

28th July 2022

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**Asset** quality



Financial performance



**Annex Financial figures in detail** 



## **Key highlights External factors**









## Backdrop conditioned by the war conflict and the worsening of the macroeconomic environment

### War conflict

High level of uncertainty about its potential evolution and duration



No direct impacts so far; potential second and third wave effects

Regular monitoring of the market situation and macro scenario

Focus on strengthening cybersecurity and regulatory compliance

Workshops with Personal banking focused on markets and Investment funds due to market volatility

Communication with customers on cybersecurity



World economic growth forecasts worsen



Inflation continues to soar

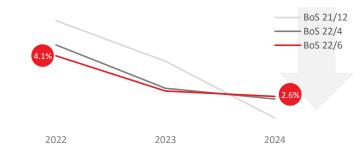


**Upward interest** rate rally



Volatility and instability in financial markets

Significant corrections in economic growth rates further delaying the post-pandemic recovery



Employment outlook is somewhat more positive although not free from uncertainty

No visibility yet on the inflation turning point



## Key highlights Impact on business





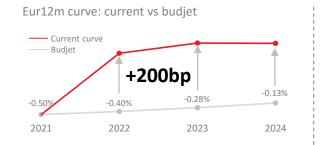






## Upward shift in interest rates

will increase revenues in the medium term although already putting pressure on new production margins



## Significant pressure on mortgage origination margins, in a highly competitive context

Kutxabank has reacted to the upturn in rates which has to some extent eroded targeted volume for the new residential mortgage production

Well-balanced trade-off between volume and margin

Focus changed towards floating and Fixed-to-Floating mortgages

Increase in prices for fixed-rate loans

## Residential mortgages

New production 1H22

### EUR2.2bn

vs EUR2.3bn in 1H21

New production focused on high credit quality customers

>80% of new formalizations are made with **Premium** clients<sup>(1)</sup>









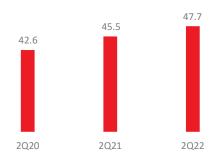




### Despite this backdrop, **Performing lending book** grew by 4.8%

with a positive contribution from all business segments

Performing lending book (EUR billion)



### Corporate banking business continues to perform well despite the market environment

Turnover increased in all products, with significant growth in balances

Service revenues<sup>(1)</sup> +24% yoy

Also meeting internal targets in **Consumer finance and Commercial** credit



# **Key highlights Impact on business**





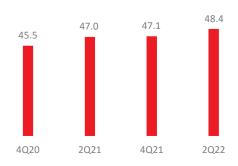




### **Customer funds continue** to show strength

with on-balance deposits growing at almost **3% YoY** 

Customer deposits (EUR billion)



### **Off-balance resources**

### Net **fundraising** exceeds EUR1.3bn

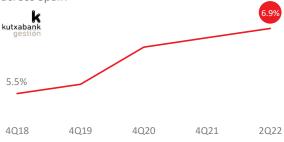
in 1H22

22.5% of total net fundraising of Spanish market

1<sup>st</sup> AM in Spain with all its products classified as sustainable Despite market instability the Group's AM continues to lead the industry in terms of net fund-takings during 2022.

Total funds volume suffer from valuations but still the AM keeps gaining market share consistently.

Market share evolution in Investment funds all across Spain(1)





# Key highlights ESG developments









Despite the complexity of the market, we are increasing our commercial activity in green and sustainable products

### **Green product marketing in 2Q22:**



Green Retail mortgages

1 in every 4

new mortgages +1.2% vs 2021

**Green Consumer loans** 

+71%

vs 2021



EUR**620Mn** 



vs 2021



## **Key highlights Other ESG milestones**





**Publication** of the entity's first climate report (TCFD)



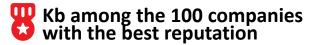
Kutxabank launches its first report of the Task Force on Climate-Related Financial Disclosures in which it sets out its commitment to sustainability, and its strategy, organizational structure and procedures for climate risk management



















# Key highlights Group's activity contribution









Strengthening contribution to economic and social development

Highly committed to the economic, social and environmental development of its **home territory**, being the main promoter of the Basque financial ecosystem

Kb's banking activity is complemented by the Group's Financial subsidiaries rooted in the Basque Country

Significant contribution also in Andalusia and Spain as a whole, standing out as one of the companies with the highest tax contribution, which makes us one of the relevant companies in generating and sustaining added value in the economy

In the Home region

## Contribution in the Basque Country

through corporate and financing activity

**14.3%** of GDP

15.0% of employment

**5.6%** of tax collections

across Spain

ΑII

### **Economic contribution**

through corporate and financing activity

**2.6%** of GDP

**2.5%** of employment

EUR**11.8bn** in taxes



## Key highlights Making progress in the Digital Agenda...











Advances in relevant projects: **Omnichannel** Mortgage, Home Insurance, Kb store

Remote deferred signature solutions for corporates

Activation of a default pack of customized Push **Notifications** 

Expansion of Contactless self-service operations and progress in the renovation plan

**Improved** process of contracting consumer loans in Online Banking

Actions to promote financial inclusion (facilities for visually impaired, senior citizens...)

Second phase of via Online and **Mobile Banking** 



## Key highlights ...to improve customer relations efficiently









59.1%

With a Customer Experience Rating of 4.26 out of 5 Active users of Mobile banking

52.0%

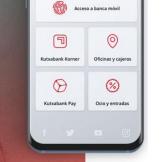
+5.1% yoy

Digital sales

42.4%

Digital sales in pension products >65%





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

26.8%

Digital formalisation of consumer products

33.2%

(1) Data refers to new customers of commercial network outside home region.



## Asset quality The lowest NPL ratio in the market









Kutxabank consolidates its leadership position in this metric after completing the disposal of a NPA portfolio



Sale of a troubled asset portfolio of EUR235Mn (EUR170Mn doubtful)

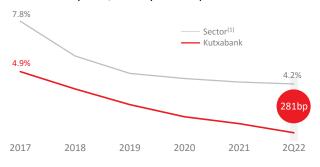


The NPA disposal pushed down NPL% by an additional 35bp



Impact on solvency is +15bp

Non-performing asset management results in further widening of the industry lead, already at 281bp



Despite the context, no relevant risks on potential delinquency are perceived



In any case, the starting point is very favorable



Stock

# Asset quality No pressure in terms of new entries

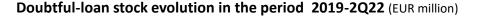


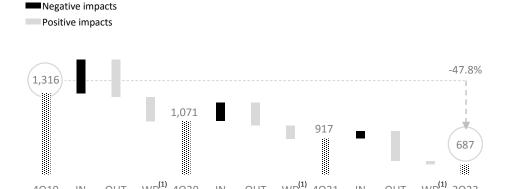






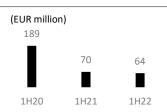


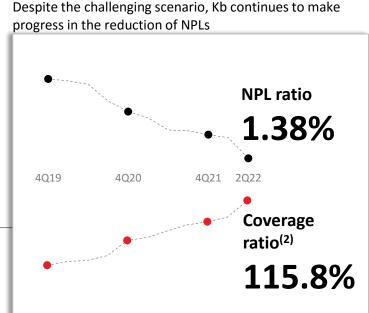






The limited exposure to credit relief measures allows to be optimistic about its future development





<sup>(1)</sup> Write-downs.

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



## Asset quality COVID related relief measures



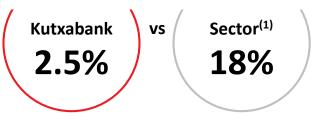


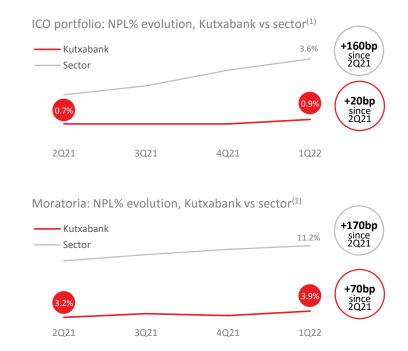




## Lower relative position and higher risk quality

COVID-19 portfolio over total financing to Households, SME and Corporates:





**▼**44%

since 4Q18

4021

0.5

2022



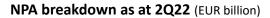
## Asset quality Non-performing assets (NPA) in detail

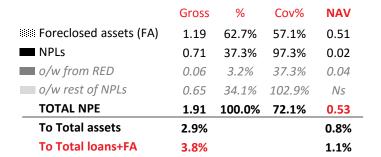






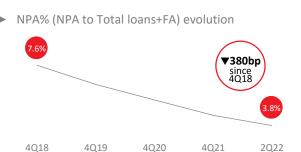








Texas ratio **26.8%** 



4020

NPA NAV evolution (EUR billion)

4019

4018



# Financial performance P&L summary





**Net income ▲30%** in 1H22

Net income	163.2	30.0%	maintains a high level of prudent provisioning
Tax and others	-59.0	44.8%	Although lower than in previous half, the Group
Other income	14.7	-52.5%	
Provisions	-113.2	-21.3%	Pre-provision operating profit growth of 14.9%.
Pre-provisioning profit	320.6	14.9%	Contained increase in Operating expenses, below forecast and below inflation leading to a
Operating expenses	-302.0	2.3%	
Gross margin	622.6	8.4%	
Other operating income (OOI)	-31.8	29.2	contribution from equity investments
Equity method&Dividends&TI	58.5	69.3%	,
Core banking business	596.0	5.6%	
Net Fees+Ins. business	316.4	9.7%	income performance.
Net interest income	279.6	1.4%	business (+14.8%) and better Net interest
(EUR million)	1H22	Δ1H22-1H21	Strong increase in Core banking business thanks to a solid growth in Fees (+8.1%) and Insurance
(El	JR million)	JR million) 1H22	JR million) $1H22   \Delta 1H22-1H21$





## Financial performance Top line income

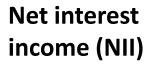












EUR**279.6Mn** 

+1.4 YoY

Slight increase in Net interest income, with a positive outlook for the coming periods in view of the Euribor evolution trend (already about 1%)





# Financial performance Top line income











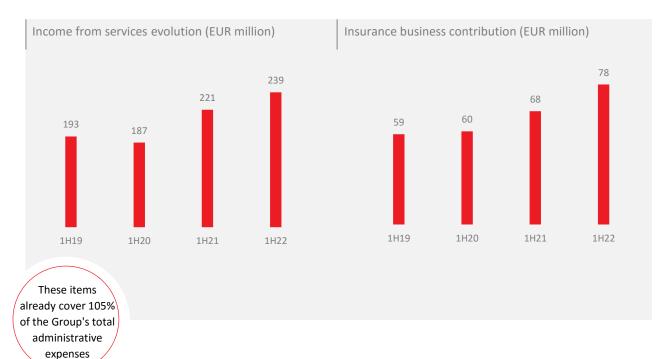
### **Net Fees& Insurance business**

### EUR**316.4Mn**

+9.7 YoY

Strong growth trend continues in Income from services and the Insurance business, reinforcing the revenue diversification structure.

Kutxabank leads the sector in terms of Service revenues(1) (0.97% to Total assets).



<sup>(1)</sup> Including Net fees and revenues from the Insurance business through "Other operating income (OOI)".

# Financial performance Top line income









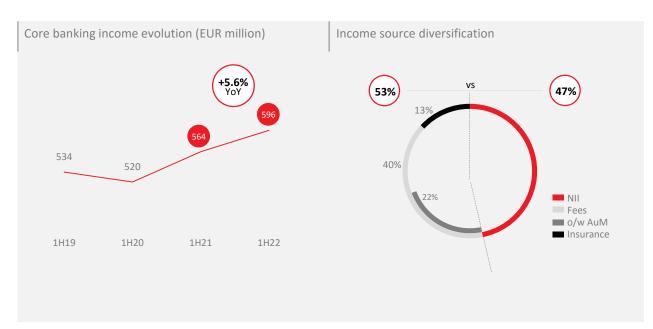


### EUR**596.0Mn**

+5.6 YoY

Strong increase in Core Banking business mainly supported by the impulse in Income from services.

This headline will also benefit from dynamics in interest rates in the coming quarters, as the Loan book repricing entirely materializes.





# Financial performance Operating expenses





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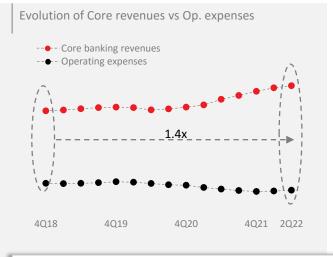
## Administrative expenses

### EUR**282.3Mn**

+2.0 YoY

Including amortisations, Operating expenses amounted to €302.0 million (+2.3% YoY). After a few years of strong cost reductions, expenses increased, below budget and significantly below inflation though.





In the period 2019-21 the **spread** between Core banking revenues and Operating expenditures **has expanded a 40%**.

Despite the slight increase in costs, this trend has continued in the last six months.









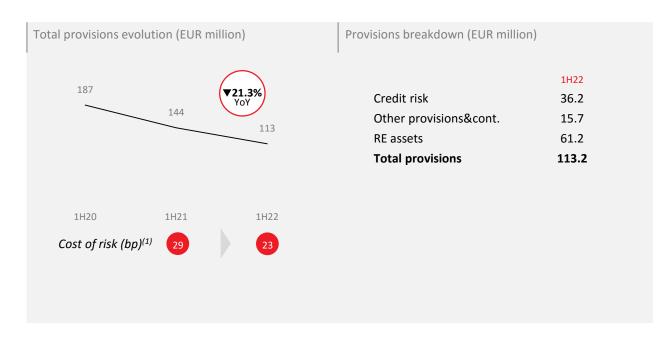




**EUR113.2Mn** 

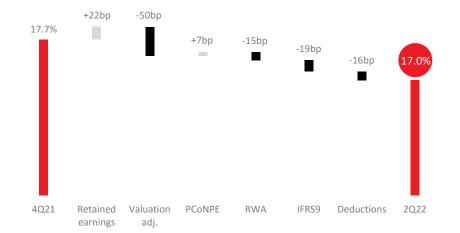
-21.3 YoY

A significant level of provisioning effort is maintained in the face of geopolitical risk and macroeconomic uncertainties



## Financial performance Capital management

### Capitalisation: CET1 phased-in Year-to-Date evolution













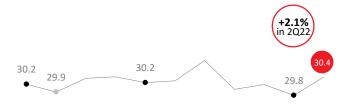


Slight decrease in CET1 mainly driven by market turmoil and RWA inflation from asset growth

Main impacts on capital (YtD; Phased-in)

	Impact (EURMn)	Impact (bp vs 4Q21)	▲/▼
Valuation adjustments	150.4	49.8	▼
Risk-weighted assets	260.3	14.7	▼
Total earnings	163.2	54.1	
o/w retained	65.3	21.6	<b>A</b>

Risk-weighted assets evolution (Phased-in; EURbn)



4019 1020 2020 3020 4020 1021 2021 3021 4021 1022 2022



## Financial performance Capital management



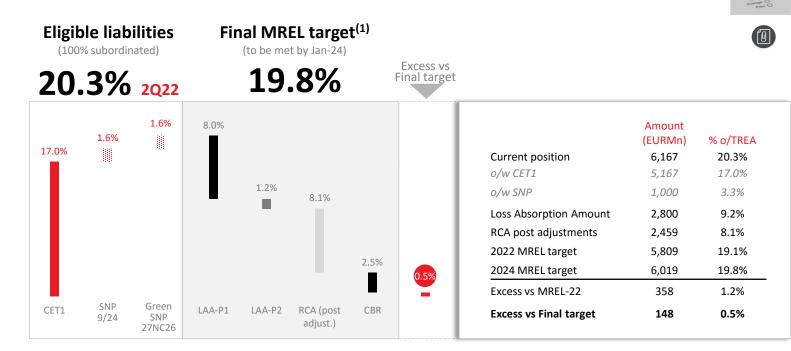


### Formal communication:

- On January 24, Kb received from the Bank of Spain the formal communication regarding the MREL established by the Single Resolution Board (SRB).
- According to this decision, from the 1/1/2024 Kb must maintain an amount of own funds and eligible liabilities at consolidated levels of at least 17.28% to its Total Risk Exposure Amount (TREA) and of 5.25% to its Leverage Risk Exposure (LRE).
- Additionally, a binding intermediate target of 16.59% to TREA and 5.25% to LRE as of 1st January 2022 has been set in the said communication.

### MREL current position vs requirement

The Group will keep working on building a sufficient buffer consistent with its business model and risk profile



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



## Financial performance Liquidity risk management











## Welldiversified and stable **funding** structure

underpinned by a

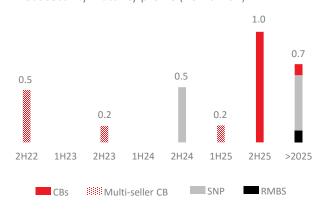
Retail deposit base

large and sticky

### Comfortable maturity profile

Additionally, existing liquidity buffers comfortably cover maturities over a long time horizon

Debt security maturity profile (EUR billion)



### **ECB** funding

(TLTRO III.3, 4, 7)

### EUR6.2bn

The bulk of the position matures in 2023. Awaiting news on the ECB's exit strategy, the group adopts as a base case all the repayments on schedule



LCR **216.2%** 6m22 Last 12 months av.

NSFR 136.9% 2Q22



## Financial performance Recap









## Performing lending grew by nearly 5%

following a solid evolution of new production in the retail segment and an outstanding performance in the corporate business. Turnover grew in all products

# Group's AM remains leader in terms of net fundraising

in an environment of a extremely high volatility

### Insurance business continued to grow

contributing with EUR89.7 million in 1H22

### Banking business advanced by an additional 5.6%

with a very positive outlook for the short and medium term in view of interest rates dynamics

## Lowest NPL % in the sector

NPL continue to improve bringing the stock of doubtful loans to EUR0.7bn Leader in terms of Service revenues:

EUR**163Mn** 

+30% YoY

Net income

**0.97%** to Total assets

NPL <1.4%
Excellent position to face potential adversities

Remarkable CET1 of 17.0%

# Annex Balance-sheet: Assets

	2Q22	2Q21	Var.	1Q22	Var.
Cash and balances at central banks	5,519.6	4,773.2	15.6%	5,461.7	1.1%
Financial assets held for trading	92.8	62.3	49.0%	55.3	68.0%
Trading derivatives	77.0	62.3	23.7%	55.3	39.5%
Debt securities	15.8	0.0	-	0.0	-
Other financial assets at fair value through p&I	50.6	60.6	-16.5%	54.8	-7.6%
Equity instruments	33.9	37.2	-8.8%	35.2	-3.7%
Debt securities	16.7	23.4	-28.7%	19.6	-14.8%
Available-for-sale financial assets	5,657.1	6,325.6	-10.6%	5,783.0	-2.2%
Equity instruments	1,375.1	1,825.4	-24.7%	1,384.9	-0.7%
Debt securities	4,282.0	4,500.2	-4.8%	4,398.1	-2.6%
Loans and receivables	48,837.3	47,746.7	2.3%	47,933.3	1.9%
Bank deposits	423.8	448.9	-5.6%	537.2	-21.1%
Customer loans and advances	48,413.4	47,297.9	2.4%	47,396.0	2.1%
Held-to-maturity investments	2,761.4	2,130.7	29.6%	2,498.1	10.5%
Non-current assets held for sale	572.8	613.9	-6.7%	514.6	11.3%
Hedging derivatives	45.9	75.5	-39.2%	43.6	5.3%
Equity investments	181.7	173.8	4.5%	171.3	6.0%
Reinsurance assets	28.3	25.8	9.8%	28.1	0.6%
Tangible assets	776.3	808.2	-3.9%	794.1	-2.2%
Intangible assets	403.7	377.7	6.9%	403.8	0.0%
Tax assets	1,697.3	1,768.4	-4.0%	1,716.3	-1.1%
Other assets	187.0	201.1	-7.0%	184.6	1.3%
TOTAL ASSETS	66,811.7	65,143.4	2.6%	65,642.5	1.8%











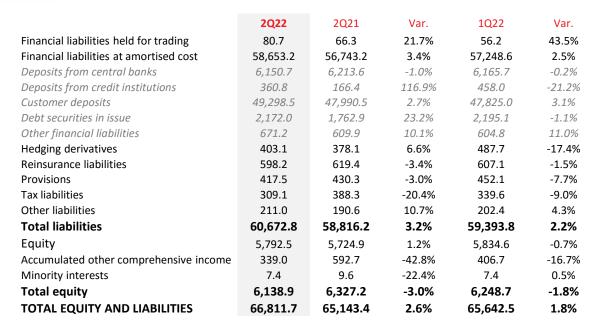
### Annex **Balance-sheet: Liabilities and Own funds**













# Annex Deposits and Loans

	2Q22	2Q21	Var.	1Q22	Var.
Customer deposits	49,298.5	47,990.5	2.7%	47,825.0	3.1%
o/w net of multiseller covered bonds	48,483.5	47,135.5	2.9%	47,002.2	3.2%
Deposits from the Public sector	4,480.6	4,103.2	9.2%	3,956.5	13.2%
Deposits from the Private sector	44,002.9	43,032.3	2.3%	43,045.8	2.2%
o/w Cash deposits	39,260.1	36,584.7	7.3%	38,017.4	3.3%
o/w Term deposits	4,739.3	6,444.6	-26.5%	5,025.5	-5.7%
o/w Repurchase agreements	1.2	1,2	-4.6%	1.2	-1.3%
o/w Valuation adjustments	2.3	1,7	34.9%	1.8	33.3%
Total Cash deposits	43,637.1	40,629.4	7.4%	41,914.6	4.1%
Total Term deposits	4,792.8	6,506.1	-26.3%	5,087.7	-5.8%
Customer loans	48,413.4	47,297.9	2.4%	47,396.0	2.1%
Pro-forma: Gross Customer loans	49,086.3	48,047.4	2.2%	48,140.2	2.0%
Loans to Public sector	5,536.8	5,095.1	8.7%	5,112.1	8.3%
Loans to Private sector	43,549.5	42,952.3	1.4%	43,028.1	1.2%
o/w Secured	33,520.8	33,898.8	-1.1%	33,914.8	-1.2%
o/w Unsecured	10,028.7	9,053.6	10.8%	9,113.3	10.0%
Loans to Households	34,211.3	34,238.3	-0.1%	34,045.2	0.5%
o/w Secured	31,410.3	31,546.0	-0.4%	31,801.8	-1.2%
o/w Unsecured	2,801.1	2,692.3	4.0%	2,243.3	24.9%
Doubtful loans	688.5	959.4	-28.2%	887.7	-22.4%
NPL ratio <sup>(1)</sup>	1.38%	1.95%	-58 bp	1.80%	-42 bp
Provisions	692.1	766.7	-9.7%	763.4	-9.3%
Loan coverage ratio (1)	115.82%	88.01%	2,780 bp	100.60%	1,521 bp









# Annex Key indicators

	2Q22	2Q21	Var.	1Q22	Var.
ROE	4.37%	2.98%	139 bp	3.98%	40 bp
ROTE	4.69%	3.19%	150 bp	4.26%	43 bp
ROA	0.39%	0.26%	13 bp	0.35%	4 bp
RORWA	0.84%	0.55%	29 bp	0.76%	8 bp
Cost to Income	51.59%	56.20%	-461 bp	52.11%	-52 bp
LCR	185.64%	194.49%	-885 bp	221.35%	-3,571 bp
NSFR	136.87%	136.89%	-2 bp	138.61%	-174 bp
LtD	99.85%	100.21%	-35 bp	100.65%	-80 bp
# of customers	2,372,879	2,416,283	-1.8%	2,382,251	-0.4%
# of employees	4,989	5,210	-4.2%	5,065	-1.5%
# of branches	737	799	-7.8%	742	-0.7%
# of ATMs	1,544	1,659	-6.9%	1,570	-1.7%











	2Q22	2Q21	Var.	1Q22	Var.
Capital	2,060.0	2,060.0	0.0%	2,060.0	0.0%
Reserves	3,617.7	3,577.2	1.1%	3,636.9	-0.5%
Retained earnings	65.3	41.9	55.9%	30.0	117.3%
Prudential Coverage of NPE	-131.6	-99.0	32.9%	-152.8	-13.8%
Minority interests	2.6	2.8	-5.8%	2.1	21.9%
Valuation adjustments	410.9	620.5	-33.8%	472.7	-13.1%
Intangible assets	-354.8	-330.6	7.3%	-349.3	1.5%
Deductions	-502.9	-470.5	6.9%	-480.6	4.6%
CET I capital	5,167.2	5,402.2	-4.4%	5,219.1	-1.0%
Tier I capital	5,167.2	5,402.2	-4.4%	5,219.1	-1.0%
Total capital	5,167.2	5,402.2	-4.4%	5,219.1	-1.0%
RWA	30,431.0	31,014.1	-1.9%	29,795.4	2.1%
o/w Credit risk	28,138.5	28,795.2	-2.3%	27,532.5	2.2%
CET I ratio	16.98%	17.42%	-44 bp	17.52%	-54 bp
Tier I ratio	16.98%	17.42%	-44 bp	17.52%	-54 bp
Total Capital ratio	16.98%	17.42%	-44 bp	17.52%	-54 bp
Leverage ratio	nd	8.68%	-	8.35%	-
Pro-forma: CET I ratio fully loaded	16.64%	16.98%	-34 bp	17.17%	-53 bp
Pro-forma: Total Capital fully loaded ratio	16.64%	16.98%	-34 bp	17.17%	-53 bp
Pro-forma: Leverage fully loaded ratio	nd	8.47%	-	8.20%	-
MREL	20.27%	19.03%	124 bp	20.87%	-61 bp













Cacamana (A)	





Term	Definition
BoS	Bank of Spain.
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	Includes the heading of Interest Margin, Fee and commission incomes, Fee and commission expenses and the Insurance business

contribution via OOI.

income

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

GDP

**HQLA** 

Coverage of NPE

Coverage ratio

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...

Gross domestic product.

High quality liquid assets.

HTC&S through OCI Hold to Collect and Sale portfolio measured at air value through other comprehensive income

Loss absorption amount. LAA LCR Liquidity Coverage Ratio. LtD Loan to Deposit ratio

Minimum Requirement of Elegible Liabilities. **MREL** 

NPA Non-performing assets.











Term	Definition
NAV	Net asset value
NFC	Non-financial corporates
NPL	Non-performing loans ratio. 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.

RWA Risk Weighted Assets

TA Total assets

RCA post adjustments

Texas ratio Ratio of: (Numerator) Non-performing assets; (Denominator) Tangible common equity and loan loss reserves.

TLOF Total liabilities and own funds

TLTRO Targeted Longer-term refinancing operations

Adjusted recapitalization amount

TREA Total Risk Exposure Amount



### **Kutxabank's Investor Relations Team**

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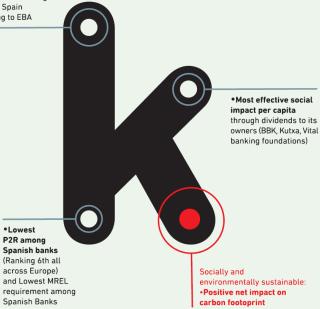
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