

📣 Santander

Fixed income investors presentation

Q1 2025

Important information

Non-IFRS and alternative performance measures

Banco Santander, S.A. ("Santander") cautions that this presentation may contain financial information prepared according to International Financial Reporting Standards (IFRS) and taken from our consolidated financial statements, as well as alternative performance measures (APMs) as defined in the Guidelines on Alternative Performance Measures issued by the European Securities and Markets Authority (ESMA) on 5 October 2015, and other non-IFRS measures. The APMs and non-IFRS measures were calculated with information from Grupo Santander; however, they are neither defined or detailed in the applicable financial reporting framework nor audited or reviewed by our auditors. We use the APMs and non-IFRS measures when planning, monitoring and evaluating our performance. We consider them to be useful metrics for our management and investors to compare operating performance between accounting periods.

Nonetheless, the APMs and non-IFRS measures are supplemental information; their purpose is not to substitute the IFRS measures. Furthermore, companies in our industry and others may calculate or use APMs and non-IFRS measures differently, thus making them less useful for comparison purposes. APMs using environmental, social and governance labels have not been calculated in accordance with the Taxonomy Regulation or with the indicators for principal adverse impact in SFDR.

For more details on APMs and non-IFRS measures, please see the 2024 Annual Report on Form 20-F filed with the U.S. Securities and Exchange Commission (the SEC) on 28 February 2025 (<u>https://www.santander.com/content/dam/santander-com/en/documentos/informacion-sobre-resultados-semestrales-y-anuales-suministrada-a-la-sec/2025/sec-2024-annual-20-f-2024-en.pdf</u>), as well as the section "Alternative performance measures" of Banco Santander, S.A. (Santander) Q1 2025 Financial Report, published on 30 April 2025 (<u>https://www.santander.com/en/shareholders-and-investors/financial-and-economic-information#quarterly-results</u>).

Sustainability information

This presentation may contain, in addition to financial information, sustainability-related information, including environmental, social and governance-related metrics, statements, goals, targets, commitments and opinions. Sustainability information is not audited nor, save as expressly indicated under section 'Auditors' reviews' of the 2024 Annual Financial Report, reviewed by an external auditor. Sustainability information is prepared following various external and internal frameworks, reporting guidelines and measurement, collection and verification methods and practices, which may materially differ from those applicable to financial information and are in many cases emerging and evolving. Sustainability information is based on various materiality thresholds, estimates, assumptions, judgments and underlying data derived internally and from third parties. Sustainability information is thus subject to significant measurement uncertainties, may not be comparable to sustainability information of other companies or over time or across periods and its use is not meant to imply that the information is fit for any particular purpose or that it is material to us under mandatory reporting standards. The sustainability information is for informational purposes only, without any liability being accepted in connection with it except where such liability cannot be limited under overriding provisions of applicable law.

Forward-looking statements

Santander hereby warns that this presentation may contain 'forward-looking statements', as defined by the US Private Securities Litigation Reform Act of 1995. Such statements can be understood through words and expressions like 'expect', 'project', 'anticipate', 'should', 'intend', 'probability', 'risk', 'VaR', 'RoRAC', 'RoRWA', 'TNAV', 'target', 'goal', 'objective', 'estimate', 'future', 'ambition', 'aspiration', 'commitment', 'commit', 'focus', 'pledge' and similar expressions. They include (but are not limited to) statements on future business development, shareholder remuneration policy and NFI. However, risks, uncertainties and other important factors may lead to developments and results that differ materially from those anticipated, expected, projected or assumed in forward-looking statements. The important factors below (and others mentioned in this report), as well as other unknown or unpredictable factors, could affect our future development and results and could lead to outcomes materially different from what our forward-looking statements anticipate, expect, project or assume:

• general economic or industry conditions (e.g., an economic downturn; higher volatility in the capital markets; inflation; deflation; changes in demographics, consumer spending, investment or saving habits; and the effects of the wars in Ukraine and the Middle East or the outbreak of public health emergencies in the global economy) in areas where we have significant operations or investments;

• climate-related conditions, regulations, targets and weather events; • exposure to market risks (e.g., risks from interest rates, foreign exchange rates, equity prices and new benchmark indices);

Important information

• potential losses from early loan repayment, collateral depreciation or counterparty risk;

• political instability in Spain, the UK, other European countries, Latin America and the US;

• legislative, regulatory or tax changes (including regulatory capital and liquidity requirements), especially in view of the UK's exit from the European Union and greater regulation prompted by financial crises;

• acquisition integration and challenges arising from deviating management's resources and attention from other strategic opportunities and operational matters;

• uncertainty over the scope of actions that may be required by us, governments and other to achieve goals relating to climate, environmental and social matters, as well as the evolving nature of underlying science and industry and governmental standards and regulations;

• our own decisions and actions, including those affecting or changing our practices, operations, priorities, strategies, policies or procedures; and

• changes affecting our access to liquidity and funding on acceptable terms, especially due to credit spread shifts or credit rating downgrade for the entire group or core subsidiaries.

Forward looking statements are based on current expectations and future estimates about Santander's and third-parties' operations and businesses and address matters that are uncertain to varying degrees, including, but not limited to developing standards that may change in the future; plans, projections, expectations, targets, objectives, strategies and goals relating to environmental, social, safety and governance performance, including expectations regarding future execution of Santander's and third parties' energy and climate strategies, and the underlying assumptions and estimated impacts on Santander's and third-parties' businesses related thereto; Santander's and third-parties in relation to carbon use and targeted reductions of emissions; changes in operations or investments under existing or future environmental laws and regulations; and changes in government regulations and regulatory requirements, including those related to climate-related initiatives.

Forward-looking statements are aspirational, should be regarded as indicative, preliminary and for illustrative purposes only, speak only as of the date of this presentation and are informed by the knowledge, information and views available on such date and are subject to change without notice. Banco Santander is not required to update or revise any forward-looking statements, regardless of new information, future events or otherwise, except as required by applicable law.

Past performance does not indicate future outcomes

Statements about historical performance or growth rates must not be construed as suggesting that future performance, share price or earnings (including earnings per share) will necessarily be the same or higher than in a previous period. Nothing mentioned in this presentation should be taken as a profit and loss forecast.

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Santander, a leading financial group

Q1'25 Highlights	
Total assets (€ bn)	1,845
Customer loans (€ bn excluding reverse repos)	1,019
Customer deposits + mutual funds (€ bn excluding repos)	1,219
Branches	7,910
Q1'25 Net operating income (pre-provision profit) (€ mn)	9,048
Q1'25 Attributable profit (€ mn)	3,402
Market capitalization (€ bn; 31-03-25)	93.9
People (headcount)	207,137
Customers (mn)	175
Shareholders (mn)	3.4
Financial inclusion (mn people)	4.8

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Continuing strong operational performance driving profit growth

Group P&L			Current	Constant	
€ million	Q1'25	Q1'24	%	%	NII excluding Argentina:
NII	11,378	11,983	-5	-2 🗸	+0% in current +4% in constant
Net fee income	3,369	3,240	4	9	+4 /0 In constant
Other income	790	157	n.m.	n.m.	Total revenue excluding Argentina:
Total revenue *	15,537	15,380	1	5 🔽	+1% in current +5% in constant
Operating expenses	-6,489	-6,547	-1	2	
Net operating income	9,048	8,833	2	7	
LLPs	-3,161	-3,125	1	7	
Other results	-700	-1,125	-38	-36	
Attributable profit	3,402	2,852	19	24	
Att. profit like-for-like Spanis	sh banking ta	IX ¹	10	13	

(*) Revenue profile is significantly affected by Argentina (non-material in total revenue): -€609mn in NII YoY compensated by +€554mn from lower inflation in other income. **SANTANDER**

- 2025 has started with excellent business and commercial dynamics
- Revenue growth backed by record net fee income
- C/I and CoR improvement
- Higher RoTE

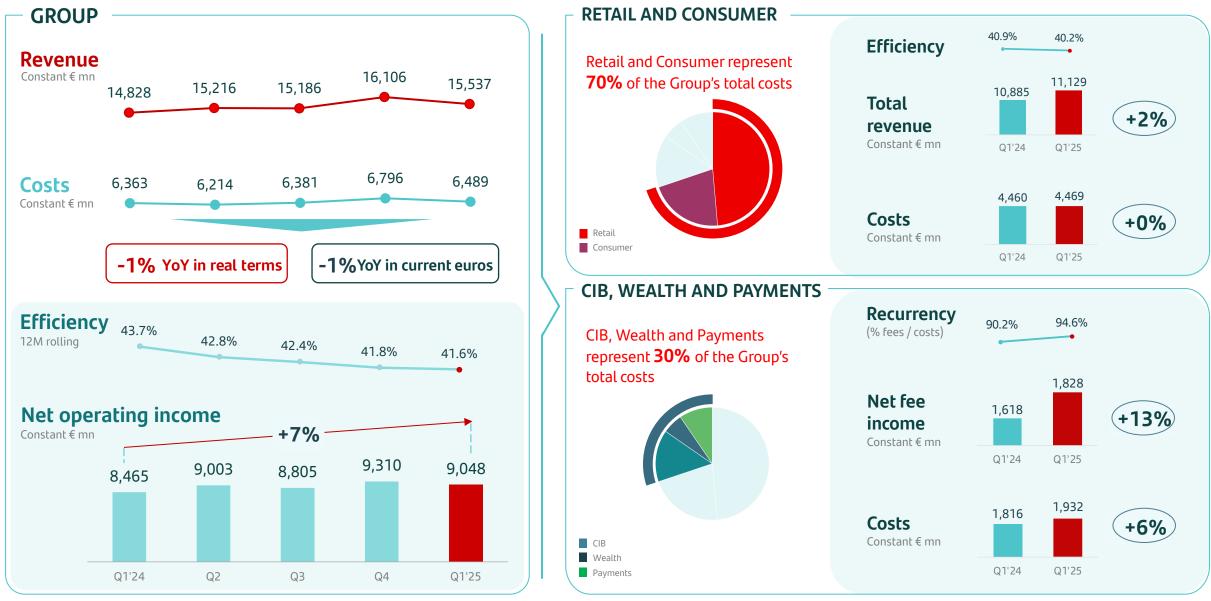
(1) YoY attributable profit growth if we accrue the 2024 temporary levy on revenue earned in Spain, in line with the criteria used for the banking tax in Spain in 2025.



Note: underlying P&L. All references to variations in constant euros across the presentation include Argentina in current euros to mitigate distortions from a hyperinflationary economy. From Q2 2024 onwards for the Argentine peso, we apply an alternative exchange rate that better reflects the evolution of inflation (we continue to apply the official ARS exchange rate to all prior periods). For further information, please see the 'Alternative Performance Measures' section of the Quarterly Financial Report.

Q1 2025 Summary

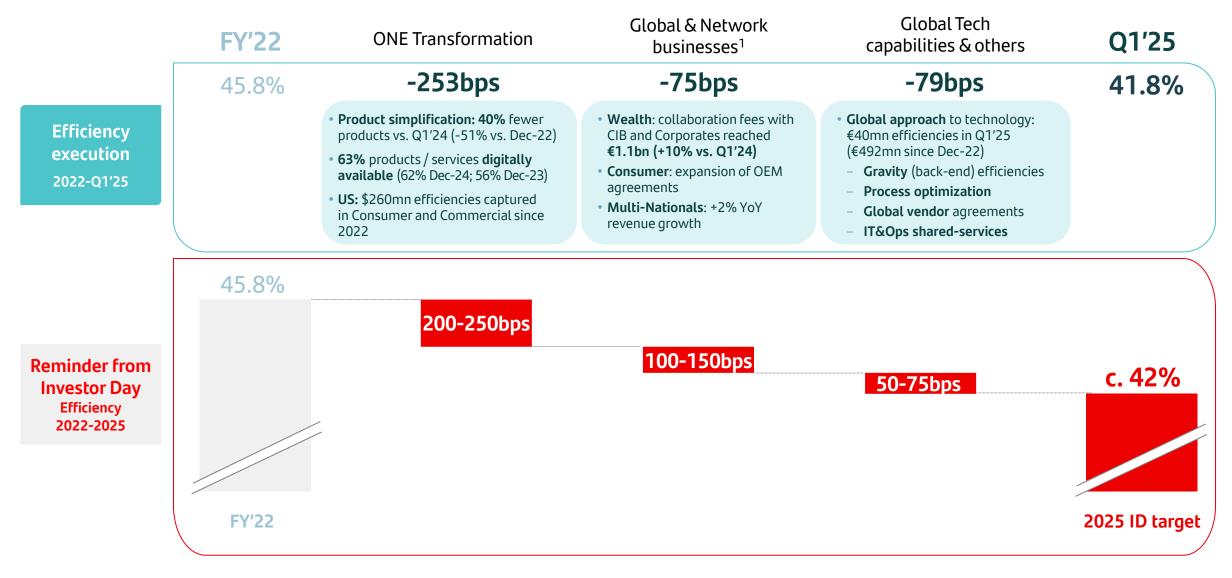
ONE Transformation is driving further structural efficiency improvements



Note: data and YoY % changes in constant euros. Contribution to Group costs as a percentage of total operating areas, excluding the Corporate Centre. Costs in real terms are calculated in constant euros and excluding the impact from weighted average inflation.

Q1 2025 Summary

Consistent execution of ONE Transformation is driving both revenue and costs ahead of plan

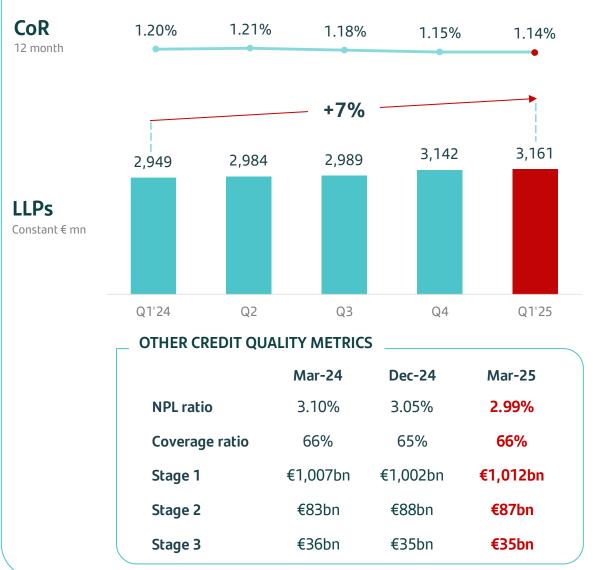




Q1 2025 Summary

Solid credit quality with improvement across most of our businesses





CREDIT QUALITY —

- CoR improved YoY, improving in most of our businesses
- **Better credit quality YoY,** backed by record low unemployment rates in most countries and easing monetary policies
- **NPL ratio of 2.99%,** improving YoY and QoQ. NPL coverage and stages stable

DETAIL BY BUSINESS

- In Retail, which represents c.45% of Group LLPs, CoR improved YoY to 0.91%, with good performances across our main countries, and stable QoQ
 - In Spain, CoR improved YoY, with good underlying trends and favoured by portfolio sales
 - The UK's CoR dropped YoY, remaining at very low levels
 - Brazil improved YoY. Slight deterioration QoQ in a context of higher interest rates and inflation
 - Mexico's CoR improved significantly YoY and QoQ with better credit quality in mortgages and corporates
- In Consumer, which represents c.35% of Group LLPs, CoR was stable YoY at 2.14% and better QoQ. Of note, DCB US improvement both YoY and QoQ

Q1 2025 Summary

Strong organic capital generation, CET1 at the top end of our 12-13% operating range



Note: Phased-in ratios are calculated in accordance with the transitory treatment of the CRR. For 2024 data, the transitional treatment of IFRS 9 also applies.

(1) Dec-24 data on a fully-loaded basis (as published in the Q4 2024 Financial Report), excluding the transitory treatment of IFRS 9 and the CRR2.

(2) Our current ordinary shareholder remuneration policy is to distribute approximately 50% of Group reported profit (excluding non-cash, non-capital ratios impact items), divided approximately equally between cash dividends and

share buybacks. The implementation of the shareholder remuneration policy is subject to future corporate and regulatory decisions and approvals.

Q1 2025 Summary

Another record quarter that puts us on track to meet our 2025 targets

		2025 targets	Q1′25
Revenue and costs on track on the back of our consistent execution of ONE Transformation	Revenue	c.€62bn	€15.5bn +1%YoY in euros
	Fees	Mid-high single digit growth	+9% in constant euros, YoY
	Cost base	Down vs. 2024 in euros	-1%
Solid balance sheet,	CoR	c.1.15%	1.14%
with sound credit quality and capital ratios	CET1 ¹	13% operating range: 12-13%	12.9%
Higher profitability and double-digit shareholder value creation driven by capital	RoTE post-AT1	c.16.5%	15.8% +1.7pp YoY
productivity and disciplined capital allocation	TNAVps + Cash DPS	Double-digit growth through-the-cycle	+14.5%



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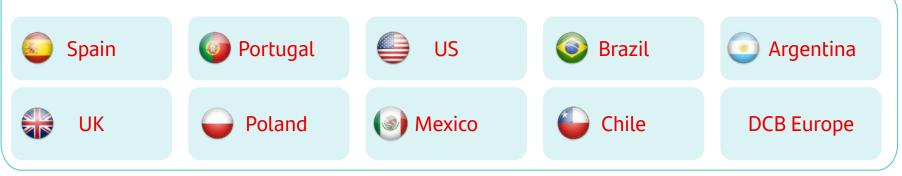
Santander is managed according to primary and secondary segments

Group structure in 2025



PRIMARY SEGMENTS (GLOBAL BUSINESSES) Retail Consumer CIB Wealth Payments

- SECONDARY SEGMENTS



Group functions and Corporate Centre activities¹

Interna Audit	Strategy & Sustainability	General Secretariat ² Corporate Development	Comms & Marketing	Risk & Compliance	Technology & Operations	People & Culture Universities	Financial Accounting & Control	Finance	Regulatory & Supervisory Relations
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Note: The Corporate Centre is allocated to both the primary and secondary segments. Secondary segments also includes a 'Rest of the Group'.

- (1) From February 2025, the board agreed to remove the regional layer of management to drive simplification. In addition, the Costs, Procurement and Outsourcing and Organization functions were included within other Group functions.
- (2) Includes Legal, Internal Governance, Tax and Security & Intelligence.

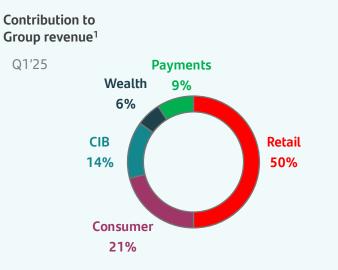
Our business model continues to deliver for all our stakeholders

1. Customer focus 2. Scale Building a digital bank Global and in-market with branches scale 📣 Retail Retail & Commercial Banking 175 mn **Consumer** Digital Consumer Bank Corporate & Investment Banking 📣 CIB total customers ONE Santander ♦ Wealth Wealth Management & Insurance Note: Payments 104 mn active customers DCBE

> Our global and in-market scale helps us to improve our local banks' profitability, adding value and network benefits. Our activities are organized under five global businesses: Retail & Commercial Banking (Retail), Digital Consumer Bank (Consumer), Corporate & Investment Banking (CIB), Wealth Management & Insurance (Wealth) and Payments.

3. Diversification

Business, geographical and balance sheet



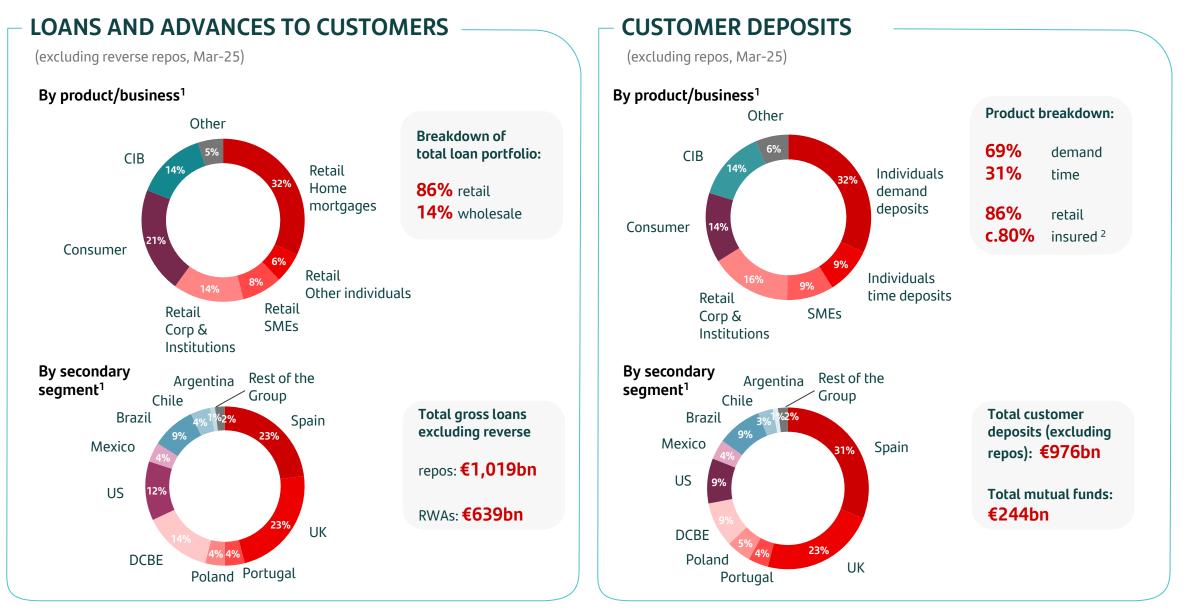
Well-balanced diversification between businesses and markets, with a solid and simple balance sheet that gives us recurrent net operating income, with low volatility and more predictable results.

We continue to build a digital bank with branches, with a

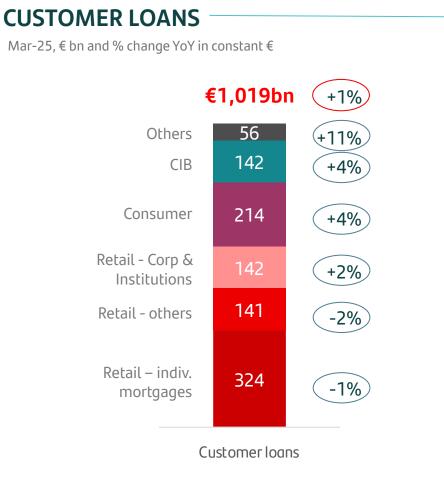
multichannel offer to fulfil all our customers' financial

needs.

We maintain our geographic and business diversification both in assets and liabilities ...

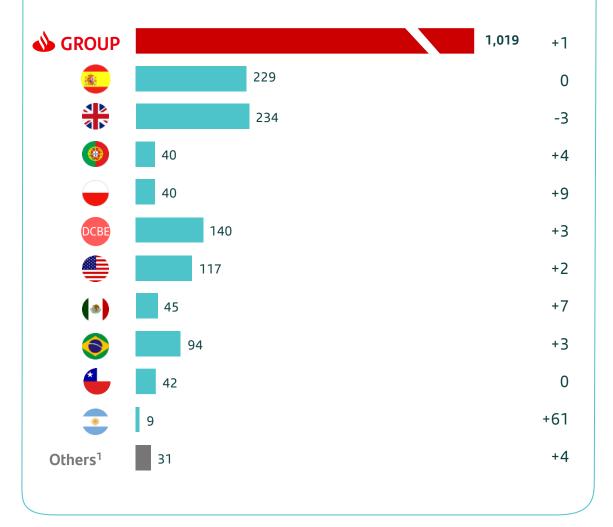


... with loans that remained steady despite changing interest rate dynamics...



Loan growth across most of our footprint, except in Spain (still affected by early repayments) and the UK (in line with our strategy focused on profitable growth and capital optimization). CUSTOMER LOANS BY COUNTRY

Mar-25, € bn and % change YoY in constant €

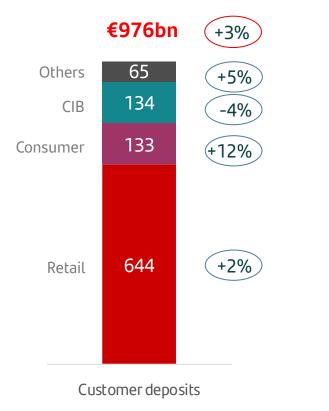




... and a strong and diversified deposit base

- CUSTOMER DEPOSITS

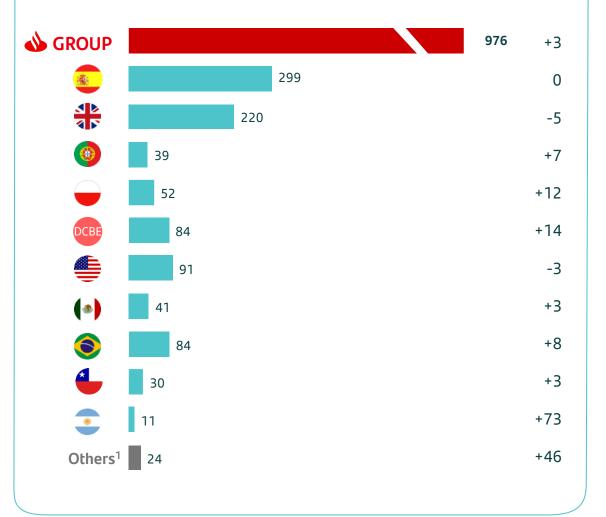
Mar-25, € bn and % change YoY in constant €



High-quality stable deposit base and a high proportion of our deposits from individuals are covered by deposit guarantee schemes.

CUSTOMER DEPOSITS BY COUNTRY

Mar-25, € bn and % change YoY in constant €

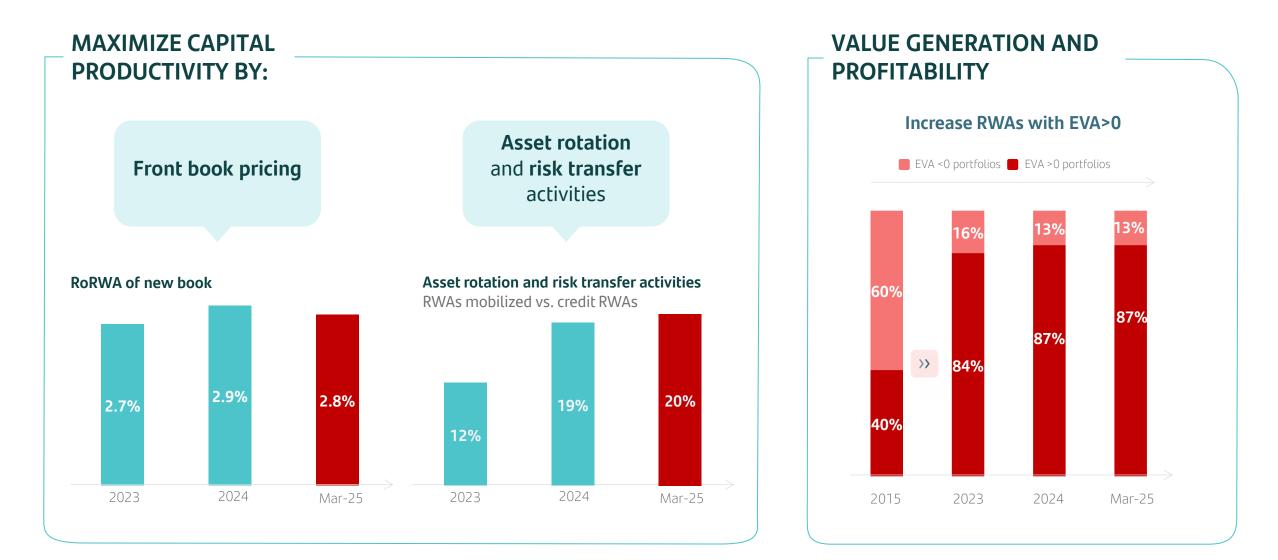




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Capital Enhanced capital strength: profitable organic generation, with new front book at 22% RoTE

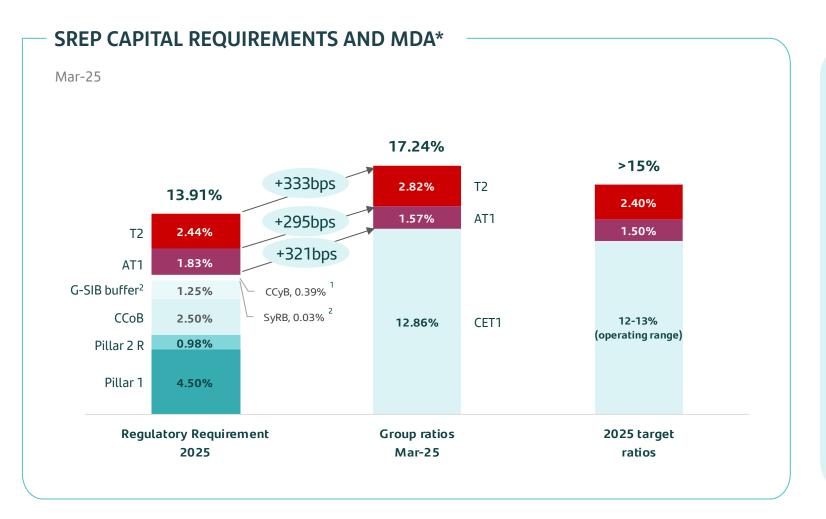


Capital

Santander's Global Asset Desk coordinates and drives balance sheet mobilization efforts across the Group, delivering significant risk transfer growth



Capital Santander's capital levels amply exceed minimum regulatory requirements



- CET1 ratio of 12.9%, at the top end of our 12-13% operating range for 2025
- The minimum CET1 to be maintained by the Group is 9.65%
- As of Mar-25, the distance to the MDA is 295bps³ and the CET1 management buffer is 321bps
- Our current estimate for the fullyloaded CET1 ratio is comfortably above our >12% Investor Day target for 2025 year end

* Phased-in ratios are calculated in accordance with the transitory treatment of the CRR.

- 1) Estimated countercyclical buffer as of Mar-25.
- Estimated systemic risk buffer as of Mar-25.
- 3) MDA trigger = 3.21% 0.26% = 2.95% (26bps of AT1 shortfall is covered with CET1).

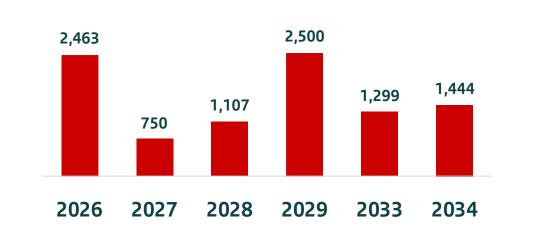
Capital Strong fundamentals for AT1 bond holders

during the crisis and should continue to underpin the Group's earnings generation capacity
 As of Mar-25, the distance to the MDA is 295bps²
 Santander Parent Bank has €72.8bn in Available Distributable Items, best-in-class This amount of ADI represents c.110 times the full Parent AT1 budgeted for 2025. Santander has never been prohibited from making a Tier 1 payment or dividend due to insufficient ADIs. Santander has never cancelled the payment of coupons of any of its Tier 1 securities

Capital AT1 issuances distributed by call date

BANCO SANTANDER, S.A. AT1 ISSUANCES OUTSTANDING AT Mar-25

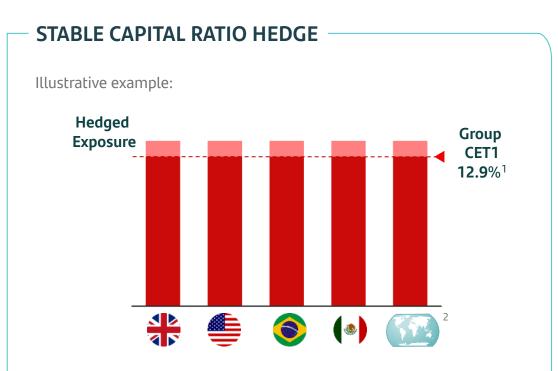
	Nominal			Next call	Reset
Currency	€ mn	Coupon	Structure	date	Spread
EUR	1,500	4.38%	PNC6	14-Jan-26	453.4 bps
USD	963	4.75%	PNC6	12-Nov-26	375.3 bps
EUR	750	4.13%	PNC7	12-Nov-27	431.1 bps
USD	1,107	9.63%	PNC5	21-Nov-28	530.6 bps
EUR	1,000	3.63%	PNC8	21-Mar-29	376 bps
EUR	1,500	7.00%	PNC6	20-Nov-29	443.2 bps
USD	1,299	9.63%	PNC10	21-May-33	529.8 bps
USD	1,444	8.00%	PNC10	01-Feb-34	391.1 bps
	EUR USD EUR USD EUR EUR USD	Currency € mn EUR 1,500 USD 963 EUR 750 USD 1,107 EUR 1,000 EUR 1,500 USD 1,299	Currency € mn Coupon EUR 1,500 4.38% USD 963 4.75% EUR 750 4.13% USD 1,107 9.63% EUR 1,000 3.63% EUR 1,500 7.00% USD 1,299 9.63%	Currency € mn Coupon Structure EUR 1,500 4.38% PNC6 USD 963 4.75% PNC6 EUR 750 4.13% PNC7 USD 1,107 9.63% PNC8 EUR 1,000 3.63% PNC8 EUR 1,500 7.00% PNC6 USD 1,299 9.63% PNC10	Currency € mn Coupon Structure date EUR 1,500 4.38% PNC6 14-Jan-26 USD 963 4.75% PNC6 12-Nov-26 EUR 750 4.13% PNC7 12-Nov-27 USD 1,107 9.63% PNC8 21-Nov-28 EUR 1,000 3.63% PNC8 21-Mar-29 EUR 1,500 7.00% PNC6 20-Nov-27 USD 1,299 9.63% PNC10 21-May-33



Call date



Capital FX hedging policy on capital ratio and P&L



- Managed to mitigate FX volatility in our CET1 ratio.
- Based on Group regulatory capital and RWAs by currency.

- OUR P&L POLICY

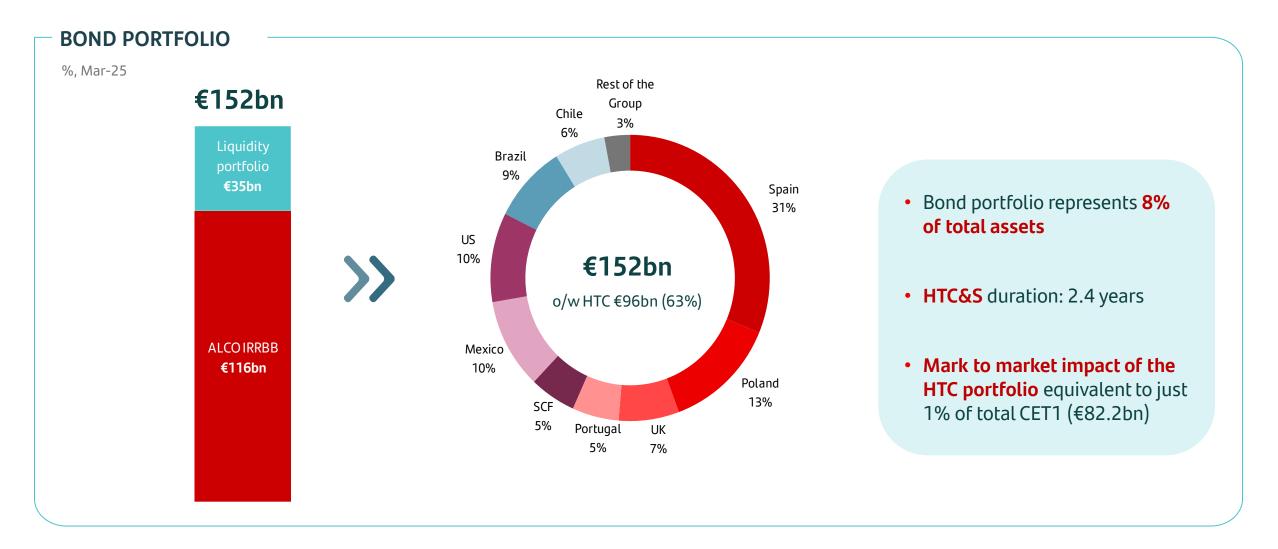
Strategic management of exposure to exchange rates in equity and dynamic management of the FX hedges related to the units' next 12 months results in euros

Corporate Centre assumes all hedging costs

Mitigate impact of FX volatility



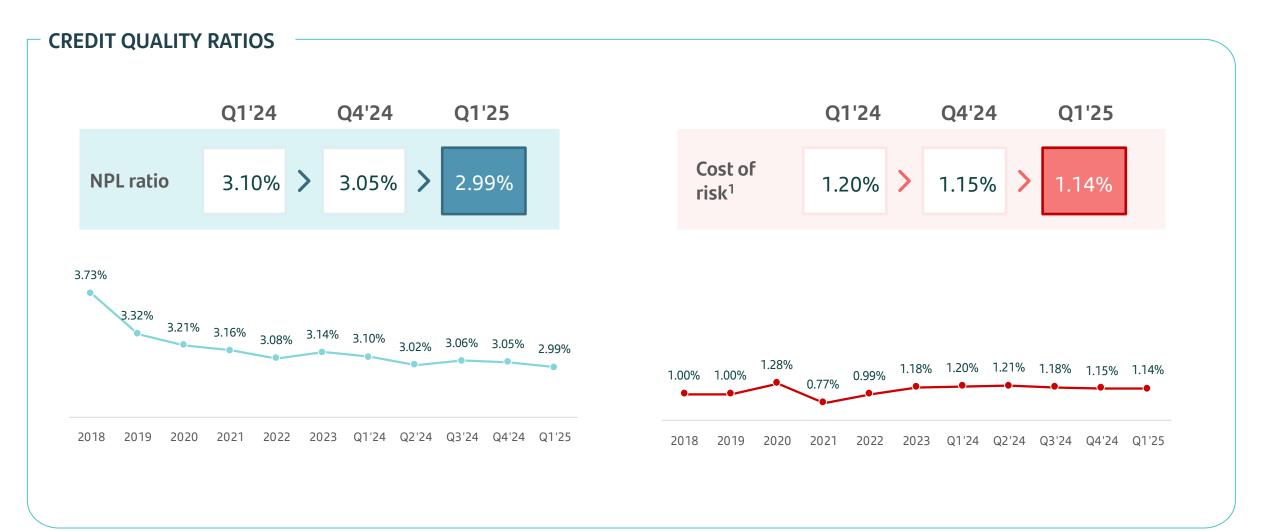
Capital Diversified bond portfolio represents just 8% of total assets



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Asset Quality Credit quality remains solid...

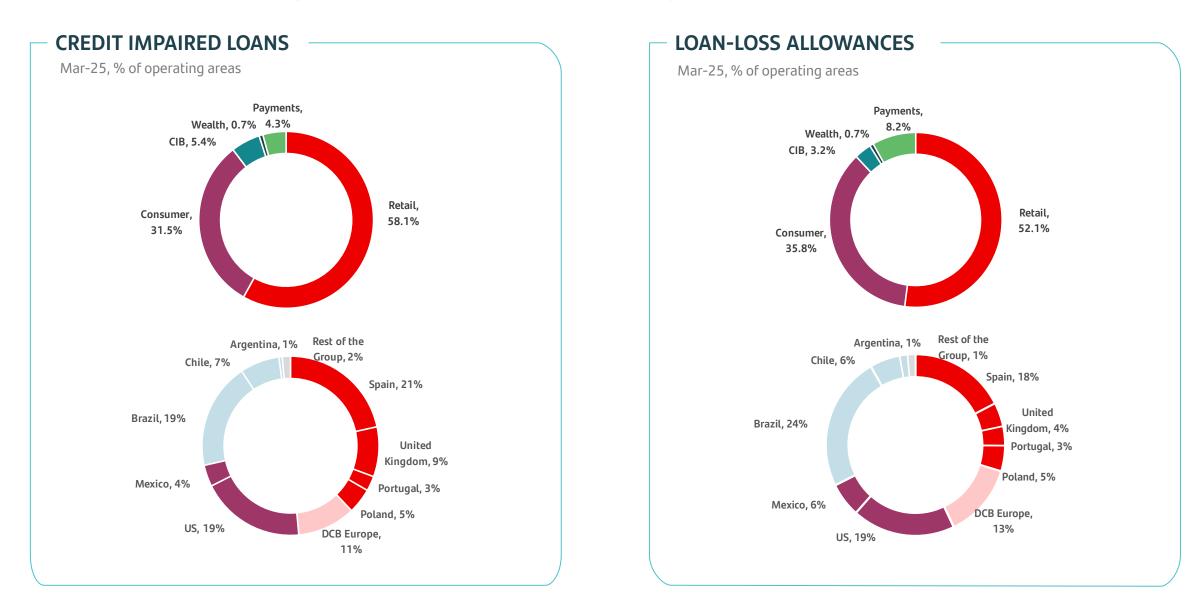


Asset Quality ... at the Group and country level

— N	PL RATIOS —			
%				
		Q1 2024	Q4 2024	Q1 2025
	Retail	3.21	3.18	3.12
	Consumer	4.86	5.07	5.09
	CIB	1.19	0.83	0.75
	Wealth	0.93	0.93	0.98
	Payments	4.99	5.20	5.88
	Spain	3.00	2.68	2.56
	UK	1.48	1.33	1.25
	Portugal	2.63	2.40	2.25
	Poland	3.57	3.66	3.52
	DCB Europe	2.27	2.50	2.62
	US	4.60	4.72	4.45
	Mexico	2.74	2.71	2.79
	Brazil	6.06	6.14	6.33
	Chile	4.95	5.37	5.60
	Argentina	1.84	2.06	2.32

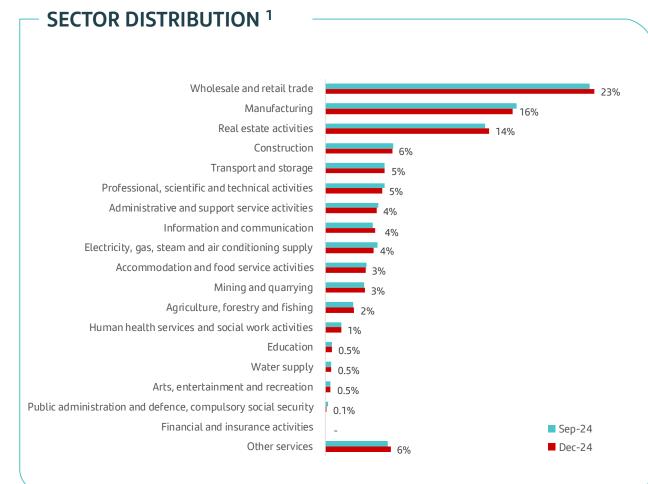
OST OF RISK ¹ –			
	Q1 2024	Q4 2024	Q1 2025
Retail	1.03	0.92	0.91
Consumer	2.12	2.16	2.14
CIB	0.14	0.09	0.08
Wealth	-0.06	0.19	0.20
Payments	6.88	7.36	7.52
Spain	0.59	0.50	0.49
UK	0.08	0.03	0.04
Portugal	0.19	0.03	-0.03
Poland	1.95	1.38	1.20
DCB Europe	0.67	0.88	0.92
US	1.98	1.82	1.73
Mexico	2.63	2.64	2.55
Brazil	4.79	4.51	4.61
Chile	0.85	1.19	1.26
Argentina	5.43	4.59	4.58

Asset Quality Distribution of credit impaired loans in line with total portfolio



Strong portfolio diversification with a 57% exposure to individuals and stable sector distribution

- CREDIT QUALIT	Υ		
	Mar-24	Dec-24	Mar-25
NPL ratio	3.10%	3.05%	2.99%
Coverage ratio	66%	65%	66%
Stage 1	€1,007bn	€1,002bn	€1,012bn
Stage 2	€83bn	€88bn	€87bn
Stage 3	€36bn	€35bn	€35bn



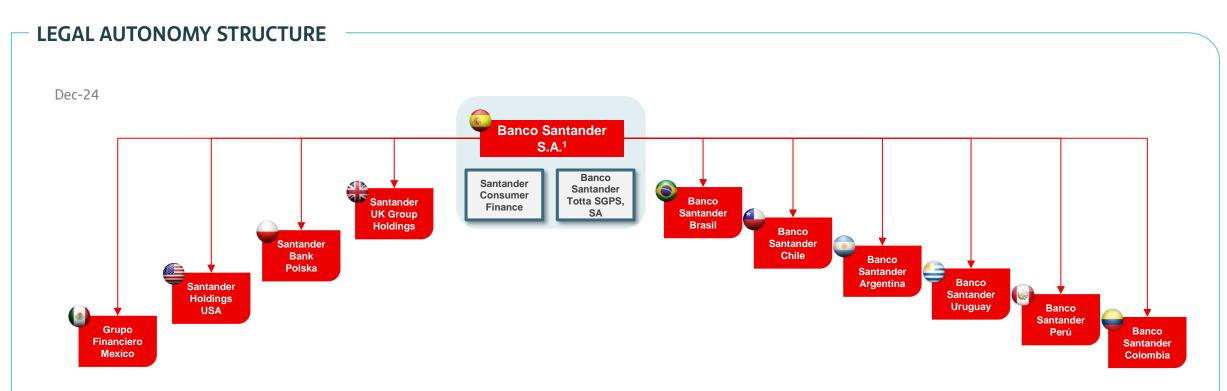
(1) Source: FINREP (excluding Financial and insurance activities). % calculated over gross carrying amount, excluding individuals.

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Liquidity and Funding

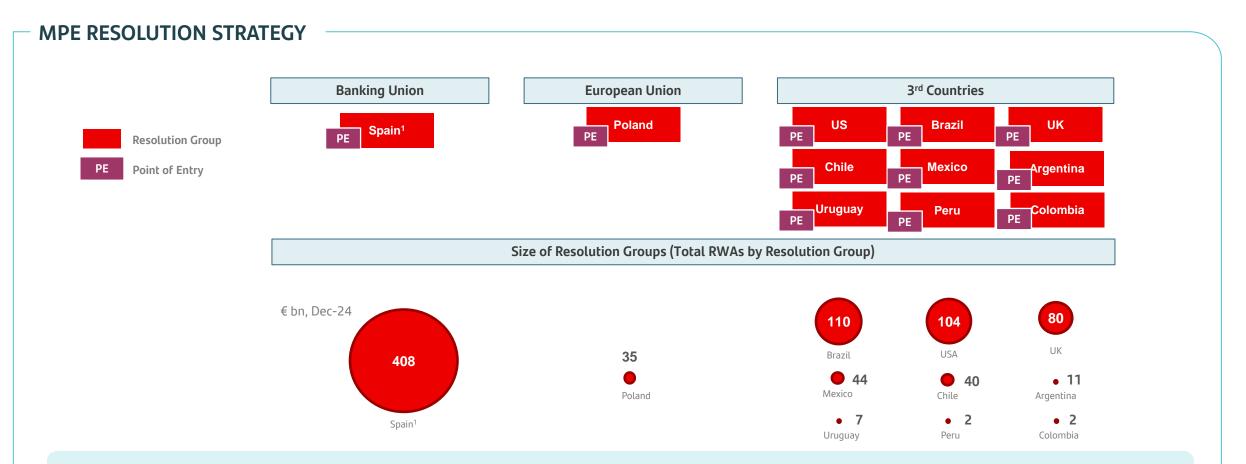
The Group's business model combines local knowledge with global best practices through legally, financially and operationally autonomous subsidiaries...



- Financial autonomy: Financial interconnections are limited and at market prices
- **Operational autonomy**: Shared services are limited and carried out through autonomous factories. Access to FMIs through other Group entities is very limited.

Liquidity and Funding

... divided into different resolution groups that can be resolved separately though multiple entry points



- We have defined the **Resolution Groups (RGs) mirroring the model of autonomous financial groups** so that all entities have been assigned to one RG
- Each RG comprises the entity identified as the entry point in resolution and the entities that belong to it

Liquidity and Funding Santander's liquidity management is based on the following principles

Decentralized liquidity model.

Needs derived from medium- and long-term activity must be financed by medium- and long-term instruments.

• High contribution from customer deposits, due to the retail nature of the balance sheet.

• Diversification of wholesale funding sources by instruments/investors, markets/currencies and maturities.

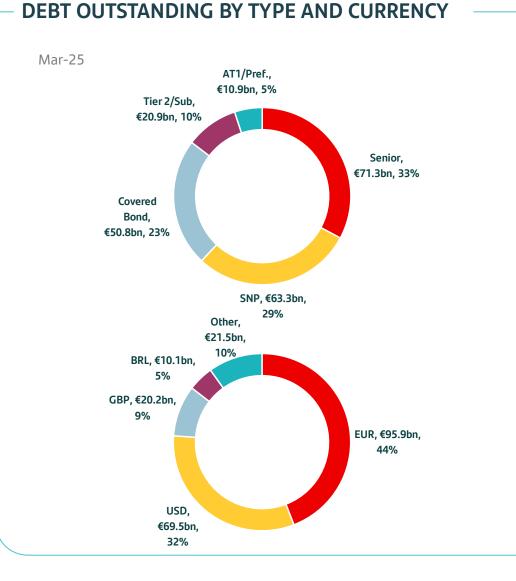
Limited recourse to wholesale short-term funding.

Availability of sufficient liquidity reserves, including the discount window/standing facility in central banks to be used in adverse situations.

• Compliance with regulatory liquidity requirements both at Group and subsidiary level, as a conditioning management factor.

Liquidity and Funding

Stock of issuances shows diversification across instruments and entities



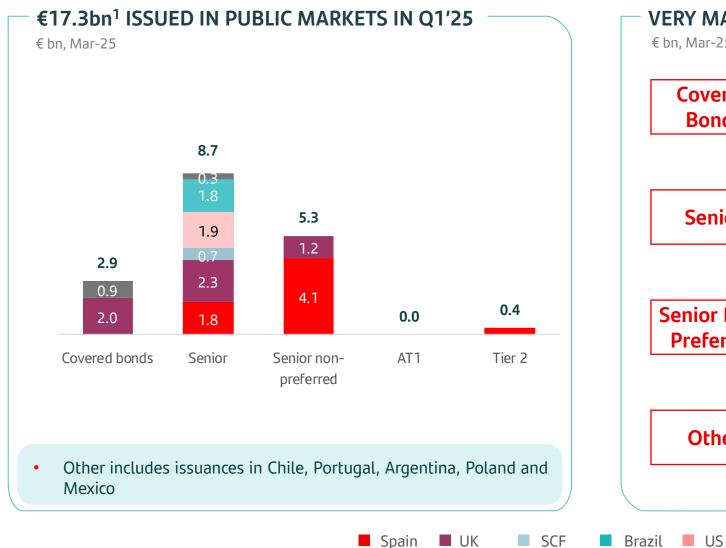
Includes the **issuance of Green, Social and Sustainable Bonds** in line with the Group's Sustainability strategy:

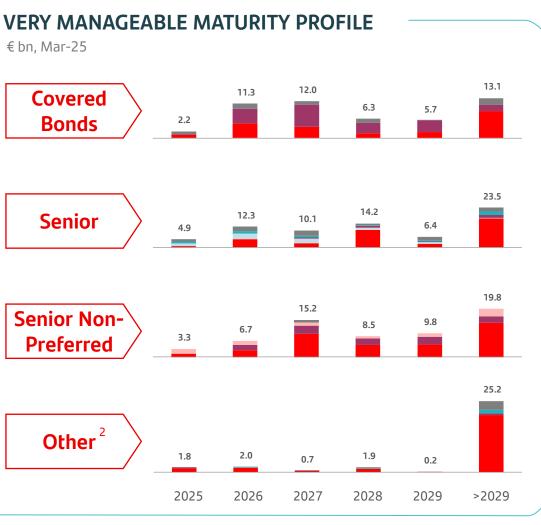
Туре	Date	lssuer	Product	Nominal	Maturity
Green	Oct-19	Banco Santander S.A.	Senior Preferred	EUR 1 bn	7 yrs
Green	Jun-20	Banco Santander S.A.	Senior Non Preferred	EUR 1 bn	7 yrs
Green	Jan-21	Santander Consumer Bank AS	Senior Preferred	SEK 500 mn	5 yrs
Green	Jun-21	Banco Santander S.A.	Senior Non Preferred	EUR 1 bn	8NC7
Green	Nov-21	Santander Consumer Bank AS	Senior Preferred	NOK 250 mn	5 yrs
Sustainable	Sep-22	Santander Holdings USA	Senior HoldCo	USD 500 mn	4NC3
Green	Oct-23	Banco Santander Chile	Senior Preferred	JPY 5 bn	2 yrs
Green	Oct-23	Banco Santander Chile	Senior Preferred	JPY 3 bn	2 yrs
Social	Jun-24	Banco Santander (Brasil) S.A.	Senior Preferred	USD 250 mn	3 yrs
Green	Sep-24	Santander Consumer Bank AS	Senior Preferred	SEK 500 mn	3 yrs
Green	Oct-24	Santander Consumer Bank AS	Senior Preferred	SEK 300 mn	3 yrs
Green	Nov-24	Santander Consumer Bank AS	Senior Preferred	NOK 300 mn	3 yrs



Liquidity and Funding

Conservative and decentralized liquidity and funding model





Other

Data includes public issuances from all units with period-average exchange rates. Excludes securitizations.
 Includes AT1 / Preferred shares and Tier 2 / Subordinated.

- EXECUTION OF 2025 FUNDING PLAN

€ bn, Mar-25

	AT1 + Tier 2		SNP + Senior		Covered Bonds		TOTAL	
	Plan	Issued	Plan	Issued	Plan	Issued	Plan	Issued
Banco Santander, S.A.	0 - 0.5	0.4	20-21	12.5 ¹	0.5 - 2	-	20.5 - 23.5	12.9 ¹
UK	-	-	7 - 8	3.5	4 - 5	3.0 ²	11 - 13	6.5 ²
SHUSA	-	-	3 - 4	1.9	-	-	3 - 4	1.9
TOTAL	0 - 0.5	0.4	30 - 33	17.9	4.5 - 7	3.0	34.5 - 40.5	21.2

Banco Santander, S.A.'s 2025 funding plan contemplates the following:

- Continue fulfilling the 1.5% AT1 and 2.4% T2 buffers subject to RWA growth
- MREL & TLAC ratios above regulatory requirements
- Maintain a solid liquidity position, with LCR and NFSR above minimum requirements and ample liquidity buffers

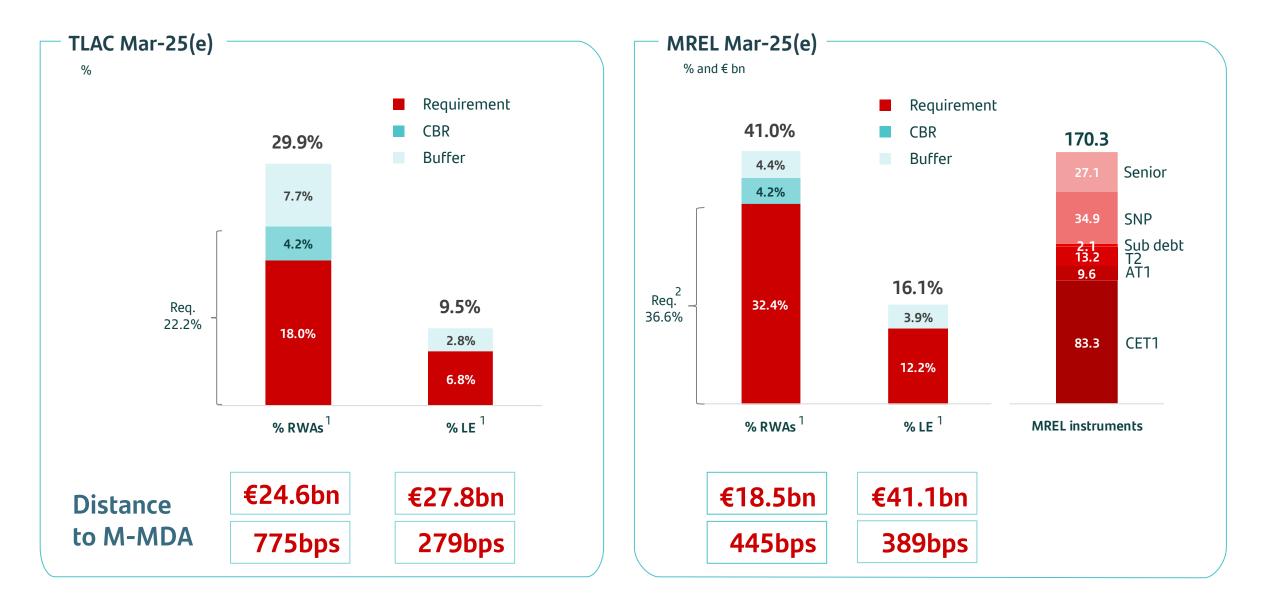
Note: Issuance plan subject to, amongst other considerations, market conditions and regulatory requirements. Other secured issuances (for example ABS, RMBS, etc.) are not considered in the table above.

) Includes €5.3bn Senior Non-Preferred and €2.5bn Senior Preferred issued in 2024, as pre-funding for the 2025 funding plan.

(2) Includes €1bn Covered Bond issued in 2024, as pre-funding for the 2025 funding plan.

Liquidity and Funding

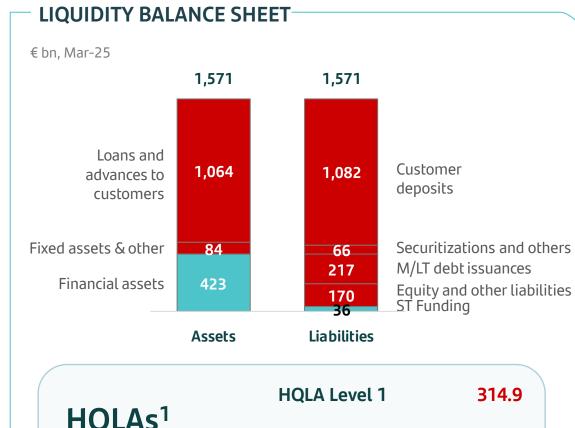
TLAC/MREL for the Resolution Group headed by Banco Santander, S.A.





Liquidity and Funding

Well-funded, diversified, prudent and highly liquid balance sheet (large % contribution from customer deposits), reflected in solid liquidity ratios



HQLA Level 1	314.9
HQLA Level 2	14.5
o/w Level 2A	7.2
o/w Level 2B	7.3
	HQLA Level 2 o/w Level 2A

	Liquidity C Ratio (Net Stable Funding Ratio (NSFR)
	Mar-25 ¹	Dec-24	Dec-24
Spain ²	148%	162%	122%
UK ²	153%	154%	137%
Portugal	143%	142%	120%
Poland	213%	220%	156%
SCF	269%	263%	116%
US	203%	179%	120%
Mexico	153%	212%	128%
Brazil	156%	168%	114%
Chile	215%	181%	112%
Argentina	158%	226%	181%
Group ³	157%	168%	126%

Note: Liquidity balance sheet for management purposes (net of trading derivatives and interbank balances). (1) Provisional data. HQLAs used in the consolidated LCR numerator: EUR 291 billion. See Glossary for definitions.

UK: Ring-fenced bank; Spain: Banco Santander, S.A. standalone. Group LCR. Consolidated LCR 145% in Mar-25 and 153% in Dec-24. See Glossary for definitions.

Liquidity and Funding

The main metrics show the strength and stability of the Group's liquidity position

EVOLUTION OF KEY LIQUIDITY METRICS							
	2021	2022	2023	2024	Mar-25		
Loans ¹ / net assets	75%	72%	68%	68%	68%		
Loan ¹ to-deposit ratio (LTD)	108%	103%	99%	100%	98%		
Customer deposits and medium- and long- term funding / loans ¹	115%	121%	127%	128%	128%		
Short-term wholesale funding / net liabilities	2%	3%	3%	2%	2%		
Structural liquidity surplus / net liabilities	16%	19%	23%	24%	25%		
Encumbrance	26%	22%	23%	23%	23% ²		

LTD AND MLT FUNDING METRICS BY GEOGRAPHY

Mar-25

		(Deposits + M/LT
	LTD Ratio	funding) / Loans ¹
Spain ³	74%	146%
UK	109%	110%
Portugal	100%	115%
Poland	73%	143%
DCB Europe	162%	85%
US	111%	117%
Mexico	89%	120%
Brazil	90%	138%
Chile	137%	94%
Argentina	76%	132%
GROUP	98%	128%



		Moody's			S&P		Fitch		
	Rating	Date last change	Direction last change	Rating	Date last change	Direction last change	Rating	Date last change	Direction last change
Covered Bonds	Aa1	17/04/2018	\uparrow	-	-	-	AAAu	16/11/2023	\uparrow
Senior Debt	A2	11/01/2019	\uparrow	A+	16/12/2021	\uparrow	Α	17/07/2018	\uparrow
Senior Non-preferred	Baa1	27/09/2017	\uparrow	A-	06/04/2018	\uparrow	Α	11/02/2025	\uparrow
Subordinated	Baa2	26/06/2017	\uparrow	BBB+	06/04/2018	\uparrow	BBB+	11/02/2025	\uparrow
AT1	Ba1	11/05/2021	-	BBB-	30/04/2024	-	-	-	-
Short Term Debt	P-1	17/04/2018	\uparrow	A-1	06/04/2018	\uparrow	F1	17/07/2018	\uparrow

		Moody's				S&I	כ		Fitch			
	Rating	Date last change	Direction last change	Outlook	Rating	Date last change	Direction last change	Outlook	Rating	Date last change	Direction last change	Outlook
Group	A2	11/01/2019	\uparrow	POS	A+	16/12/2021	\uparrow	STABLE	Α	17/07/2018	\uparrow	STABLE
San UK PLC	A1	20/10/2020	\checkmark	STABLE	Α	09/06/2015	\uparrow	STABLE	A+	03/01/2019	\uparrow	STABLE
San UK Group Holding PLC	(P)Baa1	16/09/2015	\uparrow	STABLE	BBB	10/04/2015	-	STABLE	Α	20/12/2019	\uparrow	STABLE
Santander Consumer Finance SA	A2	17/04/2018	\uparrow	POS	Α	16/12/2021	\uparrow	STABLE	A+	14/02/2025	\uparrow	STABLE
Banco Santander Totta SA	(P)Baa1	26/05/2023	\uparrow	STABLE	Α	12/03/2025	\uparrow	STABLE	Α	17/02/2025	\uparrow	STABLE
Santander Holding US	Baa2	19/10/2023	\uparrow	STABLE	BBB+	06/04/2018	\uparrow	STABLE	A-	14/02/2025	\uparrow	STABLE
Banco Santander Mexico	A3	06/03/2024	\checkmark	NEG	-	-	-	-	BBB+	13/06/2012	\checkmark	STABLE
Banco Santander Chile	A2	20/09/2022	\checkmark	STABLE	A-	25/03/2021	\checkmark	STABLE	-	-	-	-
Santander Bank Polska	(P)A3	03/06/2019	\uparrow	STABLE	-	-	-	-	A-	17/02/2025	\uparrow	STABLE
Banco Santander Brasil	Baa3	02/10/2024	\uparrow	POS	BB	20/12/2023	\uparrow	STABLE	-	-	-	
Kingdom of Spain*	Baa1	15/03/2024	-	POS	Au	20/09/2019	\uparrow	STABLE	A-	19/01/2018	\uparrow	POS



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Sustainability Our strategy



Sustainability We continue to make progress on our Sustainability agenda



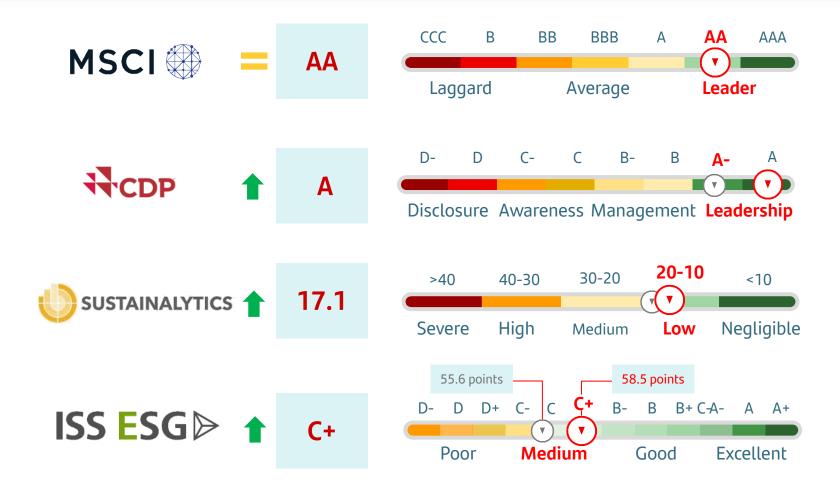
Note: targets were set in 2019 and 2021, before the publication of the European taxonomy in Q2 2023. Therefore, target definitions are not fully aligned with the taxonomy. Further information regarding the SDG's through the following link: Banco Santander and the SDG's.

For further information on Sustainability strategy see the Santander Corporate <u>Sustainability presentation</u>. (1) Starting Jan-23.

Sustainability ESG Ratings/Indices

• **2024** • 2023

ESG ratings agencies: the aim is to convey our developments access our progress and spot areas for improvement



For further information on Sustainability strategy see the Santander Corporate Sustainability presentation.

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Concluding Remarks Concluding Remarks

- The Group's stable capital generation has been supported by strong pre-provision profits providing Santander with a high capacity to absorb provisions.
- Strong capital levels in line with Santander's business model based on geographic diversification, solid market positions in areas where it operates and independent subsidiary model in terms of capital and liquidity.
- The Group is well above the regulatory capital requirement with significant payment capacity from available distributable items, while maintaining comfortable margins to conversion and MDA triggers.
- According to March 2025 data, the Banco Santander, S.A. Resolution Group complies with the MREL and subordination requirements, TLAC and Group capital buffers.
- Comfortable liquidity position reinforced further: compliance with regulatory liquidity requirements established at Group and subsidiary levels ahead of schedule, with high availability of liquidity reserves.

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Links, Appendix and Glossary

Links to Grupo Santander public materials

For additional information on the Group, please click on the images or icons below

Q1'25 financial results



2024 Digital annual review



2024 Annual report

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Overview of our Corporate Governance presentation



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Retail & Commercial Banking

'A global business integrating all our retail and commercial banking activities to better serve our customers, improve efficiency and drive value creation'

Strategic priorities

/	Q1'25 Highlights	
	# cards (mn)	106
	Turnover (€ bn)	81.2
	# transactions (bn)	3.6
	Average balance (€ bn)	23
	Attributable profit (€ mn)	121
	Efficiency ratio	30.2%
_	RoTE (post-AT1)	19.2%

- Continue our transformation journey towards our vision of becoming a digital bank with branches underpinned by a common operating model and a global tech platform. This operating model is centred around three strategic pillars:
 - Customer experience
 - Operational leverage
 - Global technology platform
- Transform our business model, deepening value creation and positioning the customer at the centre of our management
- Strengthen structural efficiency on the back of the transformation of our operating and business models to drive structural efficiency improvements



Q1'25 Highlights Customer loans (€ bn) 214 New business volumes (€ bn) 21 Leasing (€ bn) 16 Customer funds (€ bn) 141 Attributable profit (€ mn) 492 Efficiency ratio 41.9% RoTE (post-AT1) 9.7% RWAs (€bn) 158 Total customers (mn) 26

Digital Consumer Bank

'Global leader in auto financing and digital consumer activities' Delivering the best solutions to customers (B2B and B2C),

while being the most cost competitive player in the market

Strategic priorities

- Converge towards global platforms and continue transforming our operating model, automating key processes and gaining efficiencies, providing the best customer experience while we align the business with Group functions, seeking an agile set-up
- Grow partnerships providing the best digital experience and solutions to our partners while also consolidating new partnerships
- Promote the network effect through a complete product offering to our customers, leveraging the Group's capabilities
- Continue gathering customer deposits to improve the cost of funding and become less sensitive to changes the interest rate environment
- Enhance and automate our originate-to-share model



Q1'25 Highlights

Customer loans (€ bn)

Customer deposits (€ bn)

Attributable profit (€ mn)

Total NII (€ mn)

Total non-NII revenue¹ (€ mn)

Revenue (€ mn)

RoTE (post-AT1)

RWAs (€bn)

Cost of risk

Efficiency ratio

Corporate & Investment Banking

'Santander CIB supports corporate and institutional clients, delivering tailored services and high value-added wholesale products suited to their complexity and sophistication'

Strategic priorities

- Our aim is to become a focused world-class CIB business, positioning ourselves as a trusted advisor to our clients while delivering profitable growth:
 - Deepen our client relationships, with a particular focus on the US
 - Fully leverage our enhanced centres of expertise, increase connectivity around the client agenda and further digitalize our business
 - Continue evolving our active capital management and global operating models
 - Attract, develop and retain top talent

Recent a	wards	Ranking in League Tables Q1 2025				
Latin Finance	Global Capital	Structured Finance	e Debt Capital Mark			
Bond House of the Year	SRT Bank of the Year Europe / Best Arranger of Project Finance Loans			0 0 0		
IJGLobal	Global Finance	Equity Capital Markets	M&A	ECAs (FY'24)		
Market Impact Award in Latam Power Deal of the Year in Europe	World's Best Customer Implementation for 2025 in Supply Chain			 (*) (*)		

Source: Dealogic, Infralogic, Bloomberg; specific filters apply.

Note: gross loans and advances to customers (excluding reverse repos) and deposits excluding repos.

(1) Non-NII= Net Non-Financial Fees & Commissions + Net Trading Income & Other.

More information at https://www.santander.com/en/about-us/where-we-are/santander-corporate---investment-banking

142

134

806

2,220

953

1,268

21.6%

42.9%

0.08%





Q1'25 Highlights

Total assets under management¹ (€ bn)	511
Gross written premiums (€ bn)	2.7
Attributable profit (€ mn)	471
Profit contribution ² (€ mn)	897
Revenue² (€ mn)	1,639
Efficiency ratio	36.5%
RoTE (post-AT1)	68.0%
RWAs (€ bn)	16
Cost of risk	0.20%
Private Banking customers (k)	301

Wealth Management & Insurance

'We want to become the best wealth and insurance manager in Europe and the Americas'

Strategic priorities

Continue building our global platform, accessing new markets and leveraging the connectivity of our teams Santander 📣 Keep developing a more sophisticated value proposition Private Bankina Further develop global segments such as Ultra-High Networth and Family Offices Continue to be the preferred funds partner for our retail network Become a relevant player in the Alternatives business Santander Grow in the Institutional/Third party and Private Banking segments Asset Management Implement digital investment platforms in all countries Become the preferred insurance provider for all our customers Continue to strive for excellence in terms of coverage and customer experience while developing open distribution platforms Santander Achieve the full potential of the Life & Pensions business, enhancing Insurance our value proposition for retirement Develop high-growth Property & Casualty segments and businesses (SMEs, Health and Cyber)









Total assets marketed, advised, under custody and/or managed in Private Banking + SAM excluding overlaps i.e., AuMs of Private Banking customers managed by SAM.
 Including fees generated by Asset Management and Insurance ceded to the commercial network.
 More information at https://www.santander.com/en/about-us/where-we-are/wealth-management-insurance



Payments	-Pago	xt
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'One-of-a-kind paytech business that offers innovative payment solutions'

Q1'25 HighlightsEBITDA margin28.6%Cost per transaction (€ cents)3.3# transactions (Getnet) (bn)2.5Total payments volume (Getnet) (€ bn)55.8Revenue (€ mn)317Global
acquerer

Strategic priorities

- We are a one-of-a-kind paytech business backed by Santander
- Helping our customers prosper and accelerate their growth through a one-stop shop, providing solutions beyond payments to merchants, SMEs and corporates
- Scaling up our global technology platform, accelerating commercial growth across the Santander network and pursuing the open market opportunity

BUSINESS VERTICALS

Getnet

88

27.9%

Global and integrated acquiring, processing and value-added solutions for physical and e-commerce merchants

PagoNxt Payments

Global cloud-native platform to process and connect **account-toaccount payments** across our markets, enabling **innovative customer solutions** with **operational efficiency**

Ebury

Global **cross-border** payments platform for SMEs

Open market revenue (€ mn)

% open market revenue



Payments - Cards

'Provide exceptional payments experience, fostering customer loyalty and leveraging transactional data to enhance profitability'

Strategic priorities

- Profitably expand our credit business through the use of data and models (Cards Data Lab), exploit the commercial card business and connect card issuing and acquiring platforms, developing new business opportunities between Cards and Getnet
- Expand, develop and adopt common digital services that improve customer experience to offer them the most seamless and convenient card payment experience through Invisible Payments
- Build and implement our global card processing tech platform (Plard)



Q1'25 Highlights	
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RoTE (post-AT1)	19.2%

Glossary and Acronyms

- A2A: account to account
- ALCO: Assets and Liabilities Committee
- AM: Asset management
- AuMs: Assets under Management
- **bn:** Billion
- BNPL: Buy now, pay later
- **bps**: Basis points
- **c.:** Circa
- CAL: Customer assets and liabilities
- **CET1:** Common equity tier 1
- CHF: Swiss franc
- CIB: Corporate & Investment Banking
- CoE: Cost of equity
- **Consumer:** Digital Consumer Bank
- **CoR:** Cost of risk
- **DCB Europe:** Digital Consumer Bank Europe
- **DPS:** Dividend per share
- **EPS:** Earning per share
- ESG: Environmental, social and governance
- EV: Electric Vehicle
- FL: Fully-loaded

- **FTE:** Full time employee
- **FX:** Foreign exchange
- FY: Full year
- IFRS 9: International Financial Reporting Standard 9, regarding financial instruments
- LLPs: Loan-loss provisions
- mn: million
- NII: Net interest income
- NIM: Net interest margin
- **n.m.:** Not meaningful
- NPL: Non-performing loans
- NPS: Net promoter score
- **OEM:** Original equipment manufacturer
- Payments: PagoNxt and Cards
- **PB:** Private Banking
- **PBT:** Profit before tax
- P&L: Profit and loss
- **pp:** Percentage points
- Ps: Per share
- **QoQ:** Quarter-on-Quarter
- **Repos:** Repurchase agreements

- Retail: Retail & Commercial Banking
- **RoE:** Return on equity
- **RoRWA:** Return on risk-weighted assets
- **RoTE:** Return on tangible equity
- **RWA:** Risk-weighted assets
- SAM: Santander Asset Management
- **SBB**: share buybacks
- SME: Small and Medium Enterprises
- US BBO: US Banking Building-Out
- TNAV: Tangible net asset value
- **TPV**: Total Payments Volume
- YoY: Year-on-Year
- YTD: Year to date
- Wealth: Wealth Management & Insurance

Links, Appendix and Glossary

Glossary - Definitions

PROFITABILITY AND EFFICIENCY

- **RoTE** (Return on tangible equity): Profit attributable to the parent (annualized)¹/ Average stockholders' equity² (excl. minority interests) intangible assets
- RoTE (post-AT1): Profit attributable to the parent minus AT1 costs (annualized)¹ / Average stockholders' equity² (excl. minority interests) intangible assets
- RoRWA (Return on risk-weighted assets): Consolidated profit (annualized) / Average risk-weighted assets
- Efficiency: Underlying operating expenses / Underlying total income. Operating expenses defined as administrative expenses + amortizations

VOLUMES

- Loans: Gross loans and advances to customers (excl. reverse repos)
- Customer funds: Customer deposits excluding repos + marketed mutual funds

CREDIT RISK

- NPL ratio: Credit impaired customer loans and advances, guarantees and undrawn balances / Total risk. Total risk is defined as: Non-impaired and impaired customer loans and advances and guarantees + impaired undrawn customer balances
- NPL coverage ratio: Total allowances to cover impairment losses on customer loans and advances, guarantees and undrawn balances / Credit impaired customer loans and advances, guarantees and undrawn balances
- Cost of risk: Underlying allowances for loan-loss provisions over the last 12 months / Average loans and advances to customers over the last 12 months

CAPITALIZATION

• TNAV per share (Tangible net asset value per share): Tangible book value / Number of shares excluding treasury stock. Tangible book value calculated as Stockholders' equity (excl. minority interests) - intangible assets

LIQUIDITY

- Group LCR: This ratio is calculated using an internal methodology that determines the common minimum percentage of simultaneous coverage in all Group jurisdictions, taking into account all existing restrictions on the transfer of liquidity in third countries. This methodology reflects more accurately the Group's resilience to liquidity risk.
- Consolidated LCR: This ratio is calculated, at the request of the ECB, using a consolidation methodology that does not take into account any excess liquidity in excess of 100% of the LCR outflows and that is subject to transferability restrictions (legal or operational) in third countries, even if such excess liquidity can be used to cover additional outflows within the country itself, which is not subject to any restrictions.

Note: the averages for the RoTE, RoTE post-AT1 and RoRWA denominators are calculated using the monthly average over the period, which we believe should not differ materially from using daily balances.

The risk-weighted assets included in the denominator of the RoRWA metric are calculated in line with the criteria laid out in the CRR (Capital Requirements Regulation)

- (1) Excluding the adjustment to the valuation of goodwill.
- (2) Stockholders' equity = Capital and Reserves + Accumulated other comprehensive income + Profit attributable to the parent + Dividends.

For the financial Sustainability indicators, please see 'Alternative Performance Measures' section of the Quarterly Financial Report.



Our purpose is to help people and businesses prosper.

Our culture is based on believing that everything we do should be:

Simple Personal Fair

