

A BOUTIQUE OF VONTOBEL ASSET MANAGEMENT

Re-Rating AT1s and the Banking Sector

June 2021



AT1: Gap To Coupon Cut (MDA)

MDA Headroom Screening

12.17%

2.17%

996

Illustrative Capital positions

BCP

2

MDA Headroom

		1Q21 MDA	1Q21 MDA	1Q21-4Q19			MDA	MDA	1Q21-4Q19
	1Q21 CET1	Headroom	Headroo	change in		Revised	Headroom	Headroom	change in
	(%)	(bp)	m (EUR)	MDA		CET1 (%)	(bp)	(local FX)	MDA
AIB	18.94%	9.26%	4,909	1.36%	NWIDE	36.4%	21.14%	6,813	-0.85%
CA Group	17.30%	8.68%	25,938	2.50%	SEB	21.0%	8.37%	39,337	0.78%
ABN	17.42%	7.67%	8,595	-0.77%	NWG	18.2%	8.23%	13,555	2.14%
UniCredit	16.54%	7.52%	23,667	3.38%	Danske	18.1%	8.02%	63,970	2.07%
KBC	17.62%	7.31%	7,517	1.50%	DNB	19.6%	6.60%	63,008	0.11%
CXGD	18.00%	7.10%	3,053	1.30%	Svenska	20.2%	6.33%	47,280	-2.20%
Rabobank	16.84%	6.85%	14,102	0.51%	Lloyds	16.2%	5.36%	10,879	3.01%
Intesa	14.91%	6.47%	21,754	1.43%	HSBC	15.9%	5.00%	42,305	1.39%
Nordea	17.50%	6.44%	9,916	1.17%	Swedbank	17.5%	4.78%	32,994	-1.91%
BBVA	14.90%	6.09%	21,567	2.83%	WMUKLN	13.9%	4.71%	1,137	1.61%
Caixabank	14.12%	6.01%	12,538	2.53%	UBS	14.1%	4.41%	12,679	0.29%
BAWAG	14.15%	5.03%	1,008	1.64%	Santan UK	15.5%	4.39%	3,138	1.24%
ING Group	15.47%	4.96%	15,417	1.00%	STANLN	14.0%	4.00%	11,054	0.62%
BKIR	14.91%	4.93%	2,387	0.08%	Barclays	14.6%	3.51%	10,984	1.11%
SocGen	13.48%	4.43%	2,387	0.72%	CS	12.8%	2.17%	6,560	-0.49%
Erste	14.28%	4.11%	4,898	1.52%					
CMZB	13.43%	4.03%	7,201	1.34%					
Sabadell	12.38%	3.66%	2,961	0.59%					
Santander	12.30%	3.41%	19,337	1.56%					
BNP	12.76%	2.89%	20,312	0.25%					
RBI/RZB	13.27%	2.85%	2,316	-0.07%					
DB	12.91%	2.49%	8,203	-0.45%					

-0.12%

Key figures:

- Initial moves from the **Central Banks generated** ~€95bn of CET1 (article 104a, buffer reduction, dividend cancellation)
- Excess CET1 to a 12% CET1: ~€230bn, to 13%: ~€160bn BUT much of this will never be distributed!

Source: Company information, Citigroup, as at 1Q2Q21 as relevant for both charts. Change in MDA headroom vs. 4Q19 is based on a pro-forma assessment for article 104a, buffer changes etc



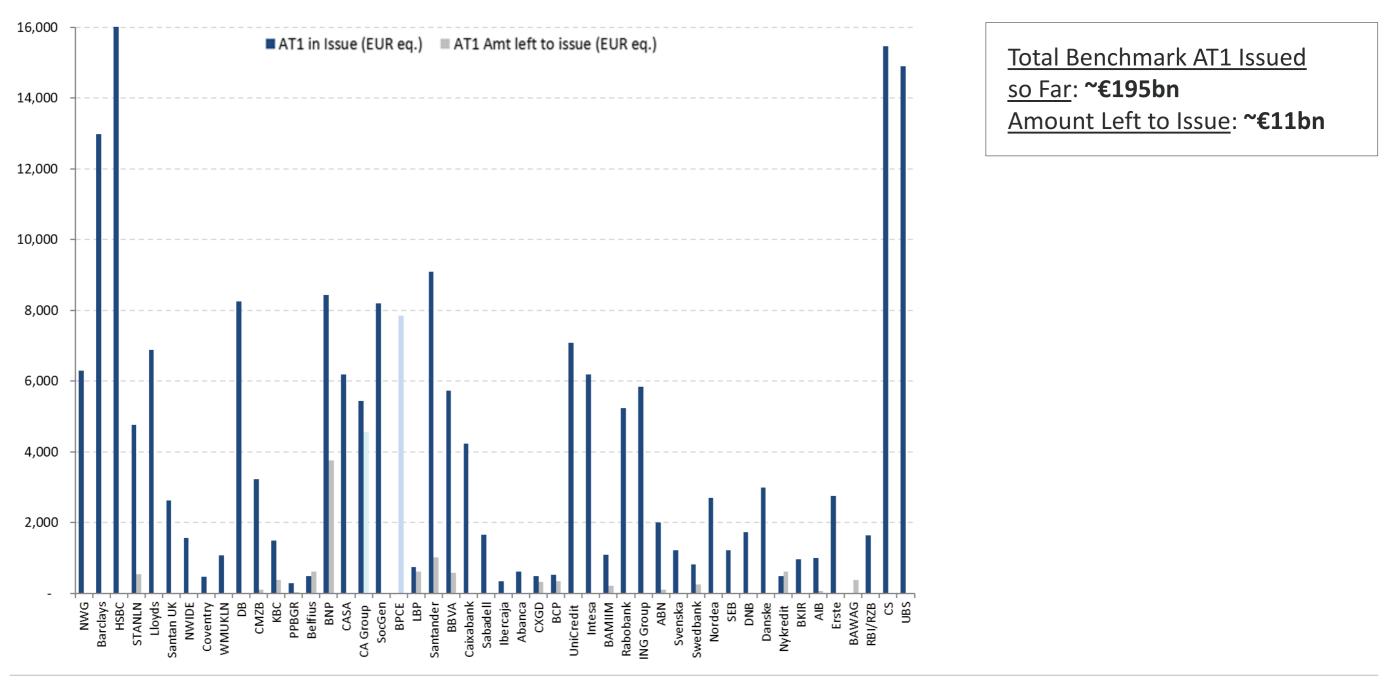


Coco index spread history



AT1 Issuance: What's Been Done and Yet to Come

Δ



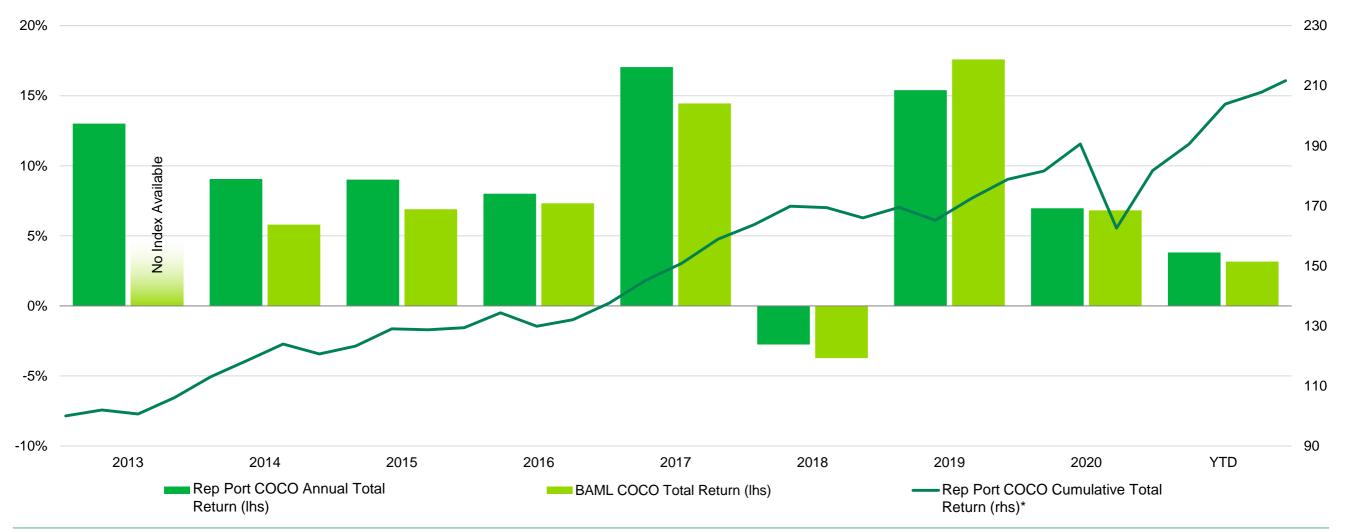
Source: Citi. 1Q21 data including all AT1s issued. The amount left to issue based on 1.5% RWAs and the permitted amount under article 104a and includes Pillar 2A/Pillar 2 requirements for UK and Swedish banks.. Swiss AT1s issued includes high and low trigger AT1s. Amount left to issue based on the highest of leverage and RWAs requirement, less AT1 issued.





Research can be well rewarded

Representative portfolio of Strategic Income Strategy – Additional Tier 1 performance



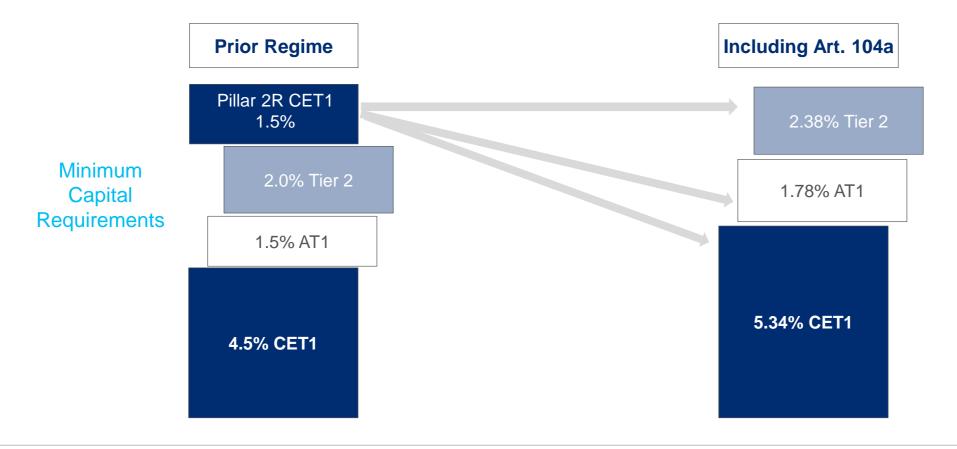
Past performance is not an indication of future performance. Performance data does not take into account any commissions and costs charged when shares of the portfolio are issued and redeemed. The value of an investment and the income from it can fall as well as rise as a result of market and currency fluctuations and you may not get back the amount originally invested. Representative portfolio selected as the oldest and most representative account of the strategy. *Return rebased to 100 as at 1 January 2013. Source: TwentyFour, ICE Indices; 31 May 2021

AT1: What is Article 104a

To free up CET1 by encouraging more issuance of AT1 and Tier 2 for banks with shortfalls!

Article 104a:

- The Pillar 2 Requirement can be filled using a combination of CET1, AT1 and Tier 2
- 56.25% to be filled with CET1 (4.5%/8%), 18.75% to be filled with AT1 (1.5%/8%) and 25% to be filled with Tier 2 (2%/8%).
- Issuing AT1 and Tier 2 to boost the MDA headroom



6

This communication has been prepared by individual sales and/or trading personnel of Citigroup Global Markets Limited (**CGML**) or its subsidiaries or affiliates (collectively **Citi**). CGML is authorised and regulated in the United Kingdom by the Financial Services Authority (together with its successors, the **UK Regulator**) and has its registered office at Citigroup Centre, Canada Square, London E14 5LB. This communication is directed at persons (i) who have been or can be classified by Citi as eligible counterparties or professional clients in line with the rules of the UK Regulator, (ii) who have professional experience in matters relating to investments falling within Article 19(1) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 and (iii) other persons to whom it may otherwise lawfully be communicated. No other person should act on the contents or access the products or transactions discussed in this communication. In particular, this communication is not intended for retail clients and Citi will not make such products or transactions available to retail clients. The information contained herein may relate to matters that are (i) not regulated by the UK Regulator and/or (ii) not subject to the protections of the United Kingdom's Financial Services Compensation Scheme.

All material contained herein, including any proposed terms and conditions, is indicative and for discussion purposes only, is subject to change without notice, is strictly confidential, may not be reproduced and is intended for your use only. It does not include a number of terms and conditions that will be included in any actual transaction and final terms and conditions are subject to further discussion and negotiation nor does it purport to identify all risks (direct or indirect). This communication is not a commitment to deal in any product, offer financing or enter into any transaction described herein.

Citi is not acting as your agent, fiduciary or investment adviser and is not managing your account. The provision of information in this communication is not based on your individual circumstances and should not be relied upon as an assessment of suitability for you of a particular product or transaction. It does not constitute investment advice and Citi makes no recommendation as to the suitability of any of the products or transactions mentioned. Even if Citi possesses information as to your objectives in relation to any transaction, series of transactions or trading strategy, this will not be deemed sufficient for any assessment of suitability for you of any transaction, series of transactions or trading strategy. Save in those jurisdictions where it is not permissible to make such a statement, we hereby inform you that this communication should not be considered as a solicitation or offer to sell or purchase any securities, deal in any product or enter into any transaction. You should make any trading or investment decisions in reliance on your own analysis and judgment and/or that of your independent advisors and not in reliance on Citi and any decision whether or not to adopt any strategy or engage in any transaction will not be Citi's responsibility. Citi does not provide investment, accounting, tax, financial or legal advice; such matters as well as the suitability of a potential transaction or product or entering into any transaction, you and the senior management in your organisation should determine, without reliance on Citi, (i) the economic risks or merits, as well as the legal, tax and accounting characteristics and consequences of dealing with any product or entering into the transaction (ii) that you are able to assume these risks, (iii) that such product or transaction is appropriate for a person with your experience, investment goals, financial resources or any other relevant circumstance applicable to your principal and the scope of your accounting transaction. Where you are acting as an advi

The information in this communication, including any trade or strategy ideas, is provided by individual sales and/or trading personnel of Citi and not by Citi's research department and therefore the directives on the independence of research do not apply. Any view expressed in this communication may represent the current views and interpretations of the markets, products or events of such individual sales and/or trading personnel and may be different from other sales and/or trading personnel and may also differ from Citi's published research – the views in this communication may be more short term in nature and liable to change more quickly than the views of Citi research department which are generally more long term. On the occasions where information provided includes extracts or summary material derived from research reports published by Citi's research department, you are advised to obtain and review the original piece of research to see the research analyst's full analysis. Any prices used herein, unless otherwise specified, are indicative. Although all information has been obtained from, and is based upon sources believed to be reliable, it may be incomplete or condensed and its accuracy cannot be guaranteed. Citi makes no representation or warranty, expressed or implied, as to the accuracy of the information, the reasonableness of any assumptions used in calculating any illustrative performance information or the accuracy (mathematical or otherwise) or validity of such information. Any opinions attributed to Citi constitute Citi's judgment as of the date of the relevant material and are subject to change without notice. Provision of information may cease at any time without reason or notice being given. Commissions and other costs relating to any dealing in any products or entering into any transactions referred to in this communication may not have been taken into consideration.

Any scenario analysis or information generated from a model is for illustrative purposes only. Where the communication contains "forward-looking" information, such information may include, but is not limited to, projections, forecasts or estimates of cashflows, yields or return, scenario analyses and proposed or expected portfolio composition. Any forward-looking information is based upon certain assumptions about future events or conditions and is intended only to illustrate hypothetical results under those assumptions (not all of which are specified herein or can be ascertained at this time). It does not represent actual termination or unwind prices that may be available to you or the actual performance of any products and neither does it present all possible outcomes or describe all factors that may affect the value of any applicable investment, product or investment. Actual events or conditions are unlikely to be consistent with, and may differ significantly from, those assumed. Illustrative performance results may be based on mathematical models that calculate those results by using inputs that are based on assumptions about a variety of future conditions and events and not all relevant events or conditions may have been considered in developing such assumptions. Accordingly, actual results may vary and the variations may be substantial. The products or transactions identified in any of the illustrative calculations presented herein may therefore not perform as described and actual performance may differ substantially, from those illustrated in this communication. When evaluating any forward looking information you should understand the assumptions used and, together with your independent advisors, consider whether they are appropriate for your purposes. You should also note that the models used in any analysis may be proprietary, making the results difficult or impossible for any third party to reproduce. This communication is not intended to predict any future events. Past performance is not indicative o



Citi shall have no liability to the user or to third parties, for the quality, accuracy, timeliness, continued availability or completeness of any data or calculations contained and/or referred to in this communication nor for any special, direct, indirect, incidental or consequential loss or damage which may be sustained because of the use of the information contained and/or referred to in this communication or otherwise arising in connection with the information contained and/or referred to in this communication, provided that this exclusion of liability shall not exclude or limit any liability under any law or regulation applicable to Citi that may not be excluded or restricted.

The transactions and any products described herein may be subject to fluctuations of their mark-to-market price or value and such fluctuations may, depending on the type of product or security and the financial environment, be substantial. Where a product or transaction provides for payments linked to or derived from prices or yields of, without limitation, one or more securities, other instruments, indices, rates, assets or foreign currencies, such provisions may result in negative fluctuations in the value of and amounts payable with respect to such product prior to or at redemption. You should consider the implications of such fluctuations with your independent advisers. The products or transactions referred to in this communication may be subject to the risk of loss of some or all of your investment, for instance (and the examples set out below are not exhaustive), as a result of fluctuations in price or value of the product or transaction or a lack of liquidity in the market or the risk that your counterparty or any guarantor fails to perform its obligations or, if this the product or transaction is linked to the credit of one or more entities, any change to the credit of any of those entities.

Citi (whether through the individual sales and/trading personnel involved in the preparation or issuance of this communication or otherwise) may from time to time have long or short principal positions and/or actively trade, for its own account and those of its customers, by making markets to its clients, in products identical to or economically related to the products or transactions referred to in this communication. Citi may also undertake hedging transactions related to the initiation or termination of a product or transaction, that may adversely affect the market price, rate, index or other market factor(s) underlying the product or transaction and consequently its value. Citi may have an investment banking or other commercial relationship with and access to information from the issuer(s) of securities, products, or other interests underlying a product or transaction. Citi may also have potential conflicts of interest due to the present or future relationships between Citi and any asset underlying the product or transaction, any collateral manager, any reference obligations or any reference entity.

Any decision to purchase any product or enter into any transaction referred to in this communication should be based upon the information contained in any associated offering document if one is available (including any risk factors or investment considerations mentioned therein) and/or the terms of any agreement. Any securities which are the subject of this communication have not been and will not be registered under the United States Securities Act of 1933 as amended (the **Securities Act**) or any United States securities law, and may not be offered or sold within the United States or to, or for the account or benefit of, any US person, except pursuant to an exemption from, or in a product or transaction, not subject to, the registration requirements of the Securities Act. This communication is not intended for distribution to, or to be used by, any person or entity in any jurisdiction or country which distribution or use would be contrary to law or regulation.

This communication contains data compilations, writings and information that are confidential and proprietary to Citi and protected under copyright and other intellectual property laws, and may not be reproduced, distributed or otherwise transmitted by you to any other person for any purpose unless Citi's prior written consent have been obtained.

In any instance where distribution of this communication is subject to the rules of the US Commodity Futures Trading Commission ("CFTC"), this communication constitutes an invitation to consider entering into a derivatives transaction under U.S. CFTC Regulations §§ 1.71 and 23.605, where applicable, but is not a binding offer to buy/sell any financial instrument.

IRS Circular 230 Disclosure: Citigroup Inc. and its affiliates do not provide tax or legal advice. Any discussion of tax matters in these materials (i) is not intended or written to be used, and cannot be used or relied upon, by you for the purpose of avoiding any tax penalties and (ii) may have been written in connection with the "promotion or marketing" of a transaction (if relevant) contemplated in these materials. Accordingly, you should seek advice based your particular circumstances from an independent tax advisor.

Although CGML is affiliated with Citibank, N.A. (together with Citibank N.A.'s subsidiaries and branches worldwide, **Citibank**), you should be aware that none of the products mentioned in this communication (unless expressly stated otherwise) are (i) insured by the Federal Deposit Insurance Corporation or any other governmental authority, or (ii) deposits or other obligations of, or guaranteed by, Citibank or any other insured depository institution.

© 2021 Citigroup Global Markets Limited. Citi, Citi and Arc Design are trademarks and service marks of Citigroup Inc. or its affiliates and are used and registered throughout the world.

Please refer to the following URL <u>https://www.citivelocity.com/t/xtk3</u> & <u>https://www.citivelocity.com/t/10b1H</u> & <u>https://www.citivelocity.com/t/xtk3</u> & <u>https://ww</u>

Important information



This presentation has been prepared by TwentyFour Asset Management LLP ("TwentyFour"), a company of the Vontobel Group ("Vontobel"), for information and educational purposes only.

This presentation, its contents and any information provided or discussed in connection with it may not be reproduced, redistributed, referenced, or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose, without the consent of TwentyFour. Acceptance of delivery of any part of this document by you constitutes unconditional acceptance of the terms and conditions of this notice. Equally, TwentyFour considers the content of this communication and determine this as being of minor, non-monetary benefit. The content herewith is considered non-substantive. Hence we will continue to provide this content on a discretionary basis with no additional charge.

This presentation shall not constitute an offer or invitation or any solicitation of any offer to sell or to subscribe for or buy any securities described herein or to effect any transactions or to conclude any legal act of any kind whatsoever. This document is not intended to be relied upon as the basis for an investment decision, and is not, and should not be assumed to be, complete. Accordingly, you must independently determine, with your own advisors, the appropriateness for you of the securities before investing. You are not entitled to rely on this document and TwentyFour accepts no liability whatsoever for any consequential losses arising from the use of this document or reliance on the information contained herein.

This presentation has not been submitted to or approved by the securities regulatory authority of any state or jurisdiction. It is directed only at recipients who are institutional clients such as eligible counterparties or professional clients as defined by the Markets in Financial Instruments Directive 2014/65/EC ("MiFID" and its UK onboarding and onshoring legislation) or similar regulations in local jurisdictions. As such this communication is directed only at persons having professional experience in matters relating to investments. The securities discussed herein have not been and will not be registered or qualified under the United States Investment Company Act of 1940, as amended, nor the United States Securities Act of 1933, (the "Act"), as amended, nor with any securities regulatory authority of any State or other jurisdiction of the United States. Consequently, they may not be offered, sold, transferred or delivered, directly or indirectly in the United States or to any US Person unless the securities are registered under the Act, an exemption from the registration requirements of the Act and any applicable US state securities managed by TwentyFour or any of its affiliates or distribution of any offering material relating to such securities may be made in or from any jurisdiction except in circumstances which will result in compliance with any applicable laws and regulations and which will not impose any obligation on the above. Neither this document nor any copy of it may be distributed in any jurisdiction where its distribution may be restricted by law. Persons who receive this document should make themselves aware of and adhere to any such restrictions.

Nothing in this presentation should be construed as legal, tax, regulatory, accounting or investment advice or as a recommendation, or making any representations as to suitability of any investment and/or strategies discussed and any reference to a specific security, asset classes and financial markets are for the purposes of illustration only and no assumption should be made as to the profitability or performance of any security identified. As the material was prepared without regard to specific objectives, financial situation or needs of any potential investors, they should seek professional guidance before deciding on whether to make an investment. Investments into shares or other securities should in any event be made solely on the basis of the relevant offering document(s) and after seeking the advice of an independent finance, legal, accounting and tax specialist.

To the maximum extent permitted by law, we will not be liable in any way for any loss or damage suffered by you through use or access to this information, or our failure to provide this information. Our liability for negligence, breach of contract or contravention of any law as a result of our failure to provide this information, or our failure to provide this information or any part of it, or for any problems with this information, which cannot be lawfully excluded, is limited, at our option and to the maximum extent permitted by law, to resupplying this information or any part of it to you, or to paying for the resupply of this information or any part of it to you.

TwentyFour, its affiliates and the individuals associated therewith may (in various capacities) have positions or deal in securities (or related derivatives) identical or similar to those described herein.

All information contained in this presentation, particularly any share prices, calculation data and forecasts, are based on the best information available at the date indicated in the presentation. The information in this presentation is not intended to predict actual results and no assurances are given with respect thereto. Neither TwentyFour, nor any other person undertakes to provide the recipient with access to any additional information or update this presentation or to correct any inaccuracies therein which may become apparent. Although TwentyFour believe that the information provided in this presentation represented as coming from TwentyFour is based on reliable sources, it does not guarantee the accuracy or completeness of information contained in this presentation which is stated to have been obtained from or is based upon trade and statistical services or other third party sources.

Past performance is not a reliable indicator of future performance. Additionally, there can be no assurance that targeted or projected returns will be achieved, or that any securities discussed will achieve comparable results. In particular, statements contained in this presentation that are not historical facts are based on current expectations, estimates, projections, opinions and beliefs of TwentyFour. Such statements involve known and unknown risks, uncertainties and other factors, and reliance should not be placed thereon. In addition, this presentation contains "forward-looking statements", actual events or results or the actual performance of accounts may differ materially from those reflected or contemplated in such forward looking statements. Prospective investors are reminded that the actual performance realised will depend on numerous factors and circumstances, some of which will be personal to the investor. All opinions and estimates represented as coming from TwentyFour are those of TwentyFour given as of the date thereof and are subject to change, may have already been acted upon and may not be shared by other members of Vontobel.

Please remember that all investments come with risk. Positive returns, including income, are not guaranteed. Your investment may go down as well as up and you may not get back what you invested. Asset allocation, diversification and rebalancing do not ensure a profit or protection against possible losses in declining markets. Commissions, fees and other forms of remuneration may affect the performance negatively. This presentation does not disclose all the risks and other significant issues related to the securities discussed. Investing in fixed income securities comes with risks that can include but are not necessarily limited to credit risk of issuers, default risk, possible prepayments, market or economic developments, inflation risk and interest rate risk. Credit and prepayment risks also vary by tranche which may also affect the performance of related securities. Investments in foreign securities involve special risks, including foreign currency risk and the possibility of substantial volatility due to adverse political, economic or other developments. Similarly, investments focused in a certain industry may pose additional risks due to lack of diversification, industry volatility, economic turnoil, susceptibility to economic, political or regulatory risks and other sector concentration risks.

TwentyFour Asset Management LLP is registered in England No. OC335015, and is authorised and regulated in the UK by the Financial Conduct Authority, FRN No. 481888. Registered Office: 8th Floor, The Monument Building, 11 Monument Street, London, EC3R 8AF. Calls may be recorded for training and monitoring purposes. Copyright TwentyFour Asset Management LLP, 2021 (all rights reserved).