



BANCO BPI RESULTS

31 JULY 2024

1H24
BANCO BPI
RESULTS



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MORE GROWTH, MORE QUALITY, LESS RISK

- **Business growth: loans +2% yoy and total Customer resources +5% yoy**
- **Financial strength: strong quality of the loan portfolio**, with NPE of 1.4% and 152% coverage, and **high capitalisation**, with CET1 ratio of 13.8% and total ratio of 17.5%
- **Gross income growth (+18% yoy) and low cost of credit risk (0.06%)** drive results
- **Net profit of 327 M.€ (+28% yoy)**
- ***Euromoney Awards for Excellence 2024:***
 - Best Bank
 - Best Digital Bank
 - Best Bank for SMEs



1st HALF 2024 RESULTS

Commercial activity in Portugal

Loans

Δ YoY

+0.5 Bn.€ **+2%**

Deposits

Δ YoY

+1.8 Bn.€ **+6%**

Total customer resources
+1.9 Bn.€ **+5%**

Gross income

Δ YoY

+18%

Net interest income **+13%**

Risk and capitalisation

NPE ratio (EBA criteria)

1.4%

Coverage

152%

(by impairments and collaterals)

Cost of Risk

0.06%

(as % of loans and guarantees; last 12 months)

CET1

13.8%

T1

15.2%

Total

17.5%

(Phasing-in)

Profit and profitability

Net profit

Δ YoY

327 M.€ **+28%**

Cost-to-income in Portugal

37%

(last 12 months)

Recurrent ROTE in Portugal

19.0%

(last 12 months)

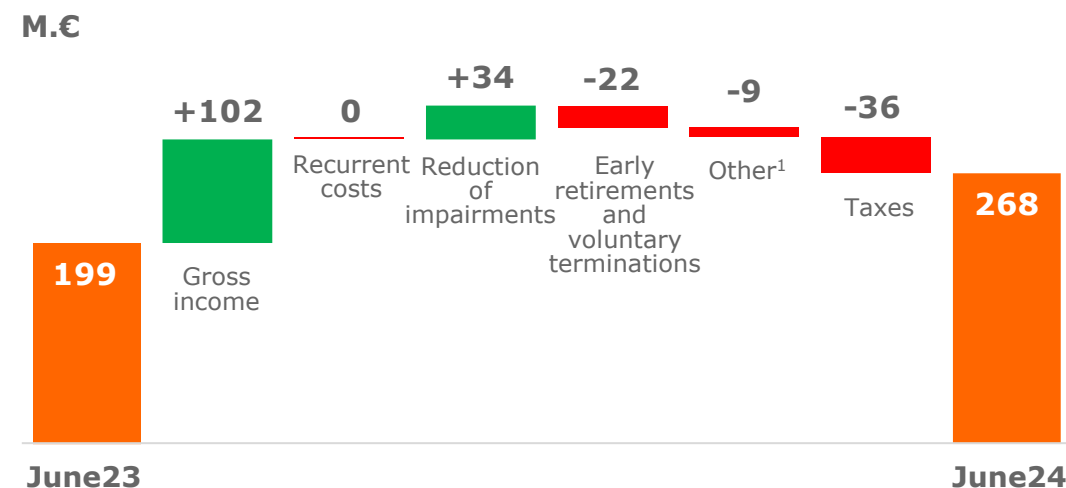
NET PROFIT OF 327 M.€ IN 1H24 (+28%)



In M.€	Jun 23	Jun 24	Δ%
Net profit in Portugal	199	268	+35%
BFA contribution	41	41	+1%
BCI contribution	17	18	+7%
Net profit	256	327	+28%

	June23	June24
Recurrent ROTE in Portugal (last 12 months)	11.6%	19.0%

- Gross income growth
- Stable costs
- Reduction of cost of credit risk



1) Sale of a subsidiary in April 2023 with 9 M.€. gain

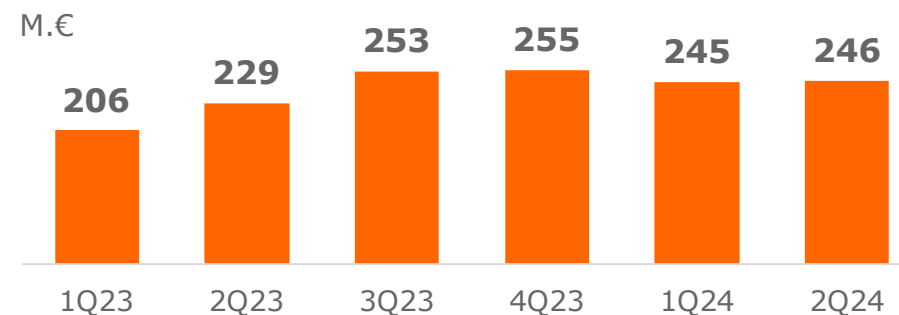
NET INTEREST INCOME AND COMMISSIONS STABLE

> Gross income

In M.€	Jun 23	Jun 24	Δ%
Net interest income	435	491	13%
Net fee and commission income	147	168	14%
Other income (net) ¹	(16)	10	
GROSS INCOME	566	669	18%

Net interest income

Stable net interest income in 2024, after peaking in 4th quarter 2023



Net fee and commissions

Stable net fee and commissions excluding the one-off gain with early settlement of profit sharing on insurance policies sold in previous years.

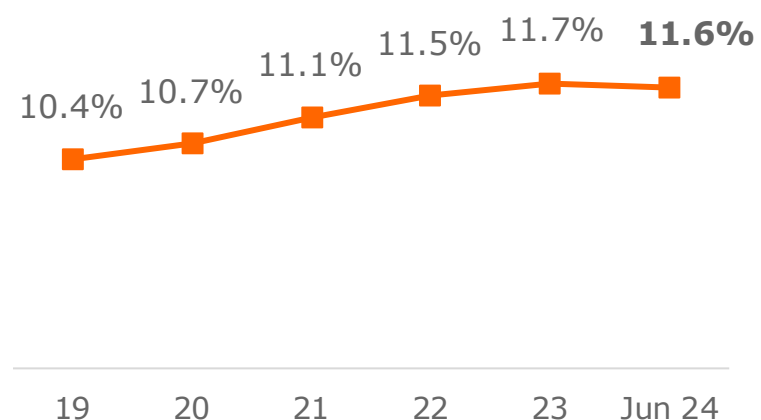
LOAN GROWTH IN HOUSING AND COMPANIES

> Loans to Customers by segment

Gross portfolio, in Bn.€	Jun 23	Jun 24	YoY	YtD
Loans to individuals	16.2	16.3	0%	0%
Mortgage loans	14.4	14.7	2%	1%
Other loans to individuals	1.8	1.6	-10%	-5%
Loans to companies	11.2	11.7	5%	2%
Public sector	2.3	2.3	-2%	-2%
Total loans	29.8	30.3	2%	1%
Loan portfolio net of impairments	29.2	29.8	2%	1%

- Growth of corporate and mortgage loans
- Stable market share

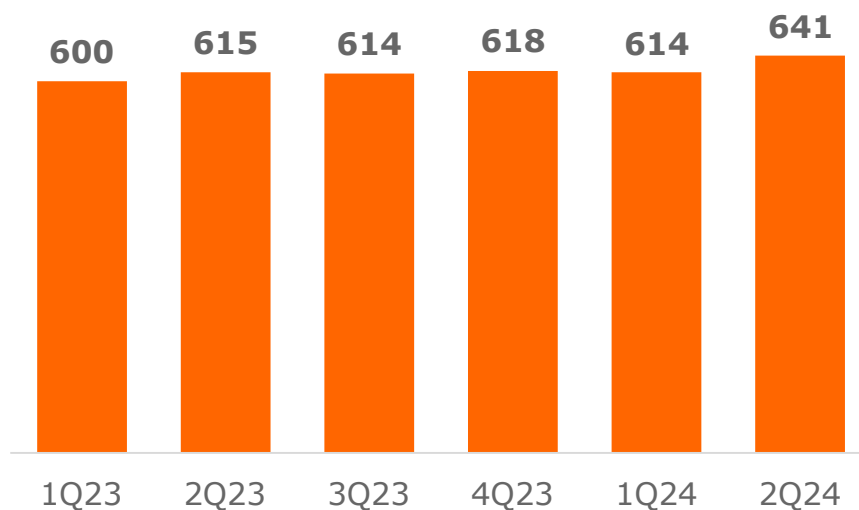
> Market share in total loans



Source: BPI, Bank of Portugal.

MORTGAGE LOANS PRODUCTION KEEPS PACE

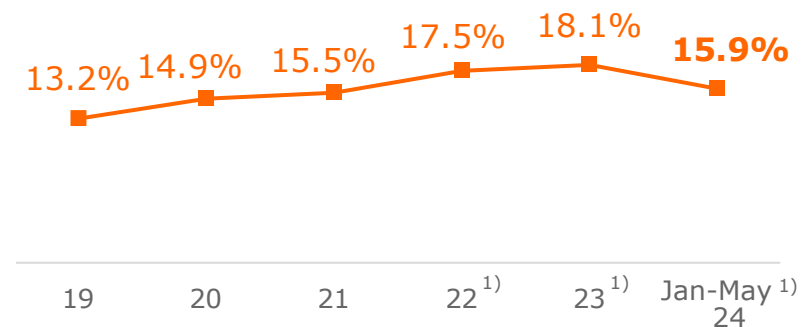
> Loans new production (M.€)



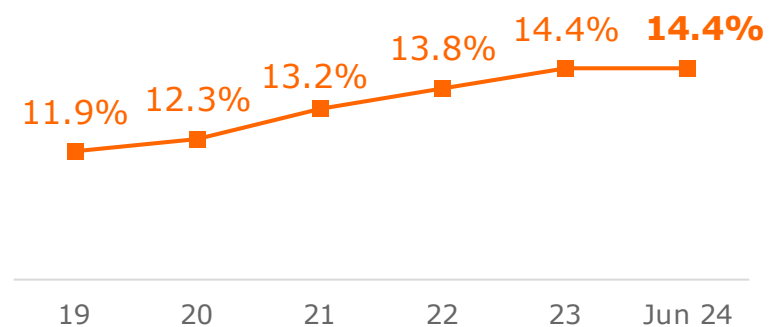
% fixed rate	44%	49%	49%	38%	20%	22%
% mixed rate	-	6%	23%	38%	61%	60%

> Market shares

Share of mortgage loans origination



Share of mortgage loans book



Source: BPI, Bank of Portugal.

DEPOSITS INCREASE 6% YOY

> Customer Resources

In Bn.€	Jun 23	Jun 24	YoY	YtD
Customer deposits	28.6	30.4	6%	4%
Off-balance sheet resources	8.8	8.9	1%	3%
Total	37.5	39.3	5%	4%

> Market shares

	May 24	Δ YoY
Deposits ¹	10.6%	+0.0 p.p.
Off-balance sheet	13.8%	-0.5 p.p.
Customer resources ²	11.2%	-0.1 p.p.

Source: BPI, Bank of Portugal, APFIPP, APS, BPI Vida e Pensões.

DIGITAL BANKING GAINS MORE RELEVANCE



Subscription to digital channels

(30 Jun. 2024)

60%

Digital customers (1st active holders, individuals and companies)

90%

Digital individual clients actively use the BPI App



More digital Clients

(30 Jun. 2024)

+52 th.

BPI App active users (Δ yoy)



More digitally-supported sales

(Jan-Jun 2024)

37%

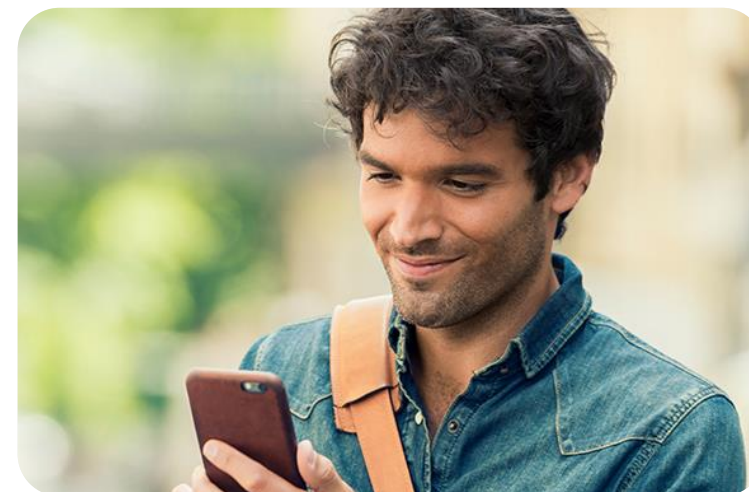
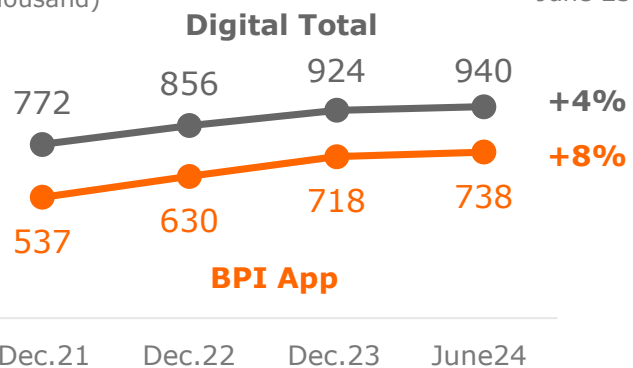
of sales of focus products to individual clients are digitally initiated ¹



Digital Banking regular users

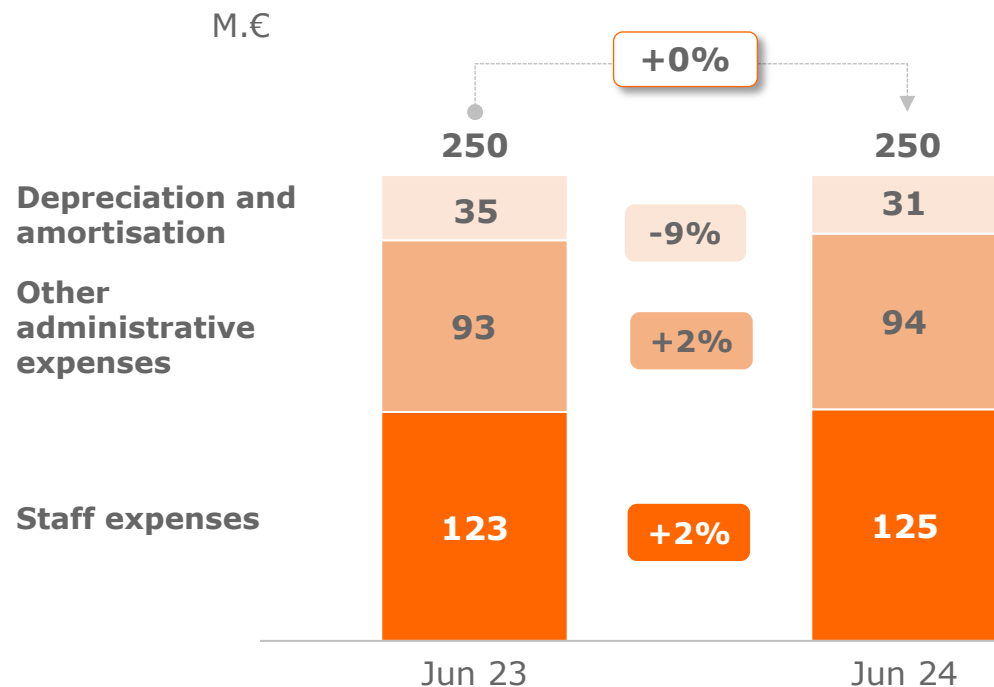
No. (thousand)

(Δ June24 / June 23)



COST STABLE

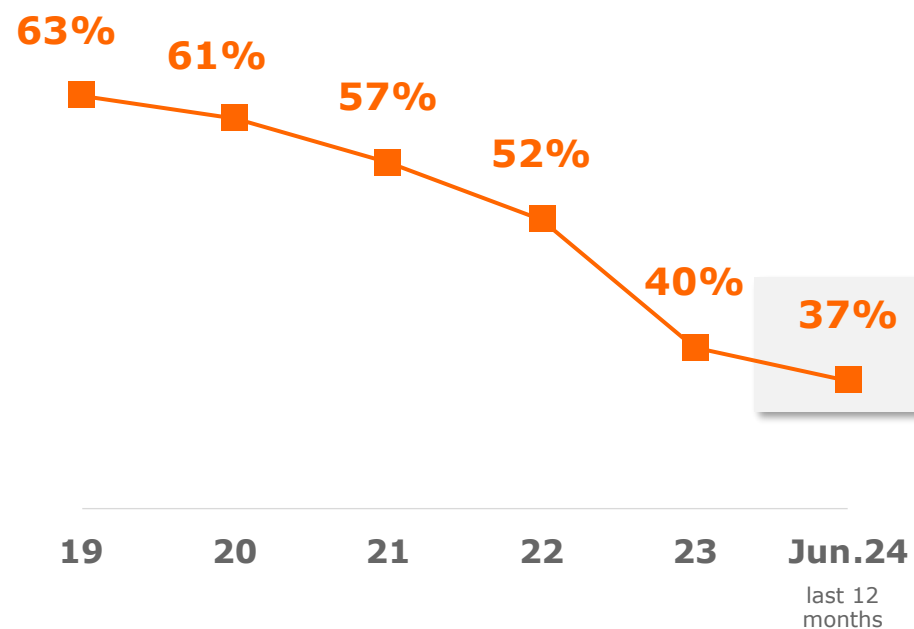
Recurrent operating expenses



Non recurrent impacts ¹	1	23	
Operating expenses	251	273	+9%

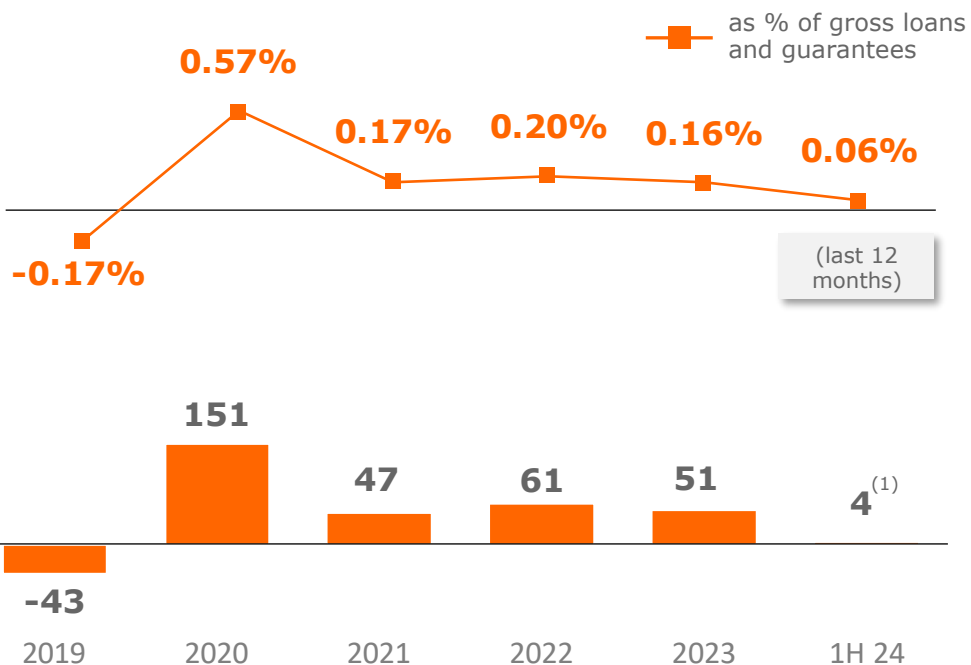
Cost-to-income

(Recurrent operating expenses as % of gross income)



LOW RISK AND HIGH COVERAGE

> Loan impairments net of recoveries

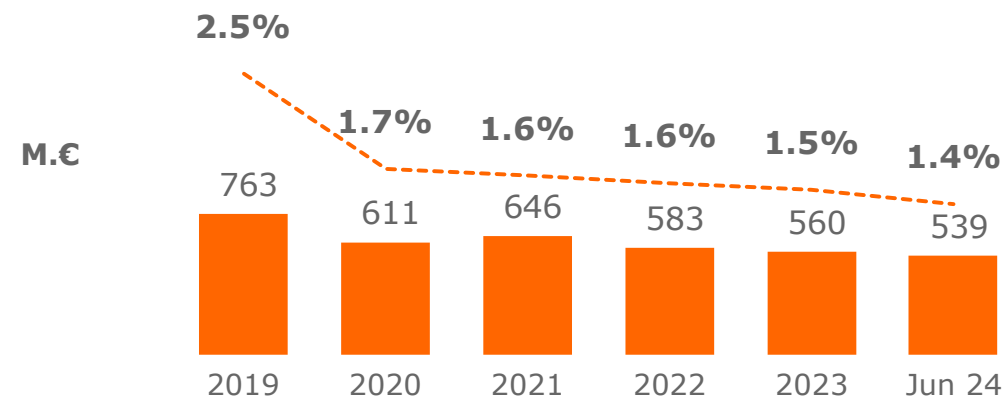


On-balance sheet non-allocated impairments (Jun.24)

34.5 M.€

> Non-Performing Exposures – NPE

(EBA criteria)



Coverage of NPE

by impairments	54%	83%	84%	94%	98%	95%
by impairments and collaterals	124%	140%	149%	155%	154%	152%

NPL Ratio (EBA)

1.7%

Foreclosed properties ²⁾

1 M.€

Coverage of NPL
(by impairments and collaterals)

153%

Corporate recovery fund
(Fundo de recuperação FCR) ²⁾

12 M.€

ADEQUATELY COVERED PENSIONS

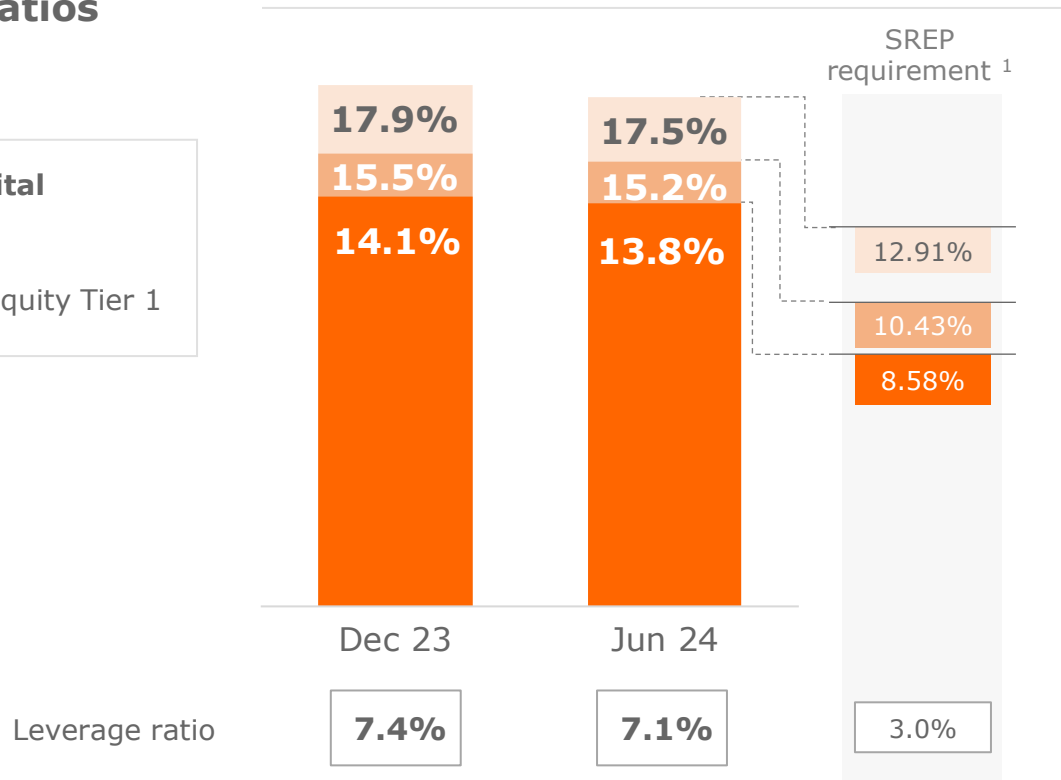
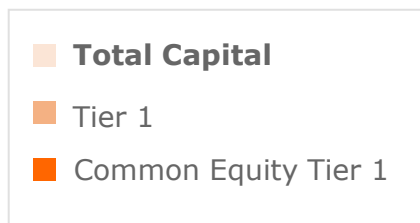
> Employee pension liabilities

M.€	Dec 23	Jun 24
Total past service liability	1 724	1 618
Pension funds net assets	1 780	1 730
Level of coverage of pension liabilities	103%	107%
Pension fund return (YTD, non-annualised)	8.1%	-0.5%
Discount rate	3.2%	3.7%



HIGH CAPITALISATION

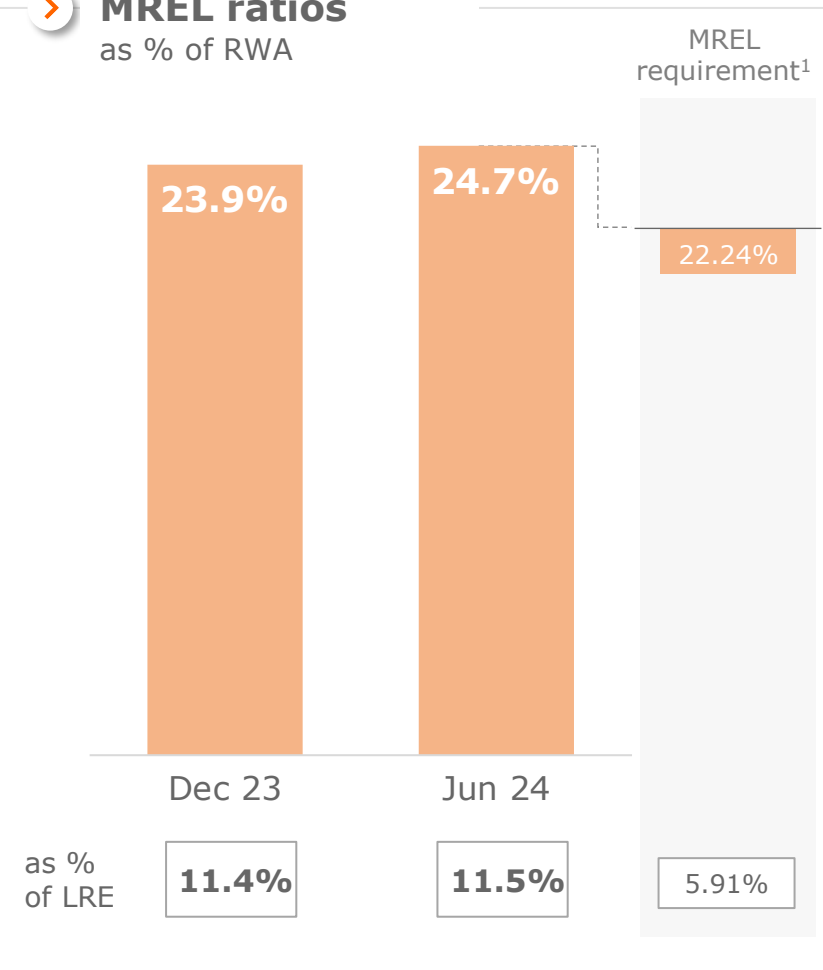
> Capital Ratios phasing-in



> MDA (Maximum Distributable Amount) Buffer

4.6 p.p.

> MREL ratios as % of RWA



1) Considering the Combined Buffer Requirement (CBR) of 3.01% in December 2023. From October 2024, a buffer requirement for systemic risk in the residential real estate market in Portugal will be added, as communicated to the market on 20 November 2023, which is estimated as approximately 0.8%.

BALANCED FUNDING AND COMFORTABLE LIQUIDITY

30 June 2024

Deposits / Total assets

76%

Loans / Deposits

95%

NSFR ratio

Net stable funding ratio

143%

LCR

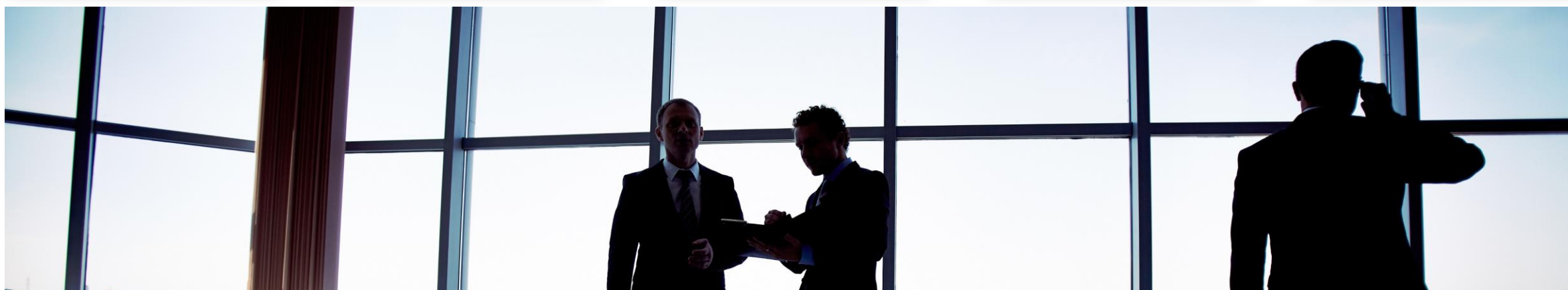
Liquidity coverage ratio

224%

189%
12-month average ¹⁾

Total liquid assets ²⁾

12.8Bn.€



A BANK COMMITTED TO SUSTAINABILITY



2022-2024 Sustainability Master Plan

			OBJECTIVES	
	To support the sustainable transition of companies and society	Global	Sustainable business	4 Bn.€ ✓
	To lead in social impact and promote social inclusion	Social	Investment by BPI "la Caixa" Foundation Beneficiaries	120 M.€ 200 th. ✓
	To lead in Governance best practices	Governance	Women in management positions	43% ✓



COMMITMENT TO PEOPLE, SOCIETY AND THE ENVIRONMENT

≈ **50 M.€**
in 2024

"la Caixa" Foundation initiative in collaboration with BPI

1st Social Fair at BPI All in One

- Sale of handicrafts made by beneficiaries of social institutions

Portugal, Social Reckoning 2023

- Analysis of socio-economic situation of families in Portugal
- Study carried out by Nova SBE as part of the Social Equity Initiative

BPI "la Caixa" Foundation Awards

5 M.€ budget allocation in 2024

32 M.€ and 213 thousand beneficiaries since 2010

Decentralised Social Initiative

1.8 M.€ budget allocation in 2024

121 projects supported and 21 thousand beneficiaries in the 1st half of 2024

5.6 M.€ and 200 thousand beneficiaries since 2019



COMMITMENT TO PEOPLE, SOCIETY AND THE ENVIRONMENT

BPI Volunteering Programme

- In 1st half 2024:



1 700 volunteers



+15 th. direct beneficiaries

- Since the start of the programme (March 2021):



+4.3 th. volunteers registered



+86 th. direct beneficiaries



COMMITMENT TO PEOPLE, SOCIETY AND THE ENVIRONMENT



BPI Forum: "The future of Water"

- **Experts, former government officials, mayors and businesses** discussed water management.



Sustainability Accelerator (3rd edition)

- BPI-Expresso Project: **supporting companies in the transition to sustainability**



Other initiatives

- **Energy Efficiency Programme for SMEs**
- **Webinar on Move+** with ADENE
Fleet energy performance
- **Talk at the BTL** with ADENE and Biosphere
Sustainability in the Tourism Sector

Commercial teams capacity-building

Sustainability roadshow: working sessions with the entire commercial network

COMMITMENT TO PEOPLE, SOCIETY AND THE ENVIRONMENT

747 M.€ in sustainable financing in 1st half 2024

580 M.€

Corporates

Green and social financing, including ESG-linked, real estate projects and car finance

167 M.€

Individuals

Mortgage with high energy certificate score, car finance and renewable energies

BPI conquista prémio internacional de excelência em Banca Sustentável.



O BPI com a melhor perceção nas práticas ESG, no setor bancário, segundo a OnStrategy.



BPI AWARDS TO SUPPORT THE ECONOMY AND INNOVATION



Prémio Nacional Turismo

Expresso BPI

Saiba mais aqui e candidate-se em PREMIONACIONALTURISMO.PT

6th EDITION

Applications closed

12ª EDIÇÃO
PRÉMIO NACIONAL AGRICULTURA 2023

BPI COMERCIO negocios

Agência pwc



12th EDITION

PNI | PRÉMIO NACIONAL DE INOVAÇÃO 2024 2ª EDIÇÃO

negocios BPI grupo CaixaBank claranet

premionacionaldeinovacao.pt

PATROCÍNIO galp KNOWLEDGE PARTNER NOVA PARCEIROS INSTITUCIONAIS ANU COTEC

2nd EDITION



PRÉMIOS EMPREENDEXXI

7th EDITION

PRÉMIO PME INOVAÇÃO COTEC-BPI

20 anos

COTEC BPI grupo CaixaBank

20th EDITION

Applications until 10 September

RECOGNITION



**BEST BANK –
PORTUGAL**



**BEST BANK FOR SMES –
PORTUGAL**



**BEST DIGITAL BANK–
PORTUGAL**



**TRUSTED BRAND
11 YEARS STRAIGHT**



BRAND OF EXCELLENCE



PRESTIGE PRODUCTS



**BEST USER/CONSUMER
EXPERIENCE INITIATIVE IN
BUSINESS PAYMENTS**



**EXCELLENCE IN
SUSTAINABLE BANKING
INITIATIVE**

RECOGNITION



**BEST DOMESTIC PRIVATE
BANK – PORTUGAL 2024**



**BEST FOR SUSTAINABILITY –
PORTUGAL 2024**



**BEST FOR HIGH NET WORTH -
PORTUGAL 2024**



**BEST FOR DIGITAL
SOLUTIONS – PORTUGAL
2024**



**BEST FOR NEXT-GEN –
PORTUGAL 2024**



























**BEST FOR DIGITAL
EDUCATION**

ANNEXES

- 01 BPI Ratings**
versus peers
- 02 Income Statements and Balance sheet** in accordance with IAS / IFRS and Banco BPI indicators
- 03 Reconciliation** between BPI reported figures and BPI Segment contribution to CaixaBank Group
- 04 Alternative Performance Measures**

As of 26 July 2024

BPI RATINGS VS. PEERS

	S&P Global (Long Term Debt/ Issuer Credit Rating)	MOODY'S (Long Term Debt/ Issuer rating)	FitchRatings (Issuer Default Rating)	DBRS (Long-Term Debt/ Issuer Rating)
Investment Grade	AAA	Aaa 	AAA	AAA
	AA+	Aa1	AA+	AA (high)
	AA	Aa2	AA	AA 
	AA-	Aa3	AA-	AA (low)
	A+	A1	A+	A (high)
	A 	A2 	A 	A 
	A- 	A3 	A- 	A (low) 
	BBB+ 	Baa1 	BBB+ 	BBB (high) 
	BBB	Baa2 	BBB 	BBB 
	BBB- 	Baa3	BBB- 	BBB (low)
Non-Investment grade	BB+	Ba1 	BB+	BB (high) 
	BB	Ba2 	BB 	BB 
	BB-	Ba3	BB-	BB (low)
	B+	B1	B+	B (high)
	B	B2	B	B
	B-	B3	B-	B (low)
	CCC+	Caa1	CCC+	CCC (high)

S&P: On 12 mar.24 S&P reaffirmed BPI's rating (BBB+) and **upgraded the individual assessment** (stand-alone credit profile-SACP) **to 'bbb'**. On 10 may S&P improved the outlook to Positive.

Moody's: On 22 Nov.23 **Moody's upgraded the rating of BPI's deposits to A2 and of its mortgage covered bonds to Aaa**, and reaffirmed the rating of BPI and its senior debt (Baa1).
Ratings outlook is Stable.

Fitch Ratings: On 12 Jun.24 it reaffirmed **BPI's rating (BBB+)**, with a positive Outlook, and the **ratings of its senior debt and deposits (A-)**.

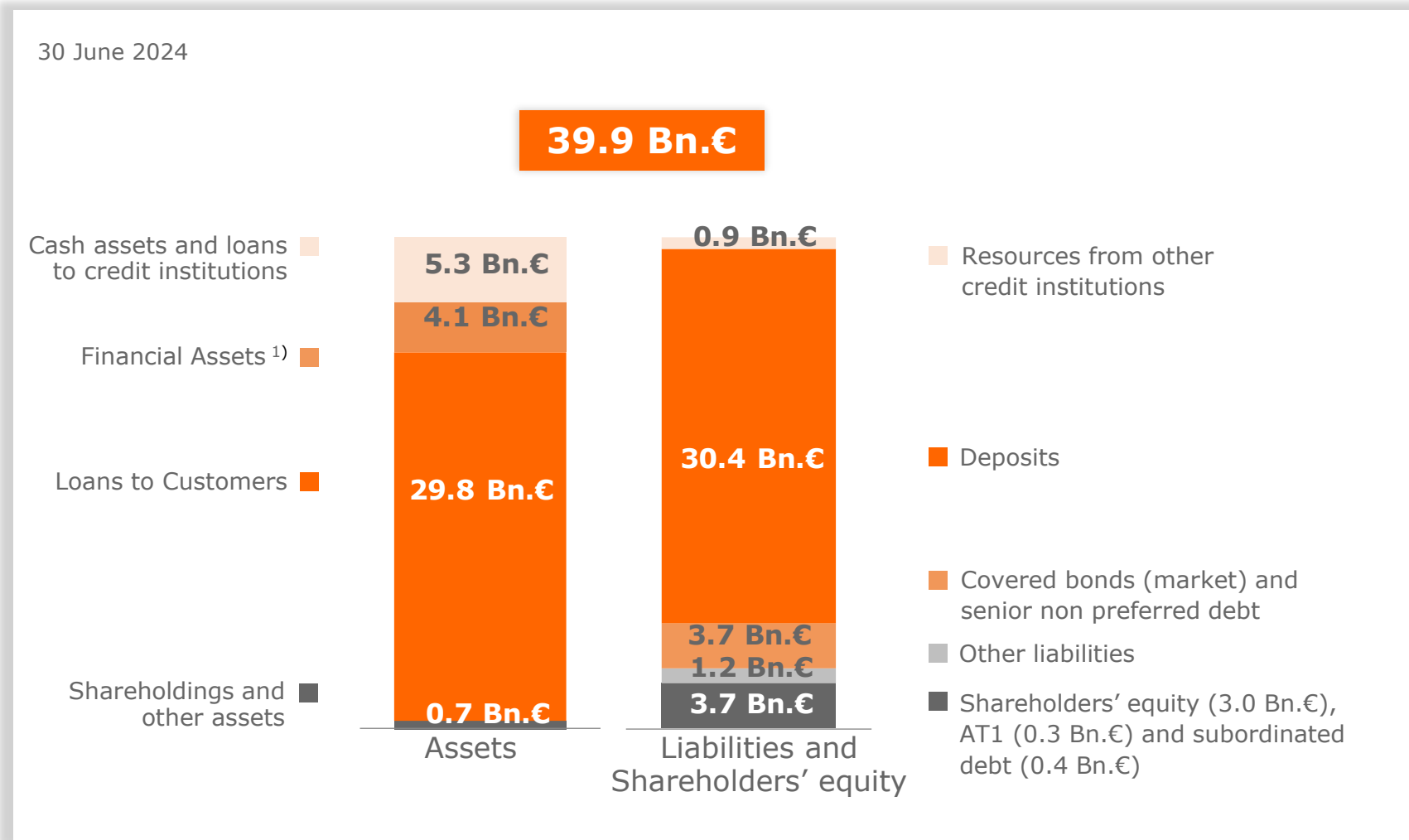
DBRS: on 4 Jul.24 reaffirmed **BPI's mortgage covered bond rating (AA)**.

INCOME STATEMENT OF THE ACTIVITY IN PORTUGAL



In M.€	Jun 23	Jun 24	Δ%
Net interest income	434.9	490.6	13%
Dividend income	2.0	8.3	-
Equity accounted income	10.0	10.3	3%
Net fee and commission income	147.0	167.9	14%
Gains/(losses) on financial assets and liabilities and other	14.7	15.4	4%
Other operating income and expenses	-42.2	-23.9	43%
Gross income	566.3	668.6	18%
Staff expenses	-122.8	-124.8	2%
Other administrative expenses	-92.7	-94.1	2%
Depreciation and amortisation	-34.5	-31.4	-9%
Recurring operating expenses	-250.0	-250.4	0%
Non-recurrent costs	-0.5	-22.9	-
Operating expenses	-250.5	-273.2	9%
Net operating income	315.8	395.4	25%
Impairment losses and other provisions	-38.5	-4.4	-88%
Gains and losses in other assets	10.9	2.0	-81%
Net income before income tax	288.2	393.0	36%
Income tax	-89.5	-125.3	40%
Net income	198.7	267.8	35%
Recurrent net income	189.8	283.5	49%

BALANCE SHEET OF THE ACTIVITY IN PORTUGAL



1) Includes medium and long-term sovereign debt of 3.8 Bn.€ (Portugal 32%; Spain 26%, Italy 17%, European Union 17% and USA 8%), with an average residual maturity of 2.9 years.

LOAN PORTFOLIO AND CUSTOMER RESOURCES

Loan portfolio

Gross portfolio, in M.€	Jun 23	Jun 24	YoY	YtD
Loans to individuals	16 221	16 295	0%	0%
Mortgage loans	14 444	14 688	2%	1%
Other loans to individuals	1 777	1 607	-10%	-5%
Loans to companies	11 229	11 750	5%	2%
Public sector	2 347	2 300	-2%	-2%
Total loans	29 797	30 345	2%	1%
Loan portfolio net of impairments	29 237	29 843	2%	1%

Customer resources

In M.€	Jun 23	Jun 24	YoY	YtD
Customer deposits	28 645	30 408	6%	4%
Off-balance sheet resources	8 805	8 936	1%	3%
Total	37 450	39 343	5%	4%

BANCO BPI INCOME STATEMENT



In M.€	Jun 23	Jun 24	Δ%
Net interest income	438.6	491.7	12%
Dividend income	74.5	53.5	-28%
Equity accounted income	27.8	28.7	3%
Net fee and commission income	147.0	167.9	14%
Gains/(losses) on financial assets and liabilities and other	-26.0	15.1	158%
Other operating income and expenses	-48.0	-27.7	42%
Gross income	613.9	729.2	19%
Staff expenses	-122.8	-124.8	2%
Other administrative expenses	-92.7	-94.1	2%
Depreciation and amortisation	-34.5	-31.4	-9%
Recurring operating expenses	-250.0	-250.4	0%
Non-recurrent costs	-0.5	-22.9	
Operating expenses	-250.5	-273.2	9%
Net operating income	363.4	456.0	25%
Impairment losses and other provisions	-39.0	-4.5	-88%
Gains and losses in other assets	10.9	2.0	-81%
Net income before income tax	335.2	453.5	35%
Income tax	-79.1	-126.7	60%
Net income	256.2	326.8	28%

BANCO BPI BALANCE SHEET



In M.€	Dec 23	Jun 24
ASSETS		
Cash and cash balances at central banks and other demand deposits	1 856	3 290
Financial assets held for trading, at fair value through profit or loss and at fair value through other comprehensive income	1 365	1 304
Financial assets at amortised cost	34 541	35 013
Of which: Loans to Customers	29 540	29 843
Investments in joint ventures and associates	221	217
Tangible assets	208	197
Intangible assets	106	103
Tax assets	170	168
Non-current assets and disposal groups classified as held for sale	15	15
Other assets	147	193
Total assets	38 628	40 499
LIABILITIES		
Financial liabilities held for trading	58	49
Financial liabilities at amortised cost	33 705	35 738
Deposits - Central Banks and Credit Institutions	1 062	924
Deposits - Customers	29 252	30 408
Debt securities issued	3 106	4 128
Of which: subordinated liabilities	435	435
Other financial liabilities	286	278
Provisions	40	37
Tax liabilities	211	345
Other liabilities	639	556
Total Liabilities	34 653	36 726
Shareholders' equity attributable to the shareholders of BPI	3 975	3 773
Non controlling interests	0	0
Total Shareholders' equity	3 975	3 773
Total liabilities and Shareholders' equity	38 628	40 499

BANCO BPI INDICATORS

Profitability, Efficiency and Liquidity Indicators

(Bank of Portugal Instruction no. 16/2004 with the amendments of Instruction 6/2018)

	Jun 23	Jun 24
Gross income / ATA	3.2%	3.7%
Net income before income tax and income attributable to non-controlling interests / ATA	1.7%	2.3%
Net income before income tax and income attributable to non-controlling interests / average shareholders' equity (including non-controlling interests)	17.5%	23.7%
Staff expenses / Gross income ¹⁾	20.0%	17.1%
Operating expenses / Gross income ¹⁾	40.7%	34.3%
Loans (net) to deposits ratio	102%	99%

NPE ratio and forbore (according to the EBA criteria)

	Jun 23	Jun 24
Non-performing exposures - NPE (M.€)	616	539
NPE ratio	1.6%	1.4%
NPE coverage by impairments	93%	95%
NPE coverage by impairments and collaterals	150%	152%
Ratio of forbore not included in NPE ²⁾	1.0%	1.2%

"Crédito duvidoso" (non-performing loans) (according to Bank of Spain criteria)

	Jun 23	Jun 24
"Crédito duvidoso" (M.€) ³⁾	610	528
"Crédito duvidoso" ratio	1.9%	1.6%
"Crédito duvidoso" coverage by impairments	94%	97%
"Crédito duvidoso" coverage by impairments and collaterals	150%	151%



1) Excluding early-retirement costs.

2) Forbore according to EBA criteria. On June 2024, the forbore was 736 M.€ (forbore ratio of 1.7%), of which 505 M.€ was performing loans (1.2% of the gross credit exposure) and 231 M.€ was included in NPE (0.5% of the gross credit exposure).

3) Includes guarantees provided (recorded off-balance sheet).

RECONCILIATION BETWEEN BPI REPORTED FIGURES AND BPI SEGMENT CONTRIBUTION TO CAIXABANK GROUP

Profit & loss account

Jun 24 (M.€)	As reported by BPI	BPI contribution to CABK Group	Business segment	
			BPI	Corporate Center
Net interest income	492	490	486	3
Dividends	53	54	9	45
Equity accounted income	29	29	10	18
Net fees and commissions	168	168	168	
Trading income	15	17	17	(0)
Other operating income & expenses	(28)	(26)	(22)	(4)
Gross income	729	731	668	63
Operating expenses	(250)	(256)	(256)	
Extraordinary operating expenses	(23)			
Pre-impairment income	456	475	412	63
Impairment losses on financial assets	(4)	(4)	(4)	(0)
Other impairments and provisions	0	(18)	(18)	0
Gains/losses on disposals & others	2	2	2	0
Pre-tax income	454	454	391	63
Income tax	(127)	(127)	(125)	(2)
Net income	327	327	266	61

Loan portfolio & customer resources

June 2024 (M.€)	As reported by BPI	Adjustments	BPI contribution to CABK Group (BPI segment)
Loans and advances to customers, net	29 843	(89)	29 754
Total customer funds	39 343	(4 338)	35 005

> Profit & loss account

The difference between the results disclosed by BPI and its contribution to the group corresponds to consolidation adjustments derived from intragroup eliminations, reclassifications to standardize presentation criteria in the income statement and certain remaining adjustments from the business combination.

Additionally, BPI contribution to CaixaBank Group results is broken down into BPI segment and Corporate Center segment, the latter including the contributions from BFA and BCI.

> Loan portfolio & customer funds

The difference between BPI reported figures and those reported by CaixaBank for the BPI segment can largely be explained by:

- In **loans and advances to customers, net**, consolidation adjustments (elimination of intra-group balances);
- In **total customer funds**, by the liabilities under insurance contracts and their fair value adjustments at 30 June 2024, as generated by the business combination, which have been reported in the banking and insurance business segment of CaixaBank following the sale of BPI Vida to VidaCaixa de Seguros y Reaseguros.

1) Consolidation, standardisation and net fair value adjustments in the business combination.

ALTERNATIVE PERFORMANCE MEASURES

Reconciliation of the profit & loss account structure

- The European Securities and Markets Authority (ESMA) published on 5th October 2015 a set of **guidelines relating to the disclosure of Alternative Performance Measures** by entities (ESMA/2015/1415). These guidelines are mandatory to issuers with effect from 3rd July 2016.
- In addition to the financial information prepared in accordance with the International Financial Reporting Standards (IFRS), **BPI uses a set of indicators for the analysis of performance and financial position, which are classified as Alternative Performance Measures**, in accordance with the abovementioned ESMA guidelines. The information relating to those indicators has already been object of disclosure, as required by ESMA guidelines.
- In the current presentation, the information previously disclosed is included by way of cross-reference and **a summarized list of the Alternative Performance Measures** is presented next.

The following table shows the reconciliation of the structure used in this document (Results' Presentation) with the structure adopted in the financial statements and respective notes of the Report and Accounts.

Adopted acronyms and designations

YtD	>	Year-to-date change
YoY	>	Year-on-year change
QoQ	>	quarter-on-quarter change
ECB	>	European Central Bank
BoP	>	Bank of Portugal
CMVM	>	Securities Market Commission
APM	>	Alternative Performance Measures
MMI	>	Interbank Money Market
T1	>	Tier 1
CET1	>	Common Equity Tier 1
RWA	>	Risk weighted assets
TLTRO	>	Targeted longer-term refinancing operations
LCR	>	Liquidity coverage ratio
NSFR	>	Net stable funding ratio

Units, conventional sings and abbreviations

€, Euros, EUR	>	euros
th.€, th.euros	>	thousand euros
M.€, M.euros	>	million euros
Bn.€, Bi.€	>	billion euros
Δ	>	change
n.a.	>	not available
0, -	>	null or irrelevant
vs.	>	versus
b.p.	>	basis points
p.p.	>	percentage points
E	>	Estimate
F	>	Forecast

ALTERNATIVE PERFORMANCE MEASURES

Reconciliation of Banco BPI profit & loss account structure

Structure used in the Results' Presentation	Jun 24	Jun 24	Structure presented in the financial statements and respective notes
Net interest income	491.7	491.7	Net interest income
Dividend income	53.5	53.5	Dividend income
Equity accounted income	28.7	28.7	Share of the profit or (-) loss of investments in subsidiaries, joint ventures and associates accounted for using the equity method
Net fee and commission income	167.9	182.5	Fee and commission income
		-14.6	Fee and commission expenses
Gains/(losses) on financial assets and liabilities and other	15.1	0.2	Gains or (-) losses on derecognition of financial assets and liabilities not measured at fair value through profit or loss, net
		3.2	Gains or (-) losses on financial assets and liabilities held for trading, net
		-1.8	Gains or (-) losses on non-trading financial assets mandatorily at fair value through profit or loss, net
		7.5	Gains or (-) losses from hedge accounting, net
		6.0	Exchange differences [gain or (-) loss], net
Other operating income and expenses	-27.7	13.3	Other operating income
		-41.0	Other operating expenses
Gross income	729.2	729.2	GROSS INCOME
Staff expenses	-147.6	-147.6	Staff expenses
Other administrative expenses	-94.1	-94.1	Other administrative expenses
Depreciation and amortisation	-31.4	-31.4	Depreciation
Operating expenses	-273.2	-273.2	Administrative expenses and depreciation
Net operating income	456.0	456.0	
Impairment losses and other provisions	-4.5	1.4	Provisions or (-) reversal of provisions
		-5.9	Impairment or (-) reversal of impairment on financial assets not measured at fair value through profit or loss
Gains and losses in other assets	2.0		Impairment or (-) reversal of impairment of investments in subsidiaries, joint ventures and associates
			Impairment or (-) reversal of impairment on non-financial assets
			Gains or (-) losses on derecognition of investments in subsidiaries, joint ventures and associates, net
		1.2	Gains or (-) losses on derecognition of non financial assets, net
		0.8	Profit or (-) loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations
Net income before income tax	453.5	453.5	PROFIT OR (-) LOSS BEFORE TAX FROM CONTINUING OPERATIONS
Income tax	-126.7	-126.7	Tax expense or income related to profit or loss from continuing operations
Net income from continuing operations	326.8	326.8	PROFIT OR (-) LOSS AFTER TAX FROM CONTINUING OPERATIONS
Net income from discontinued operations			Profit or (-) loss after tax from discontinued operations
Net income	326.8	326.8	PROFIT OR (-) LOSS FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF THE PARENT

ALTERNATIVE PERFORMANCE MEASURES

EARNINGS, EFFICIENCY AND PROFITABILITY INDICATORS

The following earnings, efficiency and profitability indicators are defined by reference to the above structure of the profit and loss account used in this document.

Gross income	Net interest income + Dividend income + Net fee and commission income + Equity accounted income + Gains/(losses) on financial assets and liabilities and other + Other operating income and expenses
Commercial banking gross income	Net interest income + Dividend income + Net fee and commission income + Equity accounted income excluding the contribution of stakes in African banks
Operating expenses	Staff expenses + Other administrative expenses + Depreciation and amortisation
Net operating income	Gross income – Operating expenses
Net income before income tax	Net operating income – Impairment losses and other provisions + Gains and losses in other assets
Cost-to-income ratio (efficiency ratio)¹⁾	Operating expenses, excluding costs with early-retirements and voluntary terminations and other non recurrent / Gross income ²
Cost-to-core income ratio (core efficiency ratio)¹⁾	[Operating expenses, excluding costs with early-retirements and voluntary terminations and other non recurrent – Income from services rendered to CaixaBank Group (recorded under Other operating income and expenses)] / Commercial banking gross income
Return on Equity (ROE)¹⁾	Net income for the period, less the interest cost of AT1 capital instruments recorded directly in shareholders' equity / Average value in the period of shareholders' equity attributable to BPI shareholders, excluding AT1 capital instruments
Return on Tangible Equity (ROTE)¹⁾	Net income for the period, less the interest cost of AT1 capital instruments recorded directly in shareholders' equity / Average value in the period of shareholders' equity attributable to BPI shareholders (excl. AT1 capital instruments) after deduction of intangible net assets and goodwill of equity holdings
Return on Assets (ROA)¹⁾	(Net income attributable to BPI shareholders + Income attributable to non-controlling interests - preference shares dividends paid) / Average value in the period of net total assets
Unitary intermediation margin	Loan portfolio average interest rate, excluding loans to employees – Deposits average interest rate

BALANCE SHEET AND FUNDING INDICATORS

On-balance sheet Customer resources³⁾	<p>Deposits + Capitalisation insurance of fully consolidated subsidiaries + Participating units in consolidated mutual funds</p> <ul style="list-style-type: none"> Deposits = Demand deposits and other + Term and savings deposits + Interest payable + Retail bonds (Fixed rate bonds placed with Customers) Capitalisation insurance of fully consolidated subsidiaries (BPI Vida e Pensões sold on Dec.17)
Off-balance sheet Customer resources⁴⁾	<p>Mutual funds + Capitalisation insurance + Pension plans + Subscriptions in public offerings</p> <ul style="list-style-type: none"> Mutual funds = Unit trust funds + Real estate investment funds + Retirement-savings and equity-savings plans (PPR and PPA) + Hedge funds + Assets from the funds under BPI Suisse management (BPI Suisse sold on Apr.23) + Third-party unit trust funds placed with Customers. Capitalisation insurance = Third-party capitalisation insurance placed with Customers Pension plans = Pension plans under BPI management (includes BPI pension plans) Subscriptions in public offerings = Customers subscriptions in third parties' public offerings

1) Ratio referring to the last 12 months, except when indicated otherwise. The ratio can be computed for the cumulative period since the beginning of the year, in annualised terms.

2) Excluding non-recurrent.

3) The amount of on-balance sheet Customer resources is not deducted from the applications of off-balance sheets products (mutual funds and pension plans) in on-balance sheet products.

4) Amounts deducted from participating units in the Group banks' portfolios and from off-balance sheet products investments (mutual funds and pension plans) in other off-balance sheet products.

ALTERNATIVE PERFORMANCE MEASURES

BALANCE SHEET AND FUNDING INDICATORS (continuation)

Total Customer resources	On-balance sheet Customer resources + Off-balance sheet Customer resources
Gross loans to customers	Gross loans and advances to Customers (financial assets at amortised cost), excluding other assets (guarantee accounts and others) and reverse repos + Gross debt securities issued by Customers (financial assets at amortised cost) <i>Note: gross loans = performing loans + loans in arrears + receivable interests</i>
Net loans to Customers	Gross loans to Customers – Impairments for loans to Customers
Loan-to-deposit ratio (CaixaBank criteria)	(Net loans to Customers - Funding obtained from the EIB, which is used to provide credit) / Deposits and retail bonds

ASSET QUALITY INDICATORS

Impairments and provisions for loans and guarantees (income statement)	Impairment or reversal of impairment on financial assets not measured at fair value through profit or loss relative to loans and advances to Customers and to debt securities issued by Customers (financial assets at amortised cost), before deduction of recoveries of loans previously written off from assets, interest and others + Provisions or reversal of provisions for commitments and guarantees
Cost of credit risk	Impairments and provisions for loans and guarantees - Recoveries of loans previously written off from assets, interest and other
Cost of credit risk as % of loan portfolio¹⁾	(Impairments and provisions for loans and guarantees - Recoveries of loans previously written off from assets, interest and other) / Average value in the period of the gross loans and guarantees portfolio.
Performing loans portfolio	Gross Customer loans - (Overdue loans and interest + Receivable interests and other)
NPE and NPL ratios	Ratio of non-performing exposures (NPE) and ratio of non-performing loans (NPL) in accordance with the EBA criteria (prudential perimeter)
Coverage of NPE or NPL	[Impairments for loans and advances to Customers (financial assets at amortised cost) + Impairments for debt securities issued by Customers (financial assets at amortised cost) + Impairments and provisions for guarantees and commitments] / [Non-performing exposures (NPE) or Non-performing loans (NPL)]
Coverage of NPE or NPL by impairments and associated collaterals	[Impairments for loans and advances to Customers (financial assets at amortised cost) + Impairments for debt securities issued by Customers (financial assets at amortised cost) + Impairments and provisions for guarantees and commitments + Collaterals associated to NPE or NPL] / [Non-performing exposures (NPE) or Non-performing loans (NPL)]
Non-performing loans ratio (“credito dudoso”, Bank of Spain criteria)	Non performing loans (“credito dudoso”, Bank of Spain criteria) / (Gross Customer loans + guarantees)
Non-performing loans coverage ratio	[Impairments for loans and advances to Customers (financial assets at amortised cost) + Impairments for debt securities issued by Customers (financial assets at amortised cost) + Impairments and provisions for guarantees and commitments] / Non performing loans (“credito dudoso”, Bank of Spain criteria)
Coverage of non-performing loans by impairments and associated collaterals	[Impairments for loans and advances to Customers (financial assets at amortised cost) + Impairments for debt securities issued by Customers (financial assets at amortised cost) + Impairments and provisions for guarantees and commitments + Collateral associated to credit] / Non performing loans (“credito dudoso”, Bank of Spain criteria)
Impairments cover of foreclosed properties	Impairments for real estate received in settlement of defaulting loans / Gross value of real estate received in settlement of defaulting loans

1) Ratio referring to the last 12 months, except when indicated otherwise. The ratio can be computed for the cumulative period since the beginning of the year, in annualised terms.



Grupo  CaixaBank

BANCO BPI, S.A.

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