## Ban<ıa

## Earnings Report

## January-June 2019 <br> 29 July 2019

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## Bankia ends the first half of 2019 with an attributable profit of 400 million euros. The good performance in commercial activity and "core" result growth reinforce the group's results.

## Positive business performance and cost containment are key to results generation in the first half.

- Net interest income is down 2.8\% compared to the first half of 2018 impacted by portfolio sales, while net fee and commission income remains stable. However, performance versus previous quarter is positive, showing 2.9\% and 4.8\% growth respectively in net interest income and fee and commission income.
- Cost synergies resulting from the merger with BMN reduce operating expenses by $3.4 \%$ compared to the first half of 2018, bringing the "core" result (net interest income plus fee and commission income minus operating expenses) to 639 million euros as of June 2019, up from 637 million euros in June 2018. Compared to the previous quarter, "core" result is up 9\%.
- The decrease in non-performing assets brings the cost of risk for the first half of the year to $0.17 \%$, an improvement of 3 basis points compared to the first half of 2018.
- The reduction in expenses and the positive business performance are the key factors for results generation, allowing the group to end the first half of 2019 with an attributable profit of 400 million euros.


## Improved customer satisfaction, growth in new customers and growth in high value products, lead

 to an increase in volumes and market share gains.- Performing credit (excludes NPL) maintain the growth trend seen in the previous quarter, growing 2.2\% compared to December 2018. New mortgage lending is up 5.4\% compared to the first semester of 2018 and new consumer loans show year-on-year growth of $16.2 \%$.
- Our customers' satisfaction index improves from 86.9 points in December 2018 to 89.9 points at the end of June 2019.
- Compared with June 2018, net new customers grow $63 \%$ and net new customers with direct income deposits is up $29 \%$. Card turnover and new insurance premiums grow, respectively, $14.4 \%$ and $36 \%$ compared to the first half of 2018.
- Further progress in the multichannel strategy. As of June 2019, digital sales represent 24.4\% of total sales and digital customers represent 49.7\% of total customers.
- Customer funds are up $1.7 \%$ year-on-year and $3.6 \%$ in the half-year, with a particularly strong performance in demand deposits and mutual funds. In the first half of 2019, Bankia's market share in mutual funds rises 24 basis points to $6.79 \%$, reaching the first place in the ranking of net new mutual funds, year to date.


## Further reduction in non-performing assets and increase in capital generation.

- The decrease in non-performing loans brings the NPL ratio to $5.7 \%$, down 80 basis points in the half-year and 240 basis points since June 2018.
- Net NPAs (non-performing loans and foreclosed assets, net of provisions) are down $9.4 \%$ in the first half of 2019 and down 32.4\% since June 2018.
- In terms of solvency, the group continues to generate capital organically and reaches a CET1 Fully Loaded ratio of $12.91 \%$, representing an increase of +52 basis points in the first half of the year.
- In 2019, new issuances of senior preferred debt (1,250 million euros) and senior non-preferred debt (500 million euros) have increased the stock of instruments with loss-absorbing capacity towards meeting the future MREL requirement, strengthening the group's solvency position. These issuances increase the MREL ratio by 240 basis points.


## 1. RELEVANT DATA

|  | Jun-19 | Dec-18 | Change |
| :---: | :---: | :---: | :---: |
| Balance sheet (€ million) |  |  |  |
| Total assets | 209,925 | 205,223 | 2.3\% |
| Loans and advances to customers (net) | 120,347 | 118,295 | 1.7\% |
| Loans and advances to customers (gross) | 124,086 | 122,505 | 1.3\% |
| On-balance-sheet customer funds | 147,628 | 144,680 | 2.0\% |
| Customer deposits and clearing houses | 130,563 | 126,319 | 3.4\% |
| Borrowings, marketable securities | 14,098 | 15,370 | (8.3\%) |
| Subordinated liabilities | 2,967 | 2,990 | (0.8\%) |
| Total customer funds | 176,579 | 171,793 | 2.8\% |
| Equity | 13,037 | 13,030 | 0.1\% |
| Common Equity Tier I-BIS III Phase In | 11,518 | 11,367 | 1.3\% |
| Solvency (\%) |  |  |  |
| Common Equity Tier I-BIS III Phase In | 14.08\% | 13.80\% | +0.28 p.p. |
| Total capital ratio - BIS III Phase In | 17.86\% | 17.58\% | +0.28 p.p. |
| Ratio CET1 BIS III Fully Loaded | 12.91\% | 12.39\% | +0.52 p.p. |
| Risk management (€ million and \%) |  |  |  |
| Total risk | 130,810 | 129,792 | 0.8\% |
| Non performing loans | 7,514 | 8,416 | (10.7\%) |
| NPL provisions | 4,122 | 4,593 | (10.3\%) |
| NPL ratio | 5.7\% | 6.5\% | -0.8 p.p. |
| NPL coverage ratio | 54.9\% | 54.6\% | +0.3 p.p. |


|  | Jun-19 | Jun-18 | Change |
| :---: | :---: | :---: | :---: |
| Results (€ million) |  |  |  |
| Net interest income | 1,018 | 1,047 | (2.8\%) |
| Gross income | 1,671 | 1,841 | (9.2\%) |
| "Core" result (Net interest income + Net fees and commissions - Operating Expenses) | 639 | 637 | 0.3\% |
| Pre-provision profit | 759 | 897 | (15.4\%) |
| Profit/(loss) attributable to the Group | 400 | 515 | (22.3\%) |
| Key ratios (\%) |  |  |  |
| Cost to Income ratio (Operating expenses / Gross income) | 54.6\% | 51.3\% | +3.3 p.p. |
| R.O.A. (Profit after tax / Average total assets) ${ }^{(1)}$ | 0.4\% | 0.5\% | -0.1 p.p. |
| RORWA (Profit after tax / RWA) ${ }^{(2)}$ | 1.0\% | 1.2\% | -0.2 p.p. |
| ROE (Profit attributable to the group / Equity) ${ }^{(3)}$ | 6.3\% | 8.3\% | -2.0 p.p. |
| ROTE ( Profit attributable to the group / Average tangible equity) ${ }^{(4)}$ | 6.5\% | 8.5\% | -2.0 p.p. |


|  | Jun-19 | Dec-18 | Change |
| :---: | :---: | :---: | :---: |
| Bankia share |  |  |  |
| Number of shareholders | 180,724 | 184,643 | (2.1\%) |
| Number of shares in issue (million) | 3,070 | 3,085 | (0.5\%) |
| Closing price (end of period, €) ${ }^{(5)}$ | 2.08 | 2.56 | (18.8\%) |
| Market capitalisation (€ million) | 6,378 | 7,898 | (19.2\%) |
| Earnings per share ${ }^{(6)}$ (€) | 0.26 | 0.23 | 15.2\% |
| Tangible book value per share ${ }^{(7)}(€)$ | 4.23 | 4.18 | 1.2\% |
| PER (Last price ${ }^{(5)} /$ Earnings per share ${ }^{(6)}$ ) | 7.92 | 11.23 | (29.5\%) |
| PTBV (Last price ${ }^{(5)} /$ Tangible book value per share) | 0.49 | 0.61 | (19.8\%) |
| Additional information |  |  |  |
| Number of branches | 2,277 | 2,298 | (0.9\%) |
| Number of employees | 16,062 | 15,924 | 0.9\% |

(1) Annualized profit after tax divided by average total assets for the period
(2) Annualized profit after tax divided by risk weighted assets at period end
(3) Annualized attributable profit divided by the previous 12 months average equity, excluding the expected dividend payment
(4) Annualized Attributable profit divided by the previous 12 months average tangible equity, excluding the expected dividend payment
(5) Using the last price as of 28 June 2019 and 31 December 2018.
(6) Annualized attributable profit divided by the number of shares in issue.
(7) Total Equity less intangible assets divided by the number of shares in issue

## 2. ECONOMIC AND FINANCIAL ENVIRONMENT

## International economic scenario

World growth exceeded expectations in the first half of the year, but the slowing trend seen since 2018 persists (there is an end-ofcycle feeling). The US continued to outperform, thanks to stronger domestic demand, although the growth slowed to an estimated annualised rate of $1.5 \%$ in the second quarter of 2019 (half the rate recorded in the first quarter). Once again, the euro area turned in a modest performance in the first half (an estimated annualised $1.3 \%$ ), burdened by the uncertainty created by Brexit (all options remain open), the political and fiscal situation in Italy and the US-driven trade war.

Inflation remained lower than expected (1.2\% in the euro area in June) and the long-term rate of inflation discounted by the markets in June was below the level initially estimated as a result of the deflation in 2016. This absence of pressure on prices is a factor of stability at a time of doubts about the continuation of the global expansion, as it leaves scope for a monetary policy response. In fact, the stance of the main central banks in favour of expansionary measures strengthened over the course of the half-year, especially in the last month. The ECB has raised the possibility of further reducing its interest rates and resuming its asset purchase programme, while the Fed has also indicated a willingness to lower its benchmark rate.

These development have caused a downturn in monetary rates, bringing the 12-month Euribor to new record low levels ( $-0.214 \%$ in June). They have also favoured fixed-income securities, both government and corporate, with the result that the volume of bonds with negative yields has reached the highest level in history. Within government debt, the Spanish bond has performed particularly well, with its 10 -year yield down more than one percentage point, at around $0.4 \%$, in the year to date.

## Economic scenario in Spain

In Spain, economic activity remained buoyant in the first half of 2019, with GDP growing $0.6 \%$ in the second quarter compared to the previous quarter, according to Banco de España estimates. In contrast to the strong internal demand backed by a recovery in wages and strong job creation, the weakness of the external sector persists, burdened by the slowdown in trade and manufacturing activity at the global level. On the positive side, after an increase of almost half a million in the number of registered employed (Social Security affiliates) in the first half of 2019, the total number in employment is just over 19.5 million, a new all-time high. Despite the worse external environment, the economy continues to generate financing capacity, although the surplus is at its lowest level since 2013 ( $1.2 \%$ of GDP).

In the banking sector, asset quality indicators continue to improve, while the stock of credit continues to decrease, driven by the decline in loans to companies, while the stock of loans to households has been posting year-on-year growth for almost a year. The uneven growth in new lending has continued, with growth in lending to households, driven by the demand for consumer finance and home purchase, and declines in lending to businesses. In deposits, retail customer deposits have performed well, posting further increases, while mutual fund assets have recovered after the unfavourable market conditions in May, ending the second quarter with positive growth rates.

## Regulatory developments

On the regulatory front, after more than two years of negotiations, the so-called "banking reform package" adopted by the European Commission in November 2016 was approved in June. It consists of a set of rules aimed at completing the banking union by incorporating the latest Basel III standards not yet transposed and the international TLAC ("Total Loss Absorption Capacity") requirement in European legislation. Most of these regulations will not come into force until the end of 2020 or mid-2021.

## 3. SUMMARY OF RESULTS

The Bankia Group's attributable profit reaches 400 million euros in June 2019. Good commercial dynamics and the positive impact of the BMN merger on costs keep "core" result stable at the end of the first half.

- The attributable profit for the first half of 2019 totals 400 million euros, $22.3 \%$ less than in the same period of 2018 due to the lower volume of income from portfolio sales (NTI). However, as a result of cost containment, pre-provision profit ex NTI and the "core" result (net interest income + fee and commission income - expenses) are up $2.2 \%$ and $0.3 \%$ respectively compared to the first half of 2018.
- The "core" result performed well in the second quarter ( $+9 \%$ ), driven by net interest income and fee and commission income, which, together with the growth in NTI, offset the annual expense of the contribution to the Single Resolution Fund ( 75 million euros, of which 64 million euros are included under "Other operating income/expense" in the income statement).

INCOME STATEMENT

| ( $£$ million) |  |  | Change on 1H 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1H 2019 | 1H 2018 | Amount | \% |
| Net interest income | 1,018 | 1,047 | (29) | (2.8\%) |
| Dividends | 14 | 8 | 6 | 76.8\% |
| Share of profit/(loss) of companies accounted for using the equity method | 29 | 29 | (0) | (1.4\%) |
| Total net fees and commissions | 533 | 534 | (1) | (0.1\%) |
| Gains/(losses) on financial assets and liabilities | 140 | 291 | (151) | (52.0\%) |
| Exchange differences | 7 | 6 | 1 | 24.4\% |
| Other operating income/(expense) | (70) | (74) | 4 | (5.4\%) |
| Gross income | 1,671 | 1,841 | (170) | (9.2\%) |
| Administrative expenses | (813) | (856) | 43 | (5.0\%) |
| Staff costs | (571) | (596) | 25 | (4.3\%) |
| General expenses | (243) | (260) | 17 | (6.7\%) |
| Depreciation and amortisation | (99) | (88) | (11) | 12.2\% |
| Pre-provision profit | 759 | 897 | (138) | (15.4\%) |
| Provisions | (186) | (171) | (15) | 8.8\% |
| Provisions (net) | (45) | 36 | (81) |  |
| Impairment losses on financial assets (net) | (141) | (208) | 66 | (31.9\%) |
| Operating profit/(loss) | 573 | 726 | (153) | (21.1\%) |
| Impairment losses on non-financial assets | (9) | 32 | (41) |  |
| Other gains and other losses | (23) | (76) | 53 | (69.6\%) |
| Profit/(loss) before tax | 540 | 681 | (141) | (20.7\%) |
| Corporate income tax | (140) | (166) | 27 | (16.0\%) |
| Profit/(loss) after tax from continuing operations | 400 | 515 | (114) | (22.2\%) |
| Net profit from discontinued operations | 0 | 0 | - |  |
| Profit/(loss) in the period | 400 | 515 | (114) | (22.2\%) |
| Profit/(Loss) attributable to minority interests | 0.8 | 0.2 | 0.6 | 273.9\% |
| Profit/(loss) attributable to the Group | 400 | 515 | (115) | (22.3\%) |
| Cost to Income ratio ${ }^{(1)}$ | 54.6\% | 51.3\% | +3.3 p.p. | 3.3\% |
| Recurring Cost to Income ratio ${ }^{(2)}$ | 59.8\% | 61.1\% | (1.3) p.p. | (1.3\%) |
| PRO-MEMORY |  |  |  |  |
| "Core" Result ${ }^{(3)}$ | 639 | 637 | 2 | 0.3\% |
| Pre-provision profit ex Gains/(losses) on financial assets and liabilities ${ }^{(4)}$ | 619 | 606 | 13 | 2.2\% |

(1) Operating expenses / Gross income.
(2) Operating expenses / Gross income (excluding gains/losses on financial assets and liabilities and exchange differences).
(3) Net interest income + total net fees and commissions - administrative expenses - depreciation and amortization
(4) Pre-provision profit-Gains/(losses) on financial assets and liabilities

## QUARTERLY RESULTS

| ( $€$ million) | 202019 | 102019 | 4Q 2018 | 302018 | 202018 | 102018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 516 | 502 | 507 | 495 | 521 | 526 |
| Dividends | 14 | 1 | 3 | 0 | 7 | 1 |
| Share of profit/(loss) of companies accounted for using the equity method | 15 | 14 | 13 | 14 | 18 | 12 |
| Total net fees and commissions | 273 | 260 | 266 | 265 | 270 | 264 |
| Gains/(losses) on financial assets and liabilities | 102 | 37 | 30 | 90 | 152 | 139 |
| Exchange differences | 4 | 3 | 4 | 5 | 5 | 1 |
| Other operating income/(expense) | (66) | (4) | (160) | (5) | (70) | (3) |
| Gross income | 858 | 813 | 662 | 865 | 903 | 939 |
| Administrative expenses | (407) | (407) | (425) | (415) | (419) | (437) |
| Staff costs | (286) | (285) | (278) | (287) | (291) | (305) |
| General expenses | (121) | (122) | (147) | (128) | (128) | (132) |
| Depreciation and amortisation | (49) | (50) | (43) | (42) | (40) | (48) |
| Pre-provision profit | 402 | 357 | 194 | 407 | 444 | 453 |
| Provisions | (121) | (65) | (192) | (73) | (68) | (103) |
| Provisions (net) | (35) | (10) | (46) | (0) | 24 | 13 |
| Impairment losses on financial assets (net) | (86) | (55) | (146) | (73) | (91) | (116) |
| Operating profit/(loss) | 281 | 292 | 1 | 334 | 376 | 350 |
| Impairment losses on non-financial assets | (6) | (4) | (19) | (3) | 36 | (4) |
| Other gains and other losses | (4) | (19) | (31) | (43) | (28) | (49) |
| Profit/(loss) before tax | 271 | 269 | (49) | 288 | 384 | 297 |
| Corporate income tax | (76) | (64) | 7 | (63) | (99) | (67) |
| Profit/(loss) after tax from continuing operations | 196 | 205 | (42) | 224 | 285 | 230 |
| Net profit from discontinued operations ${ }^{(1)}$ |  |  | 1 | 5 |  |  |
| Profit/(loss) in the period | 196 | 205 | (40) | 229 | 285 | 230 |
| Profit/(Loss) attributable to minority interests | 0.8 | (0.0) | (0.0) | 0.1 | (0.1) | 0.3 |
| Profit/(loss) attributable to the Group | 195 | 205 | (40) | 229 | 285 | 229 |
| Cost to Income ratio ${ }^{(2)}$ | 53.2\% | 56.1\% | 70.7\% | 53.0\% | 50.8\% | 51.7\% |
| Recurring Cost to Income ratio ${ }^{(3)}$ | 60.7\% | 59.0\% | 74.6\% | 59.4\% | 61.6\% | 60.7\% |
| PRO-MEMORY |  |  |  |  |  |  |
| Profit/(loss) attributable to the Group | 195 | 205 | (40) | 229 | 285 | 229 |
| Extraordinary profit/(loss) for the period ${ }^{(4)}$ |  |  | (85) |  |  |  |
| Recurrent Profit/(loss) attributable to the Group | 195 | 205 | 44 | 229 | 285 | 229 |
| "Core" Result ${ }^{(5)}$ | 333 | 306 | 305 | 302 | 332 | 305 |
| Pre-provision profit ex Gains/(losses) on financial assets and liabilities ${ }^{(6)}$ | 299 | 320 | 164 | 317 | 291 | 315 |

(1) 4 Q18 and $3 Q 18$ includes the result from Caja Murcia Vida and Caja Granada Vida since the acquisition of $100 \%$ of equity in both companies on 10 July 2018

Since 102019 the results from Caja Murcia Vida and Caja Granada Vida are accounted for the equity method after the sale of $51 \%$ in both companies to Mapfre Vida.
(2) Operating expenses / Gross income.
(3) Operating expenses / Gross income (excluding gains/losses on financial assets and liabilities and exchange differences).
(4) 4 Q 18 includes net extraordinary provisions associated with the impact of the sale of non-performing assetes to an institutional investor
(5) Net interest income + total net fees and commissions - administrative expenses - depreciation and amortization
(6) Pre-provision profit - Gains/(losses) on financial assets and liabilities

- Cumulative net interest income totals 1,018 million euros at the end of June 2019, $-2.8 \%$ less than in the first half of 2018 due to the impact of portfolio sales and rotation in 2018 and 2019 and the maturing of the credit stock.
- Compared to the first quarter of 2019, net interest income is up $2.9 \%$, assisted by the working days effect specific to this quarter and the higher yield in net loans and advances to customers, which pushed the customer margin up to $1.65 \%$ in the second quarter ( +5 basis points vs. the previous quarter and +9 basis points vs. the second quarter of 2018).


## REVENUES AND EXPENSES

|  | 2Q 2019 |  |  | 1Q 2019 |  |  | 4Q 2018 |  |  | 3Q 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( $€$ million \& \%) | $\begin{gathered} \text { Avg. } \\ \text { Amount }{ }^{(1)} \end{gathered}$ | Revenues / Expenses | Yield | $\begin{gathered} \text { Avg. } \\ \text { Amount }{ }^{(1)} \end{gathered}$ | Revenues / Expenses | Yield | $\begin{gathered} \text { Avg. } \\ \text { Amount }{ }^{(1)} \end{gathered}$ | Revenues / Expenses | Yield | $\begin{gathered} \text { Avg. } \\ \text { Amount }{ }^{(1)} \end{gathered}$ | Revenues / Expenses | Yield |
| Loans and advances to credit institutions ${ }^{(2)}$ | 16,477 | 27 | 0.66\% | 7,536 | 23 | 1.24\% | 7,906 | 21 | 1.04\% | 7,422 | 21 | 1.14\% |
| Net Loans and advances to customers (a) | 118,299 | 517 | 1.75\% | 117,970 | 496 | 1.70\% | 119,507 | 510 | 1.69\% | 120,124 | 490 | 1.62\% |
| Debt securities | 49,070 | 80 | 0.65\% | 51,775 | 83 | 0.65\% | 50,064 | 74 | 0.59\% | 50,044 | 77 | 0.61\% |
| Other interest earning assets ${ }^{(3)}$ | 1,022 | 3 | 1.31\% | 1,026 | 3 | 1.32\% | 519 | 2 | 1.51\% | 420 | 2 | 1.87\% |
| Other non-interest earning assets | 27,401 | - |  | 27,580 |  |  | 26,528 |  |  | 26,351 |  |  |
| Total Assets (b) | 212,269 | 628 | 1.19\% | 205,888 | 605 | 1.19\% | 204,516 | 606 | 1.18\% | 204,361 | 591 | 1.15\% |
| Deposits from central banks and credit ${ }^{(2)}$ | 41,033 | 25 | 0.24\% | 36,024 | 16 | 0.18\% | 37,116 | 12 | 0.13\% | 37,912 | 10 | 0.10\% |
| Customer deposits (c) | 128,328 | 31 | 0.10\% | 126,550 | 33 | 0.10\% | 125,402 | 35 | 0.11\% | 124,834 | 36 | 0.11\% |
| Strict Customer Deposits | 121,449 | 10 | 0.03\% | 120,266 | 11 | 0.04\% | 118,942 | 13 | 0.04\% | 118,059 | 14 | 0.05\% |
| Repos | 655 | 1 | 0.37\% | 36 | 1 | 6.20\% | 71 | 1 | 3.20\% | 102 | 1 | 2.24\% |
| Single-certificate covered bonds | 6,223 | 21 | 1.33\% | 6,248 | 21 | 1.36\% | 6,388 | 21 | 1.31\% | 6,673 | 21 | 1.28\% |
| Marketable securities | 14,646 | 29 | 0.80\% | 14,560 | 30 | 0.84\% | 15,246 | 36 | 0.93\% | 14,927 | 35 | 0.93\% |
| Subordinated liabilities | 3,478 | 20 | 2.28\% | 3,493 | 18 | 2.12\% | 2,991 | 14 | 1.87\% | 2,571 | 14 | 2.09\% |
| Other interest earning liabilities ${ }^{(3)}$ | 1,552 | 7 | 1.82\% | 1,834 | 7 | 1.56\% | 1,074 | 3 | 1.02\% | 1,167 | 2 | 0.71\% |
| Other liabilities with no cost | 10,023 | - |  | 10,181 | - |  | 9,466 |  |  | 9,786 | - |  |
| Equity | 13,209 | - | - | 13,246 | - | - | 13,222 | - |  | 13,164 | - |  |
| Total equity and liabilities (d) | 212,269 | 112 | 0.21\% | 205,888 | 103 | 0.20\% | 204,516 | 99 | 0.19\% | 204,361 | 96 | 0.19\% |
| Customer margin (a-c) |  |  | 1.65\% |  |  | 1.60\% |  |  | 1.58\% |  |  | 1.51\% |
| Net interest margin (b-d) |  | 516 | 0.98\% |  | 502 | 0.99\% |  | 507 | 0.99\% |  | 495 | 0.96\% |

(1) Calculated over monthly balances at each closing date.
(2) Loans and advances to credit institutions include revenues arising from the negative interest rates applicable on "Deposits from central banks and credit institutions" (mainly income from TLTRO II and repo transactions) due that following accounting standards, income arising from the appication of negative interest rates are accounted for according to its nature. On the liabilities side, the contrary occurs with regards to "Deposits from central banks and credit institutions"
(3) Insurance contracts related to pensions, liabilities under insurance contracts and other financial liabilities, including those associated with IFRS 16 ("Financial Leasing") starting January 2019.

|  | 2Q 2019 |  | 1Q 2019 |  | 4Q 2018 |  | 3Q 2018 |  | 2Q 2018 |  | 1Q 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( $€$ million \& \%) | Weight <br> (\%) | Yield | Weight <br> (\%) | Yield | Weight <br> (\%) | Yield | Weight <br> (\%) | Yield | Weight <br> (\%) | Yield | Weight <br> (\%) | Yield |
| Loans and advances to credit institutions ${ }^{(1)}$ | 7.8\% | 0.66\% | 3.7\% | 1.24\% | 3.9\% | 1.04\% | 3.6\% | 1.14\% | 3.4\% | 1.31\% | 3.3\% | 1.29\% |
| Net Loans and advances to customers (a) | 55.7\% | 1.75\% | 57.3\% | 1.70\% | 58.4\% | 1.69\% | 58.8\% | 1.62\% | 58.0\% | 1.68\% | 57.8\% | 1.71\% |
| Debt securities | 23.1\% | 0.65\% | 25.1\% | 0.65\% | 24.5\% | 0.59\% | 24.5\% | 0.61\% | 25.6\% | 0.71\% | 25.8\% | 0.72\% |
| Other interest earning assets ${ }^{(2)}$ | 0.5\% | 1.31\% | 0.5\% | 1.32\% | 0.3\% | 1.51\% | 0.2\% | 1.87\% | 0.2\% | 1.87\% | 0.2\% | 1.87\% |
| Other non-interest earning assets | 12.9\% | - | 13.4\% | - | 13.0\% | - | 12.9\% | - | 12.8\% | - | 12.9\% | - |
| Total Assets (b) | 100.0\% | 1.19\% | 100.0\% | 1.19\% | 100.0\% | 1.18\% | 100.0\% | 1.15\% | 100.0\% | 1.21\% | 100.0\% | 1.22\% |
| Deposits from central banks and credit ${ }^{(1)}$ | 19.3\% | 0.24\% | 17.5\% | 0.18\% | 18.1\% | 0.13\% | 18.6\% | 0.10\% | 18.2\% | 0.14\% | 17.8\% | 0.13\% |
| Customer deposits (c) | 60.5\% | 0.10\% | 61.5\% | 0.10\% | 61.3\% | 0.11\% | 61.1\% | 0.11\% | 61.0\% | 0.13\% | 60.4\% | 0.14\% |
| Strict Customer Deposits | 57.2\% | 0.03\% | 58.4\% | 0.04\% | 58.2\% | 0.04\% | 57.8\% | 0.05\% | 57.2\% | 0.06\% | 56.4\% | 0.06\% |
| Repos | 0.3\% | 0.37\% | 0.0\% | 6.20\% | 0.0\% | 3.20\% | 0.0\% | 2.24\% | 0.4\% | 0.29\% | 0.5\% | 0.20\% |
| Single-certificate covered bonds | 2.9\% | 1.33\% | 3.0\% | 1.36\% | 3.1\% | 1.31\% | 3.3\% | 1.28\% | 3.4\% | 1.26\% | 3.5\% | 1.34\% |
| Marketable securities | 6.9\% | 0.80\% | 7.1\% | 0.84\% | 7.5\% | 0.93\% | 7.3\% | 0.93\% | 7.7\% | 0.85\% | 8.2\% | 0.83\% |
| Subordinated liabilities | 1.6\% | 2.28\% | 1.7\% | 2.12\% | 1.5\% | 1.87\% | 1.3\% | 2.09\% | 1.2\% | 2.20\% | 1.2\% | 2.22\% |
| Other interest earning liabilities ${ }^{(2)}$ | 0.7\% | 1.82\% | 0.9\% | 1.56\% | 0.5\% | 1.02\% | 0.6\% | 0.71\% | 0.5\% | 1.09\% | 0.6\% | 0.81\% |
| Other liabilities with no cost | 4.7\% | - | 4.9\% | - | 4.6\% | - | 4.8\% | - | 5.1\% | - | 5.3\% | - |
| Equity | 6.2\% | - | 6.4\% | - | 6.5\% | - | 6.4\% | - | 6.3\% | - | 6.4\% | - |
| Total equity and liabilities (d) | 100.0\% | 0.21\% | 100.0\% | 0.20\% | 100.0\% | 0.19\% | 100.0\% | 0.19\% | 100.0\% | 0.20\% | 100.0\% | 0.21\% |
| Customer margin (a-c) |  | 1.65\% |  | 1.60\% |  | 1.58\% |  | 1.51\% |  | 1.56\% |  | 1.57\% |
| Net interest margin (b-d) |  | 0.98\% |  | 0.99\% |  | 0.99\% |  | 0.96\% |  | 1.01\% |  | 1.01\% |

(1) Loans and advances to credit institutions include revenues arising from the negative interest rates applicable on "Deposits from central banks and credit institutions" (mainly income from TLTRO II and repo transactions) due that following accounting standards, income arising from the appication of negative interest rates are accounted for according to its nature. On the liabilities side, the contrary occurs with regards
to "Deposits from central banks and credit institutions"
(2) Insurance contracts related to pensions, liabilities under insurance contracts and other financial liabilities, including those associated with IFRS 16 ("Financial Leasing") starting January 2019.

- Net fee and commission income reached 533 million euros in the first half of the year, in line with the figure recorded in the same period of 2018 ( 534 million euros). The growth of fees and commissions for payment and collection services (+10.4\%) and assets under management ( $+2.5 \%$ ) offset the decline in fees and commissions for current account maintenance ( $-35.4 \%$ ) due to application of the "No Fees" policy to BMN customers.
- Net fee and commission income performed well in the second quarter of 2019, posting an increase of $\mathbf{4 . 8} \%$ compared to the previous quarter, so as to reach 273 million euros. The growth is concentrated in fee and commission income from the sale of mutual funds, pension funds and insurance ( $+7.4 \%$ ) and cards ( $+12.1 \%$ ).


## NET FEE AND COMMISSION INCOME

|  |  |  | Change on 6M 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| (€ million) | 6M 2019 | 6M 2018 | Amount | \% |
| Assets under management | 206 | 201 | 5 | 2.5\% |
| Securities brokerage service | 33 | 29 | 4 | 11.9\% |
| Mutual funds, Pension funds and insurances | 174 | 172 | 2 | 0.9\% |
| Payments services | 165 | 149 | 15 | 10.4\% |
| Bills of exchange | 10 | 9 | 1 | 14.9\% |
| Debit and credit cards | 125 | 112 | 13 | 11.7\% |
| Payments services | 30 | 29 | 1 | 3.9\% |
| Origination | 99 | 99 | (1) | (0.6\%) |
| Contingent risks and commitments | 49 | 50 | (1) | (2.7\%) |
| Forex | 19 | 16 | 3 | 17.0\% |
| Structuring and design of transactions and others | 31 | 33 | (2) | (6.2\%) |
| Management of NPLs, write offs and others | 67 | 66 | 1 | 0.8\% |
| Management of NPLs and write offs | 1 | 4 | (3) | (75.1\%) |
| Claims on Past due | 66 | 62 | 3 | 5.4\% |
| Accounts manteinance (Sight deposits) | 39 | 60 | (21) | (35.4\%) |
| Fees and commissions received | 575 | 576 | (1) | (0.1\%) |
| Fees and commissions paid | 42 | 42 | (0) | (0.5\%) |
| TOTAL NET FEE AND COMMISSION INCOME | 533 | 534 | (1) | (0.1\%) |


|  |  |  |  |  |  |  | Change on |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (€ million) | 2Q 2019 | 1Q 2019 | 4Q 2018 | 3Q 2018 | 2Q 2018 | 1Q 2018 | 2Q 2018 | 1Q 2019 |
| Assets under management | 106 | 100 | 96 | 96 | 100 | 102 | 6.6\% | 5.8\% |
| Securities brokerage service | 16 | 17 | 13 | 15 | 15 | 14 | 7.3\% | (1.9\%) |
| Mutual funds, Pension funds and insurances | 90 | 84 | 84 | 81 | 84 | 88 | 6.5\% | 7.4\% |
| Payments services | 86 | 79 | 82 | 77 | 76 | 73 | 12.3\% | 8.4\% |
| Bills of exchange | 5 | 5 | 5 | 5 | 4 | 5 | 17.2\% | (0.6\%) |
| Debit and credit cards | 66 | 59 | 62 | 59 | 58 | 54 | 13.9\% | 12.1\% |
| Payments services | 15 | 15 | 14 | 13 | 14 | 15 | 4.2\% | (2.8\%) |
| Origination | 50 | 49 | 52 | 48 | 50 | 49 | (0.8\%) | 2.6\% |
| Contingent risks and commitments | 24 | 24 | 25 | 27 | 26 | 24 | (7.2\%) | 0.5\% |
| Forex | 10 | 9 | 9 | 10 | 9 | 8 | 11.4\% | 1.8\% |
| Structuring and design of transactions and ot | 16 | 15 | 18 | 12 | 16 | 18 | 3.2\% | 6.6\% |
| Management of NPLs, write offs and others | 33 | 33 | 35 | 46 | 39 | 27 | (13.9\%) | (0.6\%) |
| Management of NPLs and write offs | 1 | 0 | 2 | 16 | 2 | 2 | (71.6\%) | 91.3\% |
| Claims on Past due | 33 | 33 | 33 | 30 | 36 | 26 | (10.5\%) | (1.4\%) |
| Accounts manteinance (Sight deposits) | 20 | 19 | 21 | 21 | 27 | 33 | (27.6\%) | 3.5\% |
| Fees and commissions received | 295 | 281 | 285 | 288 | 292 | 284 | 0.9\% | 5.1\% |
| Fees and commissions paid | 22 | 20 | 20 | 23 | 22 | 20 | 0.3\% | 8.8\% |
| TOTAL NET FEE AND COMMISSION INCOME | 273 | 260 | 266 | 265 | 270 | 264 | 1.0\% | 4.8\% |

Operating expenses are down $\mathbf{3 . 4 \%}$ in the half-year ( $-0.1 \%$ quarter-on-quarter), at 912 million euros at the end of June 2019, reflecting the synergies generated after the integration of BMN. This decline in expenses brings the efficiency ratio to $54.6 \%$ at the end of the first half of 2019, while operating expenses as a percentage of RWAs stand at $2.25 \%$, down 2 basis points compared to December 2018.

- The results for the first half of 2019 include the impact of applying IFRS 16 ("Leased assets"), which reduces property lease expenses by approximately 34 million euros compared to the first half of 2018, accompanied by an increase in the associated amortisation expense.


## OPERATING EXPENSES

|  |  | 6M 2019 |  | 6M 2018 |  | Change on 6M 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (€ million) |  |  |  | Amoun |  | \% |
| Staff costs |  | 571 |  |  |  | 596 |  | (25) |  | (4.3\%) |
| Wages and salaries |  | 419 |  | 457 |  | (38) |  | (8.4\%) |
| Social security costs |  | 113 |  | 114 |  | (0) |  | (0.1\%) |
| Pension plans |  | 26 |  | 10 |  | 15 |  | 143.6\% |
| Others |  | 13 |  |  | 15 | (2) |  | (13.6\%) |
| General expenses |  | 243 |  |  | 260 | (17) |  | (6.7\%) |
| From property, fixtures and supplies |  | 31 |  |  | 60 | (29) |  | (48.4\%) |
| IT and communications |  | 103 |  |  | 95 | 8 |  | 8.7\% |
| Advertising and publicity |  | 28 |  |  | 25 |  |  | 9.4\% |
| Technical reports |  | 17 |  |  | 12 | 6 |  | 49.7\% |
| Surveillance and security courier services |  | 9 |  |  | 9 | (0) |  | (2.9\%) |
| Levies and taxes |  | 15 |  |  | 14 | 1 |  | 7.4\% |
| Insurance and self-insurance premiums |  | 2 |  |  | 2 | 0 |  | 0.4\% |
| Other expenses |  | 38 |  |  | 43 | (5) |  | (12.4\%) |
| ADMINISTRATIVE EXPENSES |  | 813 |  |  | 856 | (43) |  | (5.0\%) |
| AMORTISATIONS |  | 99 |  |  | 88 | 11 |  | 12.2\% |
| TOTAL OPERATING EXPENSES |  | 912 |  |  | 944 | (32) |  | (3.4\%) |
|  |  |  |  |  |  |  | Change on |  |
| ( $£$ million) | 2Q 2019 | 1Q 2019 | 4Q 2018 | 3Q 2018 | 2Q 2018 | 1Q 2018 | 2Q 2018 | 1Q 2019 |
| Staff costs | 286 | 285 | 278 | 287 | 291 | 305 | (1.9\%) | 0.2\% |
| Wages and salaries | 211 | 208 | 207 | 218 | 220 | 236 | (4.4\%) | 1.5\% |
| Social security costs | 57 | 57 | 53 | 53 | 56 | 58 | 2.1\% | 0.2\% |
| Pension plans | 11 | 14 | 11 | 11 | 6 | 4 | 77.0\% | (18.6\%) |
| Others | 7 | 7 | 7 | 5 | 9 | 6 | (24.8\%) | (0.4\%) |
| General expenses | 121 | 122 | 147 | 128 | 128 | 132 | (5.3\%) | (0.3\%) |
| From property, fixtures and supplies | 16 | 15 | 29 | 30 | 29 | 32 | (42.6\%) | 11.1\% |
| IT and communications | 51 | 52 | 48 | 49 | 47 | 48 | 7.9\% | (2.9\%) |
| Advertising and publicity | 14 | 14 | 13 | 13 | 13 | 12 | 6.0\% | 2.6\% |
| Technical reports | 11 | 6 | 15 | 1 | 6 | 6 | 93.3\% | 74.3\% |
| Surveillance and security courier services | 4 | 4 | 4 | 5 | 5 | 4 | (5.0\%) | 0.0\% |
| Levies and taxes | 8 | 7 | 9 | 7 | 7 | 7 | 14.7\% | 16.0\% |
| Insurance and self-insurance premiums | 1 | 1 | 1 | 1 | 1 | 1 | (8.5\%) | (4.7\%) |
| Other expenses | 16 | 22 | 28 | 23 | 21 | 23 | (24.7\%) | (29.7\%) |
| ADMINISTRATIVE EXPENSES | 407 | 407 | 425 | 415 | 419 | 437 | (3.0\%) | 0.1\% |
| AMORTISATIONS | 49 | 50 | 43 | 42 | 40 | 48 | 23.4\% | (1.3\%) |
| TOTAL OPERATING EXPENSES | 456 | 456 | 468 | 458 | 459 | 485 | (0.7\%) | (0.1\%) |

- The strong performance of the commercial activity and the positive impact of cost reduction brings the group's "core" result to 639 million euros, similar to the level recorded in June the previous year ( 637 million euros). Excluding NTI, pre-provision profit totals 619 million euros in the first half of 2019, 2.2\% more than in June 2018.
- Provisions, impairment allowances and other results total a cumulative 219 million euros in the year to June 2019, an increase of 3 million euros compared to the first half of 2018.
- Provisions performance brings the cost of risk for the semester to $\mathbf{0 . 1 7 \%}$ at the end of June 2019, 3 basis points below the level recorded in June 2018.

PROVISIONING AND OTHER RESULTS



## 4. BALANCE SHEET PERFORMANCE

Gross loans and advances to customers grow 1.3\% in the first half, while the performing loan book grows $2.2 \%$. Total customers funds increase by $3.6 \%$ in the half year.

| (€ million) | Jun-19 | Dec-18 | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Cash and balances at central banks | 8,117 | 4,754 | 3,363 | 70.8\% |
| Financial assets held for trading | 6,971 | 6,308 | 663 | 10.5\% |
| Trading derivatives | 6,787 | 6,022 | 764 | 12.7\% |
| Debt securities | 180 | 282 | (102) | (36.1\%) |
| Equity instruments | 4 | 4 | (0) | (5.7\%) |
| Financial assets designated at fair value through profit or | 10 | 9 | 1 | 12.2\% |
| Debt securities | 0 | 0 | 0 | 8.6\% |
| Loans and advances | 10 | 9 | 1 | 12.3\% |
| Financial assets designated at fair value through equity | 14,391 | 15,636 | $(1,245)$ | (8.0\%) |
| Debt securities | 14,307 | 15,559 | $(1,252)$ | (8.0\%) |
| Equity instruments | 84 | 76 | 8 | 9.9\% |
| Financial assets at amortised cost | 158,630 | 156,461 | 2,169 | 1.4\% |
| Debt securities | 33,199 | 33,742 | (543) | (1.6\%) |
| Loans and advances to central banks | 0.03 | 0 | 0.03 |  |
| Loans and advances to credit institutions | 5,095 | 4,433 | 661 | 14.9\% |
| Loans and advances to customers | 120,337 | 118,286 | 2,051 | 1.7\% |
| Hedging derivatives | 2,503 | 2,627 | (124) | (4.7\%) |
| Investments in subsidaries, joint ventures and associates | 424 | 306 | 118 | 38.6\% |
| Tangible and intangible assets | 3,113 | 2,487 | 625 | 25.1\% |
| Non-current assets held for sale | 3,323 | 3,906 | (584) | (14.9\%) |
| Other assets | 12,443 | 12,728 | (285) | (2.2\%) |
| TOTAL ASSETS | 209,925 | 205,223 | 4,702 | 2.3\% |
| Financial liabilities held for trading | 7,022 | 6,047 | 976 | 16.1\% |
| Trading derivatives | 6,727 | 5,925 | 802 | 13.5\% |
| Short positions | 295 | 122 | 173 | 141.9\% |
| Financial liabilities at amortised cost | 186,262 | 181,869 | 4,393 | 2.4\% |
| Deposits from central banks | 13,874 | 13,856 | 18 | 0.1\% |
| Deposits from credit institutions | 23,388 | 21,788 | 1,600 | 7.3\% |
| Customer deposits and funding via clearing houses | 130,563 | 126,319 | 4,243 | 3.4\% |
| Debt securities in issue | 17,066 | 18,360 | $(1,295)$ | (7.1\%) |
| Other financial liabilities | 1,372 | 1,545 | (174) | (11.2\%) |
| Hedging derivatives | 86 | 183 | (97) | (52.9\%) |
| Provisions | 1,842 | 1,922 | (80) | (4.1\%) |
| Other liabilitiess | 1,371 | 2,013 | (642) | (31.9\%) |
| TOTAL LIABILITIES | 196,583 | 192,033 | 4,550 | 2.4\% |
| Minority interests | 13 | 12 | 1 | 8.2\% |
| Other accumulated results | 291 | 147 | 144 | 97.4\% |
| Equity | 13,037 | 13,030 | 7 | 0.1\% |
| TOTAL EQUITY | 13,341 | 13,189 | 152 | 1.2\% |
| TOTAL EQUITY AND LIABILITIES | 209,925 | 205,223 | 4,702 | 2.3\% |

- Gross loans and advances to customers ended the first half of 2019 at $\mathbf{1 2 4 , 0 8 6}$ million euros, $1.3 \%$ more than in December 2018. The performing loan book (gross loans excluding non-performing loans and reverse repurchase agreements) grows 2.2\% in the half-year ( 2,510 million euros) and non-performing loans continued to decline, falling 860 million euros since December 2018.


## LOANS AND ADVANCES TO CUSTOMERS

|  |  |  | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: |
| (€ million) | Jun-19 | Dec-18 | Amount | \% |
| Spanish public sector | 5,266 | 4,846 | 420 | 8.7\% |
| Other resident sectors | 106,396 | 105,152 | 1,244 | 1.2\% |
| Secured loans | 71,692 | 73,275 | $(1,583)$ | (2.2\%) |
| Other term loans | 25,876 | 24,448 | 1,428 | 5.8\% |
| Commercial credit | 5,218 | 4,655 | 564 | 12.1\% |
| Receivable on demand and other | 3,610 | 2,774 | 836 | 30.1\% |
| Non-residents | 3,592 | 3,636 | (44) | (1.2\%) |
| Repo transactions | 44 | 114 | (70) | (61.1\%) |
| Of which: reverse repurchase agreements with BFA | 30 | 100 | (71) | (70.4\%) |
| Other financial assets | 1,729 | 868 | 861 | 99.3\% |
| Other valuation adjustments | 202 | 173 | 29 | 16.8\% |
| Non-performing loans | 6,856 | 7,716 | (860) | (11.1\%) |
| Gross loans and advances to customers | 124,086 | 122,505 | 1,581 | 1.3\% |
| Loan loss reserve | $(3,739)$ | $(4,210)$ | 471 | (11.2\%) |
| NET LOANS AND ADVANCES TO CUSTOMERS | 120,347 | 118,295 | 2,052 | 1.7\% |
| GROSS LOANS AND ADVANCES TO CUSTOMERS EX NPI | 117,185 | 114,675 | 2,510 | 2.2\% |

- Retail customer funds, both on- and off-balance-sheet, are up 5,291 million euros (+3.6\%) compared to December 2018 and up 2,619 million euros ( $+1.7 \%$ ) compared to June the previous year, reaching a total of 152,440 million euros. This growth is supported by the good performance in strict deposits (+2.9\% over the half-year in current accounts, savings accounts and public sector) and in assets managed and marketed in mutual funds (+8.4\%).


## RETAIL CUSTOMER FUNDS

|  |  |  |  |  |  | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (€ million) | Jun-19 | Mar-19 | Dec-18 | Sep-18 | Jun-18 | Amount | \% |
| Spanish public sector | 6,825 | 7,135 | 6,608 | 6,129 | 6,970 | 217 | 3.3\% |
| Other resident sectors | 114,256 | 112,497 | 110,916 | 110,279 | 112,540 | 3,340 | 3.0\% |
| Current accounts | 40,134 | 39,499 | 37,905 | 37,713 | 38,377 | 2,229 | 5.9\% |
| Savings accounts | 40,208 | 38,155 | 37,334 | 36,088 | 36,127 | 2,874 | 7.7\% |
| Term deposits | 33,914 | 34,843 | 35,678 | 36,478 | 38,036 | $(1,764)$ | (4.9\%) |
| Non-residents | 2,409 | 2,504 | 2,511 | 2,120 | 2,080 | (103) | (4.1\%) |
| Strict Customer Deposits | 123,489 | 122,136 | 120,036 | 118,529 | 121,591 | 3,454 | 2.9\% |
| Mutual funds | 20,717 | 20,012 | 19,114 | 19,925 | 19,993 | 1,603 | 8.4\% |
| Pension funds | 8,234 | 8,158 | 7,999 | 8,157 | 8,237 | 235 | 2.9\% |
| Total customer off-balance funds ${ }^{(1)}$ | 28,951 | 28,170 | 27,113 | 28,082 | 28,230 | 1,837 | 6.8\% |
| TOTAL | 152,440 | 150,306 | 147,149 | 146,611 | 149,821 | 5,291 | 3.6\% |

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## TOTAL CUSTOMER FUNDS

|  |  |  | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: |
| (€ million) | Jun-19 | Dec-18 | Amount | \% |
| Spanish public sector | 6,825 | 6,608 | 217 | 3.3\% |
| Other resident sectors | 121,330 | 117,200 | 4,129 | 3.5\% |
| Current accounts | 40,134 | 37,905 | 2,229 | 5.9\% |
| Savings accounts | 40,208 | 37,334 | 2,874 | 7.7\% |
| Term deposits | 33,914 | 35,678 | $(1,764)$ | (4.9\%) |
| Repo transactions | 876 | 36 | 840 | 2327.3\% |
| Singular mortgage securities | 6,198 | 6,248 | (50) | (0.8\%) |
| Non-residents | 2,409 | 2,511 | (103) | (4.1\%) |
| Funding via clearing houses and customer deposits | 130,563 | 126,319 | 4,243 | 3.4\% |
| Debentures and other marketable securities | 14,098 | 15,370 | $(1,272)$ | (8.3\%) |
| Subordinated loans | 2,967 | 2,990 | (23) | (0.8\%) |
| TOTAL ON-BALANCE-SHEET CUSTOMER FUNDS | 147,628 | 144,680 | 2,949 | 2.0\% |
| Mutual funds | 20,717 | 19,114 | 1,603 | 8.4\% |
| Pension funds | 8,234 | 7,999 | 235 | 2.9\% |
| Off-balance-sheet customer funds ${ }^{(1)}$ | 28,951 | 27,113 | 1,837 | 6.8\% |
| TOTAL CUSTOMER FUNDS | 176,579 | 171,793 | 4,786 | 2.8\% |

(1) Off-balance sheet products managed and marketed without SICAVS. Pension funds inlude mathematical provisions

- Own debt securities issued (debentures and other marketable securities and subordinated loans) total 17,066 million euros $(-7.1 \%$ vs. December 2018). They include three new debt issuances during the half-year with the aim to replace maturing issuances and build up a stock of eligible liabilities to cover the future MREL requirement ( 1,000 million euros of subordinated bonds, 500 million euros of senior non-preferred debt and 500 million of senior preferred debt). Additionally, the bank has issued 475 million euros of residential mortgage covered bonds.


## 5. RISK MANAGEMENT

## Further reduction in non-performing assets and improvement in risk indicators

- Non-performing loans fell 902 million euros in the first half of the year ( $-10.7 \%$ ), reducing the group's NPL ratio by $\mathbf{8 0}$ basis points to $5.7 \%$ at the end of the half year. The reduction is 50 basis points compared to the previous quarter and 240 basis points compared to June 2018.
- The decrease in non-performing loans brings the gross volume of non-performing assets (non-performing loans and foreclosed assets) to 9,928 million euros at the end of the first half of 2019, lowering the gross NPA ratio to $7.5 \%$ of the group's total risk-bearing assets.


## NPL RATIO AND NPL COVERAGE RATIO

|  |  |  |  |  |  | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( $€$ million and \%) | Jun-19 | Mar-19 | Dec-18 | Sep-18 | Jun-18 | Amount | \% / p.p. |
| Non-performing loans | 7,514 | 7,969 | 8,416 | 10,362 | 10,809 | (902) | (10.7\%) |
| Total risk-bearing assets | 130,810 | 129,369 | 129,792 | 132,962 | 133,962 | 1,018 | 0.8\% |
| Total NPL ratio ${ }^{(1)}$ | 5.7\% | 6.2\% | 6.5\% | 7.8\% | 8.1\% |  | -0.8 p.p. |
| Total provisions | 4,122 | 4,381 | 4,593 | 5,677 | 5,945 | (471) | (10.3\%) |
| NPL coverage ratio ${ }^{(2)}$ | 54.9\% | 55.0\% | 54.6\% | 54.8\% | 55.0\% |  | +0.3 p.p. |

(1) NPL ratio: (Doubtfull risks of loans and advances to customers and contingent risks) / (Total risks of loans and advances to customers and contigent risks)

CHANGE IN NPLs

| ( $£$ million and \%) | 2T 2019 | 1T 2019 | 4T 2018 | 3T 2018 | 2T 2018 | 1T 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-performing loans at the begining of the period | 7,969 | 8,416 | 10,362 | 10,809 | 11,631 | 12,117 |
| Net outflows | (144) | (92) | (389) | (370) | (754) | (297) |
| Write offs | (72) | (69) | (153) | (77) | (68) | (190) |
| Disposals related to NPLs sale of portfolios ${ }^{(1)}$ | (239) | (286) | $(1,404)$ |  |  |  |
| Non-performing loans at the end of the period | 7,514 | 7,969 | 8,416 | 10,362 | 10,809 | 11,631 |

(1) Mar-19 \& Dec-18 data include mortgage NPLs allocated in "Non-current assets held for sale" after the sale agreements reached with institutional investors

NON-PERFORMING ASSETS (NPAs)

 Change on Dec-18

(1) Since Dec-18 data calculated assuming the asset disposal due to the sale of portfolios to institutional investors in 4Q18

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## FORECLOSED ASSETS


(1) Includes all assets acquired by the Group in payment of debt, regardless if they are clasified as non-current assets held for sale,
investment properties and inventories
(2) Since Dec-18 data calculated assuming the asset disposal due to the sale of portfolios to intitutional investors in 4Q18
(3) Includes assets assigned to the Social Housing Fund, assets with special rental terms to vulnerable collectives and rented assets yielding >3\%

|  | Impairments ${ }^{(1)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (€ million) | Jun-19 ${ }^{(2)}$ | Mar-19 ${ }^{(2)}$ | Dic-18 ${ }^{(2)}$ | Sep-18 | Jun-18 |
| Total | 784 | 756 | 762 | 1,706 | 1,788 |
| (-) Assets assigned to the Social Housing Fund and rented ${ }^{(3)}$ | (83) | (73) | (113) | (81) | (74) |
| Total gross foreclosed assets | 701 | 683 | 649 | 1,625 | 1,714 |

(1) Includes all assets acquired by the Group in payment of debt, regardless if they are clasified as non-current assets held for sale,
investment properties and inventories
(2) Since Dec-18 data calculated assuming the asset disposal due to the sale of portfolios to intitutional investors in 4Q18
(3) Includes assets assigned to the Social Housing Fund, assets with special rental terms to vulnerable collectives and rented assets yielding >3\%

(1) Includes all assets acquired by the Group in payment of debt, regardless if they are clasified as non-current assets held for sale,
investment properties and inventories
(2) Since Dec-18 data calculated assuming the asset disposal due to the sale of portfolios to intitutional investors in 4 Q 18
(3) Includes assets assigned to the Social Housing Fund, assets with special rental terms to vulnerable collectives and rented assets yielding >3\%

## RESTRUCTURED LOANS

|  |  |  |  |  |  | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( $€$ million and \%) | Jun-19 | Mar-19 | Dec-18 | Sep-18 | Jun-18 | Amount | \% / p.p. |
| Gross exposure |  |  |  |  |  |  |  |
| Non-performing loans | 4,029 | 4,338 | 4,727 | 5,859 | 6,369 | (697) | (14.8\%) |
| Performing loans | 3,657 | 3,772 | 4,133 | 4,736 | 4,635 | (476) | (11.5\%) |
| Total refinanced | 7,687 | 8,111 | 8,860 | 10,594 | 11,005 | $(1,173)$ | (13.2\%) |
| Impairments |  |  |  |  |  |  |  |
| Non-performing loans | 1,470 | 1,657 | 1,928 | 2,504 | 2,792 | (458) | (23.8\%) |
| Performing loans | 162 | 177 | 204 | 234 | 239 | (43) | (20.9\%) |
| Total Impairments | 1,632 | 1,834 | 2,132 | 2,738 | 3,032 | (501) | (23.5\%) |
| Coverage (\%) |  |  |  |  |  |  |  |
| Non-performing loans | 36.5\% | 38.2\% | 40.8\% | 42.7\% | 43.8\% |  | -4.3 p.p. |
| Performing loans | 4.4\% | 4.7\% | 4.9\% | 4.9\% | 5.2\% |  | -0.5 p.p. |
| Total coverage | 21.2\% | 22.6\% | 24.1\% | 25.8\% | 27.5\% |  | -2.9 p.p. |

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## 6. FUNDING STRUCTURE AND LIQUIDITY

- At 30 June 2019, liquid assets totalled 32,364 million euros, providing ample coverage for all the group's wholesale debt maturities.
- The group maintains a retail funding structure based on customer deposits ( $66 \%$ of funds), with an LTD ratio of $90.5 \%$ at the end of the first half of 2019.
- In the first six months of 2019, Bankia has issued an aggregate amount of 2,475 million euros. Out of this total, 2,000 million euros consists of senior preferred, senior non-preferred and subordinate debt, issued to replace maturing debt and to build up a stock of eligible liabilities to meet the future MREL requirement. After the end of the half-year, in July, Bankia successfully issued 750 million euros of senior preferred debt with a coupon of $0.75 \%$.

LTD RATIO AND COMMERCIAL GAP


(1) Reverse repurchase agreements

|  |  |  | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: |
| (€ million) | Jun-19 | Dec-18 | Amount | \% / p.p. |
| Net Loans and advances to customers | 120,347 | 118,295 | 2,052 | 1.7\% |
| o/w Repo transactions ${ }^{(1)}$ | 15 | 14 | 1 | 7.2\% |
| Strict Net Loans and advances to customers | 120,332 | 118,281 | 2,051 | 1.7\% |
| (-) Strict customer deposits and retail commercial paper | 123,489 | 120,036 | 3,454 | 2.9\% |
| (-) ICO/EIB deposits | 3,348 | 3,424 | (75) | (2.2\%) |
| Strict Comercial GAP | $(6,505)$ | $(5,178)$ | $(1,328)$ | 25.6\% |

(1) Reverse repurchase agreements

## DEBT MATURITIES

| (€ million) ${ }^{(1)}$ | $2019{ }^{(2)}$ | 2020 | 2021 | >2021 |
| :---: | :---: | :---: | :---: | :---: |
| Covered bonds | 963 | 418 | 2,025 | 13,356 |
| Senior debt | 3 | - | 35 | 1,100 |
| Subordinated debt | - | - | 175 | 2,750 |
| Securitisation | - | - | - | 1,467 |
| Total issuance maturities | 966 | 418 | 2,235 | 18,673 |

[^1]
## LIQUID ASSETS

|  |  |  | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: |
| (€ million) | Jun-19 | Dec-18 | Amount | \% / p.p. |
| Treasury account and deposit facility ${ }^{(1)}$ | 6,421 | 2,921 | 3,500 | 119.8\% |
| Undrawn amount on the facility | 12,914 | 11,339 | 1,575 | 13.9\% |
| Available high liquidity assets ${ }^{(2)}$ | 13,029 | 17,678 | $(4,649)$ | (26.3\%) |
| Total | 32,364 | 31,938 | 426 | 1.3\% |

[^2]
## FUNDING STRUCTURE



## 7. EQUITY

- The group's equity at the end of the first half of 2019 stands at 13,341 million euros, not counting the dividends paid out of profit for 2018 which were accounted for in March and the capital reduction carried out in May to cancel own shares against voluntary reserves.


## EQUITY

| (€ million) | Jun- $\mathbf{1 9}^{(1)}$ | Mar-19 ${ }^{(1)}$ | Dic-18 | Sep- $\mathbf{1 8}$ | Jun-18 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Equity at the beginning of the period | $\mathbf{1 2 , 8 5 9}$ | $\mathbf{1 3 , 0 3 0}$ | $\mathbf{1 3 , 1 2 0}$ | $\mathbf{1 2 , 8 9 4}$ | $\mathbf{1 2 , 9 6 0}$ |
| + Result from the period | 195 | 205 | $(40)$ | 229 | 285 |
| - Capital Reduction | $(15)$ |  |  |  |  |
| +/- Movementes in reserves: | $(2)$ | $(375)$ | $(50)$ | $(4)$ | $(351)$ |
| - Dividend paid ${ }^{(1)}$ | - | $(357)$ | - | - | $(340)$ |
| - AT1 coupon | $(13)$ | $(13)$ | $(14)$ | $(9)$ | $(8)$ |
| +/- Other movements | 12 | $(5)$ | $(36)$ | 5 | $(3)$ |
| Equity at the closing of the period | $\mathbf{1 3 , 0 3 7}$ | $\mathbf{1 2 , 8 5 9}$ | $\mathbf{1 3 , 0 3 0}$ | $\mathbf{1 3 , 1 2 0}$ | $\mathbf{1 2 , 8 9 4}$ |
| Global other accumulated result | 291 | 212 | 147 | 113 | 299 |
| Minority interests | 13 | 13 | 12 | 15 | 15 |
| Total Equity | $\mathbf{1 3 , 3 4 1}$ | $\mathbf{1 3 , 0 8 4}$ | $\mathbf{1 3 , 1 8 9}$ | $\mathbf{1 3 , 2 4 8}$ | $\mathbf{1 3 , 2 0 9}$ |

(1) At 31 March 2019 the total equity amount discounts the dividend which the General Shareholders Meeting approved to pay against

2018 result ( $€ 357,1 \mathrm{mn}$ ).

## 8. SOLVENCY

- At 30 June 2019, the Bankia Group has reached a CET1 Fully Loaded ratio of 12.63\%, not including unrealised capital gains on sovereign holdings in the fair value portfolio ( $12.91 \%$ according to regulatory criteria, that is, including the abovementioned gains), which represents a growth of 35 basis points in the first half of the year.
- As regards regulatory ratios, at 30 June 2019 the CET1 Phase In ratio stands at $14.08 \%$ and the Total Capital ratio at $17.86 \%$. Compared with the SREP minimum capital requirements for 2019 notified by the supervisor (CET1 9.25\% and Total Capital $12.75 \%$ ), these figures imply a CET1 surplus of 483 basis points and a Total Capital surplus of 511 basis points.
- The MREL ratio (ratio of MREL to RWAs) was $19.82 \%$ in June 2019, mainly due to the issuance of MREL-eligible debt in the halfyear. If the 750 million euros of preferred senior debt issued in July were included, the ratio would have reached $20.73 \%$.

|  | Jun- $^{(1)}$ |  |
| :--- | :---: | :---: |
| ( $€$ million and \%) | Phase In | Fully Loaded |
| Common equity Tier I - CET1 (\%) ${ }^{(2)}$ | $13.80 \%$ | $12.63 \%$ |
| Total capital ratio (\%) ${ }^{(2)}$ | $17.58 \%$ | $16.41 \%$ |
| Regulatory capital ratios (incl. FV unrealised gains): |  |  |
| Common equity Tier I - CET1 | $14.08 \%$ | $12.91 \%$ |
| Total capital ratio (\%) | $17.86 \%$ | $16.69 \%$ |
| CET1 2019 SREP requirement (incl. additional buffers) | $9.25 \%$ | $9.25 \%$ |
| Total solvency 2019 SREP requirement (incl. additional buffers) | $12.75 \%$ | $12.75 \%$ |
| CET1 surplus over 2019 SREP requirement | $\mathbf{4 . 8 3 \%}$ | $\mathbf{3 . 6 6 \%}$ |
| Total Solvency surplus over 2019 SREP requirement | $\mathbf{5 . 1 1 \%}$ | $\mathbf{3 . 9 4 \%}$ |

(1) Solvency ratios include the result that is expected to be allocated to reserves
(2) Does not include unrealised gains on the fair value sovereign (FV) portfolio

## SOLVENCY RATIOS AND LEVERAGE

## FULLY LOADED RATIOS

| (€ million and \%) | Jun -19 ${ }^{(1)(2)}$ | Dec-18 ${ }^{(1)(2)}$ |
| :---: | :---: | :---: |
| Eligible capital | 13,659 | 13,318 |
| Common equity Tier I (CET 1) | 10,562 | 10,205 |
| Capital | 3,689 | 3,704 |
| Reserves (as per reserve perimeter) | 9,003 | 8,719 |
| Result attributable net of dividend accrual | 197 | 346 |
| Deductions | $(2,525)$ | $(2,575)$ |
| Others (treasury stocks, Non-controlling interests and unrealised gains on FV portfolio) | 199 | 11 |
| Tier I Capital | 11,812 | 11,455 |
| Instruments | 1,250 | 1,250 |
| Tier II Capital | 1,846 | 1,863 |
| Instruments | 1,672 | 1,672 |
| Others | 174 | 191 |
| Risk-weighted assets | 81,825 | 82,381 |
| Common equity Tier I (CET 1) (\%) | 12.91\% | 12.39\% |
| Tier I Capital | 14.44\% | 13.91\% |
| Tier II Capital | 2.26\% | 2.26\% |
| Solvency ratio - Total capital ratio (\%) | 16.69\% | 16.17\% |
| Leverage ratio (Fully Loaded) | 5.61\% | 5.56\% |
| Leverage ratio total exposure | 210,529 | 205,916 |

(1) Includes unrealised gains in the fair value (FV) sovereign debt portfolio which since October 2016 are included in regulatory capital due to Reglamento (UE) 2016/445 BCE. Without including unrealised gains in the FV sovereign debt portfolio (regulatory capital), as of 31st March 2019, the CET-1 Fully
Loaded ratio stands at $12.63 \%$ and the Total Capital Fully Loaded ratio at $16.41 \%$. And as of 31 December 2018 the CET 1 ratio would have been $12,28 \%$ and Total Capital ratio 16,06\%.
(2) Solvency ratios include the result that is expected to be allocated to reserves

PHASE IN RATIOS

| (€ million and \%) | Jun -19 ${ }^{(1)(2)}$ | Dec -18 ${ }^{(1)(2)}$ |
| :---: | :---: | :---: |
| Eligible capital | 14,614 | 14,480 |
| Common equity Tier I (CET 1) | 11,518 | 11,367 |
| Capital | 3,689 | 3,704 |
| Reserves (as per reserve perimeter) | 9,003 | 8,719 |
| Result attributable net of dividend accrual | 197 | 346 |
| Deductions | $(1,570)$ | $(1,413)$ |
| Others (treasury stocks, Non-controlling interests and unrealised gains on FV portfolio) | 199 | 11 |
| Tier I Capital | 12,768 | 12,617 |
| Instruments | 1,250 | 1,250 |
| Others | 0 | 0 |
| Tier II Capital | 1,846 | 1,863 |
| Instruments | 1,672 | 1,672 |
| Others | 174 | 191 |
| Risk-weighted assets | 81,825 | 82,381 |
| Common equity Tier I (CET 1) (\%) | 14.08\% | 13.80\% |
| Tier I Capital | 15.60\% | 15.31\% |
| Tier II Capital | 2.26\% | 2.26\% |
| Solvency ratio - Total capital ratio (\%) | 17.86\% | 17.58\% |
| MREL eligible issuances | 1,601 | 622 |
| MREL ratio on RWAs (\%) | 19.82\% | 18.33\% |
| Leverage ratio (Phase In) | 6.04\% | 6.09\% |
| Leverage ratio total exposure | 211,484 | 207,078 |

(1) Includes unrealised gains in the fair value (FV) sovereign debt portfolio which since October 2016 are included in regulatory capital due to Reglamento (UE) 2016/445 BCE. Without including unrealised gains in the FV sovereign debt portfolio (regulatory capital), as of 31st March 2019, the CET-1 Phase-in ratio stands at $13.80 \%$ and the Total Capital Phase-in ratio at $17.58 \%$. And as of 31 December 2018 the CET 1 ratio would have been $13.69 \%$, and Total
Capital ratio 17,47\%.
(2) Solvency ratios include the result that is expected to be allocated to reserves

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## 9. SHARE PERFORMANCE

## SHARE PRICE



## MAJOR SHAREHOLDERS AND STOCK MARKET DATA

| BANKIA (stock data) | Jun-2019 |
| :--- | ---: |
| Number of shareholders | 180,724 |
| Daily average volume (num. shares) | $7,651,749$ |
| Daily average turnover (euros) | $18,409,554$ |
| Maximum closing price ( $€ /$ share) | $2,689(8-\mathrm{Jan})$ |
| Minimum closing price ( $€$ /share) | $2,009(24-\mathrm{Jun})$ |
| Closing price ( $€ /$ share) | 2,078 (28-Jun) |



## 10. RATING

- On 30 January, Fitch Ratings (Fitch) upgraded Bankia's long-term rating from "BBB-" to "BBB", changing the outlook from Positive to Stable. According to the agency, the rating upgrade reflects the major reduction in non-performing assets (NPAs) in 2018, a domestic franchise that emerged strengthened from the merger with BMN and a good track record in the management of business combinations, with the group maintaining robust post-merger capital and adequate funding and liquidity.
- On 6 February, S\&P Global Ratings affirmed Bankia's long-term rating at "BBB", with a Stable outlook, reflecting the progress made in balance sheet clean-up after the significant reduction of NPAs in 2018. That rating was affirmed again on 31 May, after the agency's review of Spain's economic risk.
- On 9 May, Scope Ratings affirmed Bankia's long-term rating at "BBB+/Stable".
- After the end of the half-year, on 2 July, DBRS affirmed Bankia's rating at BBB (high) and improved the outlook from Stable to Positive.
- On 5 February, Fitch upgraded the rating of Bankia's mortgage covered bonds from " $A$ " to " $A+$ " and changed the outlook from Positive to Stable. This ratings action was a result of the upgrade of Bankia's long-term rating on 30 January and the current level of overcollateralisation of the portfolio, which is above the level required by the agency for an " $\mathrm{A}+$ " rating.
- After the end of the half-year, on 12 July, Scope Ratings affirmed the rating of Bankia's mortgage covered bonds at "AAA", with a Stable outlook.


## CREDIT AGENCY RATINGS

| Issuer Ratings | S\&P Global | Fitch | DBRS | Scope |
| :--- | :---: | :---: | :---: | :---: |
| Ratings | Ratings | DBRS |  |  |
| Long-term | BBB | BBB | BBB (high) | BBB+ |
| Short-term | A-2 | F3 | R-1 (low) | S-2 |
| Outlook | Stable | Stable | Positive | Stable |
| Date | $31-M a y-19 ~$ | $30-J a n-19$ | $02-J u l-19$ | $09-M a y-19$ |
| Mortgage Covered Bonds Rating: | S\&P Global | Fitch |  |  |
|  | Ratings | Ratings | DBRS | Scope |
| Rating | AA- | A+ | AAA | AAA |
| Outlook | Positive | Stable | --- | Stable |
| Date | $27-M a r-18$ | $05-F e b-19$ | 21-Sep-18 | 12-Jul-19 |

## 11. SIGNIFICANT EVENTS DURING THE HALF-YEAR

## Reorganisation of the insurance business

In December 2018, Bankia reached an agreement with the Mapfre Group and the Caser Group to reorganise the bancassurance partnerships. In the non-life business line, this has entailed selling to Mapfre Vida $51 \%$ of the share capital of Caja Granada Vida and Caja Murcia Vida y Pensiones, without prejudice to the Caser Group retaining the exclusivity agreement in the Balearic Islands for the life assurance business and pensions business. Furthermore, in the non-life business line, Bankia agreed with the Caser Group to end their partnership for certain general insurance lines, while broadening the scope of Bankia's existing partnership with the Mapfre Group for general insurance to include the branch network from BMN.

After approval was obtained from the competition authority and the Directorate General for Insurance and Pension Funds stated its non-objection, on 29 March 2019 the sale to Mapfre Vida of the aforesaid Bankia shareholdings in Caja Granada Vida and Caja Murcia Vida y Pensiones was completed. The price of the sale was 110.3 million euros.

Execution of the sale-purchase marked the culmination of the reorganisation of the bancassurance business which Bankia began after the merger with Banco Mare Nostrum (BMN).

## Shareholder remuneration

On 11 April 2019, pursuant to the resolutions approved by the General Meeting of Shareholders on 22 March 2019, Bankia paid out a gross dividend against 2018 profits of 354 million euros ( 0.11576 euros per share). This marked a $4.7 \%$ increase compared to the dividend paid the previous year ( 338 million euros)

## Capital reduction

On 25 April 2019, Bankia's Board of Directors resolved to carry out the capital reduction of 15.4 million euros approved by the General Meeting of Shareholders on 22 March 2019, which was subject to the necessary official authorisations.

On 5 March 2019, authorisation was received from the European Central Bank to carry out the capital reduction in a cash amount of 50 million euros through the cancellation of $15,440,845$ shares, representing $0.50 \%$ of Bankia's share capital.

Consequently, exercising the powers granted by the General Meeting of Shareholders on 22 March 2019, Bankia's Board of Directors resolved to reduce Bankia's share capital by the authorised amount of $15,440,845$ euros, through the cancellation of $15,440,845$ treasury shares. Bankia's share capital after the reduction amounts to $3,069,522,105$ euros, corresponding to $3,069,522,105$ shares with a nominal value of one euro per share.

The capital reduction did not entail any repayment of contributions, as the cancelled shares were held by Bankia, and was implemented by deducting the corresponding amount from voluntary reserves, setting aside a restricted reserve in an amount equal to the nominal value of the own shares cancelled

The capital reduction deed was registered in the Valencia Company Register on 10 May 2019

## 12. APPENDIX

COMPOSITION OF FIXED-INCOME PORTFOLIOS

|  |  |  | Change on Dec-18 |  |
| :---: | :---: | :---: | :---: | :---: |
| ( $€$ million and \%) | Jun-19 ${ }^{(1)}$ | Dec-18 ${ }^{(1)}$ | Amount | \% |
| ALCO Portfolio | 25,086 | 26,804 | $(1,718)$ | (6.4\%) |
| NON ALCO Portfolio | 681 | 762 | (81) | (10.6\%) |
| SAREB Bonds | 18,842 | 19,155 | (313) | (1.6\%) |
| Total Fixed Income Portfolio | 44,609 | 46,721 | $(2,112)$ | (4.5\%) |

(1) Nominal values of the "fair value" and "amortis ed cost" portfolios

## PRO FORMA INCOME STATEMENT INCLUDING IFRS 16 IMPACT IN 2018

|  |  |  | Change on 1H 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| (€ million) | 1H 2019 | 1H $2018{ }^{(1)}$ | Amount | \% |
| Net interest income ${ }^{(1)}$ | 1,018 | 1,042 | (24) | (2.3\%) |
| Dividends | 14 | 8 | 6 | 76.8\% |
| Share of profit/(loss) of companies accounted for using the equity method | 29 | 29 | (0) | (1.4\%) |
| Total net fees and commissions | 533 | 534 | (1) | (0.1\%) |
| Gains/(losses) on financial assets and liabilities | 140 | 291 | (151) | (52.0\%) |
| Exchange differences | 7 | 6 | 1 | 24.4\% |
| Other operating income/(expense) | (70) | (74) | 4 | (5.4\%) |
| Gross income | 1,671 | 1,836 | (165) | (9.0\%) |
| Administrative expenses | (813) | (822) | 9 | (1.1\%) |
| Staff costs | (571) | (596) | 25 | (4.3\%) |
| General expenses ${ }^{(1)}$ | (243) | (226) | (16) | 7.2\% |
| Depreciation and amortisation ${ }^{(1)}$ | (99) | (118) | 19 | (16.5\%) |
| Pre-provision profit | 759 | 895 | (136) | (15.2\%) |
| Provisions | (186) | (171) | (15) | 8.8\% |
| Provisions (net) | (45) | 36 | (81) |  |
| Impairment losses on financial assets (net) | (141) | (208) | 66 | (31.9\%) |
| Operating profit/(loss) | 573 | 724 | (151) | (20.9\%) |
| Impairment losses on non-financial assets | (9) | 32 | (41) |  |
| Other gains and other losses | (23) | (76) | 53 | (69.6\%) |
| Profit/(loss) before tax | 540 | 679 | (139) | (20.5\%) |
| Corporate income tax | (140) | (166) | 26 | (15.7\%) |
| Profit/(loss) in the period | 400 | 513 | (113) | (22.0\%) |
| Profit/(Loss) attributable to minority interests | 0.8 | 0.2 | 0.6 | 273.9\% |
| Profit/(loss) attributable to the Group | 400 | 513 | (114) | (22.1\%) |
| Cost to Income ratio ${ }^{(2)}$ | 54.6\% | 51.2\% | +3.3 p.p. | 3.3\% |
| Recurring Cost to Income ratio ${ }^{(3)}$ | 59.8\% | 61.1\% | (1.3) p.p. | (1.3\%) |
| PRO-MEMORY |  |  |  |  |
| "Core" Result ${ }^{(4)}$ | 639 | 635 | 4 | 0.6\% |
| Pre-provision profit ex Gains/(losses) on financial assets and liabilities ${ }^{(5)}$ | 619 | 604 | 15 | 2.5\% |

(1) In 1 H 18 includes the estimated impact of applying IFRS 16 ("Financial Leasings") in order to make it comparable with 1 H 19.
(2) Operating expenses / Gross income.
(3) Operating expenses / Gross income (excluding gains/losses on financial assets and liabilities and exchange differences).
(4) Net interest income + total net fees and commissions - administrative expenses - depreciation and amortization.
(5) Pre-provision profit - Gains/(losses) on financial assets and liabilities

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| (€ million) | 2Q 2019 | 1Q 2019 | 4Q $2018{ }^{(1)}$ | $3 \mathrm{Q} 2018{ }^{(1)}$ | $202018{ }^{(1)}$ | $102018{ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income ${ }^{(1)}$ | 516 | 502 | 504 | 492 | 518 | 524 |
| Dividends | 14 | 1 | 3 | 0 | 7 | 1 |
| Share of profit/(loss) of companies accounted for using the equity method | 15 | 14 | 13 | 14 | 18 | 12 |
| Total net fees and commissions | 273 | 260 | 266 | 265 | 270 | 264 |
| Gains/(losses) on financial assets and liabilities | 102 | 37 | 30 | 90 | 152 | 139 |
| Exchange differences | 4 | 3 | 4 | 5 | 5 | 1 |
| Other operating income/(expense) | (66) | (4) | (160) | (5) | (70) | (3) |
| Gross income | 858 | 813 | 659 | 862 | 900 | 936 |
| Administrative expenses | (407) | (407) | (408) | (398) | (402) | (420) |
| Staff costs | (286) | (285) | (278) | (287) | (291) | (305) |
| General expenses ${ }^{(1)}$ | (121) | (122) | (130) | (111) | (111) | (115) |
| Depreciation and amortisation ${ }^{(1)}$ | (49) | (50) | (59) | (58) | (55) | (63) |
| Pre-provision profit | 402 | 357 | 193 | 406 | 443 | 452 |
| Provisions | (121) | (65) | (192) | (73) | (68) | (103) |
| Provisions (net) | (35) | (10) | (46) | (0) | 24 | 13 |
| Impairment losses on financial assets (net) | (86) | (55) | (146) | (73) | (91) | (116) |
| Operating profit/(loss) | 281 | 292 | 0 | 333 | 375 | 349 |
| Impairment losses on non-financial assets | (6) | (4) | (19) | (3) | 36 | (4) |
| Other gains and other losses | (4) | (19) | (31) | (43) | (28) | (49) |
| Profit/(loss) before tax | 271 | 269 | (50) | 287 | 383 | 296 |
| Corporate income tax | (76) | (64) | 7 | (63) | (99) | (67) |
| Profit/(loss) after tax from continuing operations | 196 | 205 | (42) | 224 | 284 | 229 |
| Net profit from discontinued operations ${ }^{(2)}$ | 0 | 0 | 1 | 5 |  |  |
| Profit/(loss) in the period | 196 | 205 | (41) | 228 | 284 | 229 |
| Profit/(Loss) attributable to minority interests | 0.8 | (0.0) | (0.0) | 0.1 | (0.1) | 0.3 |
| Profit/(loss) attributable to the Group | 195 | 205 | (41) | 228 | 284 | 229 |
| Cost to Income ratio ${ }^{(3)}$ | 53.2\% | 56.1\% | 70.8\% | 52.9\% | 50.8\% | 51.7\% |
| Recurring Cost to Income ratio ${ }^{(4)}$ | 60.7\% | 59.0\% | 74.7\% | 59.4\% | 61.6\% | 60.7\% |
| PRO-MEMORY |  |  |  |  |  |  |
| Profit/(loss) attributable to the Group | 195 | 205 | (41) | 228 | 284 | 229 |
| Extraordinary profit/(loss) for the period ${ }^{(5)}$ |  |  | (85) |  |  |  |
| Recurrent Profit/(loss) attributable to the Group | 195 | 205 | 43 | 228 | 284 | 229 |
| "Core" Result ${ }^{(6)}$ | 333 | 306 | 304 | 301 | 331 | 304 |
| Pre-provision profit ex Gains/(losses) on financial assets and liabilities ${ }^{(7)}$ | 299 | 320 | 163 | 316 | 290 | 314 |

(1) All quarters of 2018 include the estimated impact of applying IFRS 16 ("Financial Leasings") in order to make them comparable with 10 and 202019
(2) 4 Q 18 and ZQ 18 includes the result from Caja Murcia Vida and Caja Granada Vida since the acquisition of $100 \%$ of equity in both companies on 10 July 2018

Since 1Q 2019 the results from Caja Murcia Vida and Caja Granada Vida are accounted for the equity method after the sale of $51 \%$ in both companies to Mapfre Vida. (3) Operating expenses / Gross income.
(4) 0 eral expenses / Gross income (excluding gains/losses on financial assets and liabilities and exchange differences)
(5) 4 Q 18 includes net extraordinary provisions associated with the impact of the sale of non-performing assets to an institutional investor
(6) Net interest income + total net fees and commissions - administrative expenses - depreciation and amortization.
(7) Pre-provision profit - Gains/(losses) on financial assets and liabilities

## INFORMATION RELATING TO ALTERNATIVE PERFORMANCE MEASURES (APMs)

In addition to the financial information prepared in accordance with generally accepted accounting principles (IFRS), the Bankia Group uses certain alternative performance measures ("APMs") that are normally used in the banking sector as indicators for monitoring the management of the Group's assets and liabilities and its financial and economic position. In compliance with the ESMA guidelines on transparency and investor protection in the European Union, published in October 2015, the following tables give details of all the APMs used in this document, including their definition and a reconciliation with the balance sheet and income statement line items used in their calculation.

## ALTERNATIVE PERFORMANCE MEASURES

| PERFORMANCE MEASURE | DEFINITION | MANNER OF CALCULATION AND ACCOUNTING DATA USED |
| :---: | :---: | :---: |
| Total customer funds onand off-balance-sheet | Sum of customer deposits, senior and subordinated wholesale issues and resources managed and marketed off-balance-sheet | Balance sheet items: <br> - Customer deposits <br> - Debt securities issued <br> Third-party resources managed and marketed by the Group: <br> - Mutual funds <br> - Pension funds |
| Total NPL ratio (\%) | Ratio of non-performing loans to total loans and advances to customers and contingent liabilities | Gross book amount (before provisions) of non-performing loans and advances to customers and contingent liabilities (NPEs) as a percentage of total gross loans and advances to customers (before provisions) and contingent liabilities. |
| NPL coverage ratio (\%) | Measures the extent to which impairment losses on nonperforming loans are covered by impairment allowances. | Book amount of allowances for impairment of loans and advances to customers and contingent liabilities as a percentage of the gross book amount of non-performing loans and advances to customers and contingent liabilities (NPEs). |
| Gross NPA ratio (\%) | Ratio of the sum of the group's gross non-performing assets and gross foreclosed assets to total loans and advances to customers, contingent liabilities and foreclosed assets. | Gross book amount (before provisions) of non-performing loans and advances to customers, contingent liabilities and foreclosed assets (gross NPAs) to total gross loans and advances to customers and contingent liabilities (before provisions), and gross foreclosed assets (before impairment). |
| Net NPA ratio (\%) | Ratio of the sum of the group's nonperforming assets and foreclosed assets net of provisions to total loans and advances to customers, contingent liabilities and foreclosed assets. | Net book amount (after provisions and impairment) of non-performing loans and advances to customers, contingent liabilities and foreclosed assets (net NPAs) as a percentage of total gross loans and advances to customers and contingent liabilities (before provisions), and gross foreclosed assets (before impairment). |
| NPA coverage (\%) | Measures the extent to which impairment losses on nonperforming assets and foreclosed assets are covered by provisions. | Book amount of impairment allowances for loans and advances to customers, contingent liabilities and foreclosed assets as a percentage of the gross book amount of non-performing loans and advances to customers, contingent liabilities (NPEs) and foreclosed assets. |
| LTD ratio (\%) | Ratio of financing granted to customers to deposits taken from customers. | Loans and advances to customers divided by customer deposits plus funds for second-floor loans received from the EIB and ICO. <br> - The book amount of loans and advances to customers excludes reverse repurchase agreements. <br> - Customer deposits exclude repurchase agreements. |
| Net trading income | Sum of the gains or losses obtained from management of portfolios of financial assets and liabilities and accounting hedges. | Sum of the results of the following line items in the income statement: <br> - Gains or losses on derecognition of financial assets and liabilities not measured at fair value through profit or loss, net. <br> - Gains or losses on financial assets and financial liabilities held for trading, net. <br> - Gains or losses on financial assets not held for trading that are mandatorily measured at fair value through profit or loss, net. <br> - Gains or losses on financial assets and liabilities designated at fair value through profit or loss, net. <br> - Gains or losses from hedge accounting, net. |
| Pre-provision profit | Gross income less administrative expenses and depreciation and amortisation. | Sum of the following lien items in the income statement: <br> - Gross income <br> - Administrative expenses <br> - Amortisation |


| PERFORMANCE MEASURE | DEFINITION | MANNER OF CALCULATION AND ACCOUNTING DATA USED |
| :---: | :---: | :---: |
| Customer margin (\%) | Difference between the average interest rate charged on loans and advances to customers and the average interest rate paid on customer deposits | Average interest rate on loans and advances to customers: <br> - Interest income on loans and advances to customers recognised in the period divided by the average month-end balance of loans and advances to customers in the period. <br> Average interest rate paid on customer deposits: <br> - Interest expenses on customer deposits recognised in the period divided by the average month-end balance of customer deposits in the period. <br> Interest income and interest expenses are annualised at the March, June and September accounting closes. |
| Interest margin (net interest income) (\%) | Difference between the average return on assets and the average cost of liabilities and equity | Average return on assets: <br> - Interest income in the period divided by the average month-end balance of recognised assets <br> Average cost of liabilities and equity <br> - Interest expense in the period divided by the average month-end balance of total equity and liabilities in the period. <br> Interest income and interest expense are annualised at the March, June and September accounting closes. |
| ROA (\%) | Measures the return on the Group's assets | After-tax profit or loss for the year divided by the average month-end balance of recognised assets in the period. <br> The after-tax profit or loss is annualised at the March, June and September accounting closes. |
| RORWA (\%) | Measures the return on average risk-weighted assets | After-tax profit or loss for the period divided by regulatory risk-weighted assets at the end of the period. <br> The after-tax profit or loss is annualised at the March, June and September accounting closes. |
| ROE (\%) | Measures the return on equity | Profit or loss attributable to the Group divided by average month-end equity for the 12 months preceding the period-end, adjusted for expected dividends. <br> The profit or loss attributable to the Group is annualised at the March, June and September accounting closes. |
| ROTE (\%) | Measures the return on equity excluding intangible assets | Profit or loss attributable to the Group divided by average month-end equity less intangible assets for the 12 months preceding the period-end, adjusted for expected dividends. <br> The profit or loss attributable to the Group is annualised at the March, June and September accounting closes. |
| Efficiency ratio (\%) | Measures operating expenses as a percentage of gross income | Administrative expenses + depreciation and amortisation expense divided by gross income for the period. |
| Cost of risk (\%) | Measures the ratio of loan loss provisions to the total amount of loans and advances to customers and contingent liabilities | Sum of impairment losses on financial assets and provisions for contingent liabilities included under "Provisions (net)" on the income statement divided by the average amount of gross loans and advances to customers (i.e. before provisions) and contingent liabilities in the period. <br> The impairment losses on financial assets are measured net of extraordinary, nonrecurrent provisions, the external costs of recoveries and the movement in impairment losses on fixed-income instruments. <br> The total amount of the impairment losses on financial assets and provisions for contingent liabilities is annualised at the March, June and September accounting closes. |
| Market capitalisation | Economic metric indicating the total value of a business based on the market price of its shares | The share price multiplied by the number of shares outstanding at period-end. |
| Earnings per share | Measures the amount of profit attributable to each of the bank's shares | Profit or loss attributable to the Group divided by the number of shares outstanding at period-end. <br> The profit or loss attributable to the Group is annualised at the March, June and September accounting closes. |
| Tangible book value per share | Measures the company's book value per share issued, after deducting intangible assets | The Group's equity, after deducting intangible assets, divided by the number of shares outstanding at period-end. |
| P/E ratio | Measures the price per share as a multiple of the earnings per share | The share price at period-end divided by the earnings per share for the period. |
| Price to tangible book value | Compares the bank's share price to its tangible book value. | Price per share at period-end divided by tangible book value per share for the period. |

## ACCOUNTING DATA USED TO CALCULATE THE ALTERNATIVE PERFORMANCE MEASURES

| ACCOUNTING DATA (except where stated otherwise, the figures are in millions of euros and \%) | Jun-19 | Dec-18 |
| :---: | :---: | :---: |
| Sum of customer funds managed on and off balance sheet <br> - Customer deposits <br> - Debt securities issued <br> - Mutual funds <br> - Pension funds | $\begin{gathered} \hline \mathbf{1 7 6 , 5 7 9} \\ 130,563 \\ 17,066 \\ 20,717 \\ 8,234 \end{gathered}$ | $\begin{gathered} \hline 171,793 \\ 126,319 \\ 18,360 \\ 19,114 \\ 7,999 \end{gathered}$ |
| Total NPL ratio (\%) <br> - Non-performing loans and advances to customers and contingent liabilities. <br> - Total loans and advances to customers and contingent liabilities | $\begin{gathered} \hline 5.7 \% \\ 7,514 \\ 130,810 \end{gathered}$ | $\begin{gathered} \hline 6.5 \% \\ 8,416 \\ 129,792 \end{gathered}$ |
| NPL coverage ratio (\%) <br> - Allowances for impairment of loans and advances to customers and contingent liabilities <br> - Non-performing loans and advances to customers and contingent liabilities (NPEs). | $\begin{gathered} 54.9 \% \\ 4,122 \\ 7,514 \end{gathered}$ | $\begin{gathered} 54.6 \% \\ 4,593 \\ 8,416 \end{gathered}$ |
| Gross NPA ratio (\%) <br> - Non-performing loans and advances to customers and contingent liabilities (NPEs). <br> - Gross foreclosed assets (1) <br> - Total loans and advances to customers and contingent liabilities | $\begin{gathered} 7.5 \% \\ 7,514 \\ 2,414 \\ 133,224 \end{gathered}$ | $\begin{gathered} \mathbf{8 . 2 \%} \\ 8,416 \\ 2,462 \\ 132,254 \end{gathered}$ |
| Net NPA ratio (\%) <br> - Non-performing loans and advances to customers and contingent liabilities (NPEs). <br> - Gross foreclosed assets (1) <br> - Allowances for impairment of loans and advances to customers and contingent liabilities <br> - Allowances for impairment of foreclosed assets <br> - NPEs and foreclosed assets net of allowances for impairment of loans and advances to customers and contingent liabilities and foreclosed assets <br> - Total loans and advances to customers and contingent liabilities | $\begin{gathered} 3.8 \% \\ 7.514 \\ 2.414 \\ 4.122 \\ 701 \\ \\ 5.105 \\ 133.224 \end{gathered}$ | $\begin{gathered} 4.3 \% \\ 8.416 \\ 2.462 \\ 4.593 \\ 649 \\ 5.636 \\ 132.254 \end{gathered}$ |
| NPA coverage (\%) <br> - Non-performing loans and advances to customers and contingent liabilities (NPEs). <br> - Gross foreclosed assets (1) <br> - Loan loss provisions <br> - Impairment of foreclosed assets | 48.6\% <br> 7,514 <br> 2,414 <br> 4,122 <br> 701 | 48.2\% <br> 8,416 <br> 2,462 <br> 4,593 <br> 649 |
| LTD ratio (\%) <br> - Loans and advances to customers <br> - Reverse repurchase agreements <br> - Customer deposits <br> - Repurchase agreements <br> - Funds for intermediated loans received from the EIB and ICO | $\begin{gathered} 90.5 \% \\ 120,347 \\ 15 \\ 130,563 \\ 876 \\ 3,348 \end{gathered}$ | $\begin{gathered} 91.2 \% \\ 118,295 \\ 14 \\ 126,319 \\ 36 \\ 3,424 \end{gathered}$ |
| Market capitalisation <br> - Number of shares outstanding at period-end (millions) <br> - Share price at period-end (euros) | $\begin{gathered} 6,378 \\ 3,070 \\ 2.08 \end{gathered}$ | $\begin{gathered} 7,898 \\ 3,085 \\ 2.56 \end{gathered}$ |
| Earnings per share (euros) <br> - Profit or loss for the period attributable to the Group <br> - Profit or loss for the period attributable to the Group (annualised) <br> - Number of shares outstanding at period-end (millions) | $\begin{gathered} 0.26 \\ 400 \\ 806 \\ 3,070 \end{gathered}$ | $\begin{gathered} 0.23 \\ 703 \\ 703 \\ 3,085 \end{gathered}$ |
| Tangible book value per share (euros) <br> - Total equity <br> - Intangible assets <br> - Total equity less intangible assets <br> - Number of shares outstanding at period-end (millions) | $\begin{gathered} 4.23 \\ 13,341 \\ 354 \\ 12,987 \\ 3,070 \end{gathered}$ | $\begin{gathered} 4.18 \\ 13,189 \\ 298 \\ 12,892 \\ 3,085 \end{gathered}$ |

(1) At Jun-19 and Dec-18 the data are calculated taking into account the outflow of foreclosed assets through institutional sales of portfolios carried out in the fourth quarter of 2018.

| ACCOUNTING DATA (except where stated otherwise, the figures are in millions |  |  |
| :--- | :---: | :---: |
| of euros and \%) | Jun-18 | Dec-18 |
| P/E ratio | $\mathbf{7 . 9 2}$ | $\mathbf{1 1 . 2 3}$ |
| - Share price at period-end (euros) | 2.08 | 0.56 |
| - Earnings per share for the period (euros) | 0.26 | 0.23 |
| Price to tangible book value | $\mathbf{0 . 4 9}$ | $\mathbf{0 . 6 1}$ |
| - Share price at period-end (euros) | 2.08 | 2.56 |
| - Tangible book value per share (euros) | 4.23 | 4.18 |

## ACCOUNTING DATA USED TO CALCULATE THE ALTERNATIVE PERFORMANCE MEASURES

| ACCOUNTING DATA (except where stated otherwise, the figures are in millions of euros and \%) | Jun-19 | Jun-18 |
| :---: | :---: | :---: |
| Net trading income <br> - Gains or losses on derecognition of financial assets and liabilities not measured at fair value through profit or loss, net. <br> - Gains or losses on financial assets and financial liabilities held for trading, net. <br> - Gains or losses on financial assets not held for trading that are mandatorily measured at fair value through profit or loss, net. <br> - Gains or losses on financial assets and liabilities designated at fair value through profit or loss, net. <br> - Gains or losses from hedge accounting, net. | 140 <br> 143 <br> 8 <br> 1 <br> (12) | 291 <br> 270 <br> 34 <br> (13) |
| Pre-provision profit <br> - Gross income <br> - Administrative expenses <br> - Amortisation | $\begin{gathered} 759 \\ 1,671 \\ (813) \\ (99) \end{gathered}$ | $\begin{gathered} 897 \\ 1,841 \\ (856) \\ (88) \end{gathered}$ |
| ROA (\%) <br> - Profit after tax for the period <br> - Profit after tax for the period (annualised) <br> - Average month-end balance of assets recorded on the balance sheet for the period | $\begin{gathered} 0.4 \% \\ 400 \\ 807 \\ \\ 209,079 \end{gathered}$ | $\begin{gathered} \mathbf{0 . 5 \%} \\ 515 \\ 1,038 \\ \\ 208,609 \end{gathered}$ |
| RORWA (\%) <br> - Profit after tax for the period <br> - Profit after tax for the period (annualised) <br> - Regulatory risk-weighted assets at the end of the period | $\begin{gathered} 1.0 \% \\ 400 \\ 807 \\ 81,825 \end{gathered}$ | $\begin{gathered} 1.2 \% \\ 515 \\ 1,038 \\ 83,526 \end{gathered}$ |
| ROE (\%) <br> - Profit or loss for the period attributable to the Group <br> - Profit or loss for the period attributable to the Group (annualised) <br> - Average month-end balance of equity for the 12 months preceding the end of the period, adjusted for the expected dividend | $\begin{gathered} 6.3 \% \\ 400 \\ 806 \\ \\ 12,761 \end{gathered}$ | $\begin{gathered} \mathbf{8 . 3 \%} \\ 515 \\ 1,038 \\ \\ 12,478 \end{gathered}$ |
| ROTE (\%) <br> - Profit or loss for the period attributable to the Group <br> - Profit or loss for the period attributable to the Group (annualised) <br> - Average month-end balance of tangible equity for the 12 months preceding the end of the period, adjusted for the expected dividend | $\begin{gathered} 6.5 \% \\ 400 \\ 806 \\ \\ 12,452 \end{gathered}$ | $\begin{gathered} \mathbf{8 . 5 \%} \\ 515 \\ 1,038 \\ \\ 12,233 \end{gathered}$ |
| Efficiency ratio (\%) <br> - Administrative expenses <br> - Depreciation and amortisation <br> - Gross income | $\begin{gathered} \hline 54.6 \% \\ 813 \\ 99 \\ 1,671 \end{gathered}$ | $\begin{gathered} \hline 51.3 \% \\ 856 \\ 88 \\ 1,841 \end{gathered}$ |
| Cost of risk (\%) a/(b+c) <br> - Impairment losses on financial assets <br> - External costs of recoveries <br> - Impairment losses on fixed-income financial instruments <br> - Provisions/ releases of provisions for contingent liabilities <br> - Total impairment losses for calculating the cost of risk <br> - Total impairment losses for calculating the cost of risk (annualised) (a) <br> - Average gross loans and advances to customers for the period ( b ) <br> - Average contingent liabilities for the period (c) | $\begin{gathered} \mathbf{0 . 1 7 \%} \\ (141) \\ 33 \\ 1 \\ - \\ (107) \\ (217) \\ 120,924 \\ 8,413 \end{gathered}$ | $\mathbf{0 . 2 0 \%}$ $(208)$ 38 - 37 $\mathbf{( 1 3 2 )}$ $(267)$ 125,266 8,712 |


| ACCOUNTING DATA (except where stated otherwise, the figures are in millions of euros and \%) | 2Q 2019 | 1Q 2019 | 4Q 2018 | 3Q 2018 | 2Q 2018 | 1Q 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Customer margin (\%) | 1.66\% | 1.60\% | 1.58\% | 1.51\% | 1.55\% | 1.57\% |
| Average interest rate on loans and advances to customers (\%): | 1.75\% | 1.70\% | 1.69\% | 1.62\% | 1.68\% | 1.71\% |
| - Interest income from loans and advances to customers | 517 | 496 | 510 | 490 | 506 | 512 |
| - Interest income from loans and advances to customers for the period (annualised) | 2,075 | 2,011 | 2,022 | 1,946 | 2,029 | 2,076 |
| - Average month-end balance of loans and advances to customers. | 118,299 | 117,970 | 119,507 | 120,124 | 120,426 | 121,071 |
| Average interest rate on customer deposits (\%): | 0.10\% | 0.10\% | 0.11\% | 0.11\% | 0.13\% | 0.14\% |
| - Interest expense of customer deposits for the period | 31 | 33 | 35 | 36 | 40 | 43 |
| - Interest expense of customer deposits for the period (annualised) | 125 | 132 | 137 | 141 | 160 | 173 |
| - Average month-end balance of customer deposits | 128,328 | 126,550 | 125,402 | 124,834 | 126,642 | 126,613 |

## INFORMATION RELATING TO THE ISSUE OF CONTINGENT CONVERTIBLE BONDS (AT1)

| Solvency and leverage <br> (\% ) | Bankia <br> (1) |
| :--- | ---: |
| 30-Jun-2019 |  |

[^3]
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# Ban<la 

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[^0]:    (1) Off-balance sheet products managed and marketed without SICAVS. Pension funds inlude mathematical provisions

[^1]:    (1) Maturities of Bankia group in nominal values net of treasury shares and retained issuance
    (2) During $1 \mathrm{H} 19, € 1,000 \mathrm{mn}$ of senior debt and $€ 2,100 \mathrm{mn}$ of covered bonds have matured and $€ 1,000 \mathrm{mn}$ of subordinated were early amortised and replaced by another issuance of subordinated debt with the same amount

[^2]:    (1) Cash and Central Banks accounts reduced by minimal reserves
    (2) Market value considering ECB haircut

[^3]:    (1) Solvency ratios include the result that is expected to be allocated to reserves
    (2) Unrealised gains and losses of the Fair Value portfolio
    (3) Excluding the regulatory expected dividend and the accrual AT1 cupon payment

