

Global Analyst and Investor Day 2019

January 8, 2019

2019 and Beyond Guidance

2019 and Beyond Guidance Summary

2019 Guidance

NIM (swap adjusted) ⁽¹⁾	≥3.5%
Net fees&com. growth	>20%
Opex growth	~CPI
Cost / income	≤35%
Total Cost of risk	< 300 bps
NPL ⁽²⁾	<6%
CAR	~16%
Tier 1	~13.5%
LDR	Max 105%
ROA	≥1.4%
ROE	≥12%

2020 and Beyond

ROA	1.7-1.9%
ROE	15-17%

2019 Guidance

Loan Growth	~10%
Deposit Growth	~10%

⁽¹⁾ Including short and long-term swaps

⁽²⁾ Excluding any possible NPL sales