# Earnings Presentation Q12025

24 April 2025

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# bankinter





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# 

**Highlights** 

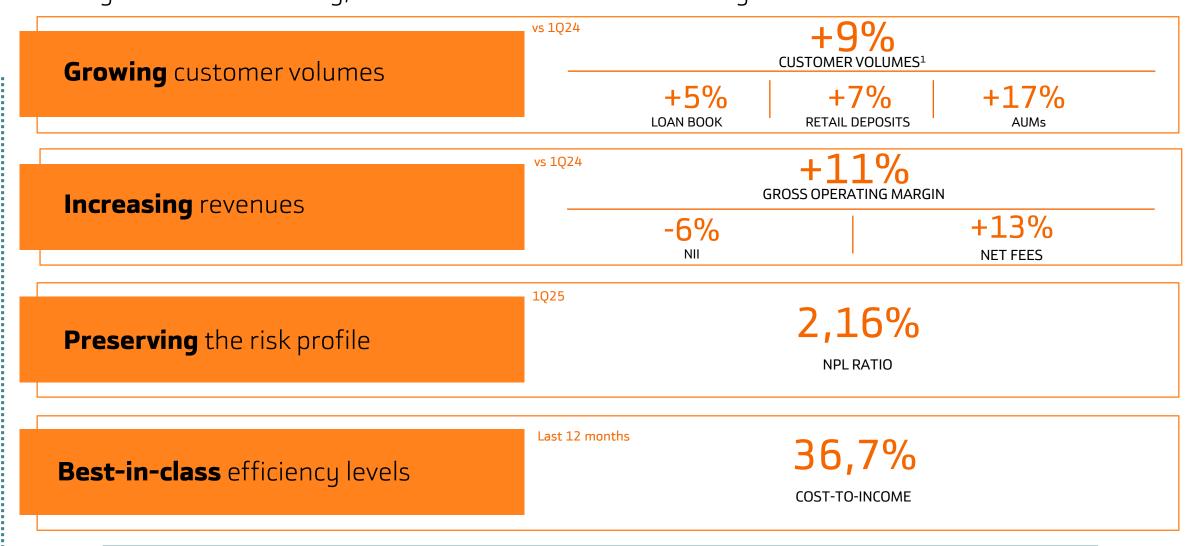


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Highlights

### Promising start of the year

Strong commercial activity, reflected in solid volume and fee growth



, Net Income €270 Million •

**ROTE 19,9%** 

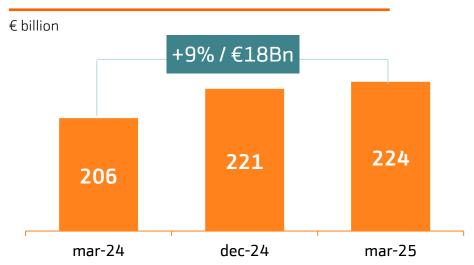
Last 12 months



# Volume growth across the board, spanning all geographies

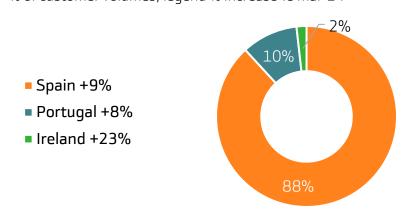


#### Customer Volumes<sup>1</sup>

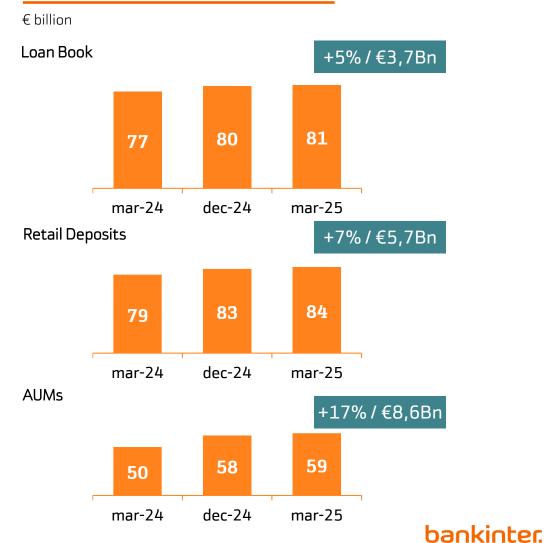


#### By Geography

% of customer volumes, legend % increase vs mar-24

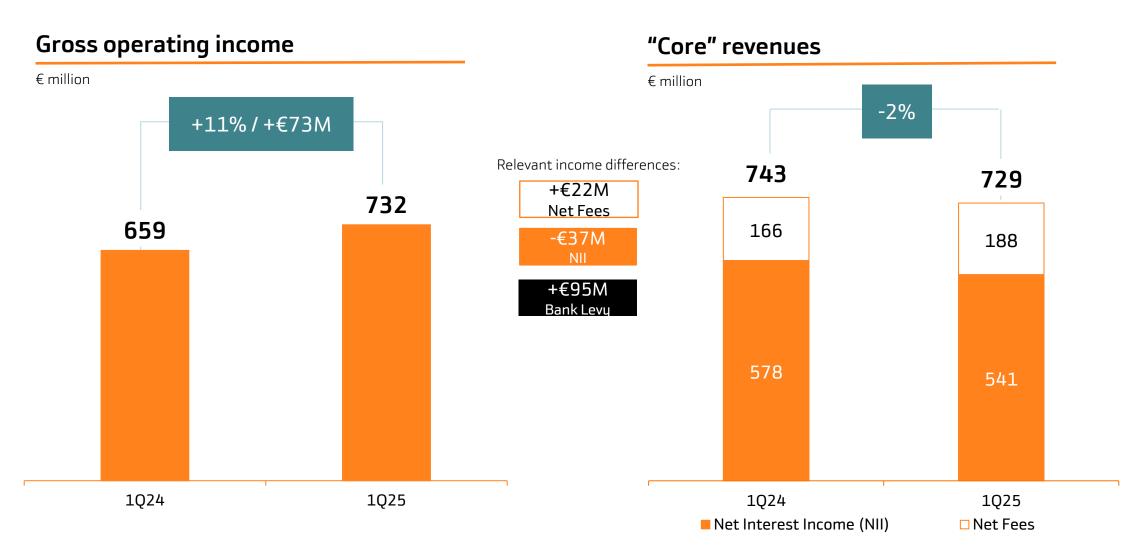


#### By Volume Type



# Gross income up 73 million euros, reflecting an 11% increase

Driven by strong fee performance and absence of the bank levy

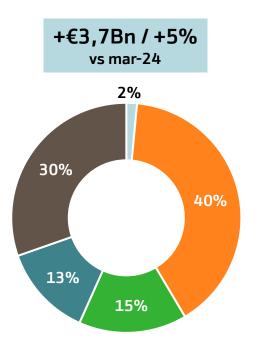


### **Preserving asset quality**

Through well-balanced growth, with 68% of new loans backed by real guarantees

#### **Loan Book Growth**

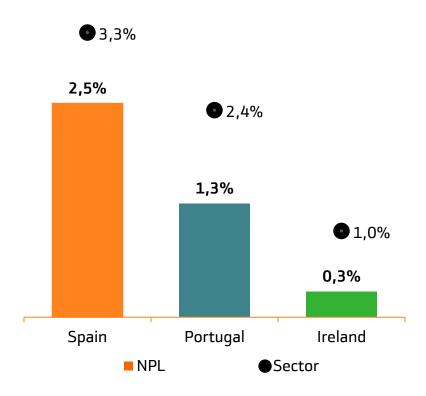
% of loan book growth



- Credit Cards
- Spanish mortgages, other w/ real guarantees
- Irish Mortgages
- Portuguese mortgages, other w/ real guarantees
- Loans and other credits

#### Asset Quality<sup>1</sup>

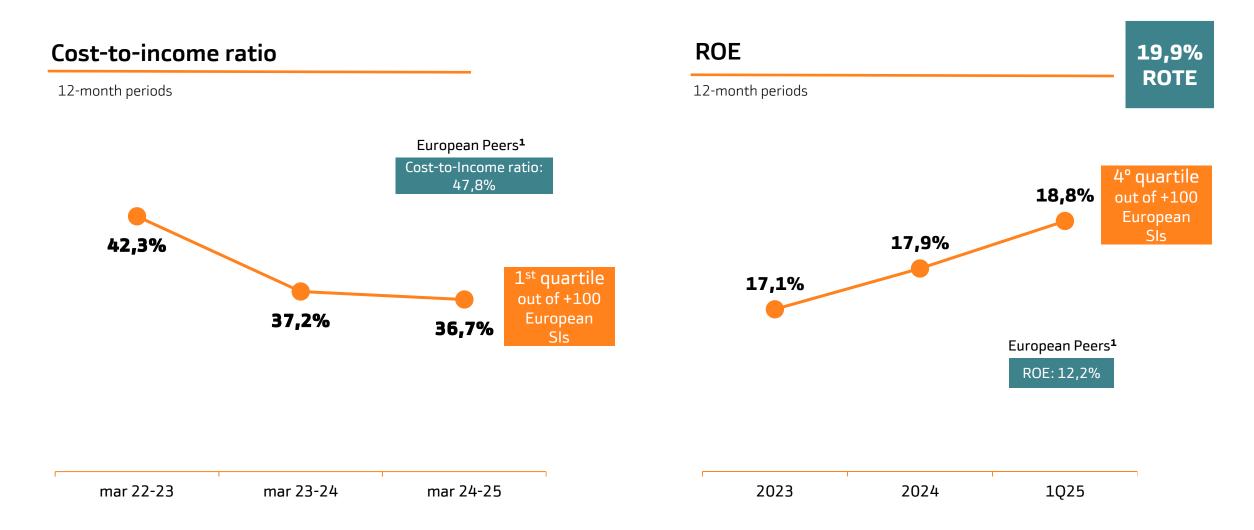
NPL Ratio, last sector data



 $<sup>^{1}</sup>$ Sector NPL data based on the last available information published in each national bank as of April 2025



# Optimizing efficiency ratios, and reaching all-time-high profitability levels



# 

Results & Solvency



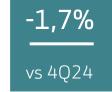
# **Profit & Loss Summary**

	Bankinter Group						
€ million	1Q25	4Q24	Dif. €	Dif. %	<b>1</b> Q24	Dif. €	Dif.%
Net Interest Income (NII)	541	550	-9	-2%	578	-37	-6%
Net fees & commissions	188	196	-8	-4%	166	+22	+13%
Other income / expenses	3	4	-1	-29%	-85	+88	n.a.
Gross Operating Income	732	750	-18	-2%	659	+73	+11%
Operating expenses	-269	-309	+40	-13%	-232	-37	+16%
Pre-provision profit	463	441	+22	+5%	426	+36	+9%
Cost of risk & other provisions	-84	-164	+80	-49%	-100	+15	-15%
Profit before taxes	378	277	+101	+37%	327	+52	+16%
Taxes	-108	-55	-53	+96%	-126	+18	-14%
Total Net Income	270	222	+48	+22%	201	+69	+35%

#### **Net Interest Income**

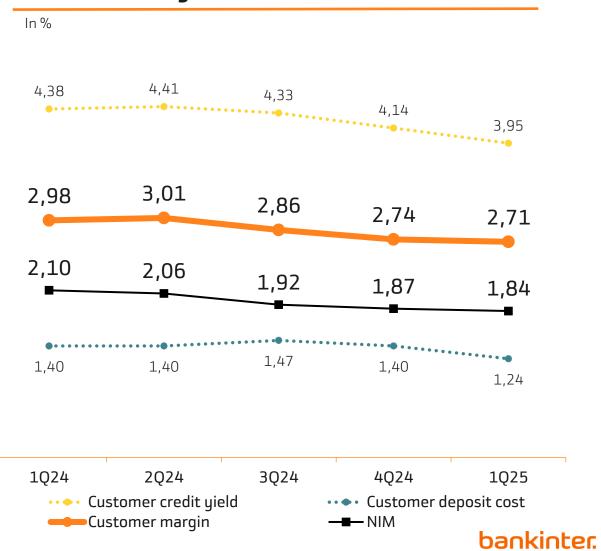
#### **Quarterly evolution**

€ million

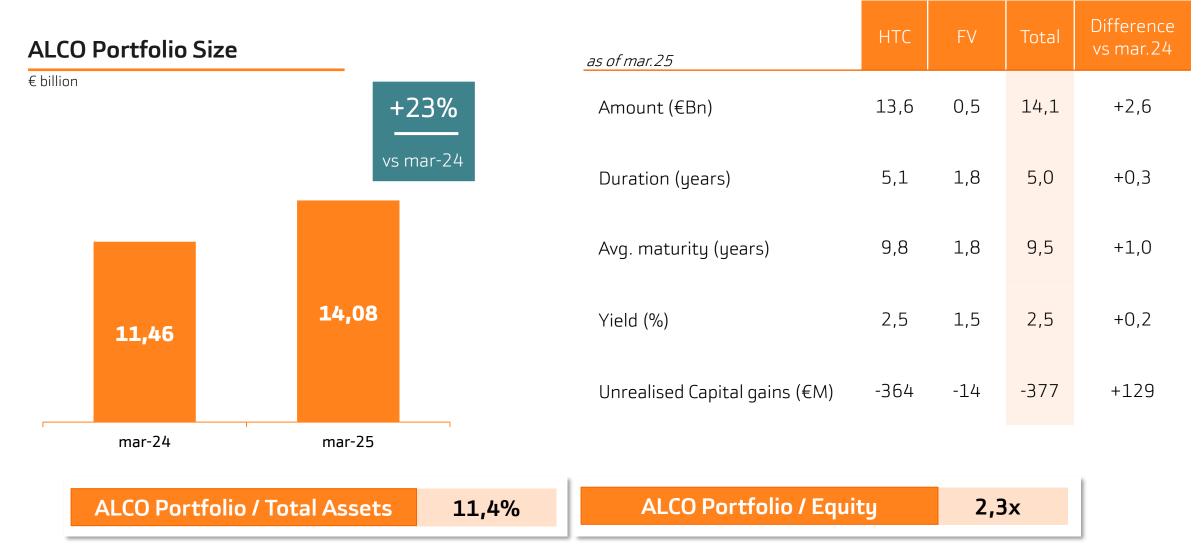




#### **Customer Margin & NIM**



# Sovereign bond portfolio continues to support NII



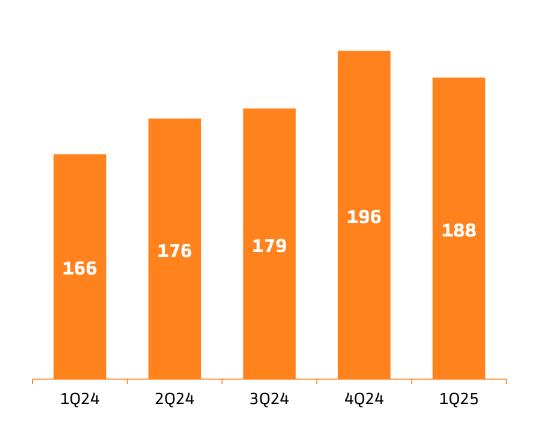
# Robust fee income, supported by diversified growth streams

# **+13%**Net fees

vs 1Q24

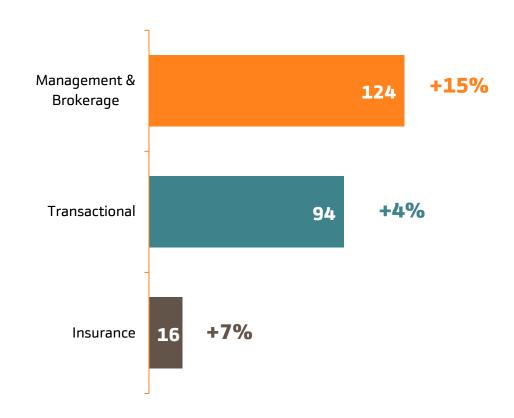
#### **Net fees**

€ million



#### Gross fees received

€ million in bar, % vs 1Q24







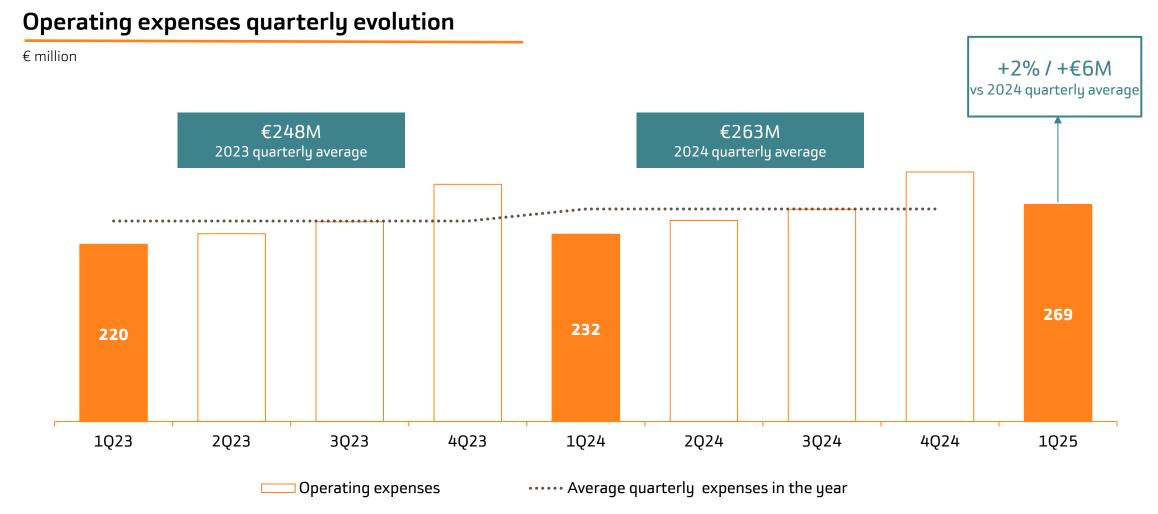




# Other Income / Expenses

	Bankinter Group			
€ million	1Q25	1Q24	Dif. €	Dif. %
Equity method	10	5	+5	+92%
Trade Income/losses & Dividends	16	24	-8	-32%
Banking levy	0	-95	+95	n.a.
Other operational income/taxes	-23	-19	-4	+25%
Total	3	-85	+88	n.a.

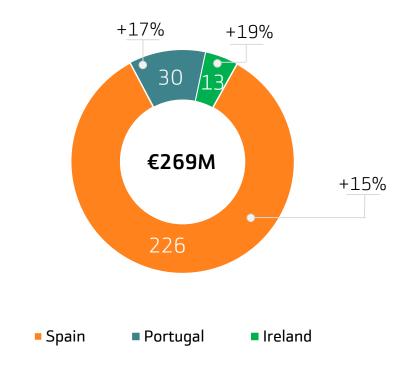
# Improving efficiency, with cost normalization across quarters this year



# **Distribution of operating expenses**

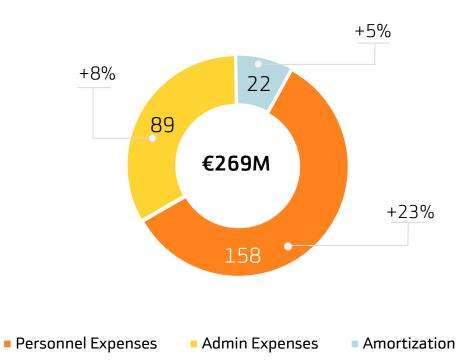
#### Geography

% vs 1Q24, € million



#### Type

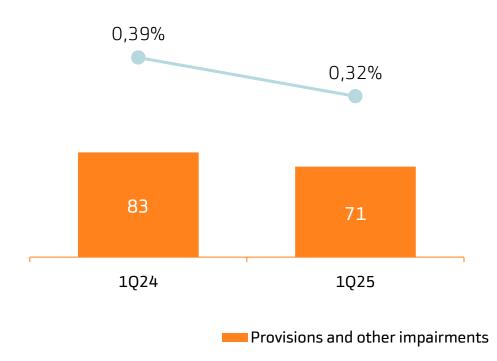
% vs 1Q24, € million



# **Cost of risk & other provisions**

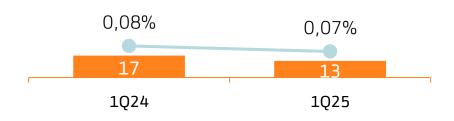
#### **Credit Risk**

as % of total risk¹ end of period, columns in € million

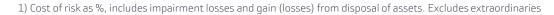


#### **Other Provisions**

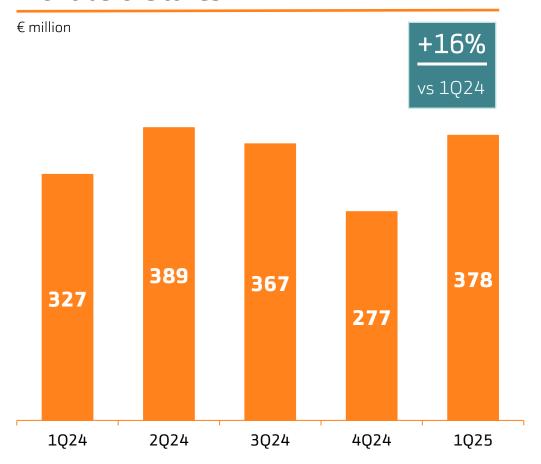
as % of total risk¹ end of period, columns in € million



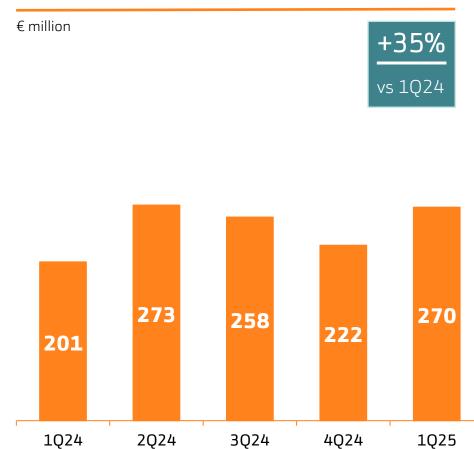
——Annualized cost



#### **Profit before taxes**



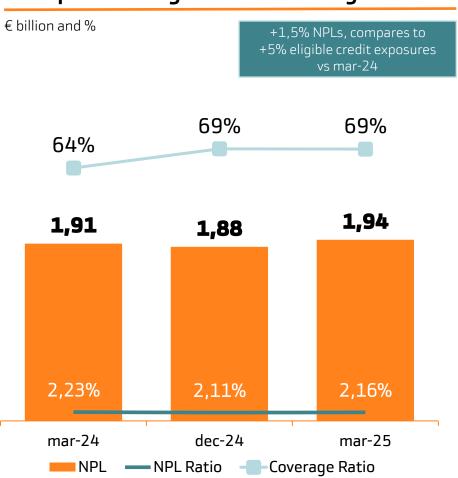
#### Net income



### Strong credit quality maintained across all segments and geographies

### Significantly below industry averages

#### Non-performing loans & coverage ratio



#### Non-performing loans (NPL) ratio

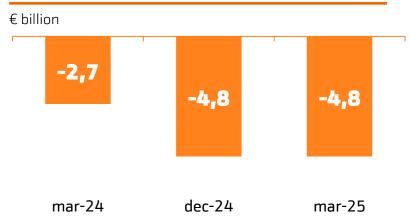
	Bankinter 1Q25	Bankinter vs. 1Q24	Last sector data <sup>1</sup>
Households	1,6%	-0,2p.p.	3,3%
Corporates/SMEs	3,2%	0р.р.	3,9%
Spain	2,5%	-0,1p.p.	3,3%
Portugal	1,3%	+0,1p.p.	2,4%
Ireland	0,3%	Op.p.	1,0%

<sup>1</sup>Based on the last available information published in each national bank as of April 2025



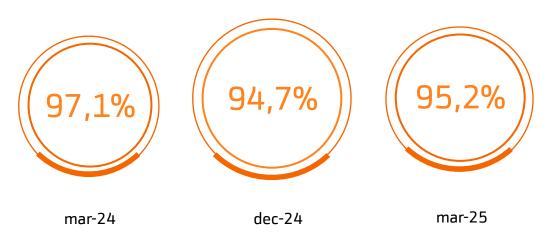
# **Solid liquidity metrics**

#### Liquidity gap



#### **Loan to Deposits**

In %



#### Wholesale funding maturities

€ million



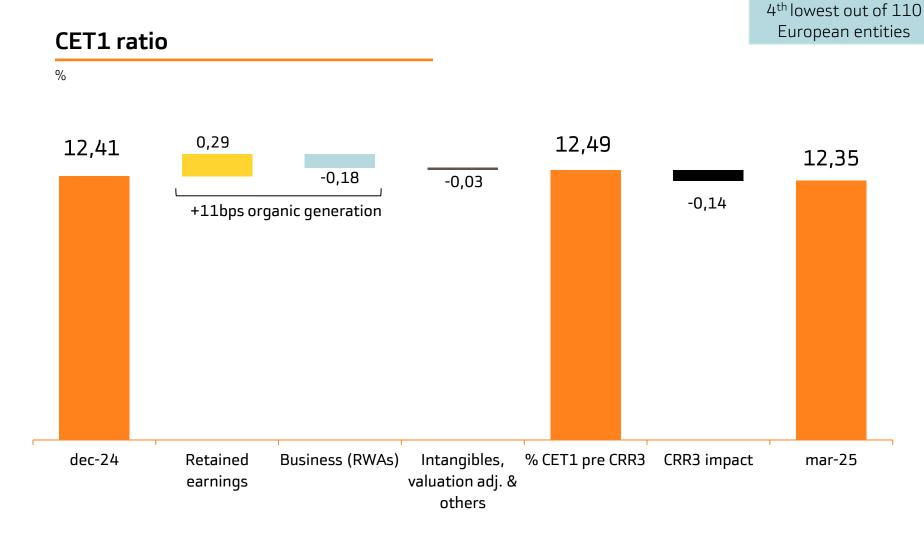
# 2025 Pillar II (P2R) Capital Requirement 1,30%

CET1
12,35%
Buffer +4,41%
Regulatory Min. 7,94%
Leverage ratio

**Total Capital Ratio** 

5,1%

16,1%



# 103

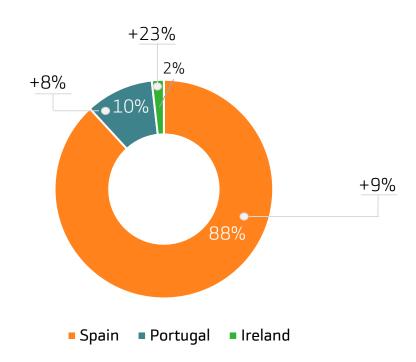
Geographies & Businesses



# All geographies with strong performance, increasing volumes and results

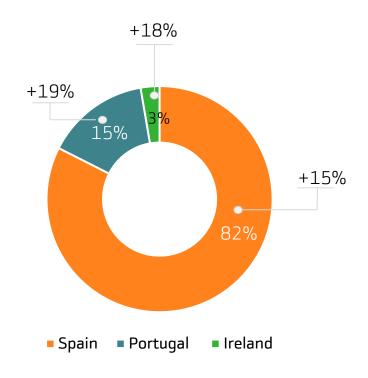
#### Customer Volumes<sup>1</sup>

% of customer volumes, % difference vs mar-24



#### **Profit before taxes**

% of total, % difference vs 1Q24



#### **Business KPIs**

**€67**Bn

Loan Book +5% YoY

Retail Banking €34Bn +5%

Corp & SME Banking €31Bn +6%

€77Bn

Retail deposits +7% YoY

**€127**Bn¹

**+16%** YoY

AUM €55Bn +18% YoY

AUC €73Bn +14% YoY

+1% Costs vs 2024

Cost-toincome ratio 36,8%

average

#### P&L

€ million	<b>1Q25</b>	1024	Dif. %
Net Interest Income	442	487	-9%
Net Fees	167	146	+14%
Other Income / Expenses	6	-82	n.a.
Gross operating Income	615	550	+12%
Operating costs	-227	-196	+15%
Pre-Provision Profit	388	354	+10%
Cost of risk & Other Provisions	-77	-84	+8%
Profit before tax	312	271	+15%

#### **Business KPIs**

**€10**Bn

Loan Book +9%¹YoY

Retail Banking €6,9Bn +10% Corp & SME Banking

€9Bn

Customer deposits +19% YoY

€9Bn<sup>2</sup>

**+12%** YoY

AUM €4Bn +3% YoY AUC €5Bn **+21%** YoY +7% Costs vs 2024 quarterly average

Cost-toincome ratio 33,1%

#### P&L

€ million	<b>1Q25</b>	<b>1Q24</b>	Dif. %
Net Interest Income	72	67	+7%
Net Fees	19	18	+9%
Other Income / Expenses	-1	-1	-9%
Gross operating Income	90	83	+7%
Operating costs	-30	-25	+17%
Pre-Provision Profit	60	58	+3%
Cost of risk & Other Provisions	-4	-11	-66%
<b>Profit Before Taxes</b>	56	47	+19%

 $<sup>^{</sup>f 1}$  Excluding a one-off temporary transaction in 1Q24, the accounting growth is 1% YoY for the loan book and -15% for Corp & SME Banking

<sup>&</sup>lt;sup>2</sup> Assets under Management + Assets under Custody

#### **Business KPIs**

**€4,0**Bn

Loan Book +23% YoY

Mortgage Book | Consumer Credit €3,0Bn +24% €1,0Bn +15%

0,3%

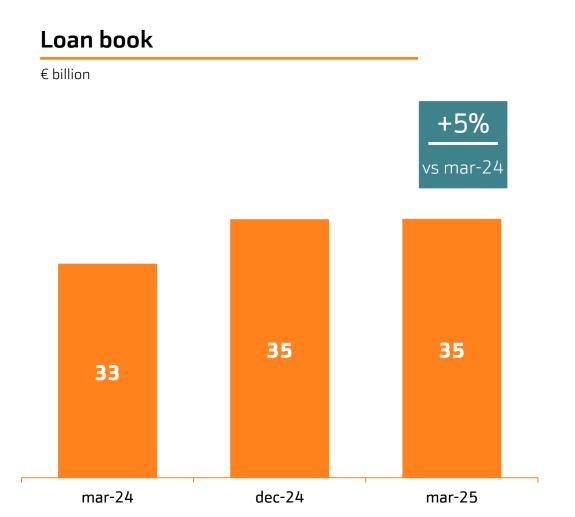
**NPL** Ratio

# P&L

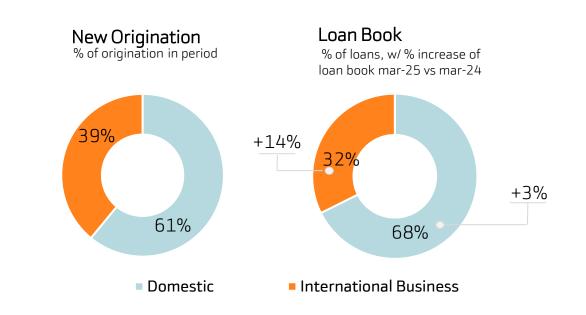
€ million	<b>1Q25</b>	<b>1Q24</b>	Dif. %
Net Interest Income	27	24	+11%
Net Fees	2	2	+4%
Other Income / Expenses	-2	-2	+35%
Gross operating Income	27	25	+9%
Operating costs	-13	-11	+19%
Pre-Provision Profit	14	14	+2%
Cost of risk & Other Provisions	-3	-5	-30%
Profit before taxes	11	9	+18%

+4% Costs vs 2024 quarterly average Cost-toincome ratio 47,1%

# Corporate & SME banking, growing significantly above the sector



#### International Business segment size & growth (Spain)



#### Loan book growth (Spain)

1Q25 vs 1Q24



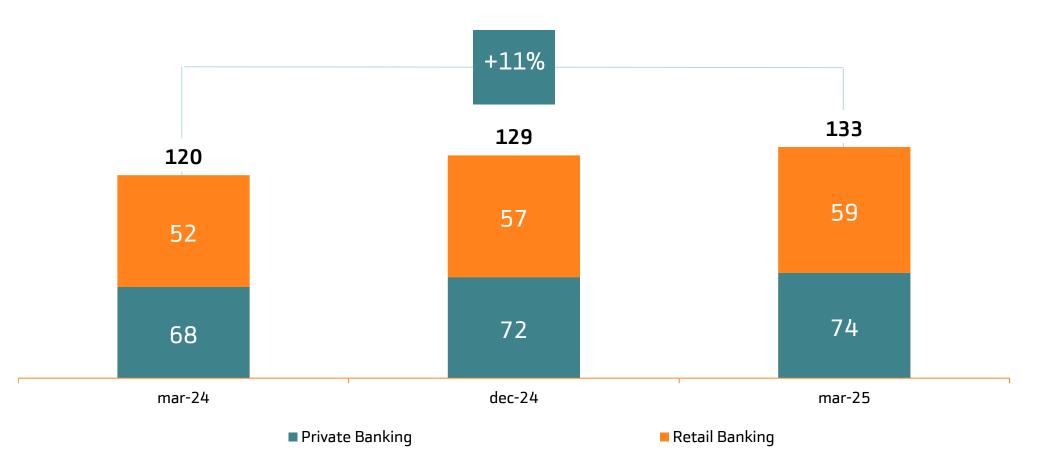
<sup>1</sup>Data BoS February 2025



# Wealth Management, affluent client profiles driving ongoing growth

#### Customer wealth¹ evolution

€ billion



¹ Customer wealth includes customer deposits + AUMs + AUCs



#### Geographies & Businesses

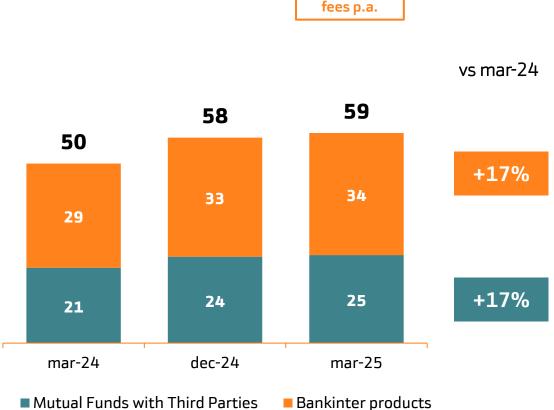
# Wealth Management: AUMs & AUCs



#### **Customer Off-Balance Sheet AUMs**

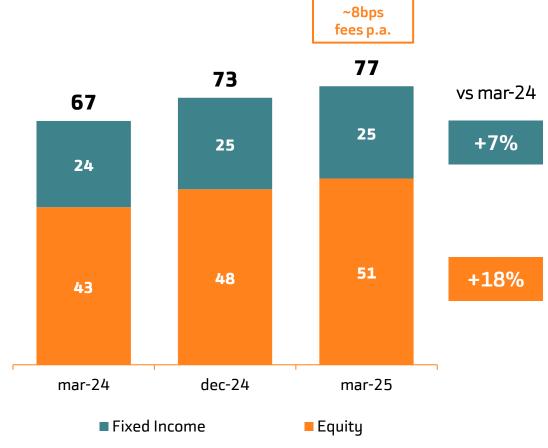


~60bps



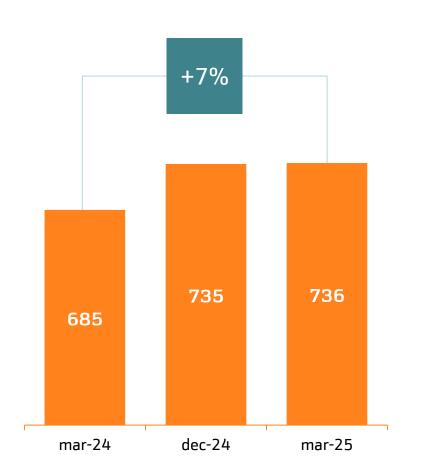
#### **Customer Off-Balance Sheet AUCs**





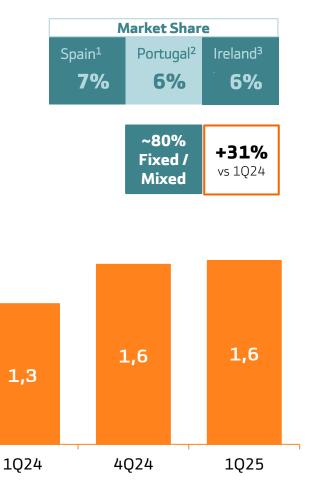
#### **Salary & 100% Digital accounts**

Thousand of accounts



#### **New Mortgage Origination**

€ billion

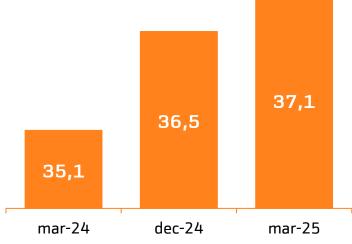


#### <sup>1</sup>INE January 25. Market Share in Spain last 12 months. <sup>2</sup>Bank of Portugal December 24, last 12 months.

#### Mortgage Back Book

€ billion



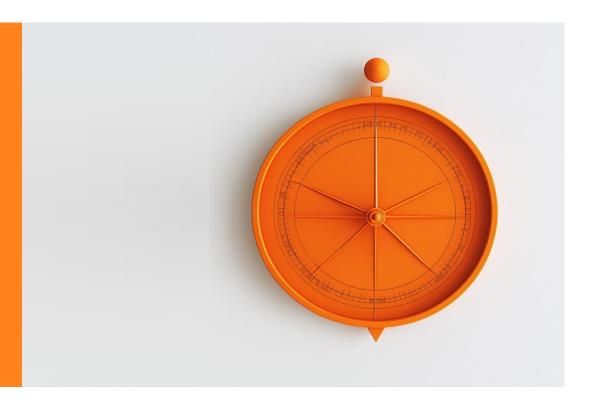


<sup>3</sup>BPF Ireland February 25, YTD <sup>4</sup>BoS February 25, last 12 months.

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# 

**Closing Remarks** 



# **Growth catalysts: execution of strategic projects**

**Avant Money** 

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#### Strategy

#### **Spain**

Adopting a new approach to promote digital banking, with the integration of EVO

#### **Ireland**

Broadening our business strategy, initially with deposit gathering in 2025

Portugal

**Portugal** 

Sonae JV & IT investment, fostering scale & efficiencies

#### **Ambitions**

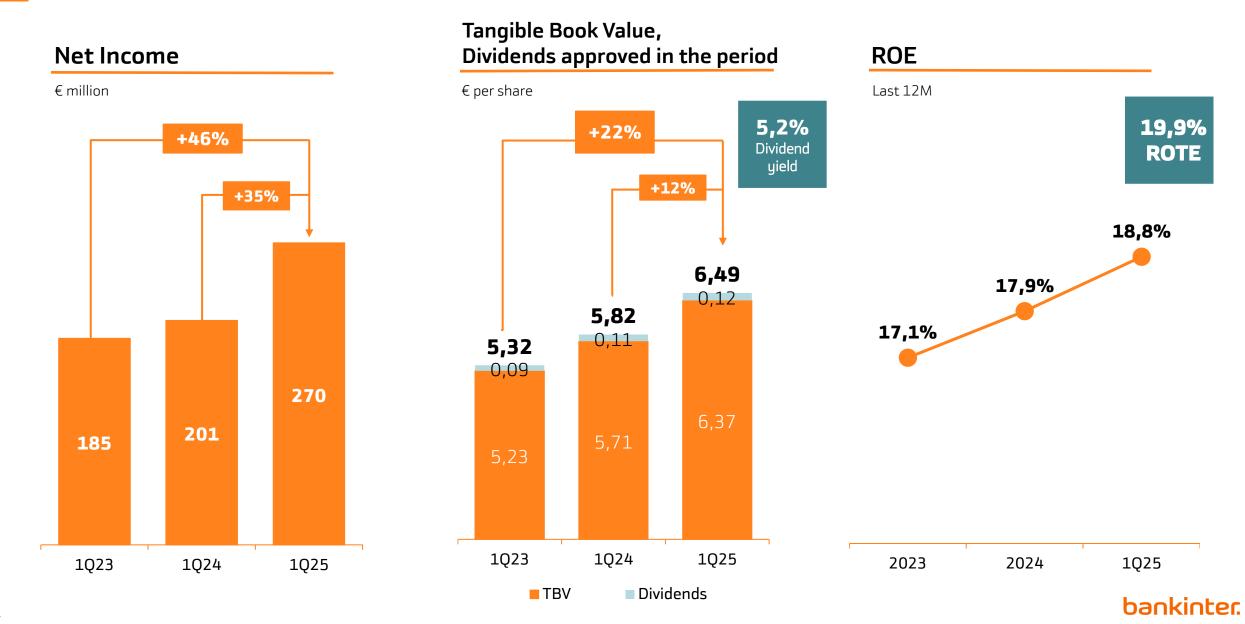
Drive retail client acquisition, expanding the franchise through 100% digital channels products & servicies

- Initially launch as Digital Consumer Bank, with mid-term ambitions of a Digital Universal Bank
- Supported by state-of-art, innovative, flexible & exportable banking technology platform

- Sonae JV franchise to become the main consumer finance platform in Portugal
- Digital transformation of essential business capabilities for longterm success

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## Long-term value creation, increasing Profitability and Shareholder Remuneration



	Volumes	vs. mar-24
Loan Book	Retail deposits	AUMs
€81Bn +5%	€84Bn +7%	€59Bn +17%

	Results	vs. 1Q24
Gross Operating Income	Pre-Provision Profit	Net Income
<b>€732M +11%</b> NII Fees -6% +13%	€463M +9%	€270M +35%

	Ratios	
CET1	NPL Ratio	Cost-to-income ratio
12,35%	2,16%	36,7%
mar-25	mar-25	Last twelve months

	Value	
ROE	Tangible Book Value	Dividend Yield
18,8%	+12%	5,2%
Last twelve months	vs 1Q24	Last twelve months



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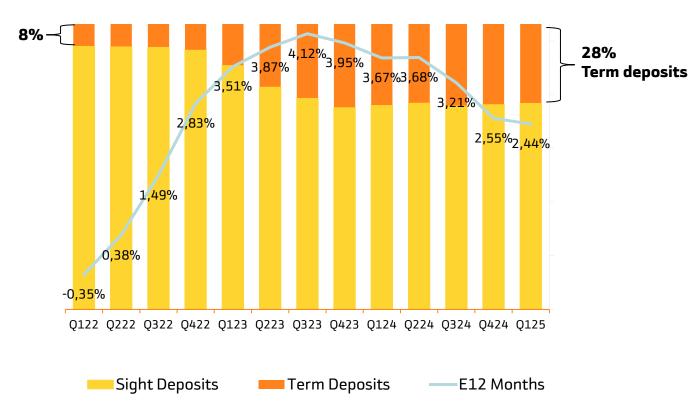
Glossary

**73%**Maturing

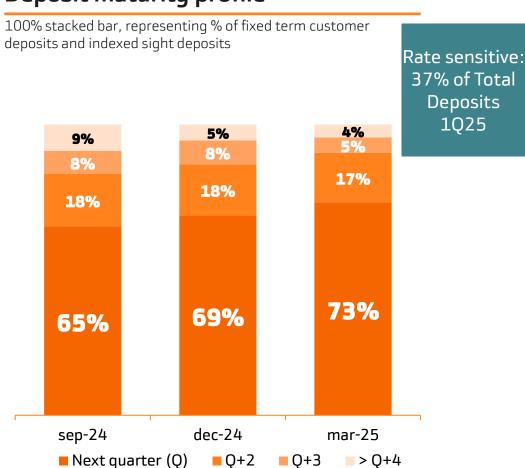
2Q25

#### **Deposit Mix Shift**

Quarterly evolution avg. 12M Euribor, Deposits 100% staked bar chart



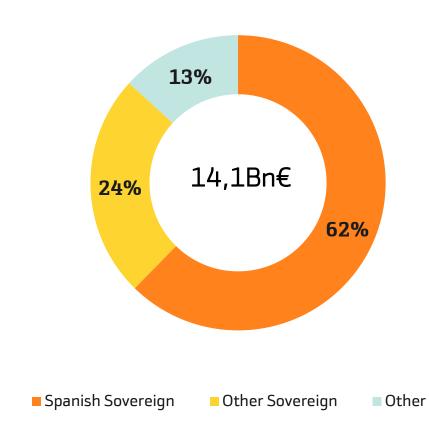
#### **Deposit maturity profile**



# A.1 Appendix ALCO Portfolio

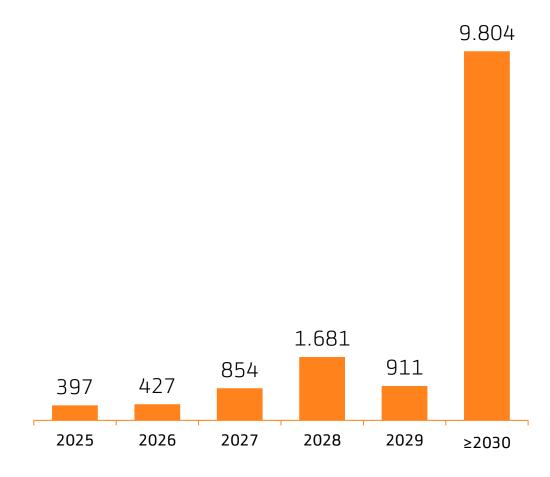
#### ALCO breakdown (as of mar-25)

In %

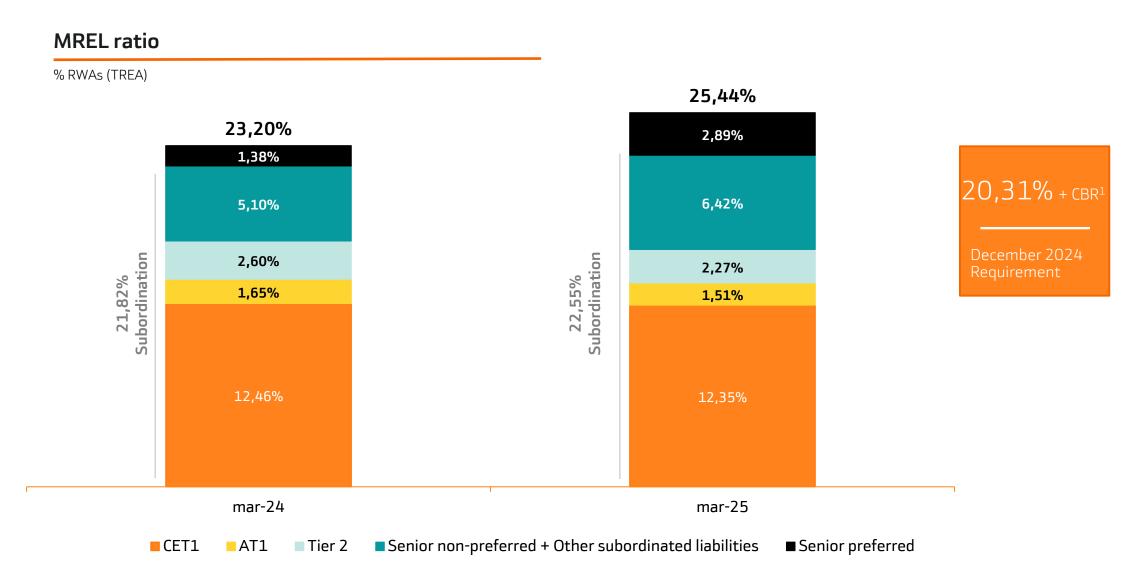


#### Maturities (as of mar-25)

€ million

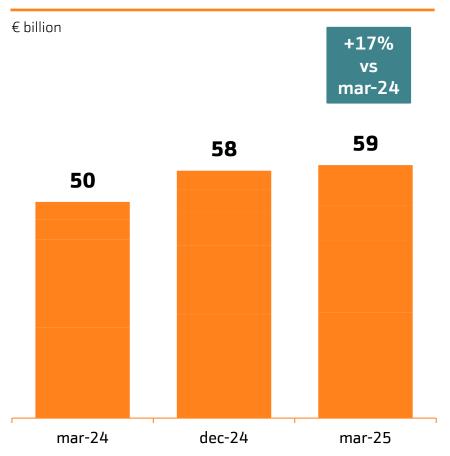


## Minimum Requirement for own funds and Eligible Liabilities



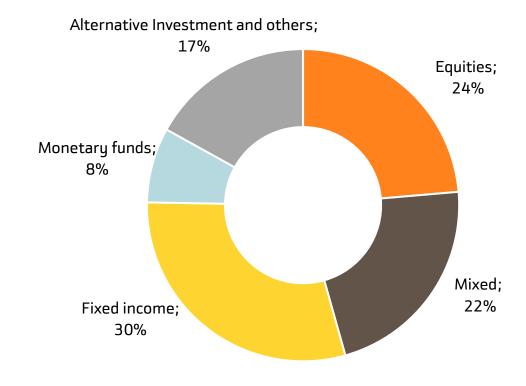
### AUMs: Well diversified asset classes

#### **Customer Off-Balance Sheet AUMs**



#### Mutual and pension funds diversification

%, mar-25



# A.4 Glossary - Acronyms

Concept	Definition
ALCO	Asset-Liability Committee
RWAs	Risk weighted assets
AUCs	Assets under custody
AUMs	Assets under management
BoS / BoP	Bank of Spain / Bank of Portugal, Central banks from Spain and Portugal respectively
BKT	Bankinter
EPS	Earnings per share
CET1	Common Equity Tier 1
ESMA	European Securities and Markets Authority
INE	Instituto Nacional de Estadística, Spanish national statistics institute
APMs	Alternative performance measures
MREL	Minimum Requirement for own funds and Eligible Liabilities
NPL	Non-performing loan
Customer wealth	Includes volumes in accounts and deposits, AUMs and AUCs from Wealth and Commercial clients
P2R (Pilar II)	It is a specific capital requirement for each entity that complements the minimum capital requirement (known as Pillar 1 requirement) in cases where it undervalues or does not cover certain risks. It is determined in the context of the Supervisory Review and Evaluation Process (SREP)
ROE	Return on Equity
ROTE	Return on Tangible Equity
SICAV	Investment Company with Variable Capital
SREP	Supervisory Review and Evaluation Process
CAGR	Compound annual growth rate
Customer volumes	Includes loan book, retail deposits and AUMs