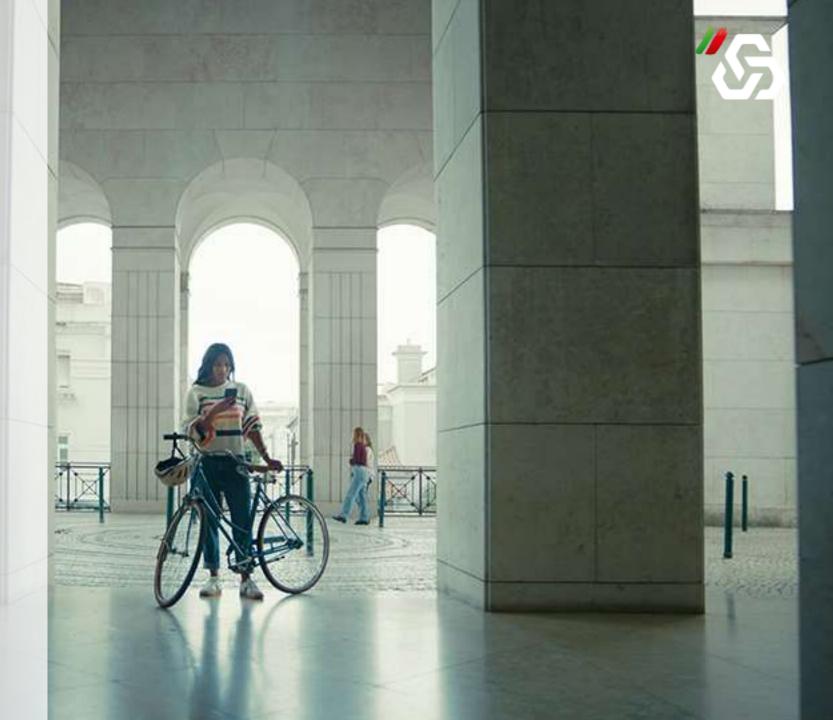
# Results Presentation 9M 2023



Consolidated Results Unaudited financial information Investor Relations | 10.11.2023



## Disclaimer

- The financial statements have been prepared on the basis of the International Financial Reporting Standards (IFRS) as adopted in the European Union in accordance with Regulation (EC) No. 1606/2002 of the European Council and of the Parliament of July 19 and provisions of Decree-Law No. 35/2005 of February 17. The financial information reported is unaudited.
- The shareholding in Banco Comercial do Atlântico (BCA) was classified under "Non-current assets held for sale" in December 2022, and in June 2023 the shareholding in Flitptrel IV SA and Flitptrel Porto Santo SA were also classified under this heading. Therefore, and for comparative purposes only, the amounts related to the consolidated balance sheet as of September 30, 2022 and December 31, 2022 disclosed in this document were restated, as IFRS 5 "Non-Current Assets Held for Sale and Discontinued Operations" only requires the restatement of the income statement.
- The financial metrics in this presentation refer to September 30, 2023, unless otherwise stated. These may be estimates subject to revision. Solvency ratios include net income for the period, excluding the maximum distributable amount according to dividend policy, unless where otherwise noted.
- World economy is expected to continue to grow at a moderate pace, influenced by tightening financial conditions and weak growth in global trade. In the Euro Area, after weak growth in the first half of 2023, annual GDP growth is projected to be 0.7% and 1.0% in 2023 and 2024, respectively, and a return to a pace close to its potential in 2025.

International prices continue to support the reduction in inflation, despite the upward revision in energy prices. In the Euro Area, inflation is projected to fall to 5.6% in 2023, 3.2% in 2024 and 2.1% in 2025. Excluding energy and food prices, inflation is expected to stand at 5.1% in 2023, 2.9% in 2024 and 2.2% in 2025.

Increases in ECB interest rates have been reflected in a worsening of private sector funding costs and weaker dynamics of bank loans. However, it is still to be expected that part of the increases in official interest rates that have already occurred have not yet been fully reflected in the funding conditions of the economy.

- This document is only intended to provide general information and does not constitute investment advice or professional advice, nor can it be interpreted as such.
- This document is an English translation of the Portuguese language document "Apresentação Resultados 9M 2023". In the event of any inconsistency, the original version prevails.

## Agenda

# 1 Activity Highlights

## **2** Results and Balance Sheet

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**3** Financial Statements



# Activity Highlights

## First 9 months 2023 - Main highlights

PROFITABILITY	<ul> <li>CGD achieves Net Income of €987M. Average ROE of the last decade reaches 1%.</li> <li>In 2023, around €2M in dividends paid per day</li> <li>Recurrent Net Income from international activity exceeds €150M, maintaining an upward trend</li> <li>A dividend of €461M is budgeted for payment in 2024</li> </ul>
COMMERCIAL ACTIVITY	<ul> <li>CGD maintains leadership<sup>(1)</sup> in deposits</li> <li>In mortgage loans, CGD continues to be market leader <sup>(1)</sup></li> <li>SME loan portfolio grows 2.1% in the period</li> <li>CGD exceeds 3 million digital customers. In Portugal, CGD is the leading bank with 2.3 million, including 1.7 million mobile customers</li> </ul>
CUSTOMER SUPPORT	<ul> <li>Leadership in raising and disclosing deposit rates in Portugal</li> <li>Mortgage loans: CGD renegotiates a total of approximately 40,000 loans in a context of rising interest rates</li> <li>In 2023, commissions fell by €31M; CGD did not increase the commission price and exempted its application in several operations</li> </ul>
CAPITAL	<ul> <li>Capital generated organically since 2017, worth €4,148M, exceeds the public investment in the Recapitalization Plan</li> <li>Capital ratios above 20% after the payment of the €713 M dividend. Capital exceeds regulatory requirement by 50%</li> </ul>
ASSET QUALITY	<ul> <li>CGD was ranked 1st among banks supervised by the ECB in the EBA 2023 EU-Wide Stress Test</li> <li>Credit quality improves despite the economic environment</li> <li>NPL ratio net of impairments remains at 0% (zero) while NPL coverage reaches 169%</li> <li>Cost of credit risk at 36 bps. reflects a conservative and preventive attitude</li> </ul>
RATING	<ul> <li>Fitch Ratings upgraded CGD's senior debt rating to BBB, the 3<sup>rd</sup> upgrade of 2023 by a rating agency</li> </ul>
ESG	<ul> <li>CGD is the only Portuguese financial institution in The Banker's sustainable banking revenue ranking</li> <li>CGD announces Carbon Neutrality Transition Plan that establishes decarbonization goals and objectives for 2030, both for its own operations and for the most carbon-intensive sectors</li> </ul>

## Net Income grows to €987M in the first nine months of 2023

	2022-09	2023-09	Var. (M€)		CO				
Interest income									
International activity	357	382	+25		Central Bank deposits				
Domestic activity (Central Bank deposits)	9	426	+417		positive remuneration				
Domestic activity (Treasury and others)	60	125	+65		September 202				
Domestic activity (Households)	220	633	+412						
Domestic activity (Corporates and Other)	264	524	+260					)	
Commissions	457	426	-31		Reinforcement of c impairment reflects a p				
Income from financial operations	143	164	+21		approach				
Operating costs	713	791	+78						
Provisions and impairments for credit risks	-128	154	+282						
Other provisions and impairments	-53	355	+408	3	Reinforcement of the				
Тах	326	507	+181		for the restructuring pro and actuarial review u				
Other	40	114	+74		Decree-Law No. 14				
Net income	692	987	+295						

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credit preventive

provision orogramme under the 4/2023

# Net income evolution in 2023 offsets previous losses

**Net Income Evolution** M€ (Consolidated) 987 843 776 583 496 492 ∑**+39**1 52 (2011-2023 9M) -171 -348 -395 -488 -576 **Average ROE** of the last decade 1.0% -1,860 (2013 - 9M2023) In the period post recapitalization Accumulated net income 7.8% (2017 - 9M2023) Net income for the period **∑-3,838** (2011-2016 2011 2016 2017 2023-09 2012 2013 2014 2015 2018 2019 2020 2021 2022

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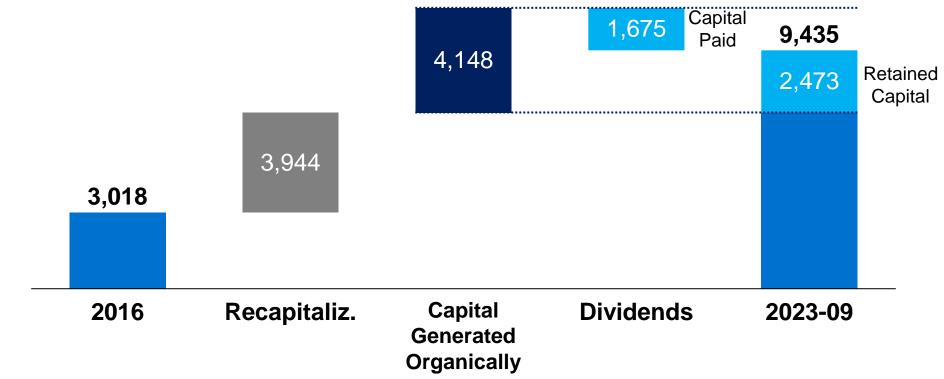
# Organic capital generated since 2017 exceeds public investment of the Recapitalization Plan

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## **Shareholders' Equity Evolution**

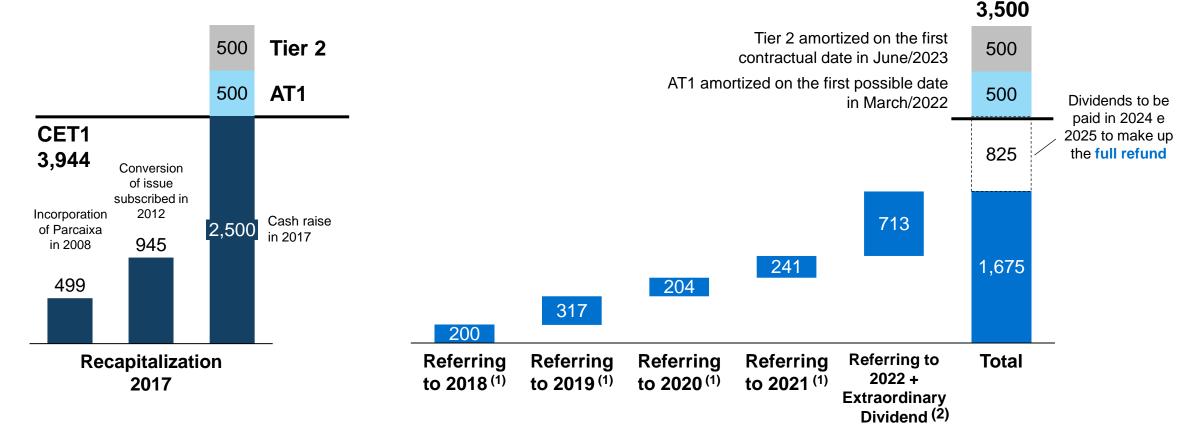
(Excluding Non-controlling Interests)



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# Improvement in profitability envisages the full payment of the public recapitalization

## **Distribution of dividends and repayments**



(1) Dividends distributed; (2) Dividends distributed in two components: in cash, in the amount of €352M; and in kind, in the amount of €361M, relating to the CGD Headquarters Building

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M€

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## **EBA 2023 EU-Wide Stress Test**



CGD records favourable evolution in 2023 compared to previous years, given the application of the adverse scenario projected for the end of 2025.

The results reflect progressive improvement in CGD's financial and prudential position, as well as the Group's level of robustness, improving its capacity to absorb exogenous shocks.

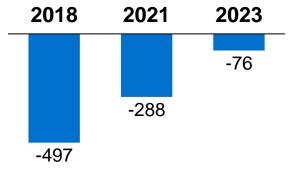
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Note: 3rd banking group with the lowest capital reduction among all 70 banks included in the test

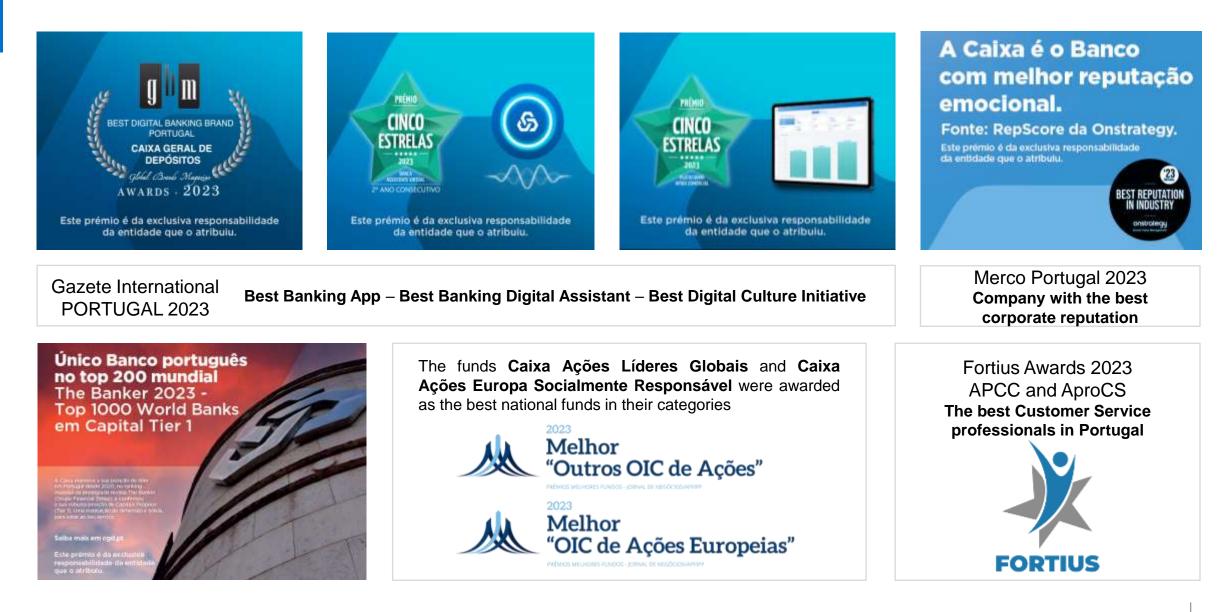


among ECB Supervised banks included in the EBA 2023 EU-Wide Stress Test with the lowest capital reduction





## **Awards and Distinctions**



# 3<sup>rd</sup> rating upgrade in 2023

September 2023

- Senior debt upgraded to BBB
- Non-Preferred Senior Debt upgraded to investment grade (BBB-)

#### **DBRS**

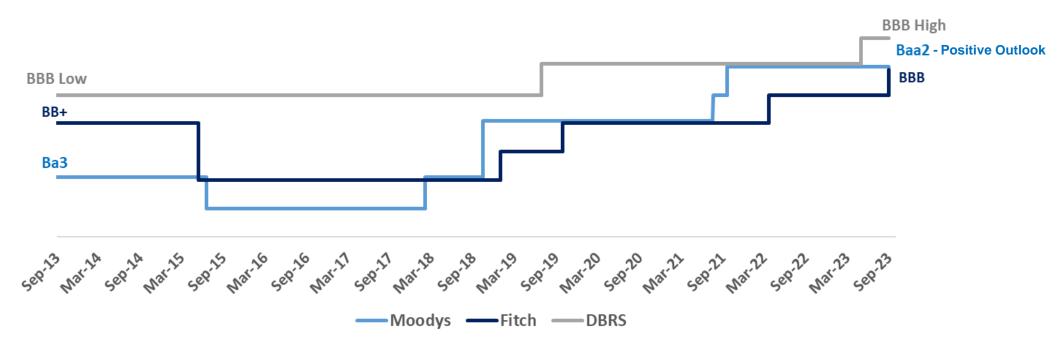
#### May/June 2023

- Senior debt upgraded to BBB (high)
- Mortgage bonds upgraded to AA (high)

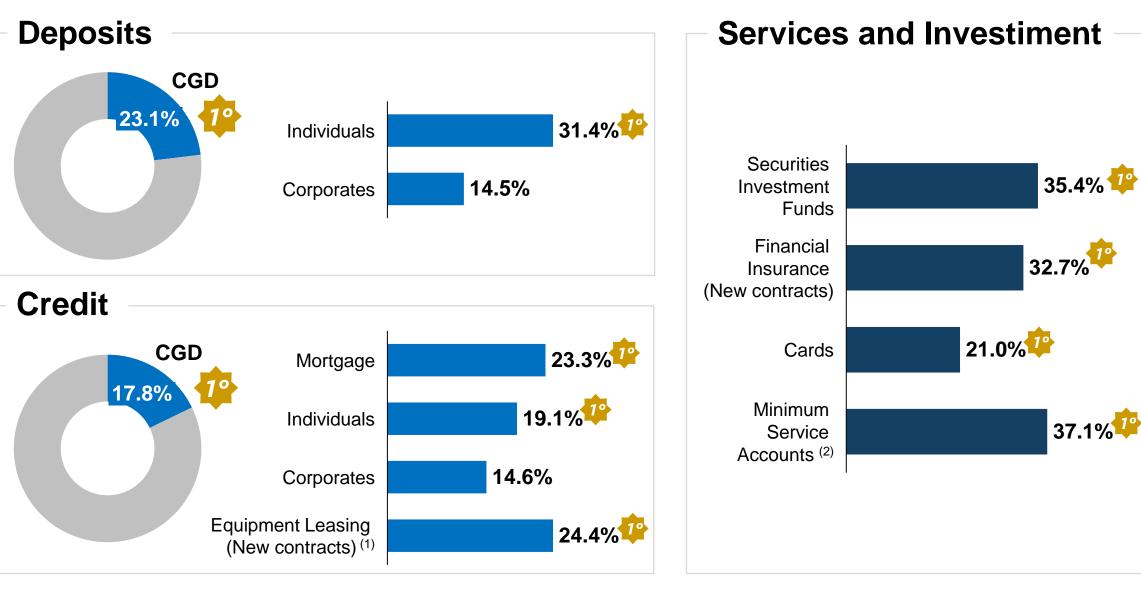
### Moody's

## May 2023

- BCA (Baseline Credit Assessment) upgraded to baa2
- Senior Debt placed on "Positive" outlook



## **CGD** maintains leadership



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# CGD leads proactively in supporting families - deposits



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# CGD leads proactively in supporting families - mortgage loans

### Caixa supports with ~40,000 renegotiations until October

- ~20,000 spread reductions (average reduction 0.544%)
- ~12,000 changes to Fixed Rate (97% for 2-year fixed rate)
- ~1,200 operations restructured (Decree-Law no. 80/2022)
- ~3,400 operations with State subsidies (Decree-Law no. 20/2023)
- ~2,600 operations with reduction of up to 0.5% in spread – CGD initiative

### since November

 ~50 requests/day for 2 year fixed installment (Decree-Law no. 91/2023)

### CH Taxa Fixa 2 Anos

fixed rate of 3.75% (no spread added)



Communication campaigns ongoing until January 31, 2024

### Caixa CH Jovens Special conditions\* for customers aged up to 35

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Communication campaigns took place from July 18th to August 17th

- \* Exemption from the study commission, property evaluation commission and hiring expenses;
- Return of the contract formalization commission after deed;
- Offer of €1,000 on Pre-Paid Card when contracting new operations

# New digital offering enhances the improvement of the customer experience

### **NEW CAIXADIRECTA APP**



- New home page
- More intuitive menu
- Simplification of the customer journey in the product enrolment process
- Permanent navigation bar with notification alert
- Highlight of the latest movements
- New profile area

### **DIGITAL CHANNELS - NEWS**

#### Individuals

- Partner discount program, cashback view
- Self-service contracting of new insurance Multicare Dental
- Loja Caixa at Caixadirecta (non-banking products)
- Dematerialization of processes (via signpad)

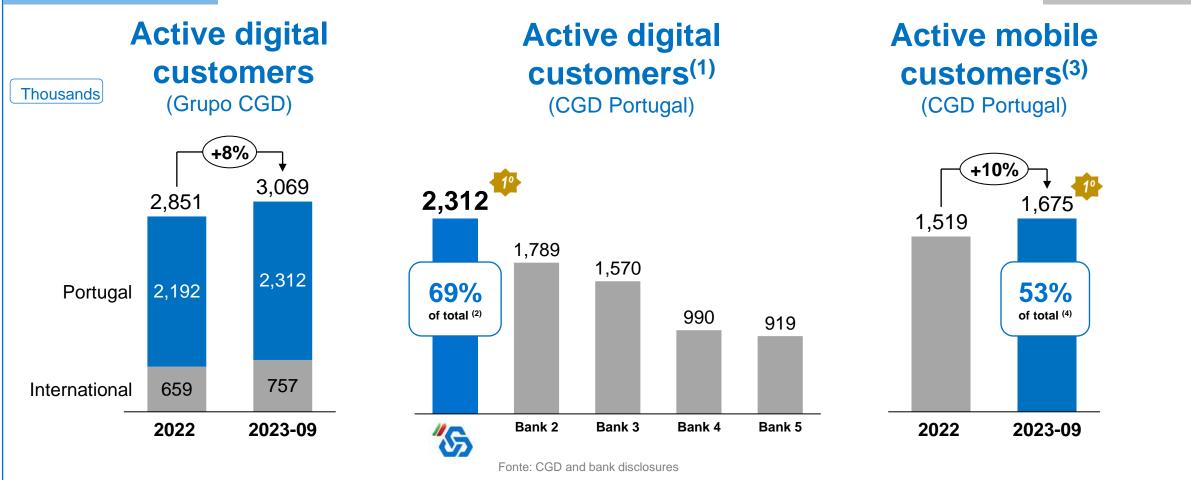
#### Corporates



- Detailed ESG Rating Report first bank in Portugal
- Caixadirecta Business simplified onboarding (100% digital), with Digital Signatures
- Confirming Anticipation
- Credit Card Subscription

## Digital customers in continuous growth. CGD leads in Portugal

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1 - Individual customers and corporate; 2 - Digital customers / total eligible individual customers and corporate; 3 - Individual mobile customers; 4 - Individual mobile customers / total eligible individual customers.

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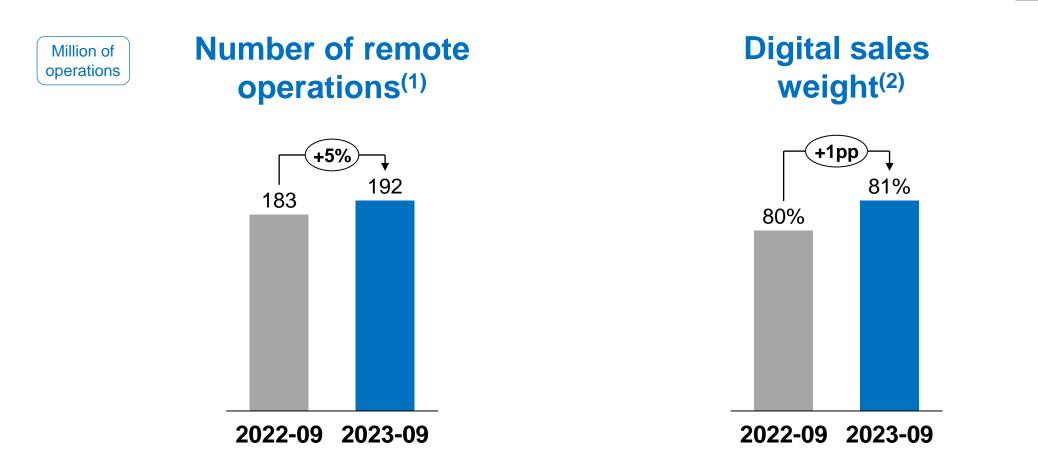
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# Digital business sharply increases, with sales exceeding 80%

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(1) - Financial operations carried out through Caixadirecta, ATM and ATS channels; (2) – Individuals - personal credit, credit cards, investment funds, financial insurance, non-financial insurance and deposits

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# CGD actively contributes to sustainable development

### **Climate transition**



### **CGD's Transition Plan**

The Transition Plan to Carbon Neutrality has been released, establishing decarbonization goals and objectives for 2030, both for its own operations and for the most carbon-intensive sectors

#### Distinctions



#### Sustainable Banking Revenues Ranking 2023

 The only Portuguese financial institution to be included in The Banker's ranking of sustainable banking revenues

## Centre for Responsible Business & Leadership (Católica-Lisbon)

 Case study in the 2<sup>nd</sup> edition of the Observatory Report on the SDGs in Portuguese companies

### Social Responsibility



### Caixa Social 2023 Awards

Prizes were awarded to 36 social institutions with a **total value of €760m** in the following areas:

- Social Inclusion and Solidarity;
- Prevention and Health Care;
- Job creation and promotion;
- Education, Training and Capacity Building.

### **Governance Model**

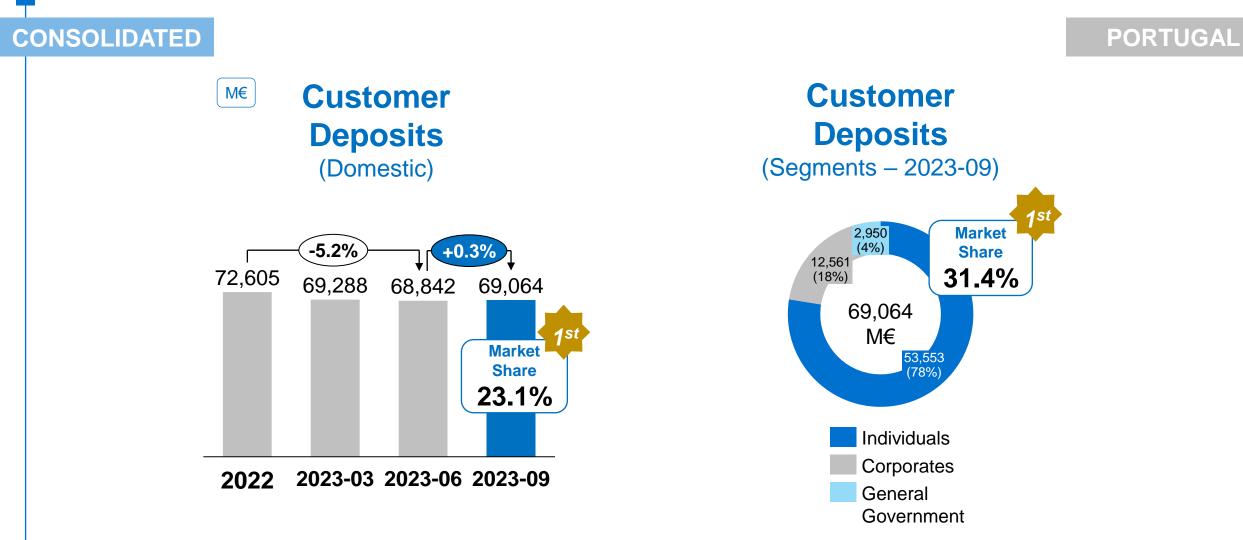
### Approval of relevant sustainability policies:

- Corporate Sustainability Policy (revision);
- Corporate Sustainable Financing and Energy Transition Policy;
- Corporate Climate Risk Management Policy;
- Remuneration Policy for Members of the Management and Supervisory Bodies of Caixa Geral de Depósitos, S.A (revision);
- Corporate Remuneration Policy for CGD Group Employees (revision).

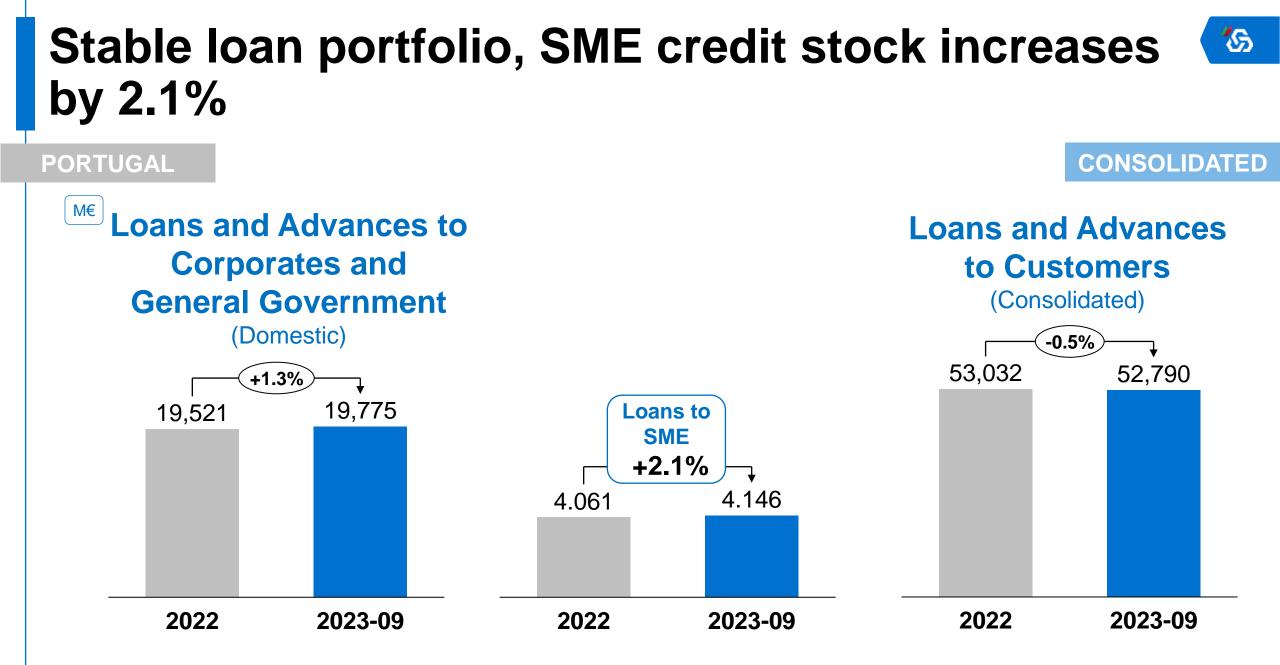


## Results and Balance Sheet

# Deposits resume growth in the 3rd quarter; granular and stable depositor base



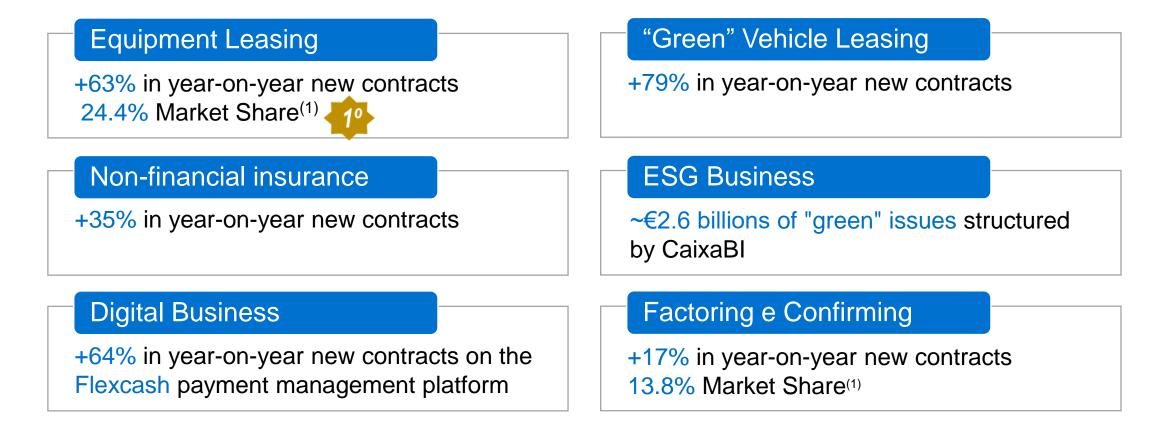
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## Corporate activity with consistent growth

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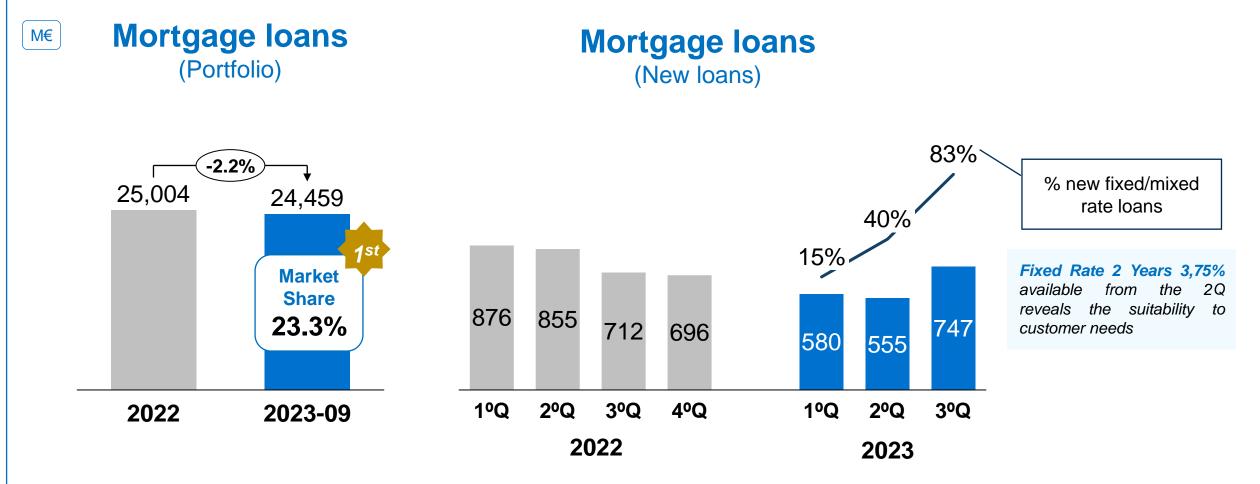


(1) March 2023

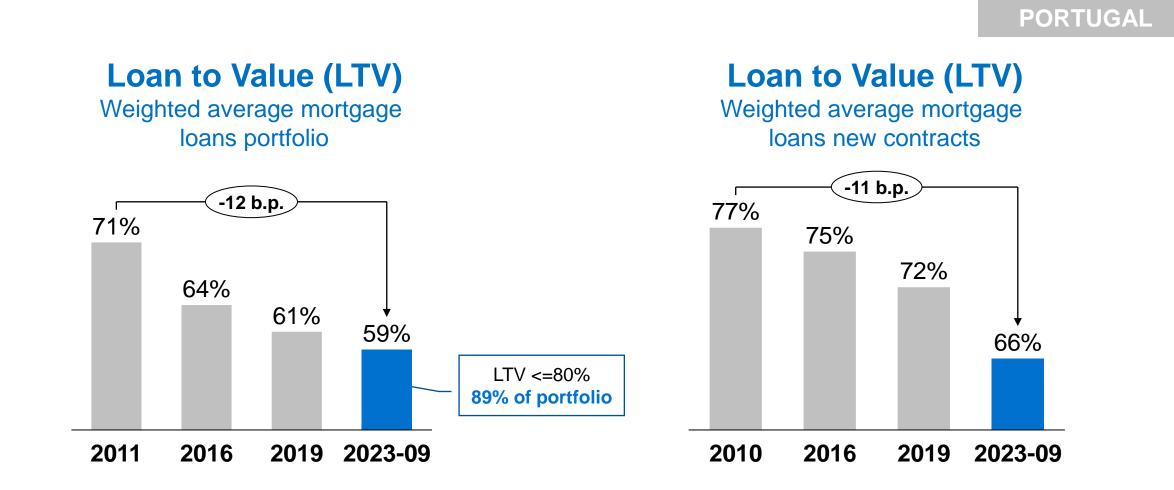
Leadership in mortgage loans and increasing weight of fixed and mixed rate contracts

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## **CGD** maintains prudent lending criteria

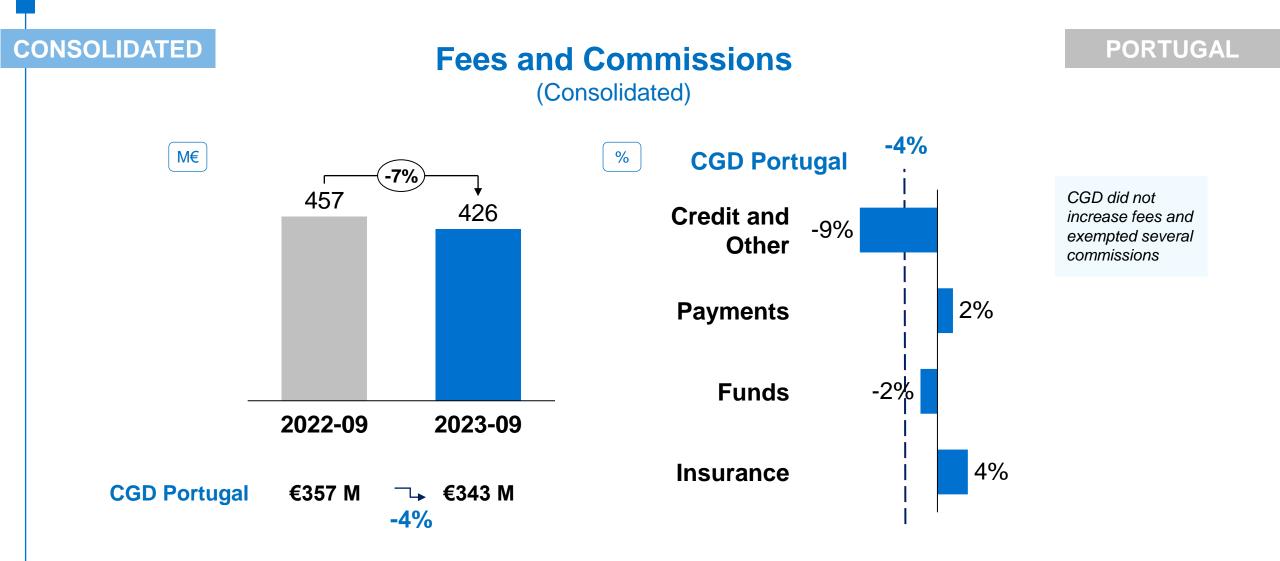


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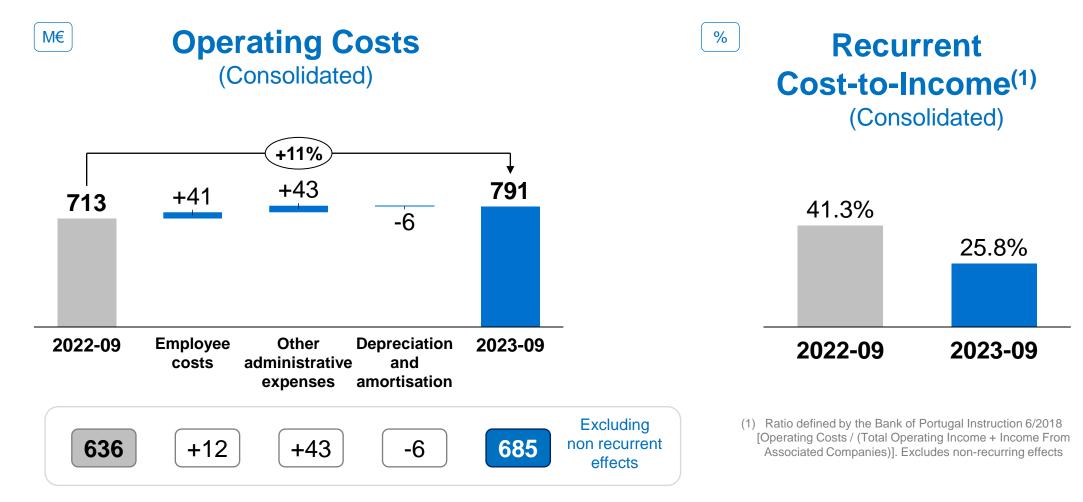
## **Commissions decrease**



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# Efficiency improves despite the evolution of operating costs in an inflationary context

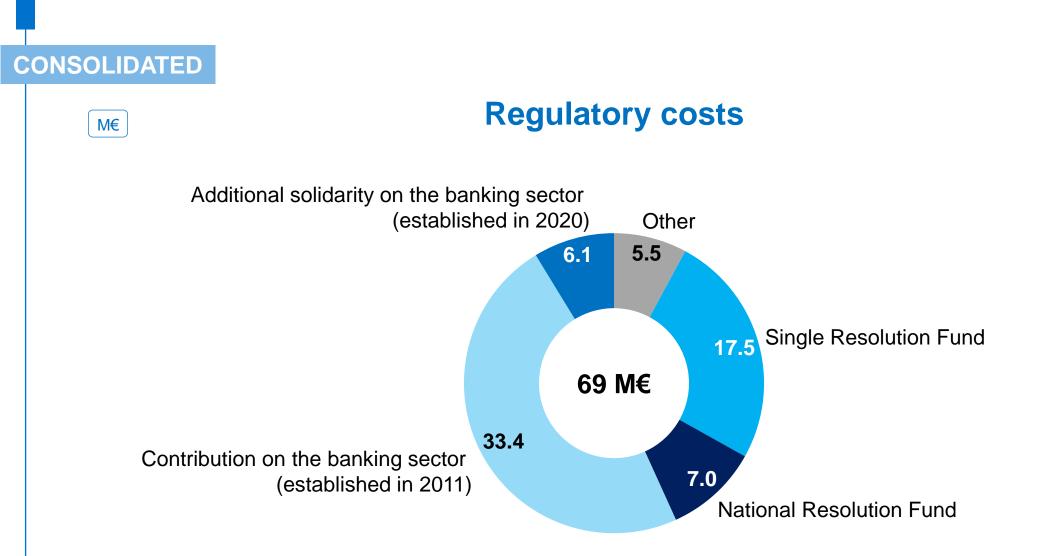
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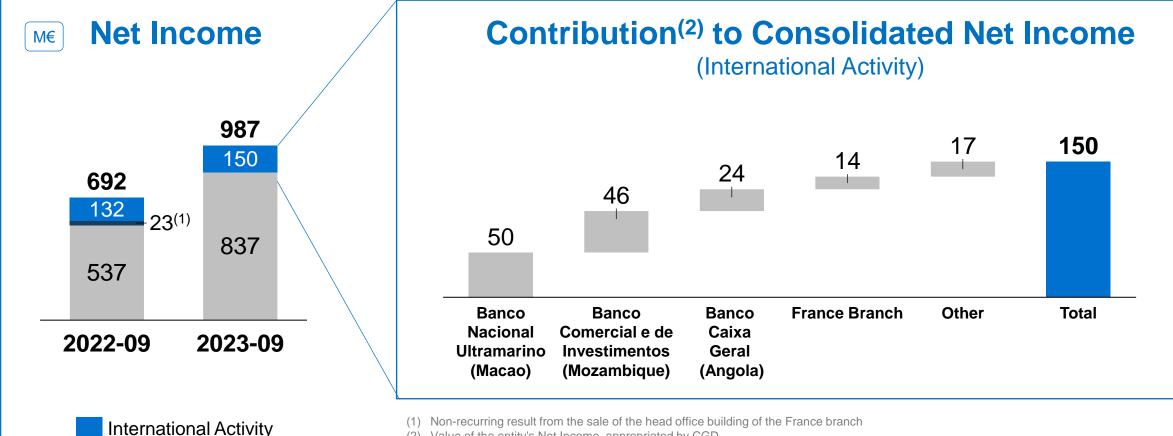
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# **Regulatory costs total €69M**



## **Recurrent Net Income of the international area** improves compared to the same period in 2022

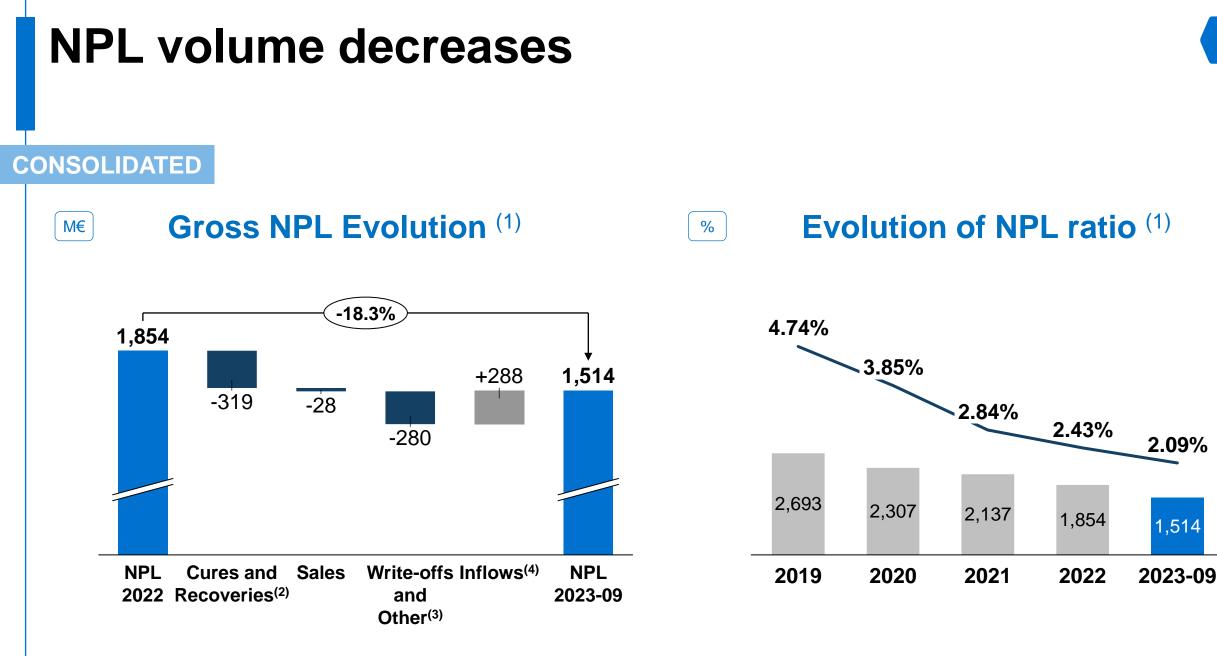
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(2) Value of the entity's Net Income, appropriated by CGD

**Domestic Activityy** 

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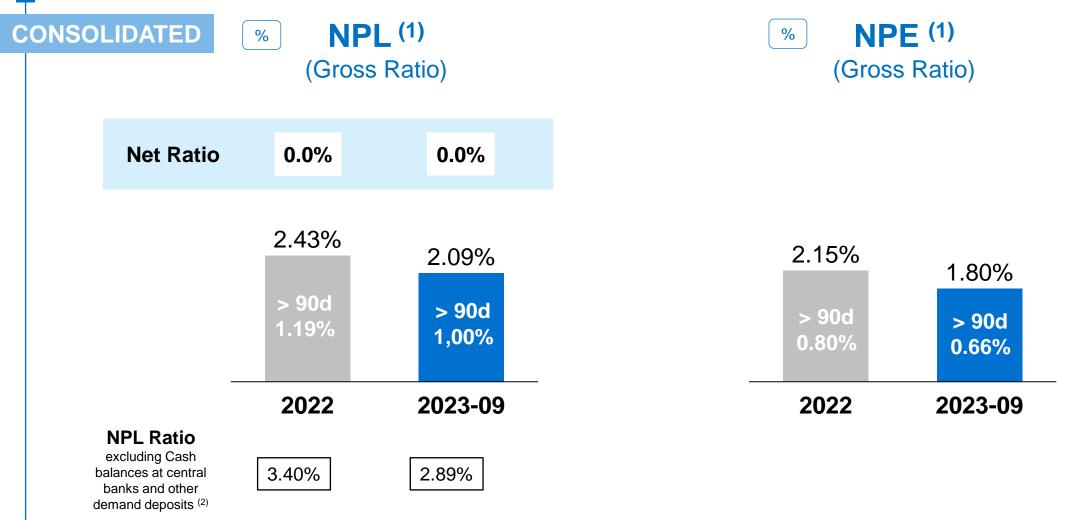


(1) NPL –Non Performing Loans: Ratios according to EBA Risk Dashboard; (2) Recovery value of the set of credits classified as NPL-Non Performing Loans; ) Includes impact of exchange rate variations; (4) The value for the same period of 2022 was €232

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# Gross NPL decreases and NPL net of impairments remains at zero



(1) NPE – Non Performing Exposure and NPL – Non Performing Loans; Ratios according to EBA Risk Dashboard; (2) Non-performing loans and advances / Total gross loans and advances excluding Cash balances at central banks and other demand deposits
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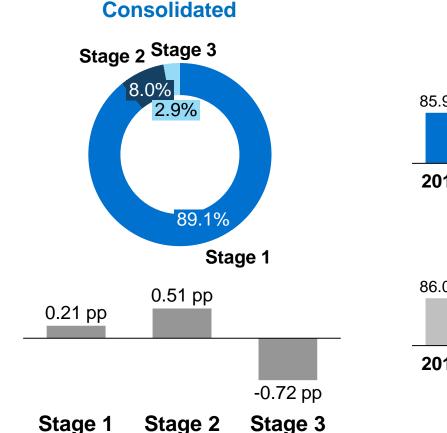
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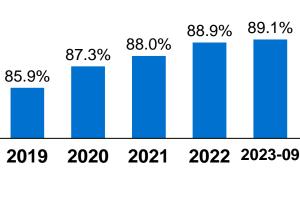
# Stage 1 loans represent 89% of the credit portfolio, stage 3 decreases

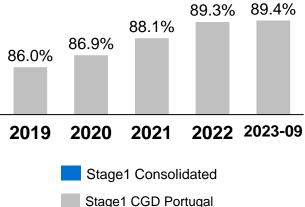
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## **Breakdown and evolution by stages (YTD)**

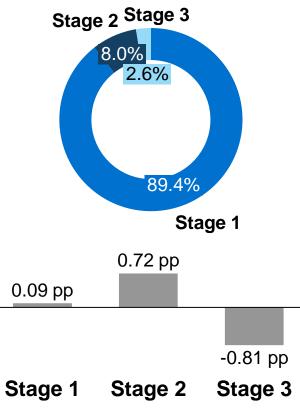
**Stage1 evolution** 







## CGD Portugal

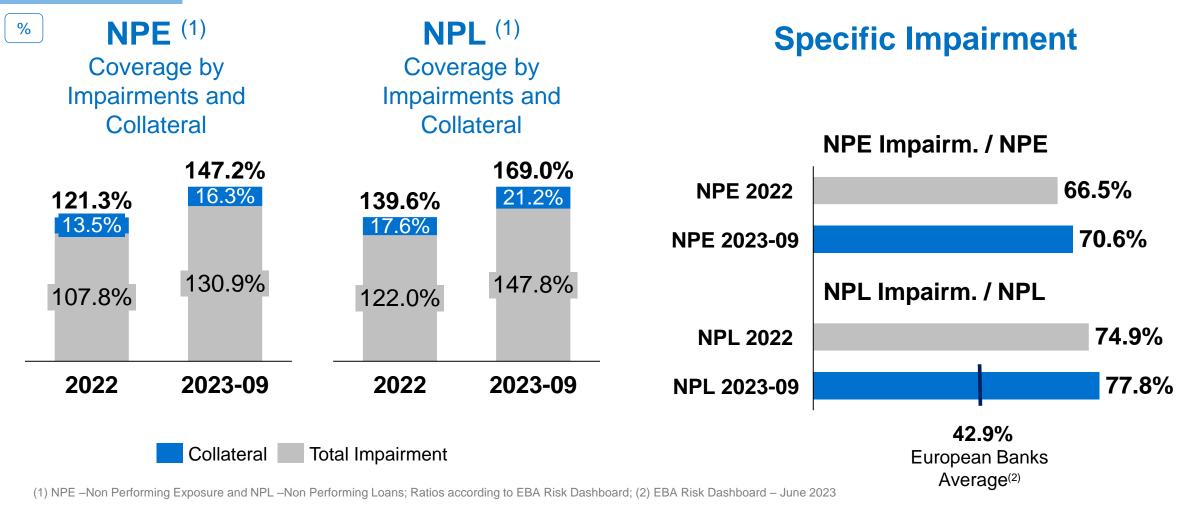


Note: IFRS9: Stage 1 - Credit in compliance; Stage 2 - Non-default credit, but with credit risk; Stage 3 - Default credit

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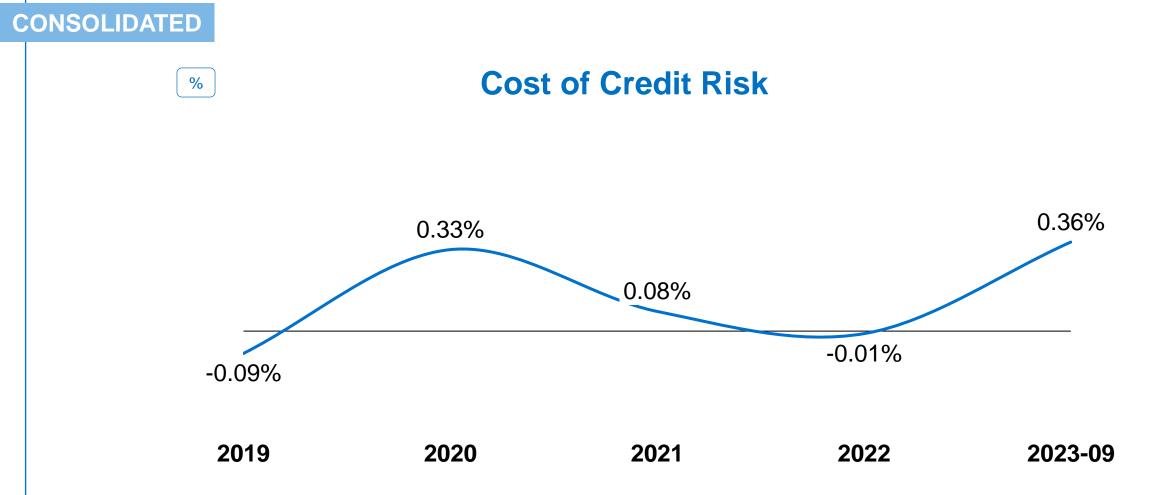
# NPL with reinforced coverage and better than European average

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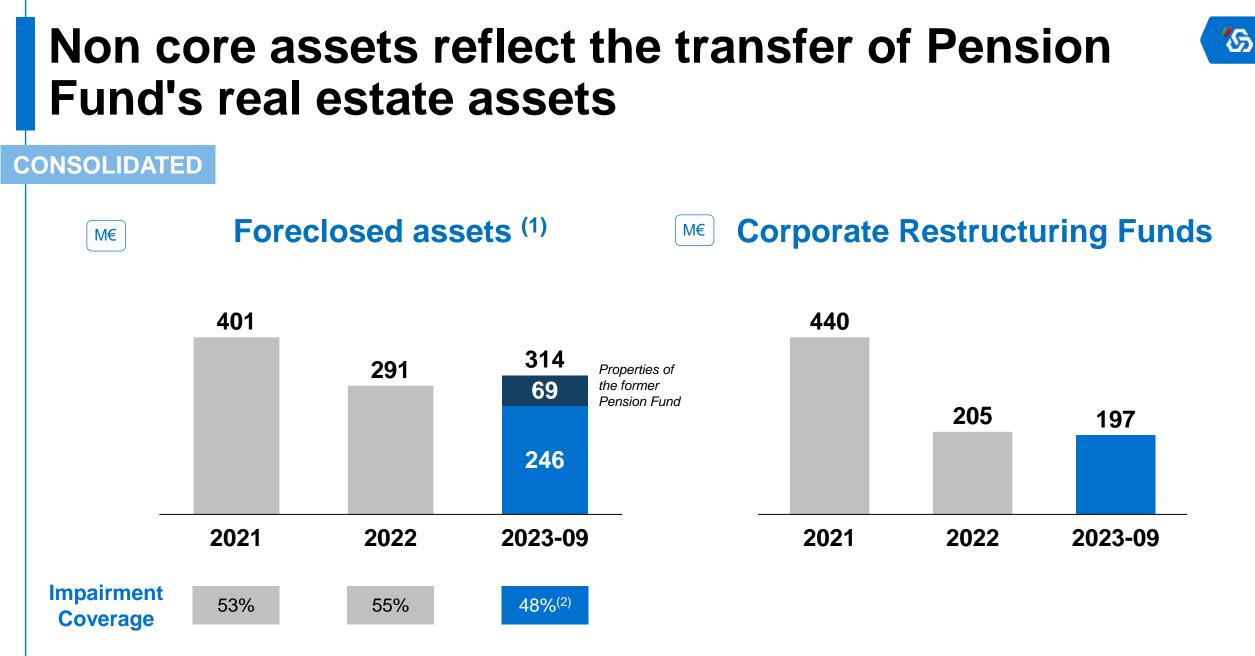


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# Cost of credit risk reflects a conservative and preventive approach



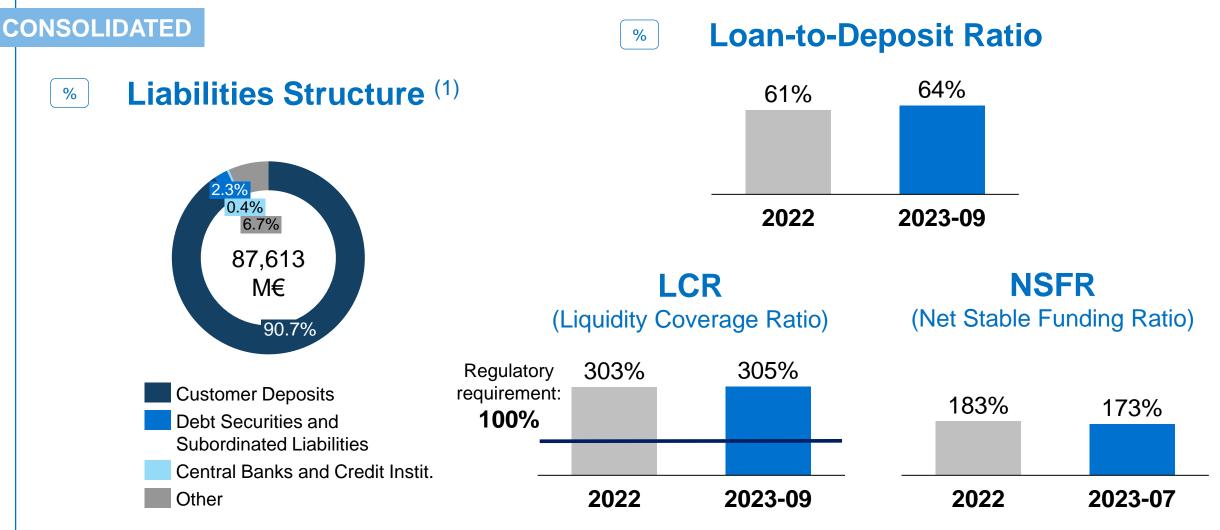
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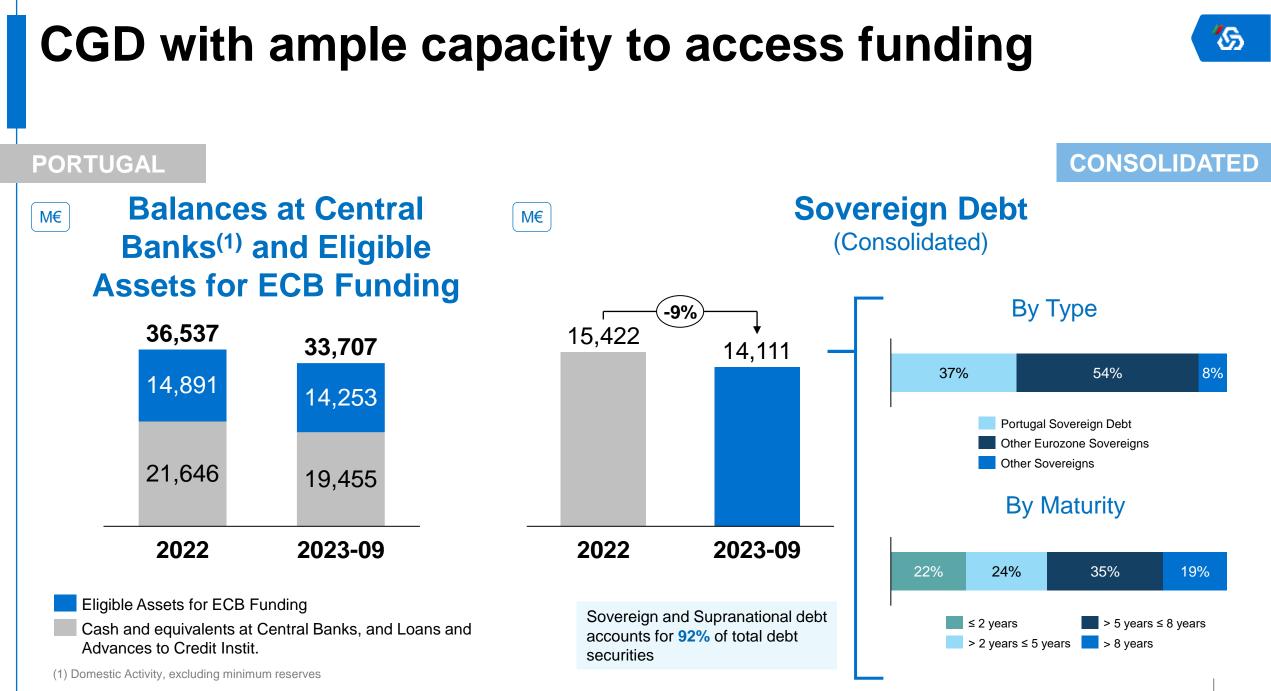
(1) Figures for 2023 9M take into account the incorporation of assets held by the former CGD staff pension fund; (2) Impairment cover of 62% if the properties of the former CGD staff pension fund evaluated in the integration process are excluded

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# Funding structure grounded in retail. Liquidity position remains robust and sustainable

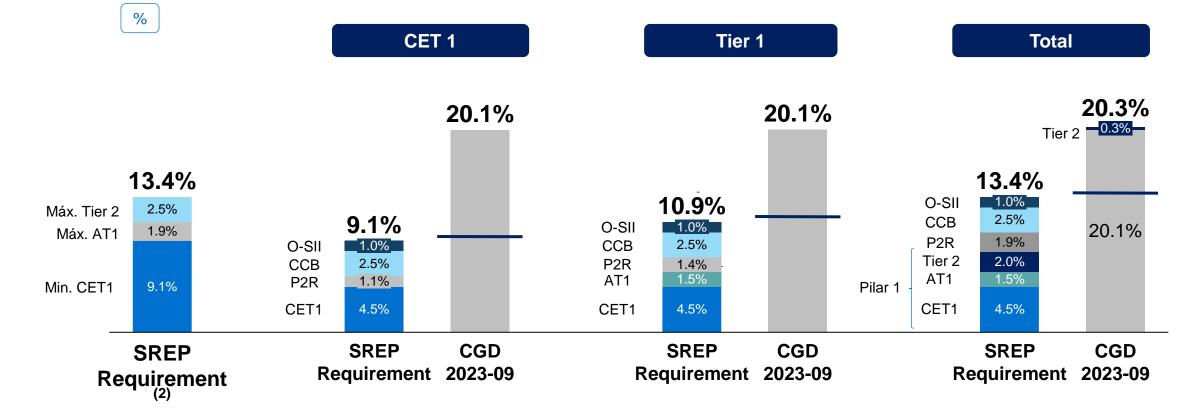


(1) Excluding non-current liabilities held for sale



# SREP requirements met with ample margin after dividend payment and call of Tier 2 issue

## SREP 2023 Requirements and CGD Capital Ratios <sup>(1)</sup>



Excluding from net income the maximum distributable amount according to dividend policy
 P2R composition: 56.25% CET1, 18.75% AT1 and 25% Tier 2; O-SII buffer: 1% in 2023

O-SII: Other Systemically Important Institutions buffer

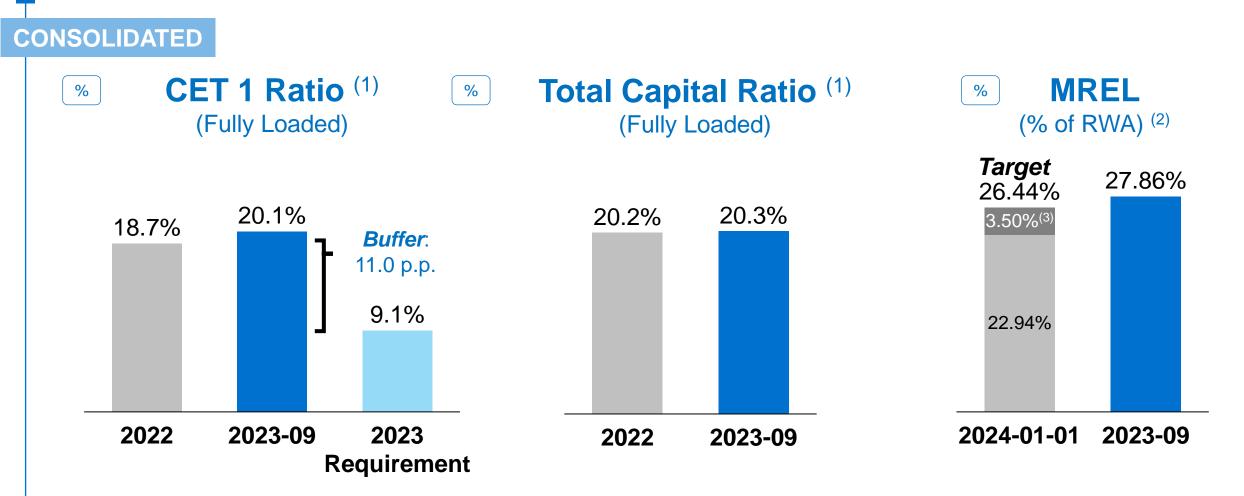
CCB: Capital Conservation buffer

• P2R: Pillar 2

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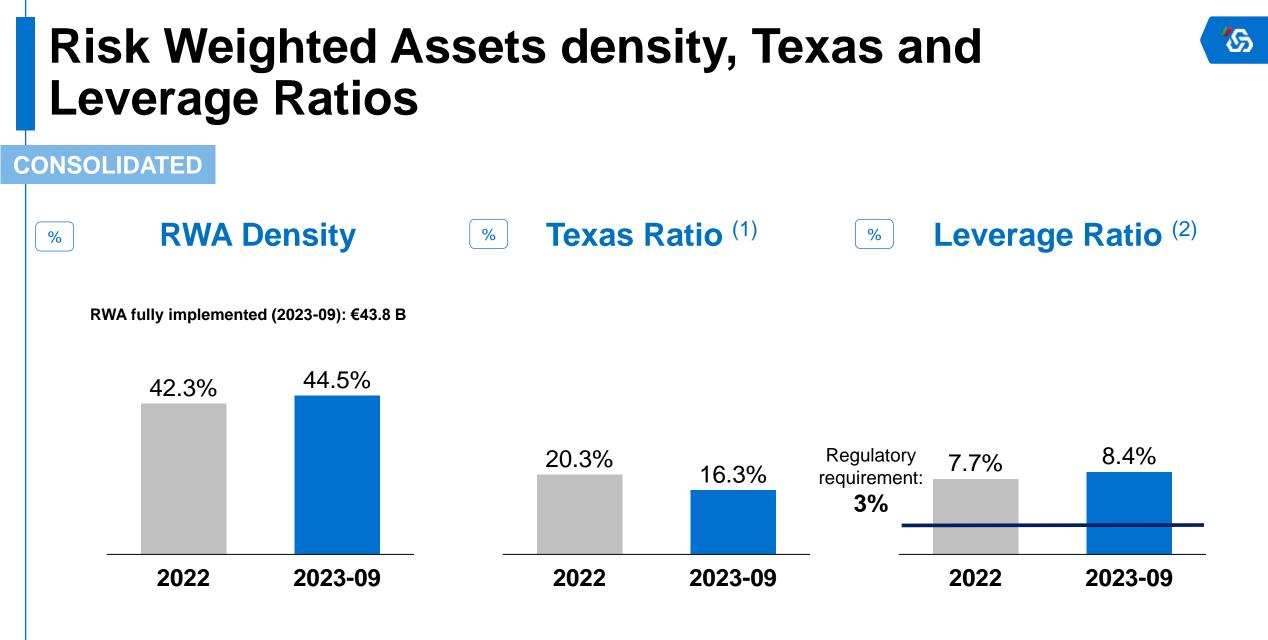
# **Capital position remains robust**



(1) Excluding from net income the maximum distributable amount according to dividend policy

- (2) RWA Risk Weighted Assets
- (3) CBR Combined Buffer Requirement

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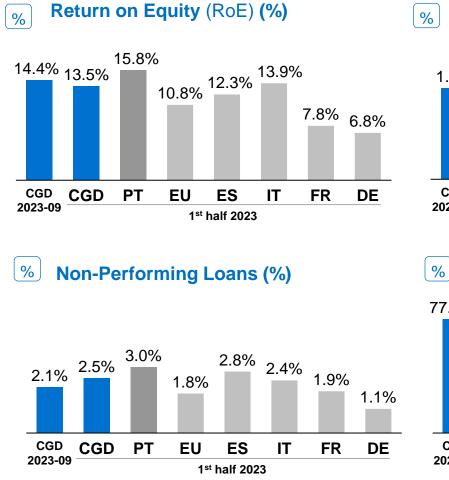
(1) Texas Ratio = Non Performing Exposure EBA / (Impairment + Tangible Equity);

(2) Leverage Ratio = Tier 1 Capital (including net income deducted from the maximum distributable amount in accordance with the dividend policy) / Total Exposure .

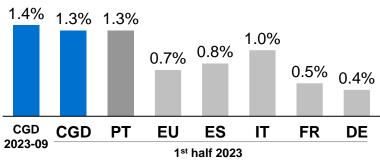
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# CGD compares favourably with the Portuguese and European average in 1<sup>st</sup> half 2023

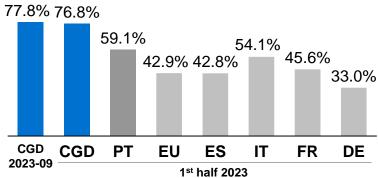
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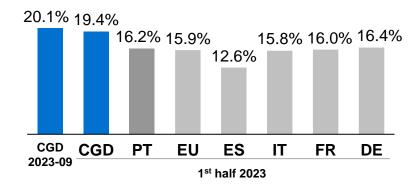
Return on Assets (RoA) (%)







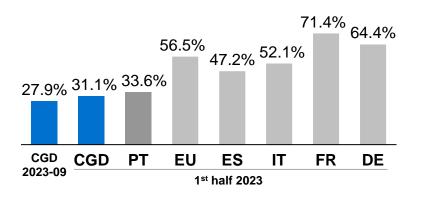
% CET 1 (Fully Implemented) (%)



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Cost-to-income (%)

%



Source: EBA Risk Dashboard - june 2023



# Financial Statements

## **Income Statement**

		Consolidated Activity			(EUR Thousand) Separate Activity				
	Restated								
INCOME STATEMENT	2022-09	2023-09	Change		2022-09	2023-09	Chang	ie.	
	2022 00	2020 00	Total	(%)	2022 00	2020 00	Total	(%)	
Interest and similar income	1,258,904	2,568,959	1,310,055	104.1%	843,139	2,113,507	1,270,368	150.7%	
Interest and similar costs	347,871	478,876	131,005	37.7%	247,830	346,787	98,957	39.9%	
Net interest income	911,033	2,090,084	1,179,050	129.4%	595,309	1,766,720	1,171,411	196.8%	
Income from equity instruments	12,676	6,003	-6,673	-52.6%	71,132	108,771	37,639	52.9%	
Net interest inc. incl. inc. from eq. investm.	923,709	2,096,087	1,172,378	126.9%	666,441	1,875,490	1,209,050	181.4%	
Fees and commissions income	565,438	542,861	-22,577	-4.0%	461,499	450,849	-10,650	-2.3%	
Fees and commissions expenses	108,820	117,223	8,404	7.7%	85,141	88,614	3,474	4.1%	
Net fees and commissions	456,618	425,638	-30,980	-6.8%	376,359	362,235	-14,124	-3.8%	
Net trading income	143,085	163,894	20,808	14.5%	104,357	118,421	14,064	13.5%	
Other operating income	45,731	122,407	76,676	167.7%	19,950	97,215	77,265	387.3%	
Non-interest income	645,434	711,939	66,504	10.3%	500,666	577,871	77,205	15.4%	
Total operating income	1,569,143	2,808,025	1,238,882	79.0%	1,167,106	2,453,361	1,286,255	11 <b>0.2%</b>	
Employee costs	445,492	486,337	40,845	9.2%	331,364	372,087	40,723	12.3%	
Administrative expenses	168,139	211,469	43,330	25.8%	122,376	156,020	33,644	27.5%	
Depreciation and amortisation	99,663	93,583	-6,080	-6.1%	77,933	76,160	-1,773	-2.3%	
Operating costs	713,294	791,389	78,095	10.9%	531,672	604,267	72,594	13.7%	
Net operating income before impairments	855,849	2,016,636	1,160,787	135.6%	635,434	1,849,095	1,213,661	191.0%	
Credit impairment	-37,671	218,815	256,487	-	-57,806	188,519	246,325	-	
Credit recoveries	-60,480	-75,815	-15,335	-	-58,242	-71,436	-13,195	-	
Provisions for reduction of employees	-59,203	72,562	131,765	-	-59,203	72,562	131,765	-	
Provisions for guarantees and other commitments	-29,369	11,441	40,810	-	-26,387	8,815	35,202	-	
Other provisions and impairments	6,649	282,572	275,923	-	-47,346	248,033	295,379	-	
Provisions and impairments	-180,075	509,575	689,650	-	-248,984	446,493	695,477	-	
Net operating income	1,035,924	1,507,061	471,137	45.5%	884,418	1,402,601	518,184	58.6%	
Income Tax	325,850	507,154	181,304	55.6%	275,231	462,558	187,327	68.1%	
of which Contribution on the banking sector	37,104	39,456	2,352	6.3%	36,909	39,334	2,425	6.6%	
Net op. inc. after tax and before non-controlling int.	710,074	999,907	289,833	40.8%	n.a.	n.a.	n.a.	n.a.	
Non-controlling interests	60,243	55,092	-5,152	-8.6%	n.a.	n.a.	n.a.	n.a.	
Results of associated companies	30,287	26,725	-3,562	-11.8%	n.a.	n.a.	n.a.	n.a.	
Results of subsidiaries held for sale	12,137	15,831	3,694	30.4%	n.a.	n.a.	n.a.	n.a.	
Net income	692,255	987,371	295,116	42.6%	609,187	940,044	330,857	54.3%	

The September 2022 accounts of the consolidated activity were restated for comparability purposes due to the shareholder position in Banco Comercial do Atlântico (BCA) being classified under "Non-current assets held for sale" in December 2022 and due to the shareholder participation in the entities Flitptrel IV SA and Flitptrel Porto Santo SA, classified in "Non-current assets held for sale", in June 2023

(EUR Thousand)

## **Balance Sheet**

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					(	EUR Million)		
	Cons	Consolidated Activity			Separate Activity			
BALANCE SHEET	Restated	0000 00	Change	0000 40	0000.00	Change		
ASSETS	2022-12	2023-09	(%)	2022-12	2023-09	(%)		
Cash and cash equiv. with central banks	21,812	19,990	-8.4%	20,781	18,472	-11.1%		
Loans and advances to credit instit.	3,990	3,386	-15.2%	2,197	2,171	-1.2%		
Securities investments	18,689	3,380 17,443	-6.7%	16,363	15,784	-3.5%		
Loans and advances to customers	50,778		-0.7 %		46,141	-0.1%		
		50,554	-0.4% 5.2%	46,180 127		-0.1%		
Non-current assets held for sale	1,271 17	1,336 611	5.2%		154	-13.2%		
Investment properties			-	6	5			
Intangible and tangible assets	780	730	-6.4%	599	545	-9.0%		
Invest. in subsid. and assoc. companies	476	525	10.2%	1,249	1,256	0.5%		
Current and deferred tax assets	1,029	789	-23.3%	988	737	-25.3%		
Other assets	3,669	3,015	-17.8%	2,266	1,629	-28.1%		
Total assets	102,511	98,378	-4.0%	90,756	86,894	-4.3%		
LIABILITIES								
Central banks' and cred. instit. resources	338	320	-5.4%	809	767	-5.1%		
Customer resources	83,972	79,542	-5.3%	75,938	72,443	-4.6%		
Debt securities	1,368	1,384	1.1%	1,368	1,384	1.1%		
Financial liabilities	221	151	-31.6%	221	151	-31.7%		
Non-current liabilities held for sale	999	1,063	6.5%	0	0	-		
Provisions	906	1,255	38.4%	856	1,183	38.1%		
Subordinated liabilities	1,118	606	-45.8%	1,118	606	-45.8%		
Other liabilities	4,106	4,356	6.1%	2,307	2,024	-12.3%		
Sub-total	93,029	88,677	-4.7%	82,618	78,558	-4.9%		
Shareholders' equity	9,483	9,701	2.3%	8,139	8,336	2.4%		
Total	102,511	98,378	-4.0%	90,756	86,894	-4.3%		

The December 2022 accounts of the consolidated activity were restated for comparability purposes due to the shareholder position in Flitptrel IV SA e Flitptrel Porto Santo SA being classified under "Non-current assets held for sale" in June 2023.

## Results Presentations 9M 2023

Consolidated Results Unaudited financial information Investor Relations | 10.11.2023

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