

## Santander in Portugal obtains net income of €264 million (+15.2% yoy)

*“First half results show continuing, sustained and balanced growth of the Bank’s business. Net income is up 15% at €264 million, resources grow 22% and loans increase 25%. This means that, today, in Portugal, the Bank now accounts for one fifth of the market shares of production of loans to companies and of mortgage loans.*

*The inclusion of Banco Popular is going ahead normally at the expected pace, and it proved possible to offset the incorporation of the respective costs with a greater increase of operating income, which allowed an improvement of the cost-to-income ratio during the period.*

*The digital transformation programme continues apace, with important milestones in terms of new products and services in the App and in Netbanco, as well in the transformation of some of the Bank’s key processes.*

*The Bank maintained the Non-Performing Exposure ratio at 4.9%, reduced the cost of credit to 0% and has a comfortable liquidity situation and a very solid balance sheet.*

*In the second half we shall continue to grow based on our solidity and on the innovation of our products and services, while ensuring the progressive digital transformation of the Bank in order to give adequate response to the digital needs of our customers”*

*António Vieira Monteiro, Executive Chair of Banco Santander Totta*

- At the end of the first half of 2018, Santander Totta, SGPS, returned a net income of €263.6 million, a growth of 15.2% year on year.
- The annual evolution of the income statement and balance sheet reflects the impact of the inclusion of the former Banco Popular Portugal.
- Net interest income amounted to €444.1 million, an increase of 31.3% compared to the same period last year, and net commissions amounted to €184.4 million, a 10.8% increase compared to June 2017. In turn, the gain on financial transactions decreased by 14.8% to €45.6 million.
- Operating income increased by 19.8% and operating expenses by 18.1%, leading to a slight improvement of the cost-to-income ratio (0.7pp compared to June 2017).
- In January, the process of integrating the former Banco Popular Portugal began with the rebranding of all the branches and incorporation of all employees into the Bank's structure. Technology integration is expected to occur in the fourth quarter of 2018.
- The commercial-model transformation strategy has resulted in a growth of loyal and digital customers, which, at the end of the first half stood at 731,000 and 672,000 customers, respectively. The launch of new functions on the digital platforms continues to be very dynamic, and this is reflected in the increase of sales via these channels.

- Customer resources totalled €39.5 billion, an increase of 21.8%, determined by a 21.1% increase of deposits and a 25.6% increase of off-balance sheet resources. Compared to the end of 2017, deposits increased by around €2 billion (+6.3%), while off-balance-sheet resources grew by 15.1%.
- Loans amounted to €41.4 billion, up 25.3% year on year. The aforesaid acquisition allowed the Bank to strengthen its position in the banking market in Portugal, with emphasis on its position in the corporate segment, in which the Bank has been growing organically.
- The market shares of loans to companies and mortgage loans amounted to 19.7% and 22.3%, respectively, up until the end of May.
- In credit lines for SMEs (PME Investe, Crescimento and Capitalizar), the Bank is the market leader with a market share of 23%.
- The CET 1 ratio stood at 13.3% (fully Implemented), a decrease of 0.90 pp compared to the end of 2017.
- The Bank's current long-term debt rating notations in comparison with the levels of the Portuguese Republic are as follows: Fitch - BBB + (Portugal - BBB); Moody's - Ba1 (Portugal - Ba1); S & P - BBB- (Portugal - BBB-); and DBRS - A (Portugal - BBB).
- Santander in Portugal continues to be distinguished for its activity, and emphasis is given to the "Best Bank in Portugal 2018" award by the North American *Global Finance* magazine, and the "Best Retail Bank in Portugal" award the by *World Finance* magazine.
- The Bank was recently distinguished by the *Covered Bond Report* with the "Deal of The Year - Peripheral" award within the context of the issuance of Banco Santander Totta covered bonds in the amount of €1 billion, placed in September 2017.
- In supporting the community, Santander in Portugal invests more than €7 million annually in society support projects, through sustainability and Santander Universities actions. In higher education, 1,000 scholarships and prizes are awarded each year.
- In the first half of 2018, the Bank directly and indirectly supported 142 associations in projects related to education, protection of minors, health, disability, social inclusion and care for the elderly, with a direct impact on 12,003 beneficiaries.

**Lisbon, August 1, 2018** At the end of the first half of 2018, Santander Totta, SGPS (referred to as "Bank", "Santander Totta" or "Santander in Portugal" in this press release) obtained net income of €263.6 million, an increase of 15.2% year on year.

The annual evolution of the income statement and balance sheet reflects the impact of the inclusion of the former Banco Popular Portugal.

Net interest income amounted to €444.1 million, an increase of 31.3% compared to the same period last year, and net commissions amounted to €184.4 million, a 10.8% increase compared to June 2017. In turn, the gain on financial transactions decreased by 14.8% to €45.6 million.

Operating income increased by 19.8% and operating expenses by 18.1%, leading to a slight improvement in the cost-to-income ratio (0.7pp compared to June 2017).

Customer resources rose 21.8%, totalling €39.516 billion. Deposits, which account for 85% of the resources, rose by 21.1% and investment funds marketed and insurance continue to evolve dynamically,

having increased by 25.6%. Compared with the end of the previous year, deposits increased by about €2 billion, or 6.3%.

The loan portfolio rose 25.3% to €41.388 billion, with a 13.3% increase in loans to individuals and a 44.5% increase in loans to companies. Total loans remained in line with the amount carried at the end of 2017, justified primarily by the sale of non-productive portfolios. The loan portfolio adjusted for this effect and for write-offs would have increased 0.8% in the half year.

The Non-Performing Exposure (NPE) ratio, calculated in keeping with the EBA definition, stood at 4.87% in June 2018 and the NPE coverage ratio at 54.6%.

The Common Equity Tier I (CET I) ratio amounted to 13.3% (fully implemented and at 13.8% (phased in) with variations of -0.90 pp and -0.40 pp, respectively, compared to December 2017.

### **Business Environment**

In the second quarter of 2018 economic activity is set to have accelerated compared to the preceding quarter, with investment and exports being the main differentiating levers of growth, strengthening its relative weight as a proportion of the GDP.

Private consumption continued to recover timidly, despite the reduction of unemployment, consumption of durable goods reacting in keeping with expectations of alterations to car taxation in 2019. Public consumption also remained timid, reflecting the control of public expenditure across the board.

Investment spending continued to grow, with emphasis on the growing increase in the contribution of investment in construction, after an initial wave of higher capital expenditure on equipment and transport.

In terms of external demand dynamics, we would highlight the evolution and sustained increase of exports, which currently account for about 48% of the GDP and are the second largest growth lever, following private consumption (with a contribution around 64% of the GDP). The greater volume of exports has allowed positive trade balances, with exports of services being led by increasing tourism, while exports of goods benefit from increasing exports of equipment and cars.

Employment market dynamics continue to be guided by a sustained reduction of the unemployment rate, which in the first quarter of 2018 stood at 7.9% of the active population, and by April 2018 had already fallen to 7.2%. The provisional estimate, as at May 2018, of the employed population stood at 4.78 million, a yoy growth of 2.3%, corresponding to an employment rate of 61.5%. The creation of new jobs continues to be driven by the private sector, associated with an increasing number of permanent contracts.

The recovery and transformation of the Portuguese economy over the recent years were essential to the start of a correction of the structural imbalances, which had limited potential growth and increased vulnerabilities in the light of exogenous shocks. As the main structural imbalances, emphasis is given to the still high public and private debt, which, in the first quarter of 2018, amounted to approximately 126.4% and 206.4% of the GDP respectively, though characterised by a strategy of sustained reduction since 2013 (when they stood at 129% and 253% of the GDP respectively). However, the effort to reduce debt levels should be noted, particularly that associated with companies, which fell from a ratio of 171% to a ratio of 138% of the GDP between 2012 and 2017 respectively. Additionally, the decline of the high level of non-performing loans is a priority of the financial system, especially in terms of the corporate segment.

The strengthening of the primary surplus levels in respect of Portuguese public finances, since 2014, has contributed to keeping public debt on a sustainable path, and additionally supported by levels of nominal economic growth that have surpassed the most conservative expectations. At the close of 2017 the public debt ratio stood at nearly 126% and the budget deficit of the general government stood at around 1% of the GDP (excluding the impact of the capitalisation of Caixa Geral de Depósitos, of about 2 pp of the GDP).

The pursuit of a fiscal consolidation strategy has contributed to increasing the levels of immunity of the Portuguese economy to exogenous shocks, both economic and non-economic, as occurred in the post-election period in Italy, when Portuguese sovereign interest rates rose slightly, but less so than Italian sovereign rates. At the end of July, the 10-year interest rate for the Portuguese public debt is around 1.7%, lower than the 10-year rate of the Italian public debt by about 110 bp. Compared to the 10-year German interest rate the spread of the Portuguese public debt remains around 150 bp.

The reduction of the perception of sovereign risk also continues to be materialised by the ratings of the various rating agencies as investment grade, with Standard and Poor's rating at "BBB-" (September 2017), Fitch at "BBB" (December 2017) and DBRS at "BBB" (April 2018). Only Moody's maintains the rating at non-investment grade.

In the Euro zone, interest rates continue to be negative and virtually unchanged, though a tendency of a slight increase can be seen, supported by an economic climate of growth and recovery of domestic demand as conditions on the labour market improve and unemployment falls. The pressures of wage increases in some segments of economic activity, in countries such as Germany, are set to begin to contribute to a sustained increase of inflation in the Euro zone, amplifying the effects of rising fuel prices.

However, the ECB is set to maintain its policy of low interest rates until mid-summer 2019, but reducing quantitative easing from €30 billion to €15 billion at the end of September 2018, until the end of the quantitative easing programme at the end of December of 2018.

## Results

At the end of the first half of 2018, Santander in Portugal returned net income in the amount of €263.6 million, a growth of 15.2% year on year. Operating revenue and expenses increased by 19.8% and 18.1%, respectively, which resulted in a 21.4% increase of net operating income and a 0.7 pp improvement of the cost-to-income ratio.

Net income at the end of the first half of 2018 includes non-recurring income in the amount of €20.1 million.

Net interest income increased 31.3%, amounting to €444.1 million, also reflecting the increase in loan revenues and the continuation of the decline of the cost of deposits.

<b>Income Statement</b> (million euros)	<b>Jun-18</b>	Jun-17	<b>Var.</b>
Commercial revenue	612.7	495.8	+23.6%
<b>Operating income</b>	<b>658.3</b>	<b>549.4</b>	<b>+19.8%</b>
Total operating expenses	(309.0)	(261.5)	+18.1%
<b>Net operating income</b>	<b>349.3</b>	<b>287.8</b>	<b>+21.4%</b>
Impairment, net provisions and other	4.2	5.7	-26.9%
Income before taxes and MI	353.5	293.6	+20.4%
Other non-recurrent net results	20.1	0.0	-
<b>Consolidated net income</b>	<b>263.6</b>	<b>228.9</b>	<b>+15.2%</b>

Net commissions rose 10.8%, totalling €184.4 million. This performance was primarily determined by the positive impact of the commissions on funds marketed by the Bank and of means of payment. Other banking income, in the negative amount of €27.4 million, mainly reflect the Bank's contribution to the Resolution Fund. In turn, results on financial-operations amounted to €45.6 million, down 14.8% compared to same period last year.

<b>Operating Income</b> (million euros)	<b>Jun-18</b>	Jun-17	<b>Var.</b>
Net interest income (without dividends)	444.1	338.4	+31.3%
Dividends from equity instruments	1.3	2.9	-54.4%
Net commissions	184.4	166.5	+10.8%
Other banking income	-27.4	-17.4	+57.5%
Insurance activity	10.2	5.5	+86.4%
<b>Commercial revenue</b>	<b>612.7</b>	<b>495.8</b>	<b>+23.6%</b>
Gain/loss on financial transactions	45.6	53.6	-14.8%
<b>Operating income</b>	<b>658.3</b>	<b>549.4</b>	<b>+19.8%</b>

Operating expenses rose 18.1% compared to the figure at the end of the first half of 2017. The evolution of operating revenues and expenses led to a slight improvement in the cost-to-income ratio, which stood at 46.9% at the end of June 2018.

<b>Operating Expenses</b> (million euros)	<b>Jun-18</b>	Jun-17	<b>Var.</b>
Personnel expenses	(178.8)	(157.9)	+13.2%
General expenses	(109.2)	(84.6)	+29.1%
Depreciation	(20.9)	(19.0)	+10.1%
<b>Total operating expenses</b>	<b>(309.0)</b>	<b>(261.5)</b>	<b>+18.1%</b>
<b>Efficiency ratio</b> (excl. depreciation)	<b>43.8%</b>	<b>44.1%</b>	<b>-0.4 p.p.</b>
<b>Efficiency ratio</b> (incl. depreciation)	<b>46.9%</b>	<b>47.6%</b>	<b>-0.7 p.p.</b>

The more favourable economic background continues to support the stabilisation, at low levels, of new defaults, as well as the evolution of the impairments and provisions.

Income before taxes and minority interests amounted to €353.5 million, up 20.4 percent.

### Accounts and Business Activity

At the end of June 2018, the loan portfolio stood at €41.4 billion, up 25.3% compared to the homologous period, stabilising at the figure for the end of 2017 as a result of the implementation of the sale of non-productive loans in the second quarter of 2018. The loan portfolio adjusted for the sale of loans and write-offs would have increased 0.8% in the half year.

Deposits rose to €33.4 billion, an increase of 21.1% in annual terms. Compared to December 2017, deposits increased by about €2 million, an increase of 6.3%.

In turn, off-balance-sheet resources rose 25.6% compared to June 2017 and 15.1% compared with the end of the preceding year.

<b>Business Volume</b> (million euros)	<b>Jun-18</b>	<b>Jun-17</b>	<b>Var.</b>
<b>Total Gross Loans</b>	<b>41,388</b>	<b>33,023</b>	<b>+25.3%</b>
<i>from which</i>			
Credit to Individuals	21,540	19,006	+13.3%
<i>from which</i>			
Mortgage	19,262	17,043	+13.0%
Consumer credit	1,617	1,501	+7.7%
Other	661	462	+43.1%
Credit to Corporates	<b>19,056</b>	<b>13,190</b>	<b>+44.5%</b>
<b>Resources</b>	<b>39,516</b>	<b>32,449</b>	<b>+21.8%</b>
Deposits	33,431	27,602	+21.1%
<b>Balance sheet resources</b>	<b>33,431</b>	<b>27,602</b>	<b>+21.1%</b>
Investment funds managed or marketed by the Bank	2,128	1,850	+15.1%
Insurance and other	3,957	2,996	+32.1%
<b>Off-Balance sheet resources</b>	<b>6,085</b>	<b>4,845</b>	<b>+25.6%</b>

The Non-Performing Exposure (NPE) ratio, calculated in keeping with the EBA definition, stood at 4.87%, a 0.83 pp reduction compared to the end of the preceding year, the respective coverage standing at 54.6%.

<b>Credit Risk Ratios</b>	<b>Jun-18</b>	<b>Jun-17</b>	<b>Var.</b>
Non-Performing Exposure ratio <sup>(1)</sup>	4.9%	4.9%	-0.0 p.p.
Non-Performing Exposure coverage ratio	54.6%	61.2%	-6.6 p.p.
Cost of Credit	0.00%	0.09%	-0.09 p.p.

(1) According to EBA criteria

## Liquidity and Solvency

At the end of the first half of 2018, liquidity reserves available to obtain immediate liquidity amounted to about to €9 billion, within the framework of the policy of maintaining a liquidity reserve at conservative levels.

With regard to short-term financing (repos), the amount obtained during the second quarter of the year declined, due to the lesser need for liquidity in this period. However, the policy continued of diversification of counterparties, terms and type of collateral used for the purpose.

The funding obtained from the Eurosystem remained at the year-end level, continuing solely in long-term instruments (TLTROs).

The LCR (Liquidity Coverage Ratio), calculated in accordance with the CRD IV rules, stood at 186.9%, thus meeting the regulatory requirements on the fully-implemented basis which will be in force in 2018.

The Common Equity Tier 1 (CET 1) ratio stood at 13.3% (fully implemented) and at 13.8% (phased-in). The Bank's capitalisation levels remain quite high, well above the minimum required by the ECB under the SREP.

Capital	jun-18*	Jun-17
Common Equity Tier 1	2,868	2,854
Tier 1	3,468	3,454
Total Capital	3,511	3,466
<b>Risk Weighted Assets (RWA)</b>	<b>21,584</b>	<b>18,232</b>
<b>CET 1 ratio</b>	<b>13.3%</b>	<b>15.7%</b>
Tier 1 ratio	16.1%	18.9%
Total Capital Ratio	16.3%	19.0%

\* Data as of May 2018

## Commercial Banking

### Private Customers

In the first half of 2018, the Bank continued its strategy involving the transformation of its business model, with the simplification of processes and development of the digital platform, improving efficiency and customer-service quality, which has translated into an increase of the number of loyal and digital customers.

The strategy underpinned by the Bank's solidity and by customer confidence resulted in an increase of loan productions, in response to customers' needs in the implementation of their projects.

In the first six months of the year mortgage-loan production amounted to slightly more than €1 billion, 28% up over the same period of the preceding year, while personal-credit production amounted to around €250 million. "CrediSimples", released in January 2017, an innovative offer available only via the digital channels, accounted for some 43% of new production in the second quarter.

In turn, production of new loans in the Business/SME segment increased by 14.2% compared to last time, a growth largely underpinned by the enlargement of the base of customers with loans.

The number of Mundo 1|2|3 World customers (customers having an account, a card and insurance protection) exceeded 228,000, with a growth of more than 25,000 in the first half. The Mundo 1|2|3 is a multiproduct solution directed at individual customers of the Bank, who, in addition to the advantages of the 1|2|3 account, can provide an additional set of benefits, via cash-back in the Mundo 1|2|3| card account.

With regard to credit cards there was an increase of more than 11,500 new credit-card customers.

Customer service was awarded the distinction of “Best Banking Contact Centre of in 2018”, by the Portuguese Association of Contact Centres, and the Bank was also the bank preferred by consumers, on being elected “5-Star Bank” in the Major Banks category

## Companies

The Bank continued its strategy of support to the Corporate sector and of strengthening an ever closer relationship with customers, through a set of programmes and initiatives.

Among these, emphasis is given to the Santander Advance Programme, an intensive training course of managers, managing directors, CFOs and CEOs of SMEs in the areas of management, leadership and finance.

The offer of online courses is also kept on as an important support for companies, both customers and non-customers of the Bank, improving the skills of their staff in areas as diverse as planning, sales, languages or marketing.

In the second quarter, the Bank organised another two “BOX – Santander Advance” events, in Porto and in Torres Vedras, consolidating its policy of proximity with Businesses and Local Bodies; they are a moment of exchange of experiences, opinions and knowledge-sharing with all participants.

Also within the scope of the Santander Advance Business programme, in order to further extend its value proposition, the Bank released the “Connect Your Business” solution. This solution, which several companies have already signed up for, allows the creation of an app simply, quickly and cheaply, thus simplifying greater presence in the digital world and the ability to ensure greater customer loyalty, increase sales and stand out from other competitors.

New partnerships are planned, complementing the financial offer, and targeting increasingly comprehensive support for the Business customers.

The Santander Advance Business programme thus maintains its outstanding position in the marketplace for the number of non-financial solutions that it places at the disposal of Portuguese companies, such as courses, employment, training, internationalisation and, now too, at digital level.

The Bank continues its strategy of consolidation of its positioning in international business, and is the financial partner of Portuguese companies in their export and import procedures, supporting companies in internationalisation processes in different foreign markets.

The Bank has seen consistent growth of its market share in trade-finance operations, benefiting from its financial strength, which enables acceptance of their risk, and inherently, that of the Portuguese companies its customers, in the International markets.

This dynamic has allowed a growth of the number of operations, volumes and operating income in international business operations, with particular emphasis on the growth of commissions.

This work was recognised by the “Best Trade Finance Provider 2018” award granted by *Global Finance*, which recommends Banco Santander in Portugal for Portuguese firms as the appropriate partner in their international business.

### **Marketed Investment Funds**

Throughout the first half of the year, financial markets were quite volatile, with most assets, equities and bonds of companies performing in line with market corrections. In this environment, Santander Asset Management (SAM) sought to manage the risk of its mutual funds actively, with the goal of maximising the preservation of their value. Despite the corrections seen in the markets, it was able to maintain a positive rate of subscriptions to the funds and the first half ended with mutual funds under management in the amount of €2.02 billion, providing a market share of about 16.4%.

Real-estate investment funds totalled €446 million in assets under management at the end of the first half of 2018.

### **Corporate and Investment Banking**

During the first half of 2018, the Structured Loan area carried on its business, accompanying the trend of companies in exploring new investment opportunities, with emphasis, during this period, on a wide range of operations in sectors such as renewable energies, transportation and logistics, and beverages, among others.

Various loans and refinancing were also granted in the real-estate sector, including shopping malls and property development for prime residences and tourism apartments.

In the bond markets, emphasis is given to Santander Totta's involvement, as bookrunner, in the inaugural issue of NOS 5-year bonds, in the 10-year bond issue for the Autonomous Region of Madeira and in the securitisation of the tariff debt for EDP.

The Corporate Finance area kept up its activity related with mergers and acquisitions and Equity Capital Markets, with emphasis in this period on the successful completion of consultancy for Morgan Stanley Infrastructure Partners in the acquisition of 75% of Torres de Portugal from PT Portugal of the Altice Group.

The Fixed Income & FX (FIC) area intensified its presence with the customers, they too very aware of the risk variables that can impact negatively on their business, which was reflected in the high number (and nominal) of operations contracted. In the first half of the year, more than 50% of loans formalised were actually contracted at a fixed rate, which reflects, on the one hand, the growing concerns of companies regarding the future performance of rates and, on the other hand, the Bank's response capacity in the light of the customers' needs in line with the greater volatility of the markets.

The continuation of historically low interest rates has conditioned the diversity of structures that the structured-products area is able to offer its customers. Thus, throughout the first half of 2018, the marketing of the following products should be underlined: (1) two structured financial insurances, of a total amount of €133.6 million; (2) seven structured deposits (5 issues denominated in euros and two in US dollars), the total amount standing at approximately €167 million.

Cash equities activity accompanied the general market trend, with an increase in trading volume, especially in May, as seen in the slight increase of the share in the online business to 5.9%. The focus on the eBroker platform was enhanced with the release of new initiatives for the commercial area and the of new functions, including the availability of the OTC market for bonds, which is at a pilot-project stage with the Private Banking managers.

## Insurance

The Insurance area kept its focus on the relationship with customers, always seeking to diversify the products for the better protection of its customers, from a multichannel and digital standpoint and with a communication differentiated by segment.

Domestic Services Protection Insurance was launched, the first autonomous insurance to be marketed via the Santander app. Online contracting of protection insurance accounted for 35% of the total and contracting financial insurance also performed very well on the digital channels.

Also released were new financial insurances, total placements of which totalled about €429 million in the first half.

During this period financial and risk insurance commissions together amounted to about €49 million.

In parallel, the Bank continued to foster a service attitude, with an intensive plan of after-sales initiatives aimed at ongoing improvement of service quality and the customer experience.

## Institutional information

Banco Santander (SAN SM, STD US, BNC LN) is a commercial bank founded in 1857, with head office in Spain: it has relevant market shares in 10 key-markets in Europe and America, and is the largest bank in the euro zone in terms of market capitalization. At end-2017, it had customers' resources amounting to 986,000 million euros (deposits and investment funds, 133 million customers, 13,700 branches and 200,000 employees. Santander's net income in 2017 amounted to 6,619 million, a 7% year on year increase.

### Santander Totta, SGPS

In accordance with the definition contained in instructions 16/2004 of the Bank of Portugal with the changes in instruction 6/2018

<b>Ratios</b>	<b>Jun-18</b>	<b>Jun-17</b>	<b>Var.</b>
<b>Profitability</b>			
Income before taxes and MI/Average net assets	1.4%	1.3%	+0.1 p.p.
Operating income/Average net assets	2.6%	2.4%	+0.2 p.p.
Income before taxes and MI/Average equity	17.7%	15.8%	+1.9 p.p.
<b>Efficiency</b>			
Total operating expenses/Operating income	46.5%	47.2%	-0.7 p.p.
Personnel expenses/Operating income	26.9%	28.5%	-1.6 p.p.
<b>Transformation</b>			
Credit (net)/Deposits	119.9%	115.2%	+4.7 p.p.

#### Comunicação Externa

**Santander Totta, SGPS**

<b>Income Statement*</b> (million euros)	<b>Jun-18</b>	<b>Jun-17</b>	<b>Var.</b>
<b>Net interest income (without dividends)</b>	<b>444.1</b>	<b>338.4</b>	<b>+31.3%</b>
Dividends from equity instruments	1.3	2.9	-54.4%
<b>Net interest income</b>	<b>445.5</b>	<b>341.2</b>	<b>+30.5%</b>
Net commissions	184.4	166.5	+10.8%
Other banking income	-27.4	-17.4	+57.5%
Insurance activity	10.2	5.5	+86.4%
<b>Commercial revenue</b>	<b>612.7</b>	<b>495.8</b>	<b>+23.6%</b>
Gain/loss on financial transactions	45.6	53.6	-14.8%
<b>Operating income</b>	<b>658.3</b>	<b>549.4</b>	<b>+19.8%</b>
Total operating expenses	(309.0)	(261.5)	+18.1%
Personnel expenses	(178.8)	(157.9)	+13.2%
General expenses	(109.2)	(84.6)	+29.1%
Depreciation	(20.9)	(19.0)	+10.1%
<b>Net operating income</b>	<b>349.3</b>	<b>287.8</b>	<b>+21.4%</b>
Impairment, net provisions and other	4.2	5.7	-26.9%
<b>Income before taxes and MI</b>	<b>353.5</b>	<b>293.6</b>	<b>+20.4%</b>
Taxes	(110.0)	(64.5)	+70.6%
Minority interests	0.1	(0.1)	-
Other non recurrent results	20.1	0.0	-
<b>Consolidated net income</b>	<b>263.6</b>	<b>228.9</b>	<b>+15.2%</b>

(\*) Not audited

**Comunicação Externa**

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**Santander Totta, SGPS**

<b>Balance Sheet</b> (million euros)	<b>Jun-18</b>	<b>Jun-17</b>	<b>Var.</b>
Cash, cash balances at central banks and other demand deposits	3,114	2,341	+33.0%
Financial assets held for trading, at fair value through profit or loss, and at fair value through other comprehensive income	9,380	8,240	+13.8%
Financial assets at amortised cost	40,978	33,512	+22.3%
Of which:			
Loans to Customers	39,947	31,660	+26.2%
Investments in subsidiaries, joint ventures and associates	106	98	+8.6%
Tangible assets	350	295	+18.9%
Intangible assets	31	35	-10.2%
Non-current assets held for sale	77	96	-19.2%
Other assets	1,923	1,384	+38.9%
<b>Total Assets</b>	<b>55,960</b>	<b>46,000</b>	<b>+21.7%</b>
Financial liabilities held for trading	4,401	3,977	+10.7%
Financial liabilities at amortised cost	45,303	36,753	+23.3%
Deposits from Central Banks and Credit Institutions	3,056	3,081	-0.8%
Customer deposits	33,431	27,602	+21.1%
Debt securities issued	4,398	3,633	+21.1%
Of which: subordinated debt	8	8	+0.0%
Other financial liabilities	4,417	2,437	+81.3%
Provisions	496	193	+156.8%
Technical provisions	724	349	+107.7%
Other liabilities	1,031	888	+16.1%
<b>Total Liabilities</b>	<b>51,955</b>	<b>42,159</b>	<b>+23.2%</b>
Share capital atributable to ST SGPS shareholders	4,004	3,839	+4.3%
Non controlling interests	2	2	+13.6%
<b>Total Equity</b>	<b>4,005</b>	<b>3,841</b>	<b>+4.3%</b>
<b>Total Equity and Total Liabilities</b>	<b>55,960</b>	<b>46,000</b>	<b>+21.7%</b>

Note: Following the entry into force of IFRS 9, Santander Totta SGPS applied the guidelines of Regulation (EU) 2017/1443 of June 29, 2017, for the financial position statement

**Comunicação Externa**

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