# novobanco

# MORTGAGE COVERED BONDS INVESTOR PRESENTATION



# Agenda

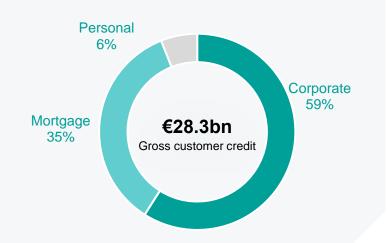
- 01. At a glance: novobanco
- 02. Mortgage covered bonds
- 03. Annex

01.

## At a glance: novobanco

### novobanco has a leadership position in the Portuguese banking sector

Diversified business model with a strong corporate and low-risk retail mortgage franchises











9.0% market share<sup>2</sup> in **mortgage** 



13.9% market share<sup>2</sup> in corporate loans



14.7% share<sup>2</sup>



20.5% Trade Finance market share<sup>2</sup>

unsecured debt in the last 7 months



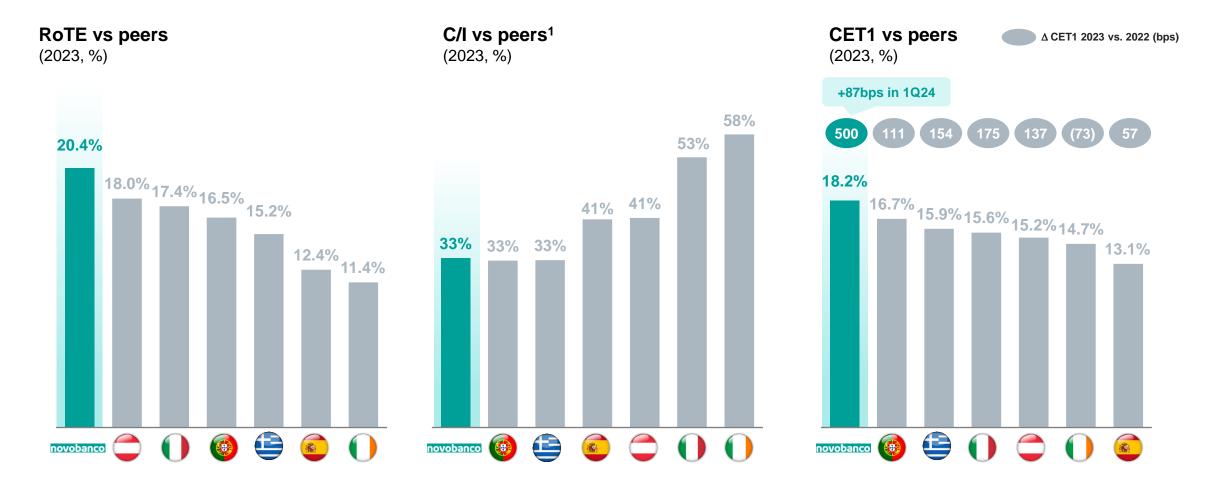
Source: Company information as of March 2024 unless otherwise stated; (1) Based on latest reported figures for Portuguese business. CGD refers to separate activity; (2) Figures as of February 2024, from Banco de Portugal, APS, APFIPP; (3) Tangible equity based on period average, excludes CCA calls accounted as a receivable but not yet received, and excluded in capital ratios; (4) Includes mobile and online as of September 2023; (5) Point of Sale; (6) Excess capital over Tier 1 ratio 2024 requirement (starting on 1-Oct-24, capital requirements will include a buffer on exposures secured by residential real estate, expected to be ~30bps. Phased regime for the introduction of a 0.5% O-SII reserve as a percentage of RWAs will start on 1-Jul-24 with 50% of the reserve (0.25% of RWAs). and 100% of the reserve starting on 1st July 2025 (0.50% of RWAs)

## novobanco has established a strong track record in execution and delivery

	2021	2022	2023	1Q 24	Change 2023/21	
Growth in active digital clients	-	+6%	+15%	+5% YoY	+28%	<b>✓</b>
NIM NIM	1.42%	1.47%	2.75%	2.88%	+133bps	Delivering organic sustainable returns
Cost-to-income <sup>1</sup>	48%	49%	33%	32%	(15pp)	<b>✓</b>
CoR (bps)	70 <sup>5</sup>	47	51	34	(22bps)	Efficient operations based on strict cost discipline
RoTE <sup>2</sup>	6.2%	19.0%	20.4%	17.3%	>13.3pp	<b>✓</b>
Net NPL ratio <sup>3</sup>	1.6%	1.0%	0.7%	0.5%	(1.2pp)	Simple and solid balance sheet, focused on growth
CET1 FL ratio	10.2%	13.1%	18.2%	19.0%	+800bps	√ Fitch: assigning IG
Moody's/Fitch rating <sup>4</sup>	Caa2 / -	B3 / -	Ba1 / BBB-	Ba1 / BBB-	+7 notch / IG	Moody's: +5 notch (in 7mths)

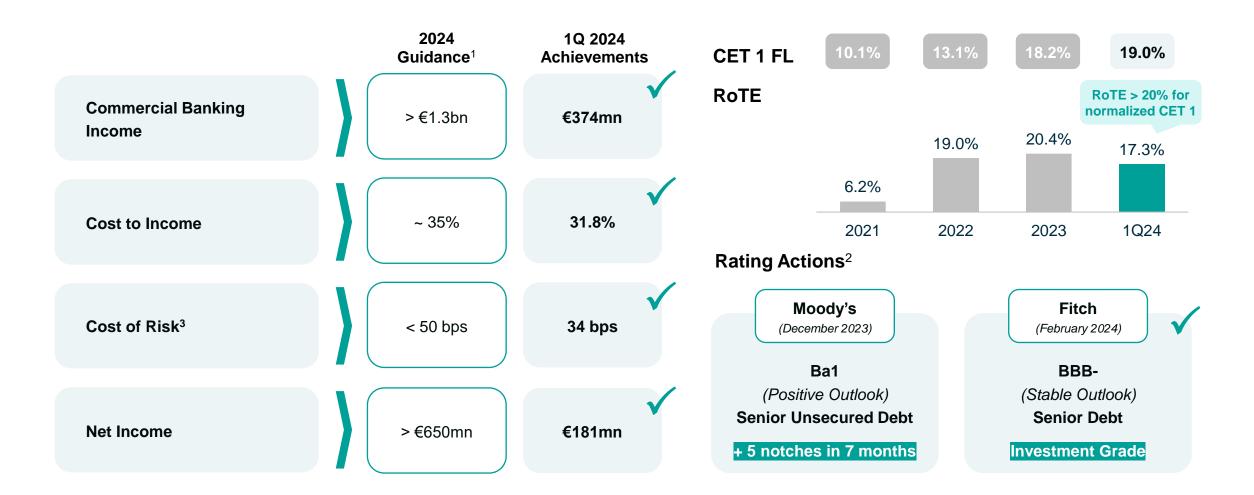


## novobanco compares favourably to European peers on both profitability and capital generation





## Consistent strategy execution, being on track to deliver 2024 outlook



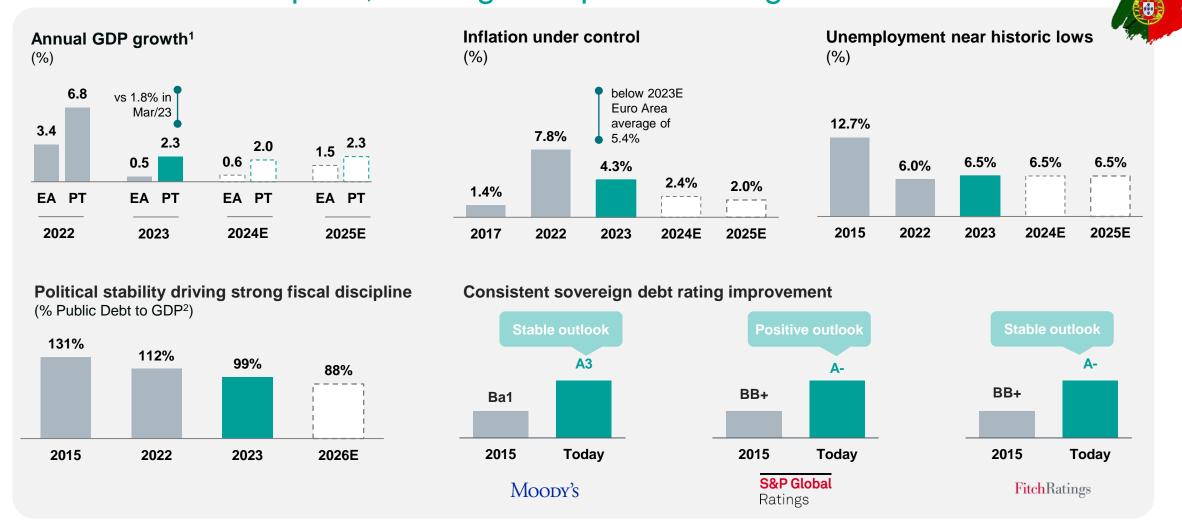


# Pure Portuguese domestic player supported by positive tailwinds and uniquely positioned to deliver high profitability

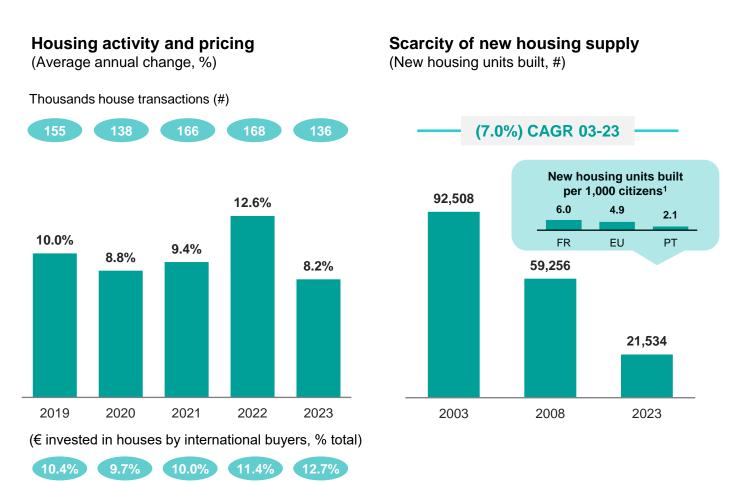


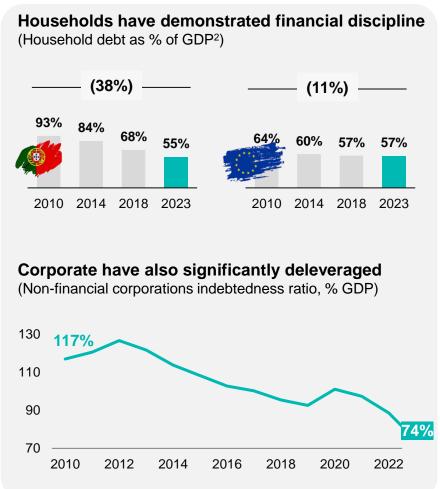
- Leading independent domestic Portuguese bank with exposure to strong macro fundamentals
- Diversified business model with a strong corporate and low-risk retail mortgage franchises supported by strong digital adoption
- 3 Strong levels of profitability and capital generation

## Portugal is one of the strongest economies in the EU today based on growth and financial discipline, leading to improved ratings



## Portugal has a resilient housing sector driven by scarce supply







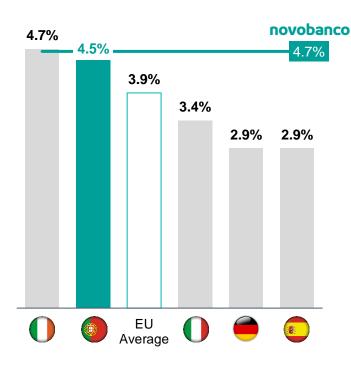
## novobanco is the leading independent bank in an attractive Portuguese banking system...

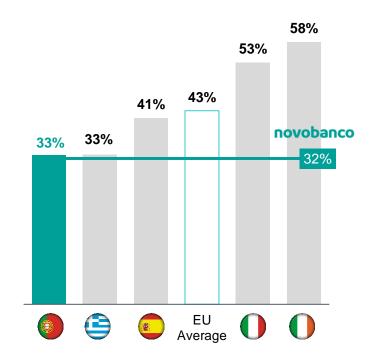
#### **Normalised margins**

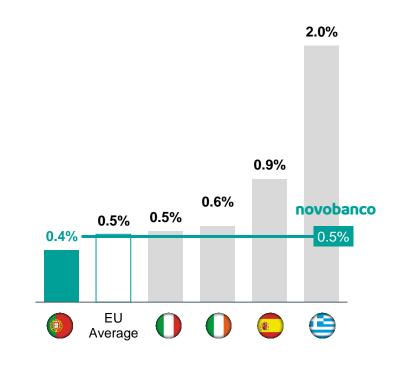
(Net Interest income / average customer loans, %)

#### Compelling cost profile

Clean balance sheet (Cost to income<sup>1</sup>, %) (Net NPL ratios<sup>2</sup>, %)



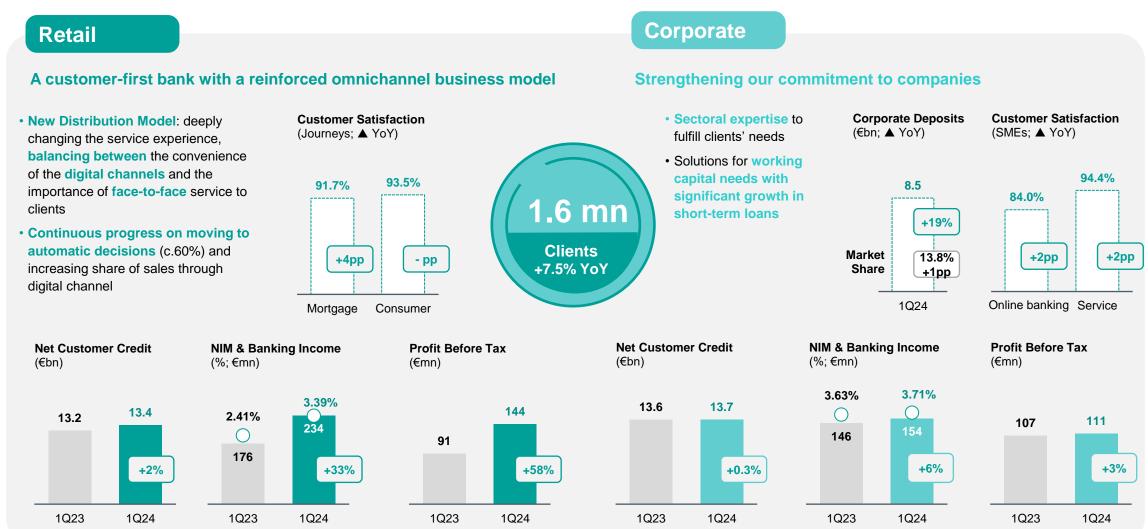






Source: Company information, Research analysis, ECB, Associação Portuguesa de Bancos; Note: Company information as of FY2023, novobanco as of 1Q 2024. Portugal excludes novobanco. EU average based on average of all peers. Peers include CaixaBank, Bankinter, Sabadell and Unicaja for Spain; Santander Totta, Millennium BCP, Banco BPI and CGD for Portugal; BPER, BPM and Banca MPS for Italy; Bawag, Erste for Austria; AIB, Bank of Ireland, PTSB for Ireland; Eurobank, Piraeus and National Bank of Greece for Greece; and Deutsche Bank, Commerzbank and OLB for Germany. (1) Calculated as Operating Costs divided by the sum of Net Interest Income and Net Fees & Commissions; (2) Calculated as gross NPLs (Gross carrying amounts, other than trading exposures) minus accumulated loans loss provisions (Total accumulated impairment [% of total gross non-performing debt instruments] as reported by EBA) over gross exposure implied by reported NPL ratio. Country-level figures as of September 2023 given latest available.

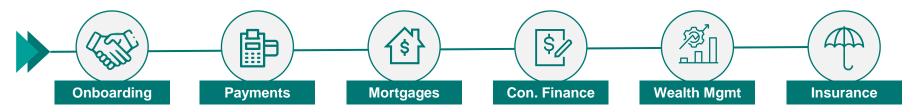
## ...with a highly diversified business model serving 1.6m clients



2 DIVERSIFIED BUSINESS MODEL WITH A STRONG CORPORATE AND LOW-RISK RETAIL MORTGAGE FRANCHISES SUPPORTED BY

## Sustained investment delivering a leading Customer first bank

Key customer journeys and omnichannel transformation



#### Sustained investment...

Redefinition and transformation of ~300 branches

Revamped omnichannel orchestration

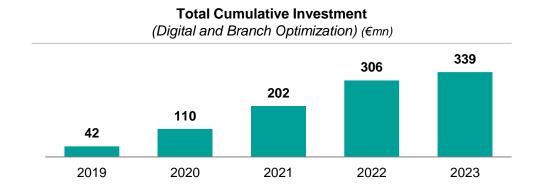
New mobile app and banking corporate and public site

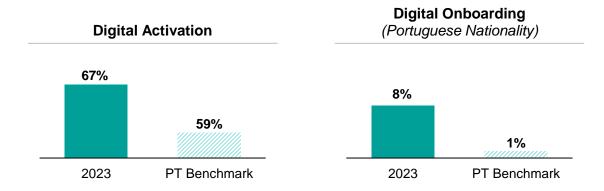
#### ...delivering a leading Customer first bank

NPS improvement of +27pts since 2021

Outperforming Portuguese benchmark in key digitalization metrics

Cost to income at 33%, down 15pp since 2021

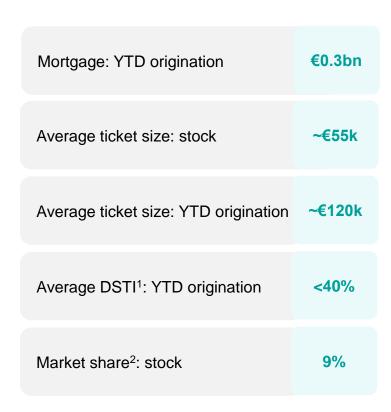




## Highly conservative mortgage book with strong origination capabilities

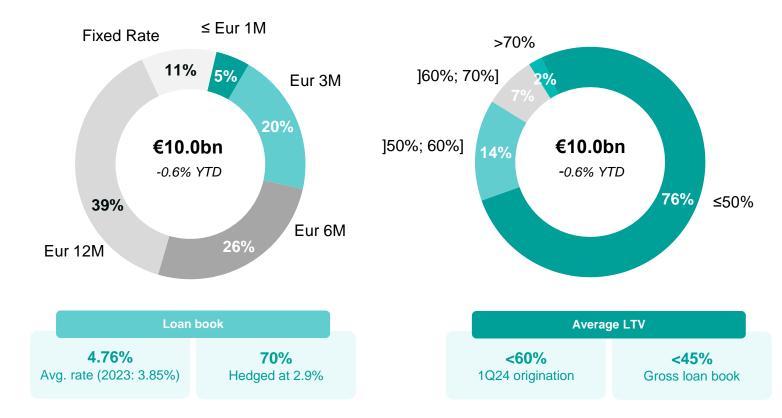
### Mortgage loan book: key indicators

(Mar-24; %)



#### Mortgage loan book: rate type

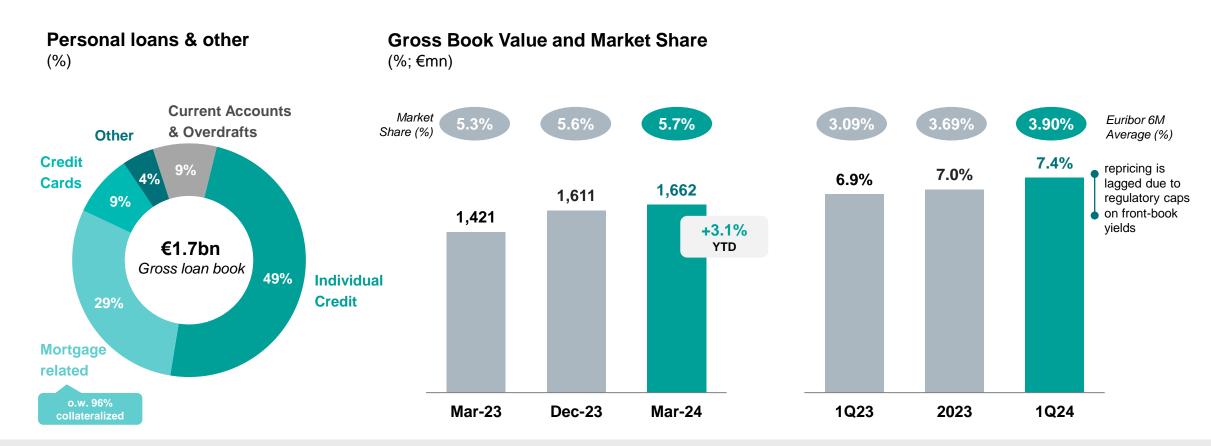
(Mar-24; Gross loan book; %)





2 DIVERSIFIED BUSINESS MODEL WITH A STRONG CORPORATE AND LOW-RISK RETAIL MORTGAGE FRANCHISES SUPPORTED BY

## Well positioned in attractive and personal loans segment (+3.1% YTD)



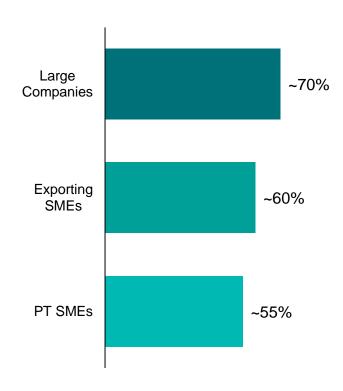
Marginal personal loans NPLs (€0.1bn) highly provisioned with 126% Stage 3 coverage<sup>1</sup> limiting downside risks

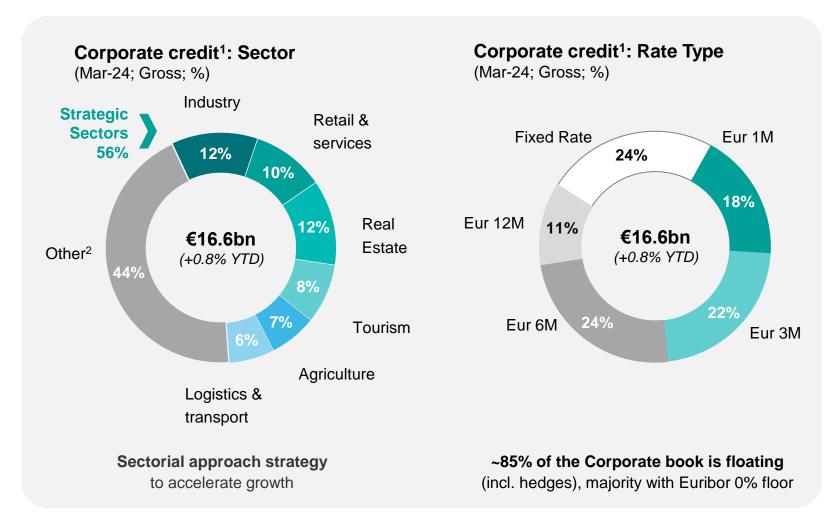


## Partner of reference for Portuguese companies

#### Corporate credit origination at €0.8bn YTD

Solid footprint in the Portuguese market:







2 DIVERSIFIED BUSINESS MODEL WITH A STRONG CORPORATE AND LOW-RISK RETAIL MORTGAGE FRANCHISES

## Tailored sectorial corporate lending strategy with differentiated risk appetite

#### **Strong SME focus**

(Market share<sup>1</sup>, %)



14% Corporate Loans



22% European Funds<sup>2</sup>



15% Point of Sales (POS)







Medium Corporate

#### **EU funds**

(€bn)

PT 2020 (MFF 2014-20) Grants €11.2 br

NextGenEU - Total €22.2bn RRF: Grants €16.3 bn + Loans €2.9

**Multiannual Financial Framework 2021-2027** Grants €33.6 bn

2021 2024 2027 2029

#### Value added products and services



#### Nbnetwork+

Solution to simplify and support financial management on a daily basis, through analytical and predictive measures



#### **Trade finance**

Strong presence in the corporate market, with particular focus on exporting **SMEs** 



#### **Investment support programs**

Support to corporates in order to pursuit and implement opportunities driven by EU funding

- Holistic solution offering (payments, payroll, etc.)
- Working capital needs solutions
- Digital and face-to-face touchpoints

- Dedicated relationship managers
- Best-in-class trade finance & FX solutions
- Integrated support across businesses lines
- Sector-specific tailored solutions
- **Dedicated relationship managers**
- Continued risk analysis



## Delivering sustainable profitability with strong track record of delivery against targets

#### Income statement and key metrics

	orno otatomont ana koy						
	€mn	2022	2023	<b>▲ YoY</b> (%)	1Q 2023	1Q 2024	<b>▲ YoY</b> (%)
1	Net Interest Income	625.5	1,142.6	82.7%	246.3	299.0	21.4%
2	+ Fees & Commissions	293.3	296.1	1.0%	68.9	75.0	8.8%
	= Commercial Banking Income	918.8	1,438.7	56.6%	315.3	374.0	18.6%
3	+ Capital Markets Results	24.0	14.7	-38.8%	5.8	-3.5	n.m.
	+ Other Operating Results	183.6	-11.2	n.m.	2.4	1.1	-53.9%
	= Banking Income	1,126.3	1,442.3	28.1%	323.5	371.6	14.9%
4	- Operating Costs	448.4	479.2	6.9%	111.9	119.0	6.3%
	= Net Operating Income	678.0	963.1	42.1%	211.6	252.6	19.4%
5	- Net Impairments & Provisions	111.2	173.8	56.3%	27.7	27.9	0.8%
J	of which Credit & Securities	102.2	142.0	38.9%	29.9	24.3	-6.6%
	= Profit Before Tax	566.8	789.3	39.3%	183.9	224.7	22.2%
	- Corporate Income Tax	-53.3	5.8	n.m.	0.7	10.5	n.m.
	- Special Tax on Banks	34.1	35.3	3.5%	34.1	32.2	-5.7%
	= Profit after Taxes	585.9	748.2	27.7%	149.0	182.0	22.1%
6	- Non-Controlling Interests	25.1	5.1	n.m.	0.7	1.3	n.m.
O	= Net Profit for the period	560.8	743.1	32.5%	148.4	180.7	21.8%
	NIM	1.47%	2.75%	+1.27pp	2.34%	2.88%	+0.54pp
တ္သ	Cost-to-income	48.8%	33.3%	-15.5pp	35.5%	31.8%	-3.7pp
ij	CoR (bps) <sup>2</sup>	47	51	+4bps	44	34	-10bps
metrics	RoTE	19.0%	20.4%	+1.4pp	19.0%	17.3%	-1.7pp
Key	Return on Assets <sup>1</sup>	1.2%	1.7%	+0.5pp	1.3%	1.8%	+0.5pp
¥	NPL ratio	5.4%	4.4%	-0.9pp	5.0%	4.3%	-0.7pp
	CET1 FL ratio	13.1%	18.2%	+5.0pp	14.1%	19.0%	+5.0pp

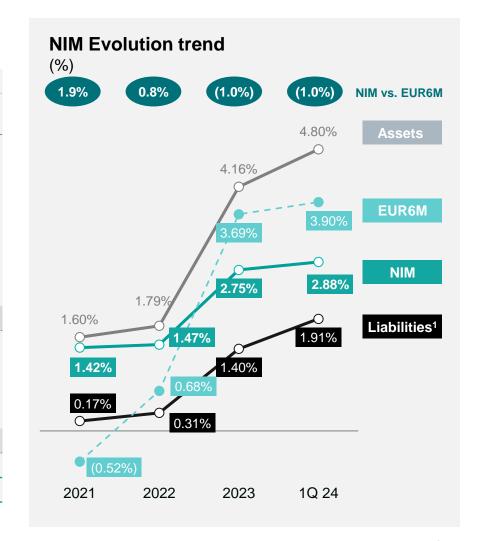
- NII performance (+21.4% YoY) reflecting improvement of assets yield in excess of the increase in the cost of funding;
- Fee income +8.8% YoY with increased contribution of Accounts and Payments (+22.3% YoY) from higher volume of transactions and new pricing strategy;
- Capital Markets Results includes gains and losses from the sale and revaluation of securities, foreign exchange results and hedging;
- Commercial Cost to Income ratio at 31.8%, backed by efficient operations with a sustained top-line performance and contained operating costs. Operating costs totalled €119mn (-0.7% vs 2023 average; +6% YoY), reflecting on one hand the continued strategic investment in digital transformation, optimization and simplification of the organization and on the other hand the effects of inflation;
- The consumer credit **cost of risk at 34bps** (1Q23: 44bps), including management overlays;
- Net income of €181mn (+22% YoY), equivalent to RoTE of 17.3% on overcapitalised balance sheet with 19.0% CET1), reflecting consistent execution of novobanco's strategy, with the ability to grow revenue and generate capital



## Expanding Net Interest Margin on stable loan book driving NII growth...

#### **Net Interest Interest (NII) & Net Interest Margin (NIM)**

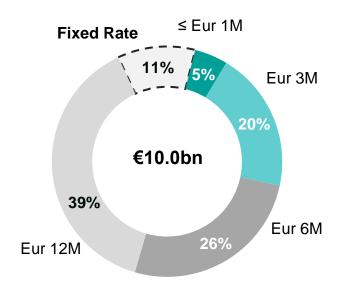
		1Q23			2023			1Q24	
€ million; %	Avg. Balance	Avg. Rate	Income/ Costs	Avg. Balance	Avg. Rate	Income/ Costs	Avg. Balance	Avg. Rate	Income/ Costs
Customer Credit	27,813	3.84%	267	28,323	4.35%	1,249	27,974	5.34%	377
Corporate Credit	16,455	4.17%	172	16,804	4.42%	753	16,372	5.49%	227
Mortgage lending <sup>1</sup>	9,937	2.85%	71	10,033	3.85%	391	9,961	4.76%	120
Consumer loans and Others	1,421	6.86%	24	1,486	7.00%	106	1,641	7.35%	31
Money Market Placements	5,485	2.40%	33	4,536	3.12%	143	6,075	3.94%	61
ALM portfolio and Other	8,863	2.75%	61	8,186	4.09%	339	7,018	3.37%	60
Interest Earning Assets & Other	42,161	3.42%	361	41,046	4.16%	1,732	41,067	4.80%	498
Customer Deposits	28,515	0.39%	28	28,982	0.82%	242	30,132	1.54%	117
Money Market Funding	9,274	2.60%	60	7,265	3.23%	238	5,421	4.09%	56
Other Liabilities	1,553	6.41%	25	1,402	7.19%	102	1,338	7.24%	24
Other Non-Interest Bearing Liabilities	2,819	-	-	3,397	-	-	4,176	-	-
Interest Bearing Liabilities & Other	42,161	1.07%	113	41,046	1.40%	582	41,067	1.91%	198
NIM / NII <sup>2</sup>		2.34%	246		2.75%	1,143		2.88%	299
Euribor 6M - Average		3.09%			3.69%			3.90%	





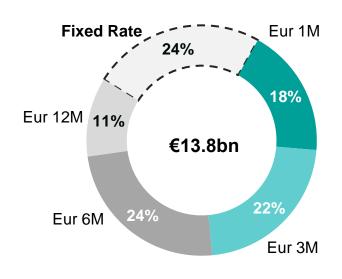
## ...with variable rate loan book funded by customer deposits benefiting from higher rates environment

## Mortgage loan book by rate type (Mar-24; Gross; %)



Increasing origination at fixed rate, representing ~45% of 1Q24 production

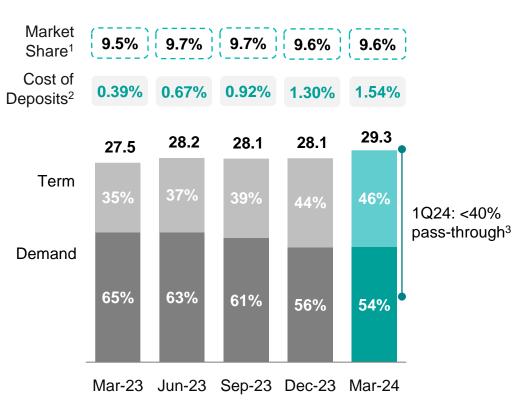
## Corporate credit book by rate type (Mar-24; Gross; %)



~85% of book is floating (incl. hedges; vs 90% as of Dec-23)

#### **Deposits Breakdown by Type**

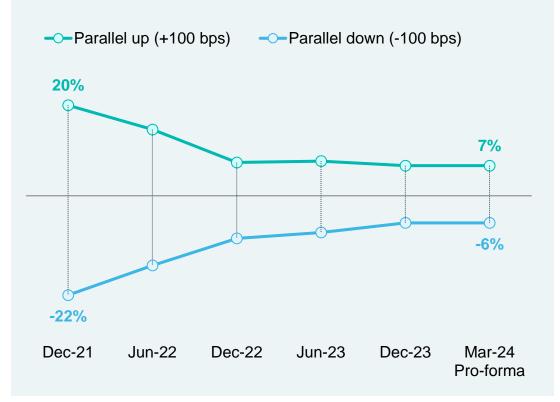






## ... and downside rates risk being actively managed

## 12 months NII sensitivity to ± 100bps Forward parallel shift in interest rates<sup>1</sup>



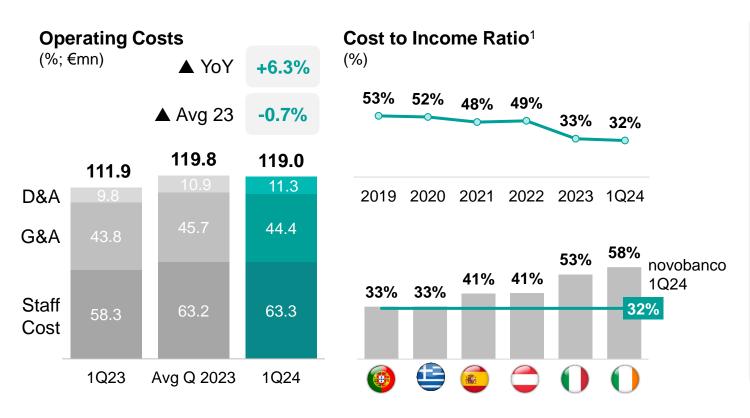
#### Measures to reduce interest rate sensitivity

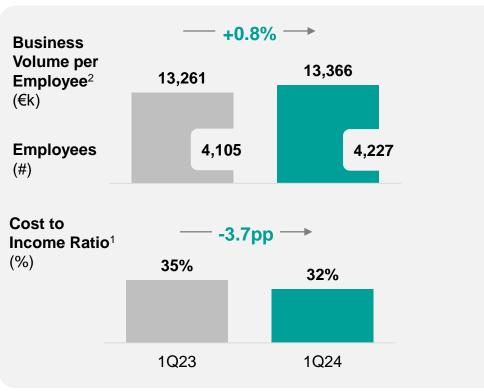
Increased fixed rate assets through cash-flow hedges

- Amount: €6.7bnAvg rate: 2.8%
- Residual maturity: c.5 yrs
- Hedged long duration fixed-rate liabilities (zero coupon and '43 bonds)
- Amount: €0.8bn
- Core sovereign bonds
- Maturity: >2033
- Execution of non-maturity deposits fair-value swaps
- Amount: €2.5bn
- Avg rate: 3.1%
- Residual maturity: c.5 yrs
- Increased origination of fixed rate loans and adj. fair-value hedging strategy
- Loan book as of Mar-24:
- Fixed loans: 15% (+2pp YTD)
- Of which: 42% hedged (-8pp)
- Hedging to floating 2024 YTD bonds issuance
- Covered bond: €500mn
- Senior Preferred: €500mn



## Industry leading cost to income ratio

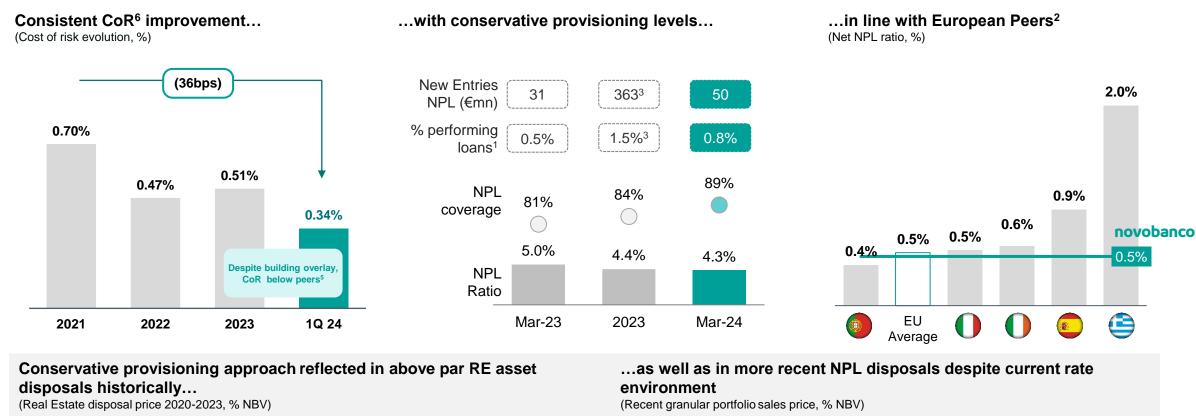


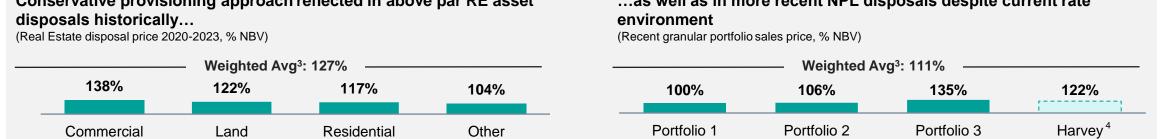


Efficient operations with revenue growth offsetting cost inflation and investment in people and culture, reaching a best in class C/I ratio.



## Normalised cost of risk, conservative provisioning and de-risking approach

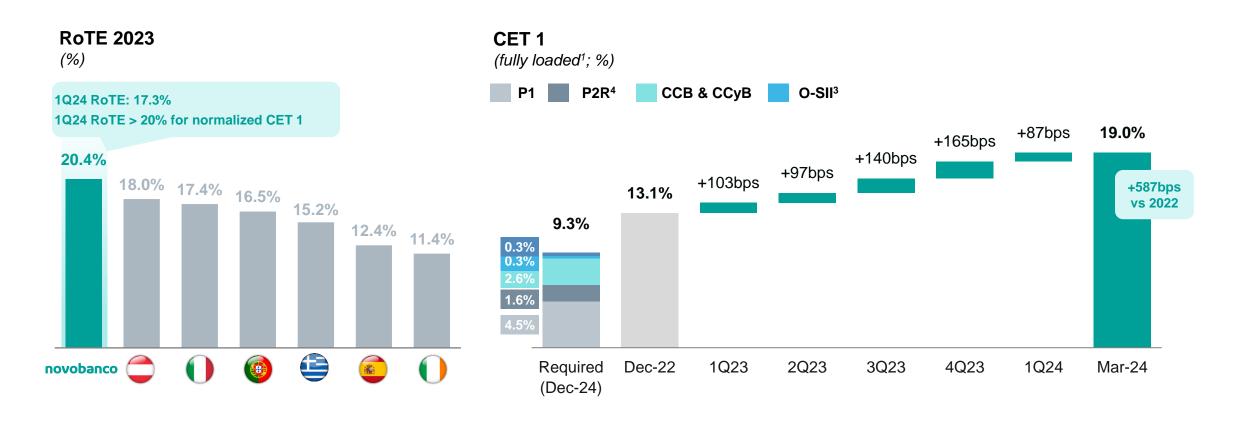






(1) Of average performing loans, annualised; (2) Calculated as gross NPLs (Gross carrying amounts, other than trading exposures) minus accumulated loans loss provisions (Total accumulated impairment [% of total gross non-performing debt instruments] as reported by EBA) over gross exposure implied by reported NPL ratio. Country-level figures as of September 2023 given latest available; (3) Weighted by size of portfolio disposals; (4) Harvey portfolio was signed in 2022 at a premium to book value. Transaction not closed given Resolution Fund decision; (5) Based on European banks with rating of B, Ba and Baa displayed on average, for the purpose of comparing novobanco's financial profile with higher-ranked banks; (6) Ratio of initial fair value and impairment charges accounted in the period for credit risk and debt securities associated with credit operations with clients with gross customer loans and debt securities associated with credit operations with clients

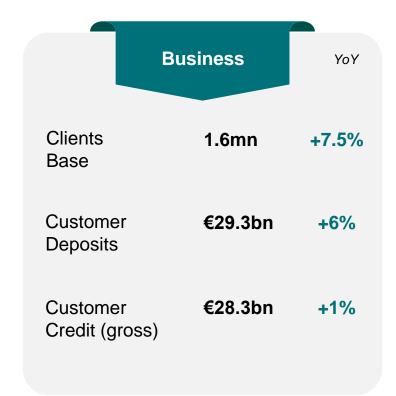
## Best-in-class profitability and capital generation



Superior capital generation, which provides room for best-in-class dividend pay-out ratio, in the context of CCA resolution.



### Consistent strategy execution, being on track to deliver 2024 outlook



Re	Results		
Commercial Banking Income	€374mn 2024 Outlook:	<b>+19%</b> > €1.3bn	
Cost to Income Ratio	<b>31.8%</b> 2024 Outlook:	<b>-3.7pp</b> ~35%	
Cost of Risk	<b>34bps</b> 2024 Outlook:	-10bps < 50bps	

YoY Net €180.7mn +22% Income 2024 Outlook: > €650mn +25% **Tangible** €4,256mn **Book Value** Strong returns 17.3% 19.0% despite CET 1 **RoTE** overcapitalised balance sheet

A domestic business focused on growth and value-added products and services...

...with a simple and low-risk balance sheet and efficient operations...

...delivering organic sustainable returns and solid capital generation.



# 02.

## **Mortgage Covered Bonds**

## Novobanco covered bond programme

Issuer	Novo Banco S.A.
Rating	Aaa (Moody's)
Size	Max € 10.000.000
Maturity	Soft Bullet – 12 months
Overcollateralisation	5% (required by law/committed)
Collateral	Portuguese prime residential mortgages
Liquidity	Liquid Assets covering 6-months interest
Cover Pool Monitor	PwC
Governing Law	Portuguese Law
Listing	Euronext Lisbon
Clearing	Interbolsa / Euroclear / Clearstream

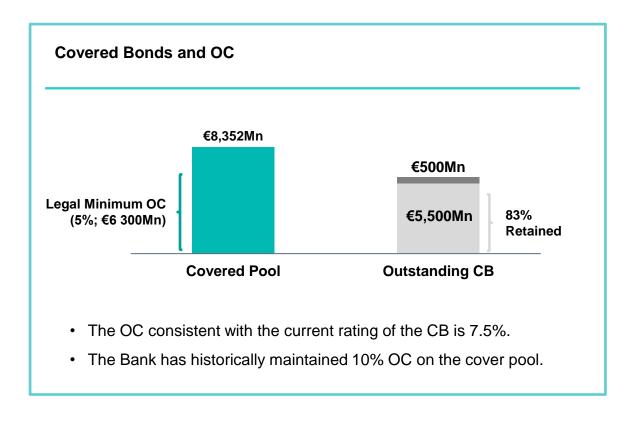
- novobanco Covered Bond Programme was established in 2015 as a conditional passthrough structure.
- The change of the maturity extension structure to soft-bullet and the conversion of the programme in accordance with the new legal framework was approved on 30 November 2023, with no negative impact on the rating of the covered bonds.
- Novobanco's Covered Bonds are rated Aaa, by Moody's, in line with Portuguese peers.
- Novobanco's Covered Bonds are:
  - ✓ LCR L1 eligible and lowest RW
  - ✓ European Premium Label
  - ✓ ECBC Covered Bond Label



## Covered bonds issued under the Programme

- Since inception of the programme, novobanco has issued €6bn covered bonds, of which €5.5bn are retained by the Bank.
- On 21 February the novobanco placed its inaugural covered bond issuance, in the amount of €500 million, with maturity on the 1 March 2027 (details on the next slide).
- As of 31 March 2024, novobanco's cover pool and covered bonds where as follows:

Description	ISIN	Maturity Date	Remaining Term (years)	Nominal Outstanding
Series 1	PTNOBAOE0012	07/10/2025	1.53	€1,000mn
Series 2	PTNOBBOE0011	07/10/2024	0.53	€1,000mn
Series 3	PTNOBCOE0010	07/10/2027	3.43	€1,000mn
Series 4	PTNOBDOE0019	07/10/2028	4.53	€700mn
Series 5	PTNOBEOE0018	22/12/2023	4.74	€500mn
Series 6	PTNOBGOM0008	10/06/2029	5.20	€750mn
Series 7	PTNOBHOM0007	10/12/2024	0.70	€550mn
Series 8	PTNOBFOM0009	01/03/2027	2,92	€500mn





## Novobanco Inaugural €500mn 3.25% 3yr Covered Bond

#### Key transaction terms

Issuer Pricing date 21 February 2024  Settlement date 1 March 2024 (T+7)  Exp. issue ratings     Ba1 (Moody's), BBB- (Fitch) and BB (High) (DBRS)  Form Reg S, Nominative dematerialised book-entry form  Tenor 3 years  Maturity type Soft bullet  Size €500m  IPTs MS+55bps  Reoffer spread MS+45bps  Reoffer yield 3.381%  Reoffer price 99.632%  Coupon Governing Law  Novo Banco, S.A.  21 February 2024  1 March 2024 (T+7)  Aaa (Moody's)  BBB- (Fitch) and BB (High) (DBRS)  Fitch And BB (High) (DBRS)  MS+Size Fitch And BB (High) (DBRS)  A years  Soft bullet  €500m  MS+45bps  Reoffer spread 3.381%  Reoffer price 99.632%  Coupon 3.250%  Portuguese Law		
Settlement date       1 March 2024 (T+7)         Exp. issue ratings       Aaa (Moody's)         Issuer ratings       Ba1 (Moody's), BBB- (Fitch) and BB (High) (DBRS)         Form       Reg S, Nominative dematerialised book-entry form         Tenor       3 years         Maturity type       Soft bullet         Size       €500m         IPTs       MS+55bps         Reoffer spread       MS+45bps         Reoffer yield       3.381%         Reoffer price       99.632%         Coupon       3.250%	Issuer	Novo Banco, S.A.
Exp. issue ratings       Aaa (Moody's)         Issuer ratings       Ba1 (Moody's), BBB- (Fitch) and BB (High) (DBRS)         Form       Reg S, Nominative dematerialised book-entry form         Tenor       3 years         Maturity type       Soft bullet         Size       €500m         IPTs       MS+55bps         Reoffer spread       MS+45bps         Reoffer yield       3.381%         Reoffer price       99.632%         Coupon       3.250%	Pricing date	21 February 2024
Issuer ratings       Ba1 (Moody's), BBB- (Fitch) and BB (High) (DBRS)         Form       Reg S, Nominative dematerialised book-entry form         Tenor       3 years         Maturity type       Soft bullet         Size       €500m         IPTs       MS+55bps         Reoffer spread       MS+45bps         Reoffer yield       3.381%         Reoffer price       99.632%         Coupon       3.250%	Settlement date	1 March 2024 (T+7)
Form Reg S, Nominative dematerialised book-entry form  Tenor 3 years  Maturity type Soft bullet  Size €500m  IPTS MS+55bps  Reoffer spread MS+45bps  Reoffer yield 3.381%  Reoffer price 99.632%  Coupon 3.250%	Exp. issue ratings	Aaa (Moody's)
Tenor       3 years         Maturity type       Soft bullet         Size       €500m         IPTs       MS+55bps         Reoffer spread       MS+45bps         Reoffer yield       3.381%         Reoffer price       99.632%         Coupon       3.250%	Issuer ratings	Ba1 (Moody's), BBB- (Fitch) and BB (High) (DBRS)
Maturity type Soft bullet   Size €500m   IPTs MS+55bps   Reoffer spread MS+45bps   Reoffer yield 3.381%   Reoffer price 99.632%   Coupon 3.250%	Form	Reg S, Nominative dematerialised book-entry form
Size         €500m           IPTs         MS+55bps           Reoffer spread         MS+45bps           Reoffer yield         3.381%           Reoffer price         99.632%           Coupon         3.250%	Tenor	3 years
IPTs         MS+55bps           Reoffer spread         MS+45bps           Reoffer yield         3.381%           Reoffer price         99.632%           Coupon         3.250%	Maturity type	Soft bullet
Reoffer spread         MS+45bps           Reoffer yield         3.381%           Reoffer price         99.632%           Coupon         3.250%	Size	€500m
Reoffer yield         3.381%           Reoffer price         99.632%           Coupon         3.250%	IPTs	MS+55bps
Reoffer price         99.632%           Coupon         3.250%	Reoffer spread	MS+45bps
<b>Coupon</b> 3.250%	Reoffer yield	3.381%
	Reoffer price	99.632%
Governing Law Portuguese Law	Coupon	3.250%
	Governing Law	Portuguese Law

#### **Transaction highlights**

- Following the positive investor reaction to the marketing exercise,
   Novobanco opened books for an EUR500m WNG 3yr covered transaction.
   The cover pool consisted of 100% Portuguese residential mortgages.
- IPTs were announced at MS+55bps area.
- Orderbook grew impressively fast, reaching over EUR2bn in less than 1h after the IPT announcement. After the book update, another hour later it was more than 10 times oversubscribed, where books peaked at EUR5.1bn (139 orders).
- The very solid orderbook allowed the issuer to tighten 10bps and fixing directly final terms at MS+45bps, flat to fair value.
- Diversified base of investors by geographies, with DACH (20%), Iberia (15%) and Denmark (15%) dominating the top with sizeable orders. The remaining geographies are international accounts (12%), UK (8%), Nordics (7%) amongst others.
- In terms of investor type, Asset Managers totalled 44% of the book, while banks amounted to 33%, and central banks 9%. Insurance and Hedge Funds accounted for 2% each.

On the 21st of February, Novobanco issued its inaugural €500m 3yr Covered Bond after 2-days of virtual investor marketing.

This transaction represents
Novobanco's first issuance after getting upgraded to IG by
Fitch at issuer level.

Very successful roadshow that gathered interest from more than 150 accounts.

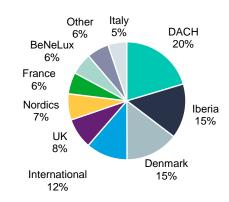
This is the largest orderbook for a Portuguese covered bond at least in the last 5 years.

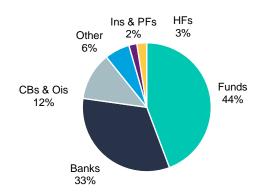
#### Orderbook statistics (€)

Final	5.1bn <sup>1</sup>
# of orders	139
Avg. order	36.7m
Largest order	300m
Largest alloc.	50m

1Good at reoffer

#### Allocation distribution by Geography & Type







## A programme with only prime Portuguese residential mortgage loans...

#### ... originated by novobanco compliant with the following eligibility criteria:

- First-lien mortgage of a property or lower-ranking mortgage, provided that the related higher-ranking mortgages are also included in the pool;
- Freely transferable loans by way of assignment under the laws of Portugal;
- Backed by residential property;
- Denominated in Euro;
- Property located in Portugal;
- Maximum current loan to value of 80%;
- No delinquent loans in the pool, i.e., loans with more than one month in arrears are removed from the cover pool;
- All mortgages loans have house insurance;
- Overall, all the loans included in the pool are compliant with the new Portuguese Covered Bond Framework



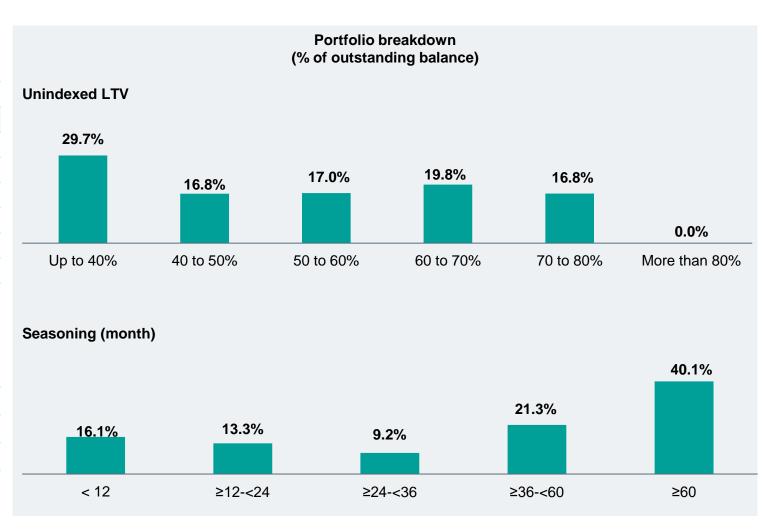
## A €8.2bn well-seasoned pool of loans with average LTV ~50%...

#### **Cover pool asset characteristics**

Mortgage Pool Balance	€8,237.9mn
Other assets (securities)	€114.3mn
Total Outstanding Assets	€8,352.2mn
Number of Loans	138,356
Average Loan Amount (€)	€59,542
Weighted Average Seasoning (Month)	85
WA Remaining Term (years)	25.0
Weighted Average Loan to Value %	50.5
Asset Fixed Rate %	12.82
Asset Floating Rate %	87.18

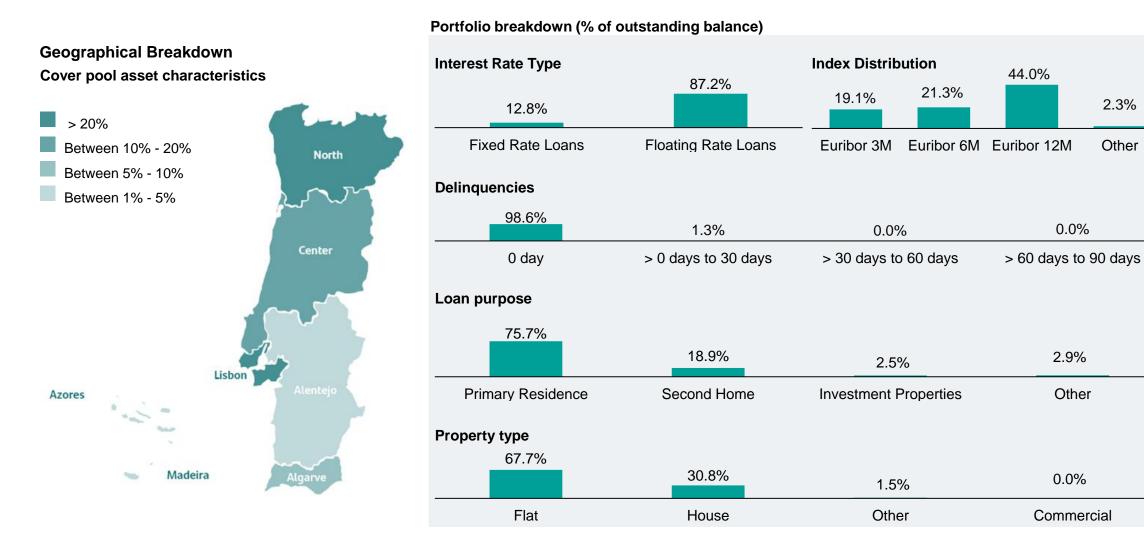
#### Mortgage covered bond & OC

Mortgage Covered bond Programme	€10,000mn
Covered Bond Outstanding	€6,000mn
WA Remaining Term (years)	2.81
Current overcollateralization (%)	39.2
Legal minimum OC%	5.0





## ...reflecting country demographics and with no commercial exposure...





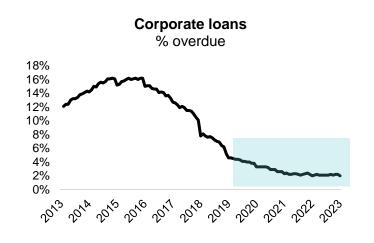
2.3%

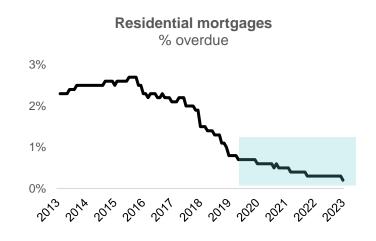
Other

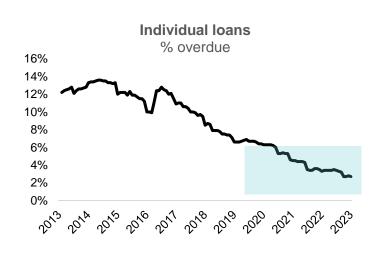
# ANNEX

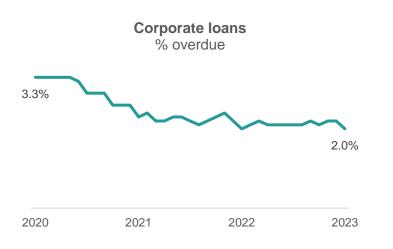
- A1. Portuguese Market
- A2. Additional company overview material
- A3. ESG considerations
- A4. Portuguese Legal Regime of Covered Bonds

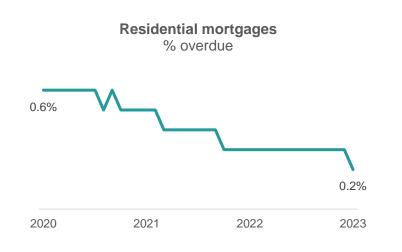
## Portuguese market with resilient asset quality indicators...

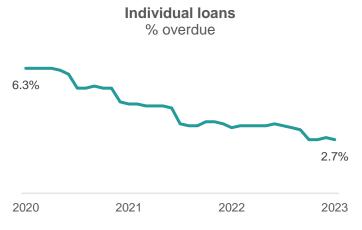




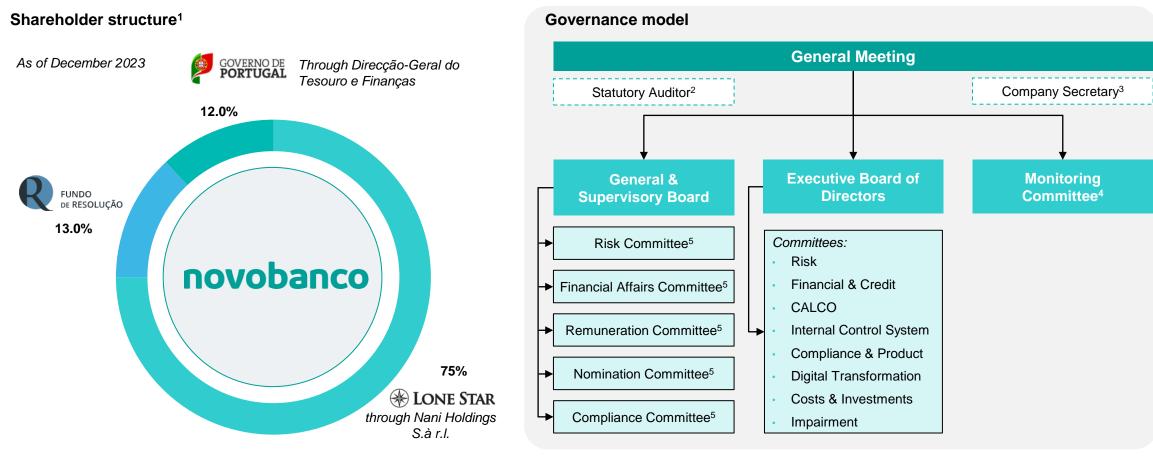








# novobanco has a simple shareholder structure and a unique governance model within the Portuguese financial sector...





(1) as a result of the agreements celebrated between the Resolution Fund and the Shareholder Lone Star in the context of the sale of 75% of the shares of Novobanco, only the Resolution Fund will see its participation diluted with the conversion of the conversion rights; (2) Elected by the General Meeting upon a proposal of the General and Supervisory Board is consulted prior to any proposal of the Executive Board of Directors related to the appointment of the Company Secretary and Alternate Secretary. (4) The Monitoring Committee is composed of three members. The Monitoring Committee is an advisory body for the purposes of the Contingent Capital Agreement entered into between the Company and the Resolution Fund; (5) The Special Committees are composed of members of the General and Supervisory Board. The General and Supervisory Board sets up, appoints the members and approves the internal rules of the Special Committees

### novobanco Board and management team

#### **Executive Board of Directors**



MARK **BOURKE** 

Chief Executive Officer

- Appointed as CEO of novobanco in 2022, after holding the position of CFO for 3 years
- 20+ years of experience as senior executive in financial institutions, namely as CEO in IFG Group and as CFO in AIB



**BENJAMIN DICKGIESSER** 

Chief Financial Officer

- Appointed as CFO of novobanco in 2023; previously member of novobanco's GSB since 2017
- 15+ years of experience in financial markets, worked in FIG IBD at Citigroup and at Lone Star (MD for Hudson Advisors Portugal) with non-executive board roles at novobanco and IKB Deutsche Industriebank



**CARLOS BRANDÃO** 

Chief Risk Officer

- Appointed as CRO in 2022
- Solid experience in risk management, both within and outside novobanco, as he was Risk Director in Santander Totta and Barclays



LUÍS **RIBEIRO** 

Chief Commercial Officer (Retail)

- Appointed as CCOR in 2018
- 25+ years of experience in the commercial area with novobanco, having previously assumed leadership for SMEs



ANDRÉS BALTAR<sup>3</sup>

Chief Commercial Officer (Corporate)

- Appointed as CCOC in 2020
- 20+ years of experience in Corporate Banking at Barclays (was Head of Corporate Banking in Europe) and novobanco



LUÍSA SOARES DA **SILVA** 

Chief Legal, Compliance & Sustainability Officer

GSB Independent Members

- Appointed as CLCO in 2017
- Prior to joining novobanco, Luisa accumulated 25+ years of experience in Law1



RUI

Chief Credit Officer

- Appointed as CCO in 2022
- Deep institutional knowledge of novobanco<sup>2</sup> and 20+ years of experience in risk management

#### General and supervisory board

Chairman



- Appointed as Chairman of novobanco in 2017
- 25+ years of experience in financial services, namely Global CFO at ABN AMRO / Royal Bank of Scotland and former CFO and then CEO of BAWAG (2009-2017)

Vice-chairman Karl-Gerhard Eick

- Appointed as Vice-Chairman of novobanco in 2017
- 35+ years of experience in financial services, namely former Deutsche Telekom CFO, Chairman of the Audit Committee at Deutsche Bank AG and current Chairman of IKB AG

#### **GSB Members**

Kambiz Nourbakhsh

Mark Coker

John Herbert



Robert A. Sherman

Carla Antunes da Silva

William Henry Newton

Monika Wildner

Evgeniy Kazarez



(1) Luísa was lawyer and partner in one of the main Portuguese law firms (Morais Leitão, Galvão Teles, Soares da Silva & Associados), focusing on providing legal assistance to credit institutions and insurance companies; (2) Prior to his appointment as CCO, Rui Fontes operated in an executive function as CRO at novobanco from 2017-2022; (3) Mr. Baltar resigned as of 6th May 2024, which will take effect from 30 June 2024. Luis Ribeiro has been appointed as the next Chief Commercial Officer - Corporate, whilst João Paixão Moreira has been appointed as new member of the EBD, becoming the next Chief Commercial Officer - Retail

3 STABILIZING MARGIN AT HIGHER LEVELS WITH DOWNSIDE RATES RISK BEING ACTIVELY MANAGED

# Delivering sustainable profitability with strong track record of delivery against targets

#### Income statement and key metrics

,	some statement and key						
	€mn	2022	2023	<b>▲ YoY</b> (%)	1Q 2023	1Q 2024	<b>▲ YoY</b> (%)
1	Net Interest Income	625.5	1,142.6	82.7%	246.3	299.0	21.4%
2	+ Fees & Commissions	293.3	296.1	1.0%	68.9	75.0	8.8%
	= Commercial Banking Income	918.8	1,438.7	56.6%	315.3	374.0	18.6%
3	+ Capital Markets Results	24.0	14.7	-38.8%	5.8	-3.5	n.m.
	+ Other Operating Results	183.6	-11.2	n.m.	2.4	1.1	-53.9%
	= Banking Income	1,126.3	1,442.3	28.1%	323.5	371.6	14.9%
4	- Operating Costs	448.4	479.2	6.9%	111.9	119.0	6.3%
	= Net Operating Income	678.0	963.1	42.1%	211.6	252.6	19.4%
5	- Net Impairments & Provisions	111.2	173.8	56.3%	27.7	27.9	0.8%
J	of which Credit & Securities	102.2	142.0	38.9%	29.9	24.3	-6.6%
	= Profit Before Tax	566.8	789.3	39.3%	183.9	224.7	22.2%
	- Corporate Income Tax	-53.3	5.8	n.m.	0.7	10.5	n.m.
	- Special Tax on Banks	34.1	35.3	3.5%	34.1	32.2	-5.7%
	= Profit after Taxes	585.9	748.2	27.7%	149.0	182.0	22.1%
6	- Non-Controlling Interests	25.1	5.1	n.m.	0.7	1.3	n.m.
O	= Net Profit for the period	560.8	743.1	32.5%	148.4	180.7	21.8%
	NIM	1.47%	2.75%	+1.27pp	2.34%	2.88%	+0.54pp
တ္သ	Cost-to-income	48.8%	33.3%	-15.5pp	35.5%	31.8%	-3.7pp
metrics	CoR (bps) <sup>2</sup>	47	51	+4bps	44	34	-10bps
m E	RoTE	19.0%	20.4%	+1.4pp	19.0%	17.3%	-1.7pp
Key	Return on Assets <sup>1</sup>	1.2%	1.7%	+0.5pp	1.3%	1.8%	+0.5pp
X	NPL ratio	5.4%	4.4%	-0.9pp	5.0%	4.3%	-0.7pp
	CET1 FL ratio	13.1%	18.2%	+5.0pp	14.1%	19.0%	+5.0pp

- NII performance (+21.4% YoY) reflecting improvement of assets yield in excess of the increase in the cost of funding;
- Fee income +8.8% YoY with increased contribution of Accounts and Payments (+22.3% YoY) from higher volume of transactions and new pricing strategy;
- Capital Markets Results includes gains and losses from the sale and revaluation of securities, foreign exchange results and hedging;
- Commercial Cost to Income ratio at 31.8%, backed by efficient operations with a sustained top-line performance and contained operating costs. Operating costs totalled €119mn (-0.7% vs 2023 average; +6% YoY), reflecting on one hand the continued strategic investment in digital transformation, optimization and simplification of the organization and on the other hand the effects of inflation;
- The consumer credit **cost of risk at 34bps** (1Q23: 44bps), including management overlays;
- Net income of €181mn (+22% YoY), equivalent to RoTE of 17.3% on overcapitalised balance sheet with 19.0% CET1), reflecting consistent execution of novobanco's strategy, with the ability to grow revenue and generate capital



## Simple balance sheet reflecting novobanco's sustainable business model

#### Balance Sheet (€mn)

Assets	Mar-23	Dec-23	Mar-24 -	▲YTD	
ASSEIS	IVIAI-23	Dec-23	IVIAI-24	€mn	%
Loans and advances to Banks	3,840	5,915	6,749	834	14.1%
Customer credit	26,809	26,975	27,087	112	0.4%
ALM Portfolio	8,803	6,499	7,213	713	11.0%
Current and deferred tax assets	955	931	945	14	1.5%
Real estate	604	460	449	(11)	-2.4%
Non-current assets held for sale	59	31	90	60	195.2%
Other assets	2,334	2,689	2,510	(179)	-6.7%
Total Assets	43,843	43,501	45,044	1,543	3.5%

Liabilities & Equity	Mar-23	Dec-23	Mar-24	▲YTD		
Liabilities & Equity	IVIAI-23	Dec-23	IVIAI-24	€mn	%	
Customer deposits	27,526	28,140	29,291	1,151	4.1%	
Due to central banks and Banks	8,004	5,745	5,122	(624)	-10.9%	
Debt securities	1,590	1,108	2,109	1,001	90.4%	
Non-current liabilities held for sale	15	13	12	(1)	-8.2%	
Other liabilities	3,011	4,073	3,956	(116)	-2.9%	
Total Liabilities	40,146	39,078	40,490	1,412	3.6%	
Equity	3,697	4,422	4,554	131	3.0%	
Total Liabilities and Equity	43,843	43,501	45,044	1,543	3.5%	

#### Assets

- Loans and advances to Banks increased 14.1% YTD, reflecting the increase of cash at ECB
- Net customer credit¹ at €27.1bn (+0.4% YTD) with €1.1bn origination offset by increased amortisations. Performing customer credit of €26.6bn (+1.4% YTD)

#### Liabilities

- Total customer funds (incl. Off-BS) of €37.3bn (+€2.1bn YTD), reflecting the increase in Deposits (+€1.2bn YTD) and new issuance (+€1.0bn)
- Deposit market share remained stable at 9.6%<sup>2</sup>

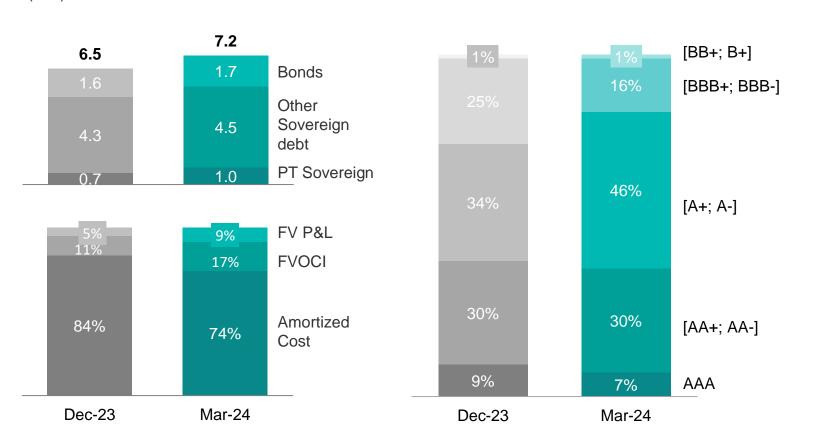
#### **Capital & Liquidity**

- CET1 FL ratio increasing by c.87bps³ to 19.0%.
   The organic capital generation reflects the capital accretive business model with solid top-line performance and disciplined capital allocation
- Strong liquidity position: LtD at 78.1% (2023: 81.2%), LCR of 190% (2023: 163%) and NSFR of 123% (2023: 118%), as well as liquidity buffer of €15.2bn



# Conservative ALM Book with a €7.2bn investment grade securities portfolio

## ALM Portfolio (€bn)



	Total	vs Dec/23
Amount (€bn)	7.2	+0.7
Duration <sup>1</sup> (years)	3.4	-0.4
Yield <sup>1</sup> (%)	3.68	+0.2
		Mar/24
Unrealised MtM los (€mn)	sses <sup>2</sup>	158.8

ALM Portfolio/ Total Assets

ALM Portfolio/ Total Equity

(%)

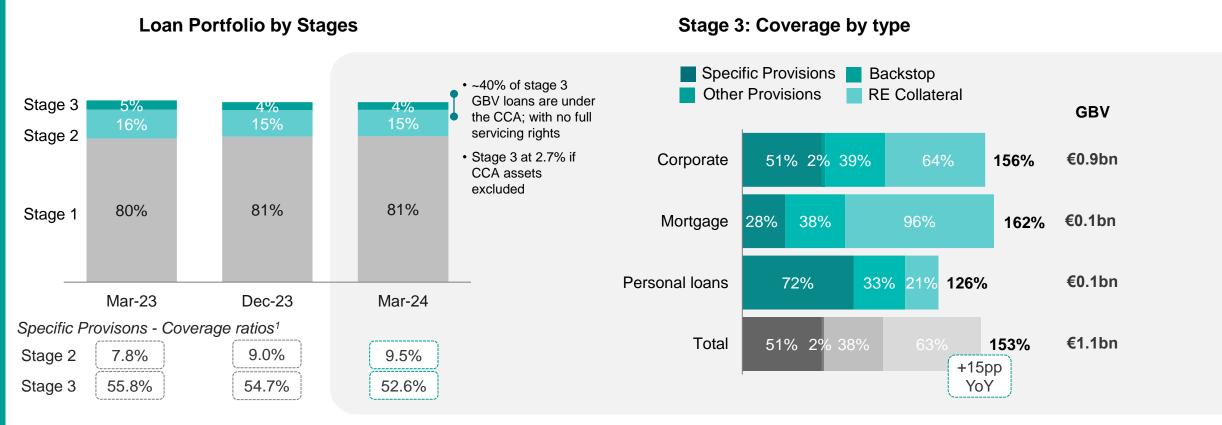
(x)



16

1.6

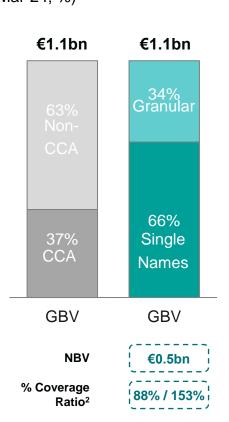
## Strengthened total stage 3 coverage (+15pp YoY)

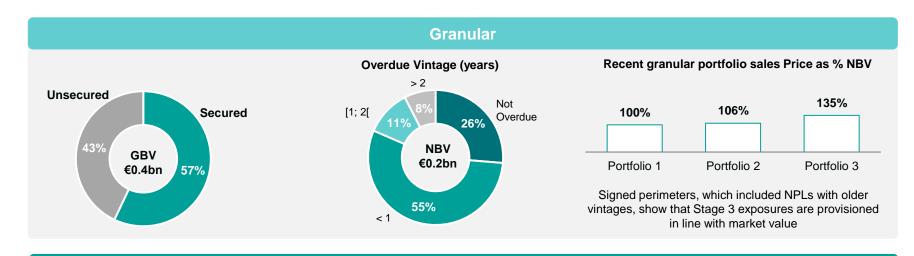


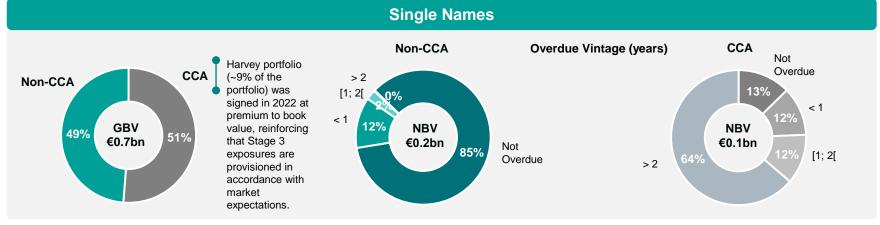


## 75%<sup>1</sup> of Stage 3 with overdue less than 1 year, with exposures provisioned in line with market value

## Total Stage 3 Loans (Mar-24; %)



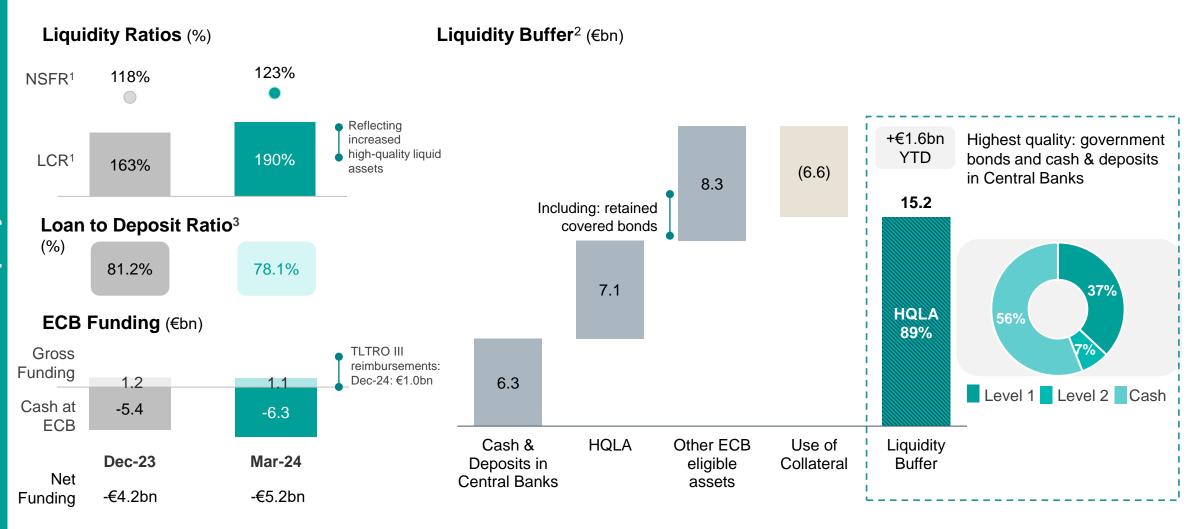






#### 3. STRONG LEVELS OF PROFITABILITY AND CAPITAL GENERATION

## Strong liquidity position with 78% loan to deposit ratio





## Bonds outstanding and MREL eligibility

€mn; Mar-24

Description	ISIN	Currency	Outstanding Notional Value	Issue Date	Book Value <sup>1</sup>	Maturity	MREL
Covered							
NOVBNC 3.25% 01/03/27	PTNOBFOM0009	EUR	500	Mar-24	499	Mar-27	N
Senior							
NOVBNC 5.5% 30/12/24	PTNOBKOM0002	EUR	100	Dec-22	101	Dec-26	Υ
NOVBNC 4.25% 08/03/28	PTNOBIOM0006	EUR	500	Mar-24	501	Mar-28	Υ
Subordinated							
NOVBNC 9.875% 01/12/33	PTNOBLOM0001	EUR	500	Jun-23	514	Dec-33	Υ
Total 2043 Bonds			362		249		
BES Luxembourg 3.5% 02/01/43	XS0869315241	EUR	64	Jan-13	42	Jan-43	Υ
BES Luxembourg 3.5% 23/01/43	XS0877741479	EUR	131	Jan-13	97	Jan-43	Υ
BES Luxembourg 3.5% 19/02/2043	XS0888530911	EUR	97	Feb-13	63	Feb-43	Υ
BES Luxembourg 3.5% 18/03/2043	XS0897950878	EUR	70	Mar-13	47	Mar-43	Υ
Total Zero Coupons (ex EMTN 57)			1,203		224		
BES Luxembourg ZC	XS0972653132	EUR	185	Oct-13	39	Oct-48	Υ
Banco Esp San Lux ZC 12/02/49	XS1031115014	EUR	245	Feb-14	47	Feb-49	Υ
Banco Esp San Lux ZC 19/02/49	XS1034421419	EUR	69	Feb-14	13	Feb-49	Υ
Banco Esp San Lux ZC 27/02/51	XS1038896426	EUR	108	Feb-14	18	Feb-51	Υ
BES Luxembourg ZC 06/03/2051	XS1042343308	EUR	76	Mar-14	13	Mar-51	Υ
BES Luxembourg ZC 03/04/48	XS1053939978	EUR	220	Apr-14	44	Apr-48	Υ
BES Luxembourg ZC 09/04/52	XS1055501974	EUR	264	Apr-14	42	Apr-52	Υ
BES Luxembourg ZC 16/04/46	XS1058257905	EUR	37	Apr-14	8	Apr-46	Υ
EMTN 57	XS0439764191	EUR	8	Jul-09	2	Jul-44	N
Total MREL			2,666		1,590		

## 2043 Bonds and Zero Coupons (excluding EMTN 57):

- Are fully eligible for compliance with the Bank's MREL requirements as they were issued before BRRD transposition in Portugal and do not cease to qualify as eligible liabilities of the Bank from 28 June 2025<sup>2</sup>
- Annual accrual of book value to notional value to increase contribution to MREL by c.€19m per annum
- Annual interest expense of 6.6% on book value or ~2.5% net of hedge to close interest rate position<sup>3</sup>



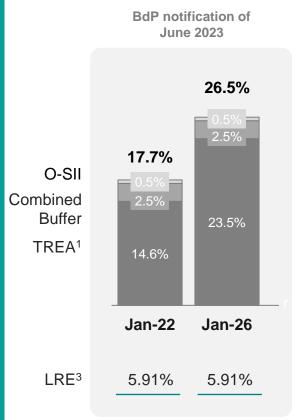
## Fitch, Moody's and DBRS ratings

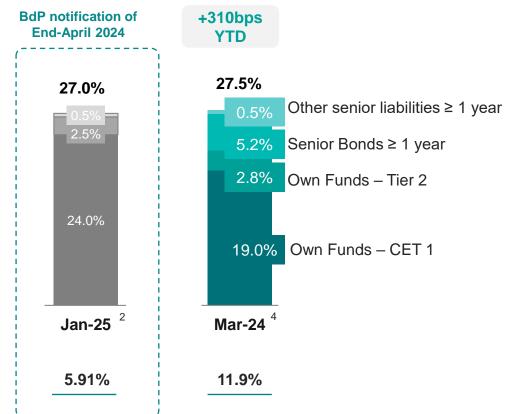
February 2024			March 2024			December 2023	
Fitch			Mood	ly's	DBRS		
	Viability Rating		Intrinsic	Baseline Credit Assessment /Adjusted BCA	ba1	Bank's Intrinsic Assessment (IA)	BB (high)
Intrinsic	(Investment Grade)	bbb-	LT/ST	Counterparty Risk Assessment LT/ST (Investment Grade)	Baa1(cr)/ P-2 (cr)		
	Support	ns		Counterparty Risk LT/ST (Investment Grade)	Baa1/P-2	Long-Term Issuer Rating	BB (high)
LT/ST	Issuer Default Rating LT/ST	BBB-/F3		Deposits LT/ST (Investment Grade)	Baa1/P-2	Short-Term Issuer Rating	R-3
	(Investment Grade)	DDD-71 3		Senior Unsecured Debt LT/ST	Ba1		
	Deposits LT/ST	BBB/F3				Long-Term Deposit (Investment Grade)	BBB (low)
	(Investment Grade)			Junior Senior Unsecured	Ba1	Long-Term Critical Obligations (Investment Grade)	BBB
	Senior Debt LT/ST	BBB-/F3		Outlook deposits / senior	Positive	(c.	
	(Investment Grade)			Covered Bonds	Aaa	Senior Debt	BB (high)
	Outlook	Neutral		Subordinated debt	Ba2	Subordinated Debt	BB (low)

## Compliant with new MREL requirement ahead of schedule

#### MREL requirements & ratio:

(% RWA; Fully-loaded)

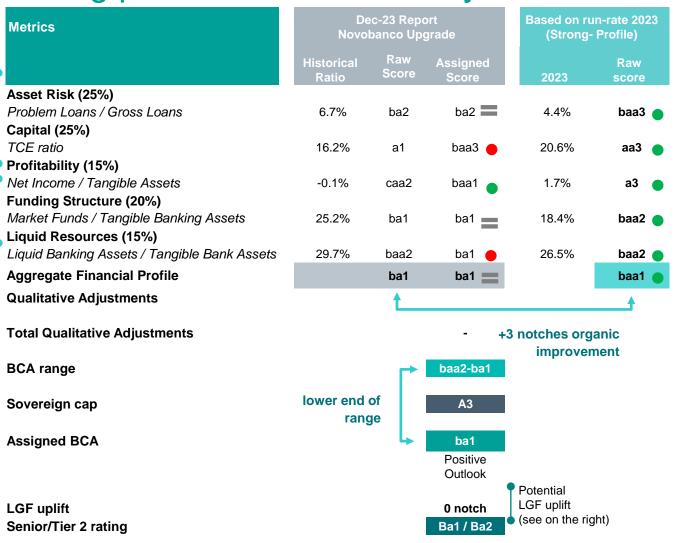




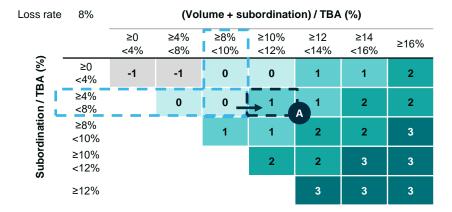
- In line with desire to maintain regular market access, in February 2024, novobanco successfully issued €500mn of Senior Preferred Notes with maturity in March 2028 and an early redemption option in March 2027;
- Novobanco commits to maintain an appropriate buffer over the required endpoint MREL requirement (currently at 27.0%);
- As the bank expects to normalise its capital structure, a reduction<sup>5</sup> of CET1 (19.0% as of Mar/24) would therefore be pre-funded by additional benchmark size MREL eligible instruments.



## Rating profile based on Moody's scorecard continues to show upside



## Moody's Loss Given Failure notching table (Nov/23; pro-forma with Mar/24 SP issuance)



- A
  - (Volume + subordination)/ TBA at 8.8%
  - Subordination/TBA at 4.1%
  - c.€0.5bn issuance of any SP / SNP / Tier 2 instruments to reach 10% (Volume + Subordination) / Tangible Banking Assets and therefore improve the score from current "0" to "1",
  - Issuance volumes can be issued over a 3-year timeframe to induce uplift.



## novobanco ESG vision is built-in in its "Shaping the Future" strategy, and tracked by our Social Dividend commitments

#### **Customer-centric** Bank

Reflecting evolving customer expectations through distinctive value propositions

Leveraging digital and omnichannel approach as drivers of service and proximity

#### Simple and efficient operations

Simplifying the banking experience, through superior usage of technology and data

Improving internal processes to upgrade productivity and efficiency

Improve efficiency, enable own

#### Developing people and culture

Attracting and developing a team of skilled and fulfilled professionals that actively live the bank's values

Developing a **dynamic** collaborative culture in an environment adapted to the new ways of working

#### Developing sustainable performance

Delivering sustainable returns through disciplined risk, capital and funding management

Strengthening the integration of ESG across business to support sustainable growth and key stakeholders



Support our clients transition and maximize positive impact on society and environment





















readiness for ESG



transition, ensure systems









Strengthen capabilities, inclusiveness, diversity and the engagement of our people





















Build a robust ESG governance &







## As part of our 2023 dual materiality assessment update we reviewed our Social Dividend model, setting new KPI and targets

#### **Customer-centric** Bank

Green production<sup>1</sup>

Target 2026 2.000 MEUR1



60% of invest. products







Target 2026 100%



### Simple and **efficient** operations

Own emissions<sup>2</sup>

Target 2030 -50% vs 2021



## Equal pay<sup>3</sup>

people and culture

Developing

Target 2026 Below 5%





## Developing sustainable performance

#### Financed emissions reduction<sup>4</sup>

Target 2030 100% targets realized by sector





#### Employee engagement<sup>7</sup>

Target 2026 At least 65%



#### Women in management<sup>8</sup>

Target 2026 At least 40%











Target 2026



ESG investment products<sup>5</sup>







Renewables share<sup>6</sup>

















## Robust ESG Governance and clear roadmap

novobanco deployed a robust governance model for its **Global Sustainability Framework** 

- 1 The Global Sustainability Framework is supervised by our **GSB**, with our **EBD** taking direct responsibility for its active management
- Our appointed Chief Sustainability Officer ensures a clear and direct guidance on the topic day-to-day activities
- The Sustainability Steering safeguards the right cadence for implementing the ESG strategy, supervising our ESG KPI and KRI
- 4 novobanco Policies and Roles & Responsibilities are up-to-date with our Global Sustainability Framework
- Our ESG Office and ESG PMO manage the ESG program, with oversight over the multidisciplinary teams needed for the effort
- Our program roadmap is updated regularly to ensure transparency and effective control





## The portuguese CB legal framework – key changes

#### **The Portuguese Covered Bond Legal Framework**

Decree-Law 31/2022 transposed in Portugal the Covered Bond Directive, the table below summarises some of the key changes.

Extendable Maturity	Objective triggers need to be specified in the terms and conditions of the covered bonds
	The final maturity date of the covered bonds is determinable at all times
	• In the event of liquidation or resolution of the relevant credit institution, maturity extensions do not affect the ranking of holders of covered bonds or invert the sequencing of the relevant covered bond programme's original maturity schedule
Extendable Maturity Triggers	Revocation of the authorisation of the relevant credit institution issuing the covered bonds; or
	• Foreseeable or actual failure to pay the principal or interest amounts of the covered bonds due at the initial maturity date, that is not remediable within an established period of time in the terms of the relevant issue or the covered bond programme, not exceeding 10 business days.
Liquidity Buffer	The cover pool must include a liquidity buffer comprised of liquid assets (as determined in article 19 of the Legal Regime of Covered Bonds and article 16 of the Covered Bonds Directive) to cover all Net Liquidity Outflows accumulated over the next 180 days
	In the case of extendable maturity covered bonds, principal repayments will be considered due at the extended maturity date
Overcollateralization and Label	Minimum overcollateralization amount of 5% for the Premium Label
	Premium label used only if covered bonds meet the Covered Bond Directive and CRR
Cover Pool Monitor	Appointment on an independent Cover Pool Monitor (not the Issuer's auditor)
	Role and Duties of the Cover Pool Monitor: 1) verify on an ongoing basis the quality of the assets comprising the cover pool and compliance with the applicable requirements on eligibility of assets, including risk coverage and derivatives, composition and homogeneity of the cover pool; 2) verify the information provided to the holders of covered bonds; 3) produce an annual report with an assessment of the issuer's compliance with the requirements set out in the Portuguese



## Disclaimer

This document may include some statements related to the novobanco group that do not constitute a statement of financial results or other historical information. These statements, which may include forward-looking statements, targets, objectives, forecasts, estimates, projections, expected cost savings, statements regarding possible future developments or results of operations, and any forward-looking statement that includes statements such as "believes", "expects", "aims or intends", "may" or similar expressions, constitute or may constitute forward-looking statements.

By their nature, forward-looking statements are inherently predictive, speculative, and involve risk and uncertainty. There are many factors that can lead to results and developments that differ materially from those expressed or implied in forward-looking statements. These factors include, but are not limited to, changes in economic conditions in countries where the novobanco group has operations, tax or other policies adopted by various governments or regulatory entities in Portugal and in other jurisdictions, levels of competition from other Banks or financial entities, and future exchange rates and interest rate levels.

novobanco expressly disclaims any obligation or commitment to make any forward-looking review included in this document to reflect any event or change in future circumstances occurring after the date hereof.

This document includes unaudited financial information.

Novo Banco, SA I Av. da Liberdade, n. 195 Lisboa, Portugal Share Capital: 6 567 843 862.91 Euros represented by 11 130 841 957 shares NIPC: 513 204 016 I LEI: 5493009W2E2YDCXY6S81



# novobanco