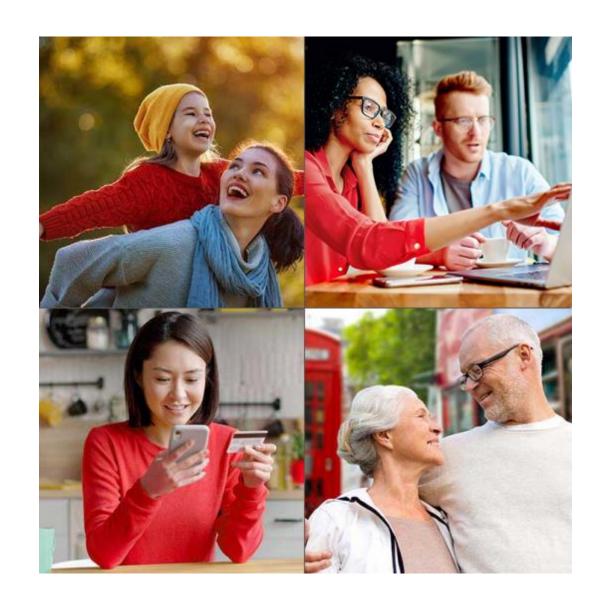
#### Santander UK Group Holdings plc

## Investor Update

for the nine months ended 30 September 2022

October 2022





#### 9M 22 Financial Highlights

£1,489m

Profit before tax (9M 21: £1,438m)

2.04%

Banking NIM (9M 21: 1.91%)

48%

Cost-to-income ratio (9M 21: 56%)

£610m

Transformation programme savings cumulative since 2019<sup>1</sup>

£9.8bn

Net mortgage lending (9M 21: £5.2bn)

1.21%

Stage 3 ratio (2021: 1.43%)

15.5%

CET1 Capital ratio (2021: 15.9%)

5.3%

UK leverage ratio (2021: 5.2%)

168%

Holdco LCR<sup>3</sup>

Note: Please see appendix for abbreviations.



<sup>1.</sup> Ongoing transformation programme savings of £610m from £892m investment since 2019. 2. Includes lending to finance properties with an EPC rating of A and B, renewable energy and electric vehicles as well as financing raised and facilitated. 3. Liquidity metrics now reported for Santander UK Group Holdings plc, from 1 January 2022 following adoption of CRR2 regulation.





## Our purpose is to help people and businesses prosper

- We help our customers at moments that matter most
- We champion British businesses and help them to grow sustainably
- Our customer focus helps us to develop more loyal and lasting relationships

Note: further information on Santander UK strategy can be found in the 2021 Annual Report.

#### Our competitive advantages







#### **Established UK market position**

14 million

active UK customers

3rd
largest retail
mortgage provider<sup>1</sup>

**7 million** digital customers

449 branches

across the UK

5<sup>th</sup>

largest commercial lender<sup>1</sup>

68%

digital mortgage retention<sup>2</sup>

#### Our strategic priorities

Deliver growth through customer loyalty and outstanding customer experience

Engage, motivate and develop a talented and diverse team

- 2 Simplify and digitise the business for improved efficiency and returns
- 4

Be a responsible and sustainable business



<sup>1.</sup> Santander UK industry analysis as of Q2 22. Mortgage provider: UK mortgage stock, Retail Banking divisions. Commercial lender: UK commercial lending stock, Corporate and/or Commercial Banking divisions (excludes investment banking). 2. Value of offers issued via online mortgage retention tool as % of total offers issued.

#### Sustainability and Responsible Banking Strategy: three key pillars and a foundation

- Thriving Workplace
- 2 Better Communities
- Healthy Environment

Foundation: Being responsible in everything we do

Note: See 2021 ESG supplement for definitions and more information.

#### Creating a culture of inclusivity and belonging

Diversity, inclusion and belonging

Social mobility

Organisational culture and governance



#### Helping customers and communities prosper

Financial inclusion

Community engagement and support

Sustainable / ESG products



#### Fighting climate change and supporting the green economy

Support customer transition to a low carbon economy

Reducing emissions in our operations



# Being responsible in everything we do

Responsible banking practices

Financial crime

Human and labour rights





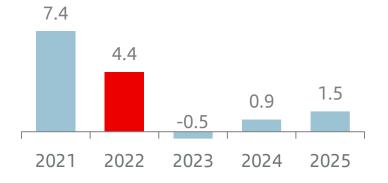


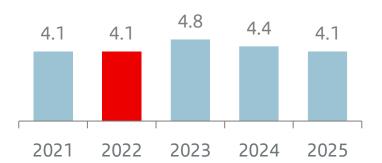
- Lower economic growth due to high inflation and negative real wage growth into 2023
- Unemployment expected to remain low although cost pressures and rising bank rate will add to headwinds facing businesses
- Inflation set to remain above target in 2023 due elevated food and energy prices
- San UK base rate forecast for end 2022 is 3.75% and 4.75% for 2023

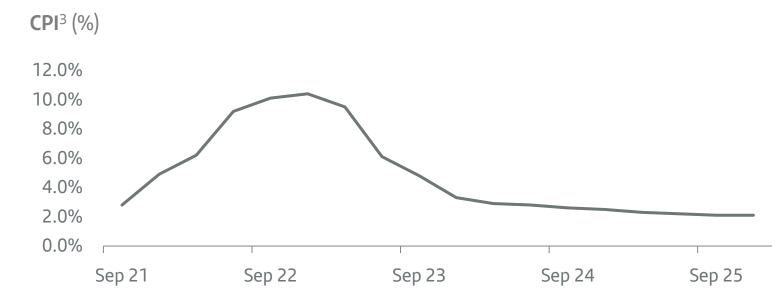














<sup>1.</sup> Santander UK base case. Calendar year annual growth rate 2. At 31 December 3. Consumer Price Index. Santander UK latest estimation of inflation

## Strong results with higher operating income

- Net interest income +11% following impact of base rate increases and higher mortgage lending
- Non-interest income (7)% as the £71m gain on sale of our UK head office in Q3 21 was not repeated
- Operating expenses (8)% largely due to lower transformation programme spend following significant restructuring in 2021
- Credit impairment charges of £256m following write backs of £170m in 9M 21

Note: 9M 22 (unless stated otherwise).

#### Summarised consolidated income statement

|                                 | Statutory<br>9M 22 | % Change<br>YoY | Adjuste<br>9M 22 |        |
|---------------------------------|--------------------|-----------------|------------------|--------|
| Net interest income             | £3,293m            | +11%            | £3,293           | m +11% |
| Non-interest income             | £415m              | (7)%            | £362n            | +20%   |
| Operating expenses <sup>1</sup> | £1,770m            | (8)%            | £1,589           | m (2)% |
| Credit impairment losses        | £256m              | n.m.            | £256n            | n.m.   |
| Provisions <sup>1</sup>         | £193m              | (14)%           | £165n            | +47%   |
| Profit before tax <sup>2</sup>  | £1,489m            | +4%             | £1,645           | m (3)% |



<sup>1.</sup> Operating expenses is before credit impairment charges/ write-backs, provisions and charges. Provisions is for other liabilities and charges. 2. Profit from continuing operations before tax. 3. Non IFRS measure. See Appendix 1 of QMS for details.

## Improved returns with strong capital and liquidity

- CET1 capital ratio and UK leverage ratio well above regulatory requirements
- Adjusted CIR of 43% due to increased net interest income and lower operating expenses;
- CoR of 9bps with no material increase in arrears
- The Stage 3 ratio reduced by 22bps due to the movement of corporate loans to Stage 2

|                                | 2018 | 2019 | 2020 | 2021 | 9M 22 |
|--------------------------------|------|------|------|------|-------|
| CET1 capital ratio (%)         | 13.2 | 14.3 | 15.2 | 15.9 | 15.5  |
| Leverage ratio (%)             | 4.5  | 4.7  | 5.1  | 5.2  | 5.3   |
| LCR (%)                        | 164  | 142  | 150  | 166  | 168²  |
| Banking NIM (%) <sup>1</sup>   | 1.80 | 1.64 | 1.63 | 1.92 | 2.04  |
| Adjusted CIR (%) <sup>1</sup>  | 54   | 59   | 60   | 50   | 43    |
| Cost of risk (bps)             | 8    | 11   | 31   | (11) | 9     |
| Adjusted RoTE (%) <sup>1</sup> | 10.2 | 7.8  | 4.3  | 13.2 | 13.0  |
| Stage 3 ratio (%)              | 1.25 | 1.15 | 1.42 | 1.43 | 1.21  |



<sup>1.</sup> Non IFRS measure. See Appendix 1 of QMS for details. 2. Liquidity metrics now reported for Santander UK, our Holding Company, from 1 January 2022 following adoption of CRR2 regulation.

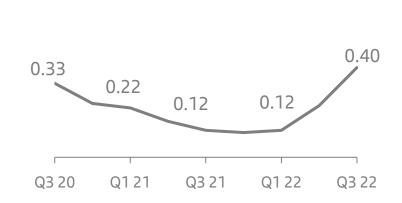
#### Increase in Banking NIM

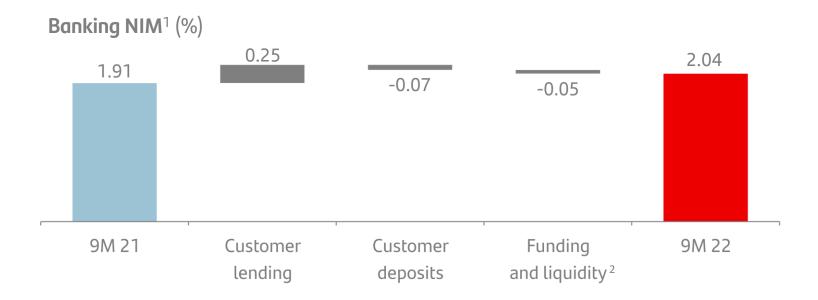
- Mortgage lending new business rates increased in Q3 22 with rising base rates
- Deposit pass through rates have increased and are likely to grow further with future rate rises
- Banking NIM increased 13bps YoY to 2.04%, reflecting the impact of base rate increases and higher mortgage lending
- Q3 22 Banking NIM up 3bps to 2.07%









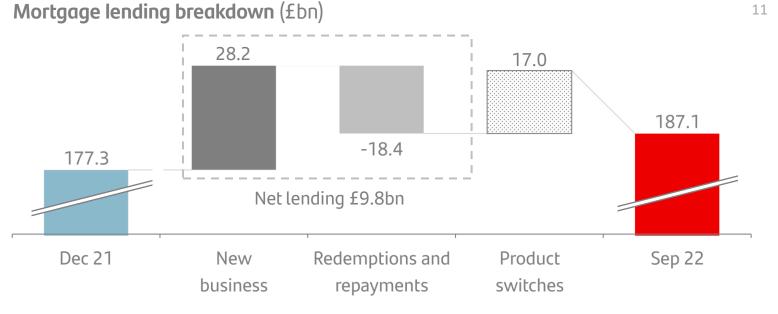




<sup>1.</sup> Adjusted Banking NIM is calculated as adjusted net interest income divided by average customer assets. 2. Includes cost of wholesale funding and income from liquid assets buffer (LAB).

#### Strong mortgage lending in 9M 22 but early signs of slower activity

- o c. 1/3 of the book refinances each year onto current rates through new lending and product switches
- o 88% of mortgages are fixed rate
- Base rate up to 2.25% in September 2022, highest since 2008
- Increasing competition for deposits



**Total customer deposits** (£bn)

**Total term funding** (£bn)

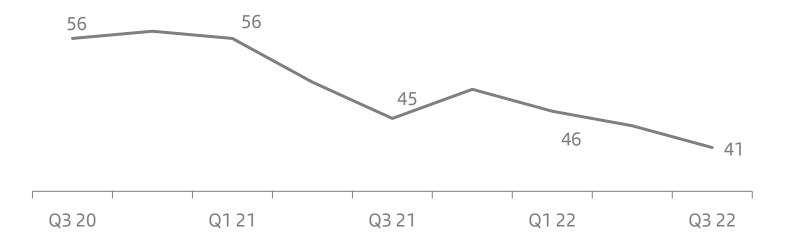




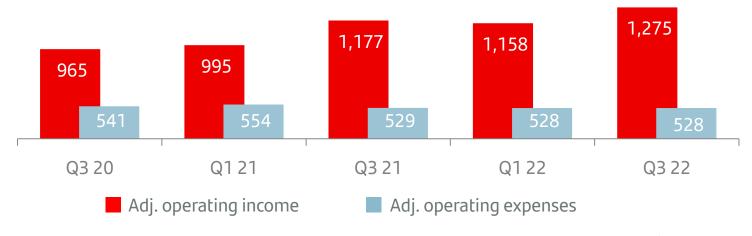
## Multi-year transformation programme

- Ongoing transformation savings of £610m from £892m transformation programme investment since 2019
- Adjusted operating expenses down with efficiency savings from our transformation programme partially offset by increased financial crime spend and inflationary pressures
- Improved operating performance with higher operating income and flat expenses against a high inflation backdrop

#### Adjusted cost-to-income ratio<sup>1</sup> (%)



#### Adjusted operating income and expenses<sup>1</sup> (£m)



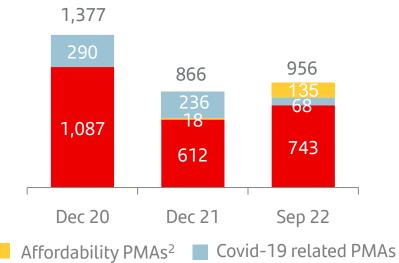


<sup>1.</sup> Non IFRS measure which excludes transformation costs. See Appendix 1 of QMS for details  $\,$ 

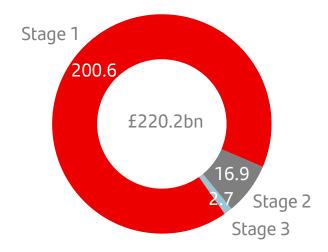
## Prudent approach to risk across our businesses

- No material increase in arrears. CoR<sup>1</sup>
   of 9bps largely reflecting ECL build
   in retail portfolios (2021: -11bps).
- The loan book is largely secured with collateral (85% residential property)
- Stage 3 ratio 1.21% (Dec 21: 1.43%)
- Credit impairment charges driven by deterioration in economic outlook, expectation of higher interest rates, lower GDP, and lower house prices as well as risk from higher inflation

#### **ECL provision** (£m)



#### Customer loans by stage (£bn)



#### Notable changes to ECL (£m)<sup>3</sup>

|  | 9M 22 |
|--|-------|
| Covid-19 related PMA's                     | (175) |
| Economic scenarios and weights             | 118   |
| Corporate sector staging risks             | 73    |
| Affordability of retail lending repayments | 44    |
| Other provision charges                    | 30    |



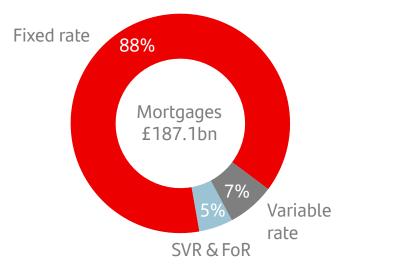
<sup>1.</sup> CoR is rolling 12-month credit charges losses as a percentage of average customer loans. 2. Includes affordability of unsecured lending repayments and corporate sector staging risks. 3. Write offs against provision £120m

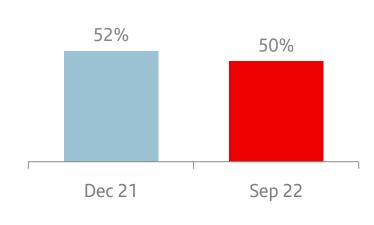
## Homes: Strong growth in prime mortgage lending

- Net mortgage lending of £9.8bn (9M-21: £5.2bn) with £28.2bn gross mortgage lending (9M-21: £25.2bn)
- New business LTV 69%<sup>1</sup> and average loan size of £236k
- London new business LTV 66%<sup>1</sup>
- 91 % of mortgages owner occupied,9% BTL

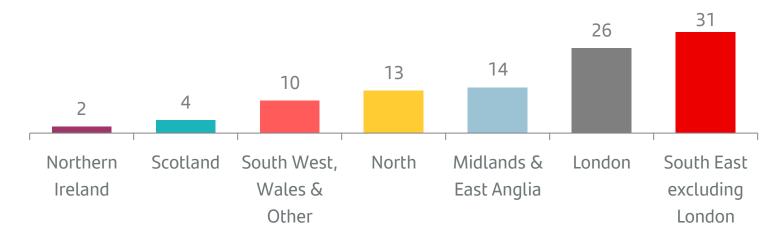
#### Interest rate profile (%)







#### Mortgage geographical distribution (%)<sup>2</sup>



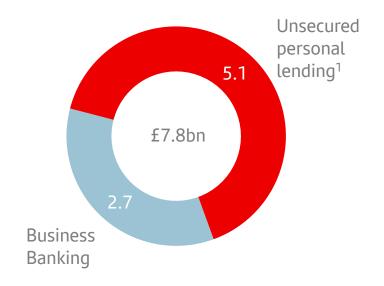


<sup>1.</sup> Balance weighted LTV. 2. Source: Quarterly Management Statement for the six months ended 30 June 2022

#### **Everyday Banking**

- Serves c.14m active customers in branch or through remote and digital channels
- Increased interest rates across our savings product range, offering market leading rates for customers
- Raised 11213 Current Account interest rate to 1.50% and doubled cashback on energy bills to 4%
- Customer deposit balances increased in Q3 22 however competitive pressures remain

#### EDB customer lending (£bn)



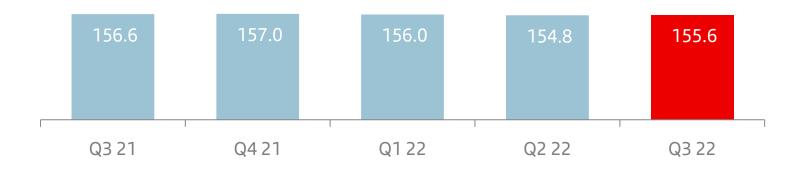
EDB customer deposits (£bn)

# Business Banking 12.4 79.9 Current accounts £155.6bn 57.4 Savings

Other retail

products

**EDB customer deposits** (£bn)





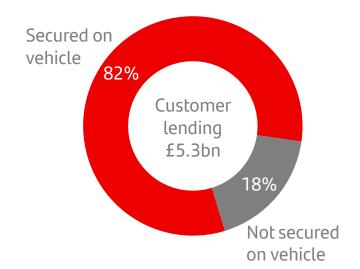
<sup>1.</sup> Includes UPL, Overdrafts and Credit Cards

#### **Consumer Finance**

- o Prime lending portfolio
- 93% of asset in Stage 1, negligibleStage 3
- Significant customer equity in residual values

#### Consumer Finance customer lending (£bn)





Collateral held on loans

#### Partners and relationships













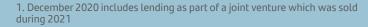














## Corporate & Commercial Banking

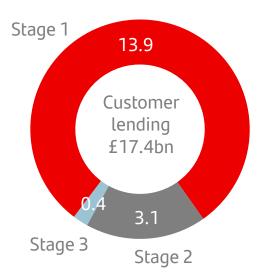
- Continuing strong performance with stable balance sheet
- Continue to support customers, particularly those wanting to expand or enter new markets with the assistance of our International platform Santander Navigator
- Launched SME support toolkit to help businesses manage challenges of current economic environment
- Fraud awareness webinars launched during Q3 22 to help protect businesses from scams and frauds

1. CCB customer loans include £4.5bn of CRE loans.

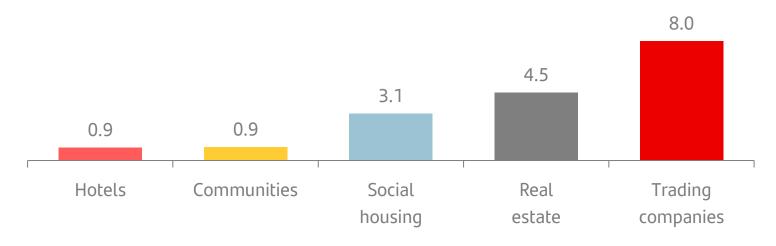
#### CCB customer loans and deposits (£bn)



#### Asset quality (£bn)



#### CCB customer lending by sector (£bn)





#### Q3 22 Takeaways

 Supporting our customers with what matters most

- Adjusted profit before tax<sup>1,2</sup> (3)% to £1,645m. Adjusted RoTE<sup>3</sup> 13.0%
- Proven balance sheet resilience, 85% of customer loans are retail mortgages. Unsecured lending and BTL portfolios relatively small
- BBLS and CBILS lending made to pre-existing customers, expected to significantly mitigate potential fraud
- Strong capital and liquidity

#### 9M 22

#### £9.8bn

Net mortgage lending (9M 21: £5.2bn)



Expect net mortgage lending will be broadly in line with market growth for the year

Looking ahead

#### 2.04%

Banking NIM<sup>2</sup> (9M 21: 1.91%)



Expect Banking NIM<sup>2</sup> continue to be above 2021

43%

Adj. CIR<sup>2</sup>

(9M 21: 50%)



Continue to control operating expenses and expect further savings from our transformation programme



<sup>1.</sup> Profit before tax from continuing operations. 2. Non- IFRS measure. See Appendix 1 of QMS for details. 3. Banco Santander's UK 2022 ROTE target is > 13%. Adjusted RoTE: adjusted based on Group's deployed capital calculated as contribution of RWAs at 12%.

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- Liquid assets £21bn above minimum requirement
- We intend to start repaying TFSME ahead of 2025 contracted maturities<sup>1</sup>
- Continued strong LCR ratio<sup>2</sup>
- Issuances to date of £6.6bn, including issuance of MREL of £1.9bn equivalent and £4.7bn of non-MREL issuance from Santander UK plc, our RFB

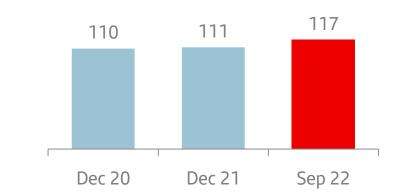
#### Liquidity coverage ratio<sup>2</sup> (%)

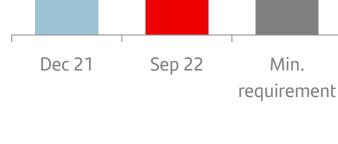
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168

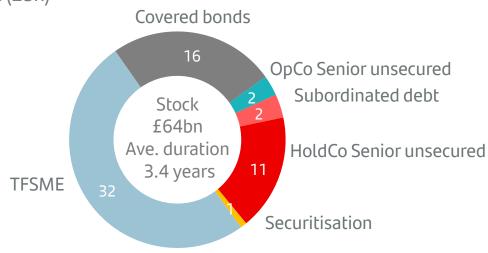
100

#### Loan to deposit ratio (%)







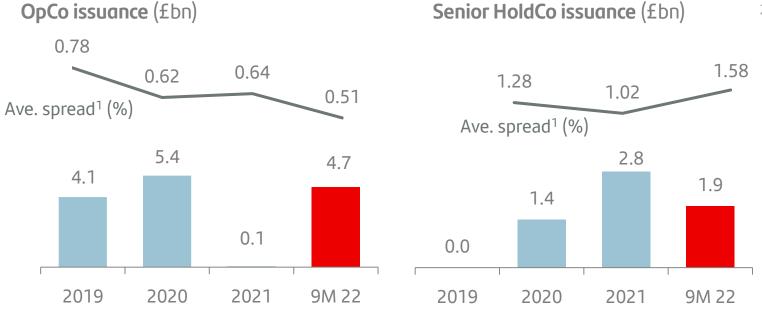




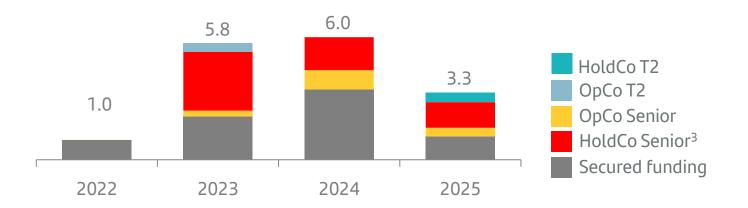
 <sup>£3.9</sup>bn of TSFME drawn has a term of 6-10 years in line with BBLS
 Liquidity metrics now reported for Santander UK, our Holding Company, from 1 January 2022 following adoption of CRR2 regulation.

## Strong funding position across a diverse range of products

- Lower issuance in 2021 as a result of TFSME
- 2022 sees some prefunding, expect a gradual return to more normalised issuance levels from 2023 as we commence TFSME repayment; principally through OpCo and secured issuance
- Next HoldCo Tier 2 maturity in 2025 and AT1 call in 2024



Term funding maturities<sup>2</sup> (£bn)



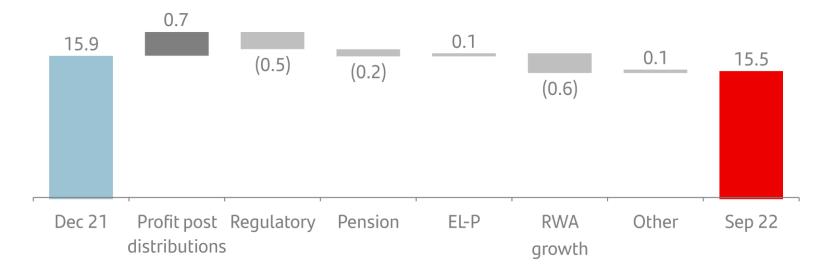


<sup>1.</sup> Average spread is the weighted margin above SONIA for issuance in that calendar year. 2. Includes issuances from Santander Consumer Finance UK but excludes TFSME. 3. Earliest between first call date and maturity date

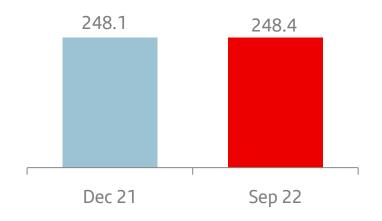
## Continued resilience through strong capital position

- CET1 capital ratio headroom of >5pp over regulatory minimum
- CET1 capital ratio decreased 40bps to 15.5%, largely due to higher RWAs. RWAs increased to £71.4bn with growth in mortgage lending
- Defined benefit pension scheme surplus was broadly stable from 30 June 2022. The scheme held sufficient liquid assets to withstand the stress following recent market volatility and at 25 October 2022 the scheme remains comfortably in surplus and has not materially impacted our capital position

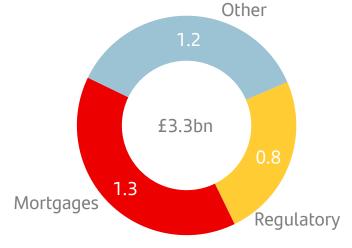




#### Leverage exposure (£bn)



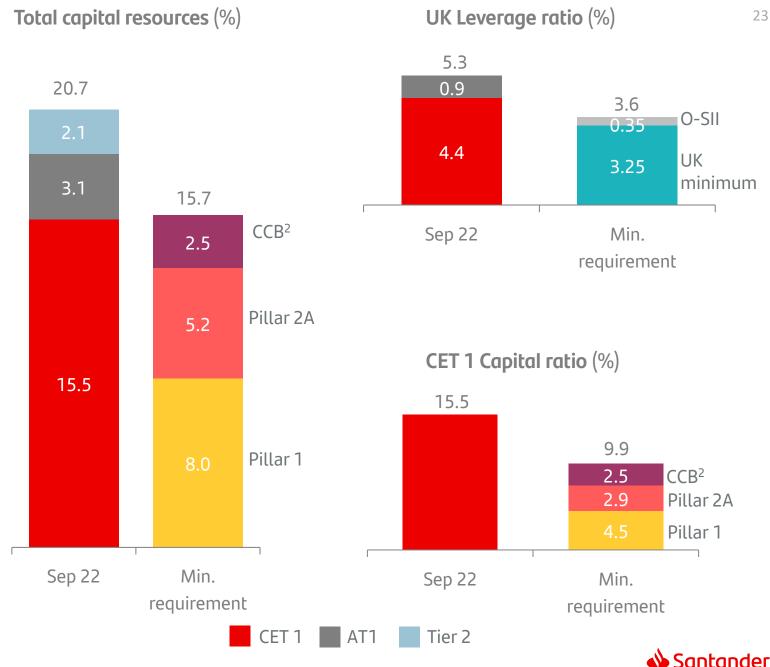
#### RWA growth (£bn)





#### Capital positioned for dual regulatory requirements

- Our CET1 and AT1 outstanding amounts are currently driven by leverage
- From RWA perspective part of our T2 requirements are met with CET1 and AT1
- At 30 September 2022 SanUK's P2A capital requirement remained with RWA percentage based element

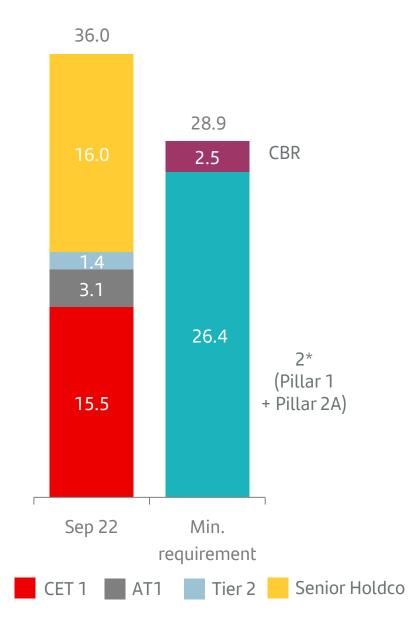


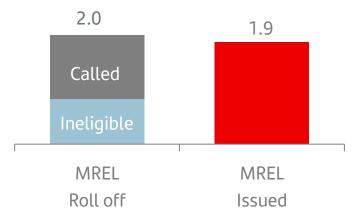
<sup>1.</sup> Headroom on UK Leverage requirement of 1.7% is sufficient to cover 100bps drawdown from 2021 BoE stress test with additional management buffer 2. Capital Conservation Buffer

#### RWA loss absorbing capacity Holdco requirements<sup>1,2</sup>

- Fully compliant with end state MREL requirements, being RWA constrained
- Expect to issue between £1.5bn -£3bn of MREL in 2022, of which we have already issued £1.9bn equivalent
- Minimum requirement is 26.4% of RWAs plus CBR<sup>2</sup>
- BoE published its first RAF
   assessment in June 2022, we were
   only UK bank with no material issues
   to resolution identified







#### **Resolvability Assessment Framework**

| BoE assessment  | Ranking   |
|---|---|
| Adequate Financial<br>Resources                             | No material issues currently identified   |
| Continuity and Restructuring Coordination and Communication | No material issues currently identified No material issues currently identified |

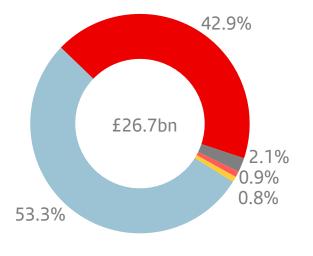


<sup>1.</sup> At 30 September 2022 Santander UK Group Holdings Pillar 2A requirements was 5.22%. 2. Combined Buffer Requirement includes CCB 2.5% and CCyB 0% and will be met exclusively with CET1

## Continuing to reduce legacy capital

- 7.037% RCI was subject to a regulatory call on 14 February 2022
- 7.95% Term Subordinated Securities due October 2029 are governed by New York law and will as such likely lose grandfathering as Tier 2 Capital under the UK CRR post 28 June 2025
- Bilateral buybacks continue to reduce amount of legacy capital

#### **Capital and Senior Holdco Instruments**



| HoldCo Capital    |
|-------------------|
| HoldCo Senior     |
| Legacy Eligible   |
| Called            |
| Legacy Ineligible |
|                   |

| Instrument               | Amount | 2022/25+           |
|--------------------------|--------|--------------------|
| 10.0625% Perp            | £200m  | Tier 2             |
| 7.95% <sup>1</sup> '29   | £192m  | Tier 2/ Ineligible |
| 7.125% Perp              | £14m   | Ineligible         |
| 6.5% '30                 | £22m   | Tier 2             |
| 5.875% '31               | £11m   | Tier 2             |
| Pref Shares <sup>2</sup> | £325m  | Tier 2             |
| 7.037% RCI <sup>3</sup>  | £0m    | N/A                |
| Ineligible               |        | £14m/£206m         |

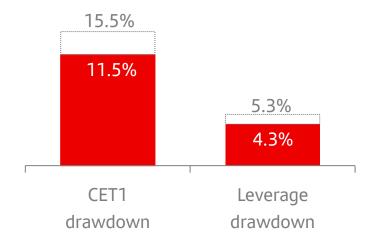


<sup>1.</sup> No contractual recognition of bail-in given that these securities were issued before that law existed, UK CRR as amended on 1 January 2022 suggest likely loss of grandfathering post June 2025. USD value of instrument \$214. Change in GBP Amount of is a result of FX movements. 2. In Dec 21 existing internal AT1 securities were modified to be subordinated to preference shares. 3. Regulatory call notice issued Jan 2022, called 14 Feb 2022.

#### Bank of England stress tests

- 2022 stress test scenarios announced in Q3 22
- Passed 2021 BoE stress tests without need for management actions
- 4.0% CET1 drawdown post stress compares favourably to our 5.6% buffer to MDA and 7.3% buffer to reference rate
- Global financial crisis UK GDP growth (6.25)%, unemployment 8.4%, HPI (17.0)% and base rate 2.0%

#### Q3 22 ratios post SST drawdowns(%)



#### BoE stress test scenarios (%)

|               | <b>BoE SST</b> 2021 <sup>1</sup> | BoE ACS 2022 <sup>2</sup> |
|---------------|----------------------------------|---------------------------|
| UK GDP Growth | (9.00)                           | (5.00)                    |
| Unemployment  | 11.90                            | 8.50                      |
| HPI           | (33.00)                          | (31.00)                   |
| Base rate     | (0.10)                           | 6.00                      |

#### Peer drawdowns at BoE 2021 SST (pp)

|                                   | 4   |      | \$  | Virgin |     |     |     | 7   |
|-----------------------------------|-----|------|-----|--------|-----|-----|-----|-----|
| CET 1<br>drawdown <sup>3</sup>    | 4.0 | 19.3 | 3.9 | 5.1    | 6.9 | 6.1 | 8.1 | 9.4 |
| Leverage<br>drawdown <sup>3</sup> | 1.0 | 0.2  | 0.5 | 1.2    | 1.3 | 1.3 | 2.0 | 2.3 |

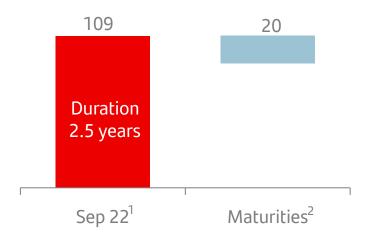


<sup>1.</sup> Source: BoE, Key elements of the 2021 stress test, Jan 21. 2. Source: BoE, Key elements of the 2022 ACS stress test, Sep 22. 3. Reference rates for CET1 capital ratio: 8.2% and leverage ratio: 3.5%

#### Structural hedge evolution

- Structural hedge remained broadly stable
- Table shows how NII would be affected by +/- 25 bps and +/- 50bps parallel shift applied instantaneously to the yield curve
- Consists of primarily fixed rate mortgages. Yield driven from swap rates that would have swapped fixed rate mortgages to floating assets

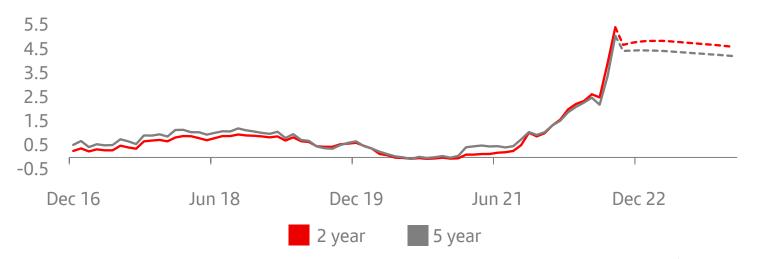
#### **Balance of structural hedge** (£bn)



#### 12 month NII sensitivity<sup>4</sup> (£m)

| Rate shifts | Dec 21 | Sep 22 |
|-------------|--------|--------|
| +50bps      | 167    | 209    |
| +25bps      | 89     | 105    |
| (25)bps     | (94)   | (102)  |
| (50)bps     | (205)  | (204)  |

#### Yield from Sonia historic and forward<sup>3</sup> swap rates (%)





<sup>1.</sup> Average of last 12 months. 2. Over the next 12 months. 3. Forward rates as of October 2022. 4. Based on modelling assumptions of repricing behaviour

#### Credit ratings

- S&P and Fitch affirmed ratings in January 2022
- S&P rating A / A-1 / Stable<sup>1</sup>
- Fitch rating A+ / F1 / Stable¹
- o Moody's rating A1 / P-1 / Negative<sup>1</sup>

| Instrument       | lssuer <sup>2</sup> | S&P | Fitch | Moody's |
|------------------|---------------------|-----|-------|---------|
| Covered Bond     | ОрСо                | AAA | AAA   | Aaa     |
| Senior Unsecured | ОрСо                | А   | A+    | A1      |
| Senior Unsecured | HoldCo              | BBB | А     | Baa1    |
| Tier 2           | HoldCo              | BB+ | BBB+  | Baa1    |
| AT1              | HoldCo              | BB- | BBB-  | Ba1     |



<sup>1.</sup> Santander UK plc ratings. 2. Opco is Santander UK plc. HoldCo is Santander UK Group Holdings plc

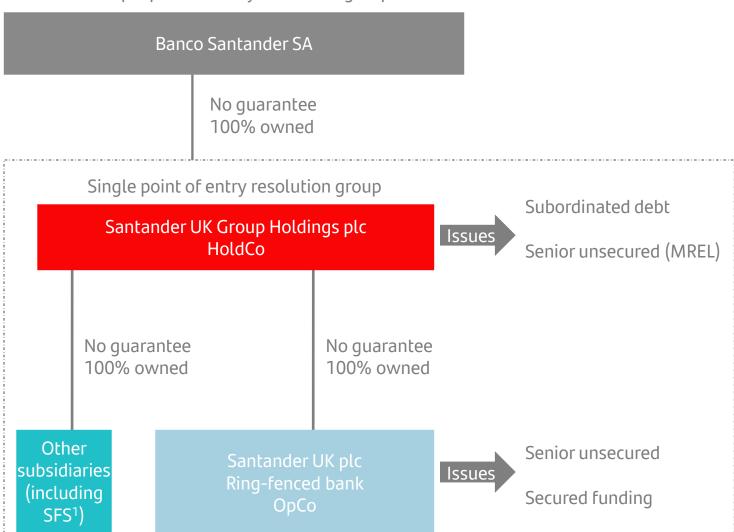
#### Santander UK Group downstreaming model

- The PRA regulates capital, liquidity (including dividends) and large exposures
- Requirement to satisfy the PRA that we can withstand capital and liquidity stresses on a standalone basis
- According to the BoE RAF
   assessment published in June, we
   were only UK bank with no material
   issues to achieve resolution
   identified

1. Santander Financial Services

#### Wholesale funding model

Multiple point of entry resolution group









# Clear focus on our communities and being a responsible and sustainable bank

- Environmental: supporting the green transition
- Social: building a more inclusive society
- Governance: doing business the right way

Note: At 30 September 2022 (unless stated otherwise).
1. 2021 assessment of our UK mortgage portfolio, see page 26, 2021
Santander UK Strategic Report. 2. This population includes c.1400 senior managers and those in more senior positions. These represent 7% of Santander UK employees 3. Cumulative since 2019. 4. Measurement changed from annual Global Engagement Strategy to a continuous listening strategy using Workday Peakon 5. 10% weighting 6. At 1 January 2022

#### Helping customers go green

#### >£250m

funding committed to battery storage sector<sup>3</sup>

#### **Greener Homes Report**

published 'Buying into the Green Homes Revolution'

#### Going green ourselves

#### **Carbon Neutral**

in our operations

#### **Net Zero with Nature**

Founding Partner UK National Parks

#### Aligning to Paris targets

#### **Bankers for Net Zero**

proactive participation (UK Chapter of NZBA)

#### 95% mortgages

negligible/very low flood risk<sup>1</sup>

#### Talented and diverse team

**Top 20** ranking Social Mobility Index

**32%** women in senior positions<sup>2</sup>

#### Advice & tools for customers

Financially empowering

>1.9m people<sup>3</sup>

>1.6m young people financially educated<sup>3</sup>

#### **Supporting society**

>7.5k other people supported through volunteering

>3.4k scholarships and awards granted

#### A strong culture: Simple, Personal, Fair

#### 7.7/10

Employees engagement score +0.4 since 2021<sup>4</sup>

#### **Remuneration policy**

for people and sustainability<sup>5</sup>

#### An independent, diverse Board<sup>6</sup>

50% Independent 33% Female

Female

#### **ESG** governance

with Board oversight



#### Cost of living crisis

 Introduced a Financial Support Hub within our mobile banking app that enables customers to find help and support to manage overdue amounts

 We also have dedicated support to help customers stay on top of their spending, plan budgets and manage energy bills Our support

#### >1.6 million

customers proactively contacted

#### >11k

employees received a pay uplift

#### **Doubled**

energy bill cashback<sup>1</sup>

#### 600

trained colleagues to support customers on the phone

#### 280k

people accessed our financial support pages

#### 1.50%

increased customer deposit rate on 11213 Current Account

#### 200k

students received bespoke advice

#### 220k

small business customers received bespoke advice

### Supporting Macmillan

cost of living campaign

## Financial wellbeing helpline

launched for employees as well as online internal resources

#### My Money Manager

new features to assist with smarter spending

#### Chatbot

upgraded to help customers more effectively

1. Limited period offer



#### **Greening Homes**

Published findings of our New Green Homes Report 'Buying into the Green Homes Revolution' in October 2022:

- Surveyed >2,300 UK-based homebuyers and owners, estate agents and mortgage brokers
- 9.4% average premium placed on retrofitted homes
- Santander calls on Government to consider a range of policy recommendations to help deliver retrofitting targets

1. March 2022 to date

Free **EnergyFact**® **report** explaining customers' home energy efficiency

Provides suggestions to improve efficiency

>11k completed since launch<sup>1</sup>

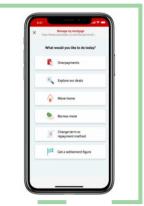


Green Additional Loan available to improve energy efficiency of their home

Lower interest rate on loans, secured to the property

**My Home Manager** bringing services together to help customers get more from their home

Customers can see their estimated home value and equity, view their Energy Performance Certificates, access cost estimates and quotes from local tradespeople for maintenance and repair









#### Economic scenarios

- Downside risks to growth have increased with inflation at 40-year highs
- Real wages set to drop in 2022, exacerbating cost of living crisis
- Bank Rate expected to rise to 3.75% in 2022, according to our base case
- House price growth to remain positive in 2022 but set to decline next year as higher borrowing costs lower demand

| %                               |              | Upside 1 | Base<br>Case | Downside<br>1 | Downside<br>2 | Stubborn<br>Inflation |
|---------------------------------|--------------|----------|--------------|---------------|---------------|-----------------------|
| GDP <sup>1</sup>                | 2022         | 3.5      | 4.4          | 3.3           | 1.8           | 3.0                   |
|                                 | 2023         | 0.4      | (0.5)        | (0.6)         | (4.8)         | (2.4)                 |
|                                 | 2024         | 1.5      | 0.9          | 0.2           | 0.7           | (0.4)                 |
| Base rate <sup>2</sup>          | 2022         | 2.75     | 3.75         | 3.25          | 2.75          | 3.75                  |
|                                 | 2023         | 2.50     | 4.75         | 2.50          | 4.00          | 5.50                  |
|                                 | 2024         | 2.00     | 3.75         | 2.00          | 3.50          | 6.00                  |
| House price                     | 2022         | 7.9      | 7.0          | 7.8           | 7.0           | 7.7                   |
| inflation<br>(HPI) <sup>2</sup> | 2023         | (4.5)    | (5.0)        | (5.9)         | (13.5)        | (8.5)                 |
| (ПРІ)-                          | 5-yr<br>CAGR | 1.3      | 1.3          | (1.3)         | (3.2)         | (2.8)                 |
| Unemployment                    | 2022         | 4.1      | 4.1          | 4.2           | 4.8           | 4.2                   |
| (ILO) <sup>3</sup>              | 2023         | 4.6      | 4.8          | 5.1           | 7.4           | 5.9                   |
|                                 | 5-yr<br>peak | 4.7      | 4.8          | 6.1           | 7.4           | 6.7                   |
| Weighting                       |              | 5        | 50           | 15            | 10            | 20                    |



<sup>1.</sup> Calendar year annual growth rate. 2. At 31 December  $\,$  3. Quarterly annual growth rate

#### **Abbreviations**

| ACS             | Annual cyclical scenario                          |
|-----------------|---|
| Adj.            | Adjusted  |
| AT1             | Additional Tier 1                                 |
| Ave.            | Average   |
| Banco Santander | Banco Santander SA                                |
| Banking NIM     | Banking Net Interest Margin                       |
| BBLS            | Bounce Back Loan Scheme                           |
| ВоЕ             | Bank of England                                   |
| BTL             | Buy-To-Let  |
| CBR             | Combined Buffer Requirement                       |
| ССВ             | Corporate & Commercial Banking                    |
| CET1            | Common Equity Tier 1                              |
| CF              | Consumer Finance (operating segment)              |
| CIB             | Corporate & Investment Banking                    |
| CIR             | Cost-To-Income Ratio                              |
| CoR             | Cost of risk                                      |
| СРІ             | Consumer Price Index                              |
| CRR             | Capital Requirements Regulation                   |
| EBA             | European Banking Authority                        |
| ECL             | Expected Credit Losses                            |
| EDB             | Everyday Banking                                  |
| EL-P            | Expected Loss Provisions                          |
| EPC             | Energy Performance Certificate                    |
| ESG             | Environmental, Social and Governance              |
| FCA             | Financial Conduct Authority                       |
| FoR             | Follow on Rate                                    |
| GDP             | Gross Domestic Product                            |
| HoldCo          | Holding Company (Santander UK Group Holdings plc) |
| HPI             | House Price Index                                 |
| IFRS            | International Financial Reporting Standard        |

| LAB          | Liquid Assets Buffer                                       |
|--------------|--|
| LCR          | Liquidity Coverage Ratio                                   |
| LDR          | Loan-to-Deposit Ratio                                      |
| LTV          | Loan-To-Value  |
| MDA          | Maximum Distributable Amount                               |
| MREL         | Minimum Requirement for own funds and Eligible Liabilities |
| n.a.         | Not applicable   |
| NII          | Net interest income  |
| n.m.         | Not meaningful   |
| NPS          | Net promoter score   |
| PCP          | Personal contract purchase                                 |
| PMAs         | Post model adjustments                                     |
| PRA          | Prudential Regulation Authority                            |
| QMS          | Quarterly Management Statement                             |
| QoQ          | Quarter-on-Quarter   |
| RFB          | Ring-Fenced Bank (Santander UK plc)                        |
| RFB DoLSub   | Santander UK plc Domestic Liquidity Sub-group              |
| RoTE         | Return on Tangible Equity                                  |
| RWA          | Risk-Weighted Assets                                       |
| Santander UK | Santander UK Group Holdings plc                            |
| SFS          | Santander Financial Services plc                           |
| SLB          | Santander London Branch                                    |
| SME          | Small and Medium-Sized Enterprise                          |
| SST          | Solvency stress test                                       |
| SVR          | Standard Variable Rate                                     |
| TFSME        | Term Funding Scheme with additional incentives for SMEs    |
| UK           | United Kingdom   |
| UPL          | Unsecured Personal Lending                                 |
| YoY          | Year-on-Year   |



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#### **Key dates**

**Q4 22:**1 Feb 2022

**Q1 23:** 25 Apr 2023

**Q2 23:** 26 Jul 2023

**Q3 23:** 25 Oct 2023



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