ABANCA

Acquisition of Banco Caixa Geral

14th October, 2019
By acquiring Banco Caixa Geral we incorporate a business of complementary value with our model...

~7,000M€
Business volume

131,000
Customers

110
New branches

* It does not include the two Representative Offices of Banco Caixa Geral
... and we signed a commercial agreement that opens up new business opportunities in Portugal

**OBJECTIVES**

- Continuity of service levels in transition period
- Stable commercial collaboration with CGD

**SCOPE**

- Customers of ABANCA and CGD
- Businesses and individuals
- Accompaniment in Spanish, Portuguese and international markets
We reinforce our position and increase our business ...

| 85,420M€  | Galicia market share |
| RETAIL BUSINESS VOLUME | 34.5% CREDIT |
| 2.3M       | 42.8% DEPOSITS      |
| CUSTOMERS  | Spain market share  |
| 808        | 2.8% CREDIT          |
| BRANCHES + POINTS OF SALE | 3.0% DEPOSITS |
| 6,018      |                      |
| EMPLOYEES  |                      |
... with the vocation of being an entity of reference in the Iberian market

In addition, we operate in other 9 countries of Europe and the Americas.
The process to complete the merger continues

- **9th Sept. 19**: Obtaining ECB’s authorisation
- **14th Oct. 19**: Purchase signing
- **Nov. 19**: Banco Caixa Geral Shareholders Meeting; merger approval
- **Feb.-Mar. 20**: Technological incorporation and brand change

**Timeframe**
- **22 Nov. 18**: Purchase announcement
- **14th Oct. 19**: 1. Banco Caixa Geral Shareholders Meeting
  2. Approval of the Merger Project
- **Nov. 19-Feb. 20**: Merger authorisations
Banco Caixa Geral reinforces our commercial network and gives us access to new activities and areas

Reinforcement of core area

Customer base for business development

ABANCA Insurance
ABANCA Private Banking
Cross-border activity

Business volume increase in specialised segments

ABANCA Enterprises
ABANCA Farming
ABANCA brings new service capabilities to Banco Caixa Geral’s customers...

BROAD BRANCH NETWORK

808 BRANCHES and POINTS OF SALE
In 11 countries

SPECIALISATION

+ ABANCA Private Banking
+ ABANCA Personal Banking
+ ABANCA Enterprises
+ ABANCA Insurance
+ ABANCA Farming
+ ABANCA Fishing

Awarded Best Strategy of Customer Experience 2018
Asociación para el Desarrollo de la Experiencia de Cliente

DIGITALISATION

Mobile banking APP among the best rated in the market

- ABANCA Pay
- ABANCA Cash
- APPlázame
- Contactless Cards
- Tú Card
- Samsung Pay
- Apple Pay
... focusing on innovation and customer experience

INNOVATIVE PRODUCTS AND SERVICES

Clara Account  Mari Carmen Mortgage  Electronic banking for enterprises  On-Off Insurances

9-10
Rated by more than half of our customers
New opportunities to continue our path of profitability and business growth

**Profitability**

ROE

- 2015: 8.2%
- 2016: 8.3%
- 2017: 9.1%
- 2018: 10.1%
- 1H 2019: 10.7%

**Sound growth**

Business volume with customers (€ Bn)

- 2015: 59.4
- 2016: 61.9
- 2017: 65.5
- 2018: 69.2
- 1H 2019: 78.7
The market, rating agencies and analysts have supported our good performance

1st SPANISH ENTITY
in the report
“El pulso de la banca”
by Álvarez & Marsal (2Q2019)

GROWTH
PROFITABILITY
LIQUIDITY

EFFICIENCY
RISK
CAPITAL

Great reception in markets of our issuances

Tier 2
300M
26th Sep., 2019

Tier 2
350M
18th Jan., 2019

AT1
250M
2nd Oct., 2018

Ratings constantly improving
Long Term rating / Outlook

Investment grade
BBB
Stable

FitchRatings

Investment grade
BB+
Positive

Moody’s

Investment grade
BBB-
Stable

Standard & Poor’s
Ratings Services

Ba1
Positive

11 Ratings by October 2019
Abanca

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14th October, 2019