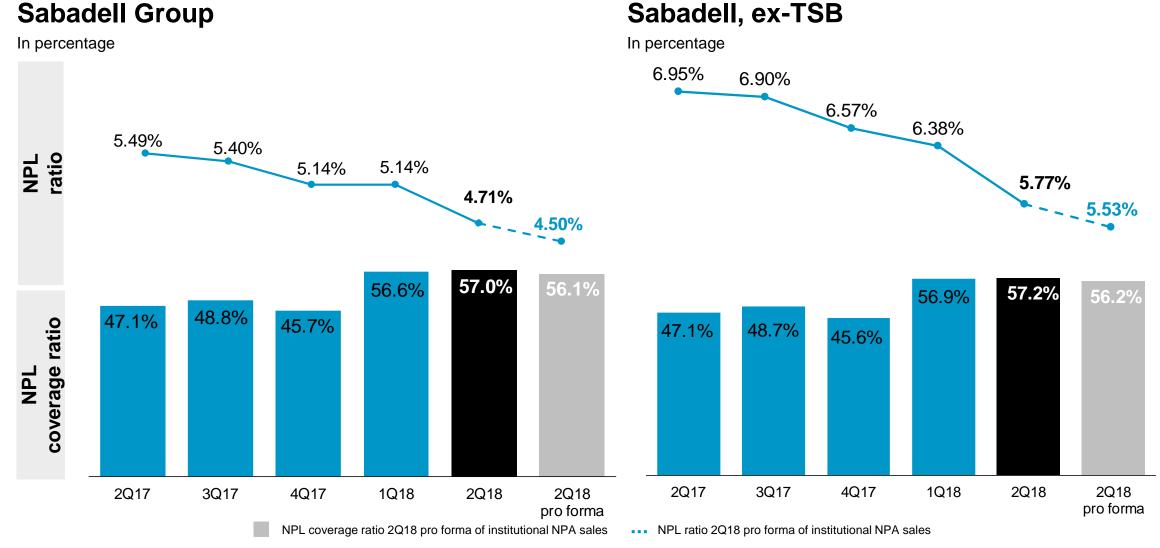
Post institutional NPA sales, our fully-loaded CET1 ratio pro forma stands at 11.2%, and phase-in CET1 ratio pro forma stands at 12.2%

<sup>&</sup>lt;sup>1</sup> Includes adjustments from both the fair value OCI portfolio and FX adjustments.

<sup>&</sup>lt;sup>2</sup> TSB increase in RWAs due to an adjustment in the mortgage IRB models in order to apply the 90 days default definition instead of 180 days default definition with the aim to align TSB models with SSM and Group criteria.

### The Group NPL ratio has been reduced significantly to 4.71%, and 4.50% when including institutional NPA sales

<sup>®</sup>Sabadell

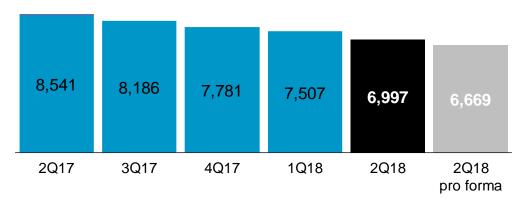


### Big step towards de-risking our balance sheet, including a strong organic reduction

#### Sabadell

#### **NPL** evolution, ex-TSB

In million EUR



#### Foreclosed assets evolution, ex-TSB

In million EUR



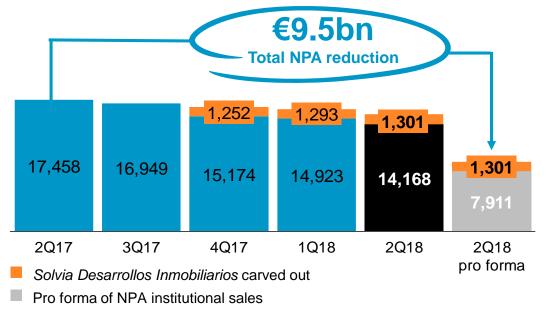
#### **Total problematic assets, ex-TSB**

In million EUR

#### Organic reduction in the quarter:

- €755M in NPAs, of which:
  - **€511M** in NPLs
  - €244M in foreclosed assets

Additional NPA reduction of €6,257M through institutional NPA sales announced



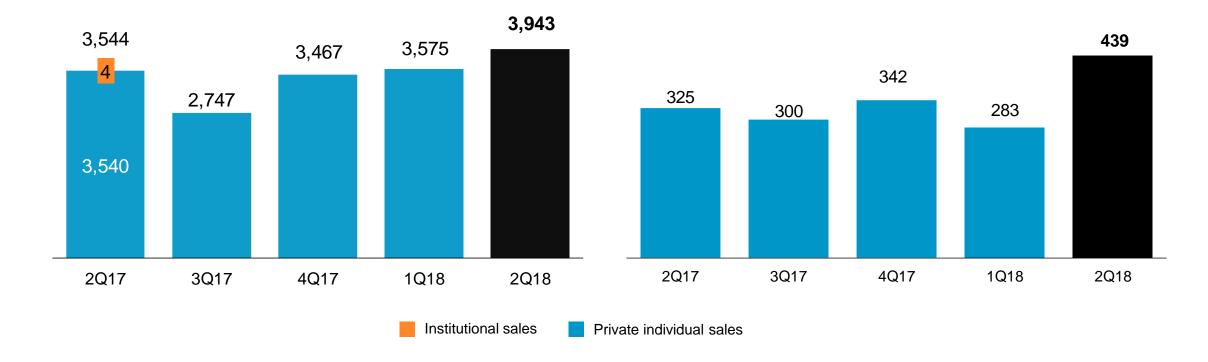


#### Private individual sales increased by +55% in the quarter

#### Number of foreclosed assets sold

In units

#### Foreclosed assets sold (Includes 20% APS exposure)



In million EUR

#### NPAs continued to be sold at a premium on average in the quarter



### Our pro forma net NPA to total assets ratio fell to 1.7% from 3.1% in the quarter

#### Sabadell Group coverage ratios evolution

In million ELID

In million EUR	2Q17	3Q17	4Q17	1Q18	2Q18	2Q18 pro forma
NPL evolution	8,703	8,345	7,925	7,898	7,386	7,058
Provisions	4,100	4,069	3,625	4,467	4,209	3,956
Coverage ratio (%)	47.1%	48.8%	45.7%	56.6%	57.0%	56.1%
	2Q17	3Q17	4Q17	1Q18	2Q18	2Q18 pro forma
Foreclosed assets evolution	8,917	8,763	7,393	7,416	7,171	1,242
Provisions	4,264	4,746	3,998	3,979	3,991	579
Coverage ratio (%)	47.8%	54.2%	54.1%	53.7%	55.7%*	46.6%
	2Q17	3Q17	4Q17	1Q18	2Q18	2Q18 pro forma
Total problematic assets	17,619	17,108	15,318	15,314	14,557	8,300
Provisions	8,364	8,814	7,623	8,446	8,200	4,535
Coverage ratio (%)	47.5%	51.5%	49.8%	55.2%	56.3%	54.6%
Problematic assets as % of gross loans to customers + foreclosed assets (%) <sup>1</sup>	11.4%	11.1%	10.0%	10.0%	9.4%	5.6%
Net problematic assets	9,255	8,294	7,695	6,868	6,357	3,765
						1.7%

Foreclosed assets coverage ratio 2Q18 (incl. write-downs)\*

\*-----

Note: Includes contingent risk. Sabadell Group's NPLs, foreclosed assets and NPAs include 20% of the problematic exposure included in the APS, which risk is assumed by Sabadell in accordance with the APS protocol. Accordingly, the Group provisions include the provisions associated with 20% of the problematic exposure included in the APS.

¹ Gross loans to customers including accrual adjustments.



### TSB continues to hold a low risk profile

#### Total Customer Lending - Mortgages and Unsecured & Business Banking

In million GBP	Jun-17	Mar-18	Jun-18
Mortgages	27,752	28,401	28,728
Unsecured & Business Banking	2,423	2,400	2,296
Total Lending balances (net)	30,175	30,801	31,024

#### Mortgages - Residential vs. Buy to let (BTL)

In percentage	Jun-17	Mar-18	Jun-18
TSB Total BTL %	15%	15%	15%

#### Mortgages loan to value (LTV)<sup>1</sup>

In percentage	Jun-17	Mar-18	Jun-18
LTV Mortgage Stock	45%	44%	45%

- ✓ Secured lending represents more than 92% of net lending
- ✓ Good asset quality and low-risk mortgage portfolio:
  - BTL represents only 15%
  - Mortgage lending has an average LTV of 45%
  - Interest only concentration is c.27% (excluding Whistletree)

#### Cost of Risk (AQR)<sup>2</sup>- Mortgages and Unsecured & Business Banking

In percentage (annualised for each quarter)	Jun-17	Mar-18	Jun-18
Mortgages	-0.06%	-0.01%	0.02%
Unsecured & Business Banking	3.51%	3.27%	3.08%
Total TSB AQR	0.23%	0.27%	0.27%

#### **Doubtful loans ratio**

In percentage	Jun-17	Mar-18	Jun-18
<b>Doubtful loans ratio</b>	0.5%	1.1%	1.1%

#### **Common Equity Tier 1 Capital ratio**

In percentage	Jun-17	Mar-18	Jun-18
Common Equity Tier 1 Capital ratio	19.3%	19.8%	19.2%

- Capital position remains one of the strongest of UK banks with a **CET1 ratio** of **19.2%** on a fully loaded basis
- ✓ Leverage ratio of 5.3%
- ✓ High proportion of PCAs in funding mix, which is higher than
  35%

Note: Customer lending and deposits includes micro fair value hedge accounting adjustment.

<sup>&</sup>lt;sup>1</sup> The LTV ratio is a calculation which expresses the amount of a mortgage balance outstanding as a percentage of the total appraised value of the property. The appraised value is indexed quarterly.<sup>2</sup> AQR is a measure used to track the quality of the lending book. Calculated as P&L impairment charge divided by average gross customer lending balances.



Estar donde estés. Ser on siguis. There, wherever you are.

# Annex



# Half-yearly income statement-like-for-like

_	Sabadell, Group				S	Sabadell, ex-TSB		
In million EUR	1H17	1H18	%YoY	%YoY constant FX	1H17	1H18	%YoY	
Net interest income	1,810.9	1,810.1	0.0%	0.8%	1,306.1	1,323.5	1.3%	
Equity method & dividends	35.5	36.7	3.3%	3.4%	35.5	36.7	3.3%	
Commissions	600.1	636.7	6.1%	6.3%	551.9	601.7	9.0%	
Trading income & forex	494.4	245.8	-50.3%	-50.2%	458.8	220.0	-52.1%	
Other operating results	-57.0	-98.4	72.6%	75.0%	-50.0	-55.3	10.6%	
Gross operating income	2,884.0	2,631.0	-8.8%	-8.3%	2,302.3	2,126.6	-7.6%	
Personnel recurrent costs	-753.8	-777.3	3.1%	3.8%	-564.7	-580.4	2.8%	
Administrative recurrent costs	-551.2	-558.7	1.4%	2.6%	-288.5	-325.6	12.9%	
Non recurrent costs	-35.6	-143.2	<b></b>	<del>-</del>	-4.9	-7.5	53.1%	
Depreciation & amortisation	-194.4	-176.6	-9.2%	-8.8%	-159.2	-137.1	-13.9%	
Pre-provisions income	1,349.0	975.1	-27.7%	-27.6%	1,285.0	1,076.0	-16.3%	
Total provisions & impairments	-852.7	-806.3	-5.4%	-5.3%	-808.4	-666.8	-17.5%	
Gains on sale of assets and other result:	17.7	4.0	-77.5%	-77.3%	11.3	3.2	-71.7%	
Profit before taxes	514.0	172.9	-66.4%	-66.3%	487.9	412.4	-15.5%	
Taxes	-144.3	-48.5	-66.4%	-66.3%	-131.8	-90.8	-31.1%	
Minority interest	1.6	3.8	139.5%	139.5%	1.6	3.8	139.5%	
Attributable net profit	368.1	120.6	-67.2%	-67.2%	354.5	317.7	-10.4%	



# Quarterly income statement - "as reported"

Sabadell, Group						Sabadell, ex-TSB			
In million EUR	2Q17	1Q18	2Q18	%QoQ	%QoQ FX constant	2Q17	1Q18	2Q18	%QoQ
Net interest income	974.5	911.5	898.6	-1.4%	-1.6%	711.4	658.4	665.1	1.0%
Equity method & dividends	19.7	12.9	23.8	85.4%	85.4%	19.7	12.8	23.9	87.3%
Commissions	306.3	314.4	322.3	2.5%	2.5%	284.7	291.3	310.3	6.5%
Trading income & forex	196.2	226.0	19.9	-91.2%	-91.2%	117.8	218.8	1.2	-99.4%
Other operating results	-53.3	-9.7	-88.7			-48.9	-7.0	-48.3	
Gross operating income	1,443.4	1,455.1	1,175.9	-19.2%	-19.3%	1,084.6	1,174.3	952.3	-18.9%
Personnel recurrent costs	-390.2	-383.6	-393.7	2.6%	2.5%	-294.5	-290.2	-290.2	0.0%
Administrative recurrent costs	-282.1	-292.3	-266.4	-8.9%	-9.2%	-150.6	-162.4	-163.2	0.5%
Non recurrent costs	-18.1	-77.0	-66.2	-14.0%	-14.2%	-1.7	-3.3	-4.3	30.8%
Depreciation & amortisation	-96.8	-87.1	-89.5	2.7%	2.6%	-79.2	-69.4	-67.7	-2.5%
Pre-provisions income	656.2	615.1	360.1	-41.5%	-41.5%	558.7	649.0	426.9	-34.2%
Total provisions & impairments	-340.4	-244.8	-561.5	129.4%	129.3%	-320.0	-221.5	-445.3	101.0%
Gains on sale of assets	16.0	-0.6	4.6			17.0	-1.1	4.3	
Negative goodwill	0.0	0.0	0.0			0.0	0.0	0.0	
Profit before taxes	331.8	369.7	-196.8			255.7	426.5	-14.1	
Taxes	-97.4	-108.9	60.4			-74.4	-121.9	31.1	
Minority interest	-0.2	1.5	2.3	59.8%	59.8%	-0.2	1.5	2.3	59.8%
Attributable net profit	234.5	259.3	-138.7			181.4	303.1	14.6	-95.2%



# Half-yearly income statement - "as reported"

		Sabade	Sabadell, ex-TSB				
In million EUR	1H17	1H18	%YoY	%YoY FX constant	1H17	1H18	%YoY
Net interest income	1,936.9	1,810.1	-6.5%	-5.6%	1,413.8	1,323.5	-6.4%
Equity method & dividends	36.1	36.7	1.7%	1.8%	36.1	36.7	1.7%
Commissions	603.0	636.7	5.6%	5.9%	556.1	601.7	8.2%
Trading income & forex	550.3	245.8	-55.3%	-55.3%	460.8	220.0	-52.3%
Other operating results	-82.9	-98.4	18.7%	19.8%	-75.9	-55.3	-27.1%
Gross operating income	3,043.4	2,631.0	-13.6%	-13.0%	2,390.9	2,126.6	-11.1%
Personnel recurrent costs	-778.1	-777.3	-0.1%	0.7%	-589.1	-580.4	-1.5%
Administrative recurrent costs	-564.3	-558.7	-1.0%	0.4%	-301.6	-325.6	7.9%
Non recurrent costs	-35.9	-143.2	299.0%	307.9%	-5.2	-7.5	44.9%
Depreciation & amortisation	-197.4	-176.6	-10.5%	-10.0%	-162.1	-137.1	-15.4%
Pre-provisions income	1,467.7	975.1	-33.6%	-33.4%	1,332.9	1,076.0	-19.3%
Total provisions & impairments	-850.9	-806.3	-5.3%	-5.1%	-806.7	-666.8	-17.3%
Gains on sale of assets	17.6	4.0	-77.4%	-77.2%	11.3	3.2	-71.5%
Negative goodwill	0.0	0.0			0.0	0.0	
Profit before taxes	634.4	172.9	-72.7%	-72.6%	537.4	412.4	-23.3%
Taxes	-182.2	-48.5	-73.4%	-73.1%	-150.6	-90.8	-39.7%
Minority interest	1.6	3.8	139.5%	139.5%	1.6	3.8	139.5%
Attributable net profit	450.6	120.6	-73.2%	-73.1%	385.3	317.7	-17.5%



# Sabadell share: key data

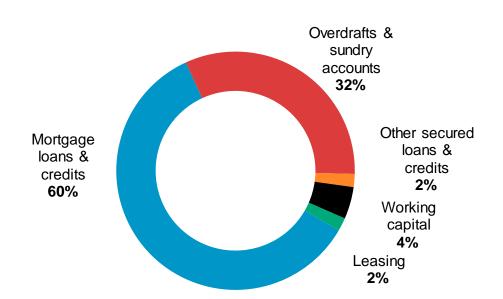
	Jun-17	Jun-18
Shareholders and trading		
Number of shareholders	246,622	234,009
Average number of shares (million)	5,574	5,574
Share price		
Closing session (end of quarter) (€)	1.779	1.436
Market capitalisation (€ million)	9,916	8,002
Stock market multiples		
Earnings per share (EPS) (€) <sup>1</sup>	0.14	0.02
Book value per share (€)	2.36	2.23
Price / Book value (x)	0.75	0.64
Price / Earnings ratio (P/E) (x) <sup>1</sup>	12.33	59.96
Tangible Book Value per share (€)	1.99	1.81



# Performing loans by product type

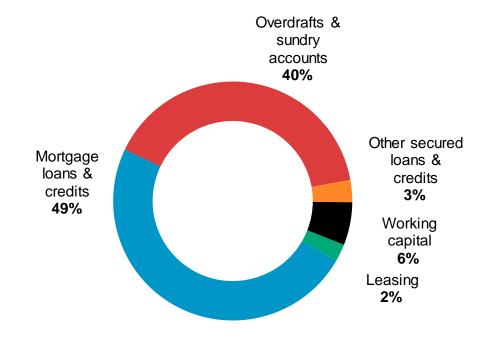
### **Sabadell Group**

In percentage



### Sabadell, ex-TSB

In percentage

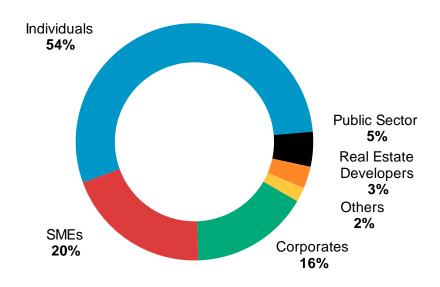




# **Business mix by customer type**

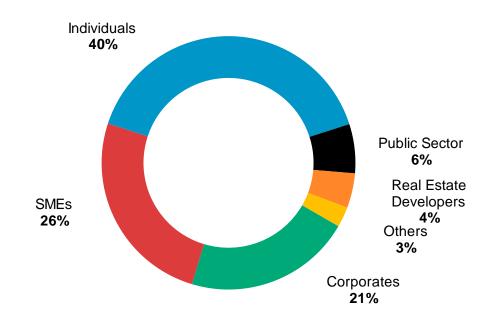
### **Sabadell Group**

In percentage



### Sabadell, ex-TSB

In percentage

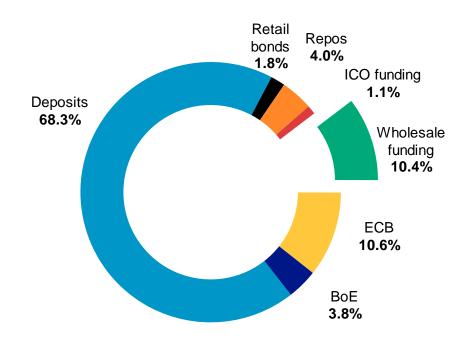




# Funding structure, Sabadell Group

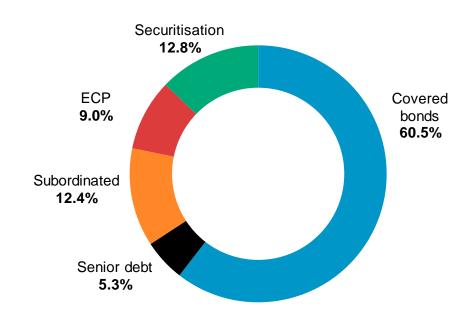
### **Funding structure**

In percentage



### Wholesale funding breakdown

In percentage



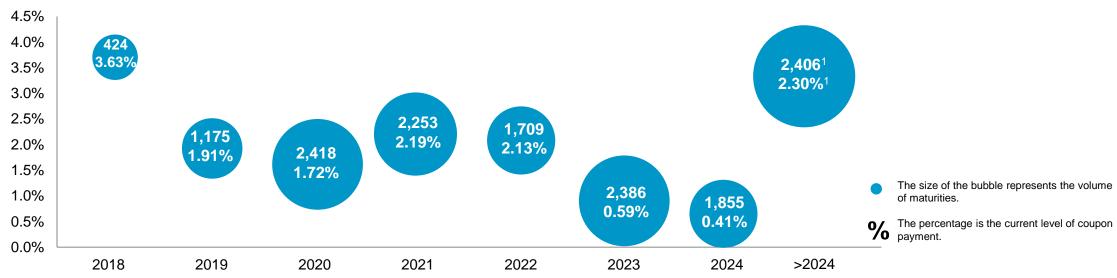


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# Wholesale funding maturities and cost

### **Upcoming wholesale maturities, Sabadell Group**

In million EUR. In percentage



### Maturity by product type, Sabadell Group

In million EUR

THIRDIT LOT	3Q18	4Q18	2019	2020	2021	2022	2023	2024	>2024	Outstanding amount
Covered Bonds (CH)	0	424	1,124	2,015	1,808	1,684	1,388	1,850	1,911	12,204
Senior Debt	0	0	51	0	0	25	998	0	0	1,074
Subordinated Debt and AT1	0	0	0	403	435	0	0	0	1,660	2,497
Other mid- and long-term financial instruments	0	0	0	0	10	0	0	5	0	15
Total	0	424	1,175	2,418	2,253	1,709	2,386	1,855	3,571	15,791

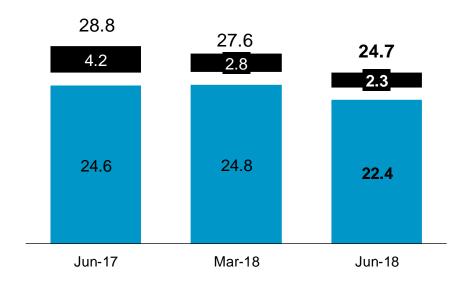
<sup>1</sup> Excluding the AT1.



# Fixed income portfolio

# Fixed income portfolio evolution, Sabadell Group

In billion EUR





# Fixed income portfolio, Sabadell Group

In billion EUR	Jun-17	Mar-18	Jun-18
Fixed income portfolio	28.8	27.6	24.7
% of total assets	13.5%	12.6%	11.4%
of which:			
Fair Value OCI fixed income portfolio	18.5	15.5	12.6
Fair Value OCI duration (yrs) <sup>1</sup>	1.8	2.6	2.1

Note: Excluding Sabadell United Bank data.

<sup>&</sup>lt;sup>1</sup> Duration includes the impact of interest rate swaps.



# Fixed income portfolio composition

### Fixed income portfolio composition evolution, Sabadell Group

In billion EUR

	Jun-17	Mar-18	Jun-18
Spanish Government Debt	9.1	9.4	10.9
Italian Government Debt	10.5	9.7	5.9
UK Government Debt	3.8	2.4	1.8
Other Government Debt	2.6	3.0	3.1
of which:			
US Government	0.2	0.2	0.2
Portuguese Government	1.1	1.7	1.8
Mexican Government	0.7	0.5	0.6
Agencies	1.2	1.0	1.0
Covered Bonds	0.3	0.1	0.1
Corporates & Financials	1.4	2.0	1.9
Total	28.8	27.6	24.7
of which:			
Amortised Cost	9.3	11.7	11.7
Fair Value OCI	18.5	15.5	12.6

Note: Excluding Sabadell United Bank data.



# Evolution of NPLs and foreclosed assets, reported

### **Evolution of NPLs and foreclosed assets, ex-TSB**

	2Q17	3Q17	4Q17	1Q18	2Q18
Gross entries (NPL)	526	513	617	481	330
Recoveries	-1,067	-706	-956	-539	-573
Scope exclusions	0	-10	0	0	0
Net NPL entries	-541	-203	-339	-58	-243
Gross entries (foreclosed assets)	304	148	254	294	176
Sales <sup>1</sup>	-355	-302	-1,624 <sup>2</sup>	-271	-419
Change in foreclosed assets	-51	-154	-1,370	23	-244
Net NPL entries + Change in foreclosed assets	-592	-357	-1,709	-35	-487
Write-offs	-61	-152	-66	-216	-268
Foreclosed assets and NPLs quarterly change	-653	-509	-1,775	-251	-755

Note: Includes contingent risk. Sabadell ex-TSB's NPLs, foreclosed assets and NPAs include 20% of the problematic exposure included in the APS, which risk is assumed by Sabadell in accordance with the APS protocol.

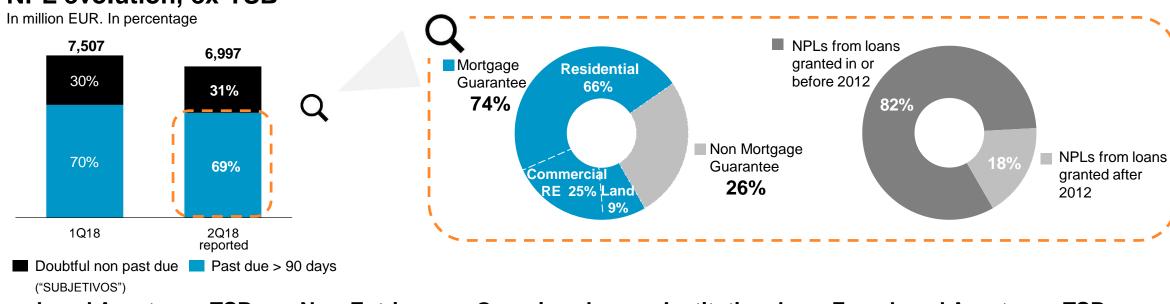
<sup>&</sup>lt;sup>1</sup> Includes other outcomes.

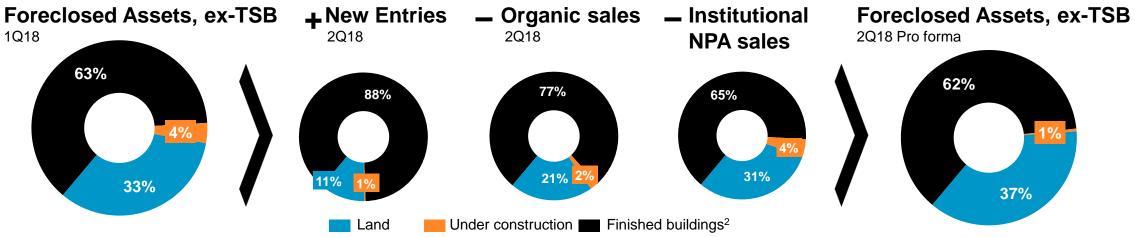
<sup>&</sup>lt;sup>2</sup> Includes €1,252M carved out into our new business line Solvia Desarrollos Inmobiliarios.

#### Sabadell

## NPLs and foreclosed assets composition









# Forbearance exposure, reported

### Forborne and restructured loans, Sabadell Group

In million EUR

	Total	Of which: doubtful
Public sector	20	20
Companies and self-employed	3,682	2,011
Of which: Financing for construction and real estate development	721	552
Individuals	2,321	1,245
Total	6,023	3,276
Provisions	1,422	1,201



# NPL ratio breakdown, reported

### **NPL** ratios by segment, ex-TSB

In percentage

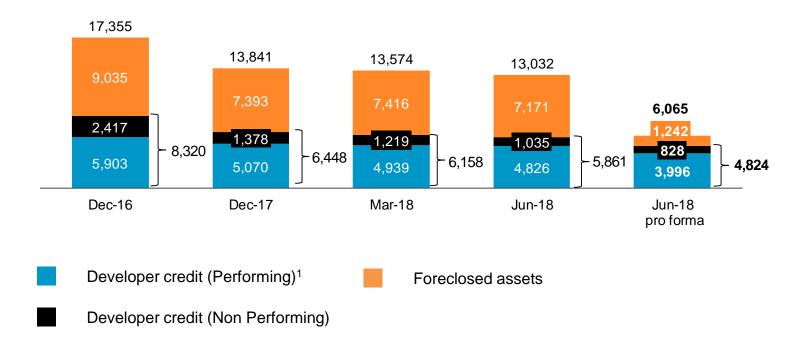
	2Q17	3Q17	4Q17	1Q18	2Q18
Real Estate development and/or construction purposes	25.80%	23.82%	21.37%	19.80%	17.66%
Construction purposes non-related to real estate dev.	6.57%	6.44%	6.87%	7.17%	6.42%
Large corporates	3.01%	3.03%	3.33%	3.53%	3.12%
SME and small retailers and self-employed	8.31%	8.21%	8.09%	7.88%	7.40%
Individuals with 1 <sup>st</sup> mortgage guarantee assets	7.20%	7.51%	6.88%	6.50%	6.04%
NPL ratio, Sabadell ex-TSB	6.95%	6.90%	6.57%	6.38%	5.77%



# Sabadell real estate exposure, pro forma

### Balance sheet (real estate exposure), ex-TSB

In million EUR



Note: Data as of June 2018. Contingent exposures included. Sabadell ex-TSB's Developer NPLs include 20% of the Developer NPLs included in the APS, which risk is assumed by Sabadell in accordance with the APS protocol. Pro forma data considers institutional NPA sales.

<sup>&</sup>lt;sup>1</sup> Includes loans classified as watchlist. Of which €331M is APS developer non-performing credit which risk has been transferred to the DGF in accordance with the APS protocol and €291M is APS developer performing exposure. Both figures do not include guaranties.



# Foreclosed assets exposure and coverage, reported

### Foreclosed assets exposure and coverage breakdown by asset type, ex-TSB

In million EUR. In percentage

	Gross problematic exposure	Associated provisions	Coverage ratio 45.4%	
Finished buildings	2,613	1,185		
Housing	1,285	570	44.3%	
Rest	1,328	616	46.4%	
Under construction	253	151	59.6%	
Housing	224	136	60.5%	
Rest	29	15	52.5%	
Land	2,344	1,775	75.8%	
Building land	629	458	72.9%	
Other land	1,715	1,317	76.8%	
Others <sup>1</sup>	1,962	880	44.8%	
Total foreclosed assets	7,171	3,991	55.7%	

Note: Data as of June 2018. Sabadell ex-TSB's foreclosed assets include 20% of the foreclosed assets included in the APS, which risk is assumed by Sabadell according to the APS protocol. Accordingly, Sabadell ex-TSB's provisions include all provisions associated to 20% of the foreclosed assets included in the APS.

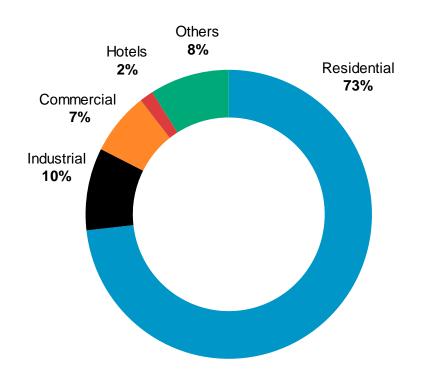
<sup>&</sup>lt;sup>1</sup> Refers to real estate assets derived from home loan mortgages for house purchases.



# REOs/Foreclosed assets segmentation, reported

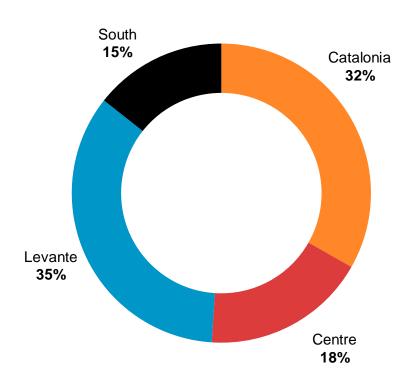
### Foreclosed assets by use, ex-TSB

In percentage



### Foreclosed assets by location, ex-TSB

In percentage



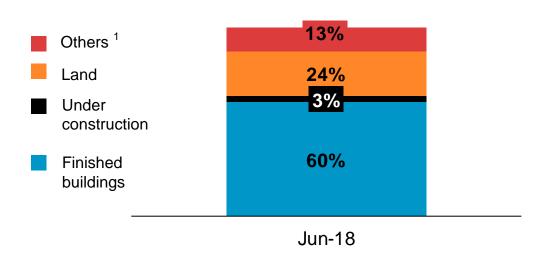
Note: Data as of June 2018. Includes 100% APS.

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# Real Estate portfolio breakdown by asset class and region, reported

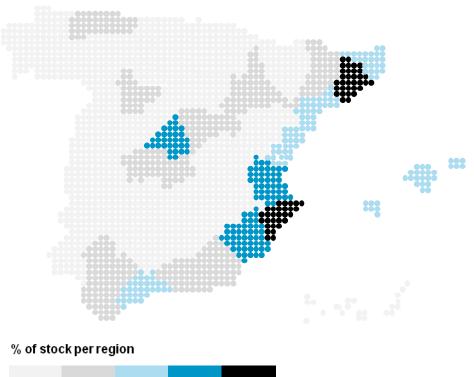
### Portfolio breakdown by asset class, ex-TSB

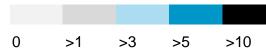
In percentage



### Portfolio breakdown by region

80% of finished properties in the Mediterranean coastal area and Madrid





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# **APS** main figures, pro forma

#### **APS** breakdown and evolution

In million EUR

Concept	Jun-12 <sup>1,2</sup>	Jun-18 <sup>2</sup>	Var. (%)	Jun-18 pro forma <sup>2</sup>	Var. (%) pro forma
Gross loans and advances	19,117	4,452	-76.7%	2,813	-85.3%
of which at-risk	18,460	4,444	-75.9%	2,805	-84.8%
of which contingent guarantees and liabilities	657	8	-98.7%	8	-98.7%
Real estate assets	4,663	3,925	-15.8%	179	-96.2%
Equity stakes	504	40	-92.0%	40	-92.0%
Write offs	360	2,006	457.3%	680	88.9%
Total	24,644	10,424	<b>-57.7</b> % <sup>3</sup>	3,712	-84.9%

Post institutional NPA sales, the APS book has decreased c. 85% (€20.9bn) since inception

Note: Pro forma data considers institutional NPA sales.

<sup>&</sup>lt;sup>1</sup> The APS came into effect on June 1, 2012 with retroactive effects from July 31, 2011.

<sup>&</sup>lt;sup>2</sup> Gross of original existing provisions.

<sup>&</sup>lt;sup>3</sup> Excludes institutional NPA sales.

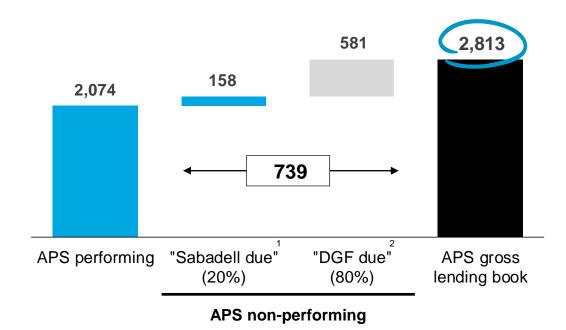


# APS gross loan and developers exposure, pro forma

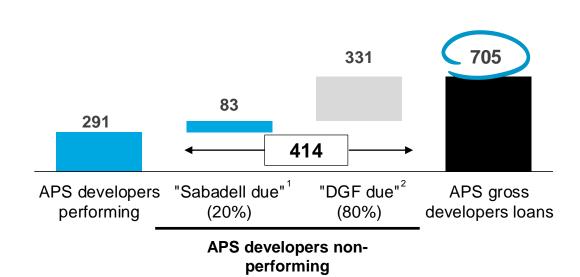
APS gross loans and advances (as of Jun-18 pro forma)

APS developers loans (as of Jun-18 pro forma)

In million EUR



The total APS NPL ratio is 26.3%



The developers APS NPL ratio is 58.7%

Note: Pro forma data considers institutional NPA sales.

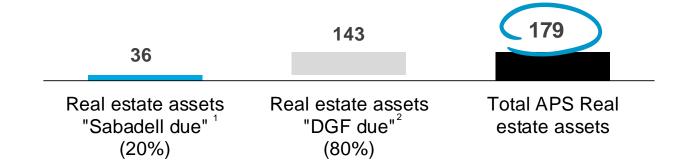
<sup>120%</sup> of total APS non-performing credit risk is assumed by Sabadell as per the APS protocol.

<sup>&</sup>lt;sup>2</sup>80% of total APS non-performing credit risk is transferred to the Deposit Guarantee Fund ("DGF") as per the APS protocol.



## APS real estate asset book, pro forma

### APS real estate (as of Jun-18 pro forma)



<sup>&</sup>lt;sup>1</sup>20% of all APS real estate losses are assumed by Sabadell as per the APS protocol.

<sup>&</sup>lt;sup>2</sup> 80% of all APS real estate losses are assumed by the Deposit Guarantee Fund ("DGF") as per the APS protocol.



# **APS** provisions overview, pro forma

### APS provisions and exposure (as of Jun-18 pro forma)

	APS	APS	APS
	Exposure	<b>Provisions</b>	Coverage
Total APS problematic exposure			
Non-performing credit	739	378	51.1%
of which "DGF due" 1	581	293	
Real estate assets	179	151	84.4%
of which "DGF due" 1	143	121	
Total APS problematic credit and assets	918	528	57.6%
Total APS developers loans			
Non-performing developers credit	414	258	62.3%
of which "DGF due" 1	331	206	
Total APS problematic developers credit and assets	593	409	69.0%



# Sabadell Group's credit ratings and outlook

	Long Term	Short Term	Outlook	Last update
DBRS	BBB (High)	R-1 (low)	Positive	16.07.2018
STANDARD & POOR'S	BBB	A-2	Stable	28.06.2018
MOODY'S1	Baa3/ Baa2	P-3/ P-2	Positive/Positive	17.04.2018

<sup>1</sup> Relates to senior debt and deposits, respectively.



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