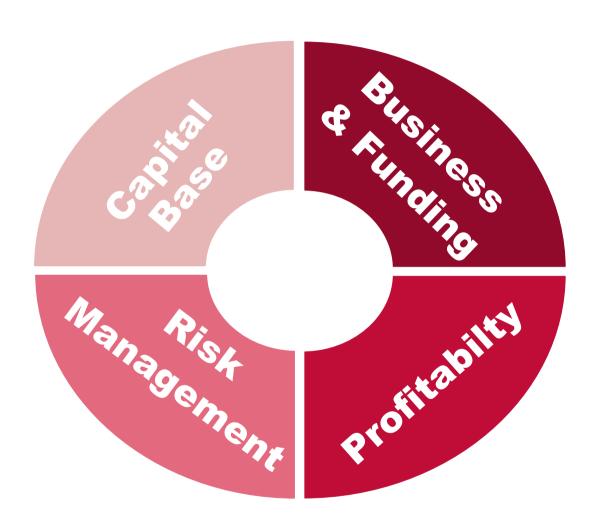
## A Coruña, July 30th 2010

# **1H2010 Results Presentation**

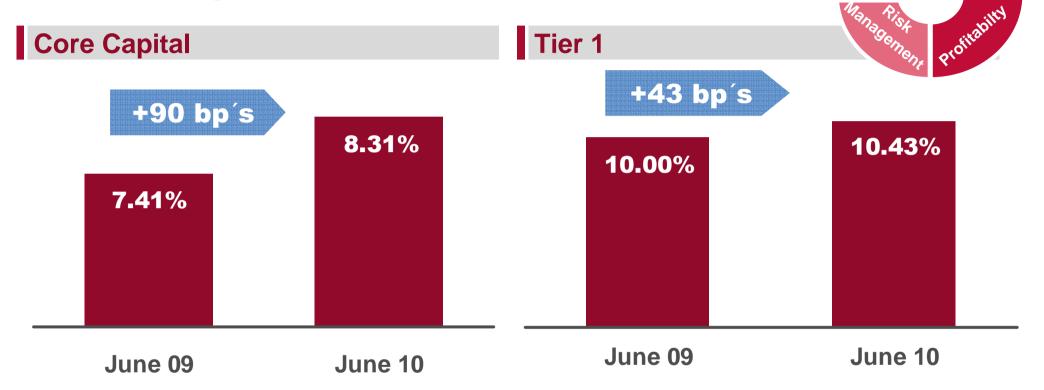


# Contents



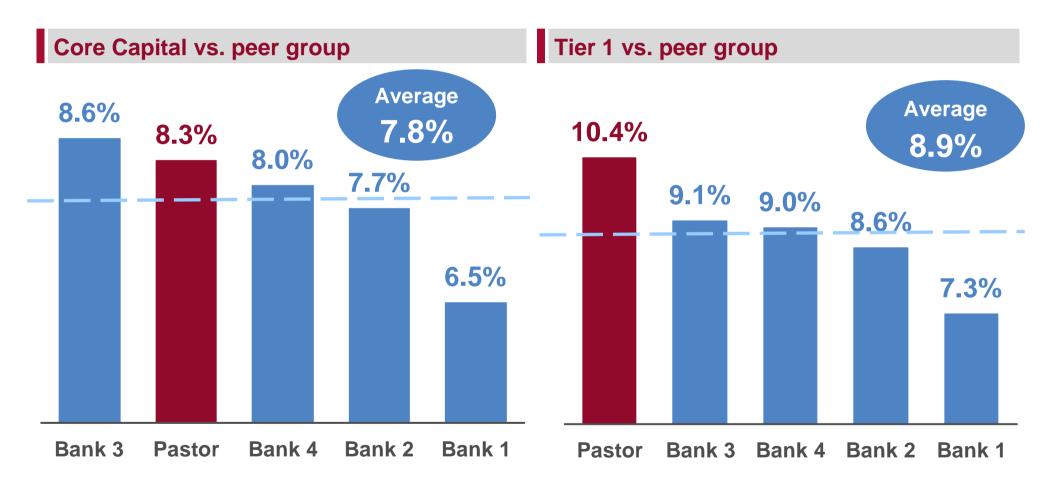


A sound capital base...

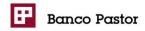


- **■** €1.6 bln of Core and €2 bln of Tier 1 Capital
- Internal generation of 75 bp's yoy
- **■** €100m Preferred Stock buy back

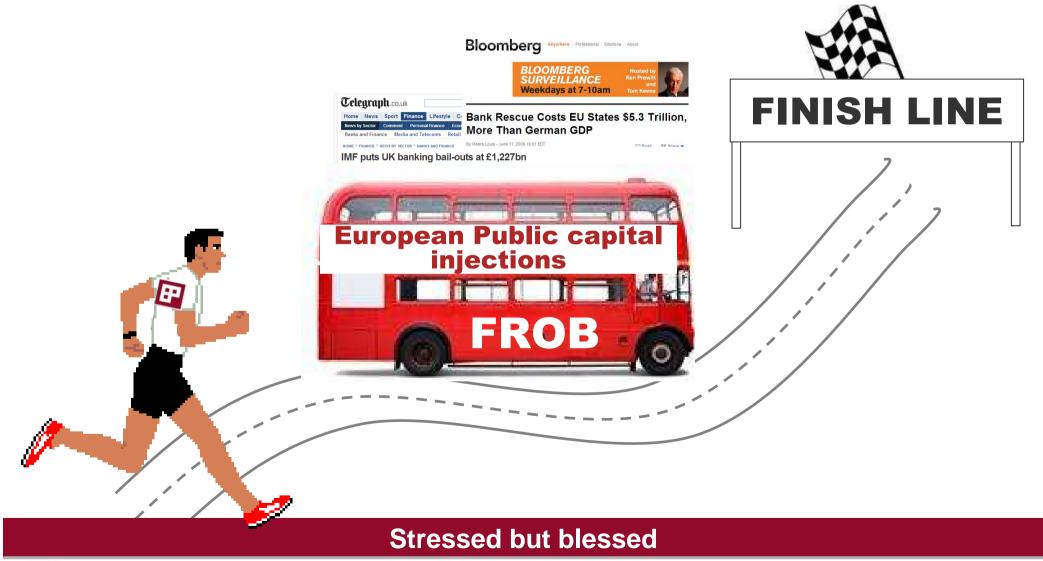
### Right now...



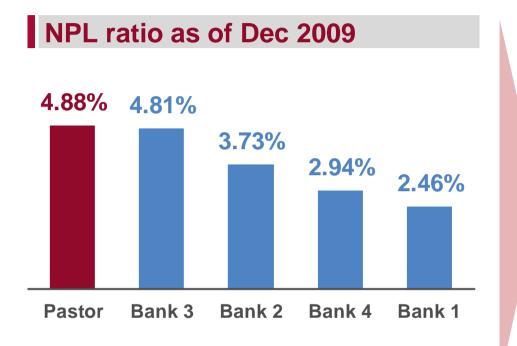
### Top notch capital

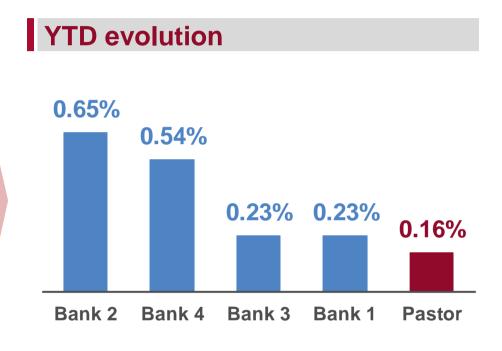


To pass or not to pass? - that is the question...

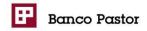


### Some highlights on health check





- **The NPL position in December 2009 is penalising the results of the Stress Test**
- **■** Company acquisitions vs. assets swap
- Bond Portfolio

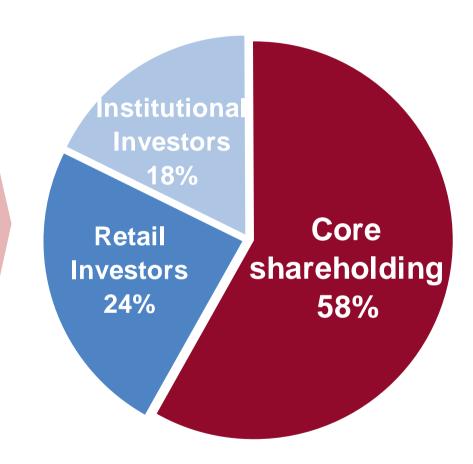


### Our take on recapitalization...

#### **BoS**

Adverse scenario: improbable and extreme

- -2.6 percentage points of GDP in the period 2010-2011
- Outside the current forecast ranges of national/international institutions and private analysts
- 6% threshold is already 50% more than the legal requirement



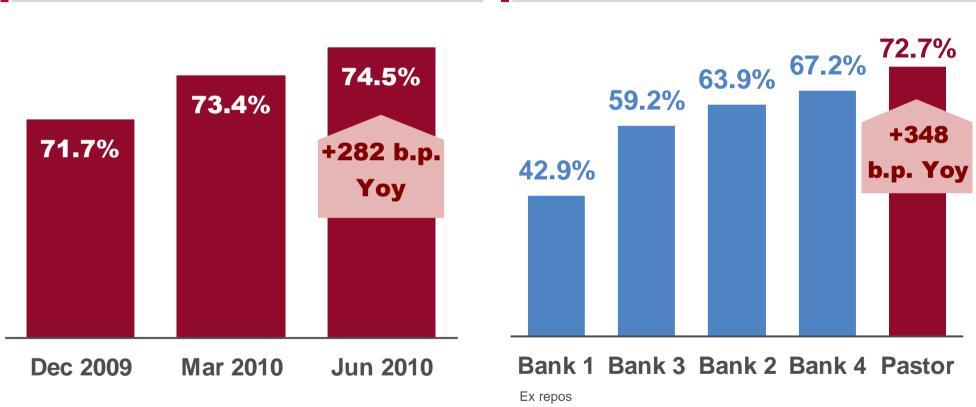
A unique and strong shareholder structure



### A leading liquidity structure

**Deposit to Loan ratio** 

**Benchmark Ex-repo** 



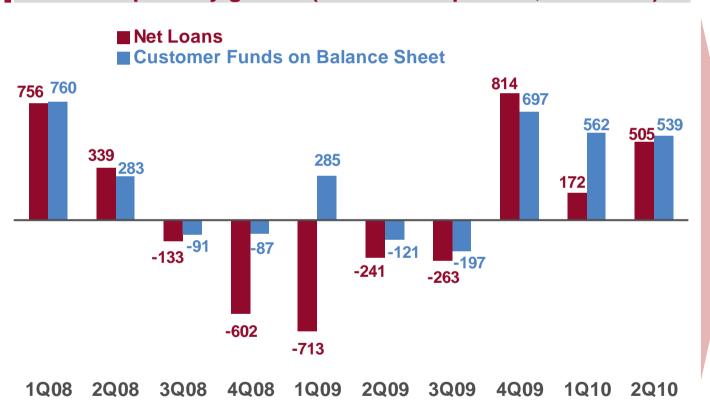
Further shrinking the commercial gap: 104 bps in the quarter



8

### This is not by chance...





# On-Balance Sheet Funds



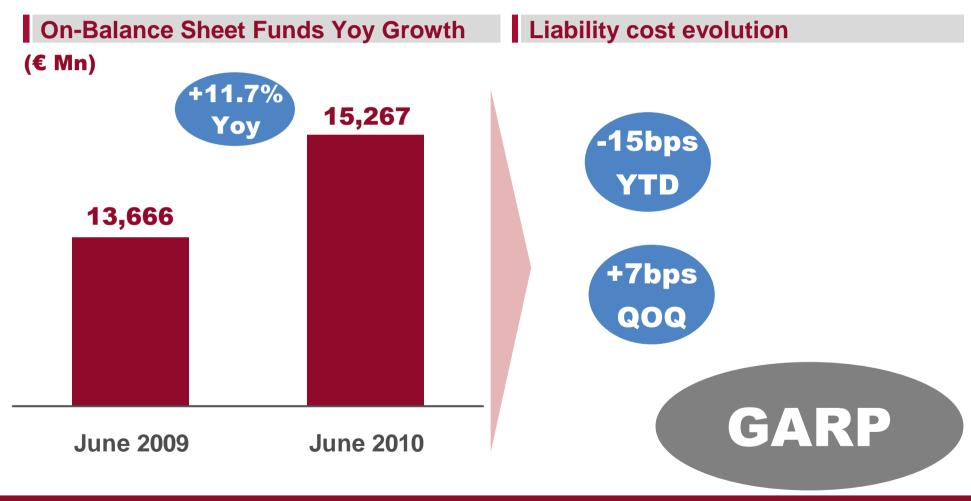
Loan portfolio



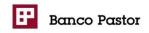
Narrowing the commercial gap in 8 of the last 10 standalone quarters



### A continued strength in customer deposits

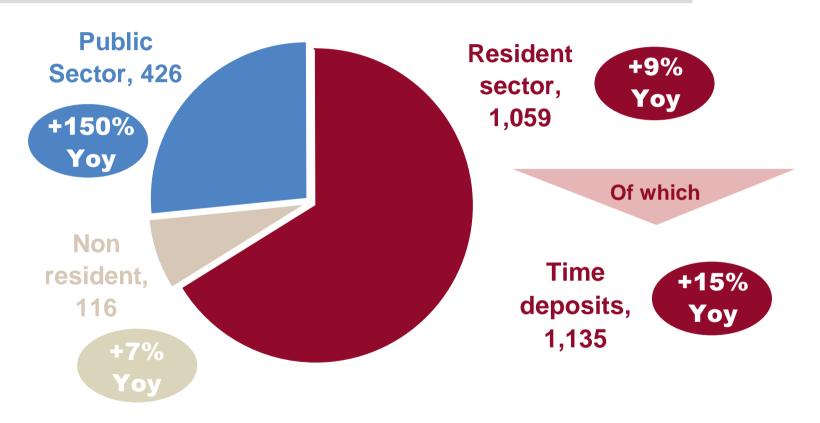


Always keeping an eye on costs

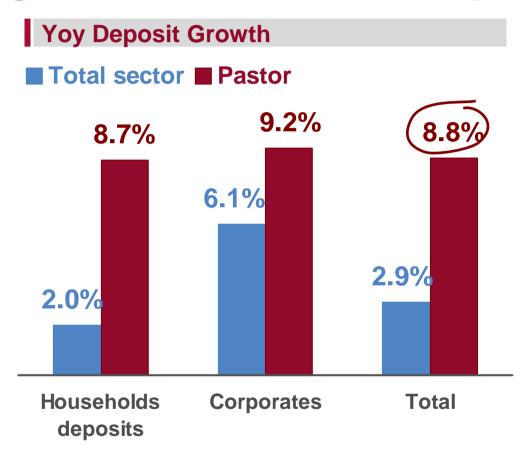


### **Growth driven by resident sector**

Customer funds on balance sheet: yoy growth (€ Mn)

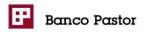


### And attracting both households and corporates...

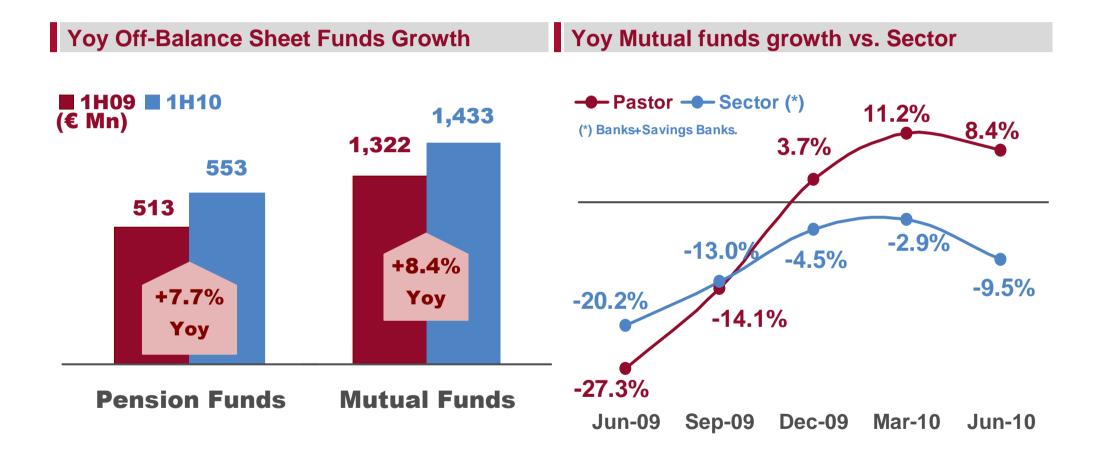


Sector data source: Bank of Spain as of May10

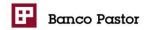
#### **Outperforming the sector in deposit growth**



### While bearing in mind off-balance sheet funds

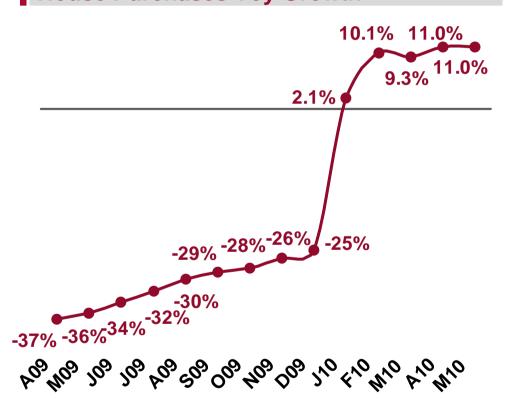


Source: Inverco for the sector



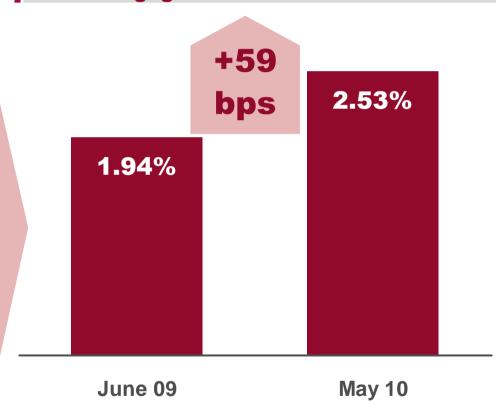
### **Providing support to families**





Source: Spanish Institute of Statistics (INE)

#### New Mortgage Production Market share



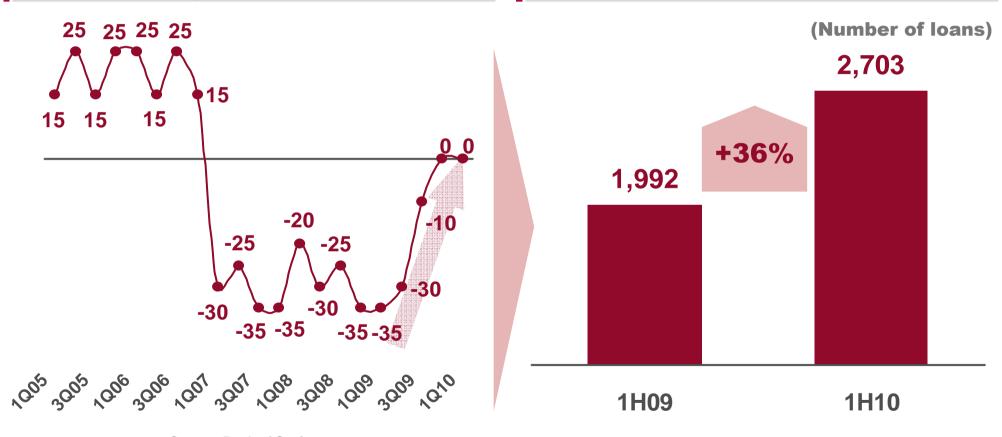
#### Through sustainable and balanced growth



### ... and creditworthy SMEs

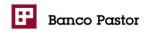


#### New ICO loans underwritten to SMEs



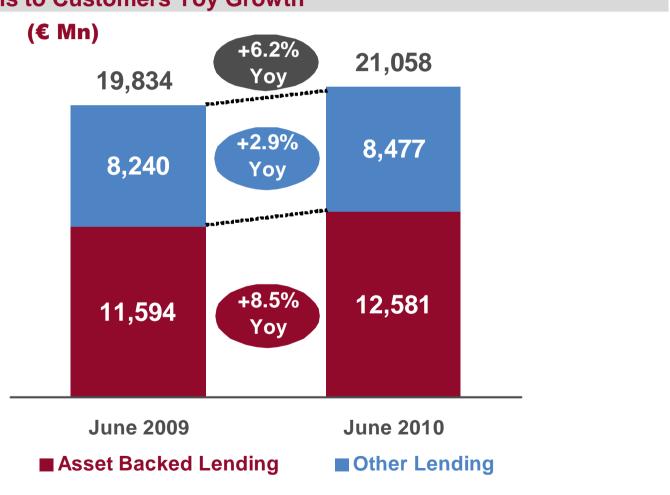
Source: Bank of Spain

### Ranking 9th in ICO loan production



### With a focus on asset backed lending





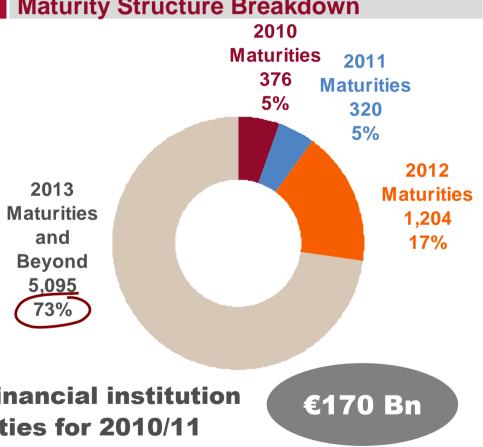


### A highly diversified financial structure

#### Funding Structure

	€ Mn	%
Covered Bonds	4,637	60%
Securitisations sold	1,286	17%
FRN	1,137	15%
Commercial Paper	376	5%
Preferred stock	150	2%
Subordinated debt	86	1%
<b>Total Institutional Funding</b>	7,673	100%

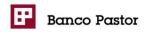




**Spanish financial institution** maturities for 2010/11

Source: AFL

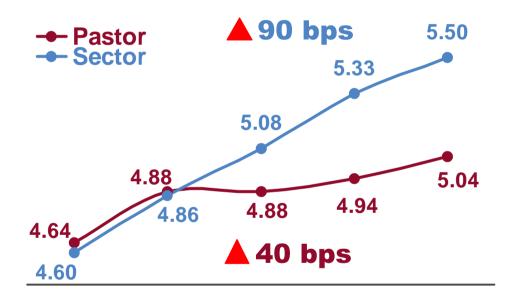
The bank is well placed to cope with the difficult market conditions



## NPLs growing at a slower pace

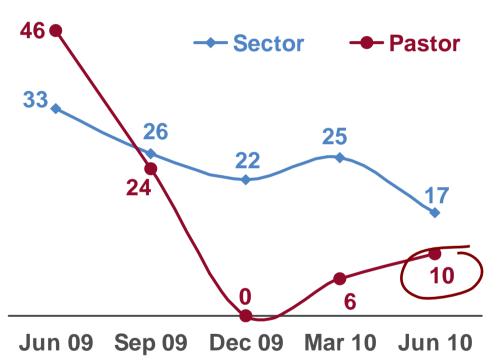
NPL ratio Pastor vs. Sector

NPLs: 1,590 €Mn



Jun 09 Sep 09 Dec 09 Mar 10 Jun 10

NPL ratio evolution (bps)



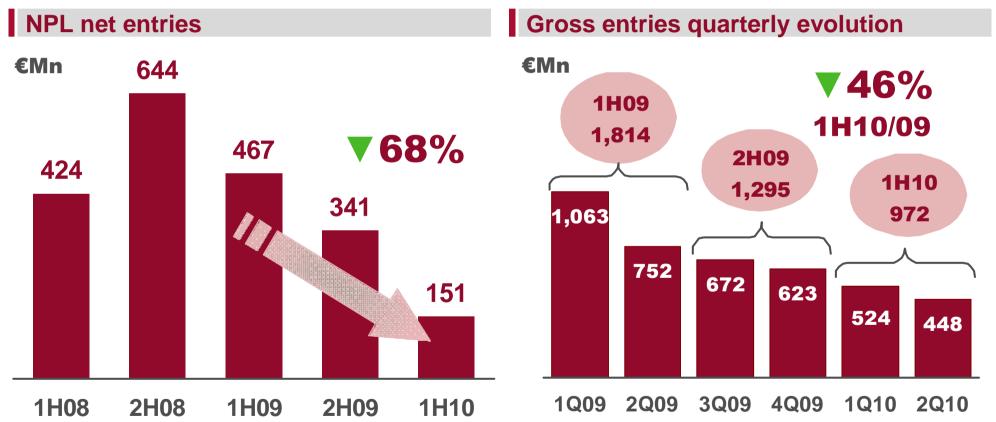
Source: Bank of Spain, available data as of May 2010

### 4 consecutive quarters below the sector



### **NPL** formation keeps falling down

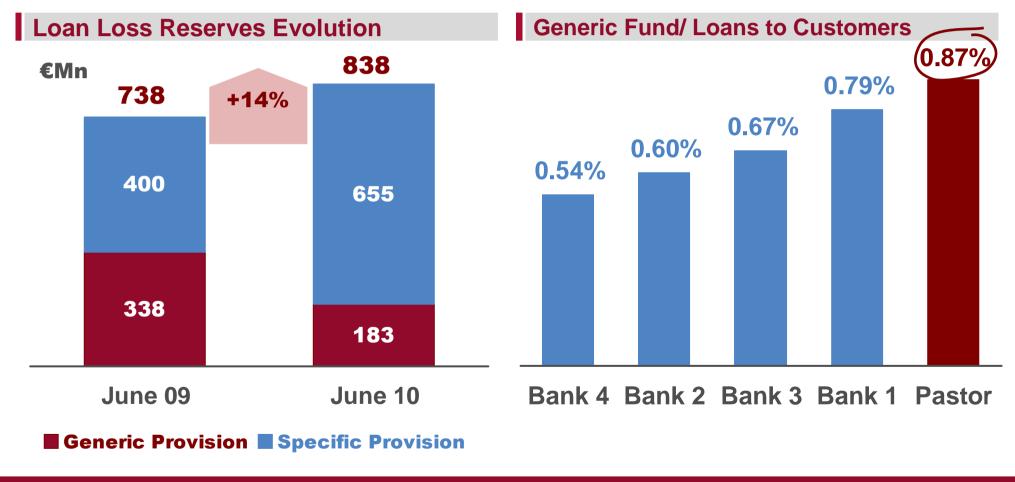




Reducing still further and now at the lowest level in the last 2 years



### Reinforcing reserves...

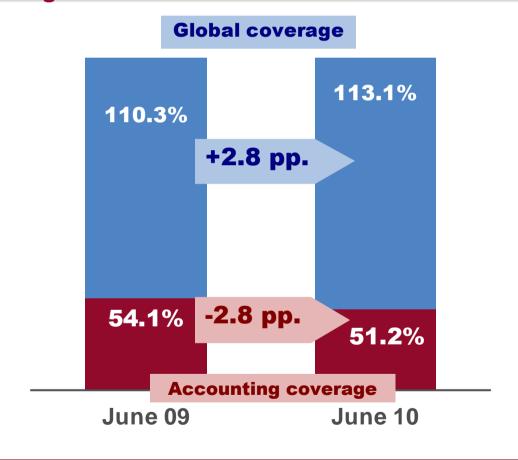


...while maintaining the highest generic fund



## And achieving a 4% LLR to Loans ratio



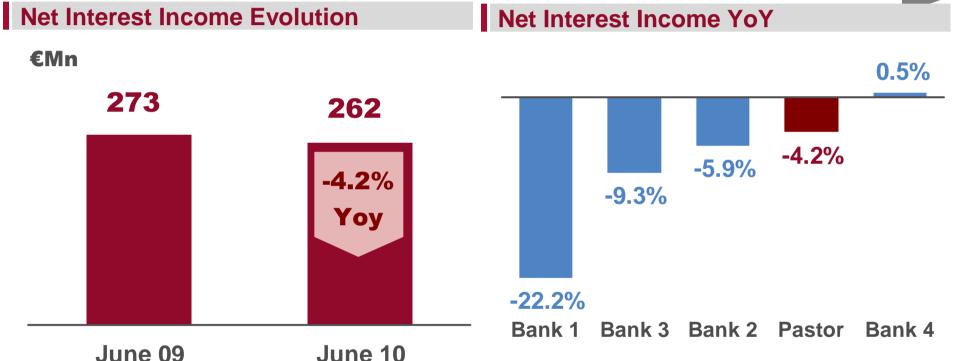


Almost 2/3 of NPLs are asset backed



# Sailing through the repricing game and uncharted market waters





Still delivering one of the best relative behaviours within the industry



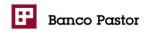
### Here's how it plays out



Bank 3 Pastor Bank 4 Bank 2 Bank 1

Pastor Bank 3 Bank 2 Bank 4 Bank 1

### Top deposit growth at the lowest cost increase



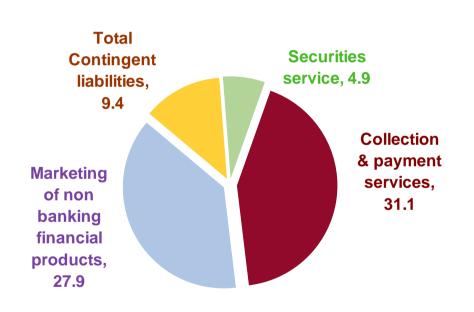
### **Displaying recurrency**

### **Net fees QoQ evolution**

#### 45.3 44.0 43.5 46.6 42.5 9.1 8.7 8.8 6.0 6.6 2Q09 3Q09 4Q09 **1Q10** 2Q10 ■ Fee payment ■ Fee collection

#### Net fees

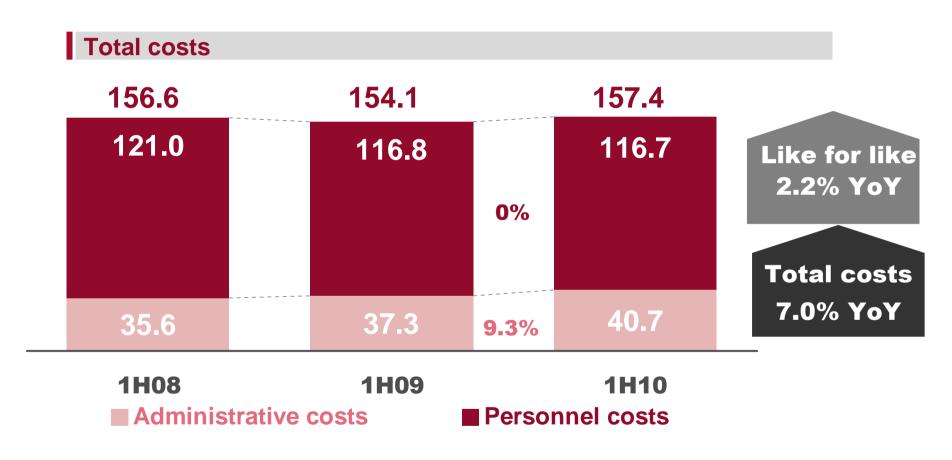
#### **TOTAL NET FEES: 70Mn€**



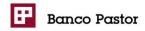
### Good behaviour of insurance and pension fund fees



### Tight cost management on a permanent basis

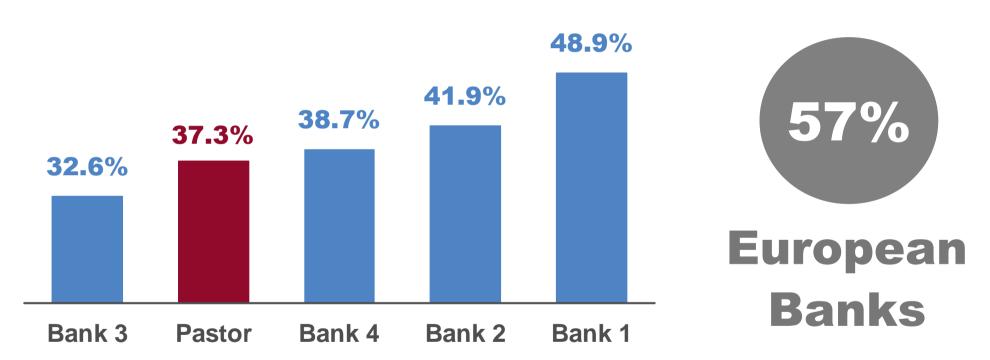


Ex rental costs:€17.3m as of June 2010



### Preserving a very good efficiency ratio

#### **Efficiency ratio**

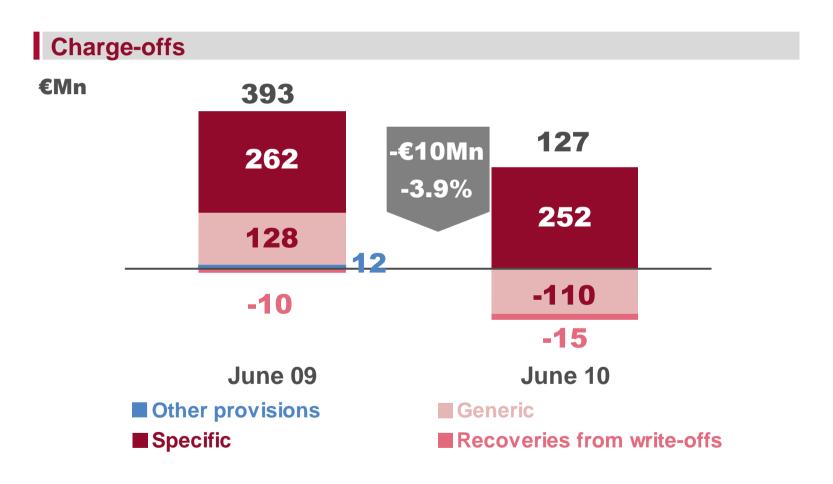


(\*) Pastor excludes rental cost.s for a like for like comparison with peer group whose operations took place this year

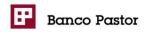
Sector average stood at 41.9%, after a -100 bps YoY decrease



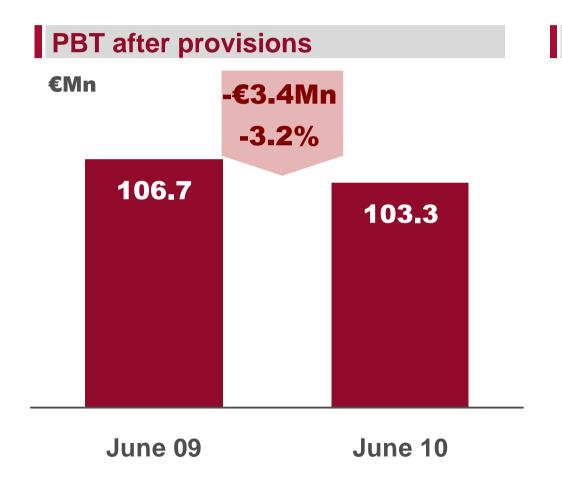
### **Specific risk declines**



### For the second consecutive quarter



### **Profits share sector's trend**



### YoY evolution



Bank 4 Pastor Bank 3 Bank 1 Bank 2

Net consolidated profit -25%



## Strong financial position...



The bank is taking advantage of market opportunities

## Disclaimer

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