# **Banco BPI**

**Mortgage Covered Bond Programme Presentation** 

February 2024



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- a. Macro-economic Data on Portugal
- b. Ratings
- c. Income Statement and Balance Sheet



### 1 BPI at a Glance



#### **BANCO BPI KEY FINANCIAL DATA**

	2000_0
Total assets (consolidated)	<b>38.6</b> Bi.€
Customer resources	<b>37.9</b> Bi.€
Gross loan portfolio	<b>30.1</b> Bi.€
Loan to deposits ratio 1)	99%
NPE ratio	1.5%
Coverage by impairments and collateral	154%
CET1 ratio <sup>2)</sup>	14.1%
Tier1 ratio <sup>2)</sup>	15.5%
Total Capital ratio <sup>2)</sup>	17.9%
MDA buffer <sup>2)</sup>	5.0%
Leverage ratio <sup>2)</sup>	7.4%
MREL ratio (as % of RWA) 2)	23.9%

- ✓ Forth largest bank in Portugal, by business volume 3)
- ✓ Commercial banking focus

Dec. 2023

- ✓ Fully owned by CaixaBank, representing around 6% of its consolidated assets
- ✓ Market shares of 11.7% in loans and 11.2% in total Customer resources
- ✓ Rating of long term debt at investment grade: BBB+ by Fitch, Baa1 by Moody's and BBB+ by S&P

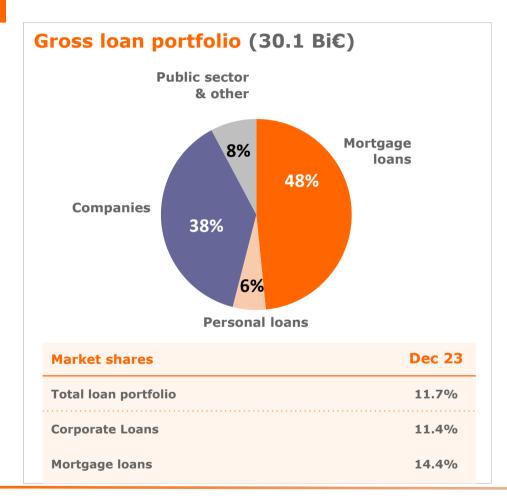


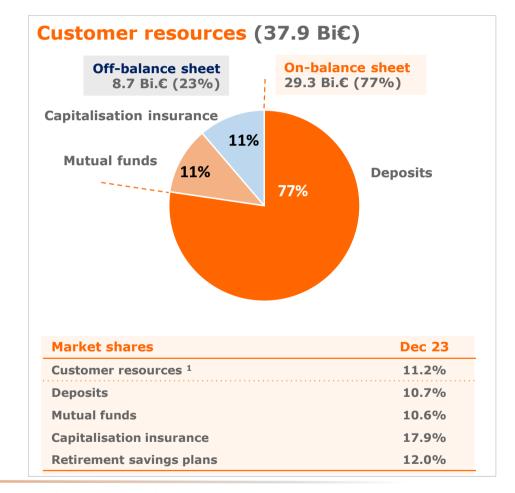
<sup>1) (</sup>Net loans to Customers - Funding obtained from the EIB, which is used to provide credit) / Deposits and retail bonds.

<sup>2)</sup> Phasing-in.

<sup>3)</sup> Loans, guarantees and total customer resources.

#### BUSINESS VOLUME BREAKDOWN (as of December 2023)





Source: BPI, Bank of Portugal, APFIPP, APS, BPI VP.

1) Deposits, mutual funds and capitalisation insurance.





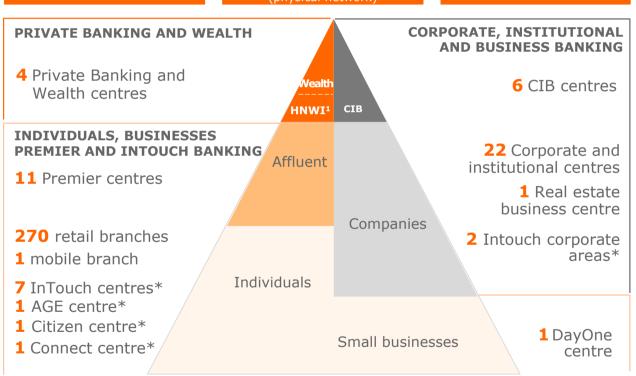
#### **DISTRIBUTION NETWORK & CUSTOMER SEGMENTATION**

31 December 2023

**1.9** Million Customers

**316** Commercial units (physical network)

4 263 Employees



Specialised, omnichannel and fully integrated distribution network

#### **Continuous innovation**

1 Branch in metaverse
1st virtual reality informative
branch in Portugal



#### D-VERSE

Platform for buying and selling digital collectibles







<sup>\*</sup> Without in-person servicing at the centre.

<sup>1)</sup> Active customers 1st account holders, individuals and companies.

#### **DIGITAL BANKING GAINS MORE RELEVANCE**



#### **More Digital Clients**



#### More Digitallysupported sales



Subscription to digital channels

+88 th.

BPI App active users ( $\Delta$  yoy)

89%

Digital individual clients actively use the BPI App

(31 Dec. 2023)

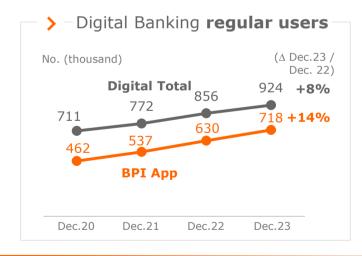
33%

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

(Jan-Dec 2023)

#1

(Net and Mobile- Individual Customers <sup>2</sup>)



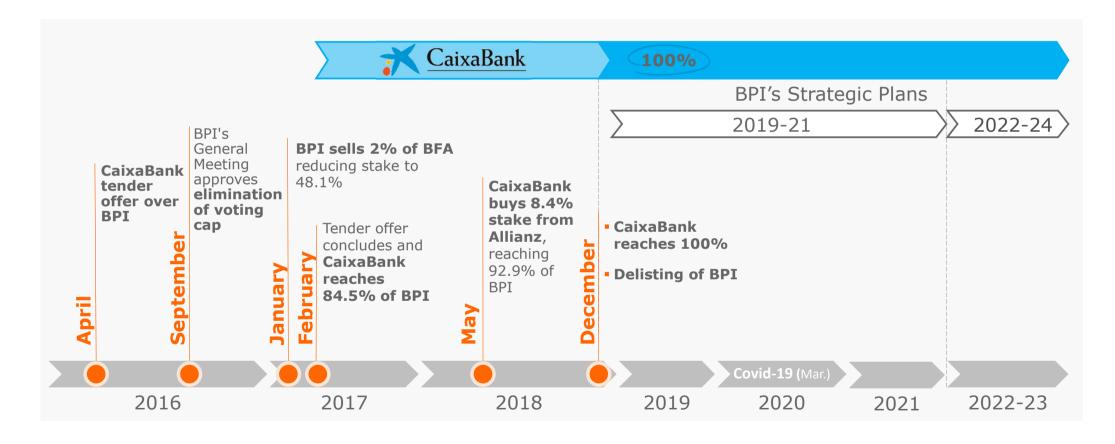








#### **MILESTONES SINCE CAIXABANK'S OFFER IN 2016**

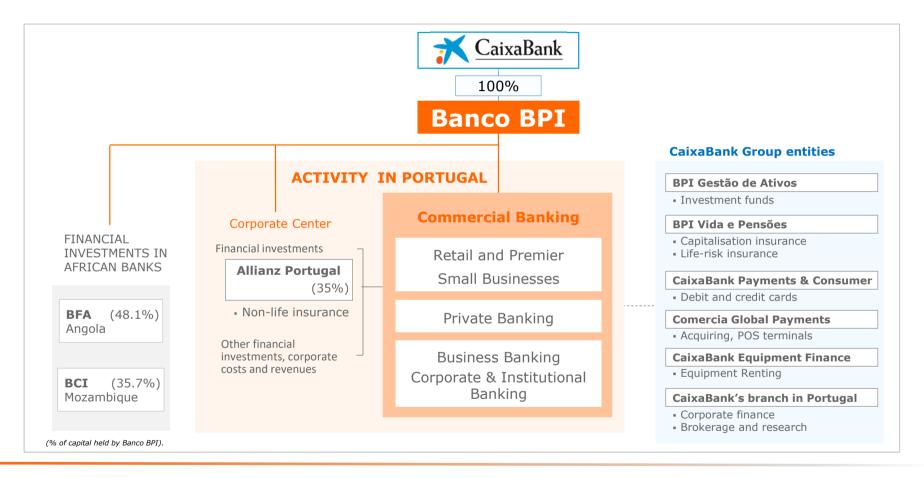




#### FOCUS ON CORE BANKING BUSINESS IN PORTUGAL

#### **BPI's financial and business structure**

30 December 2023





### **STRATEGIC LINES 2022/24**



- Skills and talent management
- Employee commitment and involvement
- Advanced analytics and Artificial Intelligence capabilities
- Modernise technological Infrastructure

- Reference in service quality, service model adjusted to the needs of each Customer segment
- Intensify the omnichannel experience and complete the digital transformation of the main Customer Journeys
- Expand the Customer base and grow business
- Explore the potential of ecosystems
- Support the sustainable transition of Companies and Society
- Lead in social impact and promote social inclusion
- Lead in governance best practices

Focus on quality of service, business growth and achievement of ESG objectives

BPI 2022-24:

To grow more, to grow better



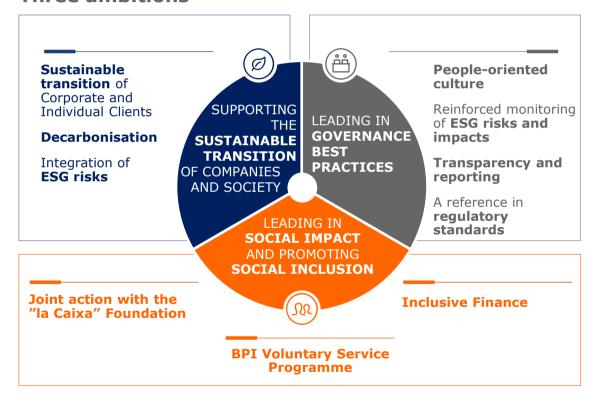


#### SUSTAINABILITY MASTER PLAN

# **7 priority Sustainable Development Goals**



# **2022-2024 Sustainability Master Plan Three ambitions**





#### A BANK COMMITTED TO SUSTAINABILITY



- BPI Signatory of Principles for Responsible Banking
- BPI Signatory of act4nature Portugal
- Participation in Business & Human Rights Accelerator UN Global Compact



# 2 Financial Highlights / Results



#### **BPI 2023 RESULTS**

Commercial activity in Portugal

**Loans** △ yoy

+0.9 Bn.€ +3%

Deposits

-1.0 Bn.€

 $\Delta$  yoy

-3%

-4º/o

Net interest income +72%

**Digital Banking** 

Regular users

924 th.

BPI app users

+88 th. △ yoy

Risk, liquidity and capitalisation NPE ratio (EBA criteria) 1.5%

Coverage 154%

(by impairments and collaterals)

**Cost of Risk** 

0.16%

-1.1 Bn.€

(as % of loans and guarantees)

Total customer resources

Loan to deposit ratio

99%

(loans as % of deposits)

CET1 > 14.1%

T1 > 15.5%

Total > 17.9%

(Phasing-in)

Profit and profitability

Net profit in Portugal

444 M.€ +86

Recurrent ROTE in Portugal

+86% 16.0%

 $\Delta$  yoy

**Cost-to-core income** in Portugal

39%

Consolidated net profit

 $\Delta$  yoy

524 M.€ +42%



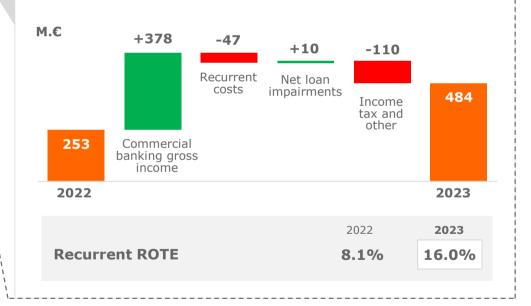
## **CONSOLIDATED NET PROFIT OF 524 M.€ IN 2023** (+42%)

>			
In M.€	Dec 22	Dec 23	Δ%
Activity in Portugal			
Recurrent net profit	253	484	91%
Non-recurrent impacts 2)	-15	-41	- 1
Net profit in Portugal	238	444	86%
BFA contribution	96	42	-57%
BCI contribution	34	39	+13%
Consolidated net profit	369	524	+42%

 The evolution of BFA's contribution essentially reflects the impact of the appreciation of the Kwanza in 2022 and its devaluation in 2023.



- Increase in costs incorporates the effects of inflation and investment in new technology projects
- Stable cost of risk



<sup>1)</sup> Restated to reflect the impacts on equity holdings in insurance companies of the adoption of IFRS17 that came into force in 2023.

<sup>2)</sup> Costs with early retirements and voluntary terminations and also in 2023 the conversion into a cash payment of the irrevocable commitment regarding the contributions from previous years to the deposit guarantee fund and the capital gain on the sale of BPI Suisse in April 2023.





### **COMMERCIAL BANKING GROSS INCOME INCREASED 43%**

> Gross income in the activity in Portugal

In M.€	Dec 22 <sup>1</sup>	Dec 23	∆%	-,
Net interest income	l 548	943	72%	     ,
Dividends and equity accounted income	] ] 33	21	-36%	i/  /
Net fee and commission income	   296	291	-1%	Ϊ́,
COMMERCIAL BANKING GROSS INCOME	877	1 255	43%	'
Other income (net) <sup>2</sup>	(15)	( 59)	-283%	
Gross income	861	1 196	39%	

Net interest incom	ne increases
--------------------	--------------

- ↑ Higher market interest rates
- ↑ Growth in loan volume
- ↓ Increase in the cost of deposits
- End of interest rate bonus on ECB funding (TLTRO) at the end of June 2022

#### Stable fees and commissions

- ↑ # Accounts
- ↑ Corporate debt issues
- ↑ Mutual funds and capitalisation insurance
- ↓ Loans and guarantees
- ↓ Insurance brokerage





<sup>1)</sup> Restated for adoption on IFRS17.

### **LOAN PORTFOLIO GREW 3% YOY**

#### > Loans to Customers by segment

Gross portfolio, in Bn.€	Dec 22	Dec 23	YoY
I. Loans to individuals	16.0	16.2	2%
Mortgage loans	14.2	14.6	3%
Other loans to individuals	1.8	1.7	-6%
II. Loans to companies	10.9	11.5	5%
III. Public sector	2.2	2.3	5%
Total loans	29.2	30.1	3%
Note:			
Loan portfolio net of impairments	28.6	29.5	3%

- Increase in mortgage and corporate loans
- Market share gains

#### Market share in total loans

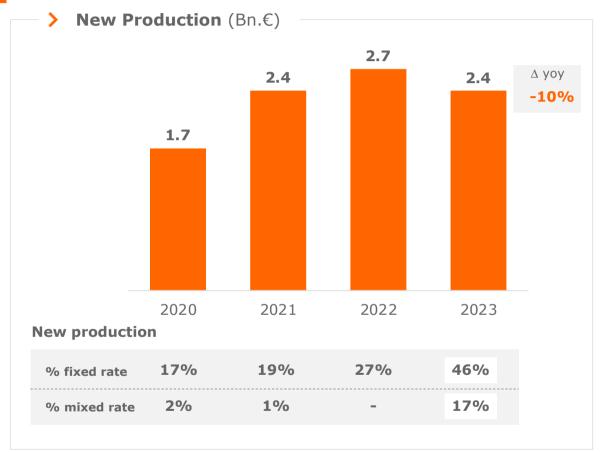


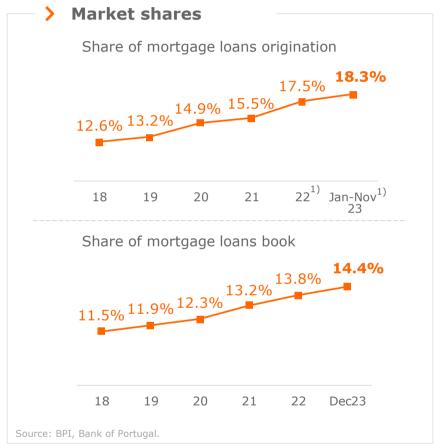
18	19	20	21	22	Dec23

Source: BPI, Bank of Portugal.



#### MARKET SHARE GAINS IN MORTGAGE LOANS







### **CUSTOMER RESOURCES DECREASED 3% YoY**

#### > Customer Resources

In Bn.€	<b>Dec 22</b> 1)	Dec 23	YoY
I. Customer deposits	30.3	29.3	-4%
II. Off-balance sheet resources	8.7	8.7	0%
Mutual funds	4.3	4.3	1%
Capitalisation insurance	4.3	4.3	-1%
Public offerings	0.1	0.1	-
Total	39.0	37.9	-3%

 In addition there was a 0.3 Bn.€ yoy increase in structured products placed with Customers in Dec.23.

#### > Stable market shares

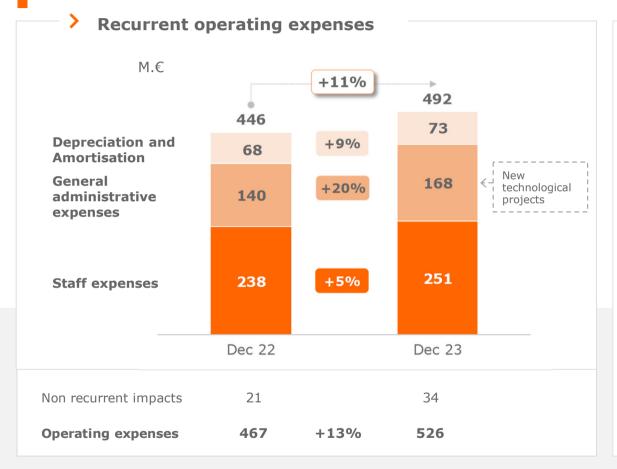
	Dec 23	∆ YoY
Customer resources <sup>2</sup>	11.2%	-0.2 p.p.
Deposits	10.7%	-0.2 p.p.
Mutual funds	10.6%	-1.0 p.p.
Capitalisation insurance	17.9%	-0.6 p.p.
Retirement savings plans	12.0%	+0.6 p.p.

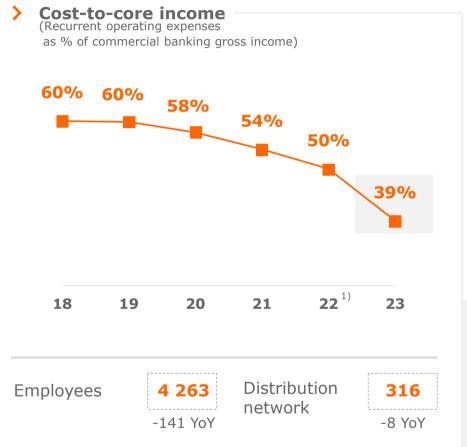
Source: BPI, Bankof Portugal, APFIPP, APS, BPI Vida e Pensões.



Excluding BPI Suisse, sold in April 2023 (off-balance sheet resources totalling 1.0 Bn.€ in Dec.22).
 Deposits, mutual funds and capitalisation insurance.

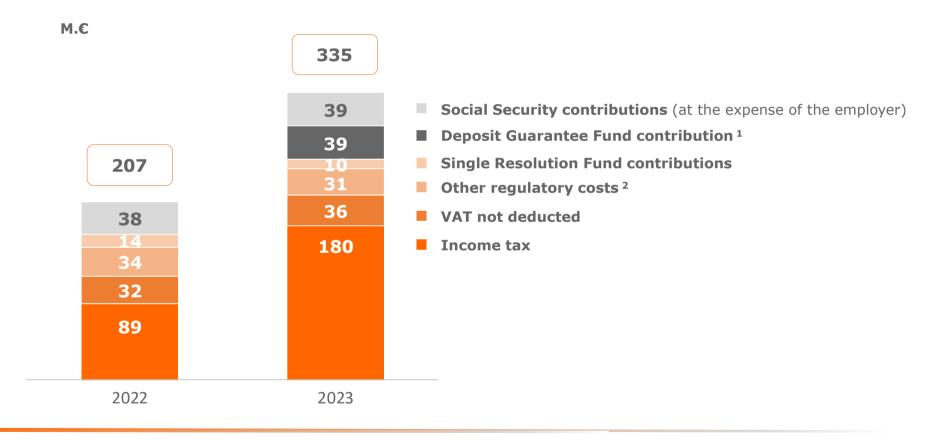
#### **INVESTMENT INCREASES AND COST-TO-INCOME IMPROVES**







# TAX, REGULATORY COSTS AND SOCIAL SECURITY CONTRIBUTIONS OF 335 M.€ IN 2023

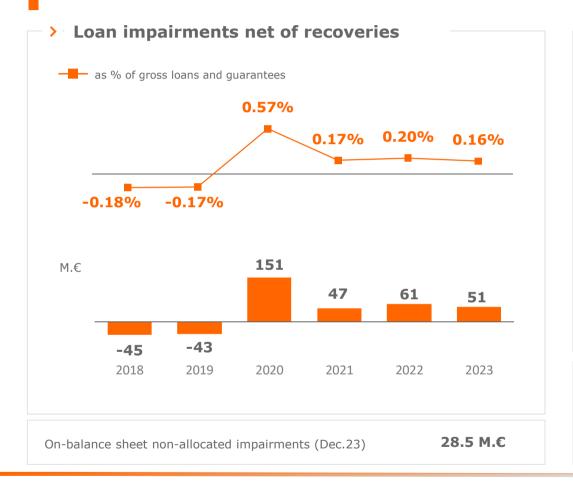


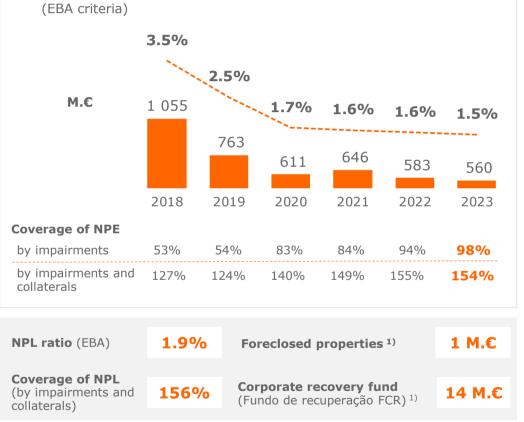


# **3 Asset Quality**



### **LOW RISK AND HIGH COVERAGE**





Non-Performing Exposures - NPE



#### **CREDIT RENEGOTIATION**

Renegotiat	ion of mortgag	<b>e loans</b> un	til 31 Dec. 2023
	Renegotiation (DL 80-A/2022)	Interest subsidisation (DL 20-B/2023)	Fixing of interest rate index (DL 91/2023)
<ul><li>Amount</li><li>% of total</li></ul>	<b>436 M.€</b> 3.0%	<b>537 M.€</b> 3.7%	<b>64 M.€</b> 0.4%
• # Clients % of total	<b>3.8 th.</b> 2.4%	<b>5.1 th.</b> 3.2%	<b>0.4 th.</b> 0.3%



Total mortgage loans portfolio

31 Dec. 2023

Amount

14.6 Bn.€

No. of contracts

31 Dec. 2023

218 th.

**Market share** 

Market share in loans origination

Last 3 years

17.0%





# **4 Liquidity and Capital**



### **BALANCED FUNDING AND COMFORTABLE LIQUIDITY**

Early repayment of ECB funding in Dec.23











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

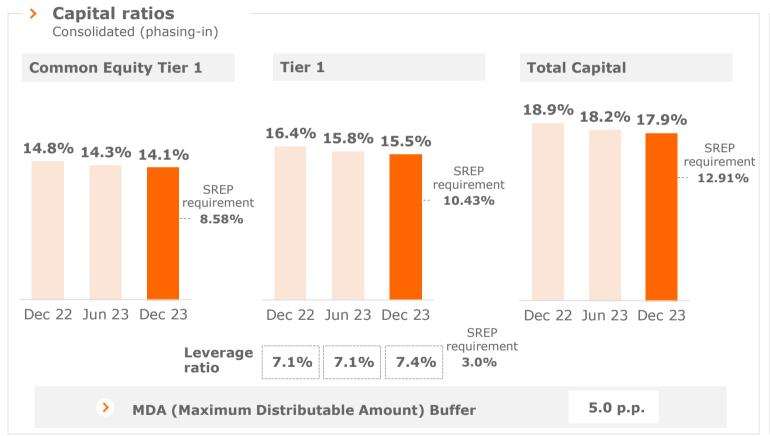
31st December 2023

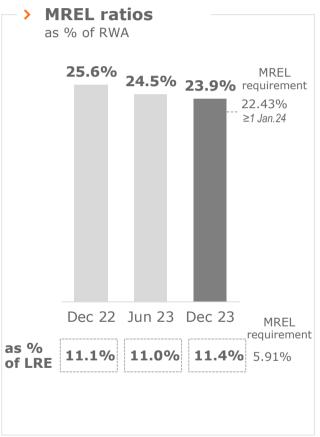






#### **HIGH CAPITALISATION**







# **5 Mortgage Covered Bond Programme**



#### **NEW COVERED BOND LAW IN PORTUGAL**

 New Covered Bond Law in Portugal released in May 2022 (applicable since 1 July 2022) transposing EU Covered Bond Directive



• Former Portuguese Law (DL 59/2006) already complied with most of the CB Directive requirements

	New Law/Regulation	Former Law/Regulation
Supervising Entity	CMVM (Portuguese Securities Market Authority)	Bank of Portugal
Liquidity Buffer	<ul> <li>180 days Liquidity buffer covering net outflows of interest and principal (to be met with assets level 1, 2A or 2B or deposits)</li> <li>Principal considered on the extended maturity date for soft bullet bonds</li> </ul>	<ul> <li>Usually agreed with Rating Agencies, although not required by law</li> </ul>
Cover Pool Monitor	<ul> <li>An entity registered with CMVM that is not the auditor of the issuer</li> <li>Continuous monitoring cover pool quality and legal/regulatory requirements</li> <li>Initial report when the Programme is submitted to CMVM's approval and Annual Report with reasonable assurance ("garantia razoável de fiabilidade")</li> </ul>	<ul> <li>Cover Pool Monitor could be the issuer's auditor</li> <li>Annual Report with limited assurance ("garantia limitada de fiabilidade")</li> </ul>
Overcollate- ralization	<ul> <li>0% minimum OC</li> <li>5% OC requirement for Covered Bonds to be classified as Premium (CRR, article 129 3a.)</li> </ul>	<ul> <li>5.26% OC requirement for mortgage covered bonds</li> <li>Higher voluntary OC usually agreed with rating agencies or set according to market requirement or practice</li> </ul>
Maturity extension	<ul> <li>Only triggered by: (i) loss of banking licence, (ii) foreseeable or effective default on the maturity date</li> <li>Extension subject to approval from CMVM</li> </ul>	<ul> <li>Extension upon failure to redeem at maturity</li> <li>Supervisory approval not required</li> </ul>
Information Reporting	<ul> <li>Quarterly Investor Report required by law</li> <li>Reporting to CMVM mostly in line with previous Bank of Portugal requirement, with some simplifications:         <ul> <li>Liquidity gap report required semi-annually (previously on a quarterly basis)</li> <li>Reports on outstanding issues (monthly) and interest rate exposure (semi-annually) eliminated</li> <li>Information about new issues to be sent to CMVM after the issue</li> </ul> </li> </ul>	<ul> <li>Investor Reports were already disclosed quarterly according to market practice, although not required by law</li> <li>Information about new issues sent to the Bank of Portugal before the issue</li> </ul>



### **MORTGAGE COVERED BOND PROGRAMME - SUMMARY**

Issuer 1)	Banco BPI, S.A.
Туре	Obrigações Cobertas - European Covered Bonds (Premium)
Collateral	Portuguese prime residential mortgages
Maximum Size	€ 9bn
Ratings	Aaa / AA (Moody's / DBRS)
Overcollateralisation	21.0 % as of Sep 23 (Committed 14.0% / Regulatory 5%)
Compliance	ECBC Covered Bond Label / UCITS Article 52 / CRR Article 129
LCR Class	Level 1
Risk Weighting	10% (CRR standardised approach)
Cover Pool Monitor	Deloitte & Associados, SROC SA
Governing Law <sup>2)</sup>	Portuguese Law
Listing	Euronext Lisbon
Clearing	Interbolsa / Euroclear / Clearstream



#### **MORTGAGE COVER POOL**

31 December 2023

Cover Pool Summary

		M.€
Item	Remaining Term (years)	Nominal Amount
Total Cover Pool	14.9	8 805
Mortgage Credit Pool	14.9	8 617
Liquidity Buffer (cash, deposits, eligible securities)	14.9	188
Current overcollateralisation (%)		21.4%
Committed overcollateralisation (%)		14.0%
Minimum overcollateralisation (%) <sup>1</sup>		5.0%
<sup>1</sup> CRR Article 129 compliance for European Covered Bonds (Pr	emium)	

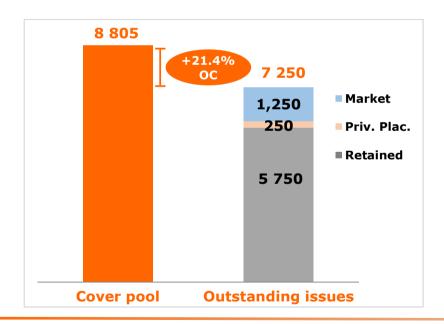
Mortgage Cover Pool main statistics

Number of Loans	<b>159 917</b> loans	Current Principal Balance	<b>8 617</b> million
Avg. Current Principal Ba	lance 53.9 thousand	W.A. Original Maturity	<b>33.9</b> years
W.A. Seasoning	<b>9.2</b> years	W.A. Remaining Term	<b>14.9</b> years
W.A. Original LTV	71.4 %	W.A. Current LTV	<b>53.9</b> %
W.A. Interest Rate	4.63 %	W.A. Spread	<b>1.07</b> %



### MORTGAGE COVER POOL AND OUTSTANDING ISSUES

Cover Pool and Outstanding Issues Outstanding Issues 31 December 2023

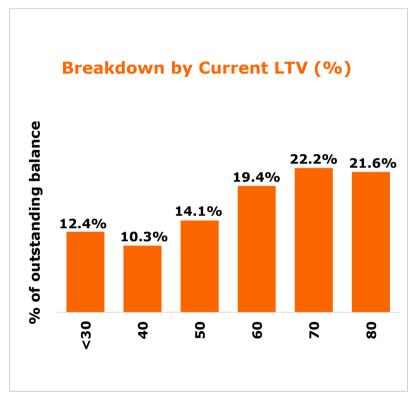


Outstanding issues	Nominal Amount (M.€)	Coupon type	Issue Date	Maturity Date	Remaining Term (years)
Covered Bonds Outstanding	7 250				2.6
Market Issues	1 250				2.8
Series 22 (ISIN PTBPIAOM0026)	500	Fixed	2019-03-22	2024-03-22	0.2
Series 25 (ISIN PTBPIDOM0031)*	750	Fixed	2023-07-04	2028-07-04	4.5
Private Placements	250				1.7
Series 20 (ISIN PTBPIYOM0028)	250	Floating	2018-09-26	2025-09-26	1.7
Retained Issues	5 750				2.5
Series 9 (ISIN PTBBP60E0023)	350	Floating	2010-05-21	2025-05-21	1.4
Series 14 (ISIN PTBBRROE0048)	1 250	Floating	2015-03-30	2025-03-31	1.2
Series 17 (ISIN PTBBBGOE0023)	700	Floating	2017-02-22	2024-02-22	0.1
Series 23 (ISIN PTBPIHOM0037)	1 400	Floating	2019-12-20	2024-12-20	1.0
Series 24 (ISIN PTBPIMOM0022)	2 050	Floating	2022-06-08	2029-06-08	5.4

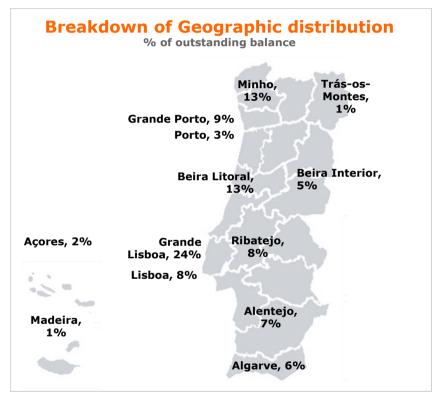


#### **MORTGAGE COVER POOL - MAIN CHARACTERISTICS**





Low weighted average current LTV of 53.9%

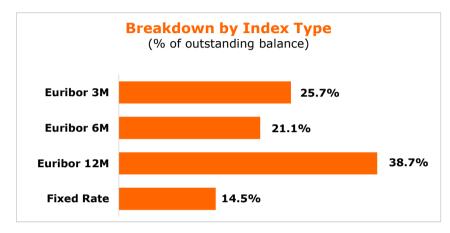


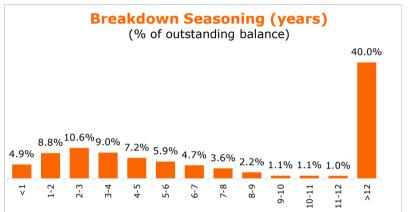
Geographical exposure in line with Portuguese demographics with more concentration in the large cities along the coast

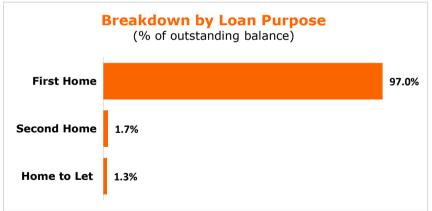


### **MORTGAGE COVER POOL - MAIN CHARACTERISTICS**









- Pool mostly floating rate, 85.5% indexed to Euribor
- Weighted average seasoning of 9.2 years
- First homes represent 97% of the pool



# **Appendices**

- a. Macro-economic Data on Portugal
- b. Ratings
- c. Income Statement and Balance Sheet



# PORTUGUESE ECONOMY: GDP ACCELERATED IN Q4; ANNUAL GROWTH STOOD AT 2.3%

#### GDP advanced 0.8% in Q4 pushing annual growth to 2.3%

GDP: quarterly and homologous changes



Source: BPI Research, from INE

2.3% GDP growth in 2023; 4.3% average inflation; 6.5% unemployment rate

Main economic forecasts

%, YoY

%, уоу	2016	2017	2018	2019	2020	2021	2022
GDP	2.0	3.5	2.8	2.7	-8.3	5.7	6.8
Private Consumption	2.6	2.1	2.6	3.3	-7.0	4.7	5.6
Public Consumption	0.8	0.2	0.6	2.1	0.4	4.5	1.4
Gross Fixed Capital Formation (GFCF)	2.5	11.5	6.2	5.4	-2.2	8.1	3.0
Exports	4.4	8.4	4.1	4.1	-18.8	12.3	17.4
Imports	5.0	8.1	5.0	4.9	-11.8	12.3	11.1
Unemployment rate	11.4	9.2	7.2	6.6	7.0	6.7	6.2
CPI (average)	0.6	1.4	1.0	0.3	0.0	1.3	7.8
External current account balance (% GDP)	1.2	1.3	0.6	0.4	-1.2	-0.8	-1.4
General Government Balance (% GDP)	-1.9	-3.0	-0.3	0.1	-5.8	-2.9	-0.3
General government debt (% GDP)	131.5	126.1	121.5	116.6	134.9	125.5	112.4
Risk premium (PT-Bund) (average)	307	269	138	98	89	60	97

Source: BPI Research



**Forecasts** 

2.3

0.9

1.2

1.3

5.5

1.6

6.5

1.2

0.7

2024

1.8

0.7

1.3

5.0

2.7

2.5

6.5

2.4

1.2

0.4

98.6

95

# **TOURISM: 2023 RECORD FIGURES AND GROWTH EXPECTED IN 2024**

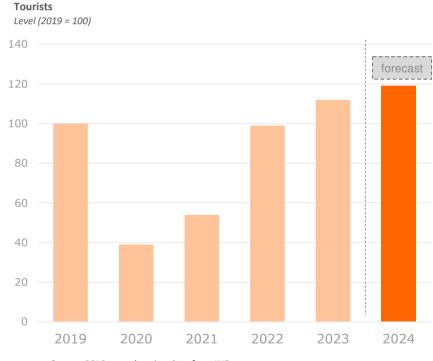
### Tourism in 2023 above best pre-pandemic year (2019)

### **Number of Guests** Change in 2023 versus pre-pandemic and 2022 quarters (%) 45% 41% 40% 35% 30% 25% 20% 15% 14% 15% 12% 11% 11% 10% 10% 6% 5% 0% vs 2019 vs 2022

■Q1 ■Q2 ■Q3 ■Q4

Source: BPI Research, using data from INE

### 6% increase in number of tourists expected for 2024



Source: BPI Research, using data from INE



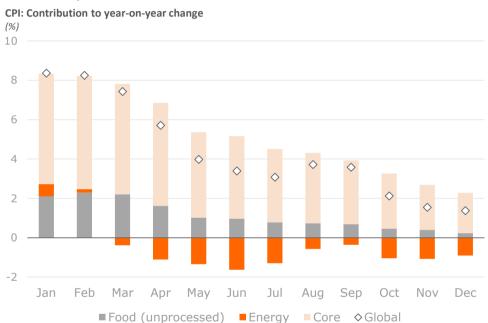
# INFLATION: DOWARD STANCE IN 2023 WITH AN EXPECTED UPWARDS CORRECTION IN THE BEGINNING OF 2024

#### Global inflation 2.3% in Jan 2024, after energy price adjustment and "Zero VAT" end

Portugal CPI: Global & Core Year-on-year (%)



### **Disinflation dynamics**



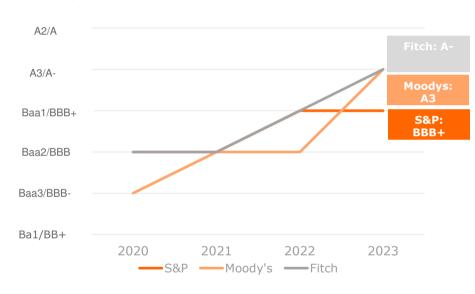
Source: BPI Research, using data from INE



# PUBLIC ACCOUNTS: COMMITMENT WITH FISCAL CONSOLIDATION BRINGS PUBLIC DEBT RATIO TO 98.7%

#### Moody's and Fitch upgraded Portugal to A3 and A-

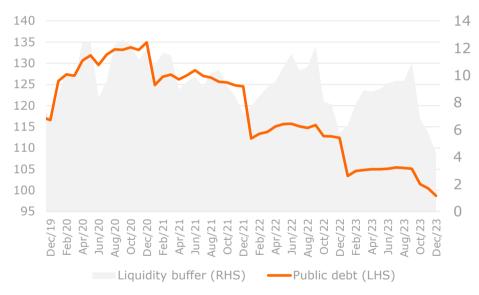
### Rating Evolution Level



Source: BPI Research, Rating Agencies

#### **Swift reduction of Public Debt ratio**

### Public debt ratio and liquidity buffer % of GDP; Bn EUR



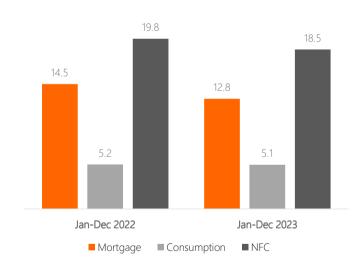
Source: BPI Research, based on INE



# PORTUGUESE BANKING SYSTEM: A SOLID POSITION TO FACE THE ECONOMIC SLOWDOWN

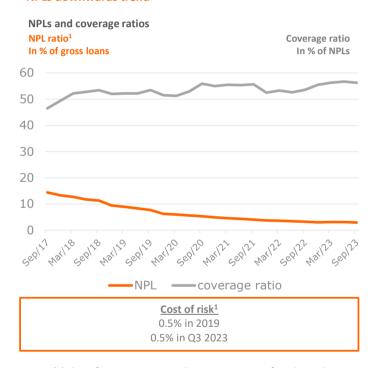
## Declining new lending activity, although absolute amount of new mortgages remain historically high

New lending activity by sector Accumulated in the year ( $B \in$ )



Source: BPI Research, base on data from Bank of Portugal and ECB

#### **NPLs downwards trend**

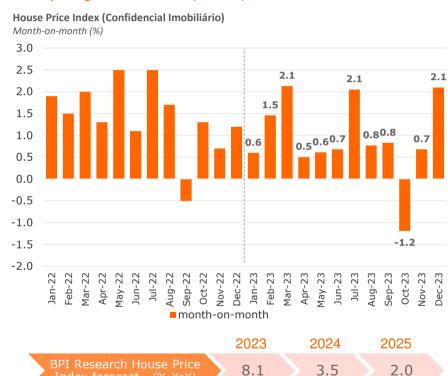


Notes (1) Flow of impairments to credit as a percentage of total gross loans Source: Bank of Portugal



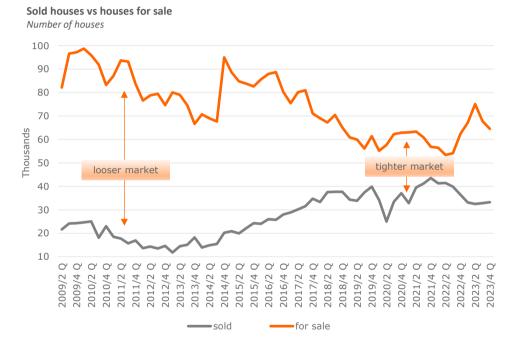
### **HOUSING MARKET: POSITIVE PRICE MOVEMENTS**

#### House prices grew 12.6% in 2022 (INE data) and remained resilient in 2023



Source: BPI Research, using data from Confidencial Imobiliário

### Lack of supply supporting prices



Source: BPI Research, using data from Confidencial Imobiliário



# **Appendices**

- a. Macro-economic Data on Portugal
- b. Ratings
- c. Income Statement and Balance Sheet





# **BPI RATINGS VS. PEERS**

As of 1st February 2024

	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 <b>BPI</b> Mortgage bonds	AAA	AAA
<u>o</u>	AA+	Aa1	AA+	AA (high)
rad	AA	Aa2	AA	AA BPI Mortgage bonds
it G	AA-	Aa3	AA-	AA (low)
nen	A+	A1	A+	A (high)
stn	A	A2 SPI Deposits	A	A Ø Bank 1
Investment Grade	A-	A3 🔞	A- Bank 1 BPI Deposits Senior debt	A (low)
Ħ	BBB+ 🚺 🔀 BPI Bank 1	Baa1 SPI Bank1 Bank3	BBB+ <b>▼BPI</b>	BBB (high) Bank 3
	BBB	Baa2 Bank 2	BBB Bank 3	BBB Bank 2
	BBB- Bank 2	Baa3	BBB- Bank 2 Bank 5	BBB (low)
	BB+	Ba1 Bank 5	BB+	BB (high) Bank 5
ent	ВВ	Ba2 Bank 4	ВВ	BB Bank 4
stm e	BB-	Ba3	BB-	BB (low)
rad	B+	B1	B+ Bank 4	B (high)
FI-	В	B2	В	В
Non-Investment grade	B-	B3	B-	B (low)
_	CCC+	Caa1	CCC+	CCC (high)

Moody's: On 22 Nov 23, upgraded BPI deposits rating to A2 and the rating of its mortgage covered bonds to Aaa. On 26 May 23 upgraded BPI and its senior debt ratings to Baa1.

The ratings' outlook is Stable.

Fitch Ratings: on 30 Jun.23 upgraded BPI's rating to BBB+, with a Stable Outlook, and its senior debt and deposit ratings to A-.

DBRS: on 4 Jul.23 upgraded BPI's mortgage covered bond rating to AA.



# **Appendices**

- a. Macro-economic Data on Portugal
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# **INCOME STATEMENT OF THE ACTIVITY IN PORTUGAL**

In M.€	Dec 22 restated <sup>1</sup>	Dec 23	Δ%
Net interest income	548.5	943.0	72%
Dividend income	4.1	2.0	-52%
Equity accounted income	28.4	18.7	-34%
Net fee and commission income	295.7	291.4	-1%
Gains/(losses) on financial assets and liabilities and other	25.4	21.3	-16%
Other operating income and expenses	-40.7	-80.0	-96%
Gross income	861.4	1 196.5	39%
Staff expenses	-238.4	-251.5	5%
Other administrative expenses	-139.7	-167.7	20%
Depreciation and amortisation	-67.5	-73.3	9%
Recurring operating expenses	-445.6	-492.5	11%
Non-recurrent costs	-21.2	-33.7	59%
Operating expenses	-466.8	-526.2	13%
Net operating income	394.6	670.3	70%
Impairment losses and other provisions	-67.4	-54.0	-20%
Gains and losses in other assets	-0.1	7.3	-
Net income before income tax	327.1	623.5	91%
Income tax	-88.7	-179.9	103%
Net income	238.5	443.7	86%
Recurrent net income	253.1	484.3	91%



# **CONSOLIDATED INCOME STATEMENT**

In M.€	Dec 22 restated <sup>1</sup>	Dec 23	Δ%
Net interest income	559.4	948.9	70%
Dividend income	91.5	74.5	-19%
Equity accounted income	71.2	60.6	-15%
Net fee and commission income	295.7	291.4	-1%
Gains/(losses) on financial assets and liabilities and other	37.7	-21.3	-156%
Other operating income and expenses	-47.7	-85.8	-80%
Gross income	1 007.8	1 268.5	26%
Staff expenses	-259.6	-283.4	9%
Of which: Recurrent staff expenses  Non-recurrent costs	-238.4 -21.2	-251.5 -31.9	5%
Other administrative expenses	-139.7	-169.5	21%
Depreciation and amortisation	-67.5	-73.3	9%
Operating expenses	-466.8	-526.2	13%
Net operating income	541.0	742.3	37%
Impairment losses and other provisions	-76.2	-54.2	-29%
Gains and losses in other assets	-0.1	7.3	-
Net income before income tax	464.6	695.4	50%
Income tax	-95.7	-171.4	79%
Net income	368.9	524.0	42%



# **CONSOLIDATED BALANCE SHEET**

ASSETS  Cash and cash balances at central banks and other demand deposits  Financial assets held for trading, at fair value through profit or loss and at fair value through other comprehensive income	2 466 1 613 33 753	1 856 1 365
Financial assets held for trading, at fair value through profit or loss and at fair value through other comprehensive income	1 613	
value through other comprehensive income		1 365
	22 752	1 303
Financial assets at amortised cost	33 /33	34 541
Of which: Loans to Customers	28 630	29 540
Investments in joint ventures and associates	278	221
Tangible assets	198	208
Intangible assets	108	106
Tax assets	184	170
Non-current assets and disposal groups classified as held for sale	26	15
Other assets	288	147
Total assets	38 914	38 628
LIABILITIES		
Financial liabilities held for trading	87	58
Financial liabilities at amortised cost	34 436	33 705
Deposits - Central Banks and Credit Institutions	1 494	1 062
Deposits - Customers	30 326	29 252
Debt securities issued	2 339	3 106
Of which: subordinated liabilities	431	435
Other financial liabilities	276	286
Provisions	49	40
Tax liabilities	125	211
Other liabilities	343	639
Total Liabilities	35 040	34 653
Shareholders' equity attributable to the shareholders of BPI	3 874	3 975
Non controlling interests	0	0
Total Shareholders' equity	3 874	3 975
Total liabilities and Shareholders' equity	38 914	38 628





# **CONSOLIDATED INDICATORS**

Profitability, Efficiency and Liquidity Indicators (Bank of Portugal Instruction no. 16/2004 with the amendments of Instruction 6/2018)	<b>Dec 22</b> <sup>1)</sup>	Dec 23
Gross income / ATA	2.4%	3.3%
Net income before income tax and income attributable to non-controlling interests / ATA	1.1%	1.8%
Net income before income tax and income attributable to non-controlling interests / average shareholders' equity (including non-controlling interests)	12.0%	18.1%
Staff expenses / Gross income <sup>2)</sup>	23.7%	19.8%
Operating expenses / Gross income <sup>2)</sup>	44.2%	38.8%
Loans (net) to deposits ratio	94%	101%
NPE ratio and forborne (according to the EBA criteria)	Dec 22	<b>Dec 23</b>
Non-performing exposures - NPE (M.€)	583	560
NPE ratio	1.6%	1.5%
NPE coverage by impairments	94%	98%
NPE coverage by impairments and collaterals	155%	154%
Ratio of forborne not included in NPE <sup>3)</sup>	0.4%	1.3%
"Crédito duvidoso" (non-performing loans) (according to Bank of Spain criteria)	Dec 22	<b>Dec 23</b>
"Crédito duvidoso" (M.€) <sup>4)</sup>	589	553
"Crédito duvidoso" ratio	1.9%	1.7%
"Crédito duvidoso" coverage by impairments	93%	99%
"Crédito duvidoso" coverage by impairments and collaterals	153%	155%

<sup>1)</sup> Restated for the impacts on the equity stakes in insurance companies from the adoption of IFRS17 that became effective at the beginning of 2023.





<sup>2)</sup> Excluding early-retirement costs.

<sup>3)</sup> Forborne according to EBA criteria. On December 2023, the forborne was 785 M.€ (forborne ratio of 1.9%), of which 540 M.€ was performing loans (1.3% of the gross credit exposure) and 246 M.€ was included in NPE (0.6% of the gross credit exposure).

<sup>4)</sup> Includes guarantees provided (recorded off-balance sheet).



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

### **Profit & loss account**

		As reported	BPI	Business segment	
Dec 23 (M.€)	As reported by BPI	Adjustments 1)	contribution to CABK Group	ВРІ	Corporate Center
Net interest income	949	(4)	945	928	18
Dividends	75	0	75	2	73
Equity accounted income	61	(0)	61	19	42
Net fees and commissions	291	(0)	291	291	
Trading income	(21)	4	(17)	25	(42)
Other operating income & expenses	(86)	3	(82)	(77)	(6)
Gross income	1 268	4	1 272	1 188	84
Operating expenses	(492)	(8)	(501)	(501)	
Extraordinary operating expenses	(34)	34			
Pre-impairment income	742	29	771	687	84
Impairment losses on financial assets	(51)	(0)	(51)	(51)	(0)
Other impairments and provisions	(3)	(30)	(34)	(34)	0
Gains/losses on disposals & others	7	(18)	(11)	(11)	(0)
Pre-tax income	695	(20)	676	592	84
Income tax	(171)	4	(168)	(173)	5
Profit for the period	524	(16)	508	419	89
Minority interests & other					
Net income	524	(16)	508	419	89

### Loan portfolio & customer resources

December 2023 (M.€)	As reported by BPI	Adjustments	BPI contribution to CABK Group (BPI segment)
Loans and advances to customers, net	29 540	(109)	29 430
Total customer funds	37 905	(4 206)	33 699

### 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 31 December 2023, 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.



<sup>1)</sup> Consolidation, standardisation and net fair value adjustments in the business combination.



### 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, for the consolidated profit & loss account, 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	>	rear-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 > eur

th.€, th.euros > thousand euros

M.€, M.euros > million euros

Bn.€, Bi.€

Λ

Е

F

billion euros

> change

**n.a.** > not available

**0.** – > null or irrelevant

versus

**b.p.** basis points

**p.p.** > percentage points

> Estimate

> Forecast







## Reconciliation of the consolidated profit & loss account structure

Structure used in the Results' Presentation	Dec 23	Dec 23	Structure presented in the financial statements and respective notes		
Net interest income	948.9	948.9	Net interest income		
Dividend income	74.5	74.5	Dividend income		
Equity accounted income	60.6	60.6	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	291.4	320.0	Fee and commission income		
		-28.6	Fee and commission expenses		
Gains/(losses) on financial assets and liabilities and other	-21.3	-7.2	Gains or (-) losses on derecognition of financial assets and liabilities not measured at fair value through profit or loss, net		
Gallis/ (1055e5) OTI Ililaticiai assets attu liabilities attu Ottiei		6.8	Gains or (-) losses on financial assets and liabilities held for trading, net		
		-0.4	Gains or (-) losses on non-trading financial assets mandatorily at fair value through profit or loss, net		
		9.0	Gains or (-) losses from hedge accounting, net		
		-29.5	Exchange differences [gain or (-) loss], net		
Other operating income and expenses	-85.8	18.3	Other operating income		
		-104.1	Other operating expenses		
Gross income	1 268.5	1 268.5	GROSS INCOME		
Staff expenses	-283.4	-283.4	ff expenses		
Other administrative expenses	-169.5	-169.5	ner administrative expenses		
Depreciation and amortisation	-73.3	-73.3	preciation		
Operating expenses	-526.2	-526.2	Administrative expenses and depreciation		
Net operating income	742.3	742.3			
Impairment losses and other provisions	-54.2	-2.4	Provisions or (-) reversal of provisions		
		-51.7	Impairment or (-) reversal of impairment on financial assets not measured at fair value through profit or loss		
Gains and losses in other assets	7.3	-1.6	Impairment or (-) reversal of impairment of investments in subsidiaries, joint ventures and associates		
			Impairment or (-) reversal of impairment on non-financial assets		
		8.5	Gains or (-) losses on derecognition of investments in subsidiaries, joint ventures and associates, net		
		-1.4	Gains or (-) losses on derecognition of non financial assets, net		
		1.8	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	695.4	695.4	PROFIT OR (-) LOSS BEFORE TAX FROM CONTINUING OPERATIONS		
Income tax	-171.4	-171.4	Tax expense or income related to profit or loss from continuing operations		
Net income from continuing operations	524.0	524.0	PROFIT OR (-) LOSS AFTER TAX FROM CONTINUING OPERATIONS		
Net income from discontinued operations			Profit or (-) loss after tax from discontinued operations		
Income attributable to non-controlling interests			Profit or (-) loss for the period attributable to non-controlling interests		
Net income	524.0	524.0	PROFIT OR (-) LOSS FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF THE PARENT		





FADNITHICC	PERFECTANCY AND DI	ROFITARII ITY INDICATORS
PARMINGS	FEELCIENCY AND PI	RUFITABILITY 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 resources<sup>3)</sup>

Deposits + Capitalisation insurance of fully consolidated subsidiaries + Participating units in consolidated mutual 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)

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

### Off-balance sheet Customer resources<sup>4)</sup>

Flutual fullus + Capitalisation insurance + Fension plans + Subscriptions in public offerings

- 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
- + 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.
- 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.







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)  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