

# Wholesale and Investment Banking

## INCOME STATEMENT

(MILLION EUROS)

	Wholesale and Investment Banking			Memorandum item:			
	2004	Δ%	2003	Wholesale Banking		Markets	
	2004	Δ%	2003	2004	Δ%	2004	Δ%
<b>NET INTEREST INCOME</b>	746	10.0	678	497	(1.7)	163	29.7
Net fee income	220	24.0	177	158	16.3	66	44.1
<b>CORE REVENUES</b>	966	12.9	856	655	2.1	229	33.6
Net trading income	51	(58.7)	123	35	60.7	30	(60.6)
<b>ORDINARY REVENUES</b>	1,017	3.9	979	690	4.0	258	4.8
Personnel costs	(203)	(0.9)	(205)	(114)	(2.8)	(77)	4.1
General expenses	(101)	(3.7)	(105)	(48)	1.0	(48)	(9.0)
<b>GENERAL ADMINISTRATIVE EXPENSES</b>	(304)	(1.9)	(310)	(162)	(1.7)	(125)	(1.3)
Depreciation and amortization	(6)	(31.4)	(9)	(4)	(12.8)	(2)	(53.7)
Other operating income and expenses	(5)	(6.0)	(5)	(4)	(0.8)	(1)	13.9
<b>OPERATING PROFIT</b>	701	7.2	654	519	6.2	130	13.7
Net income (loss) from companies accounted for by the equity method	34	(47.7)	65	(16)	n.m.	-	-
Amortization of goodwill	(2)	(4.3)	(2)	-	94.1	-	-
Net income (loss) from Group transactions	138	n.m.	32	-	n.m.	-	-
Net loan loss provisions	(214)	50.1	(143)	(191)	51.1	(18)	82.0
Net extraordinary income (loss)	16	(58.1)	37	15	35.8	(3)	(87.9)
<b>PRE-TAX PROFIT</b>	672	4.4	644	328	(12.8)	110	33.3
Corporate income tax	(121)	(10.1)	(135)	(102)	(8.6)	(7)	(49.4)
<b>NET PROFIT</b>	551	8.3	509	226	(14.6)	103	50.1
Minority interests	(36)	(12.6)	(41)	(23)	(22.7)	(9)	35.9
<b>NET ATTRIBUTABLE PROFIT</b>	515	10.1	468	204	(13.6)	94	51.6

## BALANCE SHEETS

(MILLION EUROS)

	31-12-04			31-12-03			31-12-04			31-12-03		
	31-12-04	Δ%	31-12-03	31-12-04	Δ%	31-12-03	31-12-04	Δ%	31-12-03	Δ%	31-12-03	
Total net lending	41,672	5.9	39,366	40,671	9.3	768	(52.4)					
Securities portfolio	28,950	14.1	25,364	3,280	(3.9)	24,757	19.2					
Liquid assets	46,614	6.3	43,835	7,516	(16.3)	38,989	12.4					
Inter-area positions	45,892	4.6	43,857	-	n.m.	45,840	3.1					
Property and equipment and intangible assets	45	(1.2)	45	39	(0.1)	5	(7.8)					
Other assets	7,099	14.9	6,177	391	0.1	6,671	16.3					
<b>TOTAL ASSETS/LIABILITIES AND EQUITY</b>	170,271	7.3	158,644	51,898	5.1	117,029	9.1					
Deposits	51,042	3.7	49,203	20,881	14.6	30,160	(1.4)					
Debt securities	5,839	11.1	5,255	5,839	11.1	-	-					
Equity	3,731	8.1	3,451	2,349	5.7	784	32.7					
• Shareholders' funds	2,155	7.6	2,003	1,252	5.5	463	31.7					
• Other eligible funds	1,576	8.9	1,447	1,097	6.0	322	34.2					
Liquid liabilities	75,887	9.4	69,376	6,716	(20.1)	69,171	13.5					
Inter-area positions	23,817	1.4	23,486	14,521	4.8	8,825	(0.9)					
Other liabilities	9,955	26.4	7,873	1,591	12.5	8,088	29.4					
<b>OTHER CUSTOMER FUNDS MANAGED</b>												
• Mutual funds	753	(2.7)	774	732	(3.2)	21	15.6					
• Pension funds	-	n.m.	2	-	n.m.	-	-					
• Customer portfolios	4,525	14.7	3,944	4,525	14.7	-	-					

## SIGNIFICANT RATIOS

(PERCENTAGE)

	31-12-04		31-12-03		31-12-04		31-12-03	
ROE	23.1		23.0		16.7		20.0	
Efficiency ratio	29.9		31.7		23.5		48.5	
NPL ratio (Nonperforming assets/Total risks)	0.19		0.50		0.20		-	
Coverage ratio	723.4		233.8		674.2		-	