Credit Update

Investor Presentation

September 2021

Santander Consumer Bank AG



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Agenda Investor Presentation

1. Executive Summary

- 2. SCB Germany within Santander Group
- 3. Business Model and Strategy
- 4. Financials 2020
- 5. Risk Management
- 6. Funding Strategy
- Appendix: Fact & Figures





Executive Summary

Sancander Deine Bank. Jederzeit. Überall.

Executive Summary (1/3)

Santander Consumer Bank AG is firmly rooted in Santander Group

Market Leader in consumer finance in Germany with strong financials

Reinforcement of ESG topic

Conservative underwriting policy in order to maintain the above average risk quality of the loan portfolio

Resilient operating performance and strong capital position prove strong credit fundamentals

Santander Consumer Bank

AG

Santander Consumer Bank is a crisis resistant bank with the goal to become the best open digital platform for financial services



Executive Summary (2/3) What do the Rating Agencies say?

Rating Agency	Long Term Rating	Short Term Rating	Outlook
Standard & Poor's	A-	A-2	Stable
Moody´s	A2	P-1	Stable
Fitch Ratings	A-	F2	Stable

Rating Agency	Pfandbrief Rating	Outlook	
Fitch Ratings	AAA	Stable	
Moody´s	Aaa	Stable	
""We note that the bank has been managing the operating headwinds comparably well through the pandemic-induced 2020 recession, predominantly thanks to the solid performance of the used cars financing subsegment.1)	"SCB's baa2 BCA reflects, and is supported by, the bank's sound asset quality, solid capitalisation and above-average profitability compared with the German banking sector." ²)	"SCB AG has consistently been one of the most profitable German banks and a reliable source of strong returns for Santander, with average return on equity of about 14 % over the past four years." ³⁾	
<mark>S&P Global</mark> Ratings	Moody's	FitchRatings	

Santander

1) S&P Research Update dated 14th December 2020

Moody's Research Update dated 27th July 2021; BCA stands for baseline credit assessment
 Fitch Ratings dated 21st June 2021; VR stands for viability rating.

Executive Summary (3/3)

Key Financial Highlights 2020

Profitability: Resilience even in a pandemic environment

Strong track record of resilient recurring profitability even in unprecedented environment Slight decrease in PbT due to almost quadrupled risk provisions to reflect effects of pandemic PbT2020: EUR 393.6 m (EUR 454.2 m in 2019) RoRWA¹⁾ 2020: 1.34% (vs 1.54% in 2019)

Capitalisation: Further strengthened

CET1 ratio increased by 145 basis points Total capital ratio increased by 159 basis points

Risk: Prudent risk management as basis for success

Loan loss provisions conservatively increased to reflect potential weakening economy in 2021 NPL ratio improved in 2020 to 1.7 in line with good asset quality Risk prudence leading to high quality new business CET1 ratio: 14.44% (compared to 12.99% at the end of 2019) Total capital ratio: 16.2% (compared to 14.61% at the end of 2019)

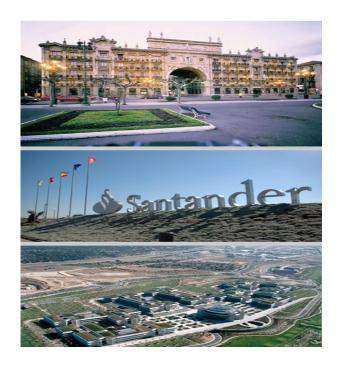
Net loan loss provisions increased by 273% to EUR 123.7 m NPL ratio decreased to 1.7 (2.0 in 2019)

SCB Germany within Santander Group



Snapshot SCB Germany within Santander Group

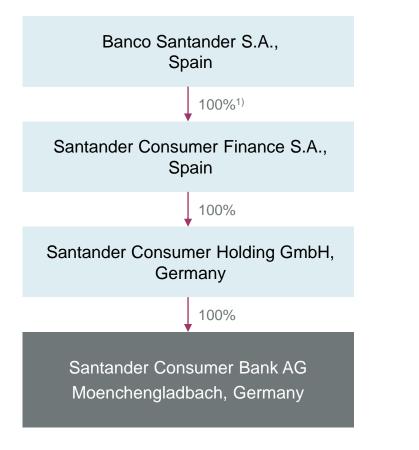




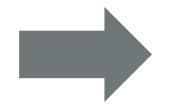
- Founded in 1957 Santander Consumer Bank AG (SCB) is the largest non-captive and second largest car finance provider in Germany
- SCB is also a market leader in consumer goods financing in Germany with a fully-fledged retail banking service
- SCB is wholly owned by Santander Consumer Finance S.A. (SCF), a leader in consumer finance in Europe, which in turn is wholly owned by Banco Santander S.A.
- Grupo Santander is one of the largest banks worldwide serving 148 million customers
- SCF is represented in Germany by SCB



SCB Germany within Santander Group



- Santander Consumer Bank AG has a full banking license since 1967 and conducts banking business subject to the supervision of the ECB according to the uniform European Single Supervisory Mechanism (SSM) and the German Federal Financial Services Authority in cooperation with the German central bank and in accordance with the German Banking Act
- Santander Consumer Bank's entire share capital is held by Santander Consumer Holding GmbH, a limited liability company based in Mönchengladbach

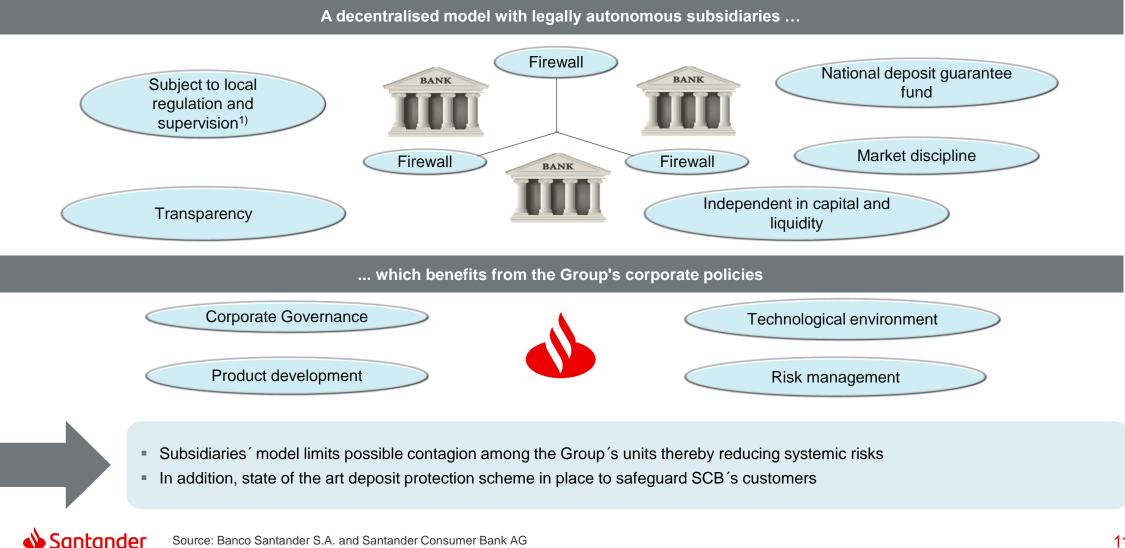


100% of share capital of SCB held by SCF



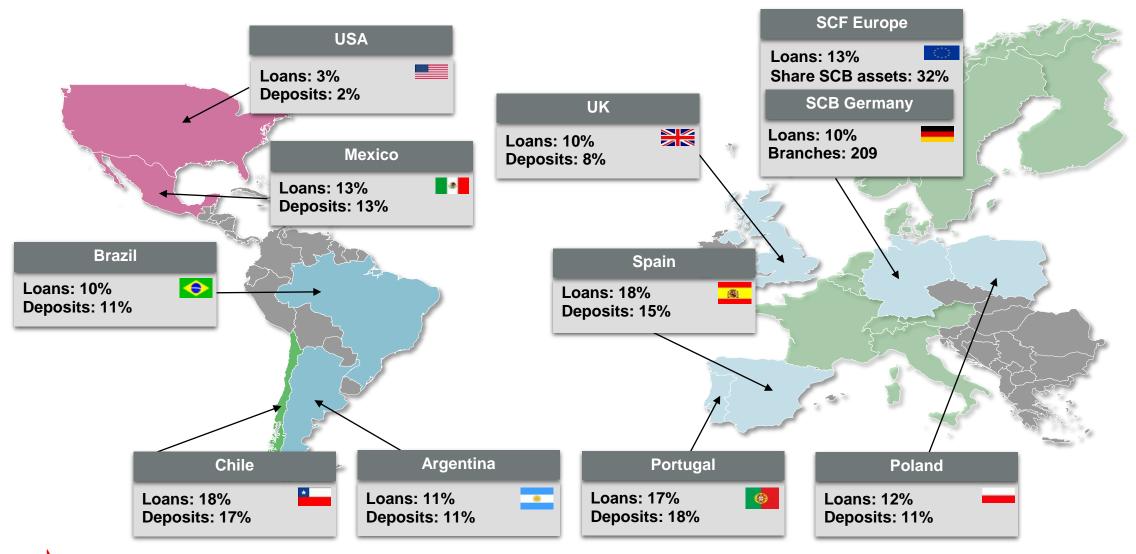
Source: Santander Consumer Bank 1) Directly (75%) and indirectly (25%)

SUbsidiaries' Model and Deposit Protection Scheme safeguard SCB



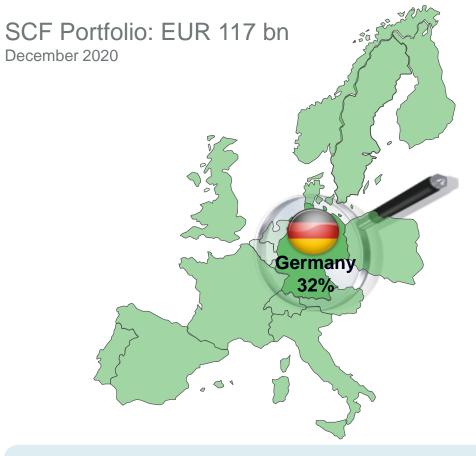
1) Subject to the supervision of the ECB according to the uniform European Single Supervisory Mechanism (SSM)

Scb Germany within Santander Group Santander's strong Market Share in three Geographic Regions



Santander Source: Banco Santander S.A.; Market share data as of 30th September 2020 or latest available; Note: The UK includes London branch. Poland including SCF business in Poland. The US include all states where Santander operates. Brazil: Deposits including debentures, LCA (agribusiness notes), LCI (real estate credit notes), financial bills (letras financieras) and COE (certificates of structured operations) The three geographic regions include North America, South America and Europe

SCB Germany within Santander Group



SCF Geographies	Portfolio Distribution
Germany	32%
Nordics	15%
Spain	13%
France	13%
UK	10%
Italy	8%
Poland	3%
Netherlands	3%
Austria	2%
Portugal and others	1%



- SCF's portfolio is well spread across 15 European countries and well balanced between car and consumer loans
- SCF has critical mass and TOP 3 positions in all countries
- Germany makes up 32% of SCF's portfolio .

SCF: Management perimeter (i.e. including SCUK, Poland and Canada)

Business Model and Strategy





Deine Bank. Jederzeit. Überall.

Business Model and Strategy Facts and Figures SCB

2020	Acquisition of Sixt Leasing via Hyundai Capital Bank Europe
2019	Joint Venture "Hyundai Capital Services Inc."
2016	Pfandbrief licence obtained and Joint Venture "PSA Bank Deutschland GmbH"
2015	Joint Venture "Volvo Car Financial Services GmbH"
2011	Acquisition of the German Retail Business of "SEB"
2009	Acquisition of and Merger with "GE Money Bank"
2008	Acquisition of and Merger with "RBS"
2006	Change of name into "Santander Consumer Bank"
2002	Merger of "CC-Bank" with "AKB Bank"
1987	Branding into "CC-Bank" and Acquisition by "Santander"

Founded as "Curt Briechle KG Absatzfinanzierung" 1957



ဂိုကို 3.9 m customers

EUR 29.2 bn Receivables to

customers







Santander Source: Santander Consumer Bank

Business Model and Strategy Our Customer's Needs are at the Center of our Business Activities

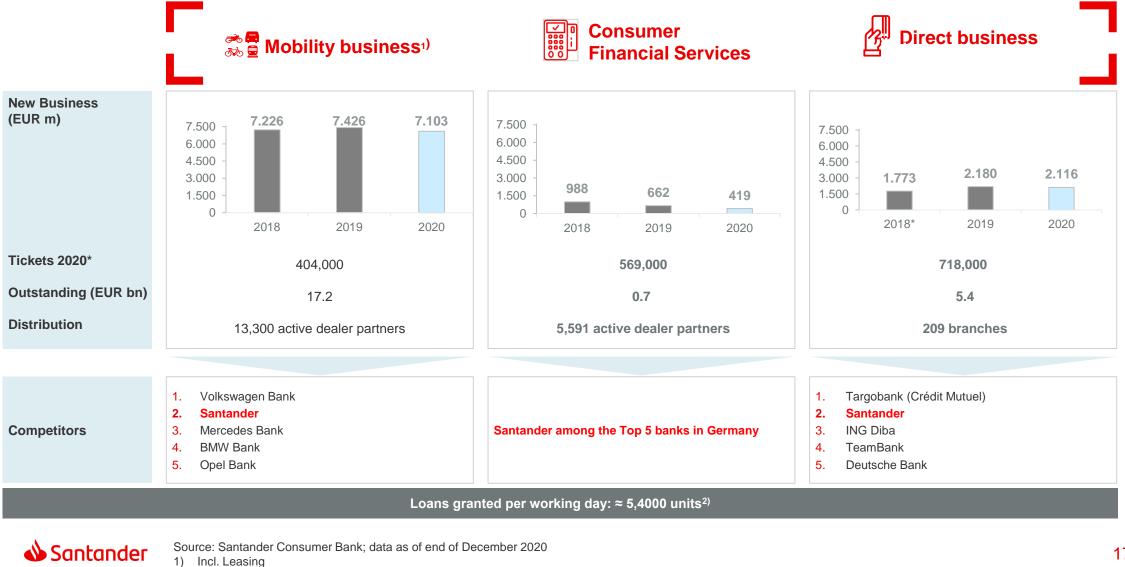
	≫ 🛱 Mobility business	Consumer Financial Services	Direct business	Business and corporate banking
Customers	Private clientsDealersImportersManufacturers	Private clientsRetailers	 Private clients 	 Corporate and commercial clients
Sales	 Indirect sales Dealer network Sales reps Regional HVC Online activities 	 Indirect sales International retailers Sales reps 	 Direct sales Branches Remote advice Online activities 	 Sales reps
Products	 Installment loans AutoDispoPlus-Card Leasing Factoring Stock financing Importer financing Insurances 	 Installment loans ComfortCard plus Factoring Insurances 	 Installment loans Checking accounts Credit and debit cards Deposits Investment products Mortgage and Pfandbrief business Pension schemes 	 Cash Management Trade Finance Working Capital Finance Growth and Investment Financing Interest Hedging Currency Hedging

Insurances

16

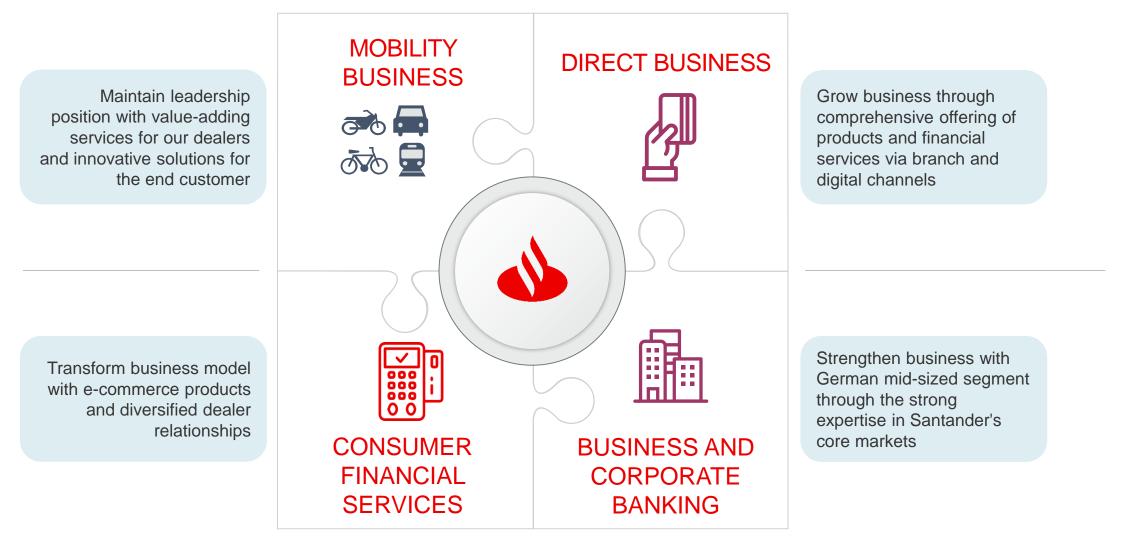


Business Model and Strategy Strong Market Position in Consumer Finance



2) Including extensions and increases of loan size * Number of loans granted

Business Model and Strategy Strategic Priorities in our four Business Fields





Business Model and Strategy

Responsible Banking Priorities 2021 in Germany: Mapped to ESG

Goals

Environmental

Contribute to Paris Agreement goals by aligning our portfolios, helping our customers to transition to a low carbon economy and leading by example in our own operations

Social

Have a best in class inclusive proposition that is relevant for our business, support our diverse stakeholders and has an impact in society that is concrete and measurable

Governance

Ensure doing the things the right way by further embedding our culture, having clear and relevant policies, leverage mainstream processes, listen to our stakeholders and ensure oversight by a solid governance

-

Initiatives

Net 0 of own operations

• Carbon neutral since 2020, review further carbon saving activities

Support reduction of customer footprint

- Enable customers to reduce their impact through offsetting initiative with Chooose
- Offsetting commitment for 5% of all financed news cars
- Increase share of alternative drive technologies (EVs & PHEVs)

Foster inclusive & collaborative culture

- Ensure comprehensive healthy and wellbeing approach (e.g. Be Healthy program, Covid measures)
- Further drive gender equality

Leverage Santander Universities

- Contribute to education, employability and entrepreneurship through around 1.000 scholarships
 Drive Corporate Citizenship
- Support around 47.000 people through selected community programs

Reflect ESG standards & requirements in governance & risk management

Incorporate ESG practices towards suppliers

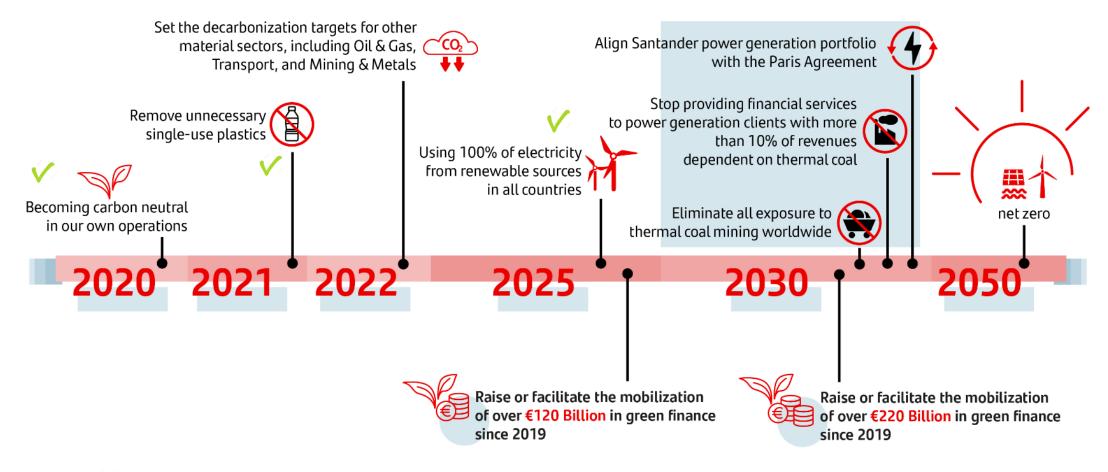
Drive transparency & reporting

· Evolve reporting and measurement approach



Business Model and Strategy

Journey of Banco Santander to be net zero by 2050



Business Model and Strategy

Maintain solid risk quality

Targets

Increase in profit before tax envisaged; however low visibility on 2021 earnings forecast given the uncertain further development of the pandemic

Continue to seize growth opportunities by increasing the number of products per customer

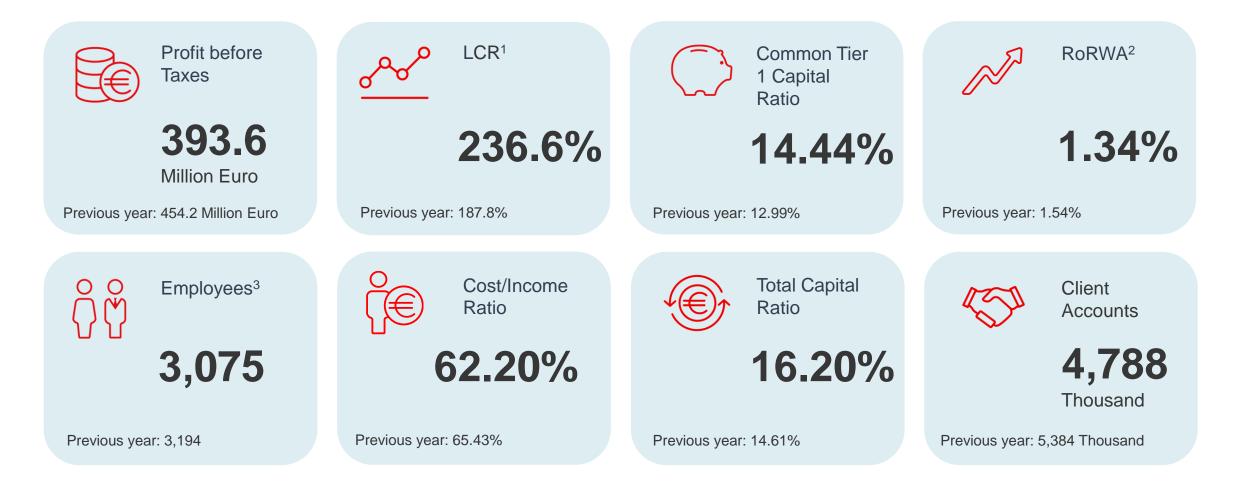






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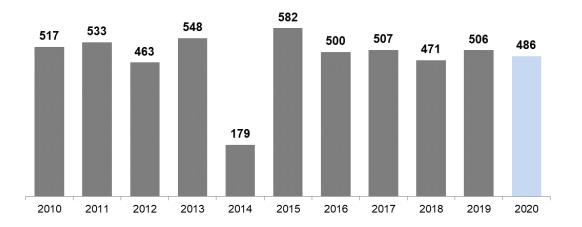
Source: https://www.santander.de/ueber-santander/investor-relations/finanzinformation/; Santander Consumer Bank Annual Report 2019 1) Liquidity Coverage Ratio

2) Return on Risk Weighted Assets

3) Headcount includes permanent and temporary employees, averaged over year

Strong Track Record of SC Germany

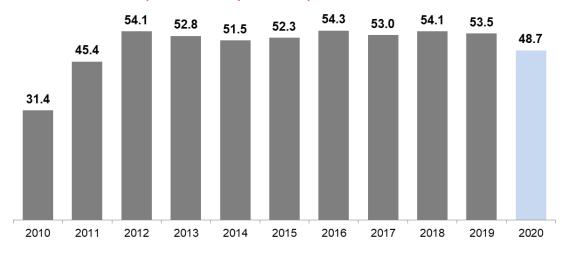
Profit before Taxes (in EUR mn.)¹⁾



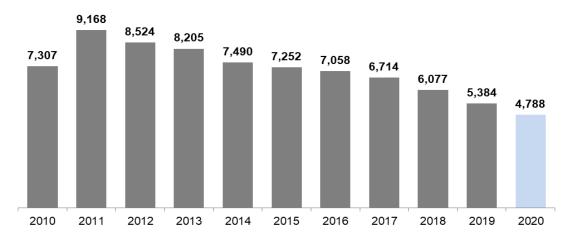
Managed Loans (in EUR bn)²⁾



Cost-Income-Ratio (in %, incl. depreciation)



Customer Accounts (in thsd.)³⁾



3) The decline was caused by reassessments of the portfolio during several IT migrations as well as the change in customer preferences due to the low interest rate environment

Strong Balance Sheet

in EUR m	2019	2020	∆ 20/19
Cash reserve	3,496	5,349	1,853
Receivables from Banks	2,152	2,860	707
Receivables from Customers	29,961	29,217	-744
Debt & other fixed-income securities	9,515	11,435	1,920
Other assets	978	1,266	288
Total Assets	46,102	50,127	4,024
Liabilities to Banks	4,999	7,253	2,254
Liabilities to Customers	23,170	22,774	-396
Provisions	689	685	-4
Issuances	13,298	15,218	1,920
Other liabilities	878	878	1
Equity	3,068	3,318	250
Total Liabilities & Equity	46,102	50,127	4,024

- The deviation in cash reserve was mainly caused by changing excess volumes in the minimum reserve account in order to manage the minimum liquidity buffer
- Receivables from banks increased due to a higher funding to HCBE and SIXT Leasing
- Decrease in receivables from customers (in addition to installment loans this also relates to commercial loans and mortgages; partly due to Covid-19)
- Debt & other fixed-income securities increased due to the closing of a retained ABS transaction amounting to EUR 3.8 bn and the build up of an HQLA portfolio amounting to EUR 1.5 bn
- Liabilities to banks increased due to higher TLTRO III drawings in March, June and September than repayment of TLTRO II
- Liabilities to customers decreased driven by lower wholesale deposits based on liquidity management actions and the reduction in certificate deposits
- Increase in issuances in 2020 due to the closing of a retained ABS transaction (EUR 3.8 bn) and the closing of a market ABS transaction (EUR 1.8 bn). The increase of volume due to one Pfandbrief issuance amounting to EUR 500 m is compensated by the decrease of commercial paper
- Equity increased due to a capital injection amounting to EUR 250 m



In addition to the impact arising from restriction related to Covid-19 the following aspects influenced the development of customer assets: Mobility outstanding decreased due to lower new business (-2.8%) Return-driven decline in Consumer Financial Services due to ongoing cancellation of unprofitable business

Net

balance

2019

15,011

1,040

5,172

2,970

1,455

3,661

29,961

352

299

Net

balance

2020

14,707

711

5,403

237

2,709

301

1,355

3,794

29,217

Higher outstanding in Direct Business mainly due to increasing terms despite of nearly unchanged turnover

% 20 / 19

-2.0%

-31.6%

-20.9%

-8.8%

-14.5%

-6.9%

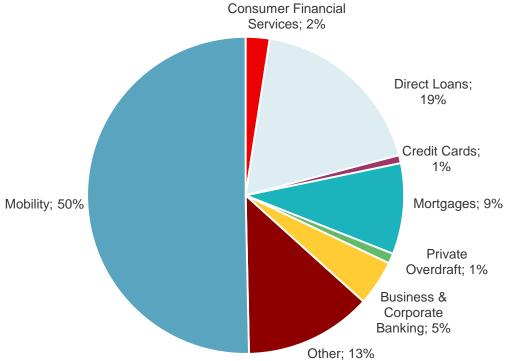
3.6%

-2.5%

4.5%

Decreased outstanding in mortgage business driven by higher redemptions

Relative portfolio share 2020





Financials 2020

Diversification of Customer Assets

Consumer Financial Services

Business & Corporate Banking

Business Area

(in m EUR)

Direct Loans

Credit Cards

Private Overdraft

Mortgages

Other

SCB AG

Mobility

Income Statement

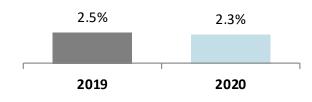
in EUR m	2019	2020	∆ 20/19	%
Interest Income	1,237.3	1,187.1	-50.1	-4.1%
Interest Expenses	-193.8	-177.4	16.4	-8.4%
Net Interest Income	1,043.5	1,009.7	-33.8	-3.2%
Income from Capital Instruments	11.2	0.2	-11.0	-98.0%
Net fees and commissions	154.7	158.0	3.2	2.1%
Gross Margin	1,209.4	1,167.9	-41.5	-3.4%
Personnel Expenses	-315.5	-294.7	20.9	-6.6%
General Expenses	-416.5	-376.4	40.1	-9.6%
Administrative Cost	-732.0	-671.0	61.0	-8.3%
Amortization	-59.3	-55.4	3.9	-6.6%
Operating Expenses	-791.3	-726.4	64.9	-8.2%
Net Operating Income	418.1	441.5	23.4	5.6%
Other operating Income/Expenses	15.1	1.7	-13.5	-89.1%
Extraordinary Expenses	0.0	0.0	0.0	0.0%
Net Loan-Loss Provisions	-33.2	-123.6	-90.5	272.9%
Earnings from profit transfer agreement	54.2	74.1	19.8	36.6%
Profit before Taxes	454.2	393.6	-60.6	-13.4%

- In 2020 the average interest rate on customer assets continued to fall. The receivables from customers were slightly lower than in 2019 (-2,5%). Interest expenses were lower than last year mainly driven by lower swap expense
- In contrast to 2019, but as expected, in 2020 no dividend was paid by the joint venture PSA
- Slightly lower commission income (-1,1%) but compensated by even lower commission expense (-2,6%), which led to a net increase in net fees and commissions. Both effects resulted from lower new business in CFS and direct business
- Operating expenses are lower than in 2019 mainly due to lower expenses for personnel adjustment measures, IT & consulting costs and pandemic-related cost savings
- Due to the difficult market environment caused by the pandemic, the increase in LLP was higher than ultimately expected
- Other operating expenses were impacted by de-recognitions which were €16.4 million higher than in 2019. This could be partly compensated via lower expenses for operational risks
- Earnings from profit transfer agreement contain the result of SC Leasing

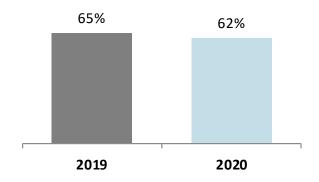


Key Performance Indicators

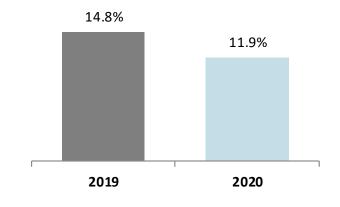
Net Interest Margin (in %)



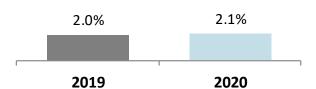
Cost-Income-Ratio (in %)



Return on Equity¹)

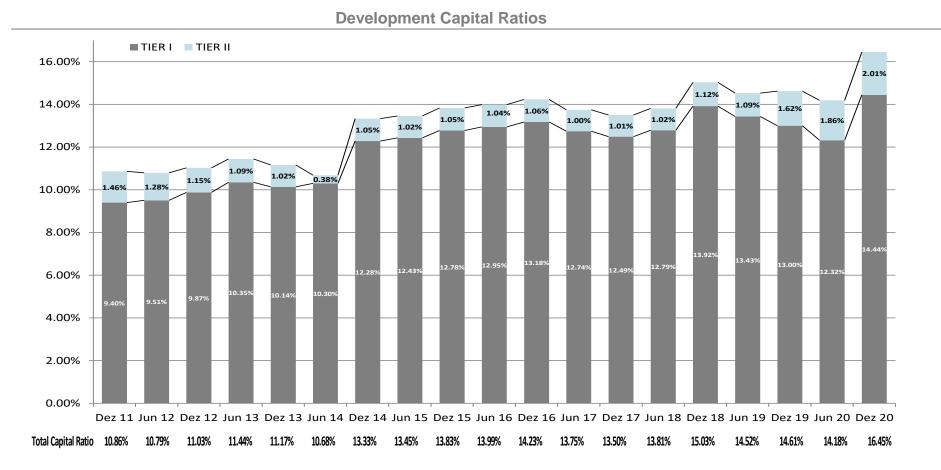


RORWA²⁾



Sontander
 1) Profit before taxes (HGB) in % of equity without participation lrights and subordinated oans
 2) Calculation basis: management result / management view; calculation: Profit after taxes / RWA

Improving Capitalisation



All capital ratios are comfortably above the regulatory minimum requirements in December 2020

Capital increase and RWA optimizations strengthened the capital ratios in the second half of 2020

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Risk Management

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Risk Management Risk Prudence leads to favorable Risk Situation

Segment PD Band	Private Customers	Business Customers	Private Real Estate Financing	Commercial Real Estate Financing	Gross Balance White/Grey Loans (in % and EUR m) ¹⁾
< 1.0%	65.7%	9.8%	9.6%	0.7%	85.8%
< 1.0 %	17,304.4	2,586.8	2,531.3	180.7	22,603.2
>= 1.0%	12.7%	1.2%	0.1%	0.1%	14.2%
>= 1.0%	3,344.6	315.4	37.1	34.5	3,731.6
Total	78.4%	11.0%	9.8%	0.8%	100.0%
Total	20,649.0	2,902.2	2,568.4	215.2	26,334.8

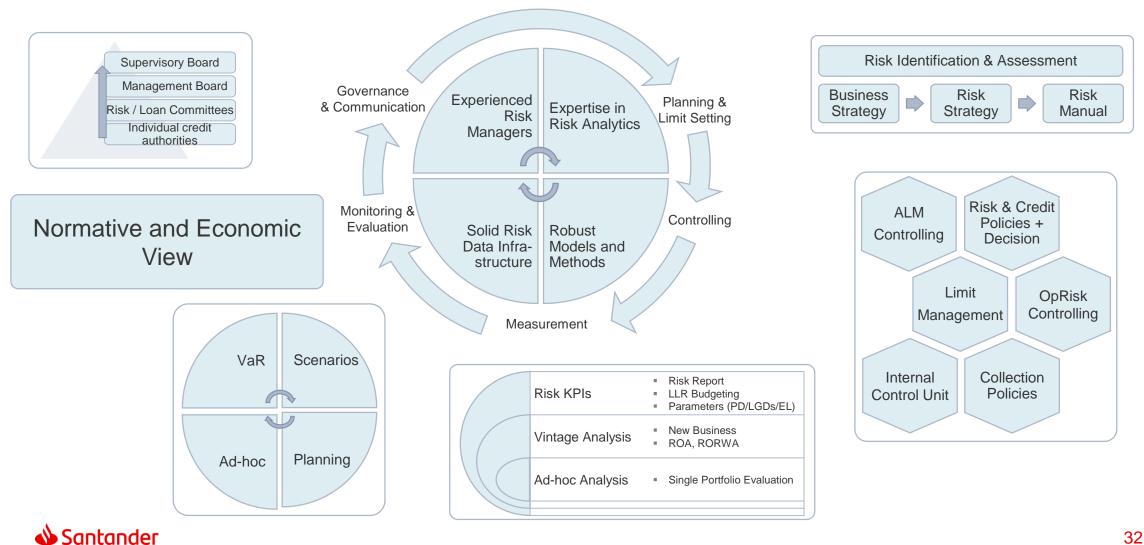


- 86% of loans have a probability of default (PD) of less than 1%
- Broadly diversified private customer loan portfolio



1) White loans: conforming loans; grey loans: credit commitments with current payment problems, payment problems over the last few months or changes to the repayment schedule in the form of extensions or changes to the installment plan

Risk Management Comprehensive Risk Controlling Processes established



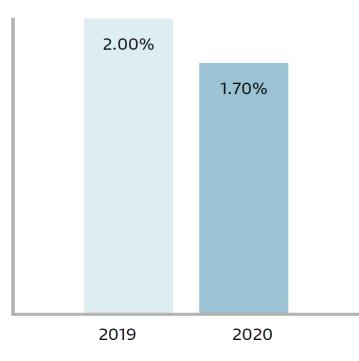
Risk Management Risk Culture embedded in all Employees' DNA





Risk Management Non Performing Loans Ratio further improved

NPL Ratio





- NPL ratio further decreased in 2020 proving good asset quality
- Various effects due to NPL sales

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Funding Strategy



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Funding Strategy

Targets of funding strategy

- Maintain strong retail deposit base
- Strengthen ABS funding via market transactions
- Make efficient use of TLTRO
- Further broadening and diversification of the investor base by issuing
 - Pfandbriefe
 - Senior Unsecured Debt
 - Commercial Paper

Securitisations as an important funding tool

- SCB has a long track record of originating and structuring European ABS deals
- Main features of our structures include
 - · Highly granular and well diversified loan portfolio
 - STS¹ true sale loan transaction
 - Credit enhancement: excess spread, subordination, overcollateralization

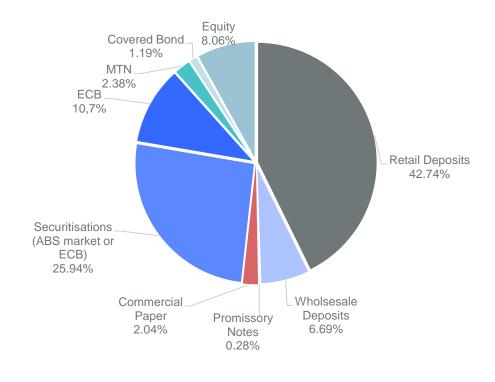
Intensifying further funding sources

- To establish reputation as a frequent issuer with respect to
 - Pfandbriefe
 - Senior Unsecured Debt
 - Commercial Paper

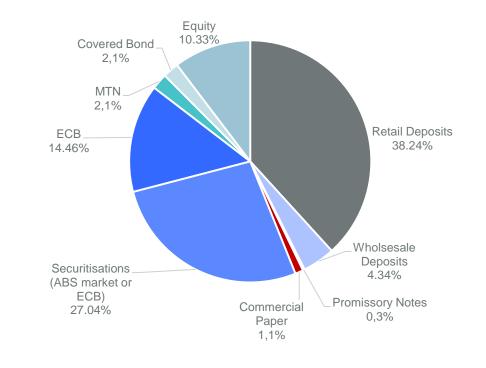


Funding Strategy Further Diversification of Funding in 2020

Funding Mix December 2019: EUR 42.1 bn



Funding Mix December 2020: EUR 46.9 bn





- 38% of funding portfolio is provided by retail deposits in 2020
- Pfandbrief issuance in February 2020 has further strengthened the refinancing basis



Source: SCB AG figures according to German GAAP (HGB); figures may not add up to 100% due to rounding; balance sheet view including retained ABS and equity

Credit Update

Santander Consumer Bank AG Conservative business model and stable market positon in Germany

Strong recurrent earnings generation

Conservative risk management ensures the high risk quality of the loan portfolio

Solid capital position

Further diversification of the funding base



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Unser Anspruch ist, zum Erfolg von Menschen und Unternehmen beizutragen.

Unsere Kultur basiert auf der Überzeugung, dass alles, was wir tun, einfach, persönlich und fair ist:

Simple Personal Fair

Santander Consumer Bank AG

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Dow Jones Sustainability Indices





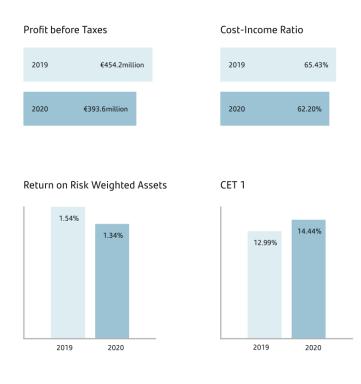


Appendix

Santander Deine Bank. Jederzeit. Überall.

Appendix Snapshot of Success Numbers

Facts and Figures Santander Consumer Bank AG



* Equity excluding subordinated liabilities and profit participation certificates ** Ratings as of day of preparation of annual report

Figures may not add up due to rounding.



Profit and Loss Statement German GAAP (HGB)	01/01/−31/12/2020 (in € million)	01/01/−31/12/2019 (in € million)	Change (in%)
Net Interest Income	1,009.7	1,043.5	-3.2
Net Fees and Commissions	158.0	154.7	2.1
Income from Capital Instruments	0.2	11.2	-98.0
Gross Margin	1167.9	1209.4	-3.4
Personell Expenses	294.7	315.5	-6.6
General Expenses	376.4	416.5	-9.6
Amortization	55.4	59.3	-6.6
Other Operating Income and Expenses	2.5	15.3	-84.0
Operating Income	443.9	433.4	2.4
Net Loan Loss Provisions	123.7	33.2	273.2
Earnings from Profit Transfer Agreements	74.1	54.2	36.6
Profit before Taxes	393.6	454.2	-13.4
Ratios	01/01/-31/12/2020 (in%)	01/01/-31/12/2019 (in%)	Change (in Basis Points)
Cost-Income-Ratio	62.20	65.43	-323
Return on Risk Weighted Assets	1.34	1.54	-20
NPL Ratio	1.70	2.00	-30
Banking Regulatory Ratios	31/12/2020 (in %)	31/12/2019 (in € million)	Change (in percentage points)
Core Equity Tier 1 Ratio (CET 1)	14,44	12.99	145
Total Capital Ratio	16.20	14.61	159
Leverage Ratio	7.32	7.80	48
Balance Sheet Figures	31/12/2020 (in € billion)	31/12/2019 (in € billion)	Change (in %)
Balance Sheet Total	50.127	46.102	8.7
Liabilities to Costumers	22.774	23.170	-1.7
Receivables from Customers	29.217	29.961	-2.5
Equity *	3.318	3.068	8.1
Ratings**	Long Term	Short Term	Outlook
Moody's	A2	P-1	Stable
Standard & Poor's	Α-	A-2	Stable
Fitch Ratings	A-	F2	Stable
Pfandbrief-Ratings	Ra	Outlook	
Moody's	A	aa	Stable
Fitch Ratings	A	AA	Stable