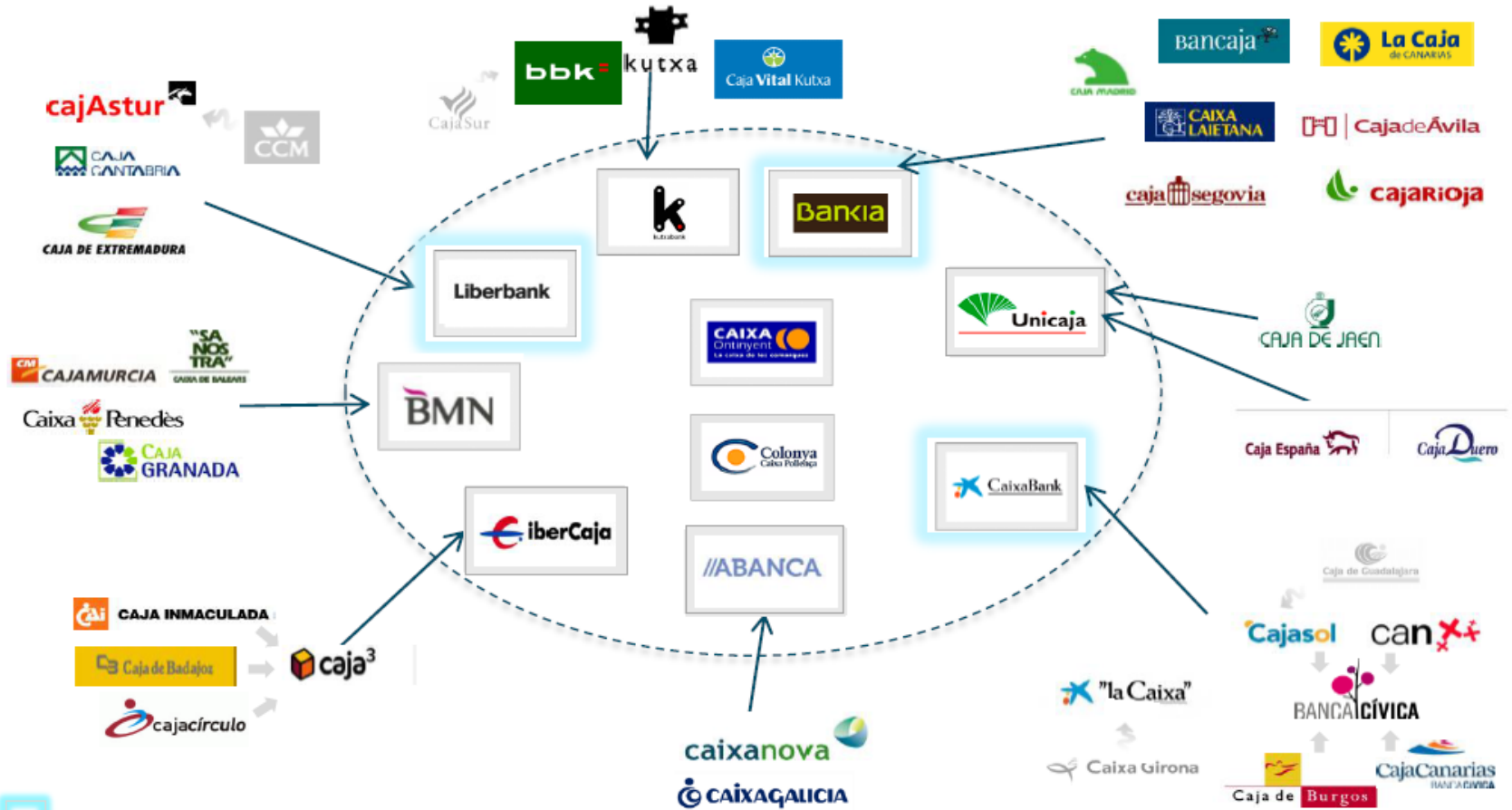


CECA Sector

Regulatory and financial outlook

December, 13th / 2016

Restructuring process



Stock market listed entities

BRANCHES	EMPLOYEES	DEPOSITS	CREDITS	TOTAL ASSETS	AVERAGE ENTITIES SIZE
13,094 44% of SFS	75,302 39% of SFS	519,043 EUR Mill. 39% of SFS	513,801 EUR Mill. 37% of SFS	811,556 EUR Mill. 32% of SFS	85,558 EUR Mill.

 Law 26/2013 on savings banks and banking foundations**Reform of the
Savings
Banks regime**

- **Delimitation of the activity:** entities engaged in deposit taking and lending with a business scope restricted to one autonomous region, or neighboring provinces with a maximum of 10.
- **Stricter incompatibility regime:** executives of political parties, trade unions and professional associations, elected representatives of government, senior officials of the government, or persons which held that position in the last two years, cannot be members of the governing bodies.
- **Transformation into banking foundations:** the savings bank will have to transfer its financial activity to a credit institution when the value of its assets exceeds 10 billion euros, or its market share in deposits in its autonomous region exceeds 35%.

**New figure:
banking
foundations**

- **Definition:** Foundation that maintains a holding in a credit institution that reaches, directly or indirectly, at least 10% of the capital or voting rights, or allows it to appoint or remove at least one member of its board of directors.
- **Purpose:** development of their social project and management of their participation in the financial institution.
- **Requirements depending on their participation in credit institutions:**
 - If it exceeds 30% or grants control: obligation to prepare a management protocol for the financial participation, and a financial plan.
 - If it exceeds 50% or grants control: in addition, the financial plan should include a plan for investment diversification and risk management, and a reserve fund has to be created (the fund will not be compulsory if the plan for diversification includes a divestment strategy in order to reduce the participation below 50% within five years).
 - If it does not reach 10% and cannot appoint at least one member of the board of directors, the banking foundation will be transformed into a general-regime (regular) foundation.

Royal Decree 877/2015 on reserve fund

Content

- The **minimum target amount** of the reserve fund will be a **percentage of the total RWAs** of the group or consolidated subgroup whose parent company is the credit institution. Adjustments may be applied in different circumstances.
- The fund must be invested in financial instruments of **high liquidity and credit quality**, and may be allocated within the banking foundation itself or through a **holding company**.

Order 2575/2015 on Annual Corporate Governance Report and banking foundation accounting obligations

Report

- It details the content and structure of the Annual Corporate Governance Report of banking foundations, and its reporting and disclosure requirements.

Accounting

- Rules and financial information templates applicable to banking foundations are established. Bank of Spain is authorized to develop them.

Circular Bank of Spain 6/2015 on Annual Corporate Governance Report and Annual Remuneration Report of savings banks and banking foundation obligations

Reports

- It develops the content of the Annual Corporate Governance Report and Annual Remuneration Report of savings banks which do not issue securities listed for trading on the Stock Exchange.

Banking foundations

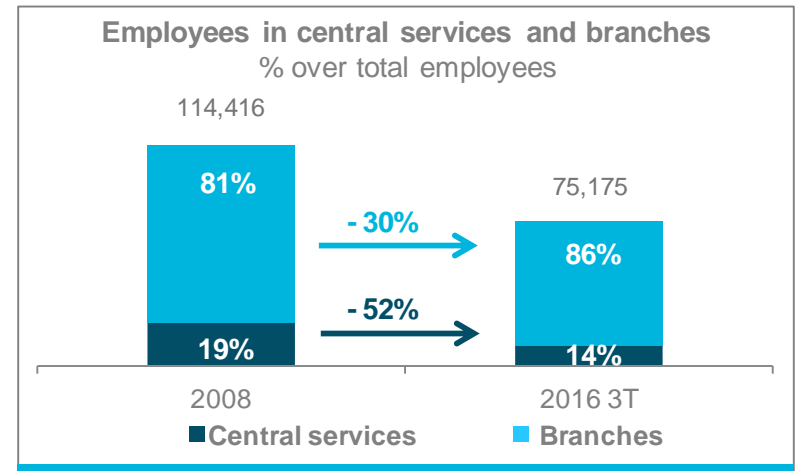
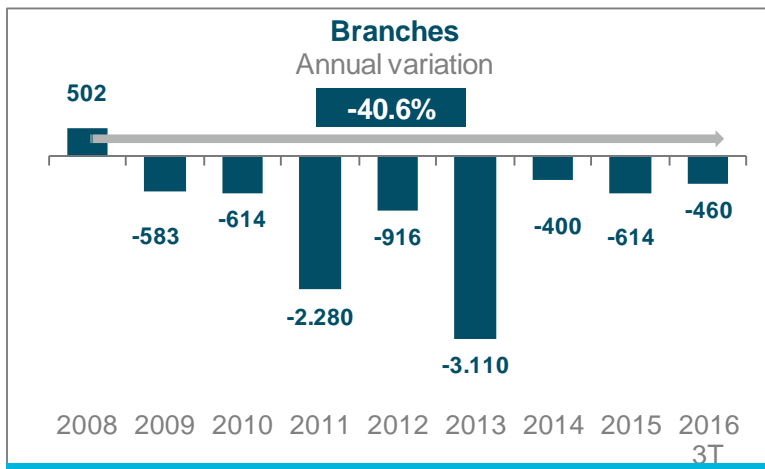
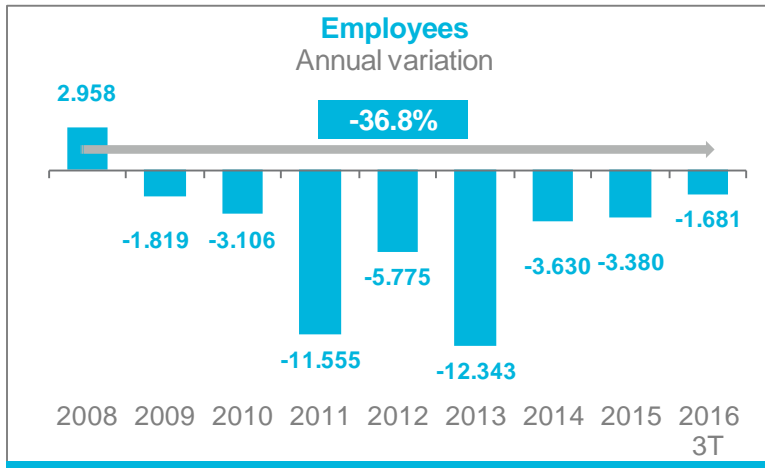
- It establishes the content of: the management protocol, the financial plan and the reinforced financial plan, which some banking foundations have to develop. It also establishes the criteria for concerted action.

Circular Bank of Spain 7/2016 of accounting information for banking foundations

Content

- It develops standards and models of financial information for banking foundations.
- It adapts accounting regulation of non-profit entities to the specific characteristics of banking foundations. Additionally, banking foundations will apply the General Accounting Plan, complemented with sectorial adaptations and Resolutions of the Institute of Accounting and Audit.

CAPACITY ADJUSTMENT



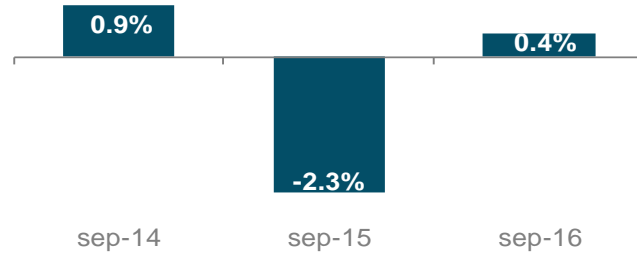
In a process of continuous adaptation to the economic and financial framework...

...CECA sector has carried out an intense structural adjustment since late 2008...

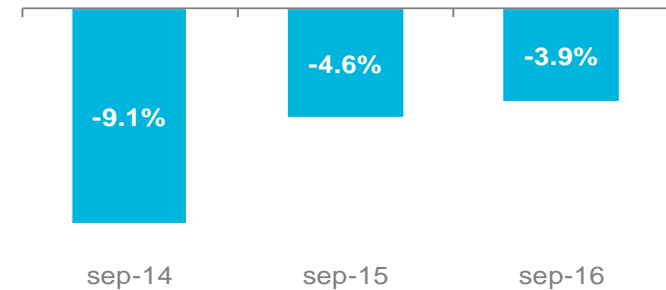
...that has come to reduce employees by 37% and branches by 41% until the third quarter of 2016

BUSINESS ACTIVITY

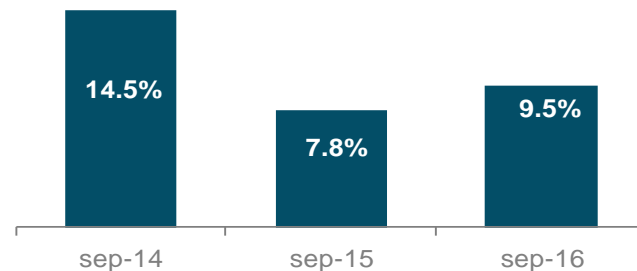
Deposits from non financial corporations and households
Annual variation



Credit to non financial corporations and households
Annual variation



Off-balance-sheet customer funds
Annual variation

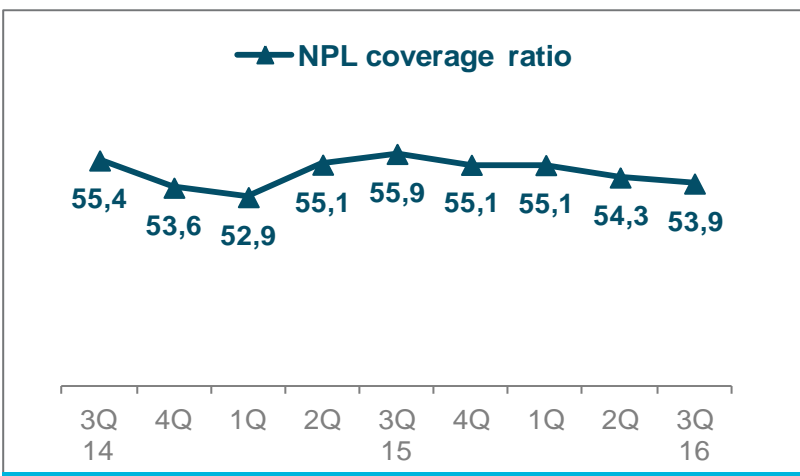
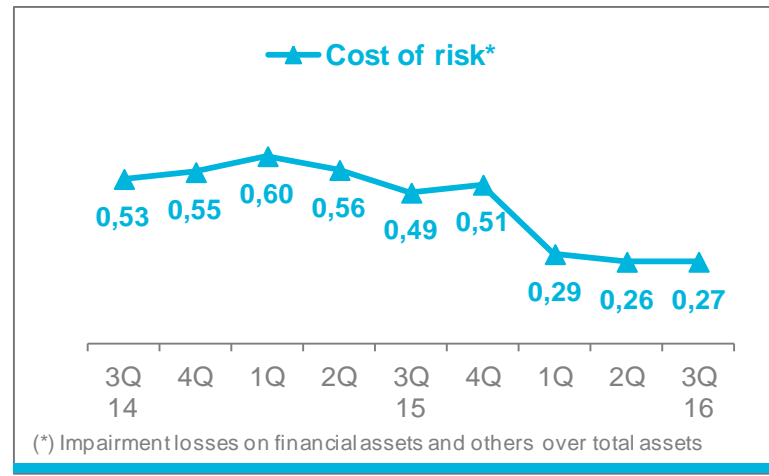
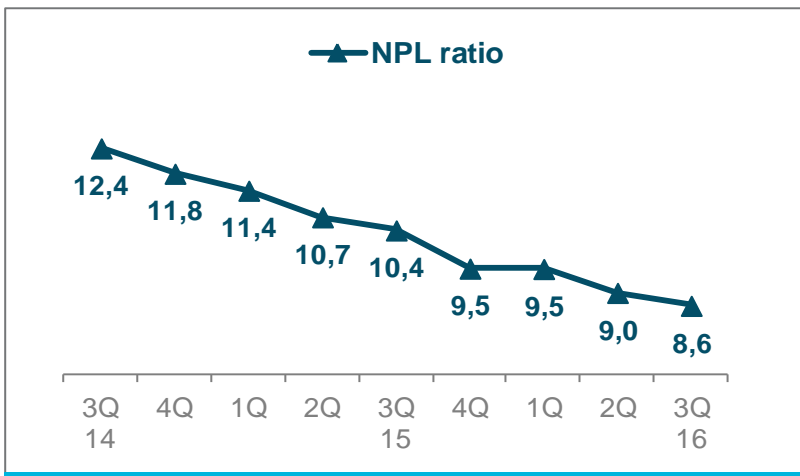


Deposits maintain a positive growth path in 2016 but their pace of progress slows in Q3 due to...

...the transfer to off-balance-sheet customer funds, which are again gaining momentum in 2016, especially the investment funds

Credit deleveraging process continued to moderate

CREDIT RISK



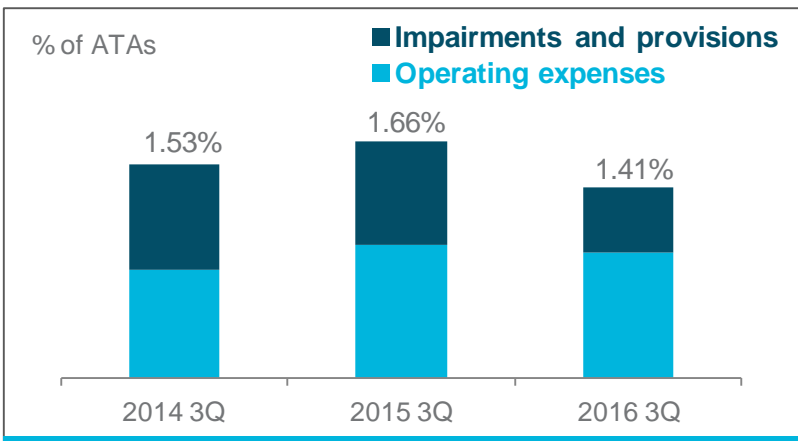
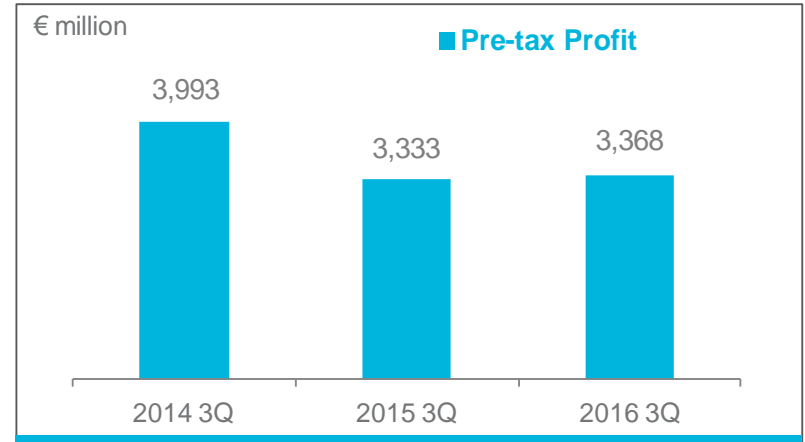
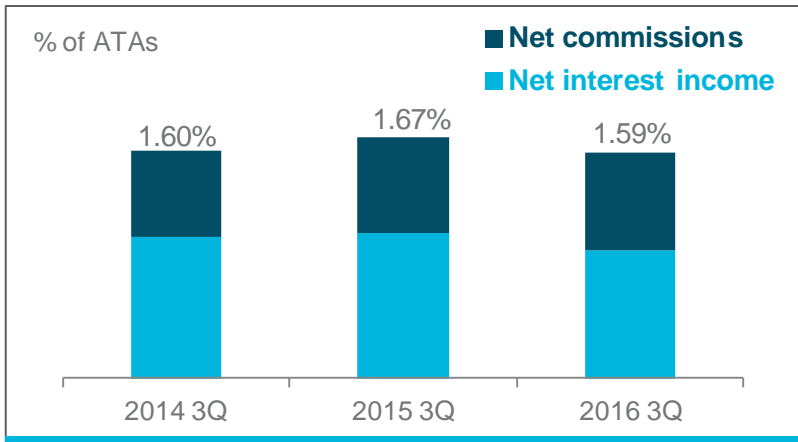
The decreasing trend in non performing loans ratio continues....

... preserving a high level of the NPL coverage ratio

The improvement of asset quality is reflected in a substantial decrease of the cost of risk in 2016



RESULTS

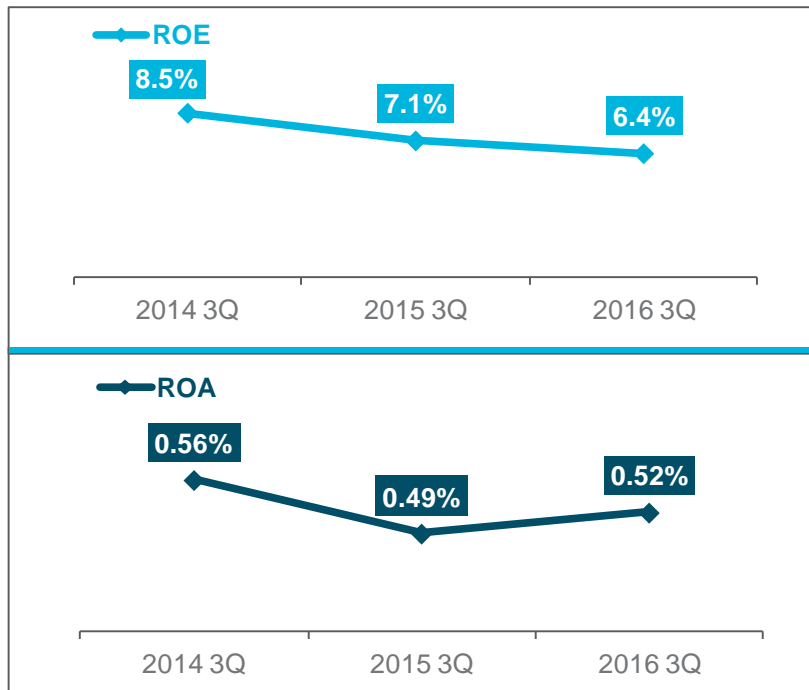


The decline in recurrent income due to the low interest rates environment...

...is offset by a greater cost reduction, especially in provisions

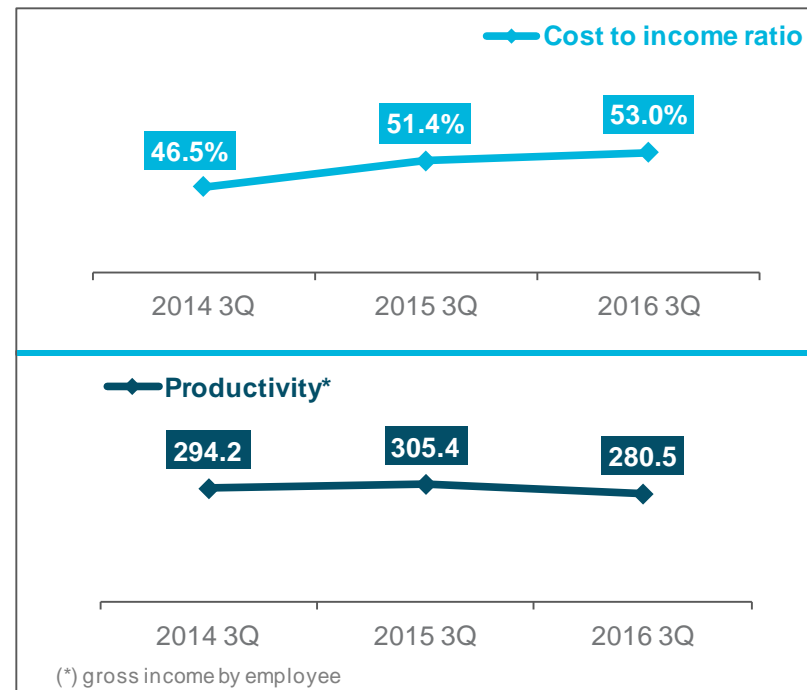
Accordingly, the pre-tax profit increased by 1% year-on-year

FINANCIAL RATIOS



The return on equity stands at 6.4% in the third quarter of 2016...

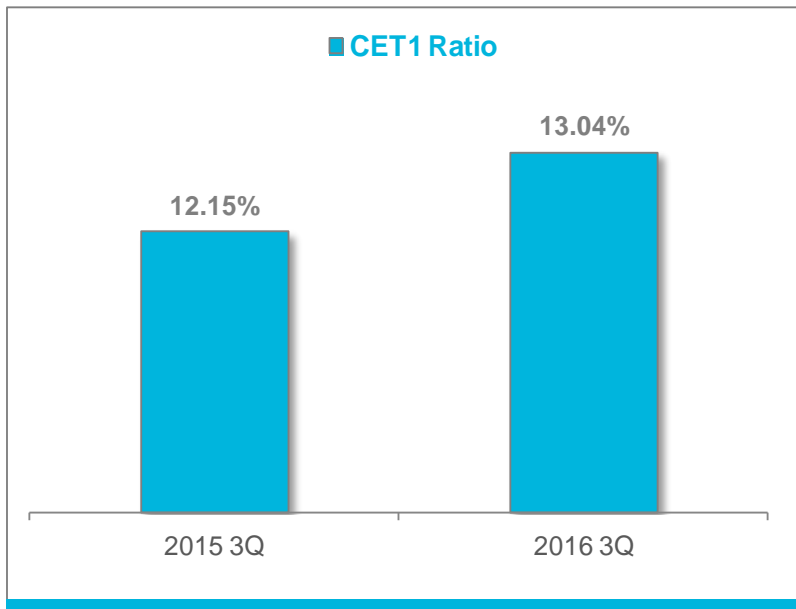
... and the return on assets stands at 0.52%



Despite the fall in operating incomes, a high level of efficiency remains...

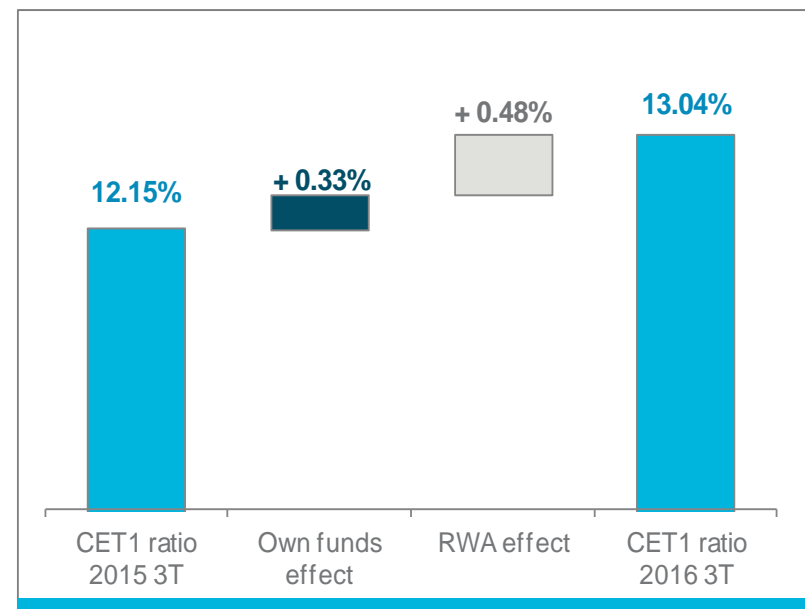
... combined with an adequate productivity level per employee

SOLVENCY



The strengthening of solvency ratios continues in 2016

The CET1 ratio stands at 13.04 in the third quarter of 2016, 89 b.p. higher than a year ago



The causal analysis of the annual variation of CET1 ratio reveals that...

...the own funds effect is 33 b.p. and the RWAs effect is 48 b.p.

