

# **1H2017 RESULTS**

**JULY 31<sup>ST</sup> 2017**

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# MAIN HIGHLIGHTS

COMMERCIAL ACTIVITY · RESULTS · ASSET QUALITY · SOLVENCY

# MAIN HIGHLIGHTS

## COMMERCIAL ACTIVITY

- » **Customer funds** grow **4.4% YoY** (€2,364mm).
- » **AuM and life insurance products** rise **16.1% YoY** or €3,454mm and account for 45% of total customer funds.
- » **New lending** in the semester surpasses €2,700mm, **7.6%** more than in 1H2016.
- » **Performing loans to non-real estate companies** grow **7.4% YoY** and **consumer lending** rises **4.0% YoY**.

## RESULTS

- » **Recurring revenues** in the semester grow **3.5% YoY** based on the turning point reached in net interest income (+0.4% YoY) and the strong growth in net fee income (+8.7% YoY).
- » Total operating costs grow 25.8% YoY due to the accounting of **€71.6mm** of **extraordinary expenses** related to the redundancy plan announced in May. The agreement will allow Ibercaja to **reduce its structure by 11%**.
- » **Total provisions** drop **45% YoY** vs. same period of the previous year.
- » **Net profit** stands at €41.7mm. Excluding the extraordinary expenses related to the redundancy plan, net income increases **31.1% YoY**.

# MAIN HIGHLIGHTS

## ASSET QUALITY

- » **Stock of problematic assets** (doubtful loans and foreclosed assets) falls **3.4% YTD** or €161mm. **Coverage ratio of problematic assets** stands at **48%**.
- » In July, Ibercaja Banco has signed an agreement to sell a **€490mm portfolio of real estate loans**. The transaction represents a **36%** reduction in the **stock of non-performing real estate loans** as of March 2017.
- » **Foreclosed assets sales** rise **32% YoY**. The bank releases €9mm of provisions as a result of these sales.

## SOLVENCY

- » **CET1 Phased In** ratio stands at **11.1%** and **Total Capital** ratio reaches **13.3%**, significantly above SREP requirements (7.25% and 10.75%, respectively).
- » During this semester Ibercaja has amortized in advance €223mm of **CoCos**. As a result, Ibercaja has fully redeemed **€407mm** of CoCos from Cajatres without selling strategic assets or diluting its shareholders.
- » **CET1 Fully Loaded** improves **14 b.p.** YTD, to 10.3%.

# COMMERCIAL ACTIVITY

BANKING BUSINESS · MUTUAL FUNDS · LONG TERM SAVINGS PRODUCTS · RISK INSURANCE

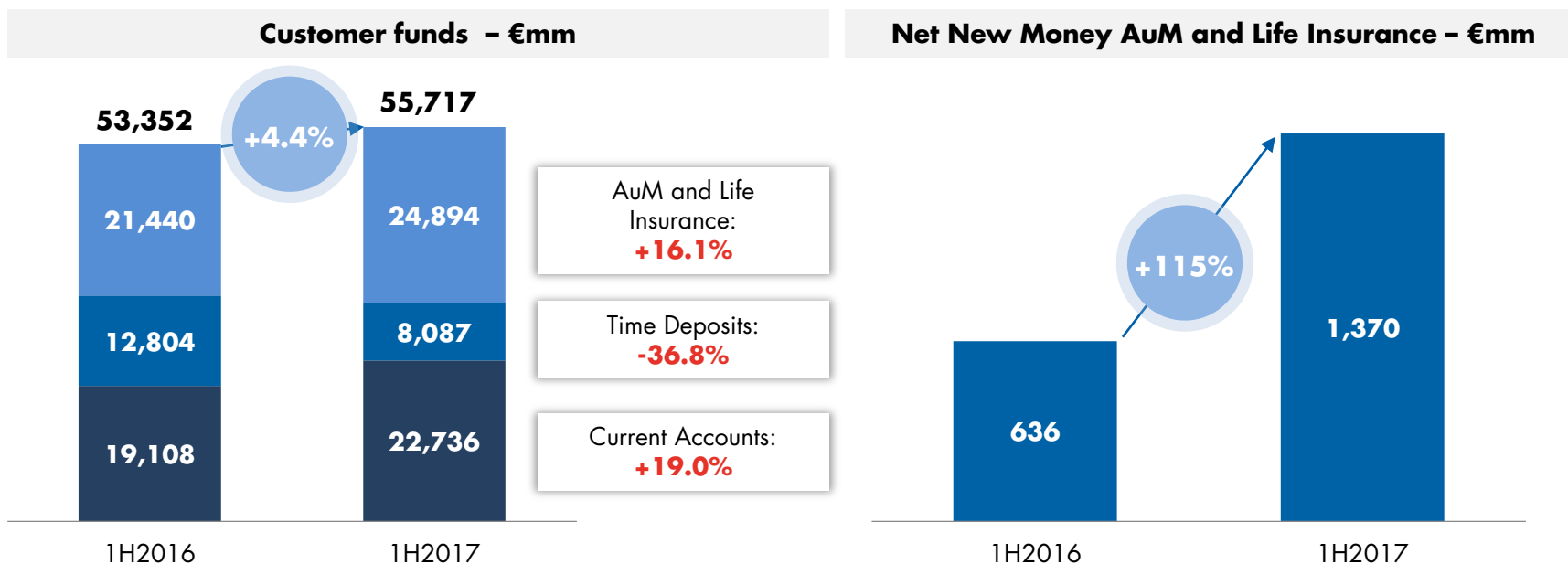
# BANKING BUSINESS: CUSTOMER FUNDS

**Customer funds grow 4.4% YoY (€2,364mm).**

**AuM and life insurance products rise 16.1% YoY or €3,454mm and account for 45% of total customer funds.**

- **Net new money** into AuM and life insurance products amount to **€1,370mm** YTD, a 115% increase vs. same period of the previous year.

**Current accounts** continue increasing their weight in total deposits with a **19% YoY** increase and represent 74% of total deposits.





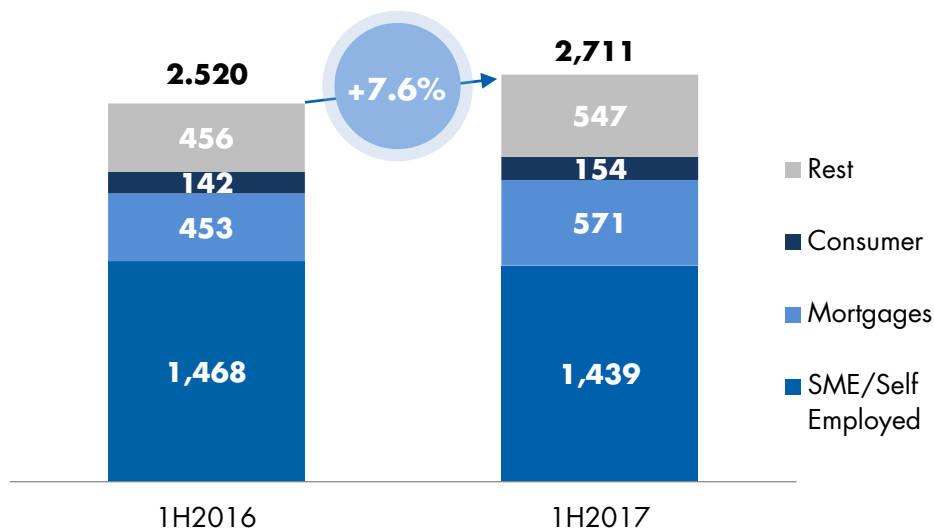
# BANKING BUSINESS: CUSTOMER LOANS (1/2)

**New lending in the semester surpasses €2,700mm, 7.6% more than in 1H2016.**

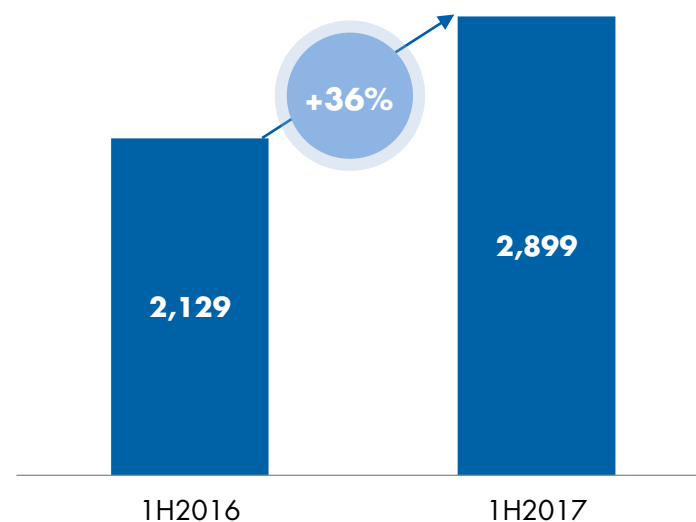
- **Mortgage** granting grows **26% YoY** reaching €571mm in the period.
- Strong momentum in **Madrid** where new lending grows **30% YoY** after launching Plan + Madrid one year ago. Madrid represents 35% of total new lending YTD.

**In addition, accumulated working capital financing amounts to €2,899mm, +36% YoY.**

**New Lending Production<sup>1</sup> – €mm**



**Accumulated Working Capital Financing – €mm**



# BANKING BUSINESS: CUSTOMER LOANS (2/2)

Performing loans ex repos decrease 1.8% YoY.

- **Performing loans to non-real estate companies** grow **7.4% YoY** and **consumer lending** rises **4.0% YoY**.
- Excluding loans to real estate companies (which are falling 24% YoY), **performing loans fall 0.8% YoY**.

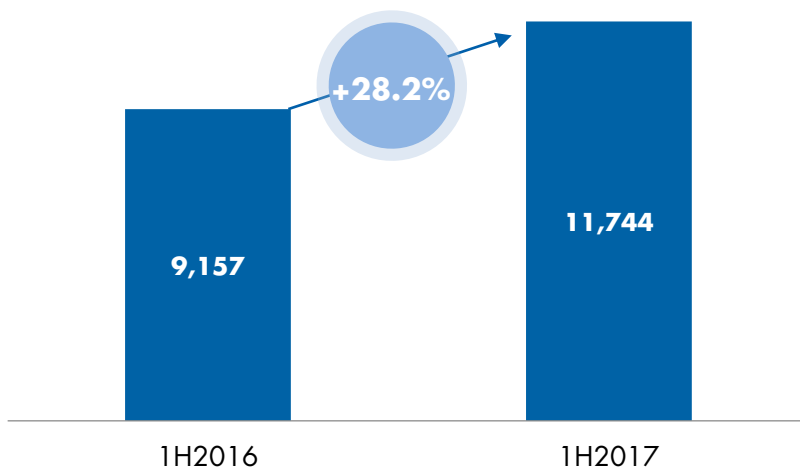
Customer Loans – €mm			
	1H2016	1H2017	Var.
<b>Loans to Individuals</b>	<b>22,447</b>	<b>21,783</b>	<b>-3.0%</b>
Mortgages	21,195	20,481	-3.4%
Consumer and Others	1,252	1,302	4.0%
<b>Loans to Companies</b>	<b>7,276</b>	<b>7,416</b>	<b>1.9%</b>
Real Estate Companies	1,252	949	-24.2%
Non-Real Estate Companies	6,024	6,467	7.4%
<b>Public Sector and Others</b>	<b>1,033</b>	<b>1,009</b>	<b>-2.3%</b>
<b>Performing Loans ex Repo</b>	<b>30,756</b>	<b>30,208</b>	<b>-1.8%</b>
Repo	510	992	94.4%
Doubtful Loans	2,990	2,974	-0.6%
<b>Total Gross Loans</b>	<b>34,257</b>	<b>34,174</b>	<b>-0.2%</b>

# MUTUAL FUNDS

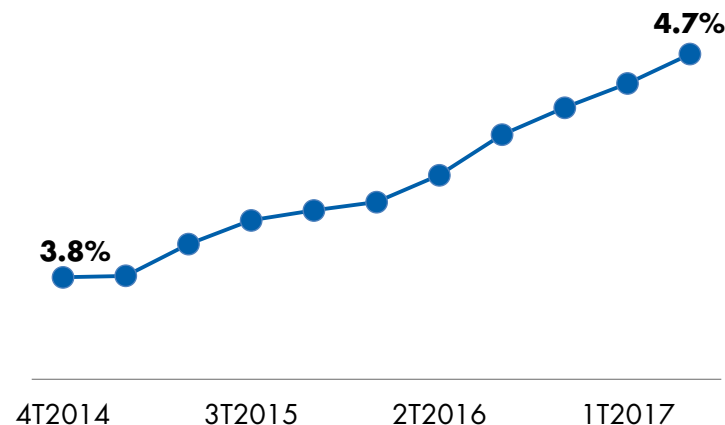
**Assets under management reach €11,700mm, with a 28% YoY increase.**

- With net inflows amounting to €1,144mm, Ibercaja Banco is the **3<sup>rd</sup> mutual fund management company in terms of net new money in 2017**, with a 9.3% market share.
- **The Bank has increased its market share by 21 b.p. YTD**, and stands at 4.7%. Since launching its 2015-2017 Strategic Plan, the company has improved its market share by 87 b.p.
- **Managed account services** represent **35%** of total AuM..

**Assets under Management – €mm**



**Quarterly Mutual Funds Market Share – %**



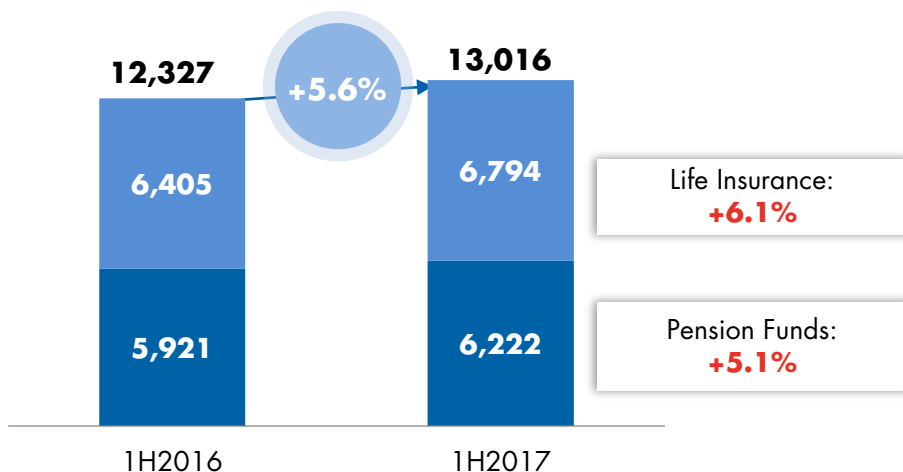
# LONG TERM SAVINGS PRODUCTS: LIFE INSURANCE AND PENSION FUNDS

Long term savings products surpasses €13,000mm, +5.6% vs. same period of the previous year.

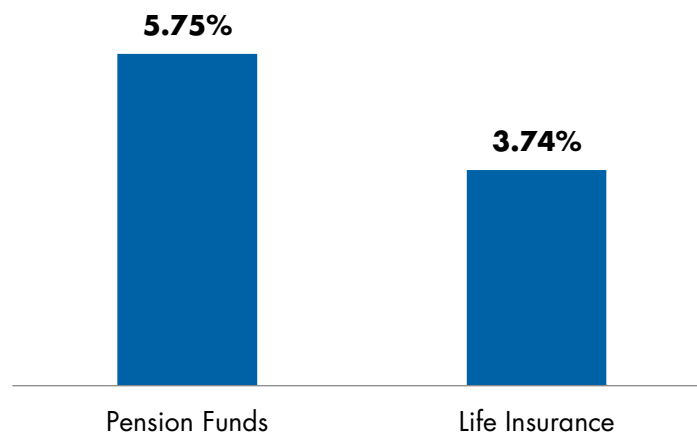
- Life insurance growth is based on **systematic individual savings plans (+10% YoY)** and **life annuities (+5% YoY)**.
- **Customer contributions to individual pension plans** grow **20.5% YoY** while **net transfers from 3rd party pension plans** rise **57% YoY**.

Ibercaja Banco holds a market share in these products significantly above its banking business market share.

Long Term Savings - €mm



Market Share - % 1H2017



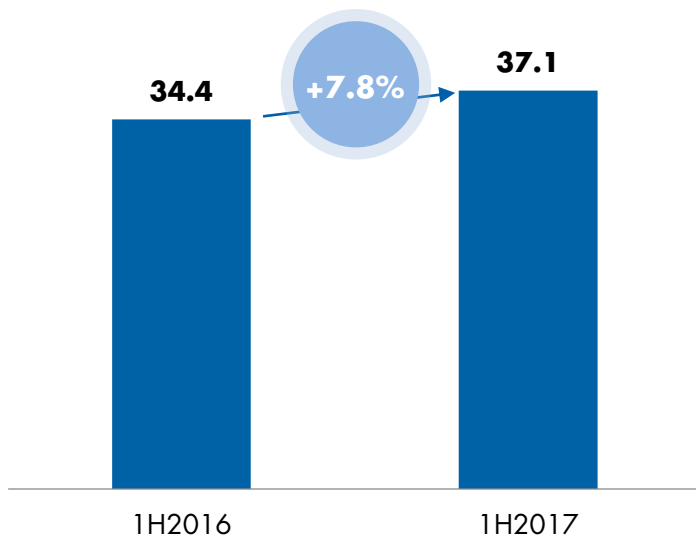
# RISK INSURANCE

**Risk insurance premiums (life risk and non-life <sup>1</sup>) rise 6.3% YoY.**

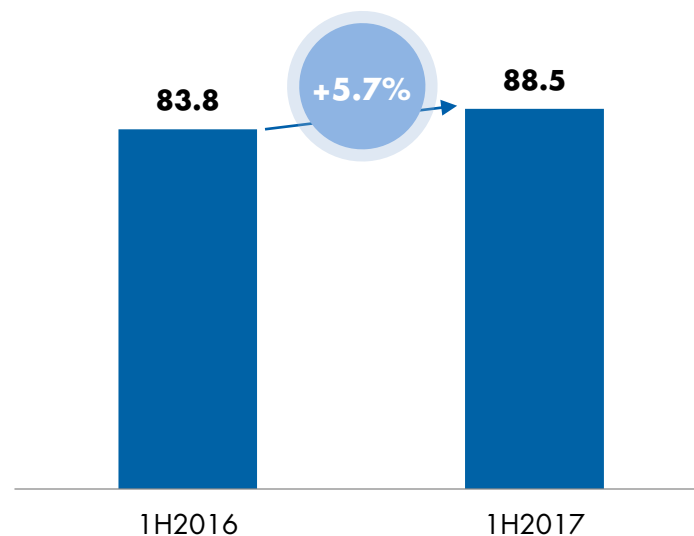
- Strong momentum in **health and car insurance** with premiums growing **9.8% YoY** and **8.8% YoY** respectively.

**These products already represent 9% of Ibercaja's recurring revenues.**

**Life Risk Insurance Premiums – €mm**



**Non-Life Insurance Premiums<sup>1</sup> – €mm**



# 1H2017 RESULTS

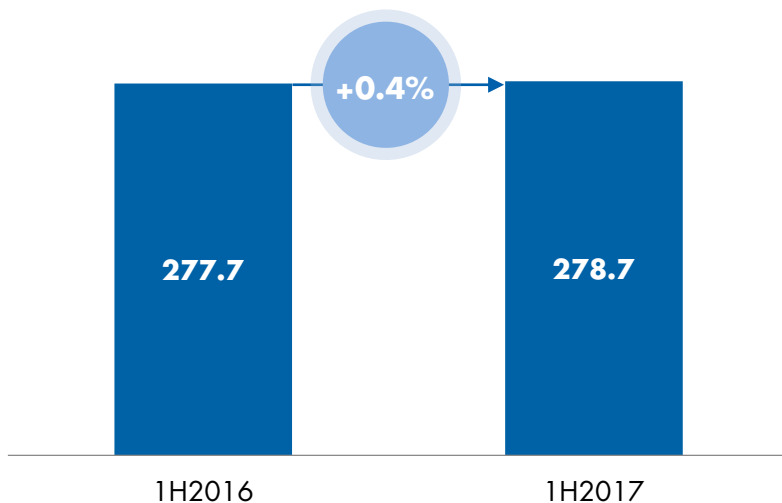
P&L ACCOUNT · NET INTEREST INCOME · CUSTOMER SPREAD · NET FEE INCOME · RECURRING  
REVENUES · OPERATING COSTS · PROVISIONS · PROFIT BEFORE TAXES

# P&L ACCOUNT

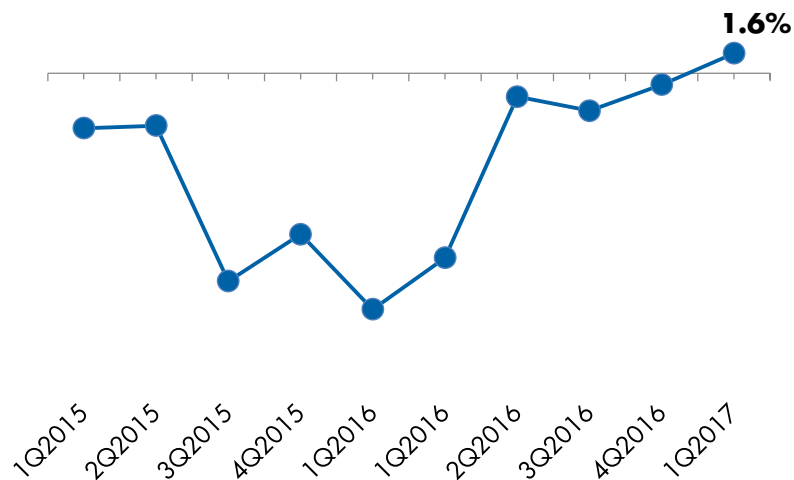
€mm	1H2016	1H2017	YoY
<b>Net Interest Income</b>	<b>277.7</b>	<b>278.7</b>	<b>0.4%</b>
<b>Net Fee Income</b>	165.4	179.9	8.7%
<b>Trading Income</b>	135.1	106.1	-21.4%
<b>Other Operating Inc. / Exp. (Net)</b>	65.7	8.5	-87.1%
of which: net gain from sale of the real estate servicer	69.3		
<b>Gross Operating Income</b>	<b>643.9</b>	<b>573.2</b>	<b>-11.0%</b>
<b>Operating Costs</b>	-312.9	-393.6	25.8%
of which: 2017 redundancy plan		-71.6	
<b>Pre-Provision Profit</b>	<b>331.0</b>	<b>179.6</b>	<b>-45.7%</b>
<b>Total Provisions</b>	-230.4	-126.8	-45.0%
<b>Other Gains and Losses</b>	2.2	3.5	59.8%
<b>Profit before Taxes</b>	<b>102.8</b>	<b>56.4</b>	<b>-45.2%</b>
<b>Taxes &amp; Minorities</b>	-30.5	-14.6	-52.0%
<b>Net Profit Attributable to Shareholders</b>	<b>72.3</b>	<b>41.7</b>	<b>-42.3%</b>
<b>Profit before Taxes ex 2017 redundancy plan</b>	<b>102.8</b>	<b>128.0</b>	<b>24.5%</b>
<b>Net Profit ex 2017 redundancy plan</b>	<b>72.3</b>	<b>94.7</b>	<b>31.1%</b>

# NET INTEREST INCOME (1/2)

Net Interest Income – €mm



Var. Net Interest Income – Quarterly YoY



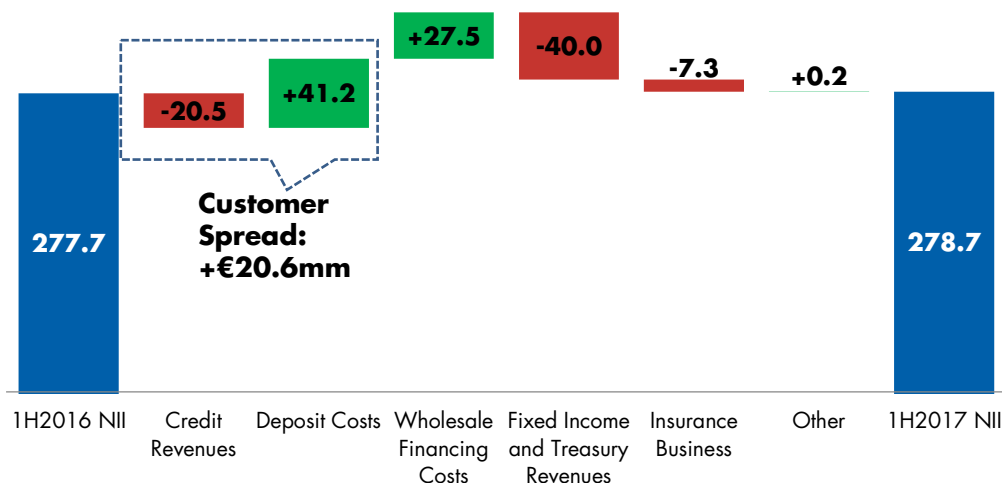
**Ibercaja Banco has reached the turning point in net interest income evolution after 2 years falling.**

- Net interest income grows 0.4% YoY in the first half of the year.
- Quarterly net interest income grows 1.6% YoY.

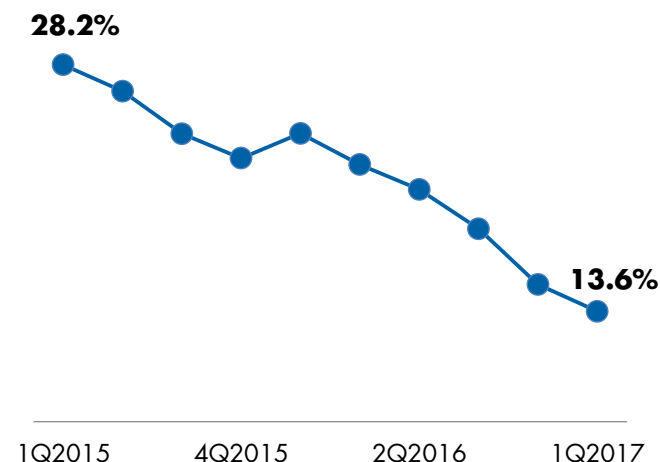


# NET INTEREST INCOME (2/2)

Net Interest Income Breakdown - €mm



Fixed Income Portfolio Revenues % Interest Income



The increase in the net interest income is explained by:

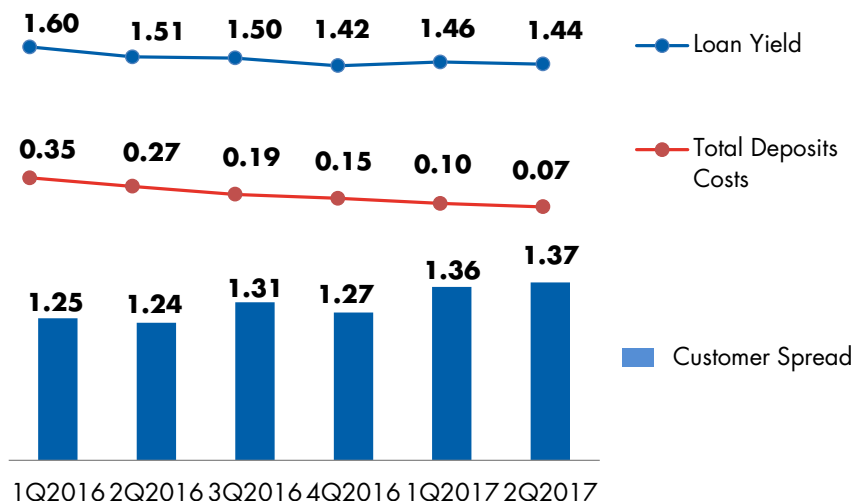
- **Customer spread** rises **€20.6mm** based on the reduction in deposits costs.
- **Wholesale financing costs** drop **€27.5mm** after CoCos repayment.

Additionally, the two main negatives impacts in the NII evolution over the last years have started to moderate:

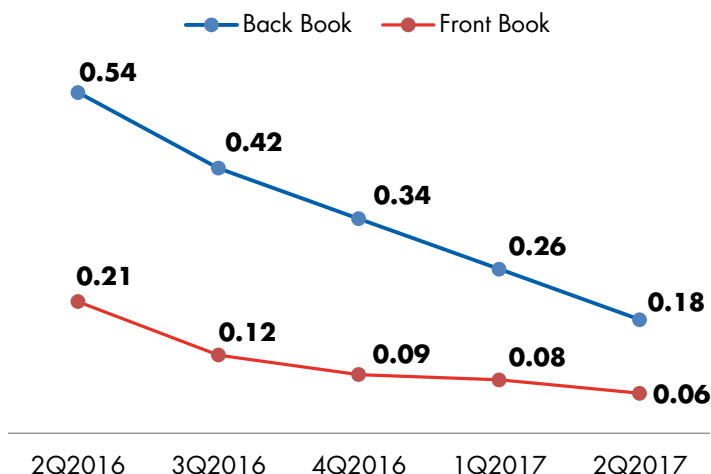
- **Credit revenues** fall moderates to **-8% YoY** vs. -25% YoY registered in 1H2016.
- **Fixed income portfolio revenue**, that drop 39% YoY, represent just **13.6%** of interest income in 2Q2017, a level close to historical average.

# CUSTOMER SPREAD

Customer Spread - %



Time Deposits Costs - %

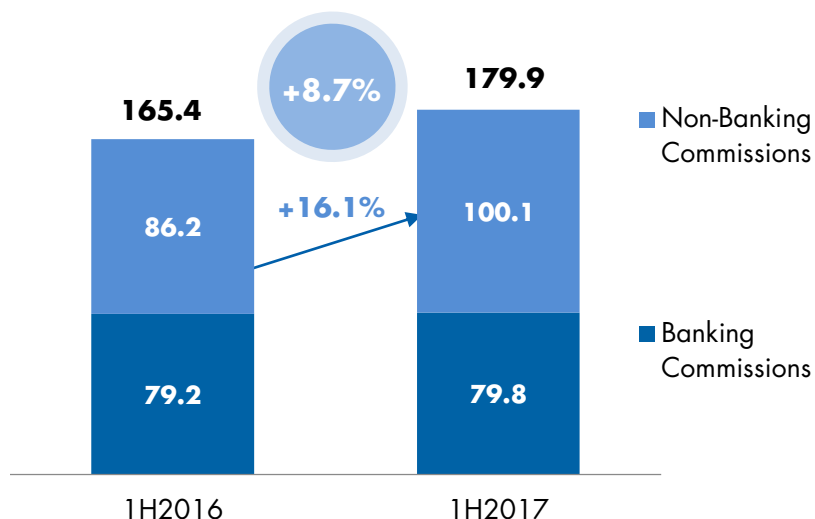


## Customer spread improves 13 b.p. vs. 2Q2016.

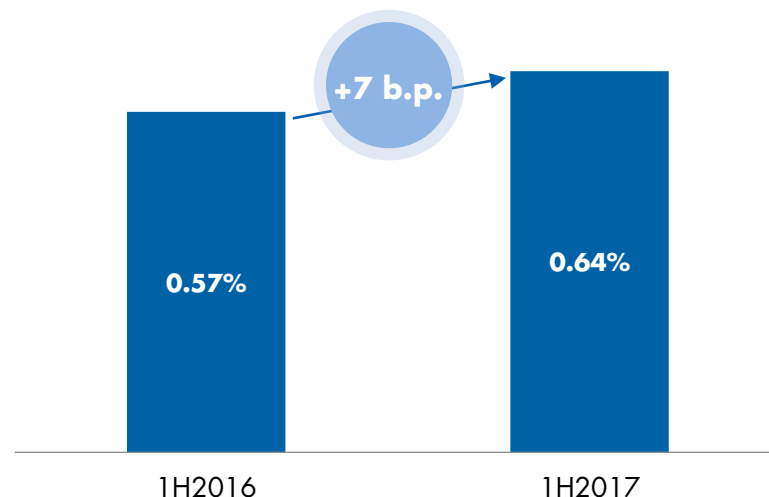
- **Loan yield** has remained **stable at 1.4%** over the last 3 quarters thanks to attractive yield in new operations (>2.2% in 2Q2017) that compensates falling Euribor (-7 b.p. YTD)
- **Total cost of deposits continues to fall** based on the increase of current accounts as % of total deposits (74% vs. 60% in 1H2016) and the decline in front book time deposits cost.

# NET FEE INCOME

Net Fee Income - €mm



Net Fee Income - % ATA

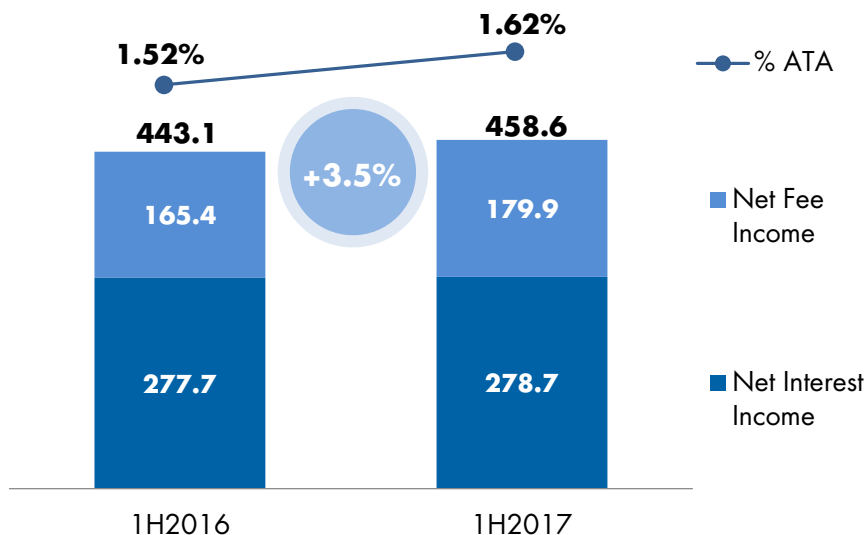


## Net fee income grows 8.7% YoY.

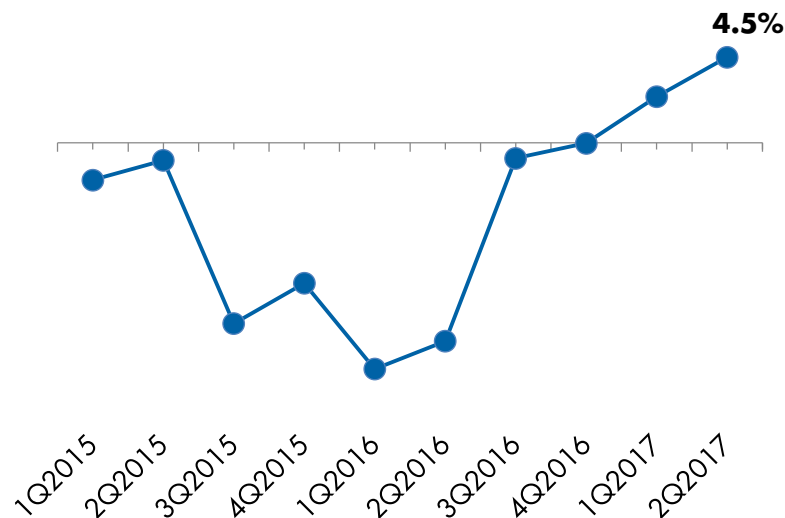
- **Non-banking commissions** (mutual funds, risk insurance and pension funds) rise **16.1% YoY**, based on **mutual funds commissions** that surge **21.3% YoY**.
- **Banking commissions** rise **1.9% YoY** not taking into account the termination of the servicer contract with SAREB (vs. 0.7% reported)

# RECURRING REVENUES (1/2)

Recurring Revenues – €mm



Quarterly Recurring Revenues - YoY



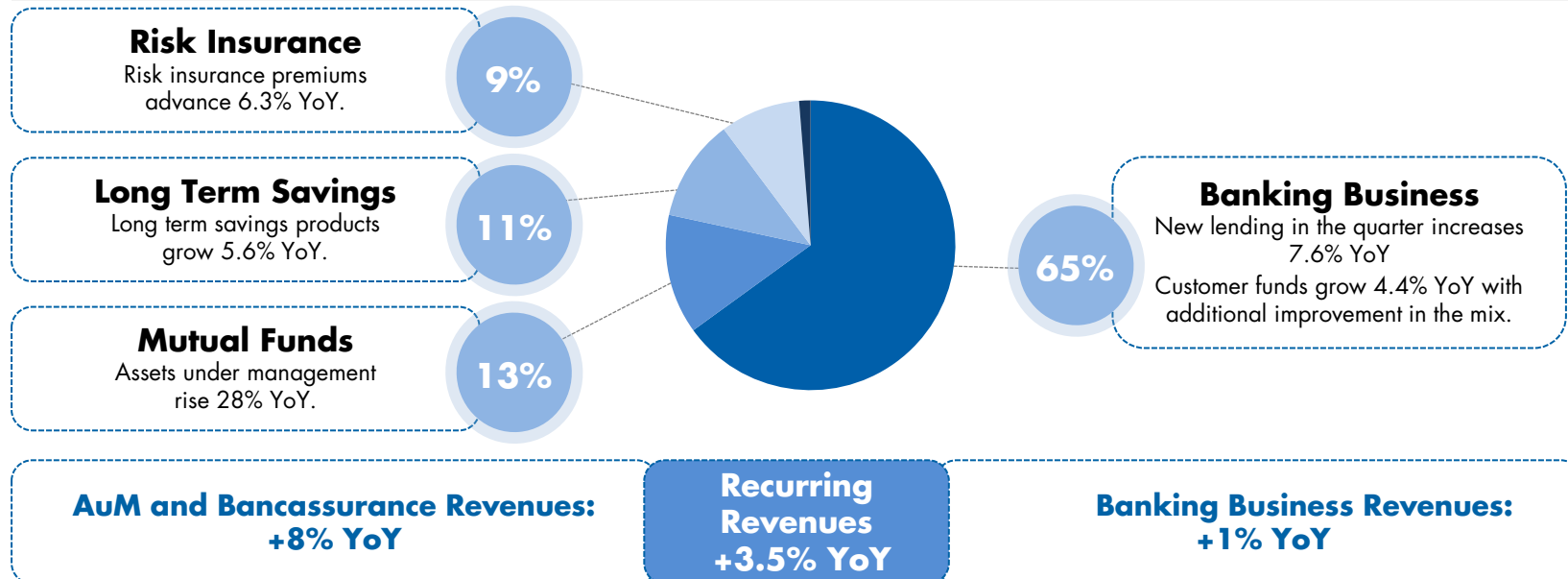
**The turning point in recurring revenues that took place in 1Q2017 has gained strength in the 2Q2017:**

- **Recurring revenues** in the first half of the year grow **3.5% YoY**.
- **Quarterly recurring revenues** grow **4.5% YoY** and accelerate vs. 2.4% growth achieved in 1Q2017.

**Recurring revenues as % ATA improve 10 b.p.**

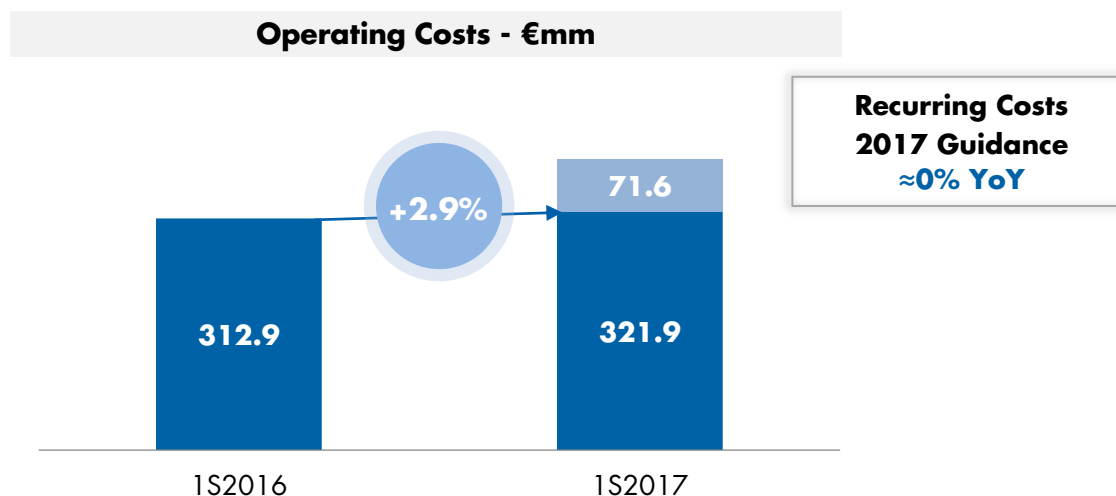
# RECURRING REVENUES (2/2)

## Contribution to Recurring Revenues (Net Interest Income + Net Fee Income) – % 1H2017



After the fall suffered in 2015 and 2016, increasing commercial activity and business diversification allow for growing recurring revenues in YoY terms.

# OPERATING COSTS



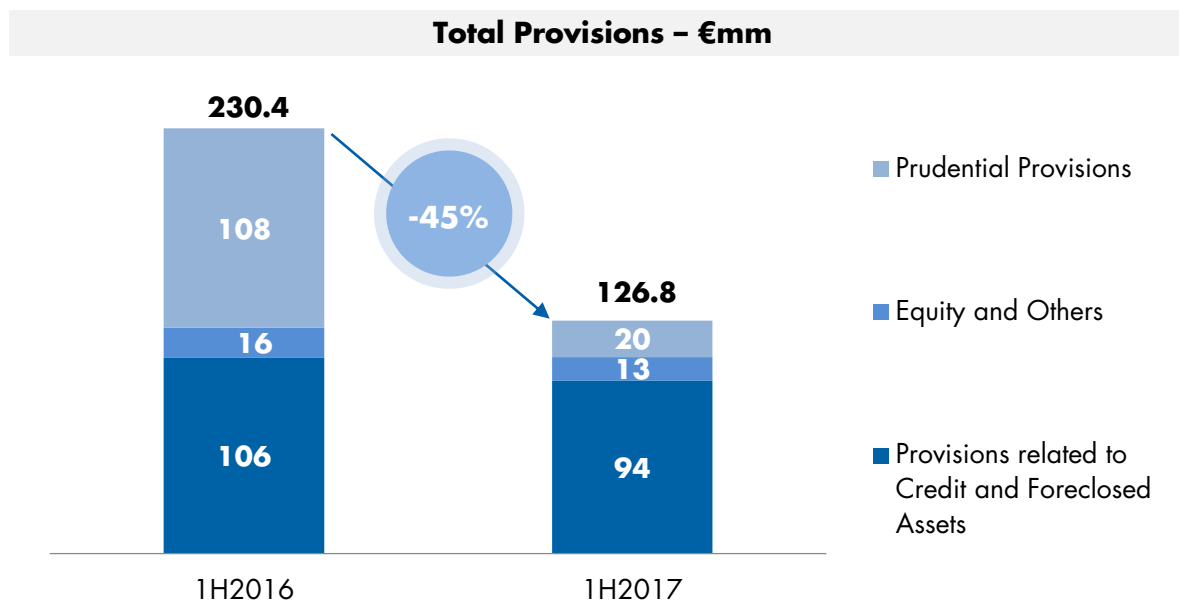
**Total operating costs grow 25.8% YoY due to the accounting of €71.6mm of extraordinary expenses related to the redundancy plan announced in May:**

- The agreement will allow Ibercaja to reduce its workforce by up to 590 employees and the closure of up to 140 branches until June 2018. These departures represent **11% of the cost structure of the bank**.
- The reported **€71.6mm** expenses cover the **65% of total announce departures**. The rest of the adjustment, up to the maximum figure announced, will take place in the 1H2018<sup>1</sup>.

**Recurring costs grow 2.9% YoY vs. +5.9% YoY in the 1Q2017 results.**

- Ibercaja Banco reiterates its guidance of **stable recurring costs in 2017 (≈0% YoY)**

# PROVISIONS



**Total provisions drop 45% YoY vs.** same period of the previous year.

**Provisions related to credit and foreclosed assets fall 11.7% YoY.**

- **Cost of risk** stands at **52 b.p.** in line with the Strategic Plan Target.

# PROFIT BEFORE TAXES

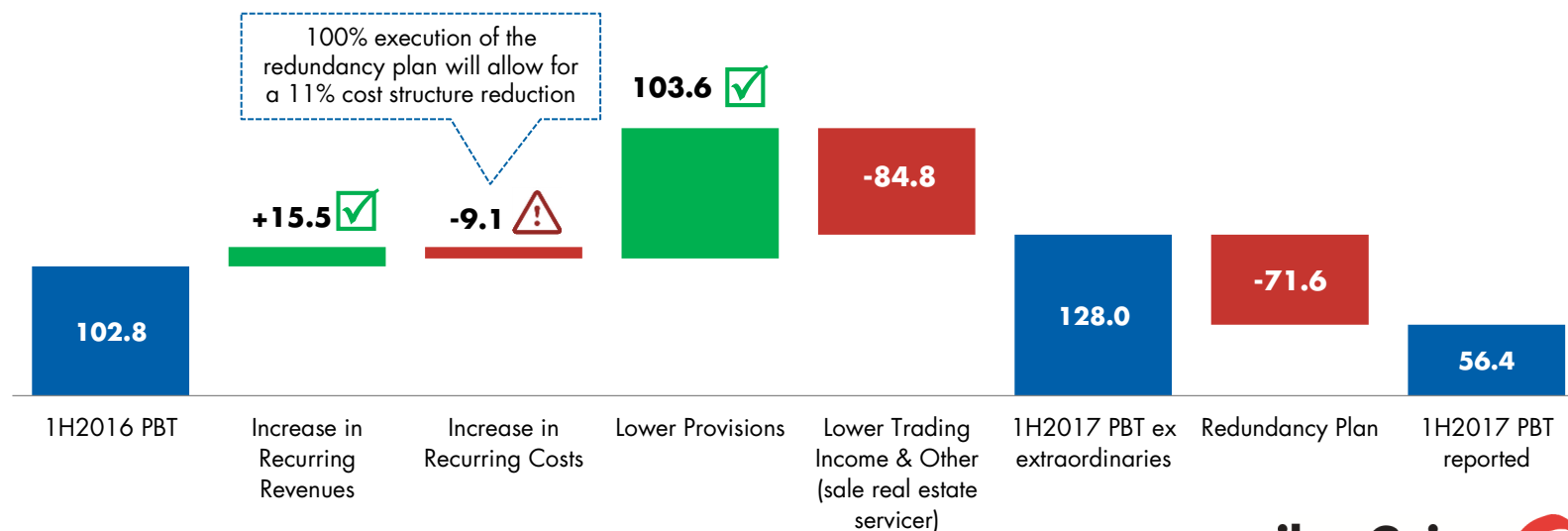
The impact of extraordinary expenses related to the redundancy plan drags out profits evolution.

- Adjusted profit before taxes grows 24.5%

However:

- Growing recurring revenues and falling total provisions**, two of the 3 main levers to increase long term profitability, grow €119mm YTD.
- Current recurring costs remain stable in 2017 and the Bank has reached an agreement to reduce its cost structure by 11%.

Profit before Taxes Evolution – €mm





# **ASSET QUALITY, LIQUIDITY AND SOLVENCY**

# ASSET QUALITY (1/4)

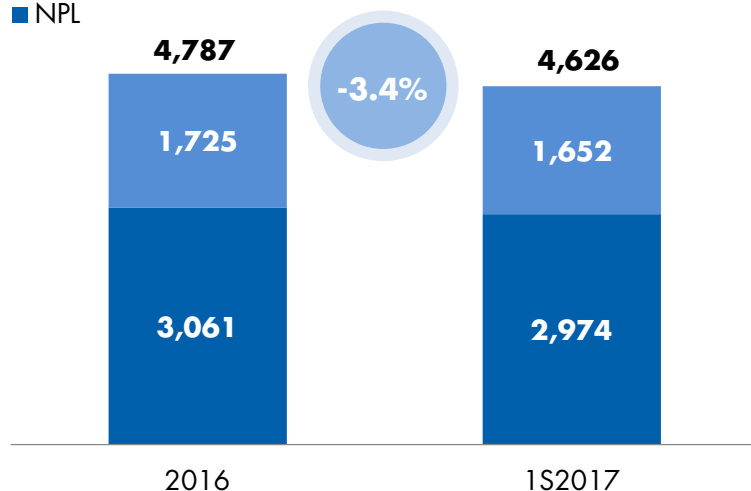
**Stock of problematic assets (doubtful loans and foreclosed assets) falls 3.4% YTD or €161mm.**

- **Doubtful loans** decrease **2.9%** YTD or €87mm. NPL ratio stands at 8.7%.
- **Stock of foreclosed assets** drops **4.3%** or €73mm.

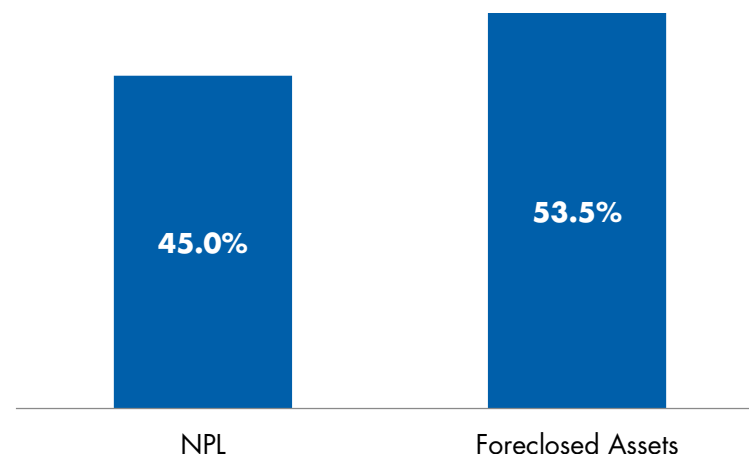
**Coverage ratio of problematic assets stands at 48%.**

**Stock of Problematic Assets –€mm gross**

■ Foreclosed Assets  
■ NPL



**Coverage Ratios 1S2017 – %**

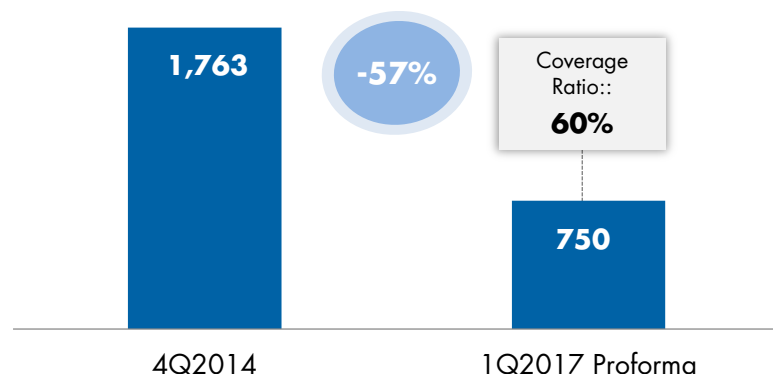


# ASSET QUALITY (2/4): PROJECT FLETA

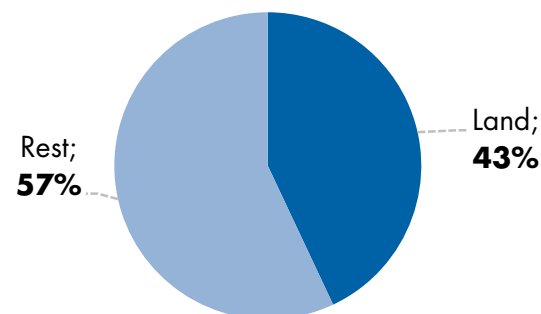
In July, Ibercaja Banco has signed an agreement to sell a €490mm portfolio of real estate loans. The portfolio comprises 505 loans to real estate developers, mostly classified as doubtful.

- The transaction represents a **36% reduction in the stock of non-performing real estate loans** as of March 2017. Since the launch of the Strategic Plan, **these loans have fallen 57% or more than €1,000mm.**
- The **loans granted to finance land** included in the transaction represent **43% of the portfolio**. This % is the highest of any other transaction of this type carried out in Spain. As a result, **Ibercaja Banco's stock of doubtful loans to finance land will be reduced by more than 33%.**
- This transaction **minimizes net exposure to doubtful real estate loans** to just **1% of total loans** thanks to the coverage level reached in the rest of real estate loans.
- This sale **will not have a relevant impact in 2017 net profit** thanks to the provisions that the Bank has already built as of 1H2017. The sale will be accounted for in the **3Q2017 results**.

Real Estate Sector NPL – €mm gross



Project Fleta Breakdown - % gross loans

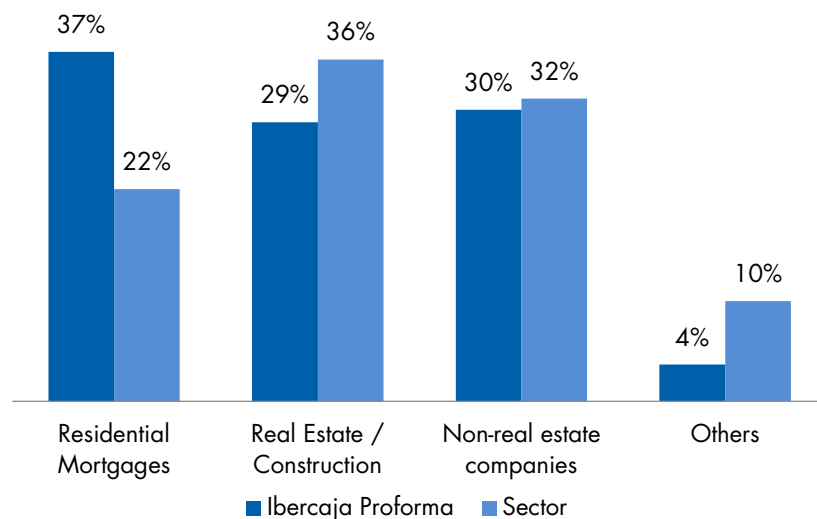


# ASSET QUALITY (3/4): PROJECT FLETA

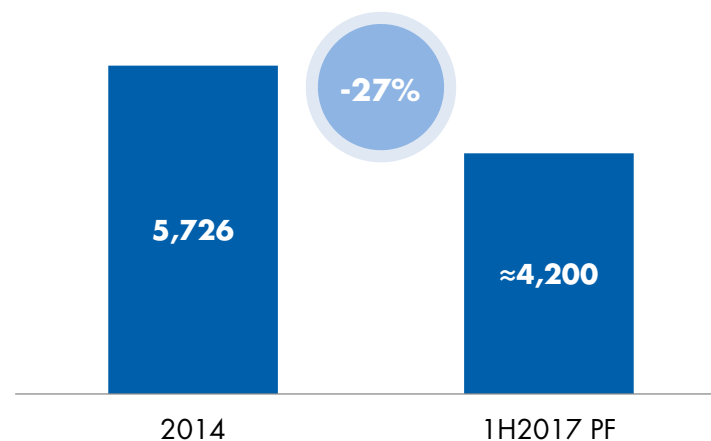
As a result of Project Fleta:

- **NPL ratio** will fall below **8%**.
- **The mix of gross NPLs will improve: weight of real estate NPL** will fall to just **29%** of total NPL (vs. 36% of the system). The weight of residential mortgages NPL increases to 37% of total NPL, significantly above the sector (22%).
- **The reduction of gross problematic assets accelerates:** problematic assets will drop 27% (approx. €1,500mm) since the launching of the 2015-2017 Strategic Plan.

**Gross NPL Distribution<sup>1</sup> – %**



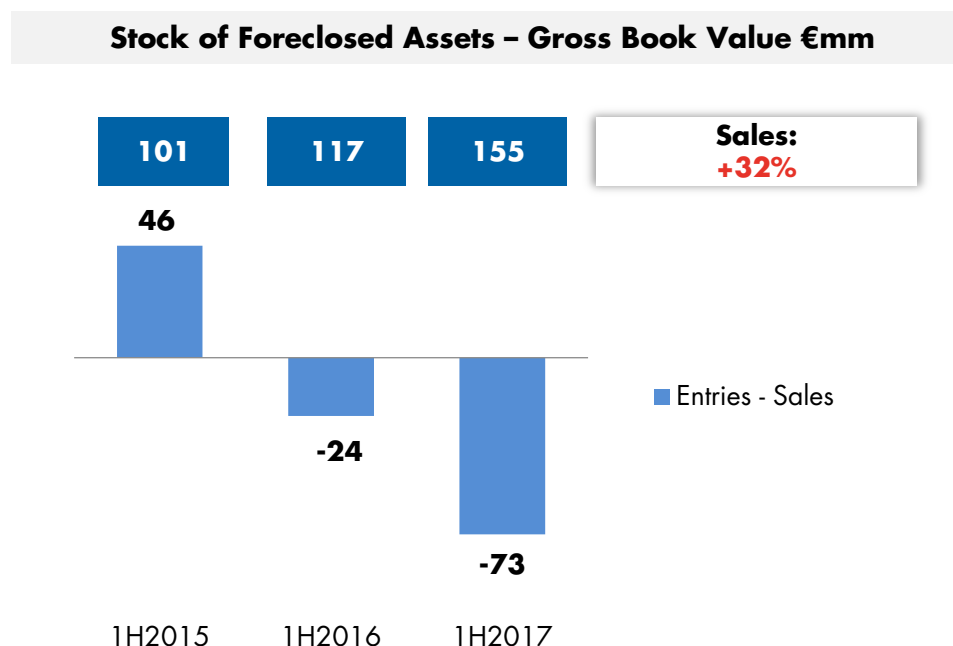
**Gross Problematic Assets – %**



# ASSET QUALITY (4/4)

**Strong acceleration in the reduction in the stock of foreclosed assets based on the increase of sales, +32% YoY.**

- As a result of its coverage levels, Ibercaja Banco releases **€9mm** of provisions.
- **Land sales** reach **€47.7mm** in the semester, +127% YoY vs. same period of the previous year.

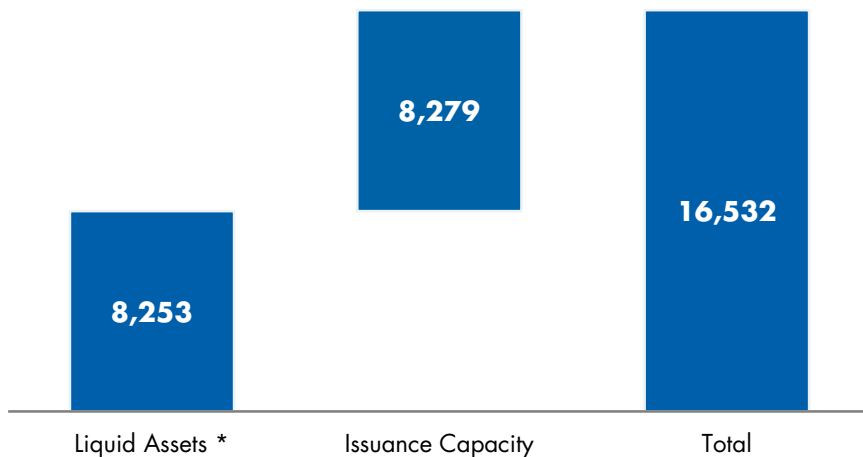


# LIQUIDITY AND SOLVENCY (1/4)

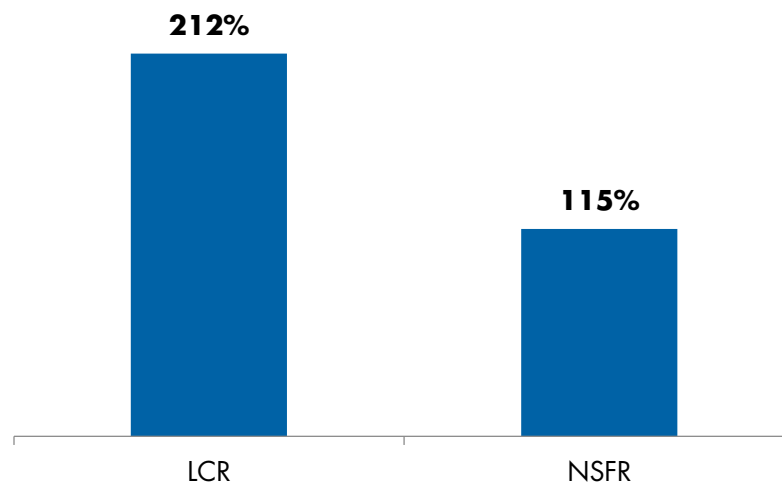
## Sound Liquidity Position:

- **Available liquid assets**, above **€8,250mm** (15% of total assets), together with covered bond issuance capacity, represent more than **€16,500mm or 30% of total assets**.
- Regulatory liquidity and funding ratios (LCR and NSFR) comfortably above minimum requirements.

Liquidity Position – €mm



Liquidity and Funding Ratios – 1H2017

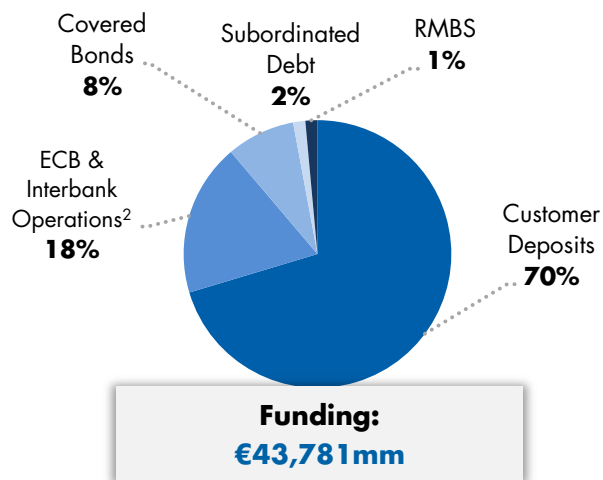


# LIQUIDITY AND SOLVENCY (2/4)

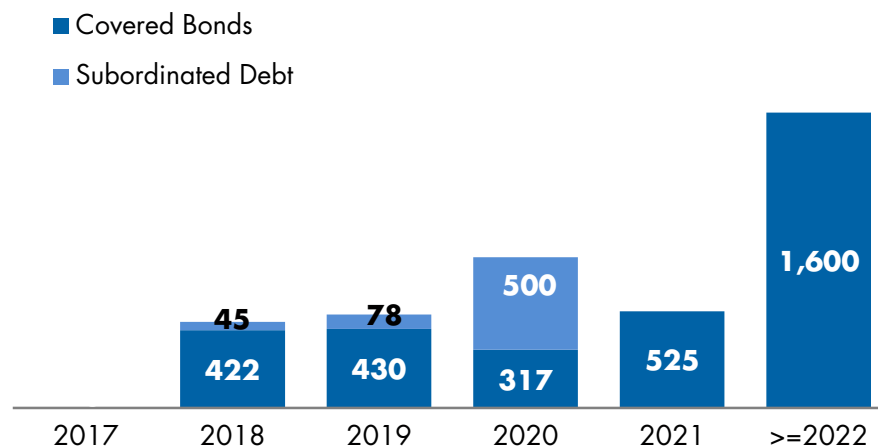
## Stable funding structure:

- **Loan to deposits ratio** stands at **98.8%**<sup>1</sup>.
- **Customer deposits** represent **70% of total funding**.
- ECB: €3,372mm (6% of assets), 100% TLTRO II.
- **No significant concentration** in institutional funding **maturities** (<1.5% of assets every year).

**Funding Structure– 1H2017**



**Maturity Profile – €mm**



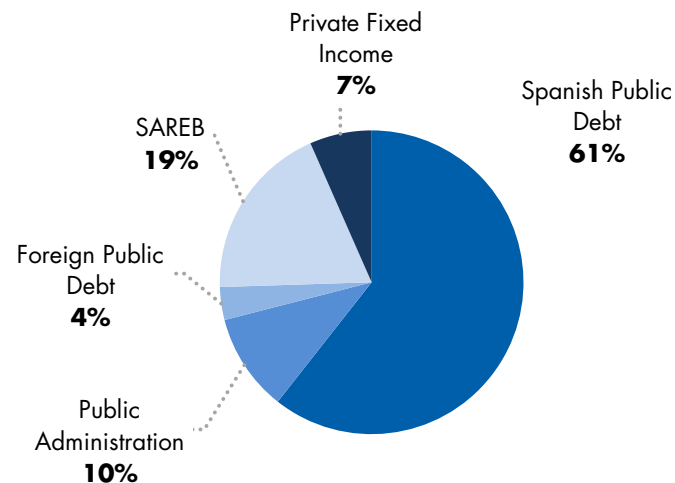
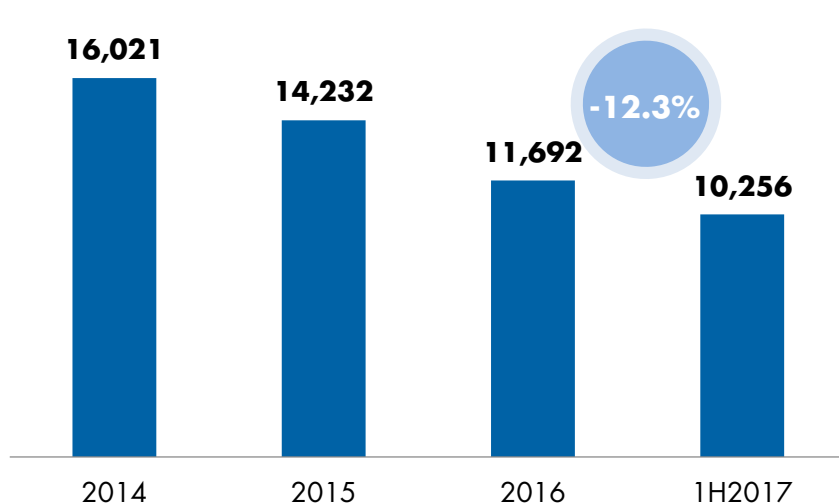
# LIQUIDITY AND SOLVENCY (4/4)

**Fixed income portfolio falls 12.3% YTD. Since 2014, this portfolio has fallen 36% or €5,765mm.**

**The portfolio has a low risk profile, mainly composed of Spanish sovereign debt**

- **Average duration** of **4.0 years**.
- **Average yield stands** at **0.9%** (1.1% ex SAREB bonds)

**Fixed Income Portfolio<sup>1</sup> – €mm**





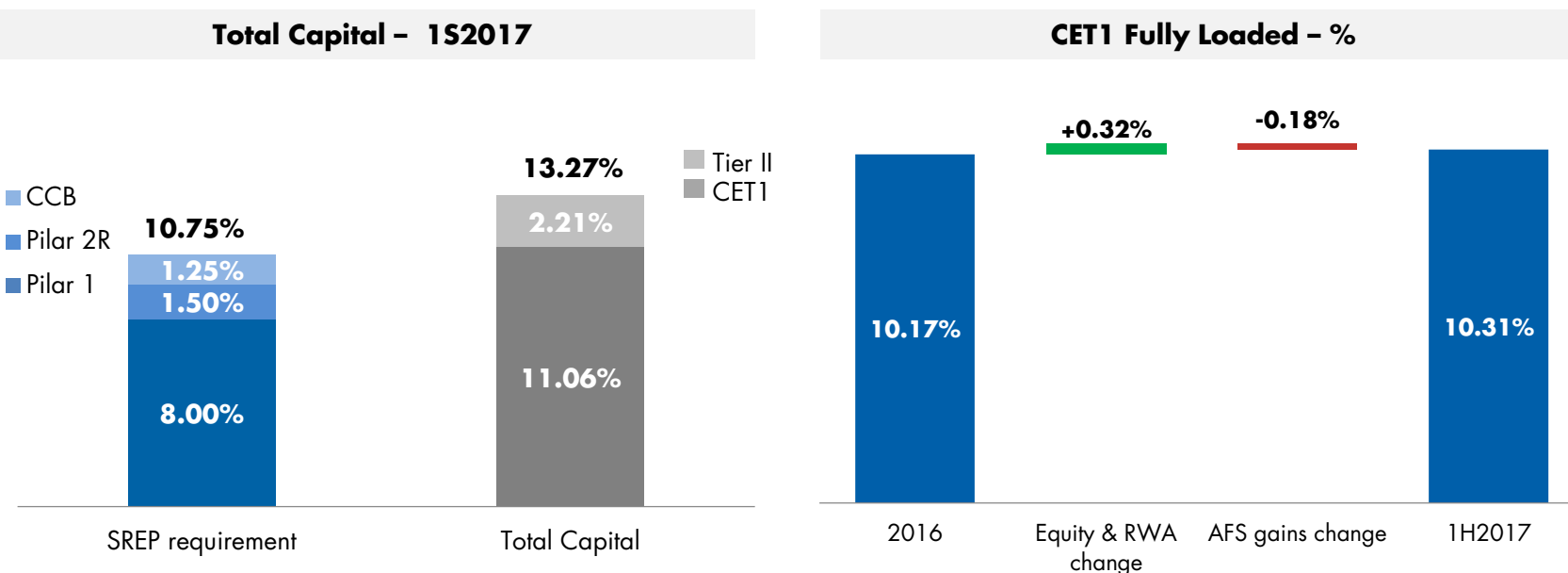
# LIQUIDITY AND SOLVENCY (4/4)

**CET1 Phased In ratio stands at 11.1% and Total Capital ratio reaches 13.3%, significantly above SREP requirements (7.25% and 10.75% respectively).**

- During this semester Ibercaja has amortized in advance €223mm of CoCos. As a result, **Ibercaja has fully redeemed €407mm of CoCos from Cajatres** without selling strategic assets or diluting its shareholders.
- **RWA / TA** ratio stands at **41.2%**, applying **standard methodology** calculation.

**CET1 Fully Loaded improves 14 b.p. YTD, to 10.3%.**

**Leverage ratio** reaches **5.0%**



# CONCLUSIONS & 2017 GUIDANCE

# CONCLUSIONS

**Ibercaja Banco has achieved significant progress in the execution of its Strategic Plan 2015-2017 in this semester**

## Profitability



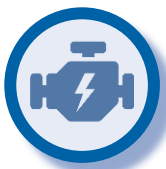
**+3.5%**

**Turning point reached in revenues with Net Interest Income and Net Fee Income growing 3.5% YoY**

**-11%**

**Agreement to reduce the cost base up to 11%**

## Asset Quality



**€490 mm**

**Agreement to sell a €490mm portfolio of real estate loans mostly classified as doubtful.**

## Solvency





**€224 mm**

**Ibercaja has amortized in advance €223mm of CoCos. As a result, Ibercaja has fully redeemed €407mm of CoCos from Cajatres**

# 2017 GUIDANCE

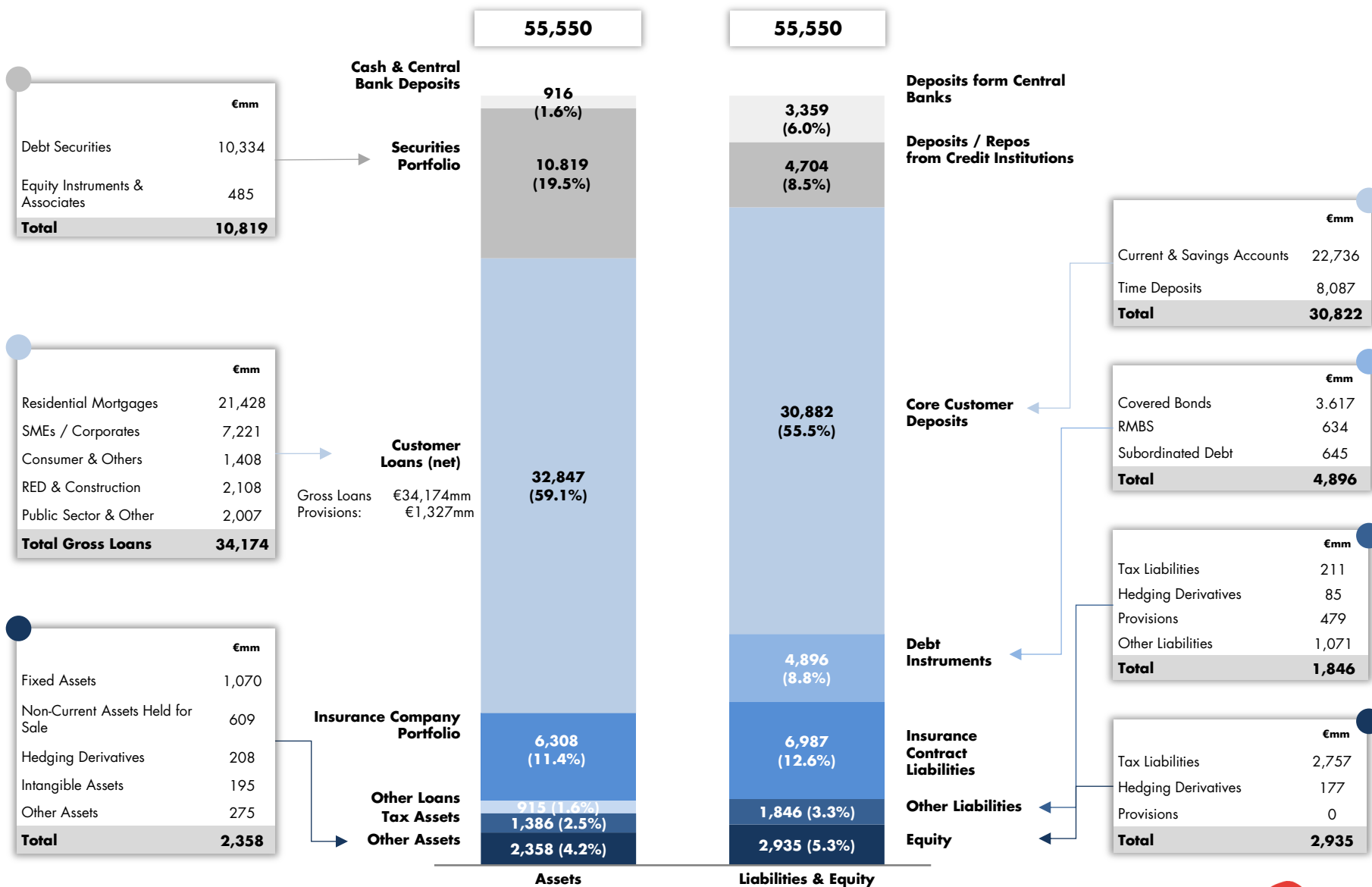
Ibercaja Banco reiterates its 2017 guidance.

	<b>Recurring Revenues (Net Interest Income+ Net Fee Income)</b>	<b>Recurring Operating Costs</b>	<b>Cost of Risk</b>
	<b>&gt;0% YoY</b>	<b>≈0% YoY</b>	<b>&lt; 50 b.p.</b>
	<b>+3.5% YoY</b>	<b>+2.9% YoY</b>	<b>52 b.p.</b>
	<b>Turning point in revenues in 2017</b>	<b>Costs evolution moderates vs. 5.8% YoY in 1Q.</b>	<b>Cost of Risk in line with the Strategic Plan target</b>

# ANNEX 1

## CONSOLIDATED BALANCE SHEET

# CONSOLIDATED BALANCE SHEET





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**For more information, VISIT OUR WEBSITE:**

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