

Fixed Income Presentation

2019 9M update

28th November 2019

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- 1 Overview & Facts
- **2 Financial performance**
- 3 Capital & Funding plans

Appendix



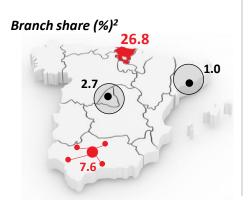
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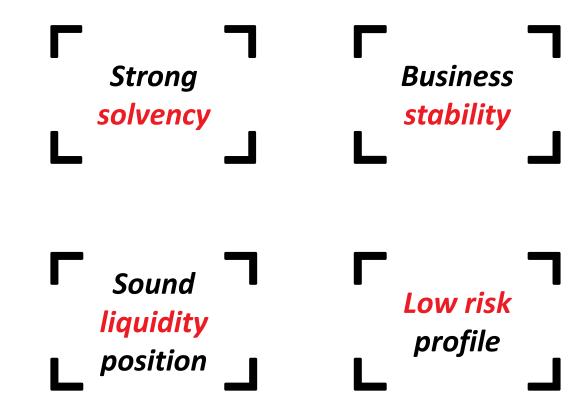
Appendix

Kutxabank at a glance

Kutxabank ("Kb") is a retailfocused bank, with c. €59.6bn¹
of assets, concentrating most of
its activity in the wealthy region
of the Basque Country and with
selected presence in the rest of
the Spanish market, especially
in Madrid and Catalonia.

Kb is owned by three **Banking Foundations** – bbk, Kutxa and
Vital – promoting a **sustainable approach to banking**.





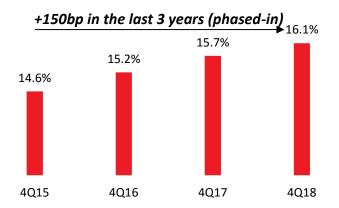
¹ As of 30 September 2019.

 $^{^{2}}$ Source: Statistical Journal of Bank of Spain as at 30 September 2019.

Strong solvency

Kutxabank consistently presents ample capital buffers

FL CET1 ratio **FL Leverage ratio**



Standard Risk-Weighting Approach

Conservative risk metrics fully based on standard approach (Asset density: 52.1%¹) **CET1 to OCR**

514bp^{1,2}

Buffer to payment restrictions

> First-in-class capital buffers to avoid potential payment restrictions only with CET1.

CET1 o/TLOF

 $9.0\%^{1}$

Strong protection to **SNP** holders

Kb's 100% CET1 capital position offers the highest level of protection for bailinable debt investors (c.€5.1bn³).

Resilient and low-risk profile business evidenced by the lowest P2R of the Spanish sector (1.20%)

Capital &

Financial

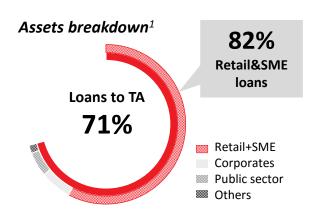
¹ As at 30 September 2019.

² Calculated as the difference between phased-in total capital ratio (16.8%) and overall capital requirement for 2019 (11.7%).

³ Fully-loaded subordinated capital as at 30 September 2019.

Business stability

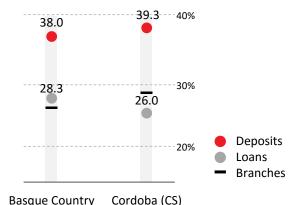
Retail-focused business combined with a local-customers proximity-oriented model and well diversified sources of income



Focused on lending to Retail customers

Kb structurally relies on secured lending mainly to households, which shows a more resilient trends vs other segments.

Market Presence²



Dominant franchises

Kb operates through local franchises with remarkably high market shares.

Kb has consistently preserved and developed strong franchises in its home regions.

Complementary businesses

Kb Group has significant specialised units that complement the banking business and provide the bank with a meaningful income diversification profile.

AuM company



5th AuM³

in the domestic sector

vs 7th by bank assets

Insurance company



Ins to Total banking business

13.8%¹

+118bp YoY

¹ As at 30 September 2019.

² Source: Statistical Journal of Bank of Spain as at 30 June 2019.

³ Source: Inverco, by customer funds managed as at 30 June 2019.

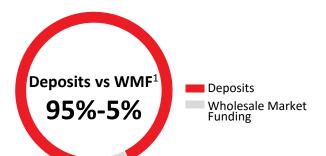
Sound liquidity position

Solid liquidity position with a low dependence on capital markets

Funding sources

Mainly retail-wide and stable deposit base

Kb's lending activity is well balanced with a very granular deposit base.



LtD

95.7%

3Q19

Deposits to TA

73.2%

3Q19

Excess cash³

€2.2bn

3Q19

Liquidity regulatory ratios

LCR

202.1%

3Q19

226.0%

Last 12m av.²

NSFR

128.8%

3Q19

127.6%

Last 12m av.²

¹ As at 30 September 2019.

² From September 2018 to September 2019 (both included).

³ Cash less ECB funding.

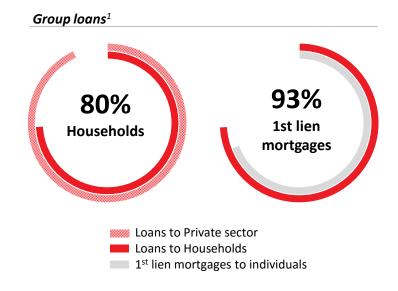
Low risk profile

A business model mainly based on secured lending combined with highly-conservative risk standards

Core business

Healthy and deeply granular credit exposure to individuals.

Out of loans granted to Households, 93% are secured by 1st lien mortgages.



Highly-conservative risk standards

Invariably prudent lending policy even during the previous expansionary phase of the economic cycle.

Lower than the average RE exposure.

Very cautious provisioning policy since the beginning of the crisis.



Capital &

Funding plans

Resulting in a resilient business model, even in a stressed scenario

Capital Requirements/Positioning

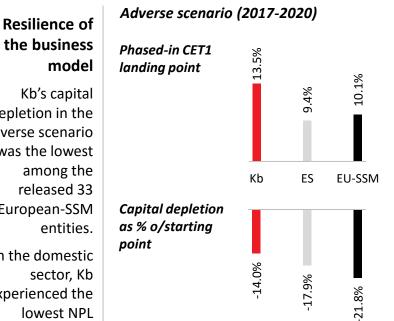
MDA buffer: FL CET1 vs OCR (bp)^{1,2} Kb's financial 100 200 300 400 500 strength has a long-standing k +235bp vs Av history Bank2 Kb has the Bank3 highest MDA Bank4 buffer in the Bank5 domestic sector despite Bank6 its AT1&T2 Bank7 buckets Bank8 remaining at Bank9 0%. Bank10 Lowest P2 Bank11 requirement (1.2%) among Bank12 Spanish banks. Average

2018 EBA/ECB Stress Test³

the business model Kb's capital depletion in the adverse scenario was the lowest among the released 33 European-SSM entities. In the domestic sector, Kb experienced the **lowest NPL** inflation and cummulative cost of risk in the

3-year horizon.

Financial



Kb

Data as of 2Q19. ³ Source: EBA.

Capital &

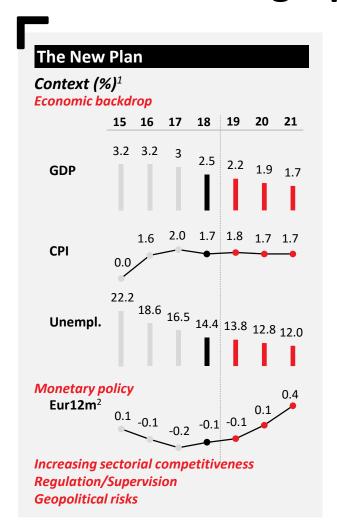
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EU-SSM

¹ Calculated as the difference between FL CET1 ratio and 2019 Total Capital Requirements including AT1/T2 shortfalls.

² Sample: 12 Spanish banks under direct supervision of the SSM.

2019-21 Strategic plan





Main targets 2019-21

New	New	SME's lending	AuM	
mortgages	Consumer loans	(performing)	growth	
+33.8% +33.1%		+15.1%	+16.5%	
	. stock	Individualised	Digital	
red	uction	service ³	customers	
-33	3.9%	+60k	>60%	
NPL targe	t Cov. levels			

2.5%

~68%

Financial

performance

 $^{^{\}rm 1}\, {\rm Source} \colon {\rm National}$ Institute of Statistics (INE); forecast base on Kb projections.

² Market curve after Draghi's speech in February 2019.

³ Number of new customers classified for individualised service.



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Appendix

Solid performance achieved in 2018

Net income (Amounts in million of Euros)	332.3 FY18	302.0	+10.0%
Basic Margin/Op. Exp.	146% FY18	138% FY17	+7.9

ROA

 $0.57\%^{1}$

+4bp YoY

Outperforming Spanish sector av.

Kb's ROA ranks at the top of the table in the domestic sector² **ROE**

6.37%¹

+33bp YoY

Good performance

ROE stands in line with sector² average despite Kb's large capitalisation

ROTE

6.84%¹

+35bp YoY

RORWA

1.12%¹

+13bp YoY

¹ As at 31 Dec 2018.

² Sector average comprises the 12 Spanish banks under direct supervision of the SSM. Public information as at Dec 2018. Only business in Spain for BBVA, Santander and B. Sabadell.

Solid performance achieved in 2018

Consolidation of improved commercial trends in a still challenging environment

Strong commercial activity in all segments and products

Performing retail lending

+0.3%

YoY1

Investment funds takings

+2.7%

YoY¹

Strong Banking business performance

Flat NII Increase in Commissions Further advances in cost savings

NII+Fees+Ins.

+1.9%

YoY1

Operating expenses

-4.6%

YoY1

Asset quality improvement continues

through all business areas

NPLs reduction

€491Mn

in 2018

NPL ratio

-104bp

YoY1

P&L summary¹

In line with internal targets

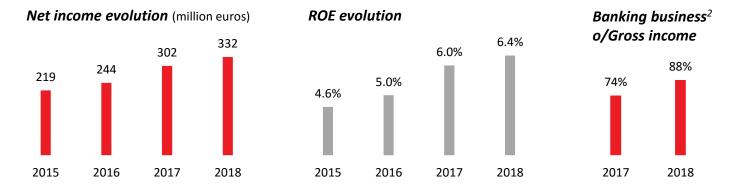
Robust performance of the pure banking business, supported by income diversification and growing contribution from Fees and Insurance activities.

Same dynamics lead to a 5.1% YoY increase of the Net income in 9M19.

Solid profitability

Steady earning growth thanks to a well diversified source of income.

Million of Euros	FY18	FY18vsFY17	9M19	9M19vs9M18
Net interest income	561.4	0.5%	425.4	2.2%
Net commissions	385.5	1.6%	292.7	0.8%
Basic margin	946.9	0.9%	718.2	1.6%
Income from equity instr.&equity method	74.8	11.2%	34.0	-28.1%
Trading income	7.0	-56.2%	6.4	-30.7%
Other operating income (OOI)	60.1	20.2%	69.6	-13.7%
Gross income	1,088.7	1.6%	828.2	-1.9%
Operating expenditures	-650.4	-4.6%	-490.3	0.8%
Pre-provisioning profit	438.3	12.4%	337.9	-5.5%
Provisions	-185.1	-57.4%	-139.3	-4.4%
Other income	153.3	-53.0%	110.3	-1.0%
Tax and others	-74.2	ns	-41.8	-39.2%
Net income	332.3	10.0%	267.1	5.1%



¹ Incl. reclassifications for comparability purposes re impairments on the SAREB forced stake and some equity stake disposals moving them into Provisions and Other income respectively.

Overview

& Facts



s and

Good dynamics lingering throughout 2019

Performing lending

+0.7%

YoY

Key product market share

+4pp

YtD

NII +2.2%

YoY

Net income +5.1%
YoY

AuM

+4.9%

YoY

Insurance business¹

+7.3%

YoY

NPLs reduction

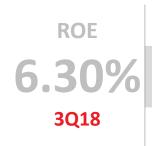
€213Mn

YtD

Phased-in CET1 evolution

+79bp

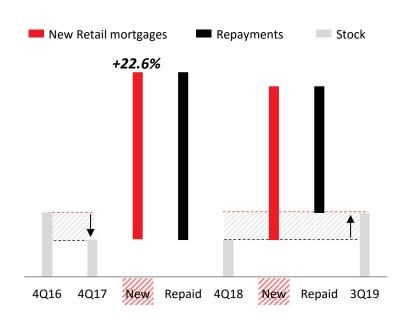
YoY



6.44%

+14bp YoY

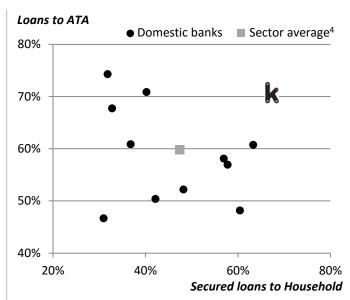
Positive evolution of the Retail loan book



A successful core **business**

Kb has been able to improve further its market share in household financing needs.

New production in retail mortgages amounted to €2.6bn during 2018, offsetting the repayments in the back book.



New mortgages €2,386Mn

in 9M19 +25.8% YoY Market share performance in new mortgages¹

Basque Country 41.2% +221bp YtD

Andalusia² 9.9% +13bp YtD

All across Spain 6.6% vs 4.0% in branches3

€403Mn in 9M19 +12.5% YoY

New

consumer loans

SME&Corp Loan book +1.4%

YoY

Financial

¹ Source: INE and own elaboration. Data as of August 2019.

² Market share of new mortgages in Cordoba (CS's home region) amounts to 40.7%.

³ Source: BoS and own elaboration. Data as of June 2019.

⁴ Sample: 12 Spanish banks under direct supervision of the SSM.

Top line performance

Basic margin (NII+Fees)

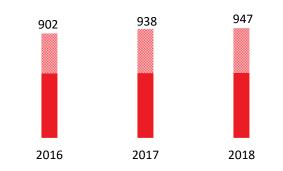
Excellent Group's business composition to benefit from a future interest rates normalisation

Banking business income diversification structure provides Kb with a great competitive advantage to deal with current interest rate environment.

In 9M19 Basic Margin growth accelerates up to 1.6% YoY.



Annual Basic margin (million of Euros)

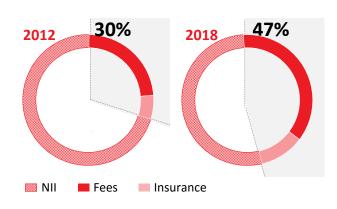


Net commissions to TA

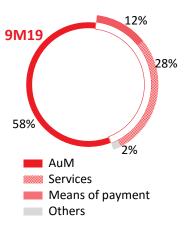
0.65%

vs 0.55% sector av.1

Progress on income² source diversification



Fees breakdown



Overview

& Facts

¹ Sector average comprises the 12 Spanish banks under direct supervision of the SSM. Data as of September 2019. Only business in Spain for BBVA, Sabadell and Santander.

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Diversity of the Fee base

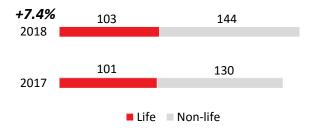


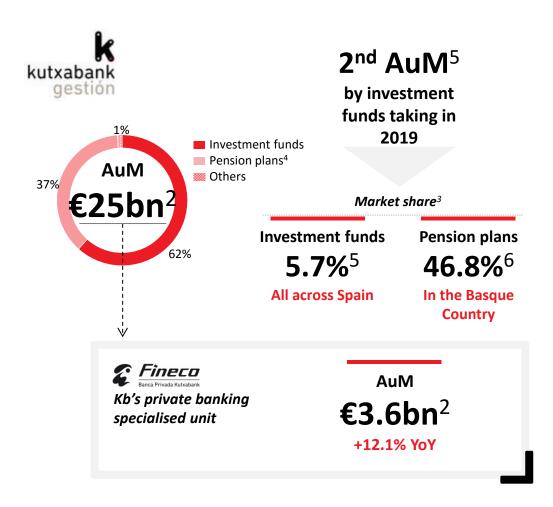
P&L contribution

€136Mn¹

+9.8% YoY

Insurance premiums





Capital &

¹ FY2018 contribution. | ² As at 30 September 2019. | ³ As at 30 June 2019.

⁴ Pension plan includes c.€8bn of a specific pension product under Basque law.

⁵ Source: Inverco.

⁶ Source: Basque Federation of Voluntary Social Welfare Entities.

Operating costs and cost of risk

Operating expenses

Strict cost containing policy fully operational

One of the main levers to offset the historically low rates.

Kb has consistently demonstrated its ability to adapt to the new context of banking.

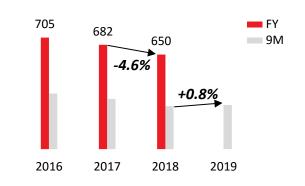
Costs increase slightly in 9M19 vs 9M18 after several years of a strict cost containment policy.

Savings¹

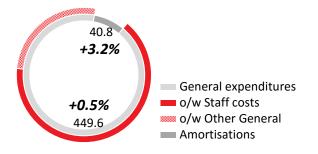
4.5%

6yr CAGR

Operating expenses YoY evolution (million of Euros)

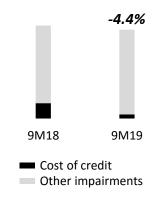


Operating expenses breakdown



Burden of provisions continues to shrink

Majority of impairments goes to prudential provisioning for residual non-current assets.



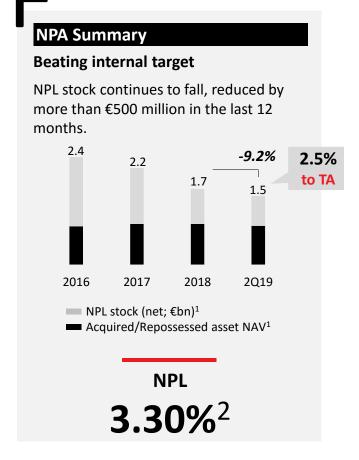
Cost of credit & acquired assets

17bp²

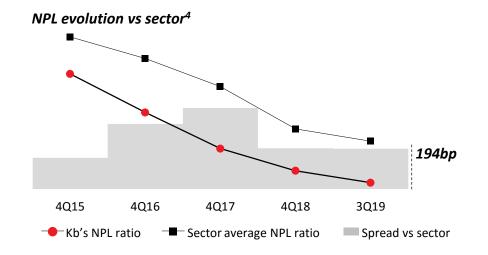
¹Constant Average Growth Rate of General expenditures in the last 6 years.

² As at 30 September 2019.

NPA in detail







¹ Including RE and non-RE.

² As at 30 September 2019.

³ As at 30 June 2019.

Real Estate exposure in detail

RE credit exposure

Residual exposure

RED credit exposure amounts to only €0.7bn (1.1% to TA), while coverage levels remain adequate.

Guarantees vs exposure

As at 30 June 2019.



€0.7bn Risk status Breakdown 1.1% to TA **Performing** vs Doubtful 81%-19% **RED vs Other loans** Secured vs Unsecured 2%-98% 98%-2% **Customer loans** Secured RE loans (98.2%) Rest of assets Unsecured RE loans (1.8%) Finished properties Non-RF loans Ongoing developments RE net credit exposure Land

Acquired/Repossessed assets

Million of Euros	NAV	Cov (%)
Developers	587	52%
o/w Finished properties	149	43%
o/w Ongoing	43	64%
o/w Land	395	53%
Residential	173	24%
Others	114	23%
TOTAL	873	45%

Breakdown



Overview Financial Capital & Appendix & Facts performance Funding plans



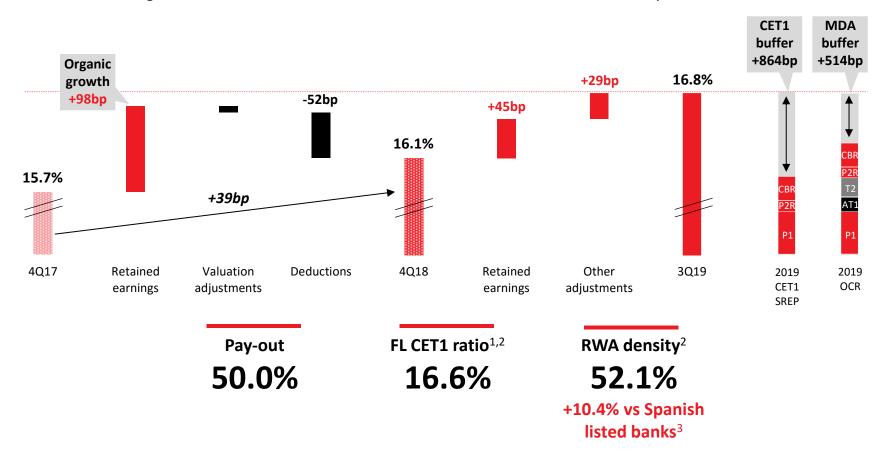
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Solvency

CET1 evolution, a further step forward

Retained earnings stand out as main driver of the CET1 increase, while deduction -mainly DTAs- have come to an end



4Q18 figure includes a c.€0.8bn impact from a regulatory change in accounting criteria involving credit exposure with specific purpose. All banks must implement this change by 2Q19. Pro-forma 4Q18 CET1 before the impact: 16.6%.

Appendix

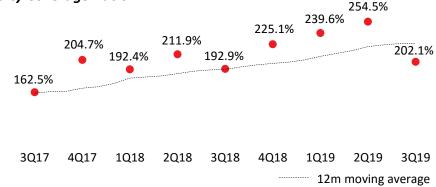
¹ IFRS 9 impact of -20bps on FL CET1 ratio | ² As at 30 September 2019.

³ Santander, BBVA, Caixabank, Sabadell, Bankia, Bankinter, Unicaja and Liberbank.

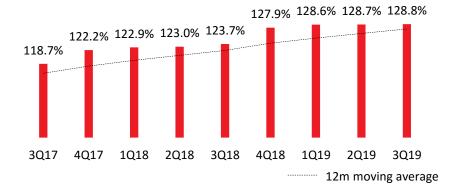
Current Liquidity & Funding position

Liquidity risk regulatory indicators

Liquidity Coverage Ratio



Net Stable Funding Ratio



Strong liquidity ratios

Kb has a solid liquidity position thanks to a largehigh quality liquid asset buffer and a well diversified funding structure supported by a broad and stable retail deposit base.

HQLA buffer¹

€7.9bn

4.3x

12m maturities

TLTRO¹

€2.5bn

vs Cash^{1,2}

€4.7bn

¹ As at 30 September 2019.

Current Liquidity & Funding position

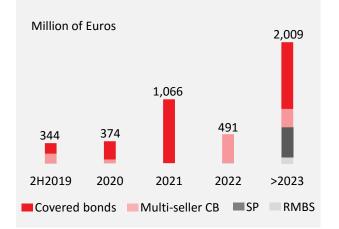
Funding maturities

Comfortable maturity profile

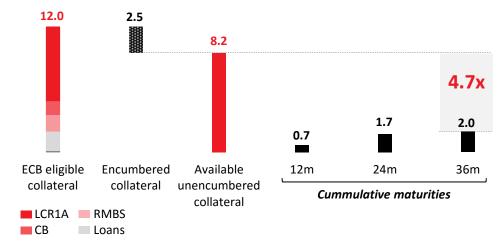
Not significant maturities in the coming years.

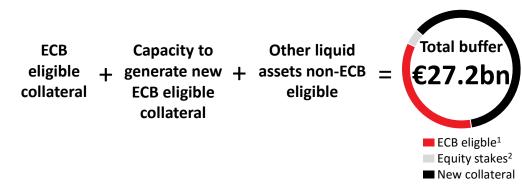
Large ECB eligible liquidity cushion to bear potential capital market shutdowns.

Additionally, the Group has a substantial spare capacity to generate new collateral.



Liquid asset buffer vs maturities (billion of Euros)





Financial

performance

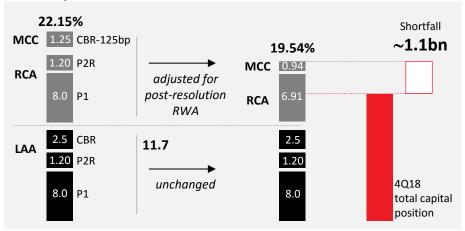
¹ECB eligible collateral value is haircut deducted.

² Only listed equity stakes.

Funding plans

No funding needs in the coming years except for MREL compliance

MREL requirements



Expected Full IG Senior Non Preferred Ratings¹

	Moody's	S&P	Fitch
CBs	Aa1	AA+	-
Senior	Baa2	BBB	BBB+
SNP	Baa3	BBB-	BBB+
T2	Baa3	-	-
Outlook	Stable	Positive	Stable
Last rating action	04/17/2018	09/26/2017	04/07/2017

Timing

Kb is required to hold a 19.54% MREL position by 1st July 2021.

Considering the current gap and the intention to preserve a sufficient MREL management buffer, 2 to 3 MREL-eligible issuances may be expected.

On 18 **September2019**, Kutxabank successfully launched its inaugural €500 million 5-year Senior Non-Preferred (SNP) transaction.

¹ Expected rating based on Rating Agencies criteria. A rating is not a recommendation to buy, sell or hold securities.



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Kutxabank Group's Legal structure

A singular case in the Spanish Financial System

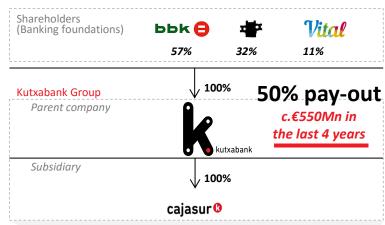
In 2011, bbk, kutxa and Vital agreed to combine their financial activities into a consolidate group of credit entities headed by a new bank:
Kutxabank.

Integration of three entities with sound solvency and common view in cultural and strategic approach. No overlapping in the existing network.

The merger was vocational, not a necessity.

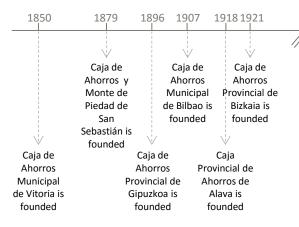
Sustainable Banking promoted by the banking foundations

Proceeds from Kb's profitability serve the long-term viability of the business strengthening the bank's solvency and boosting socially cohesive and economically efficient projects.



1/1/2012

Kutxabank



Municipal and Provincial savings banks of each of provinces merged into a single credit institution in each of these provinces:

1990

bbk kutxa Vital (Bizkaia) (Gipuzkoa) (Álava)



Overview

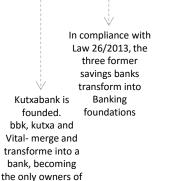
& Facts

bbk takes over distressed CajaSur pushing for developing a strong "second local market"

1/1/2011



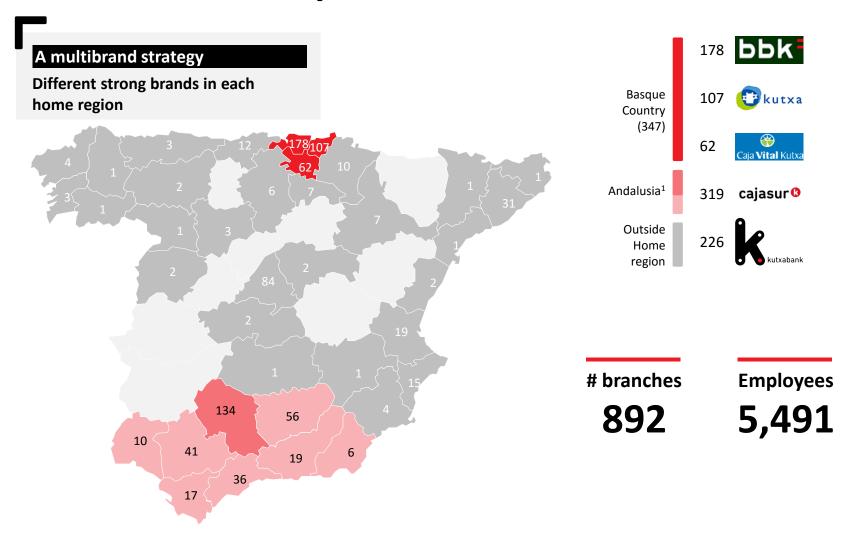
cajasur**©**



2014

Today

Kutxabank Group's commercial network



As at September 2019.

 $^{\rm 1}$ Cordoba (134 branches) is the Home region of CajaSur.

Financial

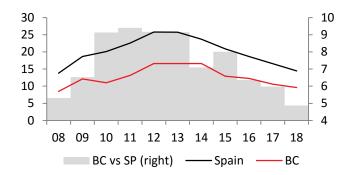
performance

Basque Country economic indicators

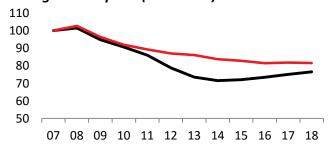
Basque economy

The Basque Country has shown an excellent financial strength, particularly during the recent crisis.

Unemployment rate evolution (%)



Housing market price (2007=100)1



Credit rating A3/A+/A-Industrial sector (M/S&P/F)contribution GDP per capita 121 **Exports to GDP** 66% EU28 100 92 **Productivity** Public debt to 124 **GDP** 19% 102 **EU28** 100 **Basque Country** Spain EU28

Source: National Institute of Statistics (INE) for the data related to the Spanish economy, Basque Institute of Statistics (Eustat) for the data related to the Basque economy and Eurostat for data related to the European economy.

¹ Source: The Spanish Ministry of Development.

Financial

performance

Reaping benefits from digitalisation process



Business digitalisation continues on the right path. Benefits from it begin to be substantial.

Digital customers contribute 57% of Gross income.

Digital customers

38.1%¹

+16% 2014-18

Active in mobile banking

25.2%¹

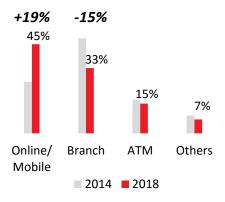
x3 2014-18

Consumer loans through digital channels

17.6%¹

x18 2014-18

Transactions per channel



Balance sheet: Assets

Million of Euros

	3Q19	3Q18	Var.	2Q19	Var.
Cash and balances at central banks	5,341.0	4,389.0	21.7%	5,969.4	-10.5%
Financial assets held for trading	93.7	76.1	23.1%	81.4	15.1%
Trading derivatives	90.7	76.1	19.2%	81.4	11.4%
Equity instruments	0.0	0.0	-	0.0	-
Debt securities	3.0	0.0	-	0.0	-
Other financial assets at fair value through p&I	80.2	278.6	-71.2%	84.3	-4.9%
Equity instruments	48.3	242.1	-80.0%	52.3	-7.7%
Debt securities	31.9	36.6	-12.9%	31.9	-0.2%
Available-for-sale financial assets	5,716.8	4,867.1	17.5%	5,607.1	2.0%
Equity instruments	1,791.9	1,128.1	58.8%	1,706.0	5.0%
Debt securities	3,924.9	3,739.0	5.0%	3,901.1	0.6%
Loans and receivables	42,829.6	42,728.9	0.2%	43,489.4	-1.5%
Central banks	0.0	0.0	-	0.0	-
Bank deposits	667.3	521.0	28.1%	614.1	8.7%
Customer loans and advances	42,162.3	42,207.9	-0.1%	42,875.4	-1.7%
Held-to-maturity investments	940.2	706.9	33.0%	942.6	-0.2%
Non-current assets held for sale	805.4	886.2	-9.1%	830.0	-3.0%
Hedging derivatives	119.1	138.2	-13.8%	128.1	-7.0%
Equity investments	196.6	502.2	-60.9%	196.3	0.1%
Reinsurance assets	46.6	50.3	-7.3%	47.8	-2.5%
Tangible assets	970.2	993.3	-2.3%	968.1	0.2%
Intangible assets	357.3	355.0	0.7%	358.1	-0.2%
Tax assets	1,861.1	1,933.8	-3.8%	1,886.2	-1.3%
Other assets	251.6	235.5	6.9%	234.4	7.4%
TOTAL ASSETS	59,609.3	58,141.0	2.5%	60,823.2	-2.0%

Overview

& Facts

Balance sheet: Liabilities and Own funds

Million of Euros

	3Q19	3Q18	Var.	2Q19	Var.
Financial liabilities held for trading	94.9	76.8	23.6%	83.3	13.8%
Financial liabilities at amortised cost	51,550.5	50,732.2	1.6%	52,969.9	-2.7%
Deposits from central banks	2,471.7	3,968.0	-37.7%	3,955.9	-37.5%
Deposits from credit institutions	380.9	511.6	-25.5%	387.0	-1.6%
Customer deposits	44,764.9	42,544.6	5.2%	45,117.9	-0.8%
Debt securities in issue	3,329.3	3,069.7	8.5%	2,878.1	15.7%
Other financial liabilities	603.7	638.3	-5.4%	631.0	-4.3%
Hedging derivatives	238.1	152.9	55.7%	201.9	17.9%
Reinsurance liabilities	609.6	599.8	1.6%	609.0	0.1%
Provisions	478.0	518.8	-7.9%	490.5	-2.5%
Tax liabilities	352.6	263.3	33.9%	331.9	6.2%
Other liabilities	211.0	199.6	5.7%	221.5	-4.7%
Total liabilities	53,534.7	52,543.3	1.9%	54,908.0	-2.5%
Equity	5,491.8	5,305.7	3.5%	5,415.9	1.4%
Accumulated other comprehensive income	572.5	280.9	103.8%	489.5	17.0%
Minority interests	10.3	11.1	-6.7%	9.8	5.4%
Total equity	6,074.6	5,597.6	8.5%	5,915.2	2.7%
TOTAL EQUITY AND LIABILITIES	59,609.3	58,141.0	2.5%	60,823.2	-2.0%



Capital &

Funding plans

Balance sheet: Solvency

Million of Euros

	3Q19 ¹	3Q18 ¹	Var.
Capital	2,060.0	2,060.0	0.0%
Reserves	3,227.1	3,061.1	5.4%
Retained earnings	133.5	127.1	5.1%
Minority interests	3.5	4.2	-17.2%
Valuation adjustments	576.8	292.0	97.5%
Intangible assets	-342.0	-337.3	1.4%
Deductions	-488.2	-475.2	2.7%
CET I capital	5,170.6	4,731.9	9.3%
Tier I capital	5,170.6	4,731.9	9.3%
Total capital	5,170.6	4,731.9	9.3%
RWA	30,695.9	29,467.1	4.2%
CET I ratio	16.84%	16.06%	79 bp
Tier I ratio	16.84%	16.06%	79 bp
Total Capital ratio	16.84%	16.06%	79 bp
Leverage ratio	8.69%	8.22%	47 bp
Pro-forma:			
CET I ratio fully loaded	16.57%	15.52%	105 bp
Total Capital fully loaded ratio	16.57%	15.52%	105 bp
Leverage fully loaded ratio	8.57%	7.96%	61 bp

Acronyms

AT1: Additional Tier 1

ATA: Average Total Assets

AuM: Asset under Management

bn: billion

BC: Basque Country

bp: basis points

CET1: Common Equity Tier 1

CPI: Consumer Price Index

DTA: Deferred Tax Assets

ECB: European Central Bank

GDP: Gross Domestic Product

HQLA: High-Quality Liquid Assets

LAA: Loss Abosrbing Amount

LCR: Liquidity Coverage Ratio

LtD: Loan to Deposit

MCC: Market Confidence Charge

MDA: Minimum Distributable Amount

Mn: million

MREL: Minimum Requirement for own funds & Eligible

Liabilities

NAV: Net Asset Value

NII: Net Interest Income

NSFR: Net Stable Funding Ratio

OCR: Overall Capital Requirement

P1: Pillar 1

P2R: Pillar 2 Requirement

pp: percentage point

RE: Real Estate

RCA: Recapitalisation Amount

RED: Real Estate and Developers

ROA: Return on Assets

ROE: Return on Equity

RORWA: Return on Risk Weighted Assets

ROTE: Return on Tangible Equity

RWA: Risk Weighted Assets

SME: Small and Medium Enterprise

SNP: Senior Non Preferred

SREP: Supervisory Review and Evaluation Process

SSM: Single Supervisory Mechanism

T2: Tier 2

TA: Total Assets

TLOF: Total Liabilities and Own Funds

TLTRO: Targeted Longer-Term Refinancing Operations

WMF: Wholesale Markets Funding

Appendix

Contacts

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