# Banking since 1881

Banco Sabadell is currently one of Spain's leading banks, with a prominent position in personal and corporate banking. The year 2015 was a decisive one for internationalization.

With a young, highly qualified workforce equipped with the most modern technology and sales resources, Banco Sabadell's business model focuses on being its customers' main bank, with a relationship based on quality and commitment.

By building lasting profitable relationships, Banco Sabadell works with its customers throughout their financial lifecycle, with proposals that meet their needs using the appropriate channels and with a comprehensive range of products and services that enhance the long-term relationship, under the principles of professionalism, ethics and transparency.\*

Adaptation to market needs is achieved through a range of plans and businesses that represent distinctive value propositions, can be clearly identified by the markets and are reflected internally in organizational and management differences.

Banco Sabadell establishes its strategy in the form of three-year plans. The current strategic plan, the "Triple" plan, which runs from 2014 to 2016, focuses on leveraging the value of the customer base, extracting profit from the newly acquired size and capabilities, laying the foundation for internationalization in terms of structure and teams, and entering new markets.

## Landmark developments

# **G1** Landmark developments (G4-3)

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Consult the Corporate Values in the CSR Code of conduct section of the website.

Banco Sabadell Group 13

# In 2015, Banco Sabadell stabilized its size in Spain and significantly increased its international footprint.

The Bank expanded its international footprint in 2015 with the acquisition of UK bank TSB. As a result, at 2015 year end, 68% of the Group's lending was in Spain, 27% in the United Kingdom and 5% in America. In 2015, Banco Sabadell also opened two new representative offices, in

Peru and Colombia, and obtained a licence to operate as a commercial bank in Mexico.

Banco Sabadell operated in 19 countries through branches, representative offices, subsidiaries and investees at 2015 year-end (G2).

	2007	2010	2015	2015/2007
Assets	76,776	97,099	208,684	X 2.7
Lending (*)	63,165	73,058	152,646	X 2.4
Deposits (**)	34,717	49,374	131,489	X 3.8
Branches	1,249	1,467	2,873	X 2.3
Employees	10,234	10,777	26,090	X 2.6

**T1** Banco Sabadell — changes in key numbers (€Mn.)

### **G2** Banco Sabadell worldwide



<sup>(\*)</sup> Gross loans excluding repos.

<sup>(\*)</sup> Customer funds on the balance sheet.