

# Kutxabank **Social Covered Bond**

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*4Q2016 Follow-up*



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# Index

**A. Transaction details**

**B. Use of proceeds**

**C. Reporting**

# Transaction details

## Summary



### Social Covered Bond

*A regular Cédulas Hipotecarias with a social positive outcome*

**1st Spanish bank issuing a SRI Bond**

- Kutxabank launched the first SRI/Social Bond from an Spanish Financial Institution and the largest SRI Covered Bond until that time.
- A Social Bond to finance lending activities that support low-income individuals and families with access to adequate accommodation.
- The proceeds of the bond shall be used for financing existing VPO-Social housing purchasing loans and to finance new loans and new social housing projects during the term of the Social covered bond.

<b>Issuer</b>	Kutxabank S.A.
<b>Type</b>	Cédulas Hipotecarias (Social Covered Bond)
<b>Rating</b>	Aa2 (Moody's), A+ (S&P)
<b>Size</b>	EUR 1bn
<b>Pricing</b>	9/14/2015
<b>Maturity</b>	9/22/2025
<b>Settlement</b>	9/22/2015
<b>Coupon</b>	1.250% Fixed, Annual, Act/Act ICMA
<b>Reoffer</b>	MS+35bp / 99.330%
<b>Yield</b>	1.322%
<b>Denoms</b>	€100,000 + €100,000
<b>Listing/Docs</b>	AIAF/Spanish domestic
<b>ISIN</b>	ES0443307063

# Transaction details

## Official stats

Chart 1. Distribution by Geography (% of allocation).

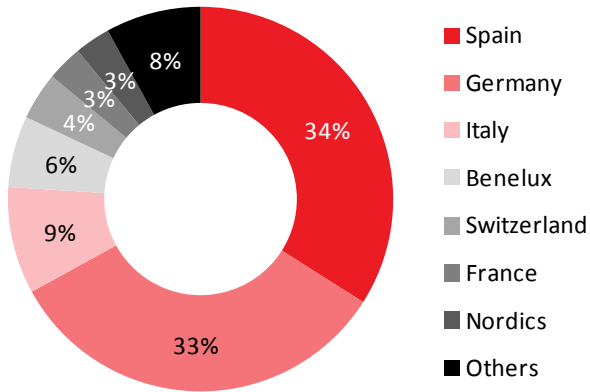


Chart 2. Distribution by Investor Type (% of allocation).

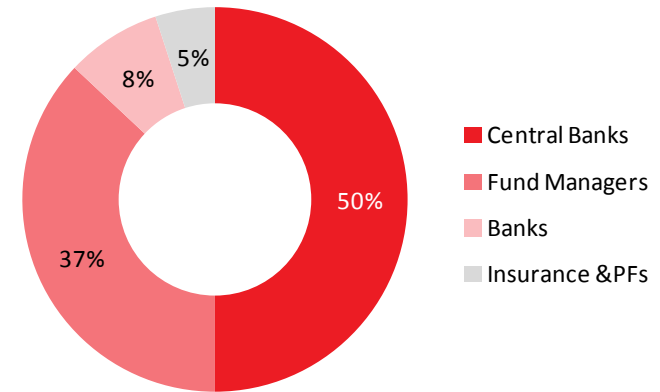
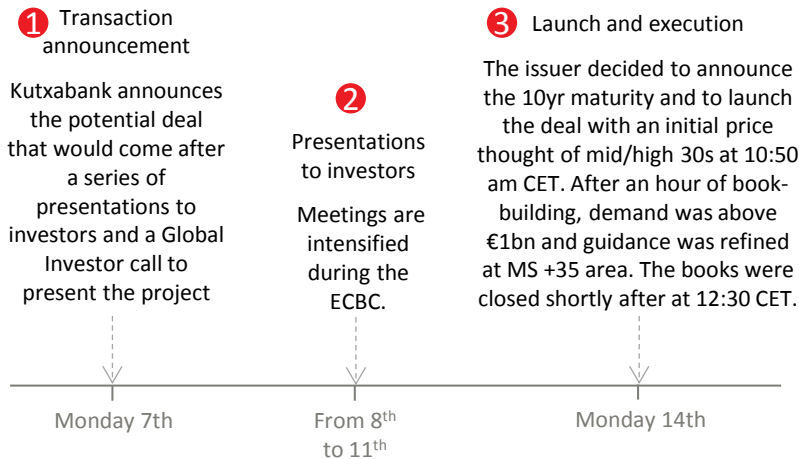


Chart 3. The new issue steps.



- The marketing exercise was important to explain the project and the rationale of the deal, and also to find out the meeting point for interests on both sides in a very challenging covered bond market environment.
- Final orderbook of €1.1bn, The book gathered interest from over 45 investors, of which more than 20 accounts take ESG aspects into consideration in their investment decisions.
- Given the size and high quality of demand, the deal size was quickly set at €1bn and the final spread fixed at MS+35bp, equivalent to a landmark SPGB-75bp at the time of pricing.

# Transaction details

## Press releases

### **TheCover - “Differentiation is the key!”**

“Issuers are always looking for ways to make covered bonds more attractive and differentiate their deals. With covered bonds offering little yield, anything that helps investors to discriminate between one deal and another is helpful for any issuer”

“Kutxabank’s social bond framework is aligned with market best practices and norms, such as the Green Bond Principles.”

### **The Covered Bond Report - “Kutxabank differentiates with social housing deal”**

“Kutxabank’s commitment to financing social housing loans is a key differentiator that sets its product apart from the rest of the regular mortgage-backed Cédulas market. This is because it is likely to attract a number of socially conscious investors, especially those with an Environmental and Social Governance investment mandate (ESG)”

“Kutxabank social housing cédulas to take SRI beyond Germany”

“A robust and credible social bond with a positive social outcome”

### **International Financing Review**

“Rarity value played into Kutxabank's hands on Monday morning as the bank swiftly accrued more than €1bn of interest for a debut social covered bond...”

“...Kutxabank's trade is more unusual both in terms of format and tenor and for many investors would prove the more compelling deal”

### *Domestic press*

#### **Expansión**

Kutxabank emite las primeras 'cédulas hipotecarias sociales'

El grupo vasco se convierte de esta forma en la primera entidad financiera española en lanzar una emisión de 'social covered bonds'

#### **El Mundo**

Kutxabank emitirá cédulas hipotecarias para financiar préstamos de VPO

Primera entidad financiera que pone en el mercado los 'social covered bonds'

#### **El Correo**

Kutxabank emitirá cédulas hipotecarias para financiar préstamos de VPO

La entidad considera que el proyecto posibilitará el acceso a viviendas de protección oficial de personas con menor poder adquisitivo

#### **Deia**

Kutxabank emitirá cédulas hipotecarias para financiar VPO

# Use of proceeds

## Cumulative balance

The proceeds from Kutxabank's social bond will be allocated towards new loans made under the Basque government's<sup>1</sup> VPO program and to construction finance for new *VPO-Social housing* developments during the life of the issue and until the amount of €1,000 Mn is completed. The remaining amount not covered will be allocated to refinancing existing loans made under the VPO program.

**A. New VPO loans:** New loans for VPO-Social house purchasing under defined eligibility criteria.

Table 1. Accumulated new loan production since 09/22/2015.

VPO loans (Basque Country)	€	81,401,221.34
Number of loans	units	785
Original average size	€	103,695.82
WA life (contractual basis)	years	25.50
Number of final beneficiaries	ind.	1,056

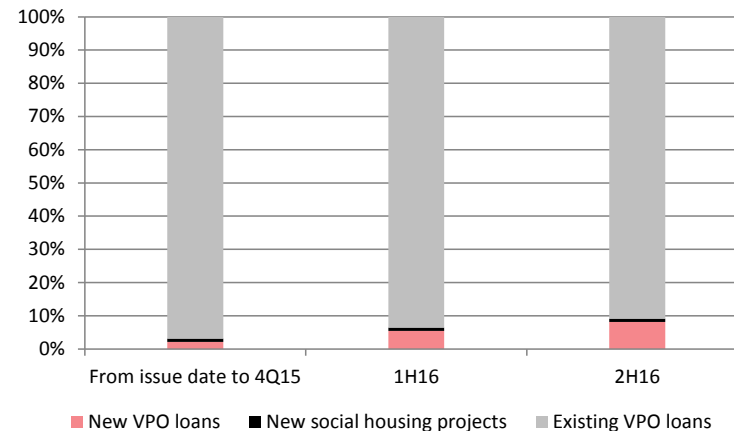
**B. New social housing projects :** New loans for financing the construction of VPO-Social housing projects.

Table 2. Accumulated new loan production since 09/22/2015.

Loans (Basque Country)	€	9,945,000.00
Number of loans	units	1
Original average size	€	9,945,000.00
WA life (contractual basis)	years	30.0

**C. Existing VPO loans:** Good quality existing VPO loans in the cover pool. Amount of VPO loans in the Basque Country of €1.5 bn originally.

Graph 4. Degree of progress.



<sup>1</sup> Basque government's VPO programs are carried out by *Etxebide*, a public institution that provides operational support to the performance of the Basque public housing service ([www.etxebide.eus](http://www.etxebide.eus)).

# Use of proceeds

## Last reporting period

### A. New VPO loans: New loans for VPO-Social house purchasing under defined eligibility criteria.

Table 3. New loan production by issue date in 2H16.

Issue date	VPO loans (Basque Country)	N. Loans	Original Average size	Beneficiaries	WA life	WA LTV	WA rate
	€	units	€	ind.	years	%	%
July	7,734,971.42	76	101,775.94	100	25.22	70.44	1.87
August	845,777.30	7	120,825.33	8	27.44	69.04	1.49
September	4,595,180.85	51	90,101.59	63	25.77	66.81	1.84
October	2,472,372.32	24	103,015.51	30	27.24	69.69	1.82
November	4,315,138.77	40	107,878.47	56	25.17	74.27	1.60
December	6,977,970.17	66	105,726.82	91	27.44	73.36	1.65
<b>Total</b>	<b>26,941,410.83</b>	<b>264</b>	<b>102,050.80</b>	<b>348</b>	<b>26.14</b>	<b>71.08</b>	<b>1.75</b>

Table 4. New loan production by balance in 2H16.

Balance	VPO loans (Basque Country)	N. Loans	Original Average size	Beneficiaries	WA life	WA LTV	WA rate
€	€	units	€	ind.	years	%	%
0-25,000	0.00	0	-	-	-	-	-
25,000-50,000	703,586.55	17	41,387.44	23	15.47	36.53	1.62
50,000-75,000	1,915,770.20	30	63,859.01	36	21.96	48.52	1.87
75,000-100,000	6,123,123.75	68	90,045.94	82	26.04	66.30	1.75
100,000-125,000	10,153,085.80	90	112,812.06	124	26.40	73.94	1.84
125,000-150,000	6,786,211.43	51	133,062.97	71	27.87	79.09	1.59
150,000-175,000	1,259,633.10	8	157,454.14	12	27.44	81.66	1.72
175,000-200,000	0.00	0	-	-	-	-	-
<b>Total</b>	<b>26,941,410.83</b>	<b>264</b>	<b>102,050.80</b>	<b>348</b>	<b>26.14</b>	<b>71.08</b>	<b>1.75</b>



# Use of proceeds

## Last reporting period

### A. New VPO loans: New loans for VPO-Social house purchasing under defined eligibility criteria.

Table 5. New loan production by LTV in 2H16.

LTV	VPO loans (Basque Country)	N. Loans	Original Average size	Beneficiaries	WA life	WA LTV	WA rate
%	€	units	€	ind.	years	%	%
0-20	0.00	0	-	-	-	-	-
20-40	1,002,722.63	21	47,748.70	29	17.28	32.18	1.57
40-50	1,527,620.45	20	76,381.02	24	22.79	45.26	1.74
50-60	2,357,178.40	28	84,184.94	36	23.64	53.63	1.60
60-70	3,938,455.87	40	98,461.40	50	25.47	63.16	1.70
70-80	10,816,587.46	97	111,511.21	129	27.20	76.25	1.80
>80	7,298,846.02	58	125,842.17	80	27.64	84.06	1.77
<b>Total</b>	<b>26,941,410.83</b>	<b>264</b>	<b>102,050.80</b>	<b>348</b>	<b>26.14</b>	<b>71.08</b>	<b>1.75</b>

Table 6. New loan production by maturity in 2H16.

Maturity	VPO loans (Basque Country)	N. Loans	Original Average size	Beneficiaries	WA life	WA LTV	WA rate
years	€	units	€	ind.	years	%	%
0-5	0.00	0	-	-	-	-	-
5-10	206,541.39	4	51,635.35	7	8.95	53.75	1.26
10-15	996,265.71	15	66,417.71	22	12.85	45.68	1.41
15-25	6,580,949.68	73	90,150.00	92	21.35	64.82	1.70
25-50	19,157,654.05	172	111,381.71	227	28.66	74.73	1.79
<b>Total</b>	<b>26,941,410.83</b>	<b>264</b>	<b>102,050.80</b>	<b>348</b>	<b>26.14</b>	<b>71.08</b>	<b>1.75</b>

# Use of proceeds

## Last reporting period

**A. New VPO loans:** New loans for *VPO-Social house* purchasing under defined eligibility criteria.

Table 7. New loan production by type of interest rate in 2H16.

Type of Interest rate	VPO loans (Basque Country)	N. Loans	Original Average size	Beneficiaries	WA life	WA LTV	WA rate
	€	units	€	Ind.	years	%	%
Floating	15,616,076.81	153	102,065.86	194	26.13	69.16	1.43
Fixed	11,325,334.02	111	102,030.04	154	26.15	73.72	2.19
<b>Total</b>	<b>26,941,410.83</b>	<b>264</b>	<b>102,050.80</b>	<b>348</b>	<b>26.14</b>	<b>71.08</b>	<b>1.75</b>

# Reporting

## Reporting commitment

As specified in the Kutxabank Social Bond SECOND-PARTY REVIEW carried out by Sustainalytics, Kutxabank has committed to disclose, on an annual basis, the total amount of loans provided under this program using the social bond proceeds, the number of loans granted, and the number of individuals to whom Kutxabank granted a mortgage under the VPO program. In the same way, Kutxabank will disclose the number of housing units constructed using social bond proceeds. Additionally, to verify the management of proceeds, on an annual basis, Kutxabank's external auditor will review the amount of bond funds allocated to mortgages and construction finance of houses under VPO program and the balance of unallocated funds.

What is more, given the company's commitment to transparency, it will divulge a report twice a year with the information mentioned above. This will be available in Kutxabank's Investor Relations Website. Click [here](#) to access directly.

Besides of this report, the entity shall disclose the management of proceeds in the audited Annual Financial Statement. To access company's Annual Financial Statements click [here](#).