# PITCH (1) - Series 1

(1) Programa Independiente de Titulización de Cédulas Hipotecarias

## Multiseller Spanish Covered Bond Programme Debut Issue

(Programa de Cédulas Hipotecarias Multicedentes)

July 2007







PITCH

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In relation to each Member State of the European Economic Area which has implemented the Prospectus Directive (each, a "Relevant Member State"), with effect from and including the date on which the Prospectus Directive is implemented in that Relevant Member State (the "Relevant Implementation Date"), no offer of Notes to the public in that Relevant Member State will be made prior to the publication of a prospectus in relation to the Notes which has been approved by the competent authority in that Relevant Member State and notified to the competent authority in that Relevant Member State and notified to the competent authority in that Relevant Member State and notified to the competent authority in that Relevant Member State and notified to the competent authority in that Relevant Member State and notified to the competent authority in that Relevant Member State and including the Relevant Member State and including the Relevant Member State or regulated to operate in the financial markets or, if not so authorised or regulated, whose corporate purpose is solely to invest in securities; (b) to any legal entity which has two or more of (1) an average of at least 250 employees during the last financial year; (2) a total balance sheet of more than €43,000,000 and (3) an annual net turnover of more than €50,000,000, as shown in its last annual or consolidated accounts; or (c) in any other circumstances which do not require the publication by the Issuer of a prospectus Directive.

For the purposes of this provision, the expression an "offer of Notes to the public" in relation to any Notes in any Relevant Member State means the communication in any form and by any means of sufficient information on the terms of the offer and the Notes to be offered so as to enable an investor to decide to purchase or subscribe the Notes, as the same may be varied in that Member State by any measure implementing the Prospectus Directive in that Member State and the expression Prospectus Directive means Directive 2003/71/EC and includes any relevant implementing measure in each Relevant Member State

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# Section I

## **Executive Summary**



#### **Executive Summary** Term Sheet – Series 1

| Issuer                                   | PITCH, FTA  |
|--|---|
| Amount                                   | €1,200,000,000  |
| Expected Rating                          | Aaa (Moody's) / AAA (S&P)   |
| Lead Arranger                            | Santander   |
| Joint Bookrunners                        | Natixis / Santander / Unicredit (HVB)   |
| Launch Date                              | July 2007   |
| Final Maturity Date                      | Longer dated maturity (10-15 years after the Launch date)   |
| Coupon                                   | Annual Fixed (TBD)  |
| Type of Bonds / Structure                | Bonds backed by a pool of Individual Cédulas Hipotecarias (CH) / Pass-through   |
| Underlying Assets                        | Six Cédulas Hipotecarias issued by six Spanish Financial Institutions:-Banco Guipuzcoano-Banco Santander-Caja Caminos-Caja Sur-Caja Sur-Santander Consumer Finance (SCF)        |
| W.A. Over-collateralisation Level        | 190.82% calculated as the W.A. of the (total mortgage portfolio/total CHs issuance)-1   |
| Risk-weighting                           | 10% (Bank of Spain)   |
| Listing                                  | AIAF (Madrid)   |
| Liquidity Line / Liquidity Line Provider | Moody's 37.75% - Moody's 37.75% - 2 years interests of the CHs plus 0.60% over<br>37.75% of total amount to cover potential extraordinary costs / Natixis<br>S&P: TBD / Natixis |
| Management Company                       | Santander de Titulización, S.G.T.F., S.A.   |

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#### **Executive Summary** Investment Rational

|                                     | <ul> <li>Securitised assets are Individual Cédulas issued by Spanish Financial Institutions.</li> </ul>   |
|-------------------------------------|---|
| Quality of<br>Securitised Assets    | <ul> <li>Spanish Cédulas typically rank as the safest covered bonds in Europe, presenting the highest<br/>levels of over-collateralisation.</li> </ul>  |
| Securitised Assets                  | Over-collateralisation level: 257,81%   |
| Diversified Diek                    | <ul> <li>Multiple issuers increase diversification among: Issuer, Type of Issuer (Banks, Savings banks,<br/>Cooperative Banks) and Geography.</li> </ul>  |
| Diversified Risk                    | <ul> <li>The level of diversification of Structured Cédulas will bring its risk close to Spain's systematic<br/>Risk.</li> </ul>  |
|                                     | Senior privileged risk.   |
| Rating Stability                    | <ul> <li>The Liquidity Facility guarantees timely payment of interest in case of a default of any of the<br/>individual Cédulas. Natixis (Rating Aa2/AA/AA) will be the Liquidity Facility provider for this<br/>transaction.</li> </ul>          |
|                                     | <ul> <li>Downgrades in one of the participating institutions is less likely to produce a downgrade on the<br/>bonds.</li> </ul>   |
| Experienced                         | <ul> <li>Santander de Titulización is a very experienced Securitisation Management Company – the<br/>first to be registered in Spain.</li> </ul>  |
| Servicer /<br>Management<br>Company | <ul> <li>The Management Company ("La Gestora") is supervised by the Spanish Financial Regulator<br/>CNMV and will represent investors in case of default and is legally responsible for providing<br/>accurate and timely information.</li> </ul> |



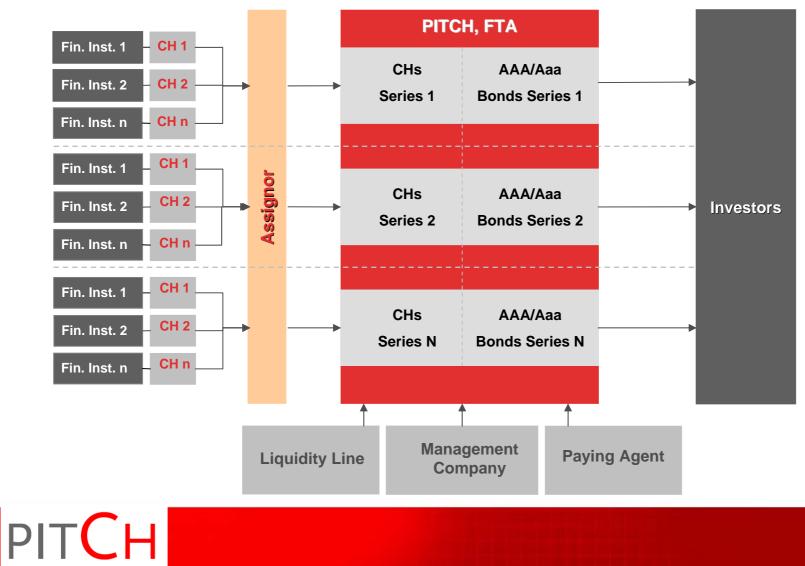
# Section II

## **Programme Structure**



#### **Transaction Structure**

 The PITCH Programme follows the structure of a typical Spanish Multi-Seller Covered Bond Programme.



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#### Programme Structure Securitised Assets – Individual Cédulas Hipotecarias

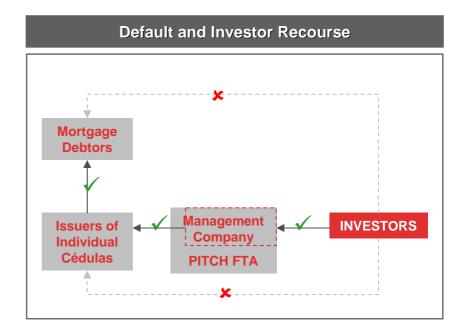
- The Securitised Assets will be Individual Cédulas issued by the Financial Institutions participating in each of the Series.
- The individual Cédulas within one series have the same coupon, maturity and payment dates.
- Individual Cédulas are senior secured bonds collateralised by the Total Mortgage Portfolio of each of the Financial Institutions.
- Potential Issuers of Multiseller Cédulas under the PITCH programme are listed below:

|                                    | Total Mortgage<br>Portfolio (€MM) | Rating<br>(Moody's/S&P/Fitch) |                             | Total Mortgage<br>Portfolio (€MM |
|------------------------------------|-----------------------------------|-------------------------------|-----------------------------|----------------------------------|
| Bancaja (31/05/2007)               | 44,185.44                         | A1 / A+ / A+                  | Caixa Girona (Feb 2007)     | 3,701.20                         |
| Banca March (May 2007)             | 4,139                             | n.a. / n.a. / A-              | Caixa Laietana (31/05/2007) | 6,068.89                         |
| Banco Guipuzcoano<br>(31/05/2007)  | 3,246.94                          | n.a. / n.a. / A               | Caixa Penedes (May 2007)    | 10,380                           |
| Bilbao Bizkaia Kutxa               | 12,075.41                         | A1 / n.a. / A                 | Caja Rioja (31/05/2007)     | 1,509.70                         |
| (31/05/2007)                       | 12,075.41                         | A1 / II.d. / A                | Caja Sur                    | 9,833.42                         |
| Caja Asturias (31/03/2007)         | 5,604.22                          | n.a. / n.a. / A               | Caixa Tarragona (May 2007)  | 4,567                            |
| Caja Caminos (31/05/2007)          | 432.35                            | n.a. / n.a. / n.a.            | Santander                   | 57,711.129                       |
| Caja Cantabria (31/05/2007)        | 4,851.38                          | A3 / n.a. / n.a.              | SCF                         | 2,509.12                         |
| Caja Duero (31/05/2007)            | 8,249.04                          | A2 / n.a. / n.a.              | UCI                         | 9,457.00                         |
| Caja España (31/03/2007)           | 10,104.30                         | A2 / n.a. / A-                | Unicaja (31/05/2007)        | 14,309.41                        |
| Caja Laboral Popular<br>(May 2007) | 10,017                            | A2 / n.a. / A+                |                             | · · ·                            |

#### **Programme Structure** The Notes – Multiseller Cédulas Hipotecarias

- PITCH, FTA will be the issuer of the Multiseller Cédulas. Each note is a composition of the Individual Cédulas in each Series. The main goal of pooling the Individual Cédulas together is to gain size, liquidity and AAA rating.
- In order to avoid administrative cash flow mismatches, payments of interest and principal under the Multiseller Cédulas will be made 2 days later compared to the payments under the Individual CHs.
- Risk Weight (Basel I): 10% in Spain, Luxembourg, Germany, Netherlands and other countries.
- To mitigate the risk, if there are any claims outstanding at maturity date, each series of PITCH will mature 3 years after the final maturity of the corresponding Individual Cédulas. Thus, this will allow for investors to continue any recovery process.
- Investors in Multiseller Cédulas will have full recourse to the FTA and direct execution proceedings against the Issuer, as well as the right to all cash flows from the mortgage debtors.
- Investors will have no direct recourse against the issuer of the Individual Cédula or against the Mortgage Debtors.

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#### **Programme Structure** Credit Enhancement and Liquidity Line

| Credit<br>Enhancement | • | Over-collateralisation Level: 190.82%<br>GIC Account: To be provided by Banco Santander  |
|-----------------------|---|--|
|                       | • | The Liquidity Line guarantees any interest and any extraordinary expenses not satisfied by the proceeds from the Individual Cédulas up to the amount of the line   |
| Liquidity Line        | • | The amount of the Liquidity line depends on the "AAA" default scenarios as defined by the Rating Agencies, so that it covers a percentage of 2 coupon payments, together with extraordinary expenses in case a CH defaults |
|                       | • | Initial Amount: Moody's 37.75% - 2 years interest of the CHs plus 0.60% over 37.75% of total amount to cover potential extraordinary costs. S&P: TBD   |
|                       | • | Liquidity Provider: Natixis (Rating Aa2 / AA / AA by Moody's / S&P / Fitch)  |





# Section III

## Inaugural Issue



#### Inaugural Issue Issuers

 There will be 6 entities participating in the PITCH Inaugural Issue, issuing a combined amount of €1,200 MM.

|                   | loous (GMM) |         | Rating |       |
|-------------------|-------------|---------|--------|-------|
|                   | lssue (€MM) | Moody's | S&P    | Fitch |
| Banco Guipuzcoano | 200         | n.a.    | n.a.   | А     |
| Caja Asturias     | 200         | n.a.    | n.a.   | A     |
| Caja Caminos      | 50          | n.a.    | n.a.   | n.a.  |
| Caja Sur          | 300         | n.a.    | n.a.   | A-    |
| Santander         | 300         | Aa1     | AA     | AA    |
| SCF               | 150         | A1      | AA     | AA    |
| TOTAL             | 1,200       |         |        |       |



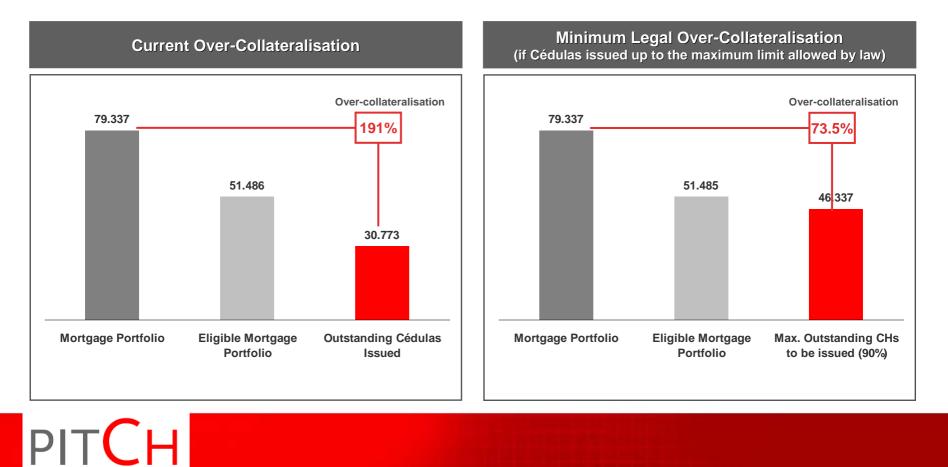
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#### Inaugural Issue Collateral Volumes (Date)

| Unit: € MM   | Banco<br>Guipuzcoano<br><sup>31/05/07</sup> | Caja<br>Asturias<br><sup>31/03/2007</sup> | Caja<br>Caminos<br>31/05/2007 | Caja Sur<br>31/03/2007 | Santander<br>31/12/06 | SCF<br>31/03/07 | TOTALS       |
|--|---|---|-------------------------------|------------------------|-----------------------|-----------------|--------------|
| Total Mortgage<br>Portfolio (A)                      | 3,246                                       | 5,604                                     | 432                           | 9,834                  | 57,711                | 2,665           | 79,492       |
| Total Eligible<br>Portfolio (B)                      | 1,626                                       | 4,477                                     | 166                           | 7,418                  | 35,846                | 1,987           | 51,520       |
| Total / Eligible Mtg.<br>Portfolio (%) (C)           | 50.09%                                      | 79.89%                                    | 38.39%                        | 75.44%                 | 62.11%                | 77.80%          | 64.90%       |
| Cédulas Issued                                       |   | []  |                               | ]                      |                       |                 |              |
| before PITCH 1 (D)                                   | 200   | 1025                                      | 0                             | 2224                   | 24,924                | 1,200           | 29,573       |
| Cédulas Issued<br><u>within</u> PITCH 1 (E)          | 200   | 200                                       | 50                            | 300                    | 300                   | 150             | 1,200        |
| Cédulas Issued<br><u>after</u> PITCH 1 (F)           | 400   | 1225                                      | 50                            | 2524                   | 25,224                | 1,350           | 30,773       |
|  |   |   |                               |                        |                       |                 |              |
| Over -<br>Collateralisation<br>(%) (A/F)-1           | 711.50%                                     | 357.47%                                   | 764.00%                       | 289.62%                | 128.79%               | 97.42 %         | 191% (W.A.)  |
| Min. Over -<br>Collateralisation<br>(%) (A/(0.9xB)-1 | 121.81%                                     | 39.08%                                    | 189.16%                       | 47.30%                 | 78.89%                | 42.82%          | 73.5% (W.A.) |
| Over -<br>Collateralisation<br>Ratio (A/F)           | 8.12%                                       | 4.57%                                     | 8.64%                         | 3.90%                  | 2.29%                 | 1.97%           | 2.58%        |

#### Inaugural Issue Total Over-Collateralisation

- The current level of Over-Collateralisation is 190.82% with an Over-collateralisation ratio of 2.58.
- Even if the Issuers increase their outstanding amount of Individual Cédulas outstanding up to the maximum allowed amount (90% of Eligible Portfolio), the level of Over-Collateralisation would be 73.5%.



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#### Inaugural Issue Collateral Characteristics

| Unit: € MM   | Banco<br>Guipuzcoano<br><sup>31/05/07</sup>                   | Caja Asturias<br>31/03/2007                                    | Caja Caminos<br>31/05/2007                                | Caja Sur<br>31/03/2007  | Santander<br>31/12/06   | SCF<br>31/03/07                                     |
|--|---|--|---|---|---|---|
| Total Mortgage<br>Portfolio (€MM)                          | 3,246   | 5,604  | 432   | 9,834   | 57,711  | 2,665   |
| Avg Mortgage Size<br>(€000)                                | 181   | 80   | 152   | -   | 153   | 90  |
| WA LTV (%)   | 56.10%  | 62.36%   | 61.62%  | 57.39%  | 58%   | 51,72%  |
| WA Maturity<br>(months)                                    | 194   | 229  | 267   | 236   | 221   | -   |
| Residential<br>Mortgages<br><u>(</u> % Volume)             | 58.78%  | 71.77%   | 56.04%  | 56.05%  | 65%   | 84,75%  |
| Geographic<br>Concentration<br>Top 3 Regions<br>(% Volume) | Madrid (19.64%)<br>Malaga<br>(14.82%)<br>Alicante<br>(12.02%) | Asturias<br>(77.95%)<br>Madrid (9.66%)<br>Barcelona<br>(2.71%) | Madrid (74.03%)<br>Malaga (2.51%)<br>Barcelona<br>(1.72%) | Cordoba<br>(39.32%)<br>Malaga<br>(13.63%)<br>Sevilla (11.56%) | Madrid (23.7%)<br>Cataluña<br>(19.8%)<br>Andalucía<br>(15.4%) | Barcelona<br>(20%)<br>Madrid (19%)<br>Levante (12%) |

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# Section IV

## **Transaction Schedule and Contacts**



#### **Transaction Schedule and Contacts** Transaction Schedule

Marketing:

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July 4 – July 10 European Roadshow

- Bookbuiding & Pricing:
  - July 11 Open Books

July 13 – Pricing PITCH Series 1

• Settlement and Close:

July 20 – Settlement

#### Transaction Schedule and Contact List **Contact List**

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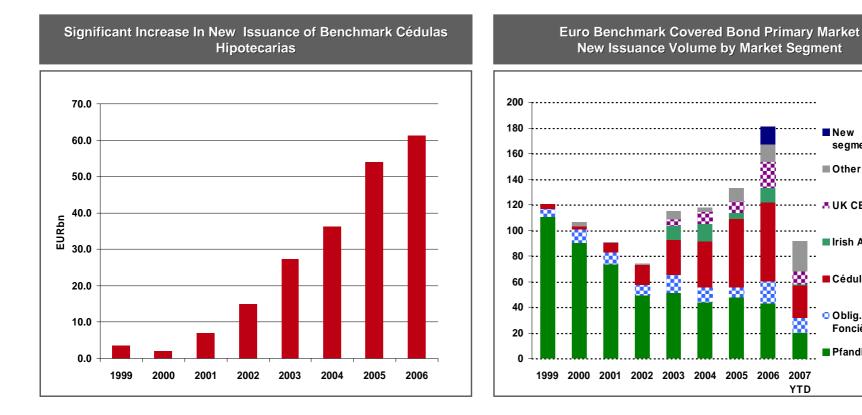
# Appendix I

## The Cédulas Hipotecarias Market



### Cédulas Hipotecarias : issuance volume

In the past years, the issuance of Cédulas hipotecarias has increased significantly 



Source: market data, NATIXIS

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Source: market data, NATIXIS



New

Other

AUK CB

Irish ACS

Oblia.

2007 YTD Cédulas Hip.

Foncières

Pfandbriefe

segments

#### Cédulas Hipotecarias new issuance by issuer

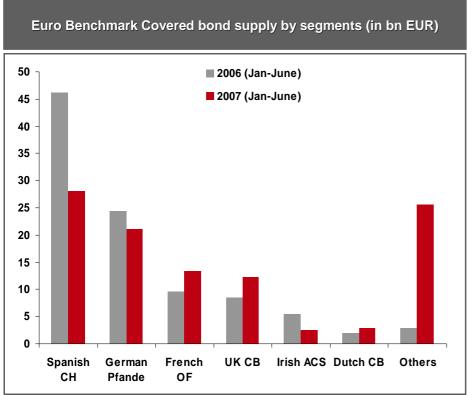
|                   | Cédulas Hipotecarias: New issuance by issuers <sup>1)</sup><br>(in bn EUR) |       |      |      |      |      |       |             |       |
|-------------------|--|-------|------|------|------|------|-------|-------------|-------|
|                   | 2000   | 2001  | 2002 | 2003 | 2004 | 2005 | 2006  | 2007<br>ytd | Total |
| Banesto           |  |       | 1    | 1.5  | 3.75 | 4    | 3     | 1.75        | 15.0  |
| BBVA              | 1.5  |       | 3    | 3    | 9    | 8.5  | 7.5   | 3.50        | 36.0  |
| Banco Pastor      |  |       |      |      |      | 1    | 1     |             | 2.0   |
| Banco Popular     |  |       |      |      |      | 2.5  | 2     |             | 4.5   |
| Caja Madrid       | 0.5  | 1     | 3    | 1.5  | 2    | 4    | 6     | 3.50        | 21.5  |
| Cédulas Grupo BP  |  |       |      |      | 2    |      | 3     | 2           | 7.0   |
| AyT Cédulas Cajas |  | 4.548 | 3.5  | 5.9  | 8.35 | 10.4 | 11.81 | 3.75        | 48.3  |
| Cédulas TDA       |  |       |      | 3.75 | 5    | 5    | 4.33  | 3.8         | 21.9  |
| La Caixa          |  | 1.5   | 1.5  | 5.25 | 1    | 5    | 8     | 2.50        | 24.8  |
| Sabadell          |  |       |      | 1.5  | 1.2  | 1.5  | 1.75  | 1.5         | 7.5   |
| SAN CF            |  |       |      |      |      |      | 1.2   |             | 1.2   |
| Santander         |  |       | 3    | 5    | 1.5  | 7    | 7.5   | 3           | 27.0  |
| Caixa Catalunya   |  |       |      |      |      |      | 1.75  | 1.5         | 3.3   |
| IM Cedulas        |  |       |      |      | 2.54 | 4.98 | 2.53  | 1.3         | 11.3  |
| Total             | 2.0  | 7.0   | 15.0 | 27.4 | 36.3 | 53.9 | 61.37 | 28.1        |       |

Source: market data, NATIXIS

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### Cédulas Hipotecarias: Spanish supply

Spanish supply is expected to slow down going forward



Source: market data, NATIXIS

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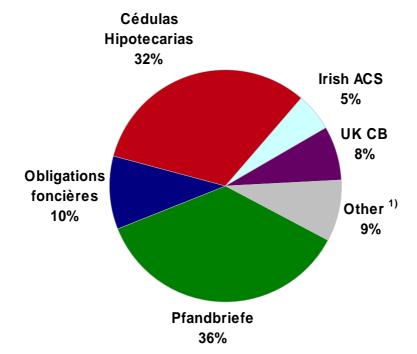
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- Slowdown in growth of Spanish mortgage market
- Diversification of funding sources and increase of RMBS as funding tool
- The existing portfolios have already been funded
- Diversification of investor base through issuance in different currencies
- Increase in deposits as a result of new fiscal regime (deposits have now lost their tax disadvantage vis-à-vis other products)

### Cédulas Hipotecarias: outstanding volume

 Cédulas Hipotecarias are one of the largest players in the Euro Benchmark covered bond market in terms of outstanding volume.



#### Total Euro Benchmark Outstanding Volume 2007YTD: EUR 730bn

1): The category "Other" includes Luxembourg Lettre de Gage, Austrian Covered Bonds, Cassa Depositi Covered Bonds, Dutch Covered Bonds, Finnish Covered Bonds, Swedish Covered Bonds, Portugueses Covered Bonds and Structured French Covered Bonds.

Source: market data, NATIXIS



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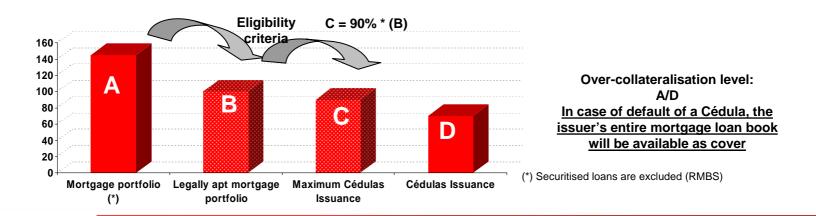
### Main features of Cédulas Hipotecarias

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- Cédulas are <u>on balance sheet secured obligations</u> issued by regulated Spanish financial institutions, under a strong Legal Framework (Ley del Mercado Hipotecario of 1981)
- Investors of Cédulas have a preferential claim on all cover assets (i.e. entire mortgage portfolio) over other creditors in a default scenario
- Cédulas are secured by the issuer's mortgage loan book (residential and commercial, excluding those mortgage collaterals to mortgage bonds or mortgage participations)
- Legal limits and controls are closely monitored by the Bank of Spain. The conditions that eligible loans have to fulfil:
  - > LTV maximum of 80% for residential properties, 70% for commercial properties
  - > Only first-rank mortgages are eligible which are legally registered in the National Mortgage Registry
  - The value of the property has to be assessed by an independent appraisal company, which must be authorised by the Bank of Spain; property has to be insured for its total value
- Issuance limit is established as 90% of eligible portfolio => minimum 11% over-collateralisation



### New Insolvency Law increases investor protection <sup>26</sup>

- The new Insolvency Act (*Ley Concursal*) was passed on September 2003 and became effective September 1<sup>st</sup>, 2004. The new law establishes clear bankruptcy and liquidation procedures:
  - Strengthening of the ranking of Cédulas' creditors: claims on Cédulas holders shall be satisfied directly from the debtor's assets, taking priority over all other secured and unsecured liabilities.
  - Higher protection of Cédulas payments in case of issuer's insolvency: payments on Cédulas are explicitly exempted from a possible debt moratorium or acceleration after insolvency of the issuer. The insolvency administration will have to make on-schedule interest and redemption payments to Cédulas holders that are considered as lenders with a 'special privilege.'
  - Creates the legal basis for uninterrupted servicing of interests and principal during a potential liquidation, with funds from the pool of mortgages.
  - Provision of post-insolvency procedures for Cédulas: Cédulas creditors have access to cover assets in a process segregated from issuer insolvency, which should allow the possibility of segregating the Cédulas and the associated lending business in the event of issuer insolvency.
  - Clarifies and strengthens the position of Cédulas holders vs. claims of employees and tax authorities: they will enjoy the highest ranking claim within the new Law.
  - Retroactivity risk: under insolvency, will be removed for the collateral set aside for Cédulas.
  - > A more credit-friendly insolvency regulation is established.

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## New Spanish Mortgage Law (expected H2-07)

- Amendments to the Spanish Mortgage Law (second draft subject to parliamentary process):
  - New issuance limit: <u>80% of eligible portfolio</u> (down from 90%) => effective minimum mandatory over-collateralisation of 25% (up from 11%)
  - > 60% Maximum LTV limit for non-residential properties (revised down from 70%)
  - > **EU Properties** will be included in the mortgage portfolio and subject to be eligible
  - Requirement for Cédulas Issuers is to maintain a <u>special mortgage portfolio registry</u>: the annual accounts of every financial institution will specify information about the total mortgage portfolio and earmark those loans that are eligible
  - > Possibility of including **substitution assets**, up to a limit of 5% of the amount issued
  - Insolvency administrator allowed to issue new subordinated debt in the event of liquidity shortfall of Cédulas
  - Clarification that all Cédulas issues (irrespective of their issuance date) shall be entitled to pari passu satisfaction from the cover pool
  - Derivatives to be included within the Cédula issues

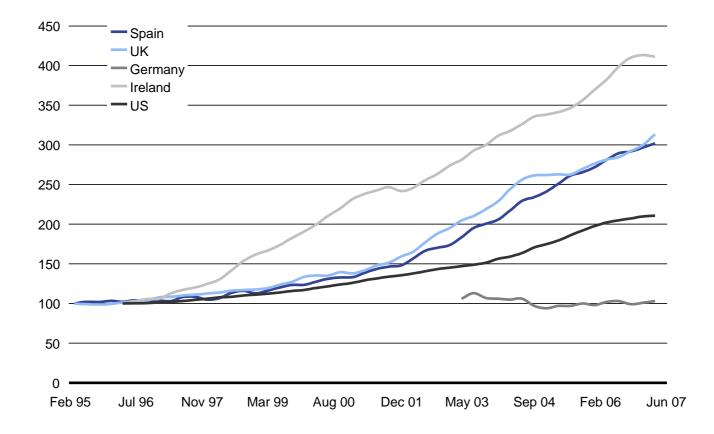




# Appendix II The Spanish Real Estate Sector



#### Spanish Real Estate – A booming market...

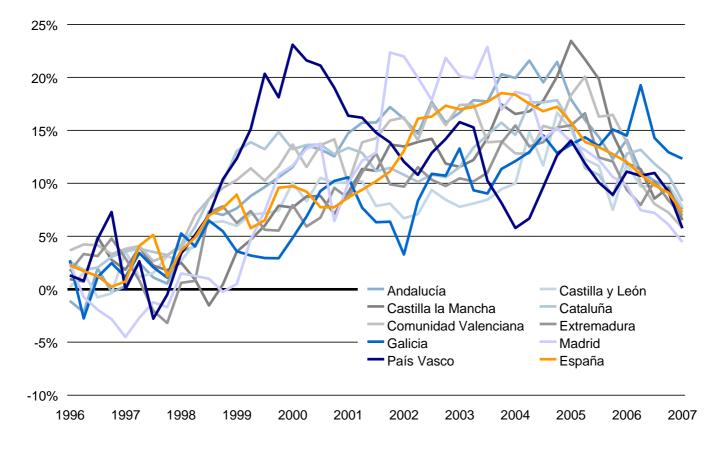


Source: Ministerio de Vivienda, OFHEO, HBOS, Hypoport AG, permanent tsb



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#### ... but cooling down

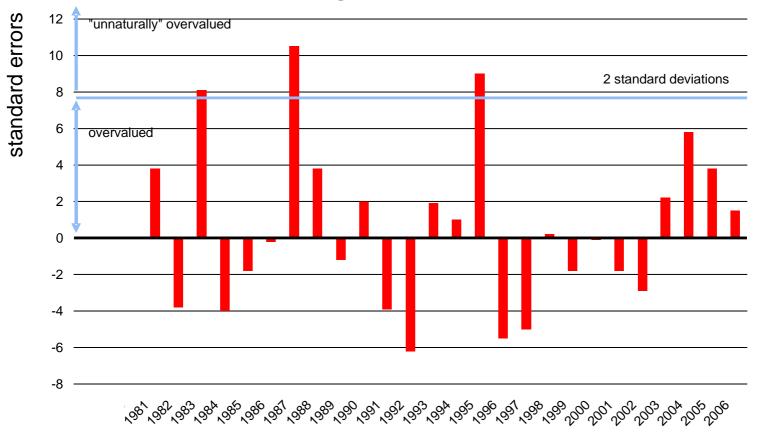


Source: Ministerio de Vivienda

**Conclusion:** According to HVB's econometric model, the degree of overvaluation of the Spanish real estate market is (i) lower than already observed in the past and (ii) still in a range that does not call for immediate correction.

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# Econometrics point towards decreasing overvaluation of Spanish Real Estate

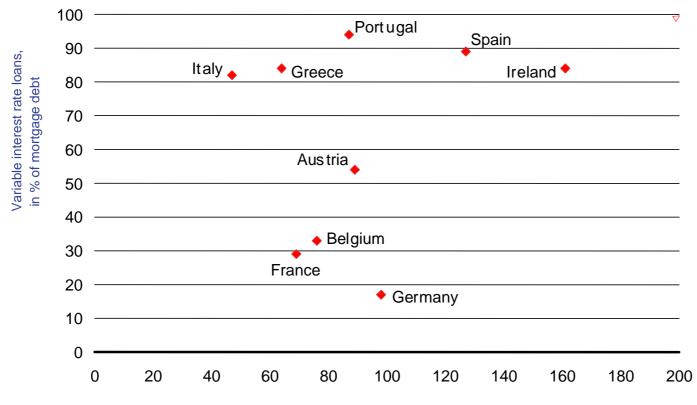


Econometric model explaining house prices by disposable income, increase/decrease in mortgage rates and demographic factors Source: Global Research (HVB)

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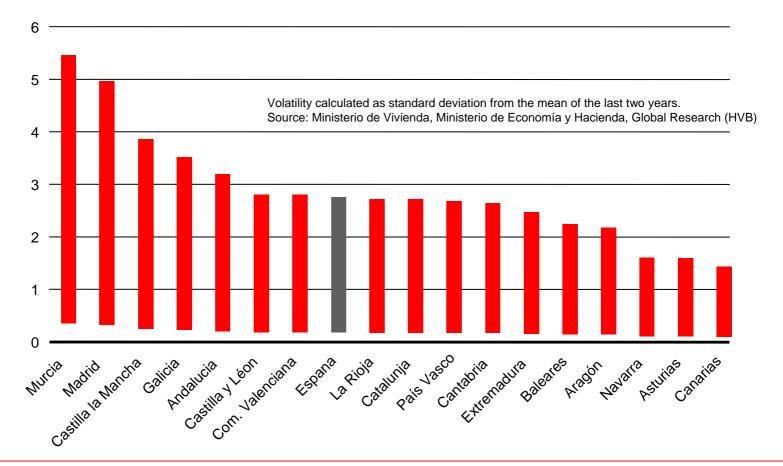


Source: Global Research (HVB)

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Household debt, in % of disposable income

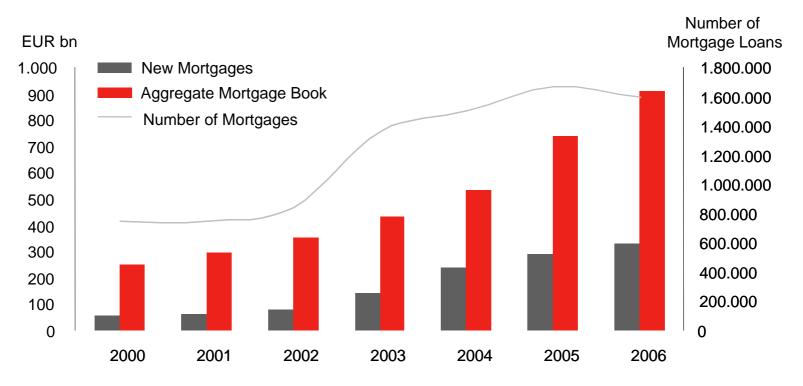
#### House price volatilities in different Comunidades



**Conclusion:** It appears that the tourism industry (including the comunidades of the Islas Canarias and the Islas Baleares) are adding a stabilizing momentum to the overall earl estate volatility. It also appears, that highly populated comunidades similar to Murcia, Madrid (please recognise the spill-over effects to the Castillas), Galicia, Andalucia and Valencia are more volatile than the lower populated ones like Asturias, Navarra and Extremadura.

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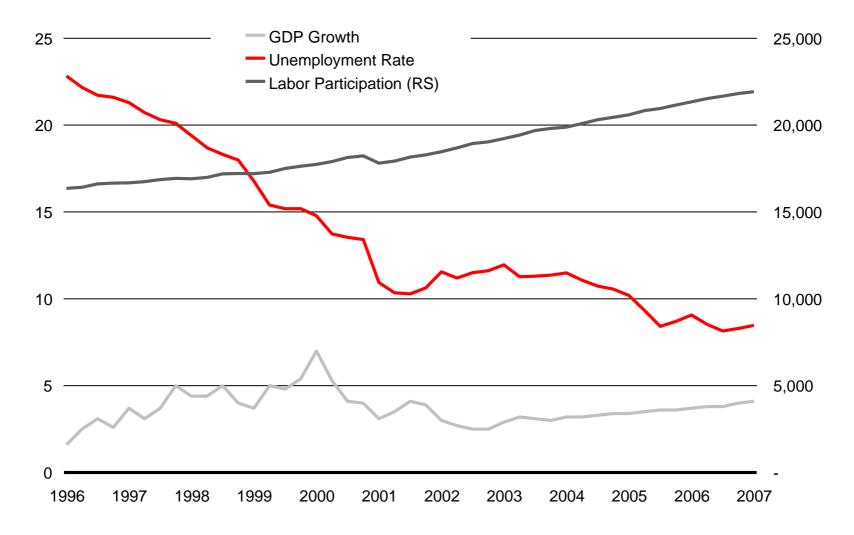
# Mortgage business still on the rise, but at declining rates



Source: INE



#### A view on Macroeconomics (I)

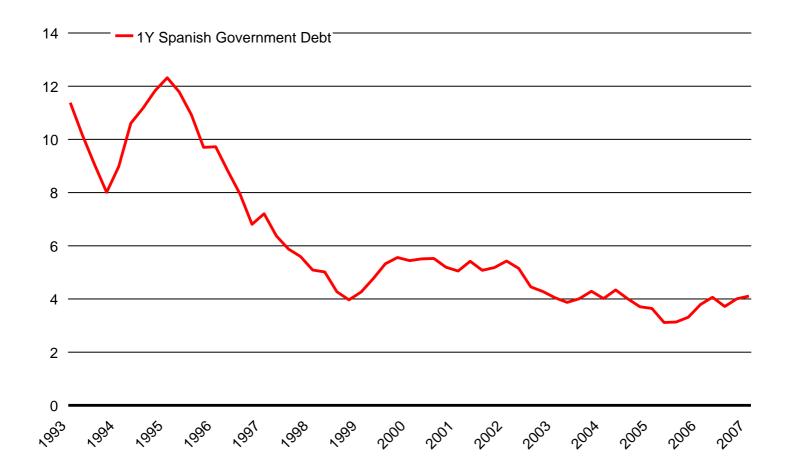


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## **Still historically low interest rates**



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# Baseline Discussion of the Spanish Housing Market

| Demographic<br>Elements  | Cultural Elements   | Macroeconomic<br>Elements  |
|--|---|--|
| <ul> <li>Comparably large<br/>household sizes in the<br/>past provided and still<br/>do provide for large<br/>potential demand for<br/>living space.</li> <li>Population share in the<br/>first-time-buyers age is<br/>steadily increasing</li> <li>Household income<br/>increased as female<br/>labour participation<br/>increased</li> <li>Comparably high<br/>immigration figures, in<br/>wealthier people at<br/>retirement age</li> </ul> | <ul> <li>Home ownership has<br/>high cultural importance<br/>in Spain compared to<br/>renting homes</li> <li>Real estate has the<br/>additional element of<br/>appeal to ensure<br/>standard of living in<br/>retirement</li> </ul> | <ul> <li>Steady GDP growth</li> <li>Increasing labour<br/>participation</li> <li>Increasing wealth of<br/>households</li> <li>Still historically low<br/>interest rates</li> <li>Increasing disposable<br/>income with fiscal<br/>reform and contained<br/>inflation levels</li> <li>Very low unemployment<br/>with frictional<br/>unemployment in<br/>several regions such as<br/>Catalonia and Madrid</li> </ul> |





#### In a nutshell

The story of the "soft landing" of the Spanish real estate sector is still valid.

 House prices are increasing but at a low pace than in the hyper-boom years 2 to 5 years ago.

 Research houses estimate a further slowdown of the market as house price inflation should further decelerate to reach a healthy level of 2-5% p.a. in the medium term.





# Appendix III

## Financial Institutions in PITCH



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|   |  |  | Banco G                         | uipuzcoano   |
|---|--|--|---------------------------------|--|
|   | R  | ating                                    |                                 | Mortgage Portfolio (€MM) – 31/05/2007  |
| Moody's<br>S&P<br>Fitch                     | ST<br>N/A<br>N/A<br>A<br>Balance Sheet ( | ST<br>N/A<br>N/A<br>F1<br>€MM) – 31/12/2 | Outlook<br>N/A<br>N/A<br>Stable | Over-collateraliisation 3.247 711.5% 1.626   |
| Total Asset<br>Total Eligib<br>Profit Befor | ole Capital                              |  | 9,015<br>801<br>58              | 400<br>Mortgage Eligible Outstanding<br>Portfolio Mortgage Cédulas Issued<br>Portfolio |
|   | Key Ratios (                             | %) – 31/12/2000                          | 3                               | Delinquency Ratio (+90 days)0.40%WA LTV56.10%  |
| ROA<br>ROE<br>BIS Ratio                     |  |  | 0.68%<br>13.56%<br>11.09%       | Geographic Concentration1. Madrid19.64%2. Malaga14.82%3. Alicante12.02%                |

|                | F            | lating           |         | Mortgage Portfolio (€M          | A) — 31/03/2007        |
|----------------|--------------|------------------|---------|---------------------------------|------------------------|
|                | LT           | ST               | Outlook |                                 |                        |
| Moody's        | N/A          | N/A              | N/A     |                                 | Over-collateralisation |
| S&P            | N/A          | N/A              | N/A     | 5.604                           | 357.5%                 |
| Fitch          | А            | F1               | Stable  | 4.477                           |                        |
| В              | alance Sheet | (€MM) – 31/12/   | /2006   |                                 | 1.225                  |
| Total Assets   | 5            |                  | 11,038  |                                 |                        |
| Total Eligible | e Capital    |                  | 1,386   | Mortgage Eligible               | Outstanding            |
| Profit Before  | e Taxes      |                  | 143     | Portfolio Mortgage<br>Portfolio | Cédulas Issued         |
|                | Koy Patias   | (%) – 31/12/200  | 06      | Delinquency Ratio (+90 days)    | 0.30%                  |
|                |              | (70) - 31/12/200 |         | WA LTV                          | 62.36%                 |
| ROA            |              |                  | 1.57%   | Geographic Concentration        |                        |
| ROE            |              |                  | 16.42%  |                                 |                        |
| BIS Ratio      |              |                  | N/A     | 1. Asturias<br>2. Madrid        | 77.95%<br>9.66%        |
|                |              |                  |         | 3. Barcelona                    | 9.00%<br>2.71%         |

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| Caja Caminos SCC |              |                 |         |                                       |                    |  |
|------------------|--------------|-----------------|---------|---------------------------------------|--------------------|--|
| Rating           |              |                 |         | Mortgage Portfolio (€MM) – 31/05/2007 |                    |  |
|                  | LT           | ST              | Outlook |                                       |                    |  |
| Noody's          | N/A          | N/A             | N/A     |                                       | Over-collateralisa |  |
| S&P              | N/A          | N/A             | N/A     | 432                                   | 764.0%             |  |
| Fitch            | N/A          | N/A             | N/A     |                                       |                    |  |
| В                | alance Sheet | (€MM) – 31/12/  | 2006    | 166                                   |                    |  |
| Total Asset      | ts           |                 | 722     |                                       | 50                 |  |
| otal Eligib      | ole Capital  |                 | 54      | Mortgage Eligible                     | Outstanding        |  |
| Profit Befor     | re Taxes     |                 | 5.5     | Portfolio Mortgage<br>Portfolio       | Cédulas Issued     |  |
|                  | Key Ratios ( | (%) – 31/12/200 | 16      | Delinquency Ratio (+90 days)          | 0.75               |  |
|                  |              |                 |         | WA LTV                                | 61.6               |  |
| ROA              |              |                 | 0.37%   | Geographic Concentration              |                    |  |
| OE               |              |                 | 5.35%   | 1. Madrid                             | 74.0               |  |
| BIS Ratio        |              |                 | 10.95%  | 2. Malaga                             | 2.51               |  |
|                  |              |                 |         | 3. Barcelona                          | 1.72               |  |

| Rating                 |              |                 |         | Mortgage Portfolio (€MM) – 31/03/2007 |                        |
|------------------------|--------------|-----------------|---------|---------------------------------------|------------------------|
|                        | LT           | ST              | Outlook |                                       |                        |
| Moody's                | N/A          | N/A             | N/A     |                                       | Over-collateralisation |
| S&P                    | N/A          | N/A             | N/A     | 9.386                                 | 289.6%                 |
| Fitch                  | A-           | F1              | Stable  | 6.918                                 |                        |
| В                      | alance Sheet | (€MM) – 31/12/  | 2006    |                                       | 2.224                  |
| Total Assets           |              |                 | 15,886  |                                       | 2.224                  |
| Total Eligible Capital |              |                 | 1,397   | Mortgage Eligible Outstandi           | Outstanding            |
| Profit Before Taxes    |              |                 | 110     | Portfolio Mortgag<br>Portfolio        |                        |
|                        | Key Ratios   | (%) – 31/12/200 | )6      | Delinquency Ratio (+90 days           | ) 2.92%                |
|                        |              | (70) 01/12/200  |         | WA LTV                                | 57.39%                 |
| ROA                    |              |                 | 0.56%   | Geographic Concentration              |                        |
| ROE                    |              |                 | 11.60%  |                                       |                        |
| BIS Ratio              |              |                 | 11.54%  | 1. Cordoba<br>2. Malaga               | 39.32%<br>13.63%       |
|                        |              |                 |         | 3. Sevilla                            | 11.56%                 |

|                        | Rating       |                  |         | Mortgage Portfolio (€MM) – 31/12/2006 |                        |
|------------------------|--------------|------------------|---------|---------------------------------------|------------------------|
|                        | LT           | ST               | Outlook |                                       |                        |
| Moody's                | Aa1          | P-1              | Stable  |                                       | Over-collateralisation |
| S&P                    | AA           | A-1+             | Stable  | 57.711                                | 128.8%                 |
| Fitch                  | AA           | F1+              | Stable  |                                       |                        |
|                        |              |                  |         | 35.846                                |                        |
| В                      | alance Sheet | : (€MM) – 31/12/ | 2006    |                                       | 25.224                 |
| Total Assets           |              | 284,676          |         |                                       |                        |
| Total Eligible Capital |              |                  | 49,695  | Mortgage Eligible                     | Outstanding            |
| Profit Before Taxes    |              |                  | 3,259   | Portfolio Mortgage<br>Portfolio       | Cédulas Issued         |
|                        | Key Ratios   | (%) – 31/12/200  | 16      | Delinquency Ratio (+90 days)          | 0.36%                  |
|                        |              | (70) - 31712/200 |         | WALTV                                 | 58%                    |
| ROA                    |              |                  | 0.88%   | Geographic Concentration              |                        |
| ROE                    |              |                  | 18.54%  |                                       |                        |
| BIS Ratio              |              |                  | 12,5%   | 1 – Madrid                            | 23.7%                  |
|                        |              |                  |         | 2 - Cataluña<br>3 - Andalucia         | 19.8%<br>15.4%         |

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### **Financial Institutions in PITCH - Issuers**

Santander Consumer Finance Rating Mortgage Portfolio (€MM) – 31/12/2006 ST LT Outlook Over-collateralisation Moody's P-1 Stable A1 S&P AA A-1+ Stable 2.665 97.4% Fitch AA F1+ Stable 1.987 1.350 Balance Sheet (€MM) – 31/12/2006 **Total Assets** 18,728 2,814 **Total Eligible Capital** Eligible Outstanding Mortgage Portfolio Mortgage Cédulas Issued 813 **Profit Before Taxes** Portfolio Delinquency Ratio (+90 days) N/A Key Ratios (%) - 31/12/2006 WA LTV 51,72% **Geographic Concentration** ROA 1.45% ROE 34.46% 1 – Barcelona 20% **BIS Ratio** 8.63% 2 - Madrid 19% 3 - Levante 12%

