

### Disclaimer

This presentation ("Presentation") has been prepared by Lombard Bank Malta p.l.c. ("the Bank").

This Presentation does not constitute an offer, invitation or recommendation to subscribe for or otherwise acquire securities. Also, it is not intended to be relied upon as advice to investors or potential investors and does not take into account the objectives, financial situation or needs of any particular investor. You are solely responsible for forming own opinion and conclusion.

Certain statements in this Presentation may be deemed to be "forward-looking". You should not place undue reliance on such forward-looking statements. By their nature, forward-looking statements involve risk and uncertainty because they reflect current expectations and assumptions as to future events and circumstances that may not prove accurate.

This Presentation is solely for information purposes. Though it is made in absolute good faith, it should not be relied upon for the purpose of entering into any transaction and should not be construed as, nor be relied on in connection with, any offer or invitation to purchase or subscribe for, underwrite or otherwise acquire, hold or dispose of any securities of the Bank, and is not to be regarded as a recommendation in relation to any such transaction whatsoever. The contents of this Presentation should not be considered to be legal, tax, investment or other advice, and any investor or prospective investor considering the purchase or disposal of any securities of the Bank should consult with its own advisers as to all legal, tax, regulatory, financial and related matters concerning an investment in or a disposal of such securities and as to their suitability for such investor or prospective investor. Financial data in this Presentation are solely for your information, as background to the Bank and may not be relied upon for the purpose of entering into any transaction whatsoever. The financial information set out in this Presentation is based on certain important assumptions and adjustments and does not purport to represent what our results of operations actually will be in any future period. Furthermore, no representation is made as to the reasonableness of the assumptions made in this Presentation nor the accuracy or completeness of any modelling, scenario analysis or back-testing. The information in this Presentation is not intended to predict actual results and no assurances are given with respect thereto. None of the Bank, its advisers, connected persons or any other person accepts any liability whatsoever for any loss howsoever arising, directly or indirectly, from this Presentation nor its contents. All information, opinions and estimates contained herein are given in absolute good faith, as of the date hereof and are subject to change without notice. No representation or warranty, express or implied,

This Presentation and its contents are proprietary to the Bank, and no part of or its subject content may be reproduced, redistributed, or published in whole or in part without the prior written consent of the Bank.

Lombard Bank Malta p.l.c. 2

# **Profit Before Tax (€m)**

Net Interest Income
Net Fee & Commission Income
Other Operating Income
Operating Income
Operating Expenditure
Net Movements in ECL
Other Items
Profit Before Tax

Group			
FY 2024	FY 2023	%Y-o-Y	
27.3	25.9	5.4	
6.4	5.2	23.0	
40.7	39.3	3.3	
74.3	70.4	5.5	
(55.8)	(54.3)	2.7	
0.9	(1.3)	-173.5	
0.0	(0.3)	86.7	
19.4	14.5	33.7	

Bank		
FY 2024	FY 2023	%Y-o-Y
27.2	25.8	5.3
5.3	4.2	27.6
3.1	2.9	6.9
35.6	32.9	8.3
(20.5)	(17.7)	16.0
1.0	(1.3)	-179.0
0.0	0.0	-
16.1	13.9	16.3



## Lending and Customer Deposits: ....robust growth

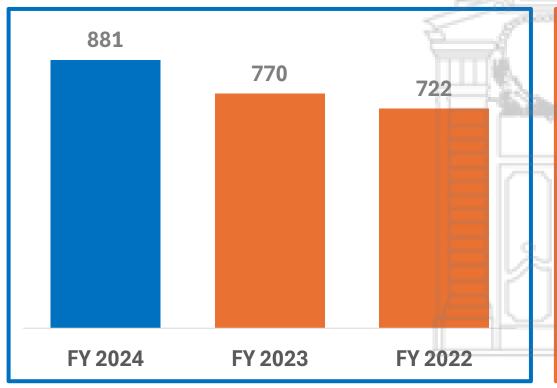


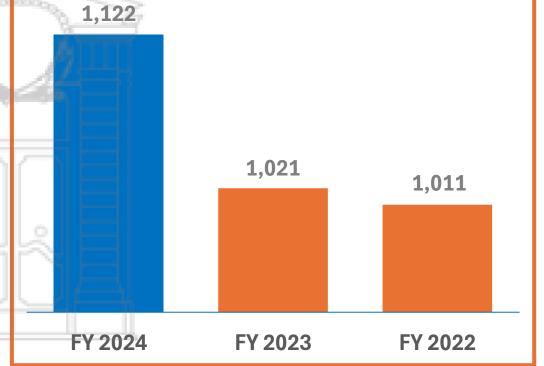
Loan to Deposit Ratio: 77.8%



Loans & Advances (€m) up by 14.5%

**Customer Deposits (€m) up by 9.9%** 







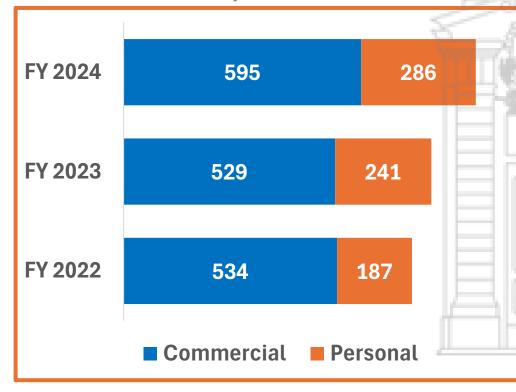
### Diversification of Lending Profile: ....further inroads in home loans

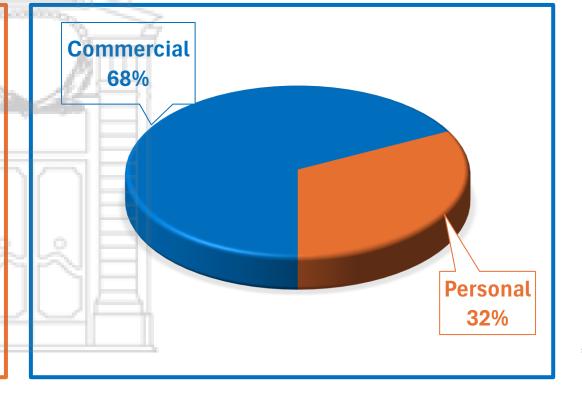




Commercial +12.4% / Personal +19.0%

Lending Mix as at FYE 2024

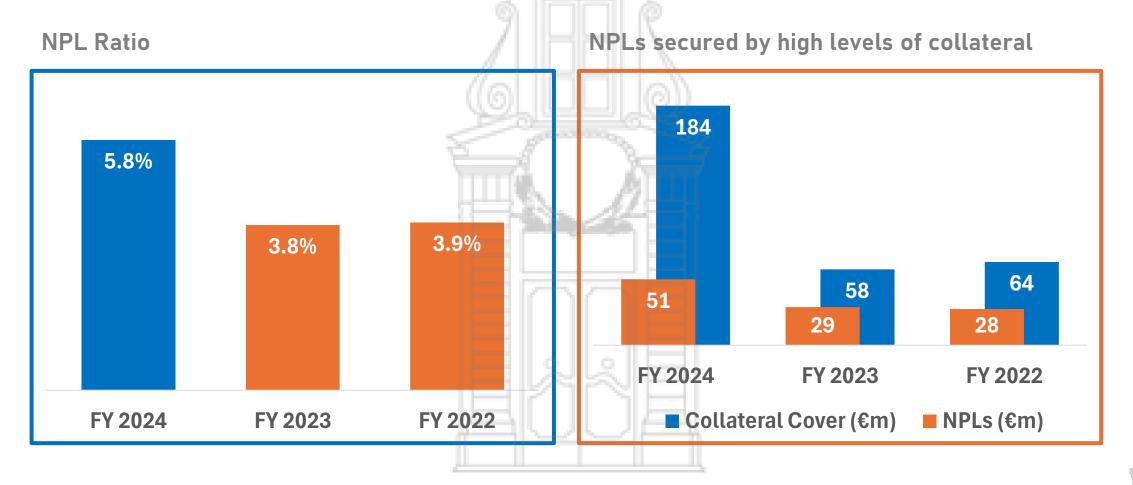






## Non-Performing Loans (NPLs)\*

\*as defined by Banking Rule BR/09 and the EU Capital Requirements Regulation (CRR)



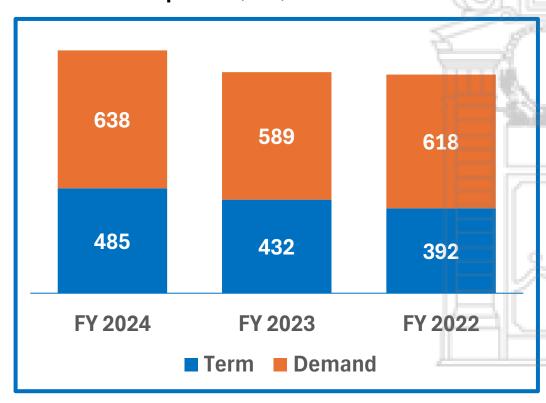


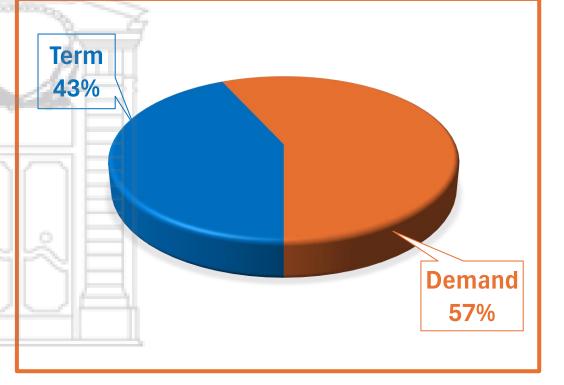
## Customer Deposits: ....focus on longer-term funding



Customer Deposits (€m) +€101m

Deposit Mix at FYE 2024: Term 43% / Demand 57%







Lombard Bank Malta p.l.c.

### Liquidity Ratios: ....well above regulatory requirements





#### **Robust Liquidity Coverage Ratio**

22.5% 24.7% 25.4%

232% 302% 211%

FY 2024 FY 2023 FY 2022

LCR • HQLA as % of Total Assets

#### As per CRR, HQLA exceed Net Stressed Outflows

	FY 2024	FY 2023	FY 2022
Total Assets (€m)	1,355	1,236	1,171
HQLA (€m)	304	306	298
<u>%</u>	22.5%	24.7%	25.4%

LCR: 232%

LTD: 77.8%

LCR - Liquidity Coverage Ratio HQLA - High Quality Liquid Assets LTD - Loan-to-Deposit Ratio CRR - Capital Requirements Regulation



## **Total Assets (€m):** ....growth driven by increased lending

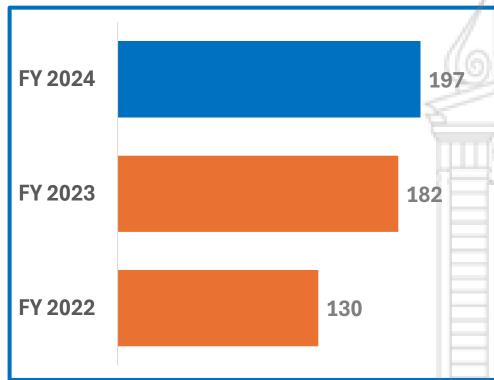
Balances with CBM, Treasury Bills & Cash
Cheques in Course of Collection
Financial Investments
Loans & Advances to Banks
Loans & Advances to Customers
Property, Plant & Equipment
Other Assets
Total Assets

Group Group			
FY 2024	FY 2023	%Y-o-Y	
154.5	147.0	5.1	
0.3	1.9	-85.9	
208.1	216.8	-4.0	
46.2	38.1	21.1	
872.7	758.3	15.1	
71.5	66.5	7.4	
35.2	36.5	-3.4	
1,388.4	1,265.1	9.7	

Bank		
FY 2024	FY 2023	%Y-o-Y
153.4	146.3	4.8
0.3	1.9	-85.9
206.0	214.5	-4.0
41.0	33.6	21.9
872.7	758.3	15.1
44.8	42.3	6.0
37.0	39.5	-6.3
1,355.0	1,236.3	9.6

## Own Funds: ....further strengthened consisting of CET1 capital





#### **Composition of Own Funds (€m)**

	FY 2024	FY 2023	FY 2022
Own Funds	197	182	130
consisting of:			
Share Capital & Premium	76	<i>7</i> 6	30
Revaluation & Other Reserves	7	(1)	2
Retained Earnings	120	111	100
Regulatory Adjustments	(6)	(4)	(2)



Lombard Bank Malta p.l.c.

## Key Performance Indicators (KPIs) - Bank only

	4 mm è
Total Capital Ratio	
CET 1 Ratio	
Liquidity Coverage Ratio	
Net Stable Funding Ratio	
Leverage Ratio	EMME
Loan-to-Deposit Ratio	
Cost-to-Income Ratio	

FY 2024	FY 2023	FY 2022
20.0%	21.0%	15.4%
20.0%	21.0%	15.4%
231.8%	301.8%	210.7%
147.0%	155.7%	148.3%
13.9%	14.2%	10.8%
77.8%	74.3%	70.4%
54.5%	53.9%	57.4%



"......for FY2024 we delivered a solid performance that was powered by the stronger capital base following the November 2023 Rights Issue. Growth remained aligned with our strategic priorities. Our prudent risk management and operational efficiency, as well as sensitivity to our customers' evolving needs, all contributed to a positive result.

Our liquidity remained strong and well above the regulatory limit, allowing us to further strengthen our brand in the commercial and retail communities. Our subsidiary, MaltaPost also had a successful year supported by growing demand for ecommerce as well as its ongoing investment in the last mile delivery.

Looking ahead, we remain focused on staying aligned and true to our business model, which has delivered satisfactory results over the years. We shall therefore proceed with cautious optimism, especially in the light of the expected positive performance of the Maltese economy, even though international developments may yet present unexpected challenges. With this in mind, we will always err on the side of caution and in the best interests of all our stakeholders."

Joseph Said
Chief Executive Officer

