

# kutxabank 1Q2022 Results presentation

April 2022

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### 1Q2022 Results presentation

Key highlights Asset quality Financial performance

ANNEX Financial Figures in detail



### 1Q2022 Results presentation



# Key highlights

Performing Loan book +6.0% vs 1Q21

kutxabank

### **Commercial activity**

Achieving our objectives in mortgages new production in a highly competitive market Group's AM further increases its market share in a very volatile environment Despite the complex environment, very positive quarter in wholesale banking as well



### Asset quality

Reduced volume of new entries Further reductions in doubtful assets Outstanding coverage levels In February 2022, Kb was informed by the ECB of the consolidated capital requirements applicable to from March 1, 2022 onwards In such communication, the Group confirmed its position as the entity with the

lowest P2R Fourth-lowest in Europe

Core banking business +7.3% vs 1021

### P&L

Positive evolution of Core banking business continues

The **new interest rate scenario** and the **Group's business composition** reinforces the Entity's excellent position for the next quarters

## Rusia Ucrania conflict Potential impacts in Kutxabank

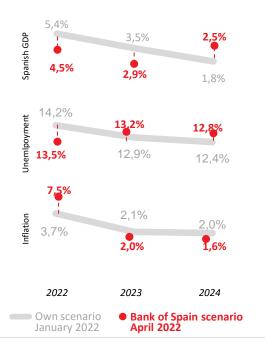
Although there is still no clarity on the impacts that the war may end up causing, which will depend to a large extent on the duration and intensity, this could be a first approach to an overall assessment of the potential impacts on the group.

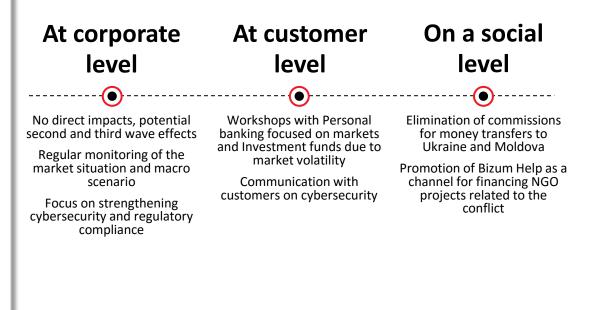


# Rusia Ucrania conflict Kutxabank response to the conflict

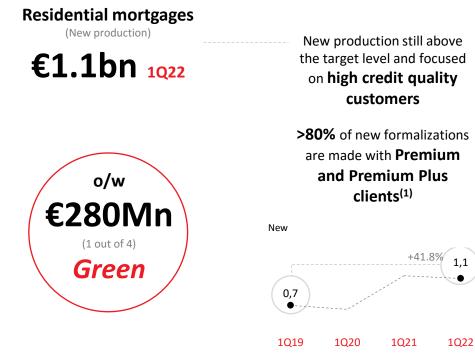
Macroeconomic scenario:

- Not relevant adjustments derived from the macroeconomic scenario yet, although very relevant level of uncertainty about the level of impact of the crisis due to the conflict.
- The biggest challenge in the short term is the surge in prices.





# Intense lending activity Close to last year's peak level



1,1

New

Mortgages

market share

8.1% (40.2% in Home-markets) vs 4.1% in branches

### **Consumer lending +11.6%**

### More than €125Mn to Corporates

formalized so far this year with many other transactions awaiting formalization

# Increasing volumes with **public sector institutions over €300Mn**

<sup>(1)</sup> Customers ranked in the highest income buckets.

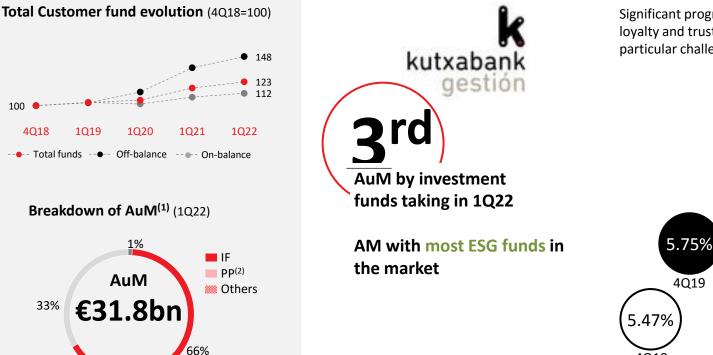
6.79%

1022

+104bp

+132bp

# Customer funds growing trend continues Off-balance now accounts for more than onethird of total Customer funds



4018

33%

1019

#### MARKET SHARE EVOLUTION IN INVESTMENT FUNDS ALL ACROSS SPAIN<sup>(3)</sup>

6.45%

4Q20

Significant progress in market share reflecting the loyalty and trust of its customer base in this particular challenging market environment

6.62%

4Q21

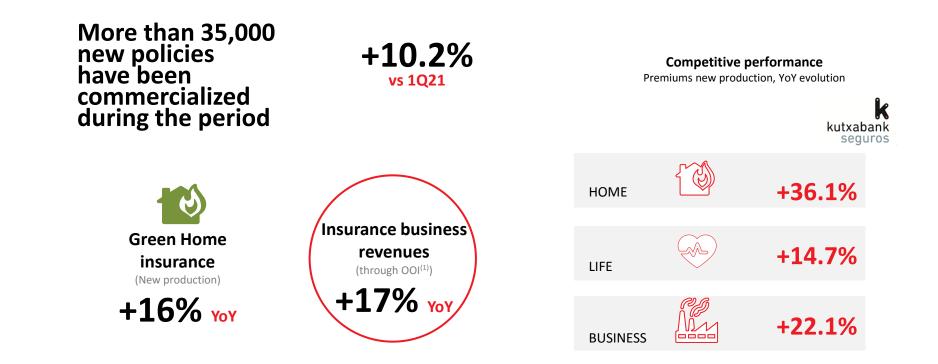
<sup>(1)</sup> Including Fineco, Kb's private banking specialised unit.

<sup>(2)</sup> Pension plan includes c.€8.8bn of a pension product under Basque law. Data as of Dec 2021.

4Q18

<sup>(3)</sup> Source: Inverco. Including Fineco, Kb's private banking specialised unit.

# Growing contribution of the Insurance business Better performance than the sector in all lines



(1) OOI: Other Operating Income (net of income from assets under insurance and reinsurance contracts and expenses from liabilities under insurance and reinsurance contracts).

### Key highlights 11



# Making progress in the different lines of the Digital Agenda

Ô

Digital

customers

increase

✓ Improvements

customer journey

senior segment

✓ Specific measures for the

in

the



### Increased funtionality in digital banking

- ✓ New functionalities in investment funds for Mobile Banking
- ✓ Digital guarantees with electronic signature for companies

# Improved user experience

Ş

- ✓ Account Personalization in Mobile Banking
- ✓ Accessibility for the visually impaired on KBPay
- ✓ New contactless operation in ATMs
- ✓ Progress in anti-fraud measures

Digital investments (to be deployed in the period 2022-2024)

€200Mn



# Omnichannel sales increase

- ✓ Personalized commercial offer: auto insurance, use of the Wall, my receipts
- ✓ Referral to managers of insurance opportunities

# Consolidating digital transformation to improve customer relations efficiently

## **Digital clients** 58.5%

>75% in commercial network outside home region

### Active users of Mobile banking 50.8%

+11.9% yoy

0

(%)



**Digital leads in** mortgages<sup>(1)</sup>

25.0%

**Digital formalisation of** consumer products 28.0%

Digital sales in pension products >65%



<sup>(1)</sup> Data refers to new customers of commercial network outside home region.



# Latest developments in ESG governance

# Climate technical office

first phase of ECB Climate Stress Test completed

**Company's Internal** 

first internal and regulatory reporting

banking for the implementation of

and launching of the pilot in wholesale

taxonomy

internal taxonomy



### **Environmental impact** assessment

progress in measuring the sustainability level of the portfolio



### Bilbao Berrikuntza Faktoria's Hackathon

launch of ESG rating challenge for companies





# Boosting the marketing of sustainable products



>€350Mn

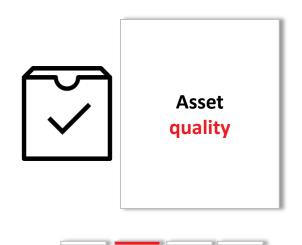
1 in every 4 new mortgages

1st AM in Spain with all its products classified as sustainable

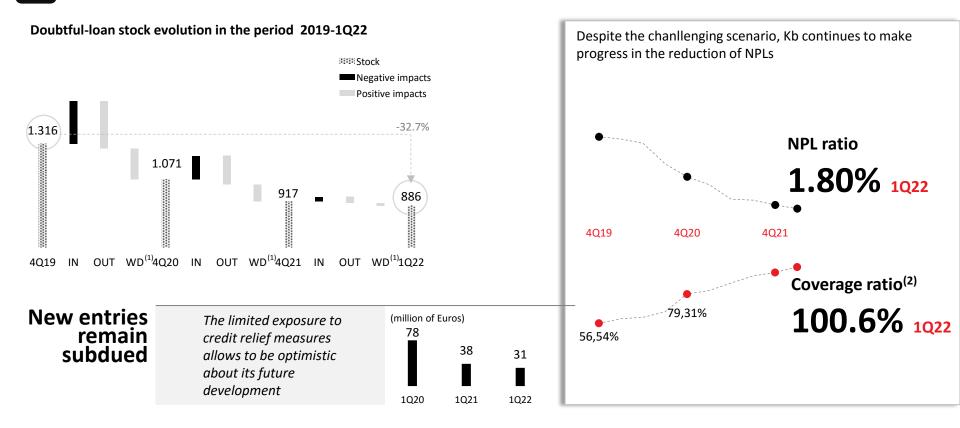




### 1Q2022 Results presentation



## Stock of doubtful loan keeps decreasing No pressure in terms of new entries



(1) Write-downs.

<sup>(2)</sup> Including prudential provisioning of NPE according to ECB calendar.

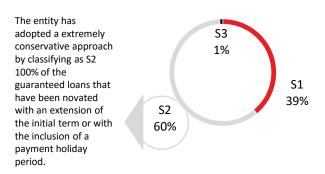
# Financing Covid measures Lowest exposure with highly prudent approach

### **Guarantee lines**

#### Total amount formalised by guarantee provider



#### Current exposure by risk status



Moratoria total amount granted peaked at c.0.9bn with an NPL ratio of 3.9% and 32% already classified as stage 2 in 1Q22. Currently no amount outstanding

### Moratoria

Total exposure by risk status



Kb has only a 0.7% market share in financing guaranteed by the ICO. More than half of the total exposure is classified as Stage 2 – although there are no signs of possible deterioration yet-, which demonstrates a highly prudent management of this portfolio

<sup>(1)</sup> Basque mutual guarantee society. €500 million line promoted by the Basque Government. 100% coverage cost-less.



### 1Q2022 Results presentation





#### (million of Euros)

	1Q22	1Q21	∆1Q22-1Q21
Net interest income	138.2	137,1	0.8%
Net Fees+Ins. business	158.1	139,1	13.7%
Core banking business	296.3	276,2	7.3%
Equity method&Dividends	14.4	1,1	ns
Other operating income (OOI)	-10.0	-4,6	111.5
Gross margin	300.7	272.5	10.3%
Operating expenses	-150.7	-148.5	1.5%
Pre-provisioning profit	149.9	124.0	20.9%
Provisions	-56.0	-40.9	36.9%
Other income	11.6	3.2	256.3%
Tax and others	-30.4	-24.6	23.6%
Net income	75.1	61.8	21.6%

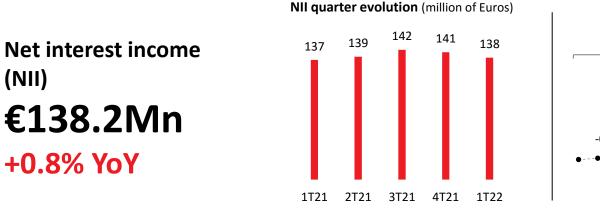
**Strong increase in Core banking business** thanks to a solid growth in Fees (+12.7%) and Insurance business (+16.7%), with NII in place to benefit going forward from the recent curve upward correction.

**Contained increase in Operating expenses,** below forecast and below inflation leading to a Preprovision operating profit growth of 20.9%.

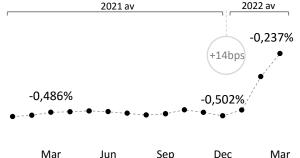
Real estate assets provisioning exercise continues.

Net income was up 21.6% on 1Q22



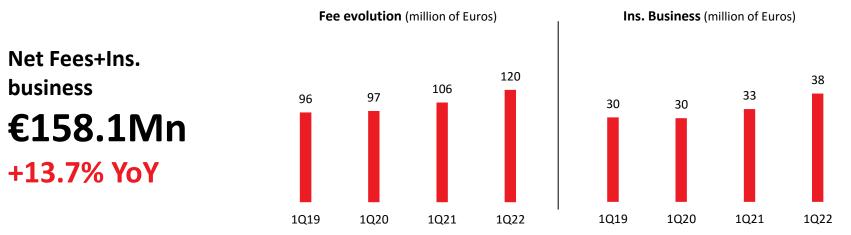


### 12 month Euribor evolution



Slight increase in Net interest income, which will benefit even more in the following quarters from the recent curve upward correction (Euribor 12 months in April already above 0%).

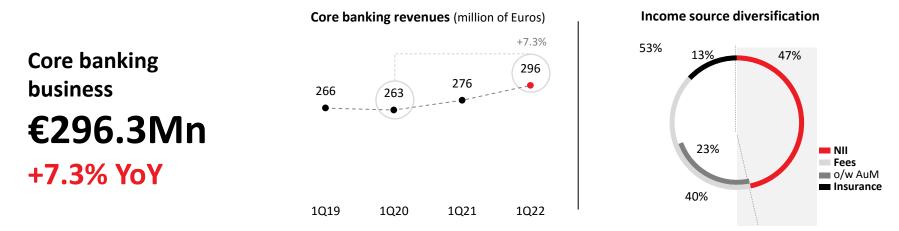




Making further progress in the diversification of revenues, with the significant growth of Income from services and the Insurance business. These items already cover 105% of the Group's total administrative expenses.

Kutxabank leads the sector in terms of Service revenues to Total assets (including revenues from the Insurance business) which stands at 0.96%.

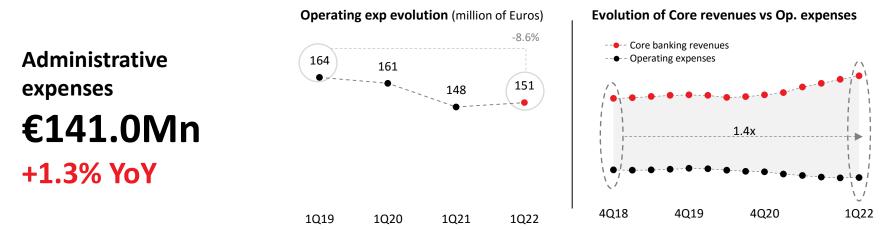




Strong increase in Core Banking business thanks to Income from services and the Insurance business.

This headline will benefit from further increases in the coming periods, following the recent rebound in rates that will be reflected in NII in the coming quarters.

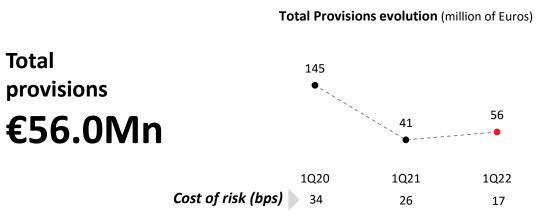




Including amortisations, Operating expenses amounted to €149.9 million (+1.5% YoY). After a few years of strong cost reductions, expenses increased but below budget and inflation.

In the period 2019-21 the **spread** between Core banking revenues and Operating expenditures **has expanded a 40%**. In the last quarter, despite the slight increase in costs, this has remained the same.





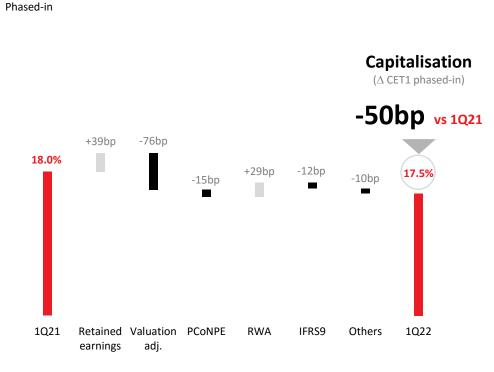
Provisions breakdown (million of Euros)

	1Q22
Credit risk	23.2
Other provisions&cont.	6.1
RE assets	26.7
Total provisions	56.0

Despite the improved context, still significant impairments and provisions are allocated to the Real Estate portfolio.

### Financial performance 25

## Capital management Solid position despite market shocks

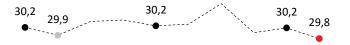


Last 12 months Solvency evolution

#### Main impacts on capital (Last 12 months; Phased-in)

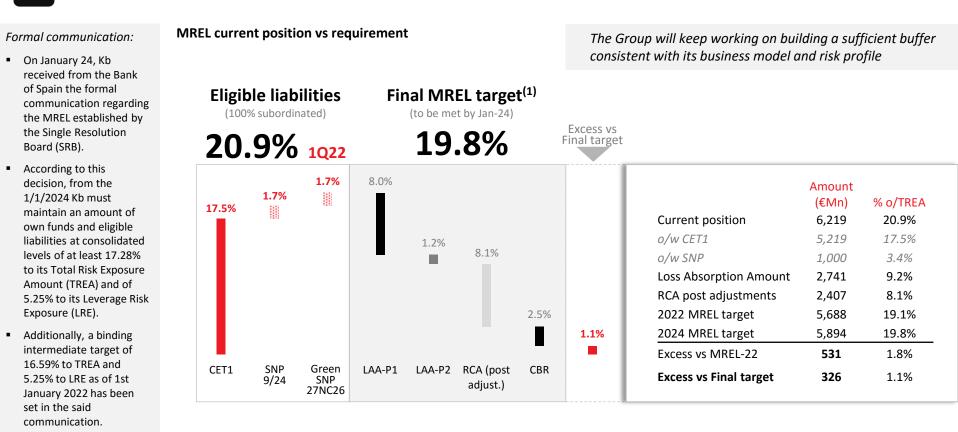
lmpact (€Mn)	Impact (bp vs 1Q21)	▲/▼
44.1	14.5	▼
230.4 <i>88.5</i>	76.0 29.2	<b>v</b>
229.8 116.7	<b>75.8</b> 38.5	
	(€Mn) 44.1 230.4 <i>88.5</i> 229.8	Impact (€Mn)(bp vs 1Q21)44.114.5230.476.088.529.2229.875.8

#### **Risk-weighted assets evolution** (Phased-in; €bn)



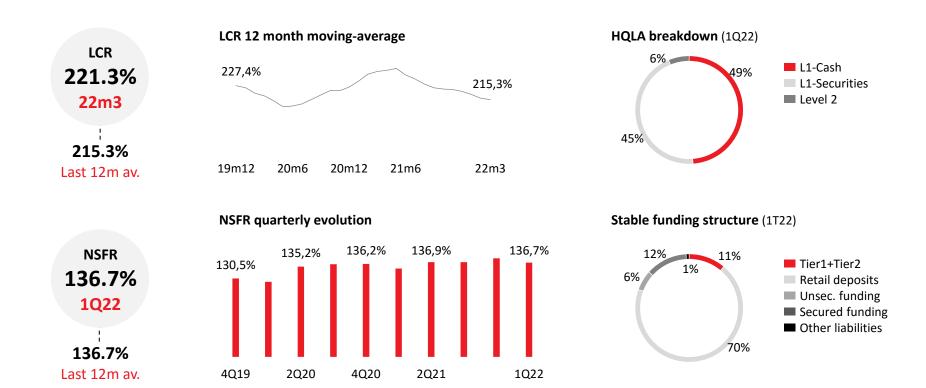
4Q19 1Q20 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22

## Capital management MREL final target already met



<sup>(1)</sup> No subordination required.

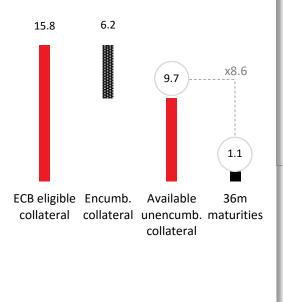
# Liquidity risk management Solid liquidity and funding profile



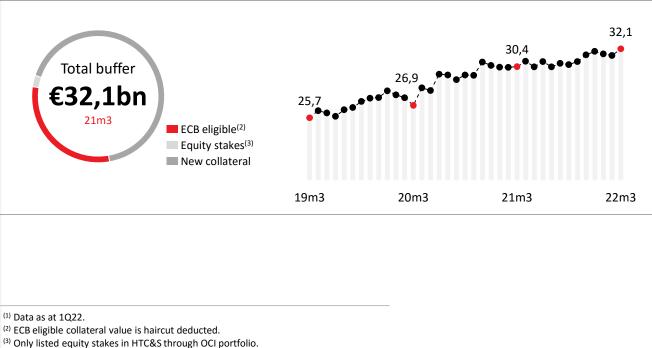


Available unencumbered collateral eligible for ECB covers 9x all debt maturities in the coming 3 years

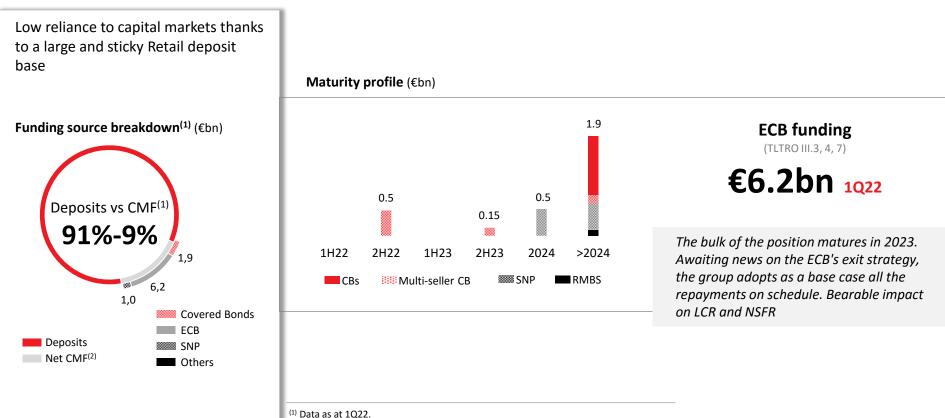
Available unencumbered collateral<sup>(1)</sup> (€bn)



Total unencumbered liquidity buffer (€bn)







(2) Total outstanding capital markets funding, including ECB funding, is adjusted by the excess cash position including reverse repo net position. As at 31 March 2022, total capital markets funding was €9.2bn vs €4.4bn excess cash position.



### 1Q2022 Results presentation





	1Q22	1Q21	Var.	4Q21	Var.
Cash and balances at central banks	5,461.7	7,208.5	-24.2%	5 <i>,</i> 693.0	-4.1%
Financial assets held for trading	55.3	82.3	-32.8%	61.8	-10.6%
Trading derivatives	55.3	74.8	-26.1%	61.8	-10.6%
Other financial assets at fair value through p&l	54.8	65.1	-15.8%	56.8	-3.5%
Equity instruments	35.2	41.1	-14.2%	35.1	0.3%
Debt securities	19.6	24.0	-18.4%	21.7	-9.7%
Available-for-sale financial assets	5,783.0	6,213.9	-6.9%	5 <i>,</i> 895.3	-1.9%
Equity instruments	1,384.9	1,912.7	-27.6%	1,459.4	-5.1%
Debt securities	4,398.1	4,301.3	2.3%	4,435.9	-0.9%
Loans and receivables	47,933.3	45,471.7	5.4%	48,017.3	-0.2%
Bank deposits	537,2	349.3	53.8%	501.1	7.2%
Customer loans and advances	47,396.0	45,122.4	5.0%	47,516.2	-0.3%
Held-to-maturity investments	2,498.1	1,970.6	26.8%	2,132.9	17.1%
Non-current assets held for sale	514.6	753.0	-31.7%	546.0	-5.7%
Hedging derivatives	43.6	82.3	-47.1%	47.9	-9.0%
Equity investments	171.3	174.9	-2.0%	169.4	1.1%
Reinsurance assets	28.1	25.2	11.6%	27.9	0.8%
Tangible assets	794.1	815.9	-2.7%	796.1	-0.2%
Intangible assets	403.8	375.9	7.4%	401.5	0.6%
Tax assets	1,716.3	1,769.7	-3.0%	1,744.5	-1.6%
Other assets	184.6	201.7	-8.5%	214.3	-13.9%
TOTAL ASSETS	65,642.5	65,210.6	0.7%	65,804.7	-0.2%



	1Q22	1Q21	Var.	4Q21	Var.
Financial liabilities held for trading	56.2	78.1	-28.0%	65.6	-14.3%
Financial liabilities at amortised cost	57,248.6	56,834.8	0.7%	57,263.4	0.0%
Deposits from central banks	6,165.7	6,229.4	-1.0%	6,181.4	-0.3%
Deposits from credit institutions	458.0	945.8	-51.6%	411.6	11.3%
Customer deposits	47,825.0	46,284.0	3.3%	47,945.2	-0.3%
Debt securities in issue	2,195.1	2,832.1	-22.5%	2,232.7	-1.7%
Other financial liabilities	604.8	543.4	11.3%	492.5	22.8%
Hedging derivatives	487.7	294.2	65.8%	445.9	9.4%
Reinsurance liabilities	607.1	618.8	-1.9%	621.4	-2.3%
Provisions	452.1	456.1	-0.9%	471.9	-4.2%
Tax liabilities	339.6	399.4	-15.0%	379.4	-10.5%
Other liabilities	202.4	171.9	17.7%	247.2	-18.1%
Total liabilities	59,393.8	58,853.4	0.9%	59,494.7	-0.2%
Equity	5,834.6	5,661.2	3.1%	5 <i>,</i> 802.0	0.6%
Accumulated other comprehensive income	406.7	685.2	-40.6%	500.3	-18.7%
Minority interests	7.4	10.8	-31.1%	7.6	-2.3%
Total equity	6,248.7	6,357.2	-1.7%	6,310.0	-1.0%
TOTAL EQUITY AND LIABILITIES	65,642.5	65,210.6	0.7%	65,804.7	-0.2%



	1T22	1T21	Var.	4T21	Var.
Customer deposits	47,825.0	46,284.0	3.3%	47,945.2	-0.3%
o/w net of multiseller covered bonds	47,002.2	45,423.9	3.5%	47,117.9	-0.2%
Deposits from the Public sector	3,956.5	3,331.5	18.8%	4,070.8	-2.8%
Deposits from the Private sector	43,045.8	42,092.4	2.3%	43,047.1	0.0%
o/w Cash deposits	38,017.4	35,260.8	7.8%	37,506.3	1.4%
o/w Term deposits	5,025.5	6,828.6	-26.4%	5,537.8	-9.3%
o/w Repurchase agreements	1.2	1.2	-4.3%	1.2	-1.7%
o/w Valuation adjustments	1.8	1.7	0.5%	1.8	-4.8%
Total Cash deposits	41,914.6	38,517.7	8.8%	41,496.2	1.0%
Total Term deposits	5,087.7	6,906.2	-26.3%	5,621.8	-9.5%
Customer loans	47,396.0	45,122.4	5.0%	47,516.2	-0.3%
Pro-forma: Gross Customer loans	48,140.2	45,858.7	5.0%	48,245.5	-0.2%
Loans to Public sector	5,100.5	4,299.1	18.6%	4,976.7	2.5%
Loans to Private sector	43,039.7	41,559.7	3.6%	43,268.8	-0.5%
o/w Secured	34,113.4	33,497.1	1.8%	34,066.1	0.1%
o/w Unsecured	8,926.3	8,062.6	10.7%	9,202.7	-3.0%
Loans to Hosueholds	34,243.8	33,209.1	3.1%	34,147.3	0.3%
o/w Secured	32,000.4	31,073.8	3.0%	31,871.3	0.4%
o/w Unsecured	2,243.3	2,135.3	5.1%	2,276.0	-1.4%
Doubtful loans	887.7	1,029.8	-13.8%	918.7	-3.4%
NPL ratio <sup>(1)</sup>	1.80%	2.19%	-40 pbs	1.86%	-6 pbs
Provisions	763.4	756.9	0.9%	754.2	1.2%
Loan coverage ratio <sup>(1)</sup>	100.60%	82.08%	1852 pbs	96.33%	427 pbs



# Key indicators

	1T22	1T21	Var.	4T21	Var.
ROE	3.98%	2.68%	129 pbs	3.77%	20 pbs
ROTE	4.26%	2.87%	139 pbs	4.04%	22 pbs
ROA	0.35%	0.24%	12 pbs	0.33%	2 pbs
RORWA	0.86%	0.50%	37 pbs	0.71%	15 pbs
Cost to Income	52.11%	59.65%	-755 pbs	53.20%	-109 pbs
LCR	221.35%	233.28%	-1193 pbs	233.21%	-1186 pbs
NSFR	136.72%	134.41%	232 pbs	138.39%	-167 pbs
LtD	100.65%	99.10%	155 pbs	100.62%	3 pbs
# of customers	2,382,251	2,427,389	-1.9%	2,392,591	-0.4%
# of employees	5,065	5,265	-3.8%	5,205	-2.7%
# of branches	742	802	-7.5%	774	-4.1%
# of ATMs	1,570	1,689	-7.0%	1,595	-1.6%



	1T22	1T21	Var.	4T21	Var.
Capital	2,060.0	2,060.0	0.0%	2,060.0	0.0%
Reserves	3,636.9	3,561.1	2.1%	3,588.1	1.4%
Retained earnings	30.0	24.7	21.6%	86.6	-65.3%
Prudential Coverage of NPE	-152.8	-108.7	40.5%	-152.7	0.1%
Minority interests	2.1	2.3	-8.8%	2.1	3.6%
Valuation adjustments	472.7	703.1	-32.8%	561.3	-15.8%
Intangible assets	-349.3	-323,.9	7.9%	-354.8	-1.5%
Deductions	-480.6	-476.4	0.9%	-455.7	5.5%
CET I capital	5,219.1	5,442.2	-4.1%	5,335.0	-2.2%
Tier I capital	5,219.1	5,442.2	-4.1%	5,335.0	-2.2%
Total capital	5,219.1	5,442.2	-4.1%	5,335.0	-2.2%
RWA	29,795.4	30,300.6	-1.7%	30,171.2	-1.2%
o/w Credit risk	27,532.5	28,082.3	-2.0%	27,908.9	-1.3%
CET I ratio	17.52%	17.96%	-44 pbs	17.68%	-17 pbs
Tier I ratio	17.52%	17.96%	-44 pbs	17.68%	-17 pbs
Total Capital ratio	17.52%	17.96%	-44 pbs	17.68%	-17 pbs
Leverage ratio	Nd	9.05%	-	8.55%	-
Pro-forma: CET I ratio fully loaded	17.17%	17.59%	-42 pbs	17.27%	-10 pbs
Pro-forma: Total Capital fully loaded ratio	17.17%	17.59%	-42 pbs	17.27%	-10 pbs
Pro-forma: Leverage fully loaded ratio	nd	8.86%	-	8.36%	-
MREL	20.87%	19.61%	126 pbs	21.00%	-12 pbs



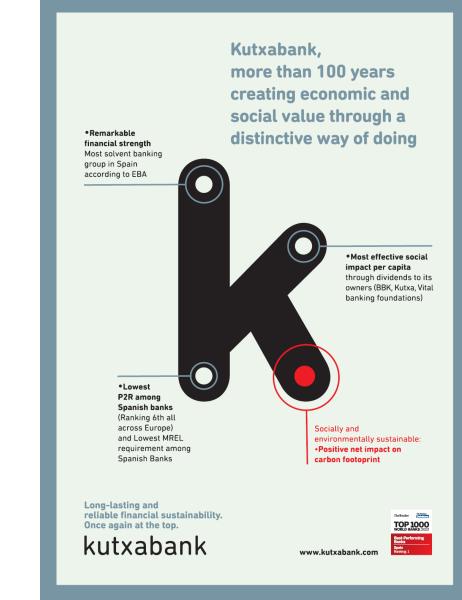
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Term	Definition
CBR	Combined Buffer Requirement.
CET1	Common Equity Tier 1.
CMF	Capital markets funding.
CoR	Cost of Risk. Ratio of: (Numerator) Total provisions and impairments, (Denominator) total amount of loans and advances to customers and contingent liabilities.
Core banking business income	Includes the heading of Interest Margin, Fee and commission incomes, Fee and commission expenses and the Insurance business contribution via OOI.
Coverage ratio	Ratio of: (Numerator) Total value adjustments for impairment of assets under Customer loans and advances and Contingent risks; (Denominator) Total gross doubtful assets corresponding to these same headings.
Coverage including Prudential Coverage of NPE	Ratio of: (Numerator) Total value adjustments for impairment of assets under Customer loans and advances and Contingent risks and the deduction from CET1 of the value of the legacy NPEs; (Denominator) Total gross doubtful assets corresponding to these same headings
GDP	Gross domestic product.
HQLA	High quality liquid assets.
HTC&S through OCI	Hold to Collect and Sale portfolio measured at air value through other comprehensive income
LAA	Loss absorption amount.
LCR	Liquidity Coverage Ratio.
LtD	Loan to Deposit ratio
MREL	Minimum Requirement of Elegible Liabilities.
NAV	Net asset value
NFC	Non-financial corporates



Term	Definition
Non-performing loans ratio (NPL)	Ratio of: (Numerator) Doubtful + Contigent risks; (Denominator) Lending + Contigent risks.
NSFR	Net Stable Funding Ratio.
P2R	Pillar 2 Requirement
Pre-provisioning profit	It is the difference between Gross margin and General expenditures and amortisations.
RCA post adjustments	Adjusted recapitalization amount
RWA	Risk Weighted Assets
ТА	Total assets
TLOF	Total liabilities and own funds
TLTRO	Targeted Longer-term refinancing operations
TREA	Total Risk Exposure Amount

