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IBERCAJA BANCO

1Q2025 Results

7th May 2025

EL BANCO DEL vamos



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In case of disagreement, the Spanish version will prevail.

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01.

1Q2025
Key Highlights



1Q2025 key highlights

The strong commercial dynamism in customer funds and loans results in a 5.1% YoY increase in business volume to €105,414m

Customer funds: +5.7% YoY

Performing loans ex repos: +3.7% YoY

Pre-provision profit increases by 24.7% YoY and provisions for credit risk and foreclosed assets fall by 17.8% YoY

Net fee income: +6.5% YoY

Cost to income ratio: 53.2%

Cost of risk: 18 bps

Net income increases by 46.7% YoY with an annualized ROTE of more than 12%

ROTE: 12.2%

Net income: 84 €m

Strong profitability levels with a contained pay-out ratio of 40% and the first application of Basel IV lead to a significant increase in solvency

CET1 FL*: 14.0%

MDA ratio*: 6.2%

* Estimated data at the end of 1Q2025 subject to validation by the Bank of Spain in accordance with current regulations.

02.

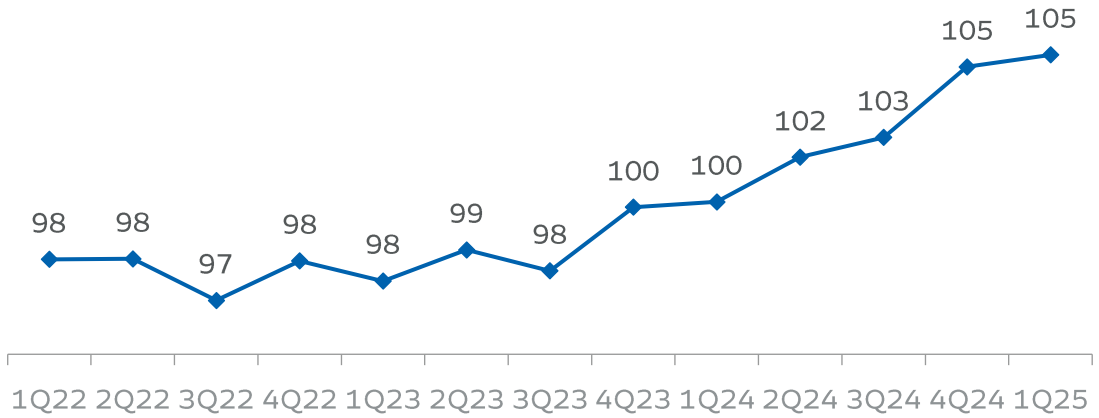
Commercial activity



Business volume

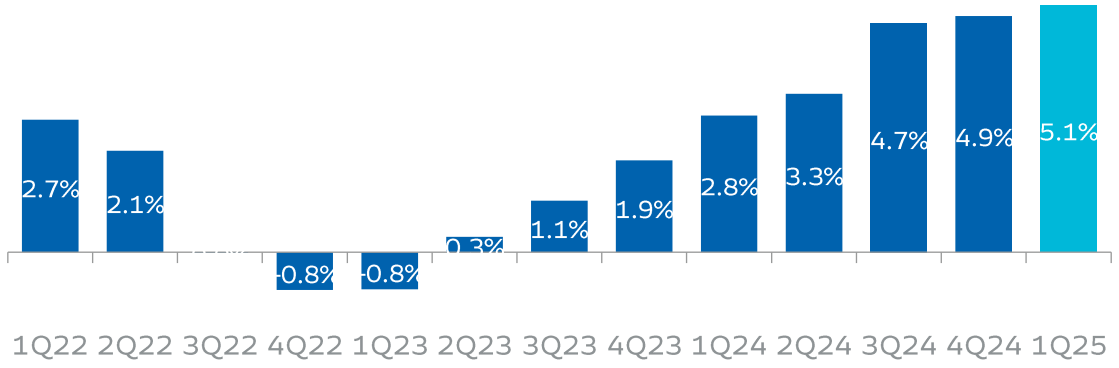
Business volume[1]

€bn



Business volume evolution YoY

% - YoY.



Strong commercial dynamism in both lending and customer funds during 2024 and 1Q2025, coupled with a good macroeconomic environment, boost business volume to €105,414m, an increase of 5.1% YoY or €5,110m.

[1] Business volume includes Performing loans ex repos + customer funds (customer deposits + AuM & life insurance products).

Customer funds (1/2)

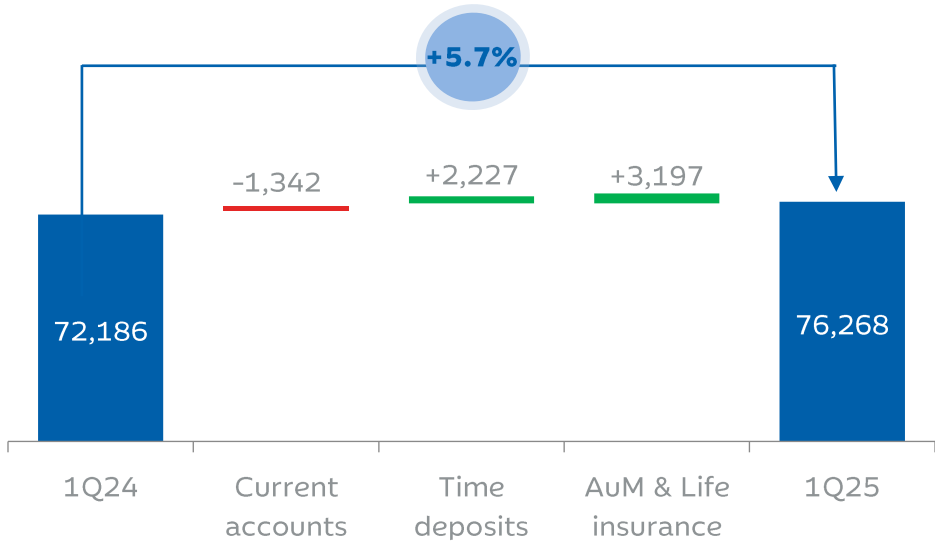
Customer funds

€m

	1Q25	YoY	QoQ
Customer deposits	**34,074**	**2.7%**	**-1.6%**
Current accounts	28,687	-4.5%	0.0%
Time deposits	5,387	n.a	-9.2%
AuM & Life insurance products	**42,194**	**8.2%**	**2.5%**
Mutual funds	27,705	12.3%	4.0%
Pension funds	6,813	2.6%	-1.1%
Life insurance products	7,676	-0.1%	0.5%
Total customer funds	**76,268**	**5.7%**	**0.6%**

Customer funds evolution YoY

€m



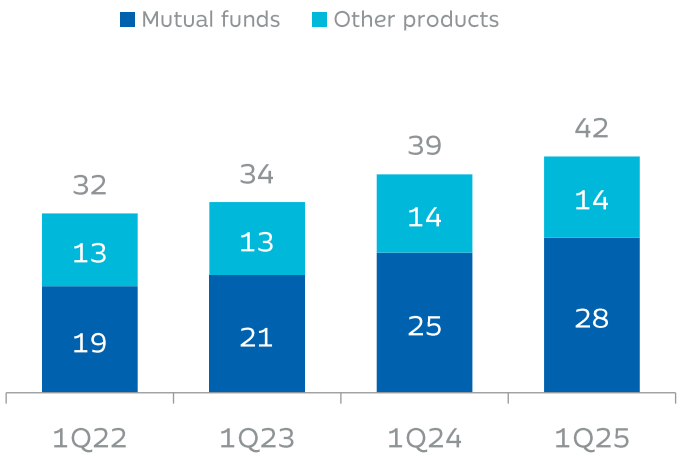
Customer funds grow by 5.7% YoY or €4,082m, thanks to the good macroeconomic performance and the Bank's excellent commercial activity. On a quarterly basis, customer funds increase by 0.6% or €465m.

- Although the volume of **time deposits** grows in YoY terms, **it decreases by €543m in the quarter** as a result of the adaptation of the Bank's pricing policy and 1Q seasonality. The **cost of new household time deposits** is reduced to **1.3%** vs. 1.5% in 2024.
- The volume of **AuM and life insurance** increases by **8.2% YoY**, thanks to net inflows and revaluations over the last 12 months in mutual funds.

Customer funds (2/2)

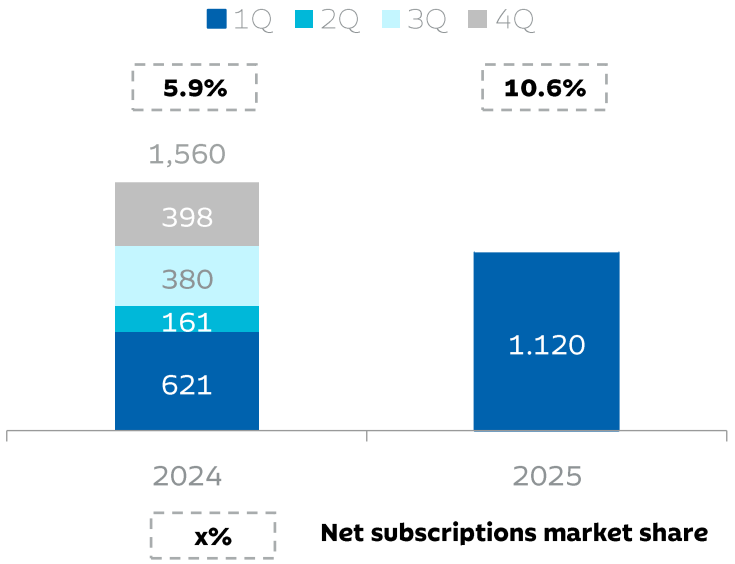
AuM & Life insurance products

€bn



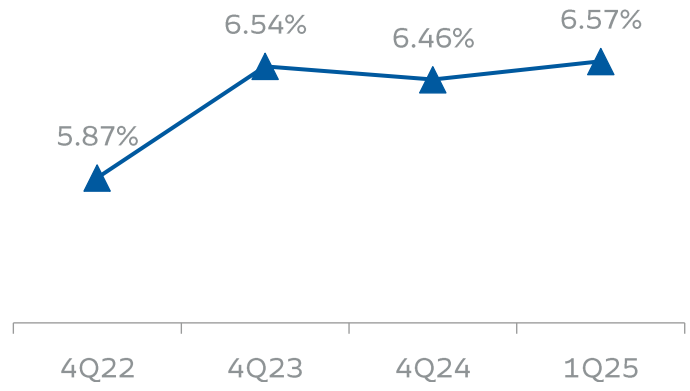
Net subscriptions to mutual funds

€m - Inverco



Mutual funds market share

% - Inverco



Mutual funds show an excellent performance in the year with a 12.3% YoY growth (+€3,305m) to €27,705m, driving the good performance of AuM and life insurance products.

- Ibercaja manages to **attract €1,120m in net subscriptions** to investment funds in 1Q, **10.6% of total new inflows** in the system and **80% higher** than subscriptions in the same period of 2024, thanks to the intense activity of the commercial network, making it the 2nd national institution in terms of net inflows.
- The Entity channels the **maturity of time deposit and the growth of household savings** into investment funds.

This allows to increase the market share by 11 bps in the quarter to 6.57%.

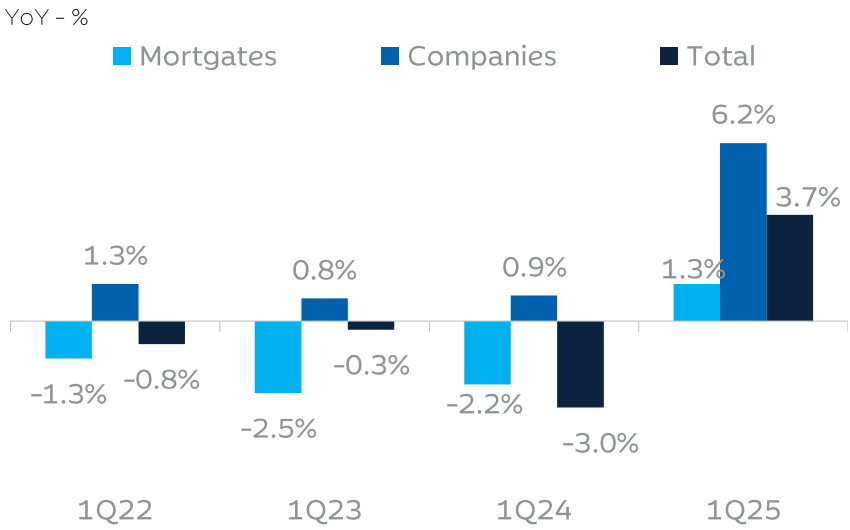
Customer loans

Performing loans ex repos

€m

	1Q25	YoY	QoQ
Loans to households	**19,125**	**1.3%**	**0.4%**
Mortgages	17,486	1.3%	0.4%
Consumer loans and others	1,639	1.2%	-0.5%
Loans to companies	**8,775**	**6.2%**	**-1.5%**
Non-real estate companies	7,607	5.2%	-2.3%
Real estate companies	1,167	13.2%	4.5%
Public sector and others	**1,246**	**28.4%**	**08%**
Performing loans ex repos	**29,146**	**3.7%**	**-0.2%**

Performing loans evolution



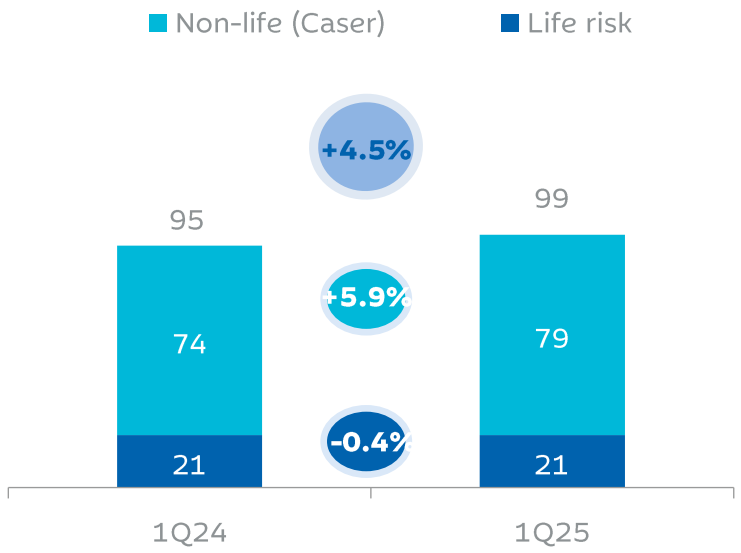
Performing loans excluding repos grow by 3.7% YoY or €585m thanks to the turnaround in mortgages and dynamism in companies. On a quarterly basis, performing loans ex repos fall by 0.2%.

- The **mortgage portfolio grow by 1.3% YoY**, compared to a 2.2% YoY decline 12 months ago, thanks to the good performance of new lending. In 1Q2025, the **volume of new mortgates** grow by **42.8% YoY** to **€563m.**
- In **companies**, the portfolio increases by **6.2% YoY** vs. +0.9% YoY in 1Q2024. In **non-real estate companies**, the portfolio grows by **5.2%** YoY vs. stability YoY in 1Q2024. This growth is supported by the traded volume of working capital, which grows by **7% YoY** in **1Q2025 to €2,670m.** Total lending to **real estate companies** grows by **13.2% YoY** or **€116m**, thanks to the greater dynamism of new production (2.4x higher than the amount of 1Q2024).

Risk insurance

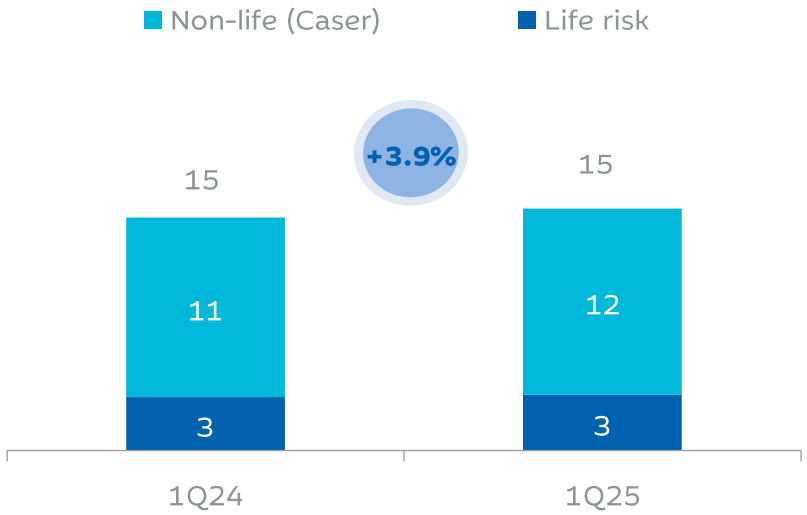
Risk insurance premiums (portfolio)

€m – premiums collected



Risk insurance new production

€m – premiums collected



New non-life premiums YoY evolution

%

Home: +20.7% YoY

Commerce: +19.4% YoY

Companies: +13.3% YoY

The risk insurance portfolio increases by 4.5% YoY to €99m thanks to the good performance of non-life, +5.9% YoY.

New insurance production grows by 3.9% YoY.

- **Strong YoY performance** in **home +20.7%, commerce +19.4% and companies +13.3%** portfolios.

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03.

P&L Account



1Q2025 Results

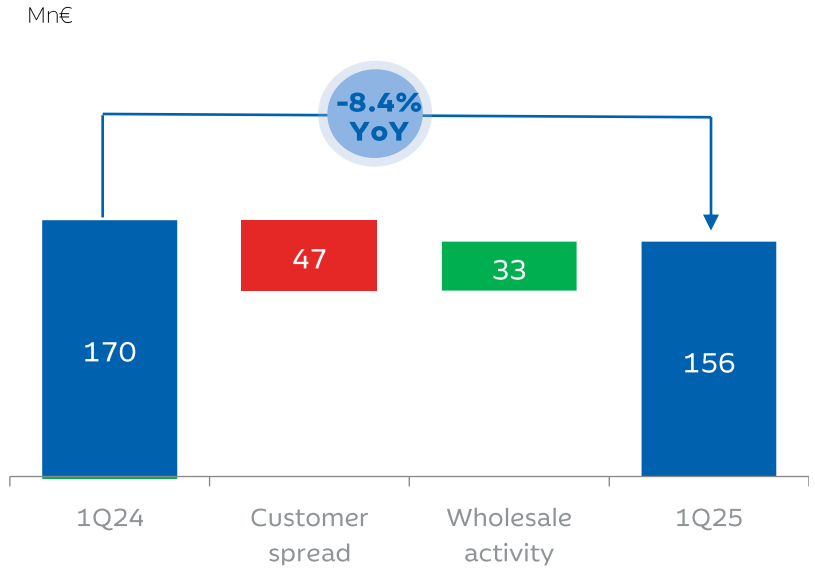
	1Q2024	1Q2025	YoY
Net Interest income	170	156	-8.4%
Net fee income	116	124	6.5%
Net income under insurance contracts	35	33	-6.5%
Recurring revenues	**322**	**313**	**-2.8%**
Gains/Losses on Financial Assets and Liabilities	-8	1	n.a
Other Operating Income (Net)	-27	15[1]	n.a
Gross Operating Income	**287**	**328**	**14.4%**
Operating expenses	-164	-175	6.7%
Pre-Provision Profit	**123**	**154**	**24.7%**
Total Provisions	-20	-29[2]	49.1%
of which: Loans and Foreclosed Assets Provisions	-17	-14	-17.8%
Other Gains and Losses	1	1	62.4%
Profit Before Taxes	**105**	**126**	**20.4%**
Taxes	-47	-41	-11.8%
Net income	**58**	**84**	**46.7%**

[1] The €42m YoY variation includes €40m of bank levies counted in 1Q2024
[2] In 1Q2025, an expense of €10.5 million was recorded under the heading "Provisions" as the best estimate of the tax corresponding to this year

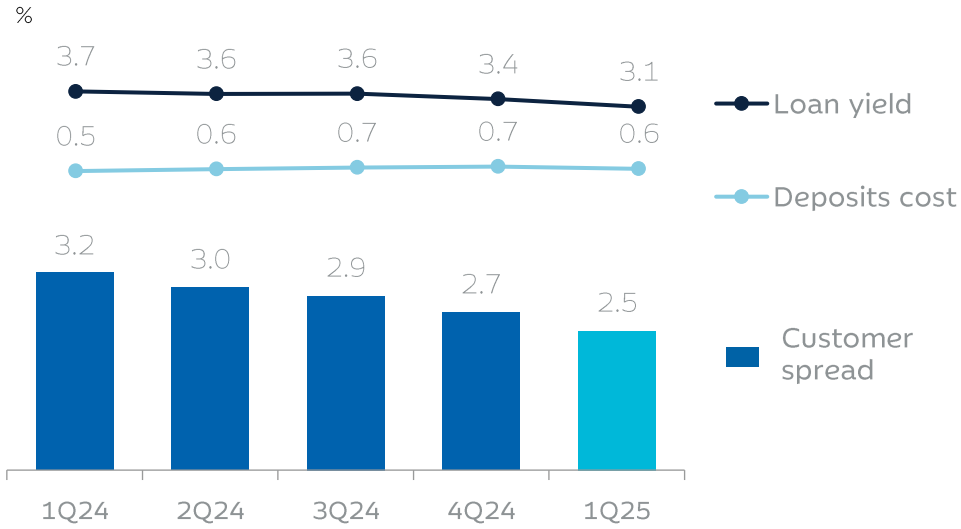
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Net Interest Income

NII breakdown evolution



Customer spread



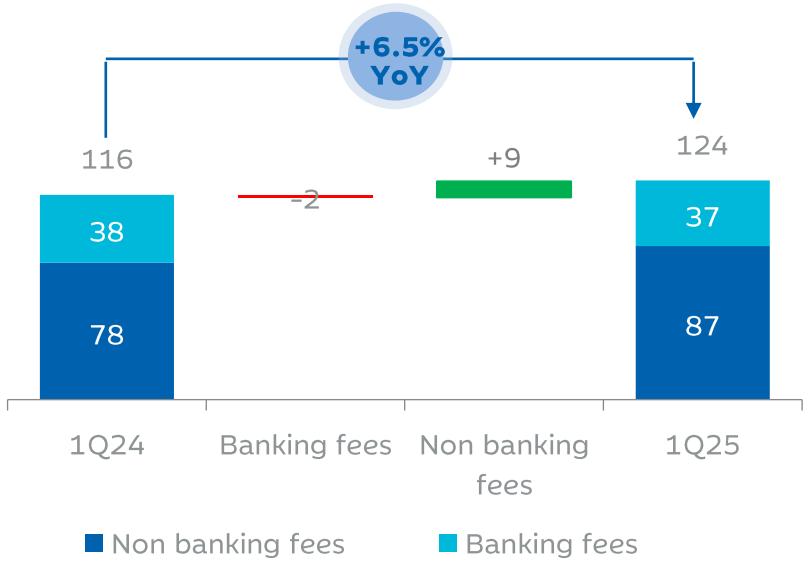
Net Interest Income accounts for €156m, which means a decrease of 8.4% YoY, in a falling interest rate environment. Euribor 12m went from 3.7% in 1Q2024 to 2.4% in 1Q2025 (-1.2% YoY).

- **Customer spread** goes down to **2.5%**. **Loan yield** stands at **3.1%** (-0.6% YoY) with the fall from the highs of 1Q2024 being much less pronounced than market rates due to the **lower sensitivity of the loan portfolio** than the one shown historically due to the higher weight of fixed-rate lending. The **cost of deposits** falls in the quarter to **0.6%.**
- The **decline in customer spreads (-€47m YoY)** is partially offset by a **higher contribution from wholesale activity (+33Mn€)** thanks to a better contribution from **treasury (+€16m)** due to the growth of customer deposits and a significantly lower cost of **wholesale funding (+€13m).**

Net fee income

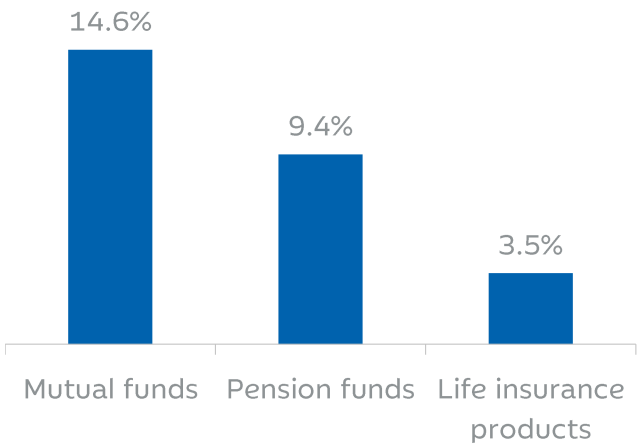
Net fee income breakdown evolution

€m



YoY non-banking fees by product

% - 1Q25 vs. 1Q24



Net fee income increases by 6.5% YoY or €7.5m YoY explained by the good performance of non-banking fees. QoQ, decreases by 1.8% due to the seasonality of 1Q.

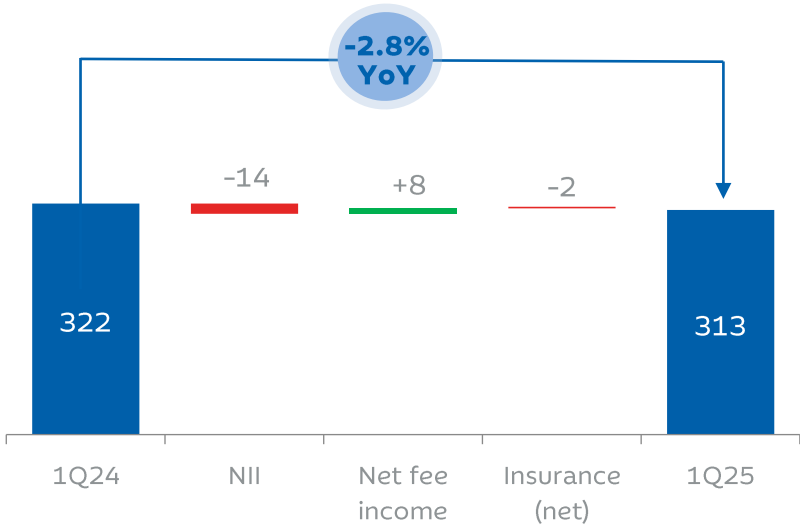
- **Non-banking fees** increase by **11.7% YoY**, mainly due to the higher volume managed in AuM products and growth in the risk insurance portfolio (non-life). **Mutual funds fees** increase by **14.6% YoY**, following the exceptional volume of net inflows and positive market impact last year.
- **Banking fees** decrease by **4.0% YoY** due to the adjustment of tariffs in strategic customer segments.

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Recurring revenues & gross operating income

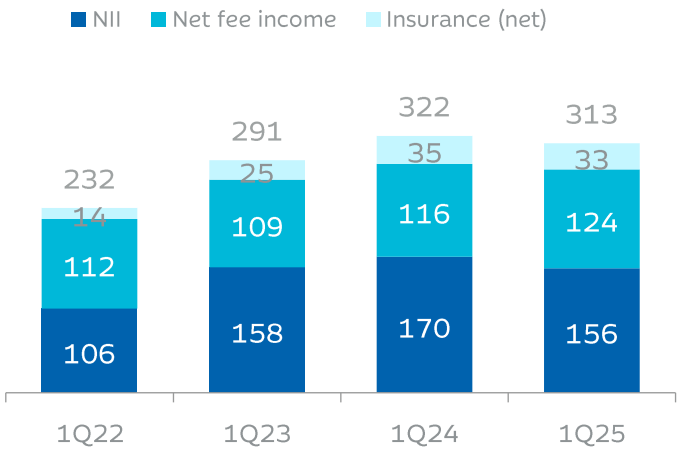
Recurring revenues evolution

€m



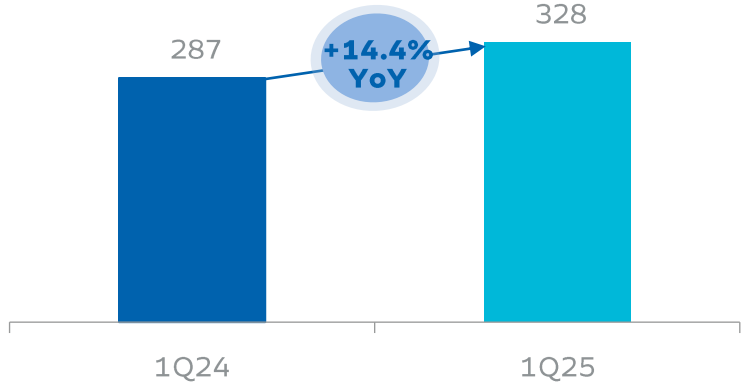
Recurring revenues evolution 1Q

Mn€



Gross operating income evolution[1]

Mn€



Resilience in recurring revenues thanks to the diversification of Ibercaja's business model, which partially offsets the fall in NII.

In 1Q2025, the volume of recurring revenues was 35.0% higher than in 1Q2022, before the start of the interest rate hikes.

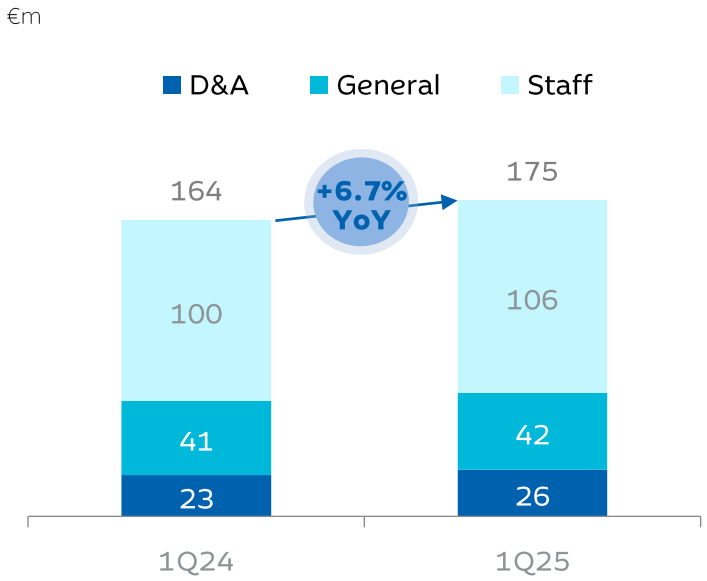
Gross operating income increases by 14.4% YoY to €328m thanks to regulatory changes in bank levy[2].

- Excluding the 1Q2024 banking tax expense (€40.5m), **gross margin** is flat **(+0.3% YoY).**

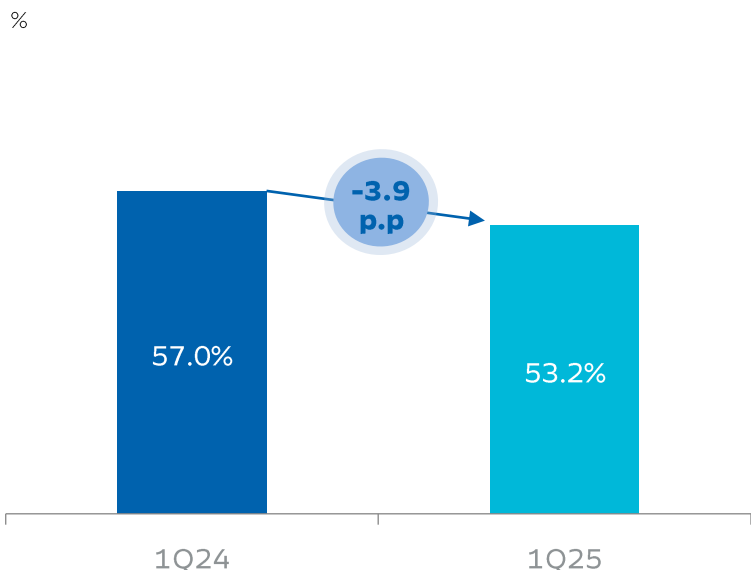
[1] In 1Q2024, €40m was recorded under "other operating expenses" as a result of the bank levy.
[2] In 1Q2025, an expense of €10.5m has been recorded under "Provisions" as a best estimate of the tax for this year.

Operating costs & pre-provision profit

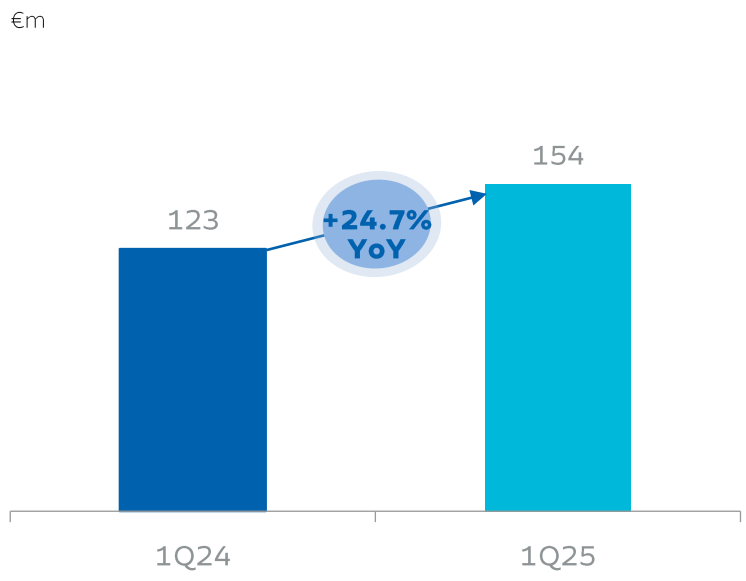
Operating costs



Cost to income ratio



Pre-provision profit



Operating expenses are up by 6.7% YoY or €11m to €175m.

- Nearly 60% of the evolution is explained by **staff costs**, which increase **6.3% YoY**, due to the application of the Collective Agreement and the average increase in workforce. **Depreciation and amortization costs** increase by **13.6% YoY** due to intangible assets following the investment made in the recent past.

Cost to income ratio continues to improve and stands at 53.2%.

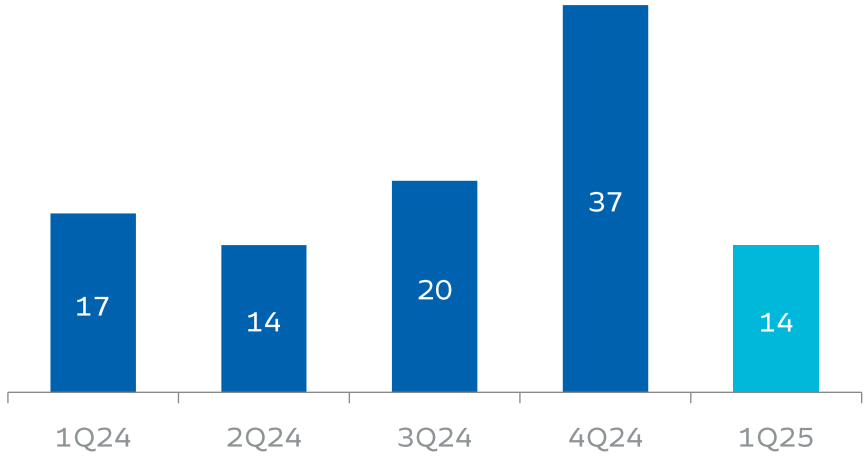
Pre-provision profit grows by 24.7% YoY to €154m.

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Loans and foreclosed assets provisions

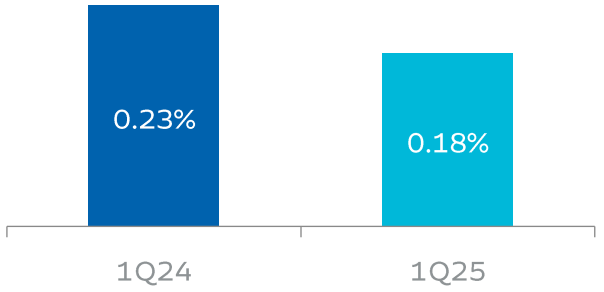
Loans and foreclosed assets provisions

€m



Cost of risk

%



Loans and foreclosed assets provisions stand at €14m in the period, 17.8% lower than 1Q2024.

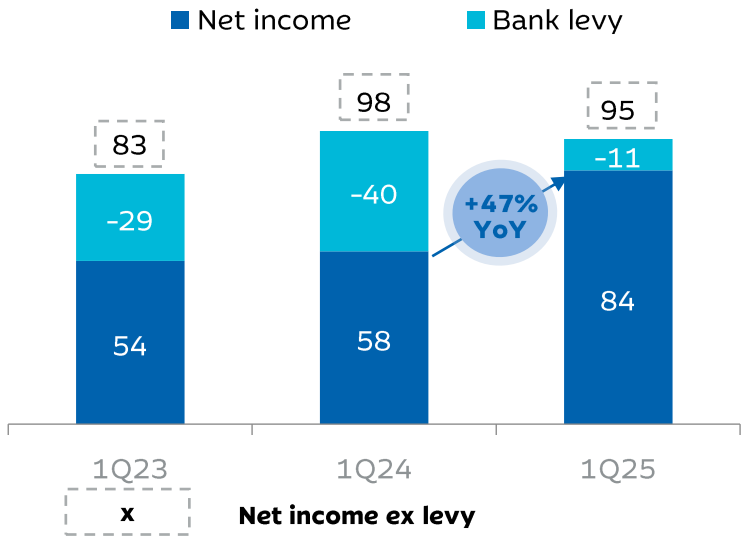
- **The cost of risk** as of 1Q2025 stands at **18 bps,** as a result of the good performance of the Bank's loan portfolio. In 1Q stand alone, **NPAs** fall by **5.8% QoQ** and **NPA coverage ratio increases by 2.3 p.p** in the quarter to **83.5%.**

By March 2025, Ibercaja maintains stable in the quarter total provisions (PMA) of €54,8m due to the uncertainty generated by the macroeconomic outlook and existing geopolitical risks and their potential effect on the loan portfolio.

Net income

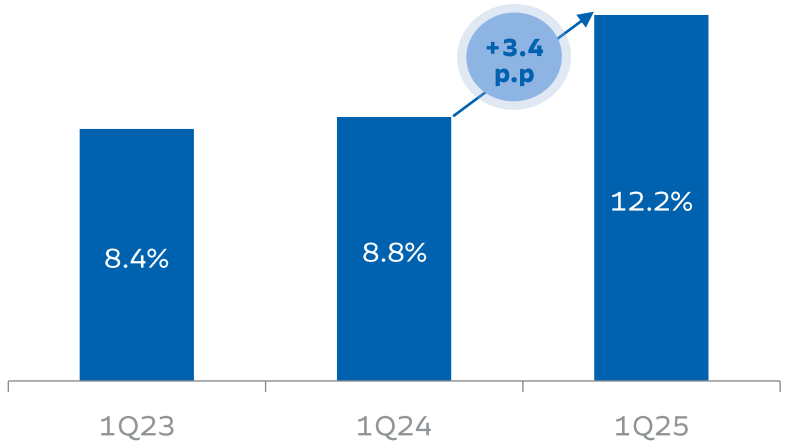
Net income evolution

€m



Reported ROTE

%



Reported net income increases 46.7% YoY in 1Q2025 to €84m.

Excluding the impact of the levy, Ibercaja's net income remained practically flat (-3.2% YoY).

- The **high diversification of Ibercaja's business model** and the **extraordinary evolution of asset quality** explain the **resilience of the income statement** in an environment of falling interest rates.

ROTE continues to improve, reaching 12.2% in 1Q2025, +3.4 p.p. compared to 1Q2024 and 2 p.p. above the target set in "Ahora Ibercaja" Strategic Plan (>10%).

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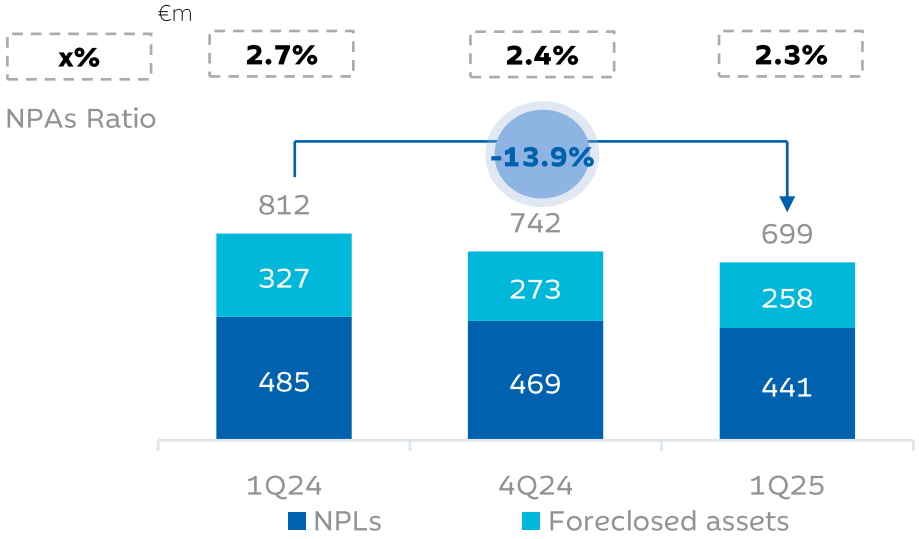
04.

Asset Quality, Liquidity and Solvency

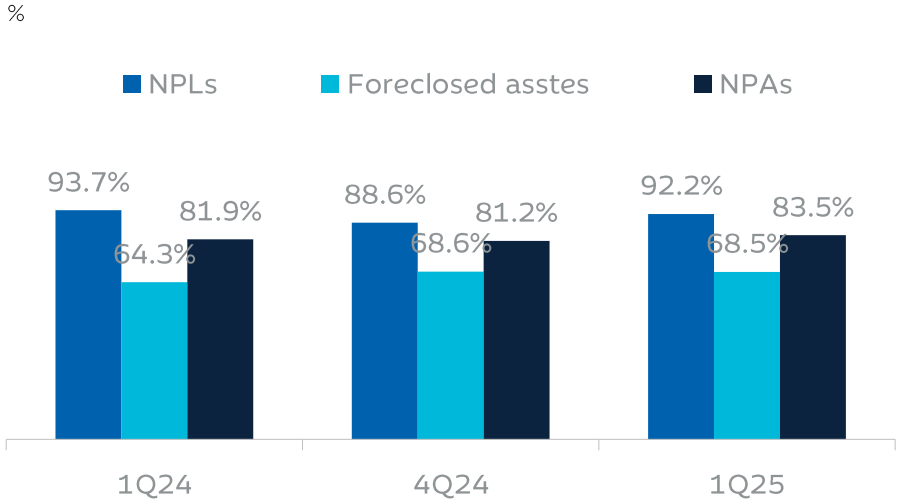


Asset quality

Gross NPAs



NPAs coverage ratios



The volume of NPAs falls by €113m or 13.9% YoY, and the NPA ratio stands at 2.3%. On a quarterly basis, NPAs fall by 5.8% or €43m.

- **NPLs decrease €44m YoY** or **9.1%** thanks to the good performance of NPLs entries, which fall by 48.6% YoY, and a high effectiveness in the recoveries, which increase by 5.2% YoY. **NPL ratio** stands at **1.5%** and Ibercaja increases its **positive gap vs. the sector** to **184 bps**[1]
- **Foreclosed assets fall €69m YoY**, or **21.1% YoY**, thanks to reduced inflows and high effectiveness in recoveries.

NPAs coverage ratio stands at 83.5% (92.2% NPLs and 68.5% foreclosed assets).

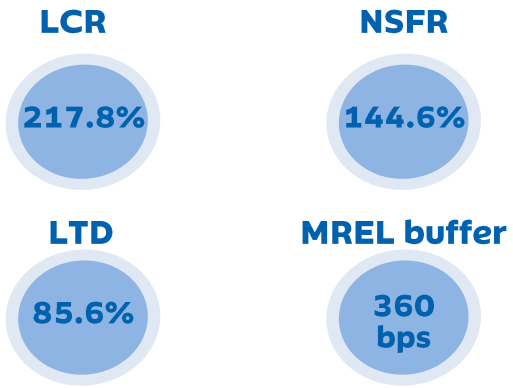
- **Net NPAs** stands at **€115m**, representing **0.2% of total assets**, one of the lowest in the Spanish financial system.

[1] Bank of Spain Data as of February 2025 (latest available information)

Liquidity and ALCO portfolio

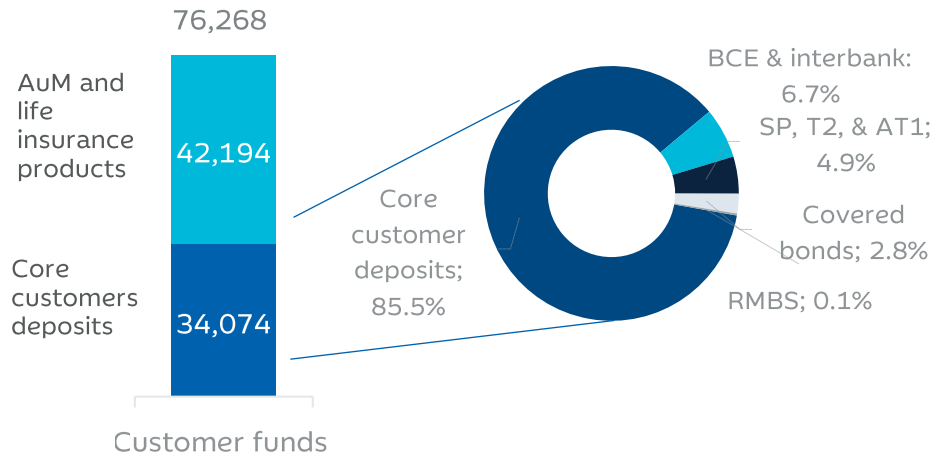
Liquidity and funding ratios

% - 1Q2025



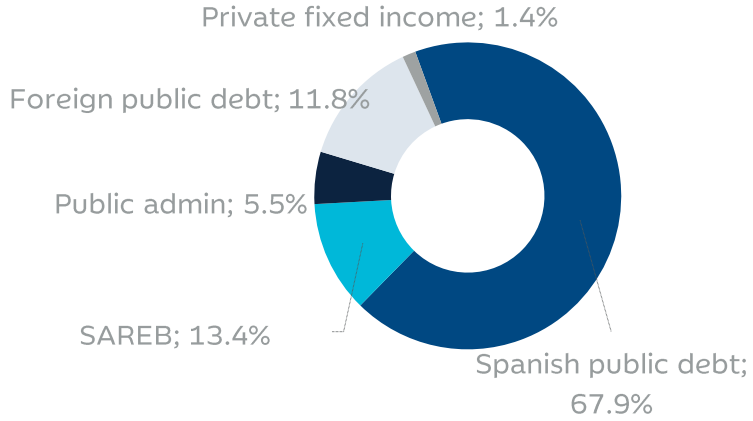
Funding structure

% - 1Q2025



ALCO portfolio

% - 1Q2025



Ibercaja maintains a strong liquidity and funding position, with a highly granular deposit base.

- **LCR ratio** reaches **217.8%**. **Liquid assets** stand at **€12,592m, 23.7% of total assets**.
- **Core customer deposits** account for **€34,074m**, **85.5% of Ibercaja´s total external funding.**
- **LTD ratio** stands at **85.6%** and **NSFR** reaches **144.6%.**
- **MREL ratio** stands at **24.9%** and **Ibercaja maintains a buffer vs. requirements of 360 bps[1].**

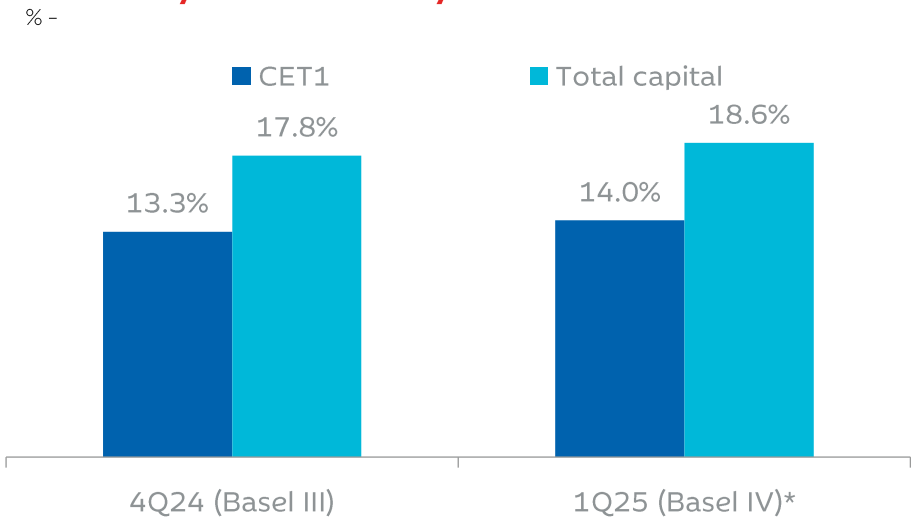
ALCO[2] portfolio decreases by 1.9% QoQ to €9,938m.

- **Spanish public debt represents 67.9% of the total portfolio.** 92.6% of the ALCO portfolio is classified as high-quality liquid assets (HQLA). The duration is 2.1 years[3].

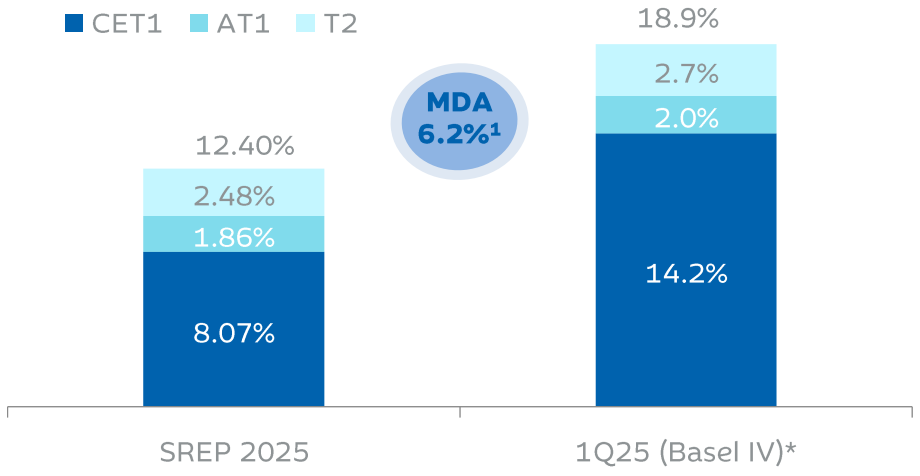
[1] Requirement valid until 01/10/2025, date on which the CCyB established for exposures in Spain (0.5%) will additionally be required. Estimated data at the end of 1Q2025 subject to validation by the Bank of Spain in accordance with current regulations; [2]Excludes insurance activity; [3]Includes interest rate swaps

Solvency

Solvency ratios – Fully Loaded



Capital Total Phased-In vs. SREP



The strong profitability of the quarter with a payout contained at 40% and the first application of Basel IV allow for a significant increase in solvency levels.

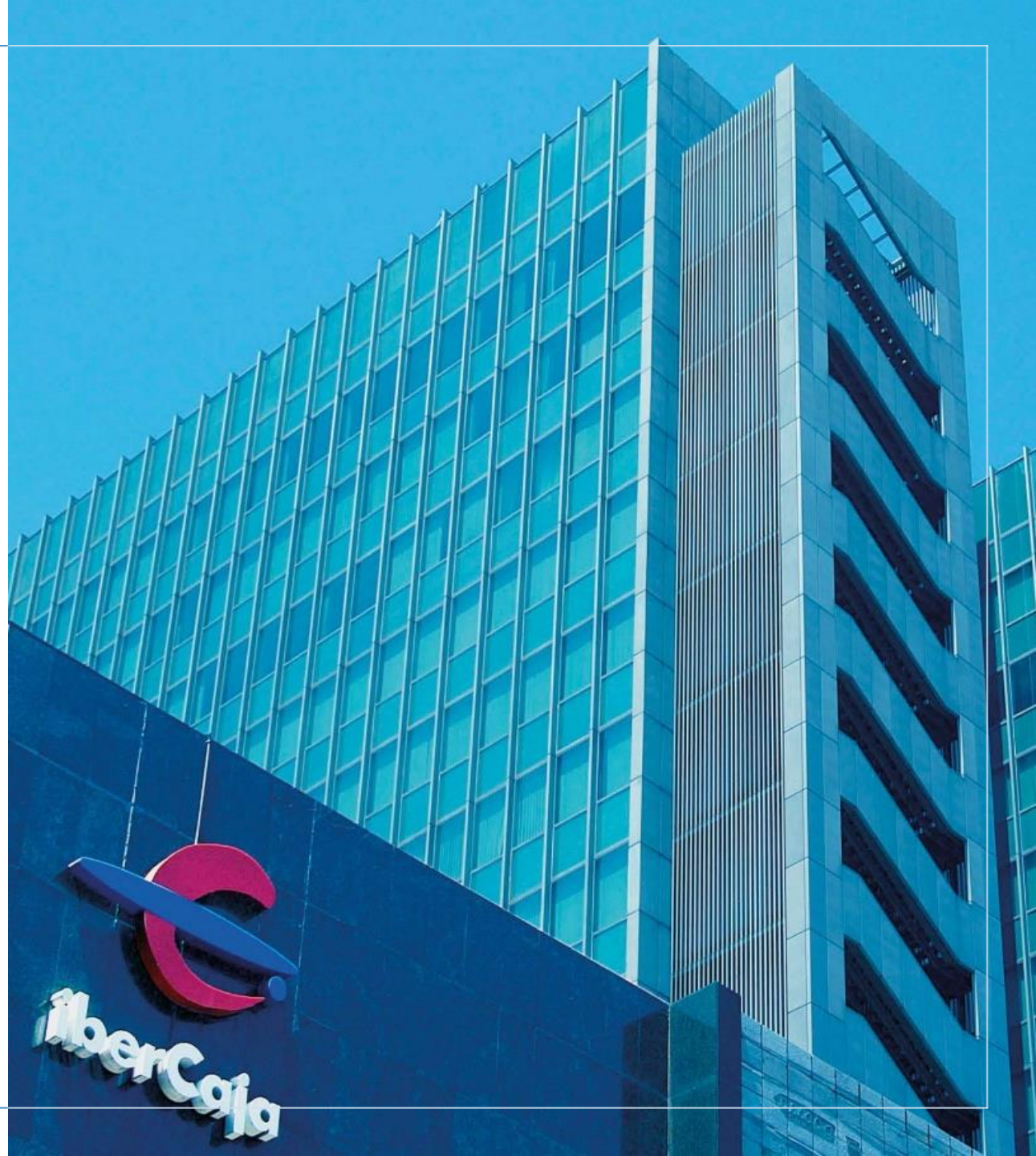
- **CET1 Fully Loaded** increases to **14.0%*.**
- **Total Capital Fully Loaded** reaches **18.6%** (18.9% Phased In)*.
- Ibercaja has an efficient capital structure, and its **MDA ratio stands at 6.2%[1].**

* Estimated data at the end of 1Q2025 subject to validation by the Bank of Spain in accordance with current regulations.
[1] Requirement valid until 01/10/2025, date on which the CCyB established for exposures in Spain (0.5%) will addiitionally be required
MDA Phased-in excludes AT1 and T2 excess vs. SREP requirement

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Annex



Ibercaja's recent rating evolution

Moody's	Fitch Ratings	S&P Global
Baa1 / Stable	**BBB+ / Stable** ↑ February 2025	**BBB / Stable** ↑ March 2025

Ibercaja continues to improve its credit rating with two rating upgrades in the first quarter of the year driven by the structural improvement in the Bank's profitability and capital levels and good performance of its asset quality; as well as the improved Spanish banks operating environment.

- **Fitch Ratings upgraded** the rating to **BBB+/Stable** from BBB/Stable.
- **S&P Global Ratings upgraded** its rating to **BBB/Stable** from BBB-/Positive.

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Sustainability

ASG

- **ESG strategic lines for 2025** defined, with a **focus on risk management and business strategy**, adapting progress to new regulatory and supervisory requirements.
- **ESG managed assets stands at €5,558m** in 1Q2025 (+63% vs. 1Q2024)
  - Launch of new investment funds and a new pension plan: **Ibercaja RF Horizon 2030, Ibercaja RF Flexible** (for private banking customers) and the **Ibercaja Horizon 2030 Pension Plan**. These products seek to extend durations by taking advantage of yield curves through companies with good credit quality and good sustainability performance.



Social

- **Ibercaja Sustainable and Solidarity Investment Fund and the Ibercaja Sustainable and Solidarity Pension Plan** have distributed €225,000m in 1Q2025 to educational and employment training activities for vulnerable groups, comprehensive assistance for people at risk of social exclusion, support for young people in mental health and care for people with ASD.
  - The donation is part of the **"Tu Dinero con Corazón"** initiative: since 2020 these products have distributed 4,400,000€ among 130 social and environmental projects.
- A new health insurance policy has been launched aimed at people over 60 years of age who want to quickly obtain a diagnosis for new pathologies: **Caser Salud +60**



Governance

- The bank has taken a new step in relation to disclosure and transparency in the field of sustainability by publishing the Consolidated Statement of Non-Financial Information following the criteria of the **European Corporate Sustainability Reporting Directive (CSRD).**
  - Disclosure under CSRD requires the preparation of a Double Materiality Analysis to identify the sustainability issues most relevant to the entity and structure the report following the European Sustainability Reporting Standards.

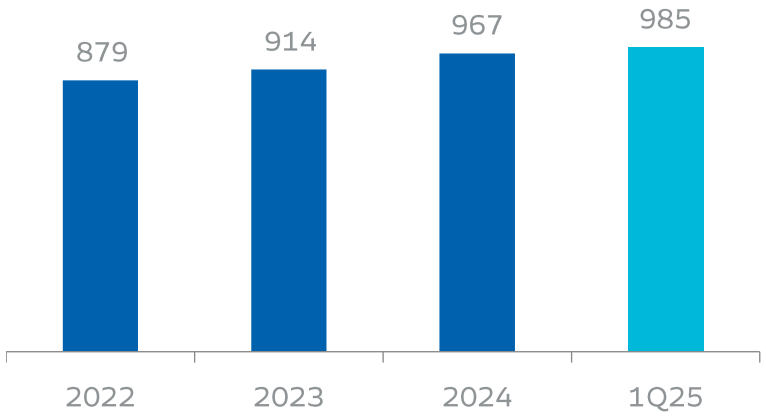


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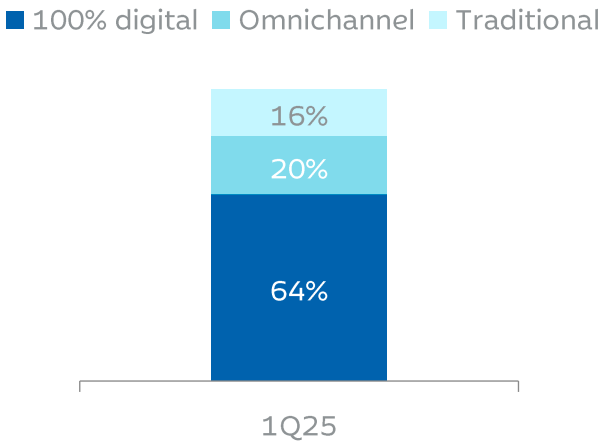
Digitalization

Ibercaja App Customers[1]

Thousands



% Digital Customers



Key highlights

Digital operations: 70%

Digital transfers: 94%

Mortgates: +30% YoY digital management

The growing trend in the number of customers using the Ibercaja App continues, with a 3.0% increase in the quarter to 985,000.

- **Digital customers** account for **64% of the total base**, with an **additional 20% being omnichannel** customers.
- **Improvements and functionalities** have been **incorporated** into digital channels to enhance customer experience.

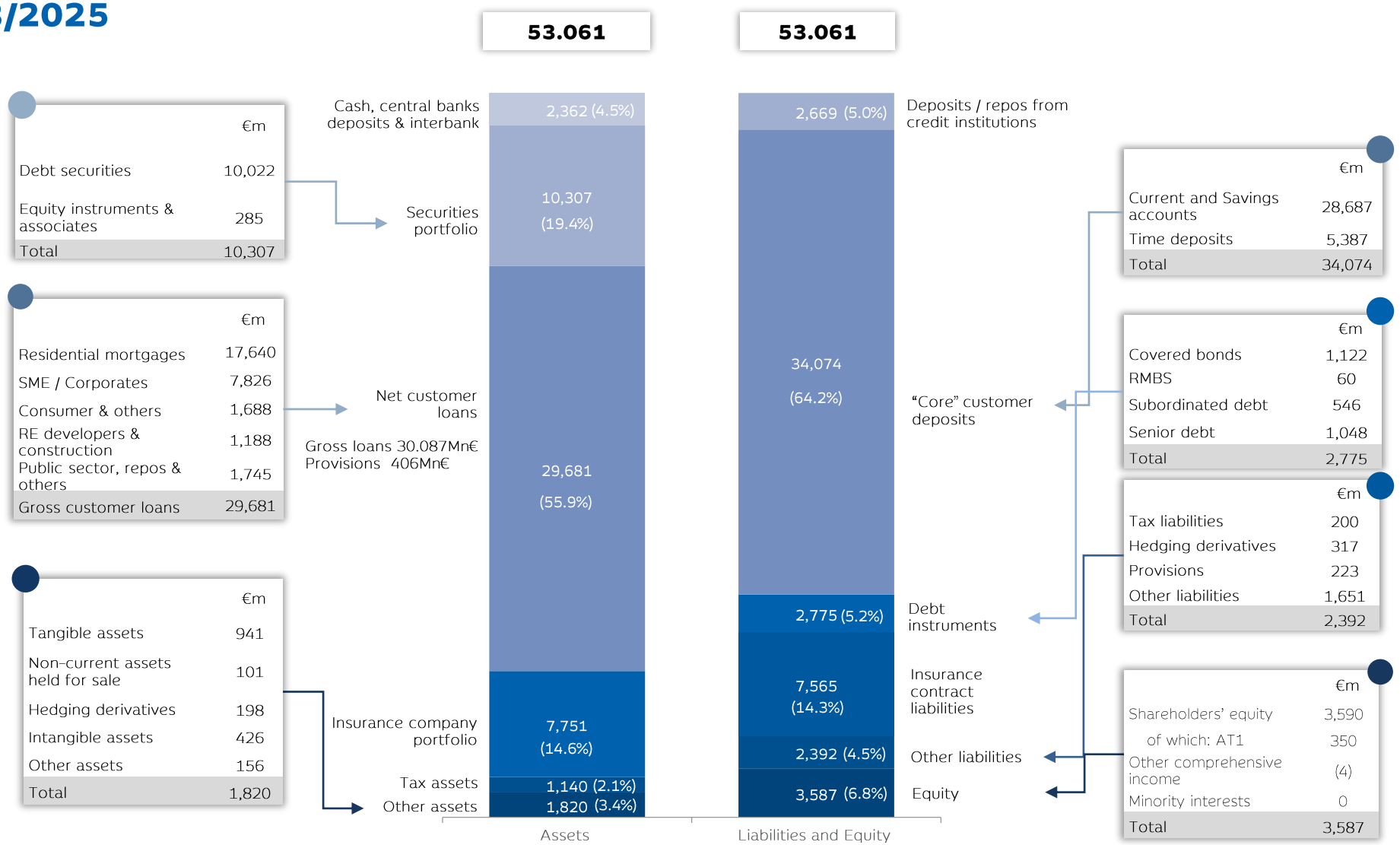
With respect to transactions, 70% of operations are carried out through digital channels.

- **Transfers** are the most performed transaction, reaching **94% of the total in digital channels**, and the **management of digital mortgage leads has increased by 30% YoY.**

[1] Includes only customers active in the last month of the quarter.

Balance sheet

€m 31/03/2025



Glossary

Ratio / MAR	Definición
Customer Spread	Difference between the average yield on the loan portfolio and the cost of retail deposits (ex. repos and covered bonds)
Recurring Revenues	Net interest income plus net fee and commission income plus net exchange differences plus Income and expense under insurance contracts
Recurring Costs	Personnel expenses plus other administration expenses plus amortisation and depreciation minus extraordinary expenses (redundancy plan)
Recurring Profit before Provisions	Recurring revenues minus recurring costs
NPL ratio	Doubtful balances in loans and advances to customers divided by gross loans and advances to customers
NPL coverage ratio	Loans and advances to customers impairments divided by balances in loans and advances to customers
Foreclosed Assets coverage ratio	Foreclosed assets impairment losses (since loan origination) divided by gross foreclosed assets
Non-performing Assets ("NPAs")	Sum of doubtful balances in loans and advances to customers and gross foreclosed assets
Net NPAs	Sum of doubtful balances in loans and advances to customers and net foreclosed assets
NPA ratio	Gross non-performing assets divided by gross loans and advances to customers plus gross foreclosed assets
NPA coverage ratio	Sum of foreclosed assets impairments and loans and advances to customers impairments divided by gross non-performing assets
Cost of Risk	Sum of impairments associated with credit risk and foreclosed assets divided by the average balance of the sum of gross loans and foreclosed assets
Liquid Assets % Total Assets	Total liquid assets divided by total assets. Liquid assets include unencumbered public debt + available & eligible fixed income assets (after ECB haircut applied)
Loans-to deposits ratio	Net customer loans (ex. repos) divided by customer deposits (ex. repos and covered bonds)
Net Stable Funding Ratio	Amount of available stable funding relative to the amount of required stable funding
Liquidity Coverage Ratio	High quality liquid assets divided by net outflows during the following 30 days
ALCO Portfolio	Bank's fixed-income portfolio. Excludes the fixed-income portfolio of the insurance company

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