# Unicaja Banco

**1Q 2020 Results Presentation** 

4<sup>th</sup> May 2020



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## **Key highlights**

Results & business

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Results & business

### **Summary of 1Q 2020 results**

#### **Business**

- **Performing loans** ex-repo grew +1.7% YtD boosted by public sector that grew +13.8% and private sector +0.8%.
- New loan production decreased compared to 1Q 2019 by -10%, affected by the lockdown resulting from the state of alarm. Until 13<sup>th</sup> March growth was +20.3%, highlighting the growth of +12.0% in SMEs and +10.7% in non-mortgages individuals.
- On-balance sheet funds grew +0.6% while off-balance sheet funds decreased by -7.3% (936M€), mainly due to the impact of market falls derived from the Covid-19 impact (-696M€)

#### Results

- **Net interest income** decreased -1.0% QoQ due to the calendar effect, while **net fee income** increases 3.3% in the same period.
- Operating expenses decreased by 1% compared to same period last year.
- **Extraordinary provisions for Covid-19** have been booked in the amount of €25m. However, without considering this extraordinary provision, recurrent impairments, both for loans and foreclosed assets, remain at low levels similar to 1Q 2019
- **Net income**, without considering the aforementioned extraordinary provision, remains stable (+ 0.2% compared to 1Q 2019).

- Non performing assets (NPAs) were reduced by 29.1% in the last 12 months, while increasing coverage levels, implying a €1.009m decrease in absolute terms, showing a NPL reduction of 27.2% and that of foreclosed assets of 31.1%. The decrease YTD was -0.3%, registering a fall of -1.2% in NPLs, and a slight increase of 0.9% in foreclosed assets, derived from a slowdown in sales in Q1 as a consequence of the Covid-19 impact.
- The Group maintains a comfortable **liquidity position** with a LTD ratio of 72.2% vs. 71.4% in 4Q19 and a LCR of 335% vs. 319% in 4Q19.
- CET1<sup>(1)</sup> fully loaded reached 14.1% and total capital<sup>(1)</sup> 15.6%. The Group has a Total Capital surplus of €1,072m above OCR<sup>(2)</sup> regulatory requirement
- (1) Pro-forma figures includes 1Q20 non audited results
- 2) Overall Capital Requirement (OCR): Total SREP Capital Requirement (Pillar 1 + Pillar 2R) + Capital Conservation Buffer



## Key highlights

### Results & business

# The Group's net profit, without the effect of the Covid-19 provisions remains stable

#### **Profit & loss account (€ million)**

1Q18 2Q18 3Q18 4Q18 1Q19 2Q19 3Q19 4Q19 1Q20	2Q19 3Q19 4Q19 1Q20 QoQ %	1Q19 20	4Q18	3Q18	2Q18	1Q18	€ million
152 151 149 149 145 148 144 142 140	148 144 142 140 -1.0%	145 1	149	149	151	152	Net Interest Income
53 55 55 56 55 58 58 59 61	58 58 59 61 3.3%	55	56	55	55	53	Net Fees
2 13 5 2 9 10 4 4 7	10 4 4 7 78.4%	9	2	5	13	2	Dividends
11 10 12 5 8 13 8 11 12	13 8 11 12 1.8%	8	5	12	10	11	Associates
h. Differences 16 13 15 98 24 2 43 32 28	2 43 32 28 -10.2%	24	98	15	13	16	Trading Income + Exch. Differences
penses) 17 0 7 -46 16 6 33 -24 5	6 33 -24 5 n.r.	16	-46	7	0	17	Other Revenues / (Expenses)
250 242 243 264 258 236 291 223 254	236 291 223 254 13.6%	258 2	264	243	242	250	Gross Margin
156 155 155 153 150 152 152 152 149	152 152 152 149 -2.5%	150 1	153	155	155	156	Operating Expenses
98 97 98 98 96 97 98 92	97 98 98 92 -6.1%	96	98	98	97	98	Personnel Expenses
49 49 48 46 44 44 44 46	44 44 44 46 4.1%	44	46	48	49	49	SG&A
9 9 9 10 11 11 11 11	11 11 11 11 4.1%	11	10	9	9	9	D&A
94 87 88 110 108 85 139 71 105	85 139 71 105 48.1%	108	110	88	87	94	Pre Provision Profit
-16 -25 -36 -97 -23 -23 -81 -100 -44	-23 -81 -100 -44 -56.5%	-23 -	-97	-36	-25	-16	Provisions and Other
5 10 -10 0 -7 -8 -18 21 -34	-8 -18 21 -34 n.r.	-7	0	-10	10	5	Credit (1)
-4 7 -4 8 0 0 1 -8 -1	0 1 -8 -1 -85.2%	0	8	-4	7	-4	Foreclosed Assets
other results -17 -41 -22 -105 -16 -14 -65 -113 -8	-14 -65 -113 -8 -92.6%	-16 -	-105	-22	-41	-17	Other Provisions & other results
78 62 52 14 85 61 57 -29 61	61 57 -29 61 n.r.	85	14	52	62	78	Pre Tax Profit
21 16 14 3 21 9 14 -43 15	9 14 -43 15 n.r.	21	3	14	16	21	Tax
57 47 38 10 63 53 43 13 46	53 43 13 46 n.r.	63	10	38	47	57	Net Income
ome 58 47 37 10 63 53 43 13 46	53 43 13 46 n.r.	63	10	37	47	58	Attributable Net Income
me 58 47 37 10 63 53 43 13 46	53 43 13 46						Attributable Net Income  Net Income (ex Covid-19)

Mar'20	Mar'19	YoY %
140	145	-3.3%
61	55	10.6%
7	9	-25.7%
12	8	41.9%
28	24	18.3%
5	16	-67.3%
254	258	-1.7%
149	150	-1.0%
92	96	-3.9%
46	44	4.6%
11	11	1.4%
105	108	-2.6%
-44	-23	88.6%
-34	-7	n.r.
-1	0	n.r.
-8	-16	-46.4%
61	85	-27.6%
15	21	-27.8%
46	63	-27.5%
46	63	-27.5%

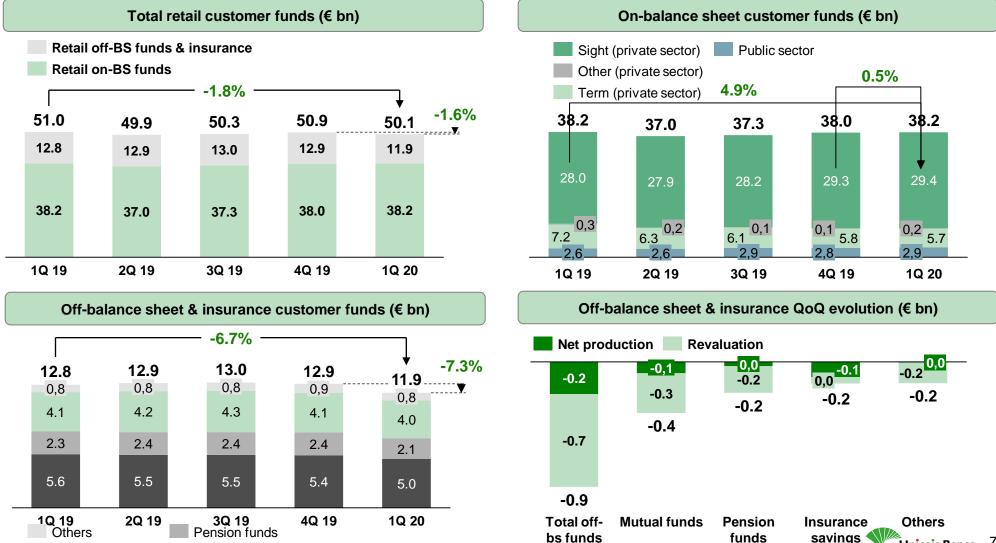
(1)	Includes	€25	million	of	Covid-19	provisions	in	1Q	2020	
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63

63

0.2%

### On-balance sheet customer funds grew 0.6% YTD, while offbalance sheet customer funds decreased -7.3% due to the strong valuation impact (-5.4%)

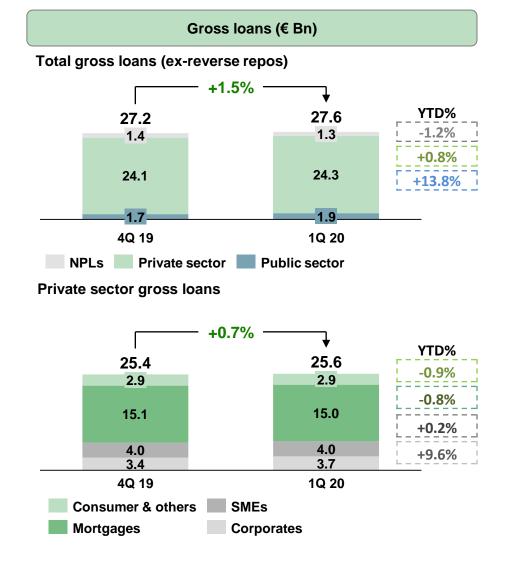


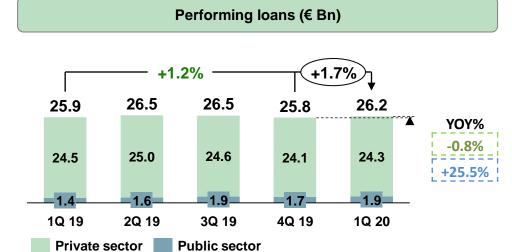
Insurance savings

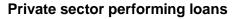
Mutual funds

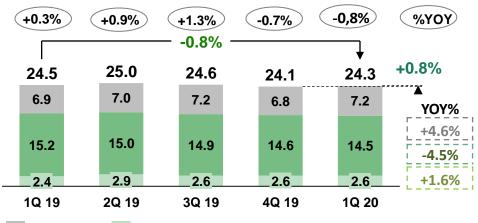
Unicaja Banco

### **Performing loans grew 1.7% YTD**







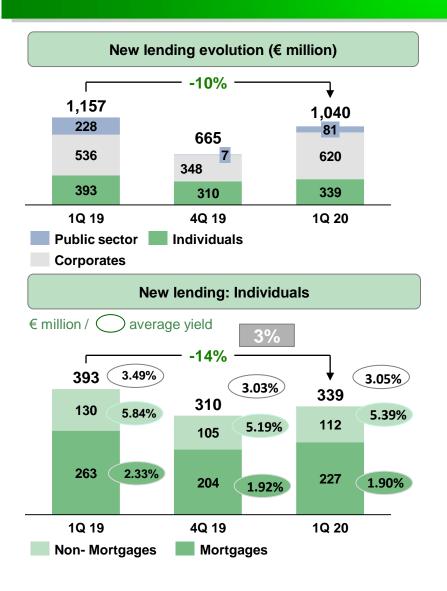


Corporates Consumer & others

Mortgages

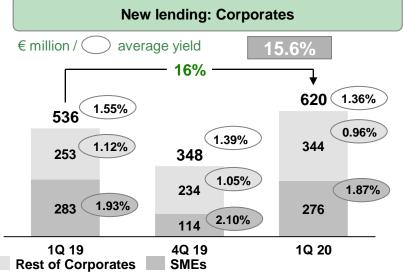


# Granting activity decreased compared to the same quarter last year due to Covid-19 impact

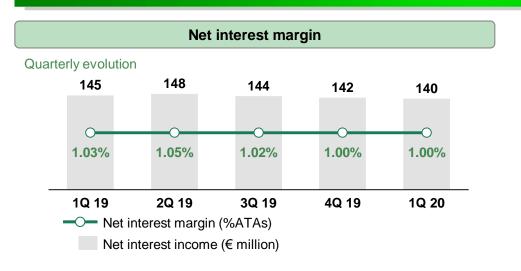


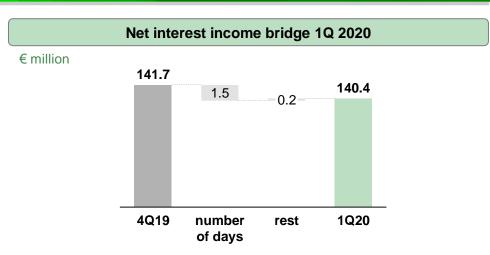


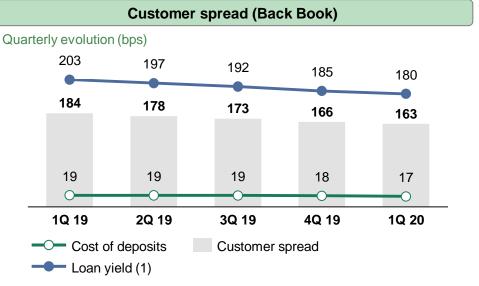
20% YOY Until 13th March



### NII fell slightly due to the calendar effect, while customer spread stabilizes. Front Book spread is affected by the weight of large corporates in new production





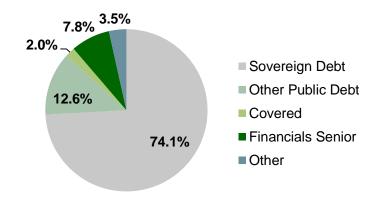




### Conservative management of the debt portfolio

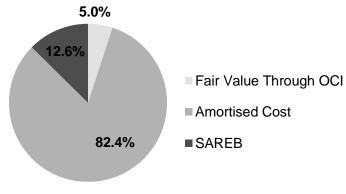
#### Breakdown, size and evolution of the debt portfolio (Fair Value Through OCI, Amortised Cost and SAREB) (1)







**1.27%** 1Q2020 average yield

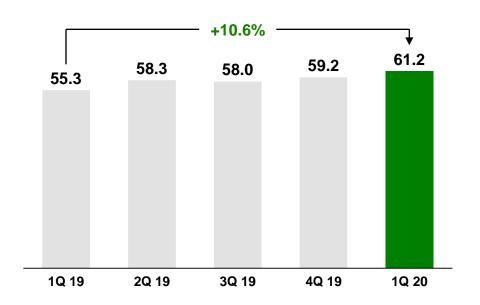


Total: €17.4 bn

€bn

## Fee income grew 10.6% YoY

#### Net fees (€ million)

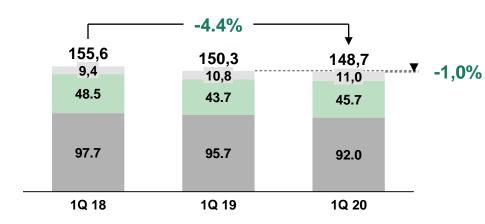


#### Fees breakdown (€ million)

	1Q 2019	1Q 2020	%
Fee income	61.5	67.3	9.4%
From contingent risk and commitments	2.3	3.8	61.9%
From payments and collections	34.4	32.4	-5.8%
From non banking products	23.3	29.6	27.2%
Other fees	1.5	1.6	0.4%
Fee expenses	6.2	6.1	-1.8%
Net fees	55.3	61.2	10.6%

### Operating expenses continue to fall

#### **Operating expenses (€ million)**

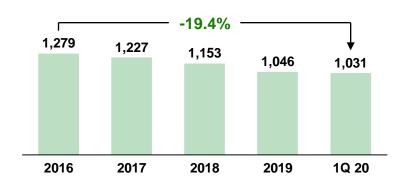


Amortizations

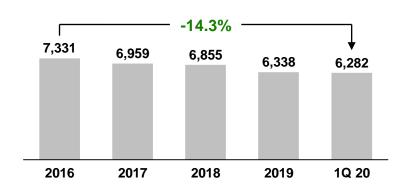
General & administrative

Personal expenses

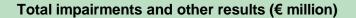
#### **Spanish branches evolution**



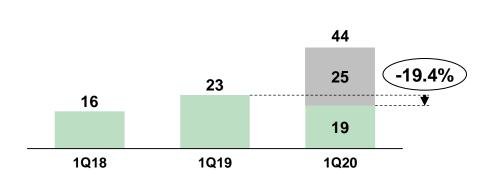
#### Average number of employees

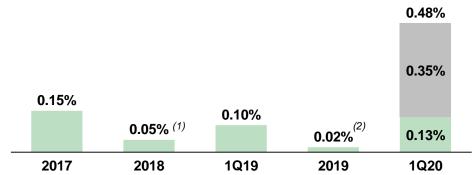


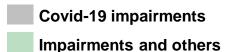
### Extraordinary provisions for Covid-19 of €25m have been booked



#### Cost of risk - Credit (%)







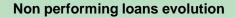


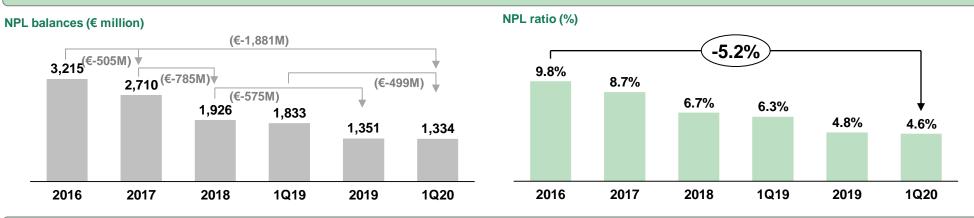
- Adjusted by written-offs sales. In 2018 cost of risk without adjustment represents -0.01%
- (2) Excluding the impact from the NPL portfolio disposal, including the disposal the cost of risk represents 0.04%

Key highlights

Results & business

### NPL ratio decreased 14bp QoQ to 4.6%





#### Entradas brutas y recuperaciones de la morosidad (€ millones)

€m	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20
ВоР	3,215	3,032	2,910	2,833	2,710	2,570	2,340	2,221	1,926	1,833	1,731	1,573	1,351
Gross NPL entries	134	108	112	88	60	56	35	48	50	36	56	23	56
Recoveries	-216	-178	-138	-182	-177	-249	-114	-319	-131	-106	-209	-239	-62
ow/ cash recoveries & sales	-137	-97	-87	-104	-95	-155	-44	-263	-94	-57	-185	-207	-41
ow/ foreclosed assets & others	-79	-82	-52	-78	-82	-96	-69	-55	-37	-49	-24	-32	-21
Write-off	-102	-52	-51	-28	-24	-38	-39	-25	-13	-32	-4	-7	-10
Net NPL entries	-184	-122	-77	-123	-141	-230	-119	-296	-93	-102	-158	-223	-16
EoP	3,032	2,910	2,833	2,710	2,570	2,340	2,221	1,926	1,833	1,731	1,573	1,351	1,334
QoQ growth	-6%	-4%	-3%	-4%	-5%	-9%	-5%	-13%	-5%	-6%	-9%	-14%	-1%

### ... improving YtD NPLs coverage and collateralization levels...

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

#### Total gross loans and advances to customers

28,756	1,334
4.6%	56.0%

#### **Corporates** 7,681 6.4%

494	17,931	827
74.3%	4.6%	45.0%

15,020

3.4%

**Individuals** 

ow/ mortgages

510

31.3%

ow/ RE developers			
703	99		
14.1%	103.4%		

ow/ rest of	corporates	ow/ other loan	s to individuals
6,977	395	2,911	318
5.7%	67.0%	10.9%	67.1%

#### **NPL** collateralization levels

Type of NPLs (million €)	NPLs	%	Appraisal value <sup>1</sup>
Unsecured	172	13%	
Secured	1.161	87,0%	2.371
ow/ Finish Building	1.000	74,9%	1.668
ow/ commercial	90	6,7%	337
ow/ land	3	0,2%	12
ow/ under construction	69	5,2%	354
Total	1.334	100,0%	2.371

(1) Appraisal value at origin

87% of total NPLs are secured

71% Mortgages over total exposure

≈**x**2

Appraisal value over gross NPLs

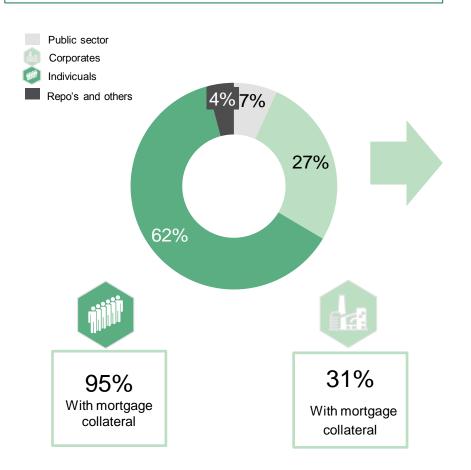
<20%

Corpotates exposure without mortgage collateral



### ...in a portfolio with low exposure to Covid-19 impacts





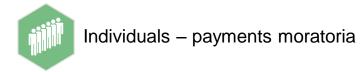


#### Corporates portfolio breakdown

	Without mortgage collateral	70 WEIPHI	% over total loans
Financial companies	253	4.8%	0.9%
Non financial companies	5,048	95.2%	18.3%
Agriculture, Farming, Forestry and Fishery	585	11.0%	2.1%
Wholesale and retail trade	485	9.1%	1.8%
Construction	471	8.9%	1.7%
Public administration and defence; compulsory social security	434	8.2%	1.6%
Electricity, gas, steam and air conditioning supply	402	7.6%	1.5%
Transportation and storage	387	7.3%	1.4%
Manufacturing of food, beverages and tobacco	225	4.3%	0.8%
Non-profit institutions	204	3.8%	0.7%
Water supply	192	3.6%	0.7%
Real Estate	192	3.6%	0.7%
Hospitality and Tourism	147	2.8%	0.5%
Professional activities, Scientific and technical	137	2.6%	0.5%
Metallurgy, Manufacturing of machinery and electrical equipment, and optical	137	2.6%	0.5%
Other manufacturing industries	135	2.5%	0.5%
Rest	915	17.3%	3.3%
TOTAL CORPORATES	5,301	100%	19%

### with mitigating measures in place that will reduce impacts





**ICO** lines

~ 8,000 Applications (\*)

> ~ 600M€ Balances (\*)

Mortgages

~ 7,000 Applications (\*)

~ 2,000 Applications (\*)

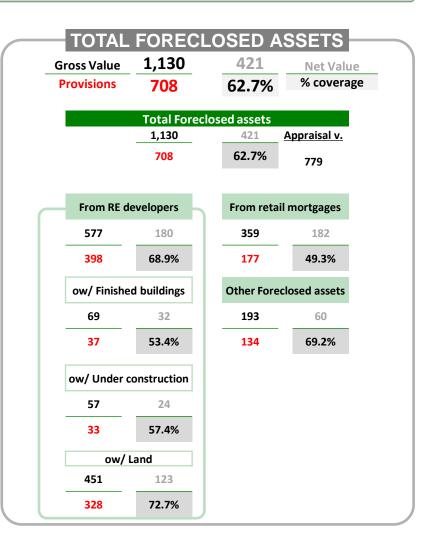
Consumer loans

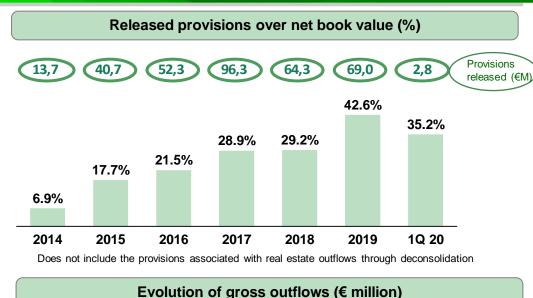
3.5% Of retail mortgages portfolio

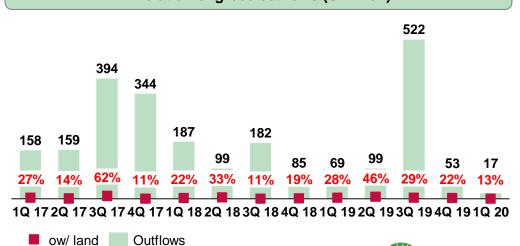
0.7% Of 'Consumer and Others' portfolio

# Coverage that also increases in RE assets, that continue to deliver positive results from disposals

#### Foreclosed assets as at March 2020 (€ million)



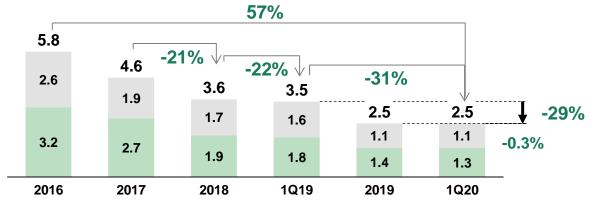




### NPA decresed 29% YTD and 0.3% QoQ, improving Texas ratio

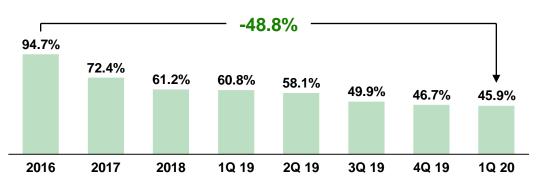


Non performing assets evolution (€ Bn)



Foreclosed assets **NPLs** 

#### Texas ratio evolution (%) (1)



**59%** 

**NPA** coverage

1.8%

Net NPA / total assets

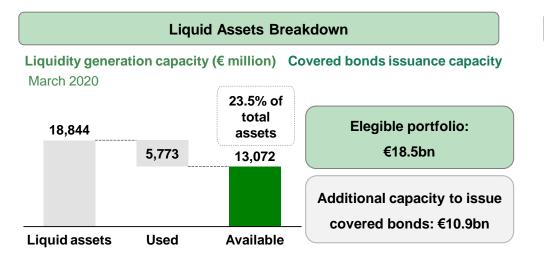
-1,009 m. €

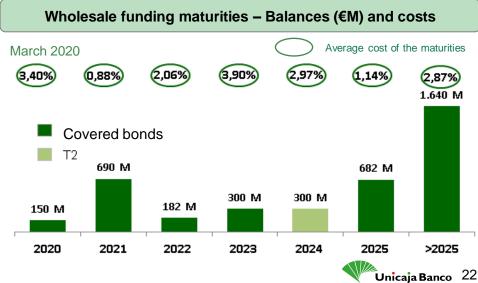
NPAs reduction in last 12 months



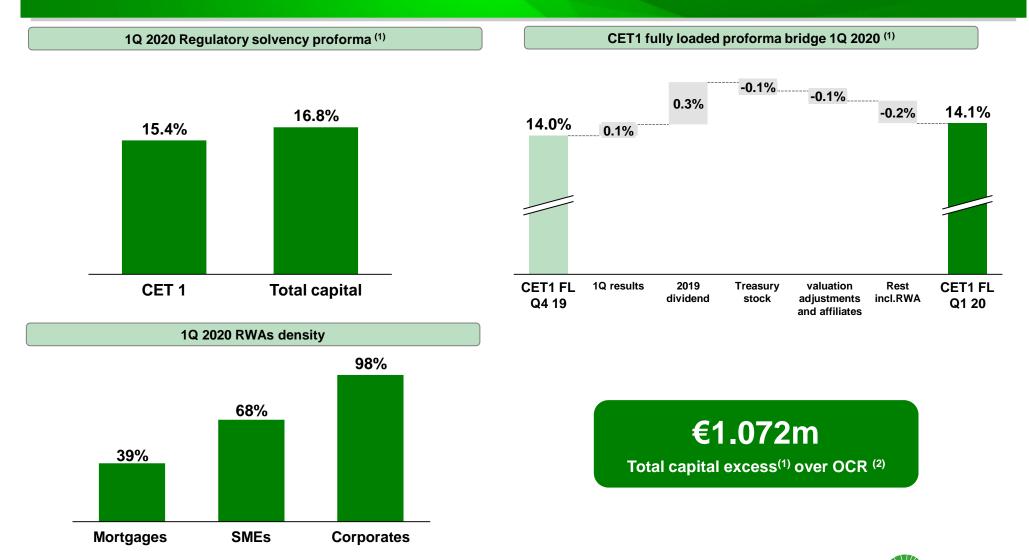
### **Strong liquidity position**







### A solid capital position, similar to that of 4Q 2019



<sup>(1)</sup> Pro-forma figures: in 2019 excludes the deduction of the authorized unused treasury stock limit and in 2020 includes non audited results (2) Overall Capital Requirement (OCR): Total SREP Capital Requirement (Pillar 1 + Pillar 2R) + Capital Conservation Buffer

## **Many thanks**

Unicaja Banco Investor Relations

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**Appendix** 

**Additional Information** 

### **Additional financial information Unicaja Banco Group Balance Sheet**

#### **Balance sheet**

Million Euros	1Q 2020	4Q 2019	3Q 2019	2Q 2019	1Q 2019	4Q 2018	3Q 2018	2Q 2018	1Q 2018	4Q 2017
Cash & equivalents	2,366	4,559	2,614	2,040	2,821	4,280	2,766	3,060	2,999	3,806
Assets held for trading & at fair value through P&L	132	128	118	119	120	132	139	147	182	31
Financial assets at fair value through other global result	2,100	1,886	1,965	2,860	3,177	3,425	5,926	6,459	6,925	3,702
Financial assets at amortised cost	28,668	28,018	29,531	29,205	29,080	29,350	28,916	29,568	29,899	29,822
Loans to credit institutions	566	459	1,163	639	1,062	1,699	756	278	628	184
Loans to customers	28,103	27,558	28,368	28,565	28,018	27,651	28,160	29,290	29,271	29,638
Fixed income at amortised cost	16,779	16,662	15,925	16,081	15,524	14,763	13,546	12,714	12,615	13,220
Hedging derivatives	680	507	592	519	494	411	408	427	504	457
Associates	324	363	369	347	352	359	363	369	370	483
Tangible assets	1,155	1,162	1,217	1,222	1,228	1,188	1,224	1,224	1,244	1,291
Intangible assets	70	66	62	61	61	63	63	63	64	2
Tax assets	2,677	2,758	2,706	2,624	2,615	2,653	2,633	2,651	2,613	2,613
Other assets	394	294	302	452	558	505	445	470	462	466
Non current assets held for sale	304	304	406	390	380	374	414	453	428	439
Total Assets	55,650	56,708	55,806	55,922	56,411	57,504	56,843	57,606	58,305	56,332
Liabilities held for trading & at fair value through P&L	52	25	28	27	18	18	19	25	29	27
Financial liabilities at amortised cost	49,167	50,205	49,225	49,574	50,212	51,376	50,572	51,449	52,043	50,941
Deposits from Central Banks	3,300	3,303	3,306	3,310	3,313	3,316	3,320	3,323	3,327	3,330
Deposits from Credit Institutions	1,060	2,538	2,165	1,898	2,462	3,579	2,349	1,960	3,296	715
Customer deposits	43,274	42,969	42,691	43,218	43,302	43,462	44,058	44,772	44,565	46,041
Other Issued Securities	362	358	60	60	60	60	130	130	130	130
Other Financial Liabilities	1,171	1,037	1,002	1,089	1,075	959	715	1,264	726	725
Hedging derivatives	393	428	466	413	308	143	120	157	107	31
Provisions	865	921	727	833	861	885	810	843	870	935
Tax liabilities	295	325	358	274	248	232	265	283	271	209
Other liabilities	828	833	991	842	909	932	1,100	893	966	286
Total Liabilities	51,599	52,737	51,796	51,963	52,556	53,587	52,886	53,650	54,287	52,430
Own Funds	3,969	3,971	3,970	3,933	3,903	3,921	3,889	3,837	3,786	3,856
Other accumulated global result	81	-1	40	25	-48	-4	67	96	202	17
Minority Interests	0	0	0	0	0	0	0	24	31	30
Total Equity	4,051	3,970	4,010	3,959	3,856	3,918	3,957	3,957	4,019	3,902
Total Liabilities and Equity	55,650	56,708	55,806	55,922	56,411	57,504	56,843	57,606	58,305	56,332

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

#### **Profit & loss account**

€m	1Q 2020	FY 2019	9M 2019	1H 2019	1Q 2019	FY 2018	9M 2018	1H 2018	1Q 2018	FY 2017
Net Interest Income	140	579	437	293	145	601	452	303	152	583
Net Fees	61	231	172	114	55	219	163	108	53	220
Dividends	7	28	24	20	9	23	20	15	2	23
Associates	12	40	29	21	8	37	32	21	11	49
Trading Income + Exch. Differences	28	101	69	26	24	142	44	29	16	98
Other Revenues / (Expenses)	5	30	55	22	16	-23	23	17	17	24
Gross Margin	254	1,009	785	494	258	999	735	492	250	997
Operating Expenses	149	607	454	302	150	619	466	311	156	633
Personnel Expenses	92	389	291	193	96	391	293	195	98	401
SG&A	46	175	131	87	44	191	145	97	49	189
D&A	11	43	32	22	11	37	27	19	9	42
Pre Provision Profit	105	402	331	192	108	380	269	181	94	364
Provisions and Other	-44	-228	-128	-46	-23	-174	-77	-41	-16	-224
Credit	-34	-12	-33	-16	-7	4	4	14	5	-49
Foreclosed Assets	-1	-7	1	0	0	6	-2	2	-4	-43
Other provisions	-8	-209	-95	-30	-16	-184	-79	-57	-17	-133
Pre Tax Profit	61	174	203	146	85	206	192	140	78	140
Тах	15	2	44	30	21	53	50	36	21	1
Results from Disc. Operations	0	0	0	0	0	0	0	0	0	0
Net Income	46	172	159	116	63	153	142	104	57	138
Attributable Net Income	46	172	159	116	63	153	142	105	58	142
Net Income (ex Covid-19)	63	172	159	116	63	153	142	104	57	138

# **Many thanks**

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