

October 31st 2025

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#### **3Q25** Results:

- Business activity
- Financial results
- Asset quality
- Solvency & liquidity

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# Key highlights

#### **Business activity**

Total customer volumes keep growing +2% YoY

Mutual funds

+24% YoY

9% subscriptions market share

**Performing Loans** 

+0.2%

YoY

New lending

private sector

+39%

**Profitability** 

Improved profitability in 9M25 with gross margin +4% and total provisions -19% YoY

Net profit 9M25

€503M

+11.5% YoY

Adjusted ROTE (1)

12.3%

Efficiency ratio

45%

Asset quality

NPAs have become non material with the net NPA ratio at 0.9%

**Gross NPA Ratio** 

**3.7%** (-115bps YoY)

Stock -25% YoY

**NPAs Coverage** 

75.4%

vs 69.8% in 3Q24

Cost of risk 3Q25

24bps

Solvency and liquidity

We keep improving profitability and generating value for shareholders

CET 1 FL Ratio<sub>(2)</sub>

16.1%

+27bps QoQ

TBV +  $div_{(3)}$ 

+10%

YoY

LtD

**LCR** 

70%

295%

<sup>(1)</sup> Adjusted ROTE considers a fully-loaded CET1 of 12.5%

<sup>(2)</sup> Capital ratios include net profit (considering the accrual of a pay-out of 60%) pending approval by the ECB for its computability. The CET 1 regulatory ratio is 16.24%.

<sup>(3)</sup> Includes dividends paid of €154m in Dec. 24, €190m in April 25 and €169m in Sept. 25

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#### **Customer funds**

#### Total customer funds increase by 3% year on year, supported by mutual funds +24%

#### **Total customer funds**

€ million

Million Euros	3Q24	2Q25	3Q25	QoQ	YoY
Customer funds on balance (excl. Repos)	69,150	70,383	68,989	-2.0%	-0.2%
<b>Public institutions</b>	5,652	5,975	5,802	-2.9%	2.6%
Retail customers	63,498	64,408	63,187	-1.9%	-0.5%
Demand deposits	51,569	53,034	52,966	-0.1%	2.7%
Term deposits	11,758	10,215	9,485	-7.1%	-19.3%
Other funds	171	1,160	737	na	na
Customer funds off balance sheet	22,185	24,215	24,987	3.2%	12.6%
Mutual funds	12,941	15,238	16,016	5.1%	23.8%
Pension plans	3,729	3,664	3,693	0.8%	-1.0%
Insurance funds	4,212	3,843	3,774	-1.8%	-10.4%
Other <sub>(1)</sub>	1,303	1,471	1,505	2.3%	15.5%
Total customer funds (excl. Repos)	91,335	94,598	93,976	-0.7%	2.9%

#### Customer funds on balance

Breakdown

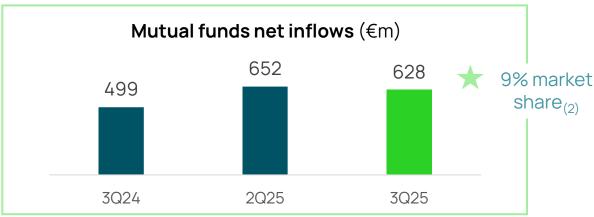




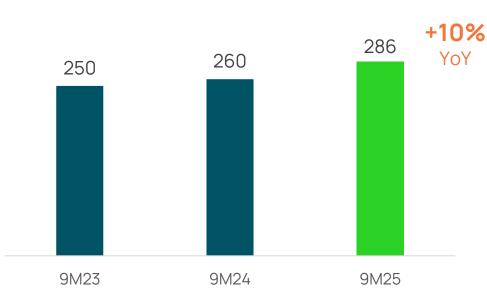
# Wealth Management & Insurance

Total AuMs +13% YoY and wealth management & insurance revenues +10% YoY









AuM and insurance revenues account for 18% of gross margin in 9M25





<sup>(1)</sup> Includes fee income from assets under management, securities and insurance, and other income from insurance and equity joint ventures.
(2) Inverce market share for 9M25

# Lending

#### Performing loan book flattish YoY after a seasonally weak quarter with improving trends in all major books

#### Performing loan book

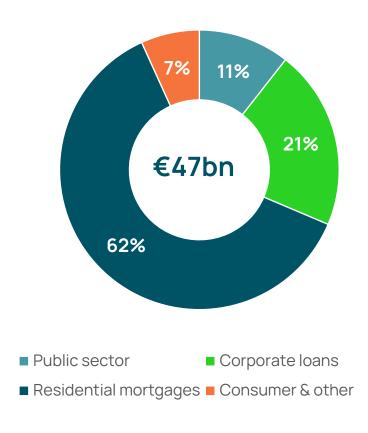
€ million

Million Euros	3Q24	2Q25	3Q25	QoQ	YoY
Public sector	4,551	5,228	4,974	-4.9%	9.3%
Private sector	42,393	42,934	42,073	-2.0%	-0.8%
Corporate loans	10,027	9,845	9,790	-0.6%	-2.4%
Corporates	6,125	6,255	6,189	-1.1%	1.0%
SMEs	3,490	3,205	3,187	-0.6%	-8.7%
Real Estate developers	411	384	414	7.9%	0.8%
Loans to individuals	32,366	33,089	32,282	-2.4%	-0.3%
Residential mortgages	29,428	29,131	29,096	-0.1%	-1.1%
Consumer & other	2,938	3,959	3,186	-19.5%	8.4%
Pension advances	813	1,615	846	-47.6%	6 4.1%
Total Performing book	46,944	48,162	47,047	-2.3%	0.2%

# QoQ (excl. advances₁) -0.2% -0.1% -0.1% -0.7%

# Performing loan book

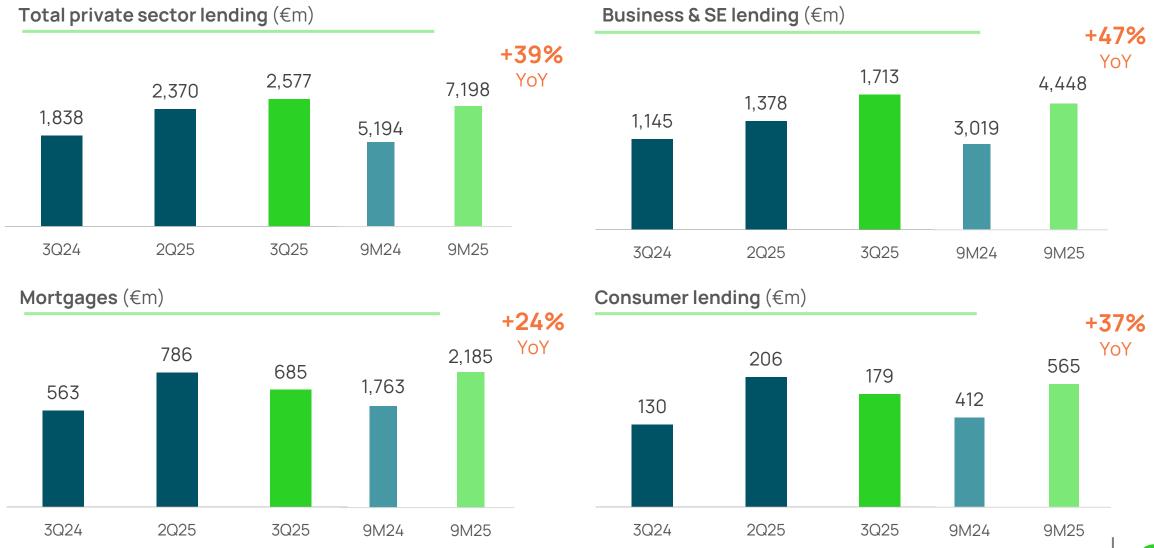
Breakdown





# **New lending**

#### Private sector new loans +39% YoY, with strong growth in all portfolios



#### **ESG**

#### Reinforcing our commitment to sustainability

#### Funding the climate transition







58%

**€2.1**Bn

1.7<sub>×</sub>

81k

of total Senior outstanding is Green of total GB issued of which €1.6Bn outstanding Overcollateral €2.7Bn of eligible projects CO2 Tonnes emissions avoided in 2024

Non-residential

mortgage

#### Decarbonizing the lending portfolio



Oil & gas



-28%

Energy



-62%

Residential mortgage



-28%

Steel



-11%

**Aviation** 



-12% -20%

#### Strengthening our sustainable business





New sustainable production increases 17% in 9M25 vs. 9M24



71% Funds Art. 8 and 9 in 9M25



Extended new range of products for the agricultural and livestock sector



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#### Income statement

#### Net income +11.5% in the year driven by +3.5% gross income and -19% in total provisions

Million euros	3Q24	2Q25	3Q25	<b>QoQ</b> (%)	YoY (%)	9M24	9M25	YoY (%)
Net Interest Income	384	374	375	0.2%	-2.4%	1,158	1,117	-3.5%
Dividends	5	12	4	-63.8%	-21.4%	14	16	15.7%
Associates	15	39	19	-51.6%	25.7%	74	79	7.7%
Net Fees	125	130	130	-0.3%	3.4%	381	392	2.8%
Trading income + Exch. Diff.	4	4	1	-66.8%	-65.5%	8	9	13.9%
Other revenues/(expenses)	(19)	(15)	(14)	-10.4%	-30.1%	(115)	(41)	-64.5%
Gross margin	514	543	515	-5.2%	0.2%	1,520	1,573	3.5%
Operating expenses	(228)	(237)	(239)	1.1%	5.1%	(676)	(711)	5.2%
Personnel expenses	(138)	(144)	(145)	1.0%	5.3%	(408)	(431)	5.7%
SG&A	(68)	(70)	(71)	1.2%	4.2%	(203)	(212)	4.3%
D&A	(22)	(23)	(23)	0.6%	7.3%	(65)	(69)	5.0%
Pre-Provision Profit	286	306	276	-10.1%	-3.7%	844	862	2.2%
Loan loss provisions	(27)	(32)	(28)	-11.4%	4.3%	(87)	(92)	6.4%
Other provisions	(34)	(24)	(23)	-5.2%	-33.0%	(97)	(69)	-29.0%
Other profits or losses	(3)	(2)	7	na	na	(7)	6	na
Pre-Tax profit	222	249	232	-6.8%	4.6%	653	708	8.3%
Tax	(65)	(69)	(67)	-3.8%	2.3%	(202)	(205)	1.2%
Minority interests	0	(0)	(0)	Na	na	0	(0)	na
Attributable net profit	157	179	165	-7.8%	5.4%	451	503	11.5%

#### Main variations

**Net interest income:** Slight increase in the quarter with lower cost of deposits and wholesale funding offsetting the repricing of loans

**Fees:** Flattish QoQ in a seasonally weak quarter with strong mutual funds and payments activity

**Other income**: Down on a yearly basis on the back of lower bank levy

**Costs**: In line with the year's guidance, it reflects the collective agreement, hiring and investments of the strategic plan initiatives

Other provisions / impairments: Positive evolution of total provisions, slightly lower than last quarter and 19% lower than 2024

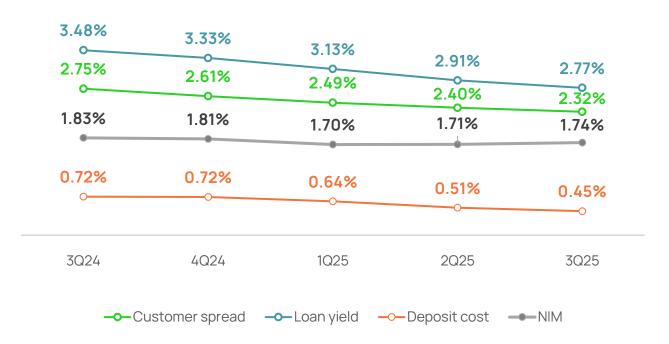
Positive one-off from the sale of BEF banking license



#### Net interest income

Net interest margin increases 3bps in the quarter supported by the balance sheet structure





Quarterly	evolution
NIM <sub>(2)</sub>	+3bps
Loan yield	-13bps
Deposit cost	-6bps
Customer spread	-8bps

<sup>(1)</sup> Yields calculated income in million euros over average balances

<sup>(2)</sup> NIM calculated as net interest income over average yielding assets

#### Net interest income evolution

Slightly higher in the quarter, lower wholesale and retail financing costs offset lower lending contribution

**Net interest income quarterly evolution** (€m)



**Deposits:** lower cost of deposits still reflecting latest ECB rate decrease in June

**Lending:** Some negative repricing remaining partially compensated by volumes and front book yields

**Liquidity & ALCO:** Stable rates and net position in the quarter

**Wholesale:** Repricing and covered bonds maturities more than compensate SNP issuance last quarter



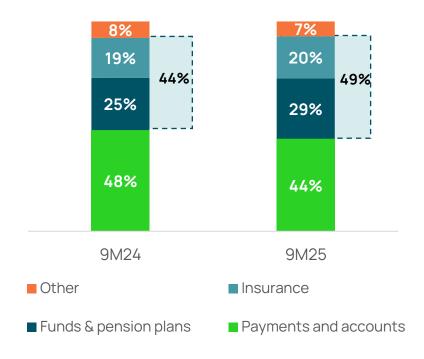
## Fee income

## Fees move towards greater added value services for the client, non-banking frees +12.9% YoY

Net fees (€m)

Million Euros	3Q24	2Q25	3Q25	<b>QoQ</b> (%)	<b>YoY</b> (%)	9M24	9M25	<b>YoY</b> (%)
Payments and accounts	66	61	62	2.8%	-5.1%	200	186	-7.1%
Non-Banking fees	60	69	69	-0.3%	13.8%	183	206	12.9%
Mutual funds	32	37	40	6.3%	22.2%	95	113	18.4%
Insurance	25	29	26	-8.8%	4.0%	79	85	7.4%
Pension Plans	3	3	3	0.3%	5.2%	8	8	0.8%
Other fees	11	11	10	-15.9%	-14.5%	33	30	-8.4%
Paid fees	(12)	(11)	(11)	1.2%	-7.7%	(35)	(30)	-12.4%
Total Net Fees	125	130	130	-0.3%	3.4%	381	392	2.8%

#### Fee income breakdown (%)



## Other income

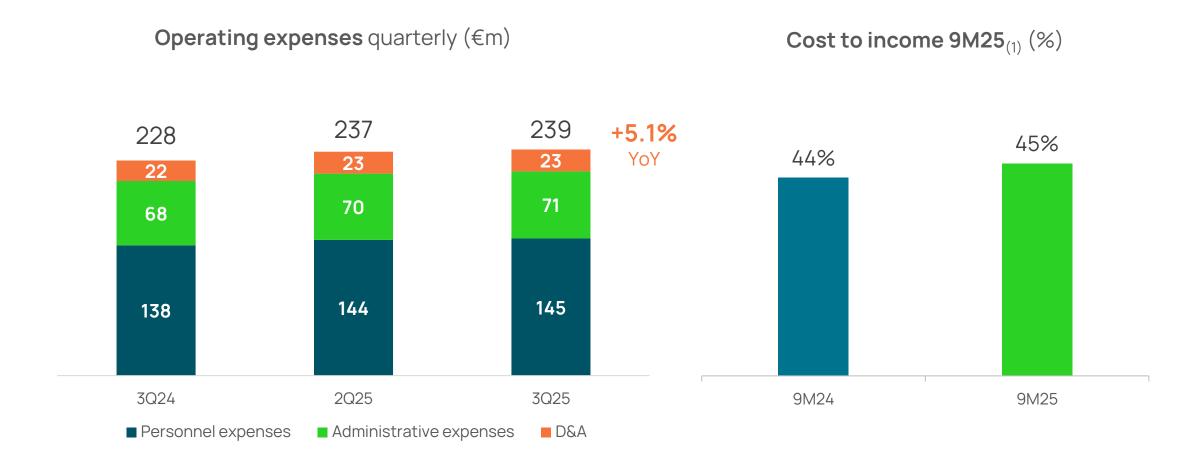
## Year-on-year improvement in all lines

#### **Breakdown of other income** (€m)

Million Euros	3Q24	2Q25	3Q25	QoQ (%)	<b>YoY</b> (%)	9M24	9M25	<b>YoY</b> (%)
Dividend income	5	12	4	-63.8%	-21.4%	14	16	15.7%
Associates	15	39	19	-51.6%	25.7%	74	79	7.7%
Trading income	4	4	1	-66.8%	-65.5%	8	9	13.9%
Other operating income/expenses	(19)	(15)	(14)	-10.4%	-30.1%	(115)	(41)	-64.5%
Total other income	5	39	11	-72.7%	123.5%	(19)	64	na

# **Operating expenses**

## Efficiency ratio remains stable in the year despite costs increase





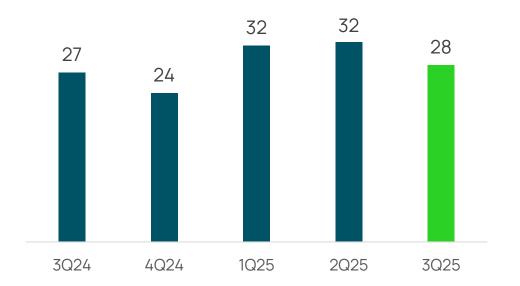
# Cost of Risk and other provisions

Cost of risk slightly down in the quarter, total provisions decrease by 19% year-on-year

Guidance improved to

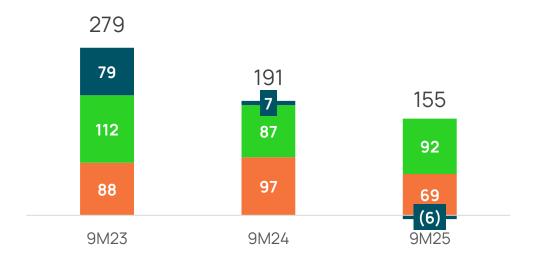
<30bps

#### Loan loss provisions and credit cost of risk<sub>(1)</sub> (€m)





#### **Total provisions evolution**(€m)



■ Other provisions ■ Loan loss provision ■ Other profits or losses

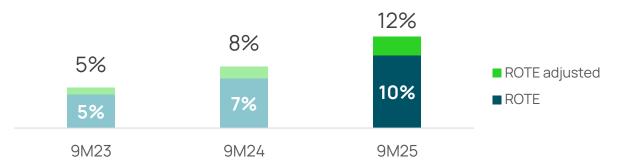
Positive other profits / losses come from the sale of BEF banking license in 3Q25



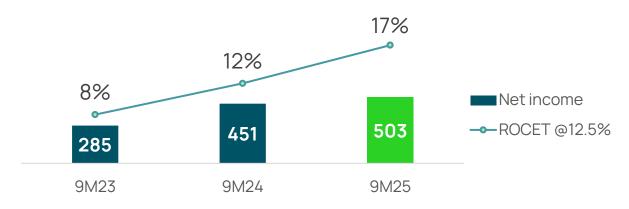
# **Profitability**

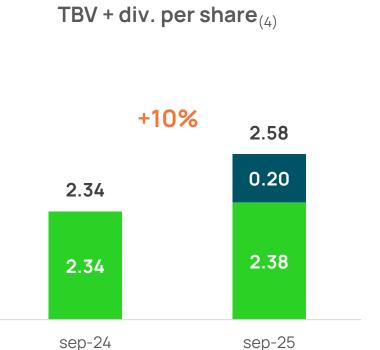
#### Improvement in profitability continuous facilitating significant value generation for shareholders





## Net profit and ROCET @12.5% $_{(3)}(\in m)$





■ TBV / Sh. ■ Dividends

<sup>(1)</sup> ROTE calculated with net profit for the last 12 months deducting the AT1 coupon.

<sup>(2)</sup> Adjusted ROTE considers a fully-loaded CET1 of 12.5% and does not deduct AT1 coupons

 <sup>(3)</sup> ROCET is calculated as net income for the last 12 month over 12.5% of RWAs in the last quarter.

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Key highlights

3Q25 results:

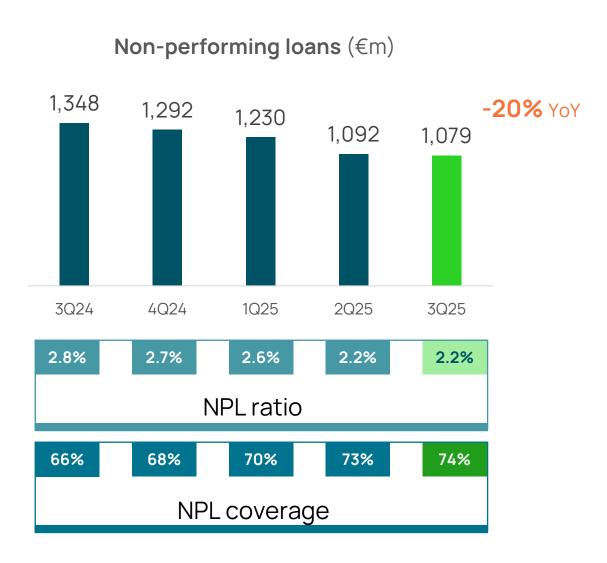
- Commercial activity
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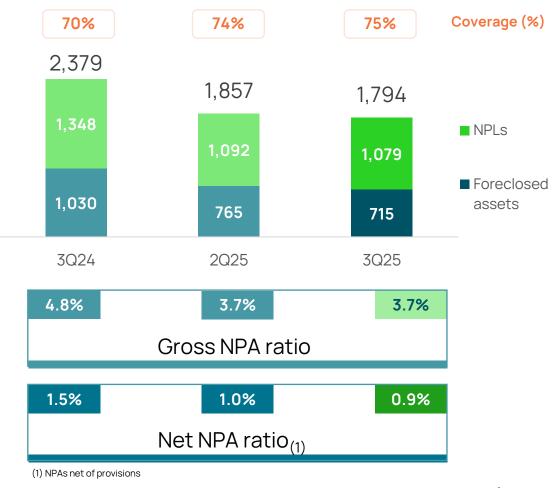
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## Non-performing loans

NPLS decrease by 20% and NPAs by 25% over the last 12 months with coverage improving to 74% for NPLs and 75% for NPAs



#### **Gross non-performing assets** (%)



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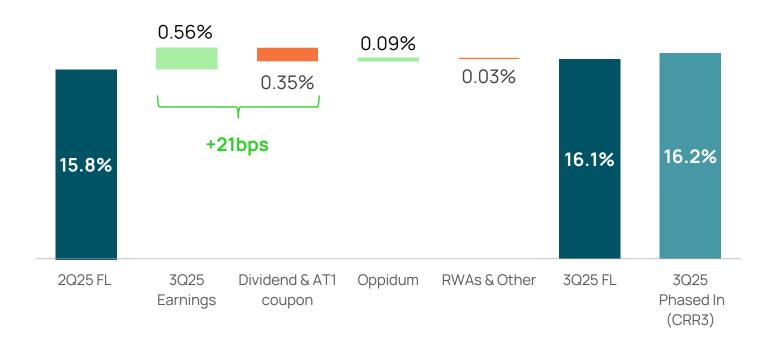
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# Solvency (I/II)

#### Fully-loaded CET1 capital improved by 27bps in the quarter to 16.1%

#### Quarterly evolution of the CET1 ratio $_{(1),(2)}(\%)$



The main positives of the quarter:

- Organic generation
- Valuation adjustments

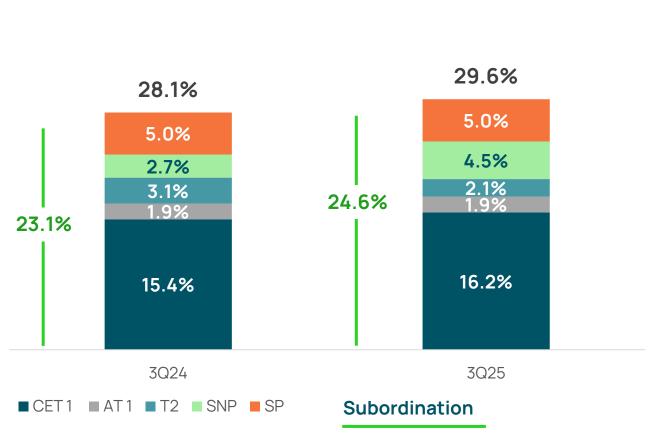
The main negative effects are the accrual of a 60% payout and the AT1 coupon along with growth in RWAs

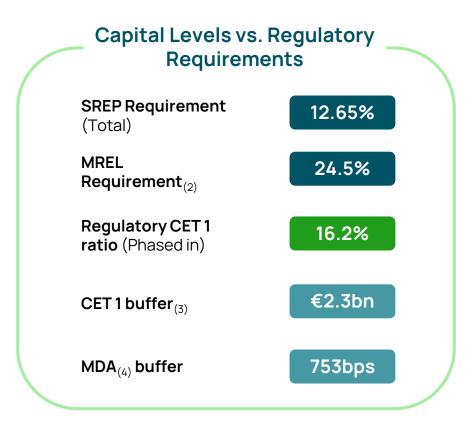


# Solvency (II/II)

#### Comfortable capital position with ample buffers on regulatory requirements

#### Capital Structure - MREL<sub>(1)</sub>





Regulatory capital structure (phased in)

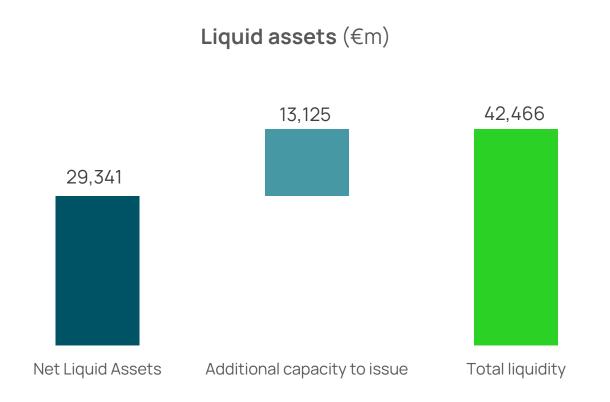
Total Risk Exposure Amount (TREA) requirements.

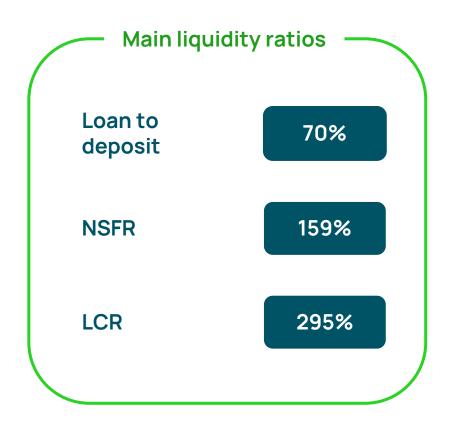
<sup>(3)</sup> Applying P2R (CRD IV) flexibility, art. 104,

<sup>(4)</sup> Maximum distributable amount (MDA) calculated as total capital phased in minus SREP requirement.

# Liquidity

## Best in class in liquidity position





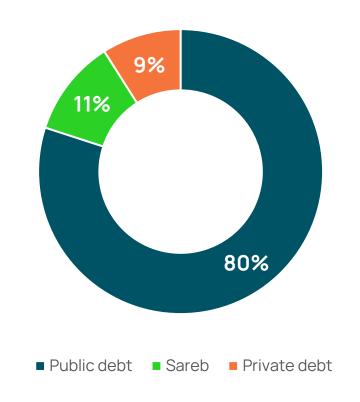
# Fixed income portfolio

#### Stable portfolio with a conservative profile and attractive profitability

#### **Fixed Income portfolio evolution** (€bn)



#### Fixed income portfolio breakdown (%)



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#### 2025 Guidance

## After the positive evolution of the 9M25 we improve guidance again for some metrics

	2025 Initial Guidance	<b>2025</b> 2Q25 update	<b>2025</b> Updated Guidance
Net interest income	>€1,400m	>€1,450m <b>↑</b>	>€1,470m <b>1</b>
Fees	Flat	+LSD 👚	+LSD
Costs	c.+5%	c.+5%	c.+5%
Cost of risk	~30bps	~30bps <b>=</b>	<30bps 👚
Other provisions	<€100m	<€100m <b>=</b>	<€100m
Business volume <sub>(1)</sub>	+~3%	+~3%	+~3% <b>=</b>

RoTE adjusted (2)

c.11%

c.10%



<sup>1)</sup> Includes performing credit, customer deposits and off-balance sheet funds.

<sup>(2)</sup> Net income forecast subject to the success of the execution of the business plan and the evolution of the expected risk environment. Forecasts and estimates are based on current information, but may change due to external factors such as economic, regulatory or market conditions. The adjusted Rote is calculated on a CET1 of 12.5% without deducting AT1 coupons.



# Appendix

# Wholesale Funding and Ratings

#### Wholesale funding: breakdown and maturities (1)

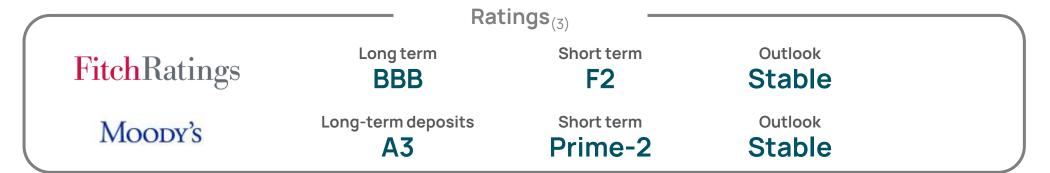
Instrument	2025	2026	2027	>2027	Total
AT1	-	500	-	-	500
Tier 2	-	-	300	300	600
Senior non-preferred	-	500	300	500	1,300
Senior preferred	660	-	-	800	1,460
Covered Bonds	-	-	1,110	2,830	3,940
Total	660	1,000	1,710	4,430	7,800

(1) SNP. SPT2 and AT1 refers to the call date.

#### Maturities breakdown (1,2)



(2) Excludes €47m of PeCocos and includes €500m of AT1 whose cost does not go through P&L.



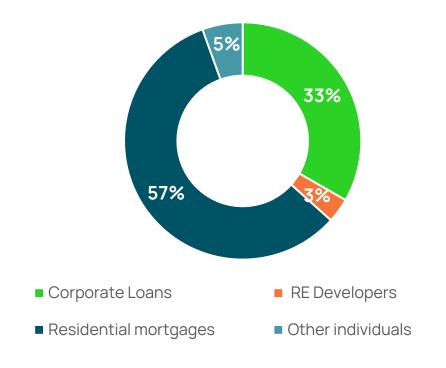
(3) As of October 2025



# Non performing loans

Non-performing loans breakdown(%)

#### NPL Ratio by segment (%)



Loan portfolio	3Q24	2Q25	3Q25	
Corporates	5.6%	4.1%	3.9%	
Residential mortgages	2.3%	2.0%	2.1%	
Consumer & other	1.9%	1.5%	1.8%	
Total NPL Ratio	2.8%	2.2%	2.2%	

# Breakdown of NPLs and stages

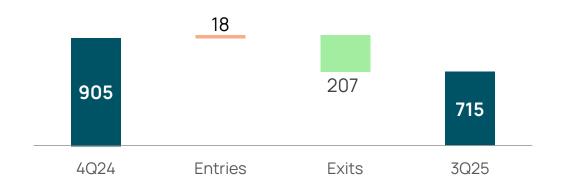
## Credit breakdown by stages

September 2025 (€m)	Stage 1	Stage 2	Stage 3
Gross balance	44,691	2,356	1,079
Coverage	160	149	489
Coverage level(%)	0.4%	6.3%	45.3%

## **Foreclosed assets**

#### Foreclosed assets evolution (€m)

#### Foreclosed assets breakdown(€m)

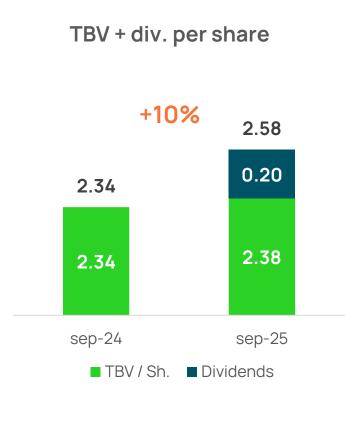


Foreclosed assets (€m)	Gross Debt	NBV	Coverage (%)
Residential	167	67	60%
Building under construction	91	9	90%
Commercial RE	81	33	59%
Land	376	51	86%
Total	715	160	78%

## Share and book value

Share and liquidity(1):	2Q25	3Q25
# O/S shares (m)	2,571	2,571
Last price (€)	2.01	2.33
Max price (€)	2.01	2.45
Min price (€)	1.45	1.98
Avg. daily traded volume (#shares m)	7.78	6.89
Avg. daily traded volume (€ m)	13.69	15.05
Market Capitalization (€ m)	5,158	5,991
Book Value:		
BV <sub>(1)</sub> exc. minorities (€m)	6,291	6,272
TBV <sub>(2)</sub> (€m)	6,142	6,121
Ratios (3):		
BVps (€)	2.45	2.44
TBVps (€)	2.39	2.38
PBV	0.82x	0.96x
PTBV	0.84x	0.98x





## **Income statement**

Million Euros	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	QoQ (%)	YoY (%)
Net Interest Income	357	380	390	383	384	381	369	374	375	0.2%	-2.4%
Dividends	6	0	0	8	5	1	1	12	4	-63.8%	-21.4%
Associates	15	29	25	34	15	13	22	39	19	-51.6%	25.7%
Net fees	132	133	130	126	125	131	132	130	130	-0.3%	3.4%
Trading income + Exch. Diff.	7	4	1	3	4	5	4	4	1	-66.8%	-65.5%
Other revenues/(expenses)	(14)	(104)	(85)	(10)	(19)	(10)	(12)	(15)	(14)	-10.4%	-30.1%
Gross Margin	503	442	462	544	514	521	515	543	515	-5.2%	0.2%
Operating expenses	(213)	(217)	(225)	(224)	(228)	(230)	(235)	(237)	(239)	1.1%	5.1%
Personnel expenses	(120)	(123)	(135)	(135)	(138)	(143)	(142)	(144)	(145)	1.0%	5.3%
SG&A	(69)	(73)	(68)	(67)	(68)	(65)	(71)	(70)	(71)	1.2%	4.2%
D&A	(24)	(22)	(22)	(22)	(22)	(22)	(22)	(23)	(23)	0.6%	7.3%
Pre-Provision Profit	290	225	237	320	286	291	280	306	276	-10.1%	-3.7%
Loan loss provisions	(37)	(34)	(31)	(29)	(27)	(24)	(32)	(32)	(28)	-11.4%	4.3%
Other provisions	(25)	(27)	(19)	(43)	(34)	(96)	(22)	(24)	(23)	-5.2%	-33.0%
Other profits or losses	(38)	(207)	(3)	(1)	(3)	(8)	0	(2)	7	na	na
Pre-Tax profit	190	(42)	184	247	222	163	227	249	232	-6.8%	4.6%
Tax	(53)	23	(73)	(64)	(65)	(41)	(69)	(69)	(67)	-3.8%	2.3%
Minority interest	0	0	0	0	0	(0)	0	(0)	(0)	-90.9%	na
Attributable net profit	137	(19)	111	184	157	122	158	179	165	-7.8%	5.4%



# **Balance sheet**

Million euros	30/09/2024	31/12/2024	31/03/2025	30/06/2025	30/09/2025
Cash on hand, Central Banks and Other demand deposits	6,777	7,502	7,726	4,864	5,792
Assets held for trading & Financial assets at fair value through P&L	1,192	1,142	1,456	1,436	285
Financial assets at fair value through other comprehensive income	2,848	3,849	4,930	5,019	5,015
Financial assets at amortised cost	49,803	52,812	49,602	51,164	51,566
Loans and advances to central banks and credit institution	1,389	4,889	1,781	1,626	3,101
Loans and advances to customers	48,414	47,923	47,822	49,538	48,465
Debt securities at amortised cost	24,161	23,733	24,663	24,627	24,379
Hedging derivatives	1,089	966	1,157	1,254	1,273
Investment in joint ventures and associates	925	789	799	884	935
Tangible assets	1,663	1,601	1,582	1,552	1,534
Intangible assets	86	89	87	96	96
Tax assets	4,499	4,414	4,351	4,332	4,296
Other assets & NCAHFS	531	470	347	332	355
Total Assets	93,573	97,365	96,700	95,559	95,527
Financial liabilities held for trading & at fair value through P&L	399	434	491	627	163
Financial liabilities at amortised cost	83,334	87,239	86,723	85,279	85,734
Deposits from central Banks	0	0	0	0	0
Deposits from credit institutions	2,595	5,547	2,474	3,558	4,063
Customer Deposits	74,184	75,529	77,829	73,277	74,603
Other Issued Securities	4,408	4,099	4,107	4,631	4,620
Other financial liabilities	2,147	2,065	2,313	3,812	2,447
Hedging derivatives	706	666	572	535	523
Provisions	861	901	812	774	757
Tax liabilities	476	391	382	425	446
Other liabilities	930	994	906	925	924
Total Liabilities	86,706	90,625	89,886	88,565	88,546
Own Funds	6,715	6,725	6,866	6,838	6,820
Accumulated other comprehensive income	150	15	(52)	141	144
Minority interests	2	0	0	15	17
Total Equity	6,867	6,740	6,814	6,994	6,980
Total equity (excl. AT1)	6,320	6,193	6,267	6,446	6,433
Total Equity and Liabilities	93,573	97,365	96,700	95,559	95,527

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# Many thanks

**3Q25 Earnings Presentation**