

# SANTANDER HOLDINGS USA, INC.

Second Quarter 2025

Fixed Income Investor Presentation

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**Appendix** 



### **SHUSA**

#### Our business model focuses on four core segments as we continue to leverage Santander's connectivity

#### SHUSA is a wholly-owned subsidiary of Santander, one of the most Core Segments and Q2'25 Assets (\$B) Santander respected banking groups in the world with approximately 175 million customers in Europe, Latin America and the U.S. Market-leading full spectrum auto lender and Consumer and Business \$67 Consumer SHUSA's Main Subsidiaries Banking ("CBB") **SBNA** Products include: • \$79B deposits Leading multifamily bank lender C&I<sup>3</sup> Commercial \$27 CRE<sup>4</sup> and proven servicer **SHUSA** Auto \$172B Openbank SANCAP Corporate & Assets<sup>5</sup> Fixed-income, real estate, and Investment finance advisory Global hub for capital markets and \$32 Banking investment banking ~10,700 SC & Openbank operate in ("CIB") employees all 50 states Leading auto loan · Manages wealth originator and top ABS<sup>2</sup> for HNW clients Wealth Leading brand in LatAm for high-\$571 issuer Management net-worth ("HNW") clients



<sup>1</sup> Represents assets and assets under management "AUM", which includes customer deposits, securities, loans and letters of credits

<sup>2 |</sup> Asset-backed securitization

<sup>3 |</sup> Commercial and industrial

<sup>4 |</sup> Commercial real estate

<sup>5 |</sup> Includes assets categorized as "other"

### SHUSA Q2 2025 Results at a Glance

#### **IMPROVED FINANCIAL METRICS**

\$1.5B

NET INTEREST INCOME ("NII")

Up 1.6% QoQ Up 5.6% YoY

\$498M

**NET INCOME** 

Up \$132M QoQ Up \$83M YoY

3.9%

NET INTEREST MARGIN ("NIM")

Up 2bps QoQ Flat YoY

#### **STABLE CREDIT**

12.6%

30-89 DAYS AUTO DELINQUENCY

Up 169bps QoQ Up 134bps YoY

0.5%

NCO RATE<sup>2</sup>

Down 11bps QoQ Down 4bps YoY

7.5%

**ALLOWANCE RATIO** 

Up 9bps QoQ Up 21bps YoY

### STRONG CAPITAL/LIQUIDITY

12.8%

COMMON EQUITY TIER 1 ("CET1")

26.4%

TOTAL LOSS ABSORBING CAPACITY
("TLAC") RATIO

\$80B

SHUSA DEPOSITS

Up 1.1% QoQ Up 4.5% YoY



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### **Quarterly Profitability**

#### **PERFORMANCE HIGHLIGHTS** +2% Solid NII performance, continued focus on profitability over growth Revenue<sup>1</sup> \$1,981 \$2,012 \$1,969 \$1,906 \$1.745 Strong growth in capital-light fee income in Consumer & Commercial and Wealth segments Offset by lower loan & lease balances 2Q24 3Q24 4Q24 1Q25 2Q25 -2% Expenses<sup>2</sup> \$1,193 \$1,123 \$1,153 \$1,172 \$1,104 Cost-saving initiatives offset strategic investments in the buildout of CIB and expansion of Openbank capabilities 2Q24 3Q24 4Q24 1Q25 2Q25 -22% Credit \$620 Very strong credit performance driven by resilient consumer behavior & robust \$481 \$431 \$426 \$373 used car prices 2Q24 3Q24 4Q24 1Q25 2Q25 +20% ncome \$498 Revenue growth coupled with disciplined cost focus and quality credit drives \$415 \$366 double-digit growth in net income YoY and QoQ \$193 \$126

2Q24

3Q24

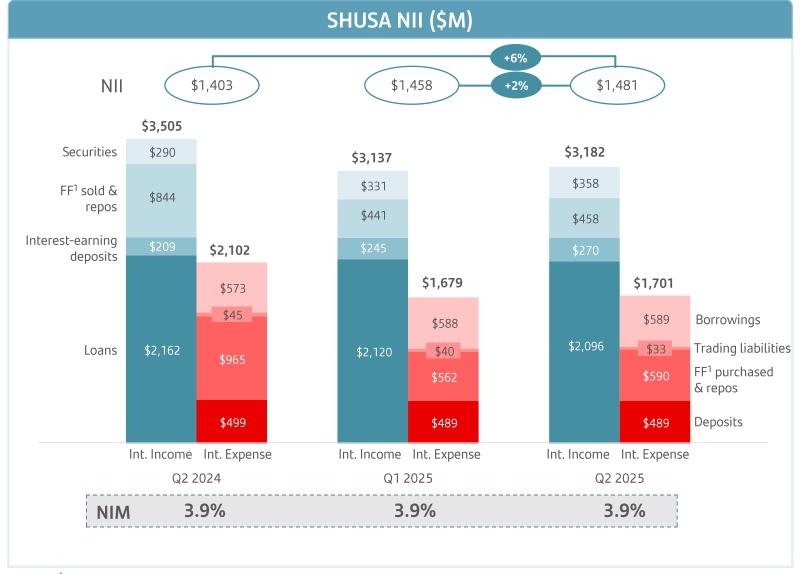
4Q24

1Q25



2Q25

### Net Interest Income & Net Interest Margin



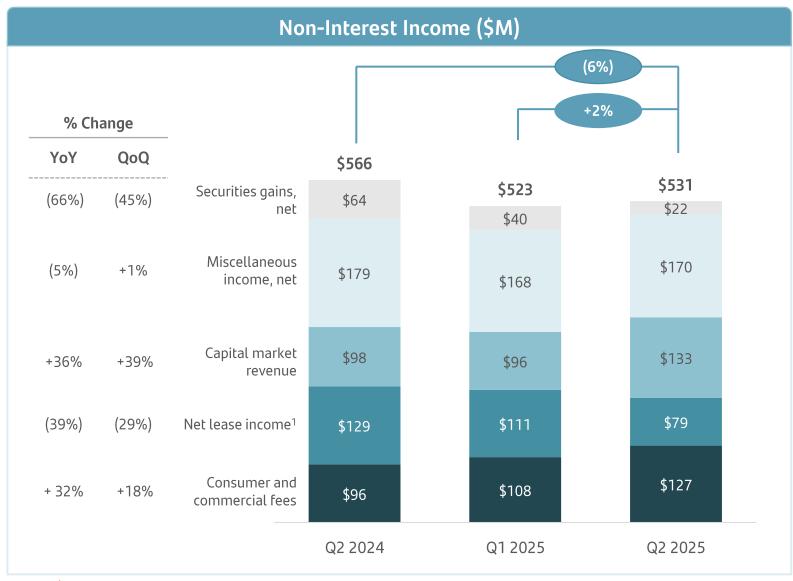
#### NII & NIM Drivers

Strong QoQ and YoY performance of NII and NIM driven by:

- Decreased interest expense on lower loan balances reflecting focus on profitability over growth
- Improved auto loan yield as focus on pricing drives margin expansion
- Increased interest income on higher investment and cash balances
- Improved funding efficiency driven by organic growth in Openbank deposits

**Santander** 1 | Federal funds ("FF")

### Non-Interest Income



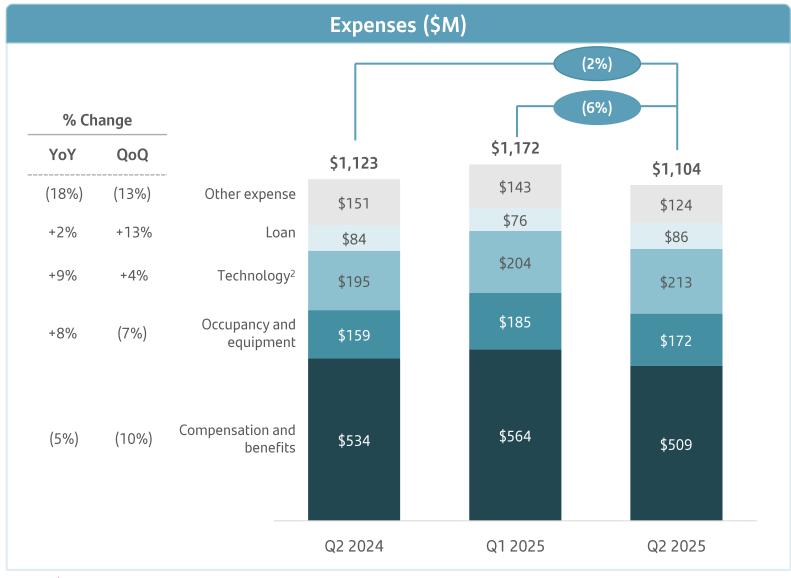
#### **Non-Interest Income Drivers**

Non-interest income increased QoQ and decreased YoY driven by:

- Lower net lease income due to fewer active leased vehicle units (QoQ & YoY)
- YoY and QoQ decreases in CIB trading securities gains due to less favorable market conditions
- Offset by
  - YoY and QoQ growth in CIB Capital Market revenues
  - Growth in capital-light fee income driven by servicing for others in Auto, Multifamily servicing, and Wealth Management Fees



### General, Administrative, & Other Expenses<sup>1</sup>



#### **Expense Drivers**

Total General, Administrative ("G&A") and Other Expenses (excluding Lease Expense) decreased YoY and QoQ driven by:

- Transformation initiatives driving G&A cost savings
- Lower debt extinguishment costs delivering savings in "Other Expense"
- Partly offset by strategic IT investments in the build-out of our Openbank digital platform capabilities



<sup>1 |</sup> Excludes lease expense. Please refer to slide 28 for a detailed reconciliation of all non-GAAP measures 2 | Includes outside services and marketing

### Credit Loss Expense

Total Allowance for Credit Loss ("ACL") (\$M)									
	Q2 2024	Q2 2024							
ALLL <sup>1</sup> , beginning of period ("BOP")	\$ 6,742	\$ 6,562	\$ 6,434						
Credit loss expense	485	419	374						
Net charge-offs	(511)	(547)	(451)						
ALLL <sup>1</sup> , end of period ("EOP")	6,718	6,434	6,357						
Reserve for unfunded lending commitments, BOP	57	48	55						
Credit loss (benefit) unfunded lending commitments, EOP	(4)	7	(1)						
Reserve for unfunded lending commitments, EOP	53	55	54						
Total ACL, EOP	\$ 6,771	\$ 6,489	\$ 6,411						

\$426

1Q25

\$373

2Q25

#### Credit Loss/(Benefit) Expense<sup>2</sup> (\$M) **Net Charge-offs (\$M)** -12% \$617 \$620 \$594 \$547 \$511 \$481 \$451 \$431 2Q24 3Q24 4Q24 1Q25 2Q25 2Q24 3Q24 4Q24

### **Expense Drivers**

Total expenses decreased QoQ and YoY driven by:

- Reduction in net charge-offs reflect resilient consumers prioritizing vehicle payments due to high cost of replacement even as delinquencies return to pre-pandemic levels
- Continued strength in used car pricing drives recoveries

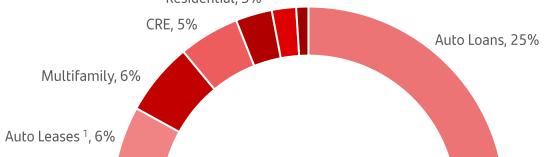


<sup>1 |</sup> Allowance for loan and lease losses ("ALLL")

<sup>2 |</sup> Includes credit loss (benefit) on unfunded lending commitments

### **Q2** Balance Sheet Overview

# Assets Goodwill and Other Intangibles, 2% Other Consumer Loans, 1% Residential, 3%

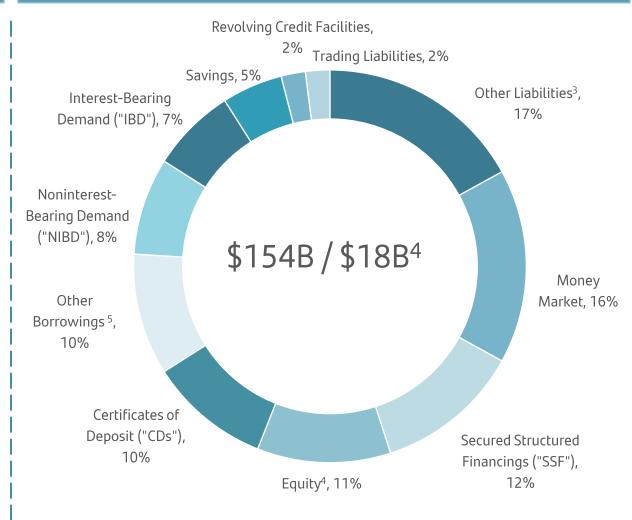










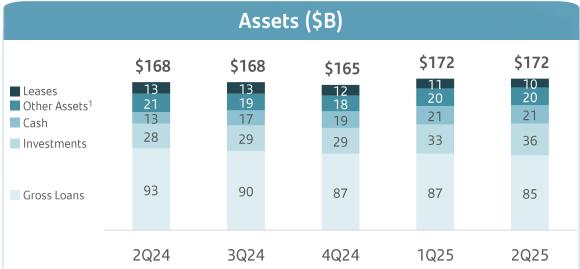




- 1 | Operating leases
- 2 Includes restricted cash, federal funds sold, and securities purchased under resale agreements or similar arrangements, and loans held-for-sale ("LHFS").
- 3 | Includes FF purchased, and securities loaned or sold under repurchase agreements
- 4 | Includes mezzanine equity
- 5 | Includes Federal Home Loan Bank ("FHLB") borrowings

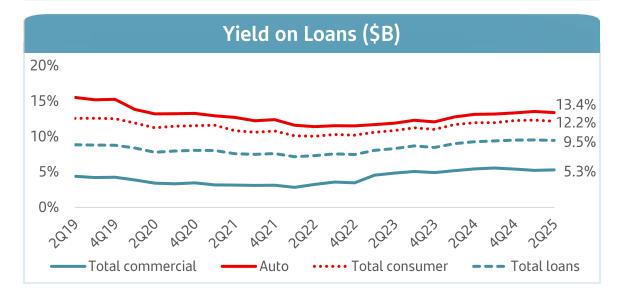
### Balance Sheet Trends | Assets





### Q2 Recap (\$B)

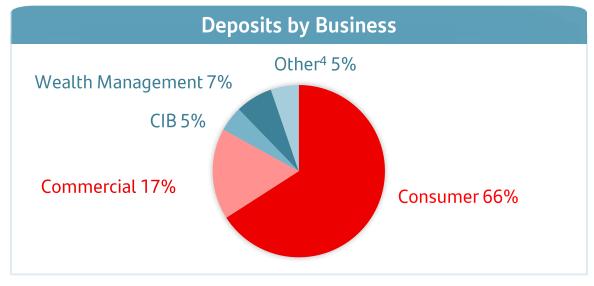
- Loans and leases down 8.5% YoY and 3.0% QoQ driven by lower auto originations, off-balance sheet securitizations, and portfolio sales
- Total loan yields increased YoY driven primarily by increases in Auto, reflecting our strategic focus on profitability over growth

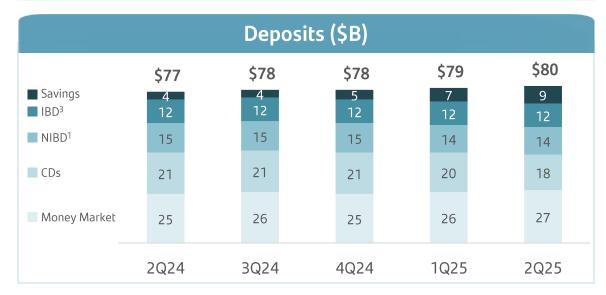


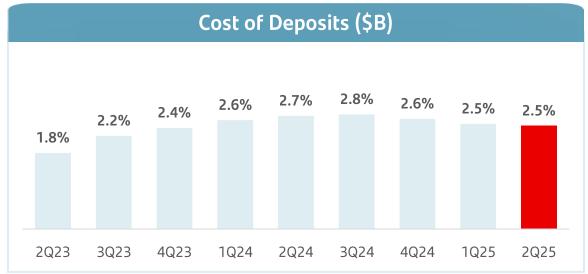


### Balance Sheet Trends | Liabilities

Liabilities & Equity (\$B)										
■ NIBD¹ ■ Equity	<b>\$168</b> 15 18	\$168 15 18	\$165 15 18	\$172 14 18	\$172 14 18					
<ul><li>Other Liabilities<sup>2</sup></li><li>Borrowed Funds</li></ul>	44	44	44	45	42					
IBD <sup>3</sup>	62	63	63	65	66					
	2Q24	3Q24	4Q24	1Q25	2Q25					









<sup>1 |</sup> Non-Interest-Bearing Deposits ("NIBD")

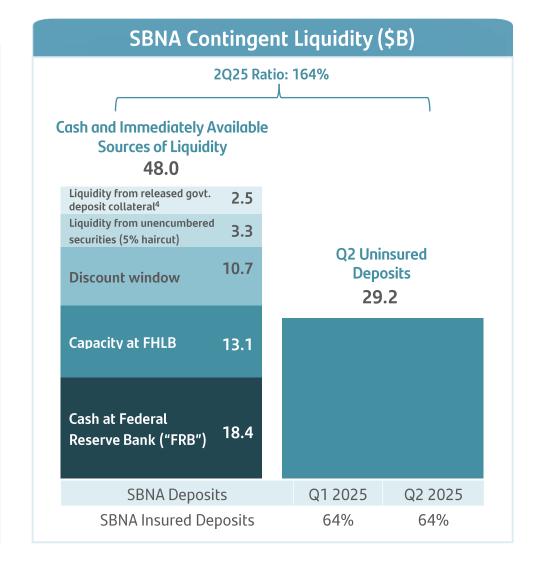
<sup>2</sup> Other liabilities include securities sold under repurchase agreements and trading liabilities

<sup>3 |</sup> Interest-Bearing Deposits ("IBD")

<sup>4 |</sup> Other consists of deposits related to certain of SHUSA's immaterial subsidiaries and corporate treasury deposits

### Liquidity & Wholesale Funding

Borrowed Funds Profile   Balance (\$B)									
	ļ.					!	% Vai	riance	
	Q2 2	025	Q1	2025	Q2	2024	QoQ	YoY	
SHUSA Unsecured Debt <sup>1</sup>	\$	14.2	\$	15.5	\$	12.5	(9%)	14%	
SBNA Unsecured Debt <sup>2</sup>	 	-		-		2.0	-	-	
FHLB		2.5		3.2		2.8	(22%)	(10%)	
Credit-Linked Notes ("CLNs")	 	0.9		1.1		1.2	(12%)	(18%)	
Third-Party Secured Funding <sup>3</sup>	I I I	3.8		3.2		3.7	19%	3%	
Amortizing Notes	 	1.8		1.6		2.5	14%	(27%)	
Securitizations		18.9		20.4		18.9	(8%)	(0%)	
Total SHUSA Funding	 	42.1		45.0		43.5	(6%)	(3%)	
Preferred Equity Issuance to Santander	\$	2.0	\$	2.0	\$	2.0	0%	0%	





<sup>1 |</sup> Includes the subordinated notes; includes BSI unsecured

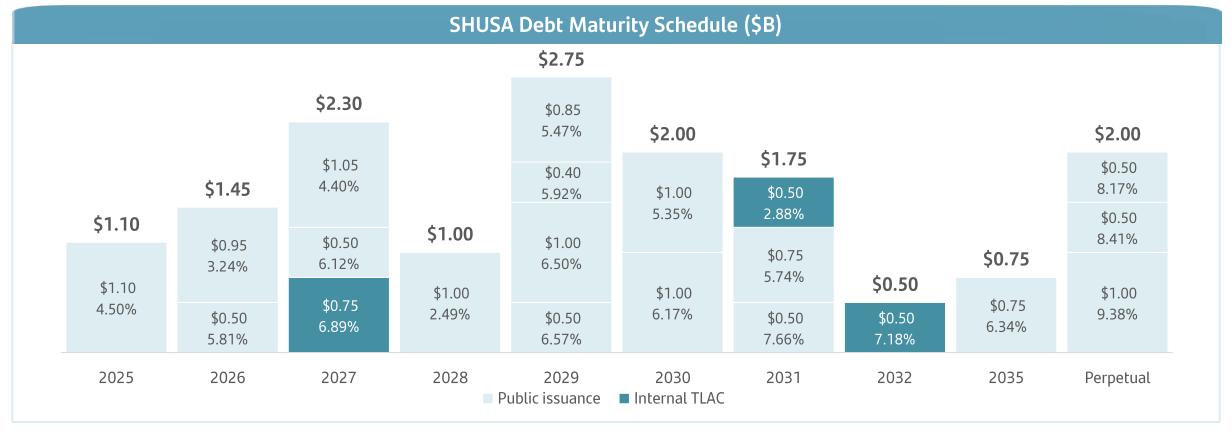
<sup>2 |</sup> These notes are payable to SHUSA's parent company, Santander

<sup>3 |</sup> The warehouse lines and repurchase facilities are fully collateralized by a designated portion of SHUSA's retail installment contracts ("RICs"), leased

<sup>4 |</sup> Includes high quality liquid assets that are encumbered as collateral for uninsured government deposits

### Debt & TLAC

- SHUSA is SEC-registered and issues under the ticker symbol "SANUSA", with ratings for SHUSA of A-(Fitch)/Baa2(Moody's)/BBB+(S&P)
- SHUSA meets Federal Reserve's TLAC and long-term debt ("LTD") requirements<sup>1</sup>, with 26.4% TLAC, 10.3% eligible LTD and a CET1 ratio of 12.8%

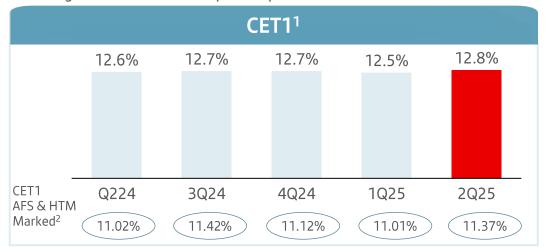


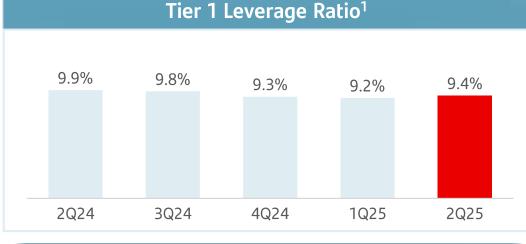


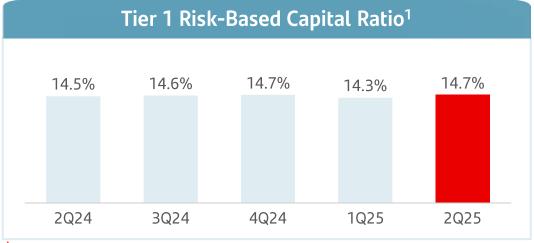
<sup>1 |</sup> SHUSA must hold the higher of 18% of its risk-weighted assets ("RWAs") or 9% of its total consolidated assets in the form of TLAC, of which 6% of its RWAs or 3.5% of total consolidated assets must consist of LTD. In addition, SHUSA must maintain a TLAC buffer composed solely of CET1 capital and will be subject to restrictions on capital distributions and discretionary bonus payments based on the size of the TLAC buffer it maintains.

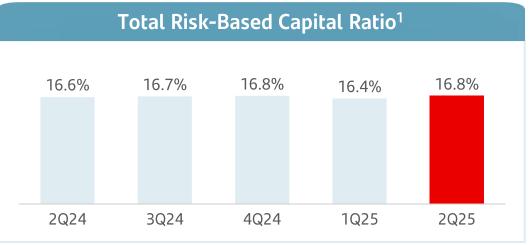
### **Capital Ratios**

As of October 1st, 2024, SHUSA's current stress capital buffer ("SCB") requirement is 3.5%, resulting in an overall CET1 capital requirement of 8%. On June 27, 2025, the Federal Reserve informed SHUSA of its updated SCB requirement, which becomes effective on October 1, 2025. SHUSA's updated SCB will be 3.4% of its CET1, resulting in an overall CET1 capital requirement of 7.9%











<sup>1 |</sup> Under capital rules, SHUSA is not required to include negative accumulated other comprehensive income ("AOCI") in regulatory capital, but as a subsidiary of a global systemically important bank ("GSIB") we manage AOCI closely as it impacts regulatory capital at the global consolidated level

<sup>2 |</sup> Estimate considering the full liquidation value of available-for-sale ("AFS") of held-to-maturity ("HTM") securities, net of statutory tax (26%)

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### **Business Activities Overview**

#### Consumer

 In addition to branch-based deposits, CBB attracts customers nationwide through its new digital banking platform, Openbank



Market-leading full-spectrum auto lender

#### **Auto Relationships:**

#### **Preferred Lending**





**Pass-Through** 





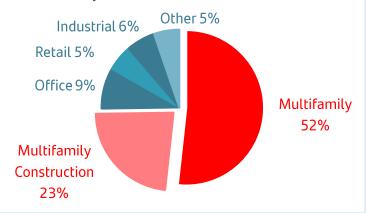
#### Strategic



#### **Commercial**

Q2 CRE portfolio consists mostly of multifamily<sup>1,2,3</sup>

- C&I: Provides services to a range of commercial customers
- CRE: Primarily multifamily loans, and robust servicing fee income from FDIC joint venture



#### **Corporate & Investment Banking**

Financing and banking services to corporations with institutional broker dealer, SanCap

Investment banking **US fixed-income market** 

making



Sales & trading

**Structuring and advisory** services

**Equity research reports** 

#### Wealth Management

BSI leads in international private banking

- Servicing LatAm UHNW and HNW individuals
- Four investment platforms
- Edge Act corporation
- Present in Miami, New York, Houston & San Diego



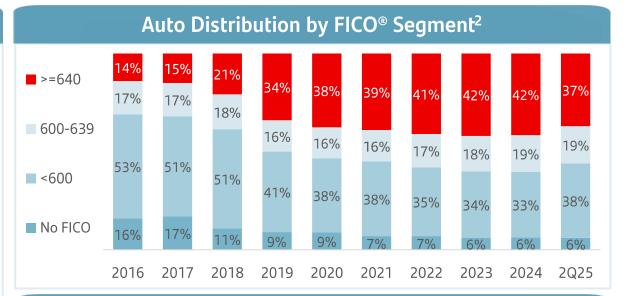


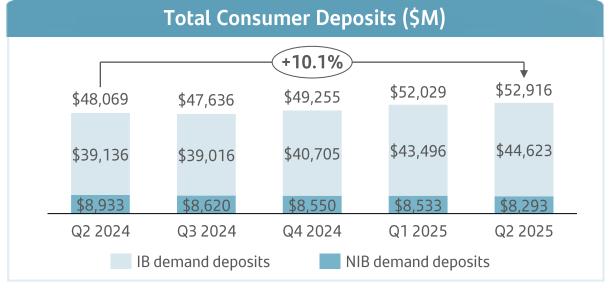
- 1 | Multifamily Construction is within "CRE" in SHUSA 10-Q. Total Multifamily for 10-Q = \$9.53B and total other CRE = \$8.98B.
- 2 | Excludes Commercial Vehicle Financing
- 3 | Does not include the acquired 20% interest in a structured limited liability company (the "Structured LLC") for approximately \$1.1 billion. The Structured LLC was established by the FDIC to hold and service a \$9 billion portfolio primarily consisting of New York-based rent-controlled and rent-stabilized multifamily loans retained by the FDIC following a recent bank failure. SBNA classifies its 20 percent interest in the Structured LLC as an AFS debt security.

### Consumer Activities | Auto & CBB

Income Statement Data										
	Q2	Q2 2025			Q2 20	024	1	Total Consum	Total Consumor	
(\$M)	Auto	C	BB_	  -	Auto CBB		Activities Yo			
Interest income	\$ 1,60	7	\$748		\$ 1,595	\$	752	0.3%		
Interest expense	683	3	376	H	672		376	1.0%		
Fees and other income	70	)	73	Н	45		69	25.4%		
Lease income	419	)	-	l.	559 -		(25.0%)			
Credit loss expense/(benefit)	342	2	27		448 31		(23.0%)			
Lease expense	339	9	-	Ė,	430		-	(21.2%)		
General, administrative and other expenses	300	)	371		328		355	(1.8%)		
Income/(loss) before income taxes	432	432 46			322 60		60	25.1%		
(\$B)	. 2	2025			2024			YoY		
Total assets as of 6/30	\$ 58	3 \$	9		\$ 63	\$	11	(9.4%)		

Loans and Deposits (\$B)									
	-	Q2 2025	<u> </u>	Q2 2024 <sup>1</sup>	YoY				
Residential mortgages	\$	4.2	\$	4.6	(8.7%)				
Home equity loans and lines of credit		1.9		2.3	(17.4%)				
Auto loans		42.9		44.9	(4.5%)				
Personal unsecured loans	. i	1.6		3.4	(52.9)%				
Total consumer loans <sup>3</sup>	į	50.6		55.2	(8.3%)				
Total consumer deposits	\$	52.9	\$	48.1	10.0%				







<sup>1 |</sup> Prior period data has been recast

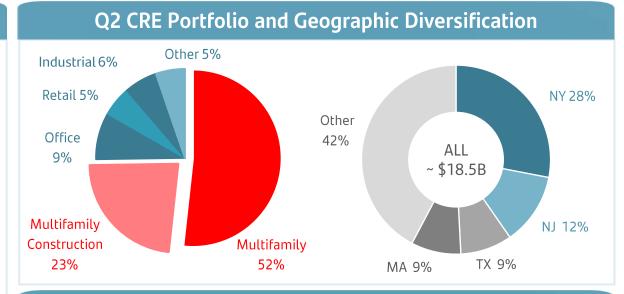
<sup>2</sup> Auto loans excludes commercial fleet and LHFS

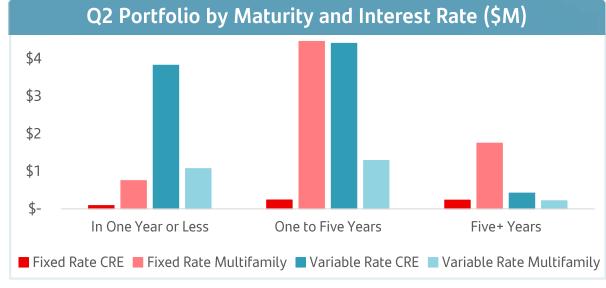
<sup>3 |</sup> Ending balance loans and leases held-for-investment ("HFI")

### Commercial Activities | CRE, Multifamily, and C&I

#### **Income Statement Data** Q2 2024 <sup>1</sup> Q2 2025 **Total Commercial Activities YoY** (\$M) CRE CRE C&I C&I Interest income 220 \$ 366 \$ 244 389 (7.4%)Interest expense 136 241 155 260 (9.2%)Fees and other income 18 13 18 27 (31.1%)Credit loss expense/(benefit) (1) (21)33 (58.3%)General, administrative and other 47 49 37 2.3% 41 expenses Income/(loss) before income taxes 55 92 79 86 (10.9%)(\$B) 2025 2024 YoY 24 Total assets as of 6/30 (2.5%)

Loans and Deposits (\$B)										
		2 2025		Q2 2024 <sup>1</sup>	YoY					
CRE loans	\$	9.0	\$	9.0	-					
C&I loans		8.0		10.6	(24.5%)					
Multifamily loans		9.5		10.1	(5.9%)					
Other commercial		7.9		7.4	6.8%					
Total commercial loans <sup>2</sup>		34.4		37.1	(7.3%)					
Total commercial deposits	\$	13.7	\$	13.3	3.0%					







<sup>1 |</sup> Prior period data has been recast

# CIB & Wealth Management

CIB Income Statement Data									
(\$M)	Q2 2	Q2 2025		2024 <sup>1</sup>	YoY				
Interest income	\$	767	\$	1,120	(31.5%)				
Interest expense	 	692		1,094	(36.7%)				
Fees and other income		161		185	(13.0%)				
Credit loss expense/(benefit)	     	-		(9) (100.09					
General, administrative and other expenses		210		207	1.4%				
Income/(loss) before income taxes		26		13	100.0%				
(\$B)	2025		2	.024	YoY				
Total assets as of 6/30	\$	32	\$	29	9.9%				
Total deposits	 	4		4	7.5%				

Wealth Income Statement Data									
(\$M)	Q2 2025		Q2 2024 <sup>1</sup>		YoY				
Interest income	\$	86	\$	89	(3.4%)				
Interest expense	 	35		36	(2.8%)				
Fees and other income		97		76	27.6%				
General, administrative and other expenses	 	67		63	6.3%				
Income/(loss) before income taxes	 	82	66		24.2%				
Asset and Wealth Management Fees		86		67	28.4%				
(\$B)	202	5	20	24	YoY				
Total assets as of 6/30	\$	8	\$	7	5.7%				
Total deposits	 	6		5	3.4%				

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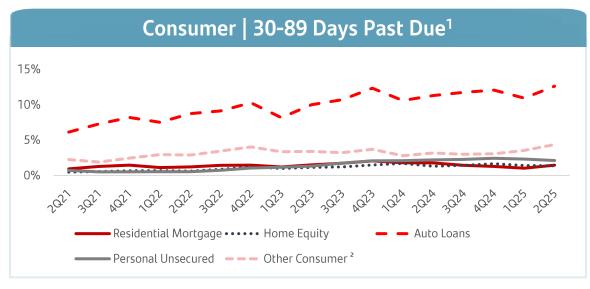
Core Business Activities

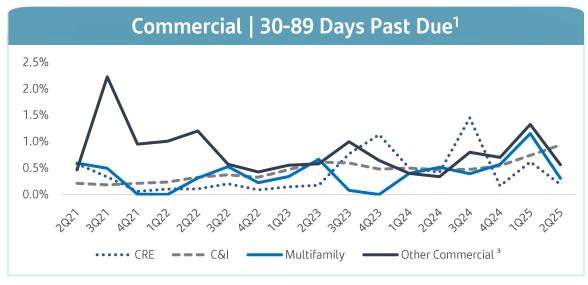


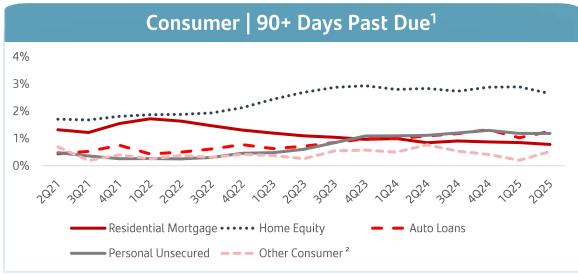
**Appendix** 

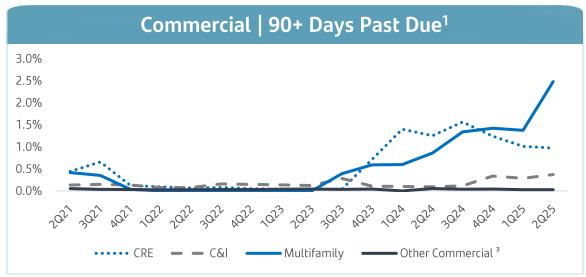


### Loan Delinquency by Portfolio Class











<sup>1 |</sup> Based on a percentage of financing receivables for their respective loan businesses

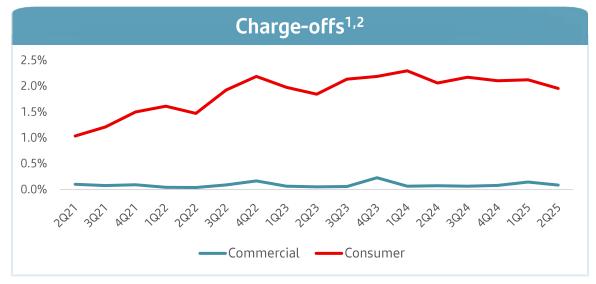
<sup>2</sup> Other consumer (\$30.4M in Q2 2025) primarily includes recreational vehicle ("RV") and marine loans

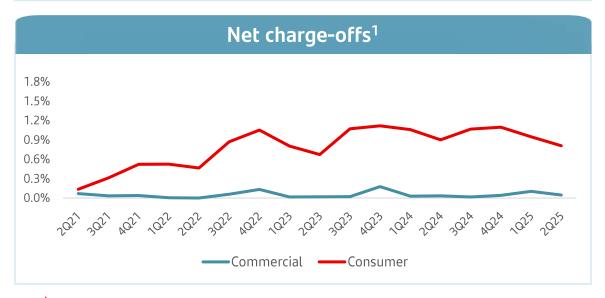
<sup>3 |</sup> Other commercial (\$7.9B in Q2 2025) includes commercial equipment vehicle financing leveraged leases and loans

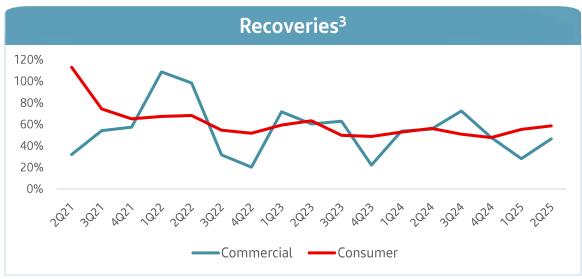
### Charge-offs and Recoveries by Portfolio Segment

#### Q2 Recap

 Consumer NCOs decreased QoQ and YoY, primarily due to seasonal recoveries, resilient consumer behavior, and enhanced servicing practices in Auto.









<sup>1 |</sup> Charge-offs and NCOs are based on a percentage of their respective average loan balances

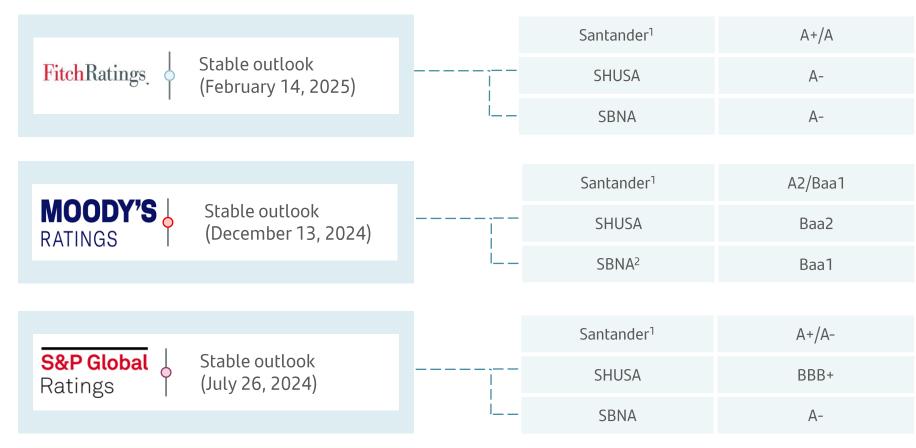
<sup>2 |</sup> Includes current period gross write-offs for Q2 2025 by portfolio segment

<sup>3 |</sup> Recoveries are based on a percentage of gross charge-offs

### Rating Agencies

- In May 2025, Fitch affirmed SHUSA's senior unsecured debt ratings at 'A-' rating
- S&P and Moody's affirmed SHUSA's senior unsecured debt ratings in July and December 2024, respectively
- Outlook remains "stable" for all ratings and entities

#### SR. DEBT RATINGS BY SANTANDER ENTITY





# SHUSA | Quarterly Trended Statement Of Operations

(\$M)	2Q 2024	3Q 2024	4Q 2024	1Q 2025	2Q 2025
Interest income	\$ 3,505	\$ 3,426	\$ 3,281	\$ 3,137	\$ 3,182
Interest expense	(2,102)	(2,043)	(1,867)	(1,679)	(1,701)
Net interest income	1,403	1,383	1,414	1,458	1,481
Fees & other income	932	750	826	838	849
Other non-interest income	64	55	40	40	22
Net revenue	2,399	2,188	2,280	2,336	2,352
General, administrative, and other expenses	(1,553)	(1,596)	(1,567)	(1,527)	(1,444)
Credit losses expense/(benefit)	(481)	(431)	(620)	(426)	(373)
Income before taxes	365	161	93	383	535
Income tax (expense)/benefit	50	32	33	(17)	(37)
Net income / (loss)	415	193	126	366	498
NIM	3.9%	3.8%	3.8%	3.9%	3.9%



# SHUSA | Non-GAAP Reconciliations – Income Statement Metrics

(\$M)`	2Q24		3Q24		4Q24		1Q25		<u> </u>	2Q25
SHUSA Revenue	 	i	 		 				 	
Net Interest Income <sup>1</sup>	\$ 1	,403	\$	1,383	\$	1,414	\$	1,458	\$	1,481
Total Non-Interest Income <sup>1</sup>	 	996	 	805		866		878	 	871
Lease Expense <sup>1</sup>	(	430)		(443)		(374)		(355)		(340)
Total Revenue <sup>2</sup>	1	,969	 	1,745		1,906		1,981	<u> </u>	2,012
SHUSA Non-Interest Income	 		 				i ! 		<u> </u>	
Total Non-Interest Income <sup>1</sup>		996		805		866		878		871
Lease Expense <sup>1</sup>	(	430)	 	(443)		(374)		(355)	<u> </u>	(340)
Non-Interest Income <sup>2</sup>		566		362		492		523		531
Net Lease Income	 		 				 			
Lease Income <sup>1</sup>		559		536		490		466		419
Lease Expense <sup>1</sup>	(	430)	 	(443)		(374)		(355)	 	(340)
Net Lease Income <sup>2</sup>		129		93		116		111		79
SHUSA G&A and Other	 	 	 		 		 		 	
Total General, Administrative & Other Expenses <sup>1</sup>	1	,553		1,596		1,566		1,527		1,444
Lease Expense <sup>1</sup>	(	430)		(443)		(374)	1	(355)		(340)
General, Administrative & Other (Excl. Lease) <sup>2</sup>	1	,123	I I	1,153		1,193		1,172		1,104



# SHUSA | Non-GAAP Reconciliations – Capital Metrics

(\$M)	2Q24 3Q24		4Q24	1Q25	2Q25
CET1 to risk-weighted assets				 	 
CET1 capital	14,346	14,512	13,724	13,751	14,173
Risk-weighted assets	113,864	114,104	108,006	110,211	110,393
Ratio	12.6%	12.7%	12.7%	12.5%	12.8%
Tier 1 leverage				 	
Tier 1 capital	16,461	16,627	15,839	15,751	16,173
Avg total assets, leverage capital purposes	166,480	169,947	170,835	171,534	172,553
Ratio	9.9%	9.8%	9.3%	9.2%	9.4%
Tier 1 risk-based				 	 
Tier 1 capital	16,461	16,627	15,839	15,751	16,173
Risk-weighted assets	113,864	114,104	108,006	110,211	110,393
Ratio	14.5%	14.6%	14.7%	14.3%	14.7%
Total risk-based					 
Risk-based capital	18,871	19,021	18,177	18,093	18,501
Risk-weighted assets	113,864	114,104	108,006	110,211	110,393
Ratio	16.6%	16.7%	16.8%	16.4%	16.8%



# Thank You.

Our purpose is to help people and businesses prosper.

Our culture is based on believing that everything we do should be:

Simple Personal Fair.





