

**3Q25** BANCO BPI **RESULTS** 





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## **MORE GROWTH AND INNOVATION**

- Expressive and consistent business growth: loans +8% yoy and Customer resources +10% yoy
- Net profit in Portugal of 362 M.€ (-5%); Banco BPI net profit of 389 M.€ (-12%)
- Asset quality at historical highs: NPE of 1.2%, covered at 146%
- Successful initial public offering of BFA: BPI sells 14.75% stake, with demand exceeding offer 5x, in the largest deal in Africa in 2025.





#### **BPI RESULTS**

YTD in September 2025

Commercial activity in Portugal

Loans

Δ γογ

+

**Deposits** △ yoy +2.6 Bn.€ +9%

Gross income

△ yoy **-9%** 

+2.3 Bn.€ +8%

Total customer resources +3.9 Bn.€ +10%

Net interest income -11%

Risk and capitalisation

NPE ratio (EBA criteria)

Coverage

1.2%

146%

Cost of Credit Risk

0.09%

CET1 > 14.3%

T1 > 15.7%

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

Total > 17.8%

Net Profit and profitability

**Profit in Portugal** 

(by impairments and collaterals)

 $\Delta$  yoy

362 M.€

-5%

**Banco BPI profit** 

389 M.€ -12%

**Cost-to-income in Portugal** 

40%

(last 12 months)

Recurrent ROTE in Portugal

16.4%

(last 12 months)

## PORTUGUESE ECONOMY OUTPERFORMS THE EURO AREA

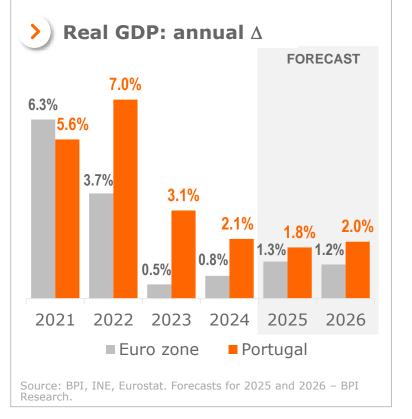
- Portugal's GDP 10% above pre-Covid levels
- Converging with the Euro Area



Stronger structural base supporting growth



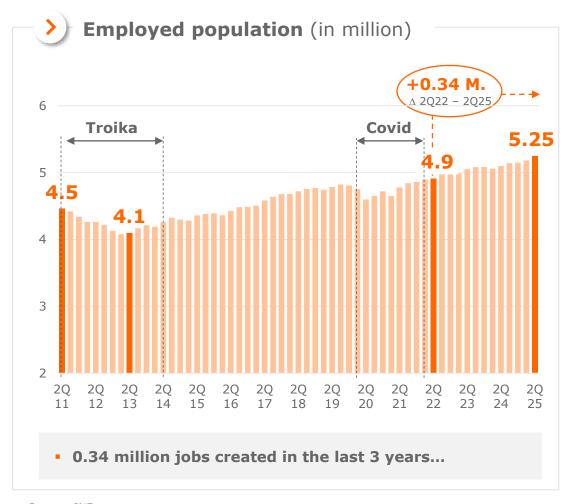
 Portugal slows down in 2025, but will continue to grow above the European average

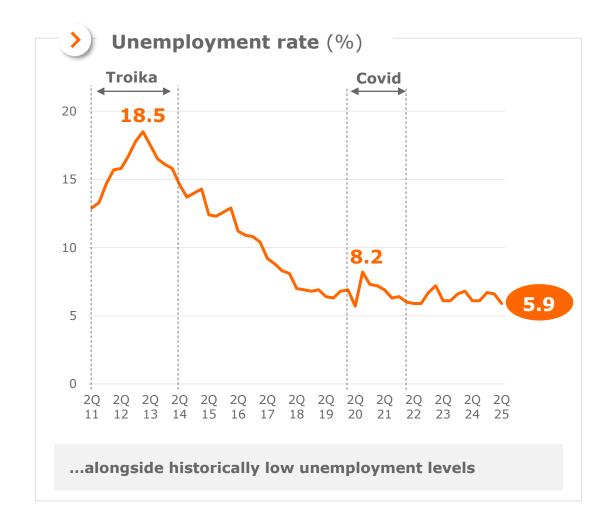






## **EMPLOYMENT AT RECORD HIGHS**



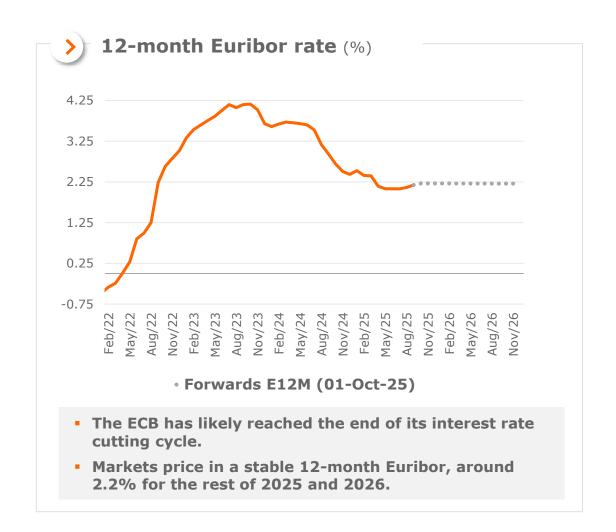


Source: INE.



#### **INFLATION AND INTEREST RATES CLOSE TO 2%**

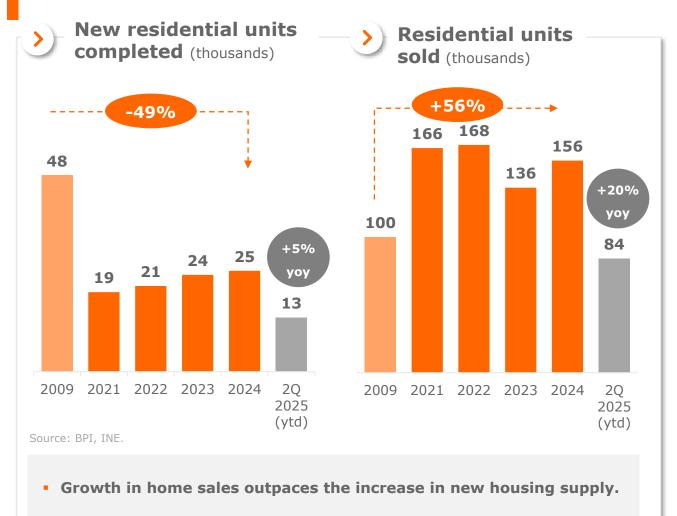


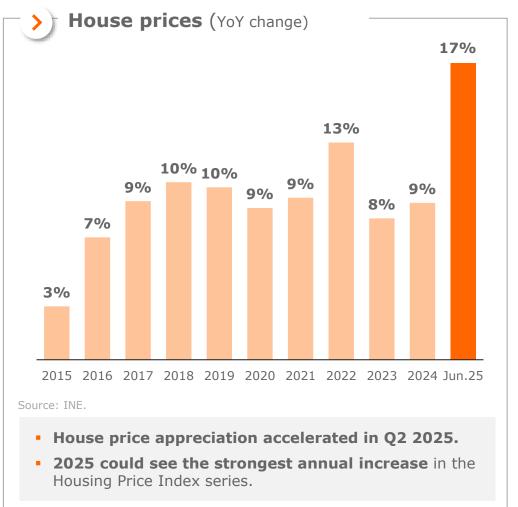


Source: BPI, Eurostat, Bloomberg.



## HOUSING: INSUFFICIENT SUPPLY DRIVES UP PRICES





#### **IN SUMMARY**

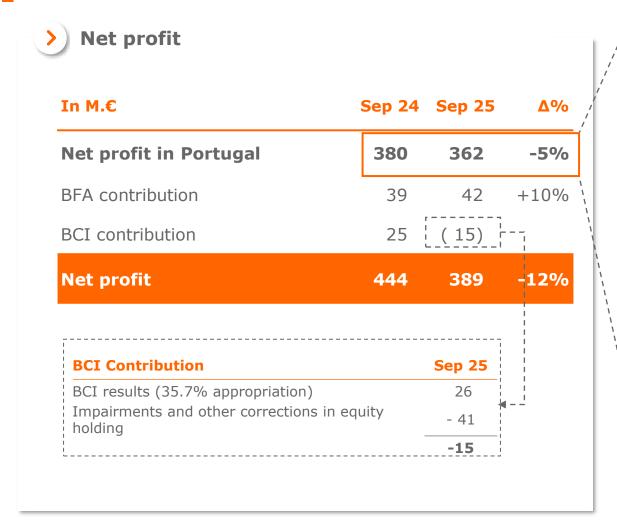
#### Portuguese Economy



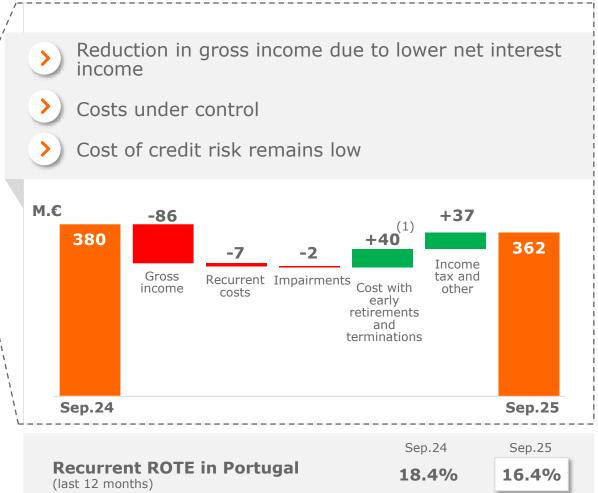
- □ Portugal is set to continue growing faster than the Euro Area, by around 2%
- ☐ Public and private sector debt (as % of GDP) on a downward path
- □ Labour market remains strong, with unemployment rate stable at historic lows
- ☐ Household disposable income continues to grow, supporting consumption and savings
- ☐ The Recovery and Resilience Plan entering its final phase should favour investment
- ☐ **Inflation** in line with ECB target; **interest rates** expected to remain stable around 2%
- ☐ Imbalance between housing supply and demand continues to put upward pressure on prices



#### **NET PROFIT OF 389 M.€ FROM JAN. TO SEP.25**



1) No early retirement costs in 9M25, which compares with 40 M.€ costs in 9M24.





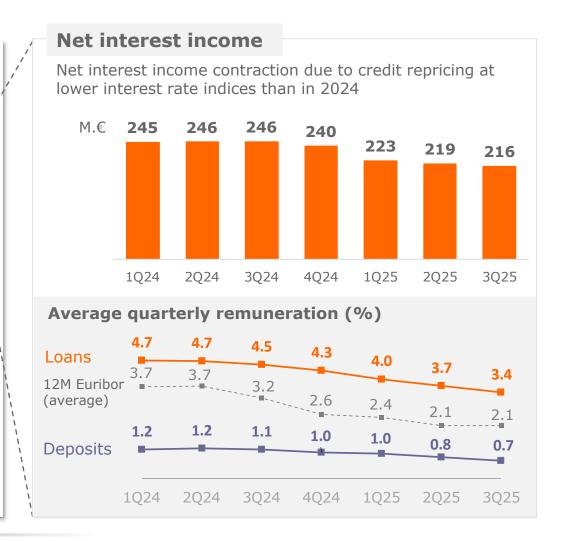
## HIGHER VOLUMES FAIL TO MAKE UP FOR LOWER RATES

# > Gross income

In M.€	Sep 24 S	ep 25	Δ%
Net interest income	737	657	-11%   - — — -
Net fee and commission income	244 (1)	227	-7%
Other income (net)	20	30 <sup>(2)</sup>	1

GROSS INCOME	1 000	914	-9%

- 1) Fee and commission income stable, excluding a one-off 16 M.€ gain in 9M24.
- 2) Includes reversal of Banking Sector Additional Solidarity Levy contributions paid in previous years (18 M.€).





## **LOANS INCREASED 8% YOY**

**)** Loans to Customers by segment

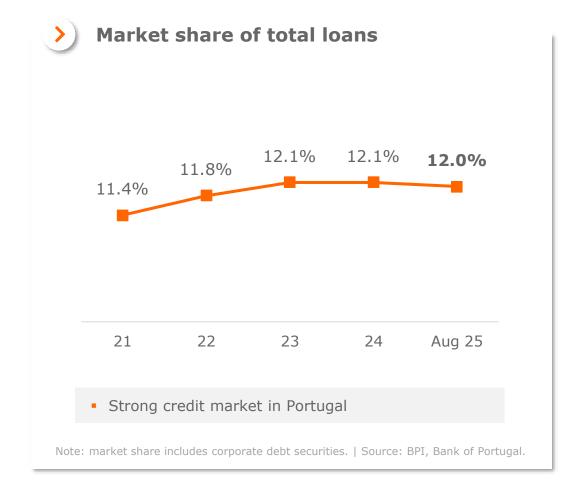
	, , , ,			
Gross portfolio, in Bn.€	Sep 24	Sep 25	YoY	YtD
Loans to individuals	16.5	18.1	10%	8%
Mortgage loans	14.9	16.7	12%	10%
Other loans to individuals	1.6	1.4	-9%	-7%
Loans to companies	11.5	12.1	5%	1%
Public sector	2.3	2.3	1%	1%
Total loans	30.3	32.6	8%	5%

29.8

32.1

8%

5%

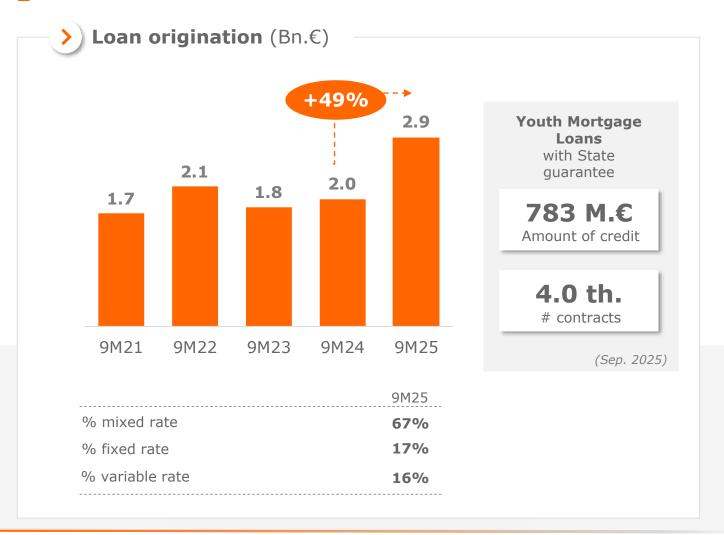




Loan portfolio net of

impairments

#### MORTGAGE LOANS: GROWTH AND MARKET SHARE GAIN

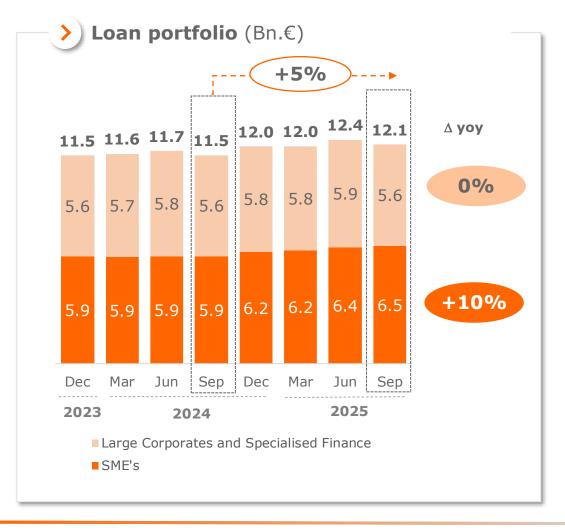








#### **LOANS TO SMEs GREW 10%**











## SUPPORTING OUR CLIENTS' SUSTAINABLE TRANSITION



## **BPI AWARDS TO SUPPORT THE ECONOMY AND INNOVATION**

#### **National Tourism Awards**



7th edition

Winners to be announced in November

#### **National Agricultural Awards**



14th edition

3rd

edition

Applications running until 31 October

#### Woman Entrepreneur 2025 BPI Awards



8th edition

Winner: **Sandra Tavares da Silva**,
Wine & Soul CEO

# **COTEC-BPI SMEs Innovation Awards**



21st edition

Winners to be announced in November

#### **National Innovation Awards**



17 awards attributed

#### **EmpreendeXXI Awards**



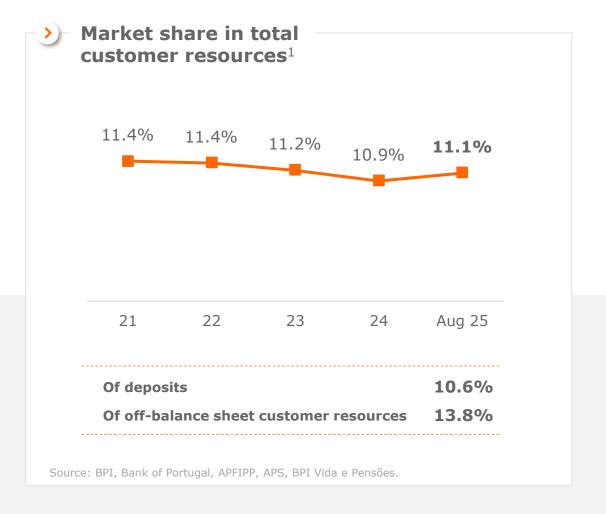
7th edition

National winners: Coimbra FiberSight and Faro expressTC



# **CUSTOMER RESOURCES INCREASED 10% yoy**

Customer Resources				
In Bn.€	Sep 24	Sep 25	YoY	Yt[
Customer deposits	29.5	32.1	9%	5%
Off-balance sheet resources	9.2	10.5	14%	11%
Total	38.7	42.6	10%	7%





## **MORE CLIENTS AND MORE DIGITAL SALES**

> Subscription to digital channels

(Sep.2025)

(Sep.2025)

93% Digital individual clients actively using the BPI App

> More Digital Clients

+37 th. (△ YOY)

BPI App active users

1 million

Digital Banking regular users

> More Digitally-supported sales

(Sep.24 to Sep.25)

31% of focus products<sup>1</sup> sales to individual clients are digitally initiated







## **INVESTMENT IN YOUNG TALENT**

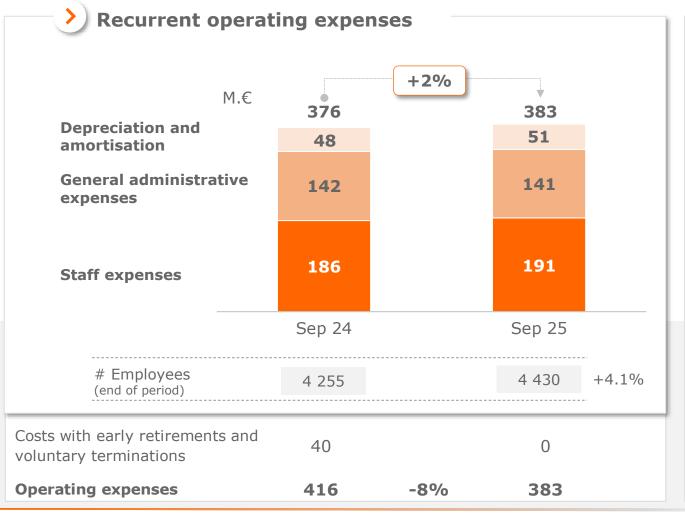


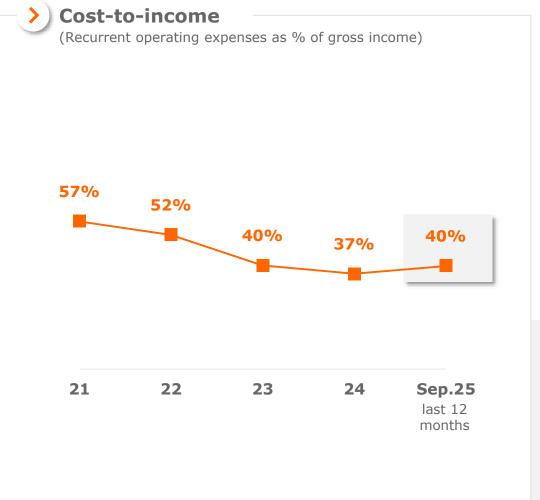
**Hiring of Young 257** 289 People (<30 years) 9M 25 2022-2024 64% of total hires **BPI Trainee** 186 **Programme Editions Trainees** 74% Retention (in editions concluded) 266 **Other BPI internships** 2022-Sep25

**GENERATIONAL RENEWAL TEAM DIVERSITY** INNOVATION AND DISRUPTION **DIGITAL TRANSFORMATION ACCELERATOR BPI VALUE AS AN EMPLOYER BRAND** 



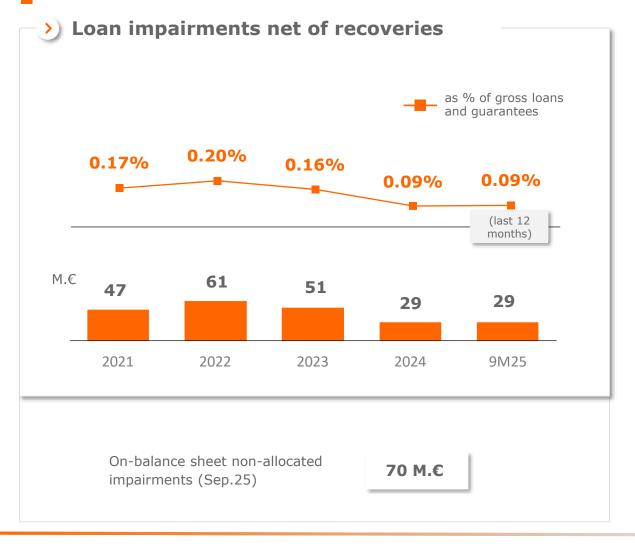
## **COSTS UNDER CONTROL**

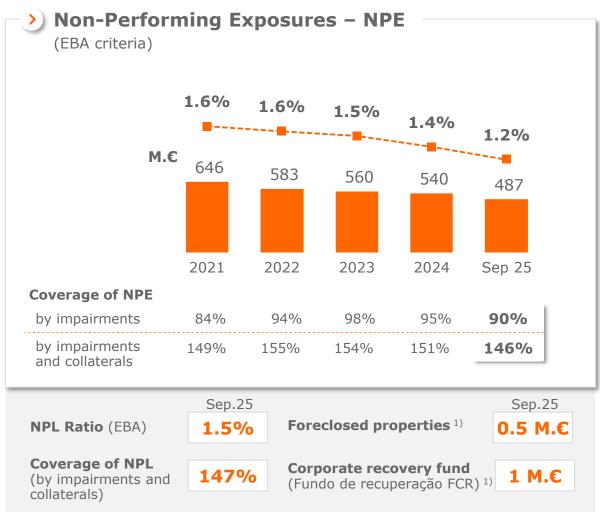






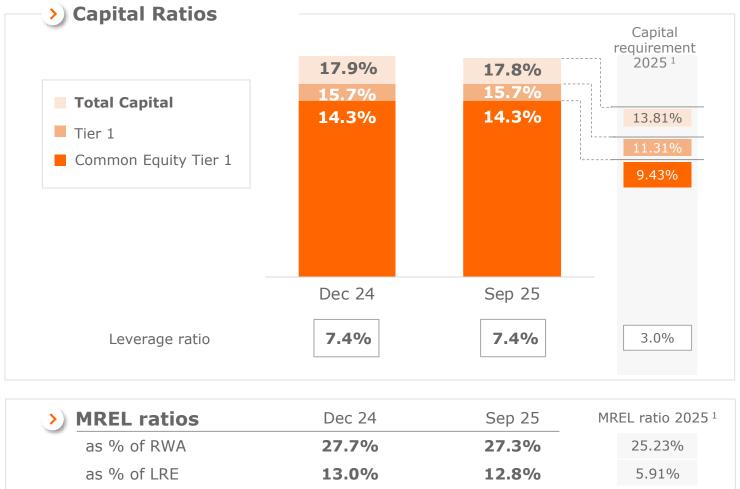
## **CREDIT GROWS WITH LOWEST RISK EVER**







## **COMFORTABLE CAPITAL BUFFER**

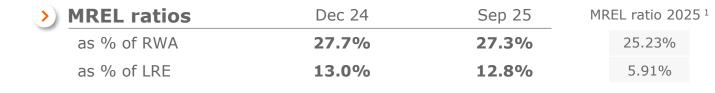


Capital buffer vs. minimum capital requirements

4.0 p.p.

Sep. 25

(Maximum Distributable Amount - MDA Buffer)







#### SUCCESS OF BFA INITIAL PUBLIC OFFERING



# The order book was **5 times subscribed**, reaching the maximum price

- The results of BFA's initial public offering were released by BODIVA on 26 September
- All shares in the offering (29.75% of BFA's share capital) were placed at the maximum price (49 500 AKZ per share, i.e. approx. €46.5)
- Demand far exceeded the offer (ratio of 506%), with an allocation of approx. 20%
- Shares admitted to trading on 30 September.

<b>&gt;</b>	BPI <b>sold 14.75%</b> of BFA

- BPI obtains **proceeds** in AKZ corresponding to **103 M.€** <sup>1)</sup>
- Increase in value of the stake sold since June 2025 (9 M.€) taken directly to equity <sup>2)</sup>
- Impact on CET1 regulatory capital is neutralised until the proceeds from the sale are received in Portugal, following the ECB's recommendation on dividends pending receipt
- BPI's stake in BFA decreased to 33.35%, valued at 232 M.€

Results of BFA IPO	
Selling price (AKZ / share)	49 500
# shares sold	4 462 500
Total amount (M. AKZ)	220 894
Demand / Supply ratio	506.37%
Allotment ratio	19.81%
Demand: total quantity of shares	22 596 643
Demand: total amount (M. AKZ)	1 118 124
Course PODIVA	

Source: BODIVA











# **SUCCESS OF BFA INITIAL PUBLIC OFFERING**

- > Largest deal in Africa in 2025
- > Largest deal in Angola ever
- The deal was placed in all provinces of Angola
- It involved all the financial intermediaries in Angola
- High capital dispersion: 8.5 thousand new shareholders
- International entities involved rank the deal at best practices level





#### **BFA** shareholders' structure after IPO

Unitel	36.90%
Banco BPI	33.35%
Free float	29.75%



# **COMMITMENT TO SOCIAL TRANSFORMATION**

#### BPI Volunteering Service Programme -

**Beneficiaries across the country** 

**2 430** (in 2025)

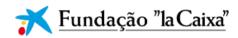
2 111 600 (since the start of the programme)



#### **BPI** | "la Caixa" Foundation joint action

**Strategic pillars**: Social, Research and Scholarships, Culture





≈**50 M.€** in 2025







# IMPROVING THE LIFE QUALITY OF SOCIALLY VULNERABLE PEOPLE

#### 5 M.€ in 2025

#### **BPI** "la Caixa" Foundation Awards

- Infância Children and adolescents (since 2019)
- Solidário Young people and adults (since 2016)
- Seniores People aged 65 and over (since 2013)
- Capacitar People with disabilities (since 2010)



Since 2010:

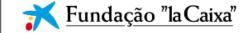
39.8 M.€

1 232 projects

268 th.

people in social vulnerability situations supported





# SUPPORTING LOCAL PROJECTS THROUGH THE COMMERCIAL NETWORKS

#### 2 M<sub>•</sub>€ in 2025

#### **Decentralised Social Initiative**

- Children, adolescents and young people
- People aged 65 and over
- People with disabilities
- Work integration
- Health, illness or permanent disability
- Interculturality and social cohesion

#### Since 2020:

8.2 M.€

1 341 projects

307 th. beneficiaries









#### **RECOGNITION**



BEST BANK FOR LARGE CORPORATES PORTUGAL



BEST DIGITAL BANK PORTUGAL



BEST BANK FOR ESG PORTUGAL





- BEST PRIVATE BANKING IN PORTUGAL
- BEST FOR DIGITAL SOLUTIONS
- BEST FOR NEXT-GEN
- BEST FOR SUCCESSION PLANNING



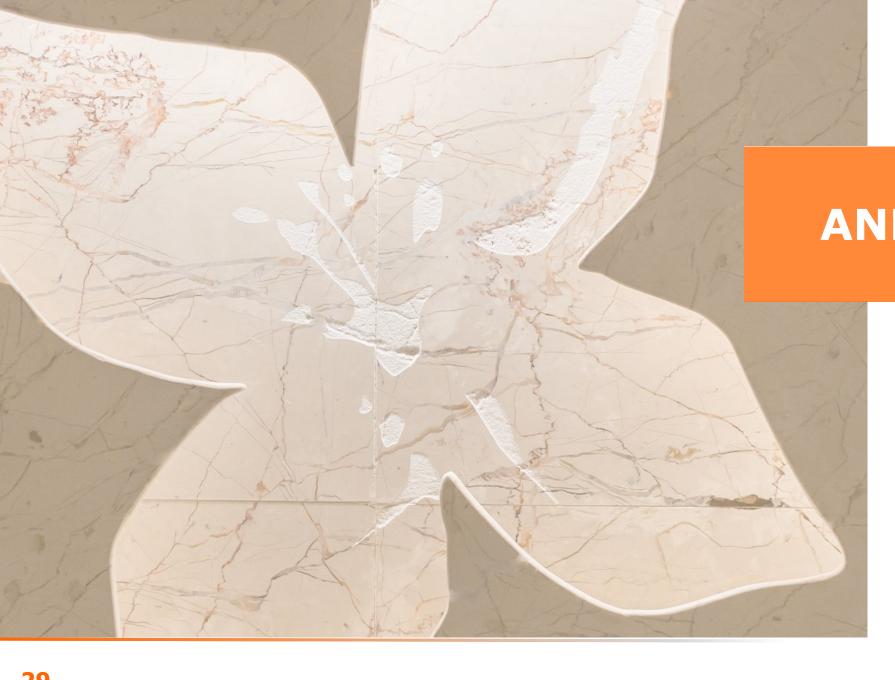
BEST CRM INITIATIVE

PRIVATE BANKING
BEST CRM INITIATIVE



BEST PRIVATE BANK
FOR DIGITALLY
EMPOWERING RELATIONSHIP
MANAGERS





#### **BANCO BPI RESULTS**

Unaudited accounts

# **ANNEXES**

**BPI Ratings** versus peers

**Income Statements and Balance sheet** in accordance with IAS / IFRS and Banco BPI indicators

> **Reconciliation** between BPI reported figures and BPI Segment contribution to CaixaBank Group

**Alternative Performance** Measures





# **BPI RATINGS VS. PEERS**

As of 28 october 2025

	S&P Global (Long Term Debt/ Issuer Credit Rating)	Moody's (Long Term Debt/ Issuer rating)	Fitch Ratings (Issuer Default Rating)	(Long-Term Debt/ Issuer Rating)
	AAA	Aaa SPI Mortgage bonds	AAA	AAA
<u>o</u>	AA+	Aa1	AA+	AA (high) BPI Mortgage bonds
Grade	AA	Aa2	AA	AA
<b>1</b> 6	AA-	Aa3	AA-	AA (low)
nen	A+ 🕡	A1 BPI Deposits	A+	A (high)
stn	A BPI Bank 1 Bank 3	A2 BPI	A Bank 1 BPI Deposits Senior debt	A Bank 1 Bank 3
Investment	A-	A3 (1)	A- ► BPI	A (low) Bank 2
Ħ	BBB+ Bank 2	Baa1 Bank1 Bank2 Bank3 Bank5	BBB+	BBB (high)
	BBB	Baa2	BBB Bank 2 Bank 5	ВВВ
	BBB-	Baa3 Bank 4	BBB- Bank 4	BBB (low) Bank 4
	BB+	Ba1	BB+	BB (high)
en	ВВ	Ba2	ВВ	ВВ
stm	BB-	Ba3	BB-	BB (low)
-Investment grade	B+	B1	B+	B (high)
FI B	В	B2	В	В
Non	B-	B3	B-	B (low)
_	CCC+	Caa1	CCC+	CCC (high)

**S&P:** On 17 Sep. 25, S&P **upgraded the rating of BPI to A** (from A-), with stable outlook.

Moody's: On 19 Nov.24 upgraded the rating of BPI and its senior debt to A2 (from Baa1) and the rating of its deposits to A1 (from A2). The Outlook of the ratings is Stable.

Fitch Ratings: On 10 Oct. 25 reaffirmed BPI rating (A-), improving the Outlook to positive, and also reaffirmed the rating on deposits and senior debt (A).

DBRS: on 11 Jun.25 upgraded BPI's mortgage covered bond rating to AA (high).







# **INCOME STATEMENT OF THE ACTIVITY IN PORTUGAL**

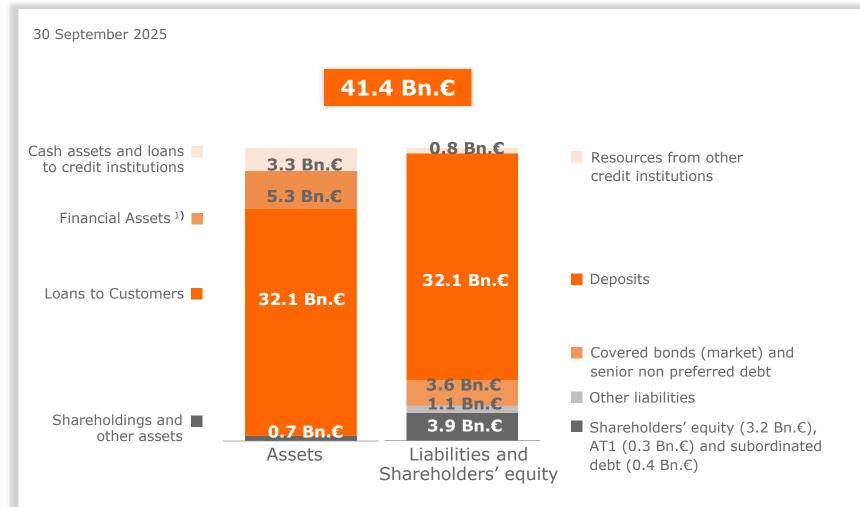


In M.€	Sep 24	Sep 25	Δ%
Net interest income	736.7	657.0	-11%
Dividend income	8.3	7.1	-14%
Equity accounted income	15.3	14.7	-4%
Net fee and commission income	243.5	226.6	-7%
Gains/(losses) on financial assets and liabilities and other	19.1	11.4	-40%
Other operating income and expenses	-22.7	-2.8	88%
Gross income	1 000.2	914.0	-9%
Staff expenses	-186.3	-191.2	3%
Other administrative expenses	-141.8	-140.8	-1%
Depreciation and amortisation	-47.8	-50.5	6%
Recurring operating expenses	-375.9	-382.5	2%
Non-recurrent costs	-39.9	-0.3	-99%
Operating expenses	-415.8	-382.8	-8%
Net operating income	584.4	531.2	-9%
Impairment losses and other provisions	-26.5	-28.9	9%
Gains and losses in other assets	2.3	0.6	-73%
Net income before income tax	560.1	503.0	-10%
Income tax	-180.1	-141.2	-22%
Net income	380.0	361.8	-5%
Recurrent net income	407.5	362.0	-11%





## **BALANCE SHEET OF THE ACTIVITY IN PORTUGAL**









# **LOAN PORTFOLIO AND CUSTOMER RESOURCES**

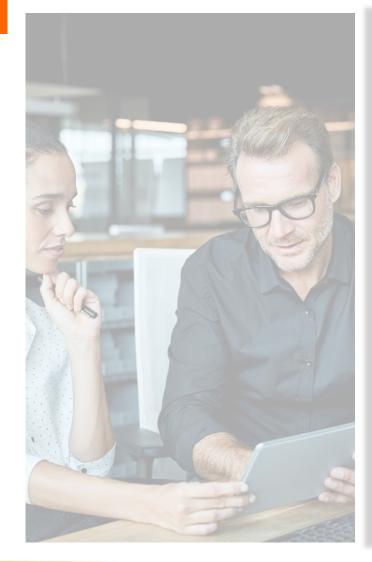
Sep 24	Sep 25	YoY	YtD
16 462	18 128	10%	8%
14 887	16 693	12%	10%
1 575	1 435	-9%	-7%
11 517	12 111	5%	1%
2 296	2 330	1%	1%
30 276	32 569	8%	5%
29 772	32 138	8%	5%
	16 462 14 887 1 575 11 517 2 296 30 276	16 462       18 128         14 887       16 693         1 575       1 435         11 517       12 111         2 296       2 330         30 276       32 569	16 462       18 128       10%         14 887       16 693       12%         1 575       1 435       -9%         11 517       12 111       5%         2 296       2 330       1%         30 276       32 569       8%

In M.€	<u> </u>	Sep 25		YtC
Customer deposits	29 500	32 056	9%	5%
Off-balance sheet resources	9 210	10 529	14%	11%
Total	38 710	42 584	10%	7%





# **BANCO BPI INCOME STATEMENT**

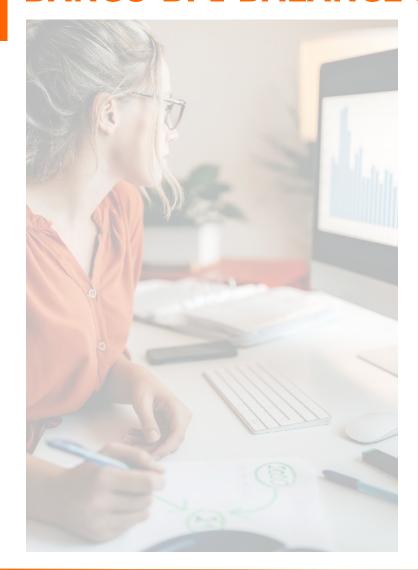


In M.€	Sep 24	Sep 25	Δ%
Net interest income	738.4	658.5	-11%
Dividend income	53.5	56.7	6%
Equity accounted income	43.3	31.7	-27%
Net fee and commission income	243.5	226.6	-7%
Gains/(losses) on financial assets and liabilities and other	12.4	6.5	-48%
Other operating income and expenses	-26.5	-8.4	69%
Gross income	1 064.6	971.6	-9%
Staff expenses	-186.3	-191.2	3%
Other administrative expenses	-141.8	-141.3	0%
Depreciation and amortisation	-47.8	-50.5	6%
Recurring operating expenses	-375.9	-383.0	2%
Non-recurrent costs	-39.9	-0.3	-99%
Operating expenses	-415.8	-383.3	-8%
Net operating income	648.8	588.3	-9%
Impairment losses and other provisions	-26.5	-28.9	9%
Gains and losses in other assets	2.3	-32.0	-
Net income before income tax	624.6	527.3	-16%
Income tax	-180.5	-138.0	-24%
Net income	444.1	389.3	-12%





# **BANCO BPI BALANCE SHEET**



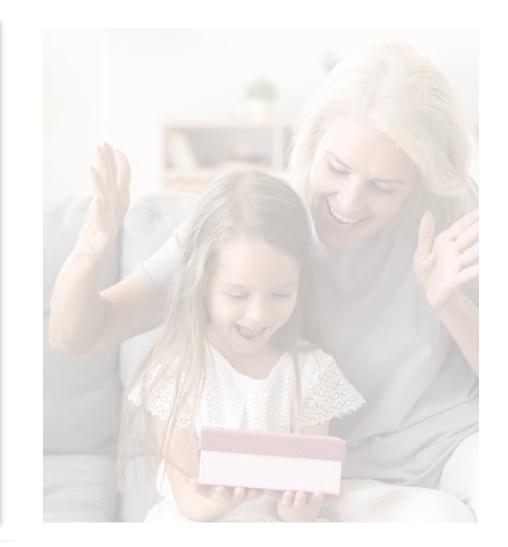
In M.€	<b>Dec 24</b>	Sep 25
ASSETS		
Cash and cash balances at central banks and other demand deposits	3 286	1 77
Financial assets held for trading, at fair value through profit or loss and at fair value through other comprehensive income	1 480	1 736
Financial assets at amortised cost	35 346	37 414
Of which: Loans to Customers	30 571	32 13
Investments in joint ventures and associates	247	21
Tangible assets	192	17
Intangible assets	112	10
Tax assets	270	25
Non-current assets and disposal groups classified as held for sale	14	1
Other assets	124	21
Total assets	41 072	41 90
LIABILITIES		
Financial liabilities held for trading	57	4
Financial liabilities at amortised cost	36 146	37 06
Deposits - Central Banks and Credit Institutions	718	78
Deposits - Customers	30 501	32 05
Debt securities issued	4 694	3 97
Of which: subordinated liabilities	434	42
Other financial liabilities	232	25
Provisions	32	2
Tax liabilities	258	16
Other liabilities	567	60
Total Liabilities	37 061	37 90
Shareholders' equity attributable to the shareholders of BPI	4 011	3 99
Non controlling interests	0	
Total Shareholders' equity	4 011	3 99
Total liabilities and Shareholders' equity		41 90:





# **COVERAGE OF PENSION LIABILITIES**

M.€	Dec 24	Sep 25
Total past service liability	1 763	1 658
Pension funds net assets	1 758	1 684
Level of coverage of pension liabilities	100%	102%
Pension fund return (YtD, non annualised)	3.4%	-0.5%
	3.4%	3.8%

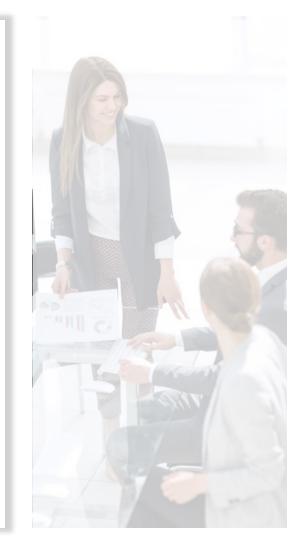






## **BANCO BPI INDICATORS**

Profitability, Efficiency and Liquidity Indicators (Bank of Portugal Instruction no. 16/2004 with the amendments of Instruction 6/2018)	Sep 24	Sep 25
Gross income / ATA	3.6%	3.1%
Net income before income tax and income attributable to non-controlling interests / ATA	2.1%	1.7%
Net income before income tax and income attributable to non-controlling interests / average shareholders' equity (including non-controlling interests)	21.7%	18.1%
Staff expenses / Gross income 1)	17.5%	19.7%
Operating expenses / Gross income <sup>1)</sup>	35.3%	39.4%
Loans (net) to deposits ratio	101%	101%
Funding and liquidity indicators	Sep 24	Sep 25
Loans / Deposits <sup>2)</sup>	98%	98%
Net stable funding ratio (NSFR)	138%	139%
Liquidity coverage ratio (LCR)	219%	175%
Liquidity coverage ratio (LCR) - 12 month average <sup>3)</sup>	204%	199%
NPE ratio and forborne (according to the EBA criteria)	Sep 24	Sep 25
Non-performing exposures - NPE (M.€)	541	487
NPE ratio	1.4%	1.2%
NPE coverage by impairments	95%	90%
NPE coverage by impairments and collaterals	152%	146%
Ratio of forborne not included in NPE <sup>4)</sup>	1.1%	0.6%
"Crédito duvidoso" (non-performing loans) (according to Bank of Spain criteria)	Sep 24	Sep 25
"Crédito duvidoso" (M.€) <sup>5)</sup>	510	513
"Crédito duvidoso" ratio	1.6%	1.4%
"Crédito duvidoso" coverage by impairments	101%	86%
"Crédito duvidoso" coverage by impairments and collaterals	154%	141%



<sup>4)</sup> On Sep. 2025, the forborne was 435 M.€ (forborne ratio of 1.0%), of which 255 M.€ was performing loans (0.6% of the gross credit exposure) and 180 M.€ was included in NPE (0.4% of the gross credit exposure).







<sup>1)</sup> Excluding early-retirement costs.

<sup>2)</sup> According to definition in Alternative Performance Measures.

<sup>3) 12</sup> month average, in accordance with EBA guidelines. Average value (12 months) of calculation components on Sep.25: Liquidity reserves (7 771 M.€); Total net outflows (3 906 M.€).



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

#### **Profit & loss account**

	A a wawawha d	BPI	Business segment	
Sep 25 (M.€)	As reported by BPI	contribution to CABK Group	ВРІ	Corporate Center
Net interest income	658	654	638	16
Dividends	57	57	7	50
Equity accounted income	32	32	15	17
Net fees and commissions	227	227	227	
Trading income	6	11	16	(5)
Other operating income & expenses	(8)	(6)	(0)	(6)
Gross income	972	974	901	73
Operating expenses	(383)	(385)	(385)	
Extraordinary operating expenses	(0)			
Pre-impairment income	588	589	516	73
Impairment losses on financial assets	(29)	(29)	(29)	
Other impairments and provisions	0	(0)	(0)	
Gains/losses on disposals & others	(32)	(32)	1	(33)
Pre-tax income	527	528	488	40
Income tax	(138)	(139)	(137)	(2)
Net income	389	389	351	38

The differences between the reported data by BPI and BPI contribution to CaixaBank Group mainly reflect consolidation adjustments and reclassifications to ensure consistency in presentation criteria.

BPI contribution to CaixaBank Group net income is broken down into "BPI" segment and "Corporate Center", which includes the contributions from BFA and BCI, as well as the remuneration of BPI's excess capital.

Regarding customer resources, it should also be noted that the insurance contract liabilities of BPI Vida e Pensões (fully owned by VidaCaixa de Seguros y Reaseguros) are recorded under CaixaBank banking and insurance business segment.

#### Loan portfolio & customer resources

September 2025 (M.€)	As reported by BPI	Adjustments	BPI contribution to CABK Group (BPI segment)
Loans and advances to customers, net	32 138	(104)	32 035
Total customer funds	42 584	(5 191)	37 394

BPI Grupo



#### 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 Year-to-date change YtD > Year-on-year change YoY > quarter-on-quarter change 000 European Central Bank **ECB BoP** Bank of Portugal Securities Market Commission **CMVM** Alternative Performance Measures > Interbank Money Market MMI T1 Tier 1 Common Equity Tier 1 > Risk weighted assets **TLTRO** > Targeted longer-term refinancing operations 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 change not available n.a. 0, null or irrelevant VS. versus b.p. basis points percentage points p.p. Е Estimate Forecast





## Reconciliation of Banco BPI profit & loss account structure

Structure used in the Results' Presentation	Sep 25	Sep 25	Structure presented in the financial statements and respective notes
Net interest income	658.5	658.5	Net interest income
Dividend income	56.7	56.7	Dividend income
Equity accounted income	31.7	31.7	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	226.6	254.9	Fee and commission income
		-28.3	Fee and commission expenses
Gains/(losses) on financial assets and liabilities and other	6.5	1.2	Gains or (-) losses on derecognition of financial assets and liabilities not measured at fair value through profit or loss, net
Gallis/(losses) off finalicial assets and flabilities and other		3.4	Gains or (-) losses on financial assets and liabilities held for trading, net
		-7.3	Gains or (-) losses on non-trading financial assets mandatorily at fair value through profit or loss, net
		4.7	Gains or (-) losses from hedge accounting, net
		4.4	Exchange differences [gain or (-) loss], net
Other operating income and expenses	-8.4	35.7	Other operating income
		-44.1	Other operating expenses
Gross income	971.6	971.6	GROSS INCOME
Staff expenses	-191.5	-191.5	Staff expenses
Other administrative expenses	-141.3	-141.3	Other administrative expenses
Depreciation and amortisation	-50.5	-50.5	Depreciation
Operating expenses	-383.3	-383.3	Administrative expenses and depreciation
Net operating income	588.3	588.3	
Impairment losses and other provisions	-28.9	1.2	Provisions or (-) reversal of provisions
		-30.1	Impairment or (-) reversal of impairment on financial assets not measured at fair value through profit or loss
Gains and losses in other assets	-32.0	-32.6	Impairment or (-) reversal of impairment of investments in subsidiaries, joint ventures and associates
		0.0	Impairment or (-) reversal of impairment on non-financial assets
		0.1	Gains or (-) losses on derecognition of non financial assets, net
		0.6	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	527.3	527.3	PROFIT OR (-) LOSS BEFORE TAX FROM CONTINUING OPERATIONS
Income tax	-138.0	-138.0	Tax expense or income related to profit or loss from continuing operations
Net income from continuing operations	389.3	389.3	PROFIT OR (-) LOSS AFTER TAX FROM CONTINUING OPERATIONS
Net income from discontinued operations			Profit or (-) loss after tax from discontinued operations
Net income	389.3	389.3	PROFIT OR (-) LOSS FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF THE PARENT





#### **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) <sup>1)</sup>	Operating expenses, excluding costs with early-retirements and voluntary terminations and other non recurrent / Gross income <sup>2</sup>
Cost-to-core income ratio (core efficiency ratio) <sup>1)</sup>	[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) <sup>1)</sup>	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) <sup>1)</sup>	(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)

Deposits + Capitalisation insurance of fully consolidated subsidiaries + Participating units in consolidated investment funds

- 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)

Investment funds + Capitalisation insurance + Pension plans + Subscriptions in public offerings

- Investment 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 (investment 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 (investment funds and pension plans) in other off-balance sheet products.







BALANCE SHEET AND FUNDING INDI	CATORS (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)  Note: gross loans = performing loans + loans in arrears + receivable interests
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







#### BANCO BPI, S.A.

Registered office: Avenida da Boavista 1117, Porto, Portugal Share capital: € 1 293 063 324.98

Registered at Commercial Registry of Porto under registration number PTIRNMJ 501 214 534

and tax identification number 501 214 534