



SANTANDER HOLDINGS USA, INC.

Fixed Income Investor Presentation

Third Quarter 2020

November 9, 2020

DISCLAIMER

This presentation of Santander Holdings USA, Inc. ("SHUSA") contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 regarding the financial condition, results of operations, business plans and future performance of SHUSA. Words such as "may," "could," "should," "will," "believe," "expect," "anticipate," "estimate," "intend," "plan," "goal" or similar expressions are intended to indicate forward-looking statements.

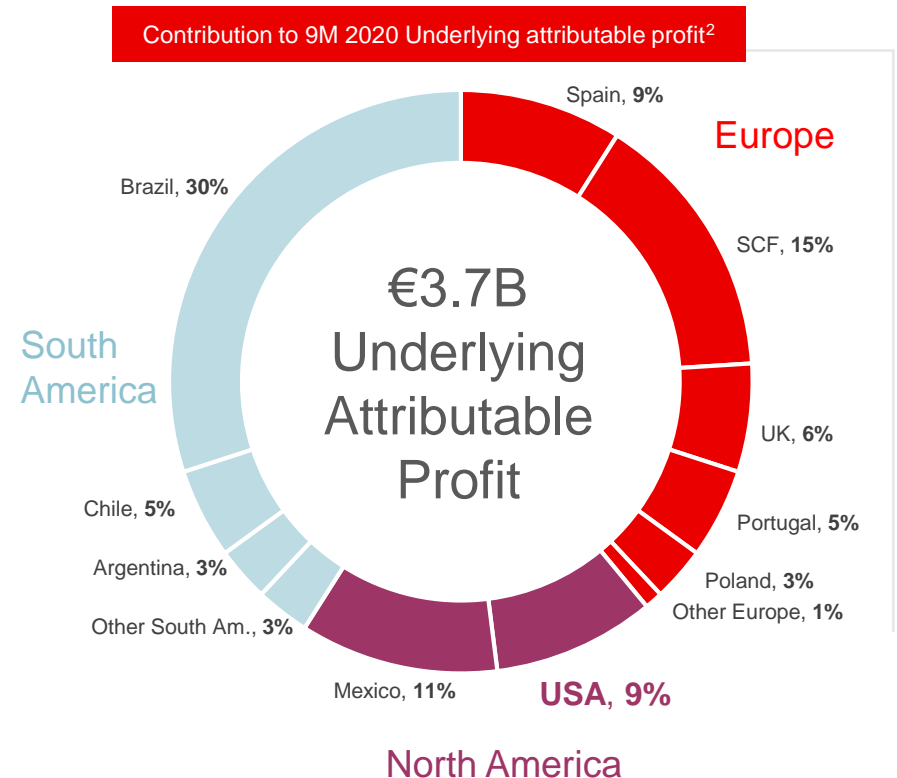
In this presentation, we may sometimes refer to certain non-GAAP figures or financial ratios to help illustrate certain concepts. These ratios, each of which is defined in this document, if utilized, may include Pre- Tax Pre- Provision Income, the Tangible Common Equity to Tangible Assets Ratio, and the Texas Ratio. This information supplements our results as reported in accordance with GAAP and should not be viewed in isolation from, or as a substitute for, our GAAP results. We believe that this additional information and the reconciliations we provide may be useful to investors, analysts, regulators and others as they evaluate the impact of these items on our results for the periods presented due to the extent to which the items are indicative of our ongoing operations. Where applicable, we provide GAAP reconciliations for such additional information. The enhanced prudential standards mandated by Section 165 of the Dodd-Frank Wall Street Reform and Consumer Protection Act (the "DFA") (the "Final Rule") were enacted by the Board of Governors of the Federal Reserve System (the "Federal Reserve") to strengthen regulatory oversight of foreign banking organizations ("FBOs"). Under the Final Rule, FBOs with over \$50 billion of U.S. Non-branch assets, including Santander, were required to consolidate U.S. subsidiary activities under an intermediate holding company ("IHC"). Due to its U.S. non-branch total consolidated asset size, Santander is subject to the Final Rule. As a result of this rule, Santander transferred substantially all of its equity interests in U.S. bank and non-bank subsidiaries previously outside the Company to the Company, which became an IHC effective July 1, 2016. These subsidiaries included Santander Bancorp ("SBC"), Banco Santander International ("BSI"), Santander Investment Securities, Inc. ("SIS"), Santander Securities LLC ("SSLLC"), as well as several other subsidiaries. On July 1, 2017, an additional Santander subsidiary, SFS, a finance company located in Puerto Rico, was transferred to the Company. Additionally, effective July 2, 2018, Santander transferred Santander Asset Management, LLC to the IHC.

Although SHUSA believes that the expectations reflected in these forward-looking statements are reasonable as of the date on which the statements are made, these statements are not guarantees of future performance and involve risks and uncertainties based on various factors and assumptions, many of which are beyond SHUSA's control. Among the factors that could cause SHUSA's financial performance to differ materially from that suggested by forward-looking statements are: (1) the adverse impact of a novel strain of coronavirus ("COVID-19") on our business, financial condition, liquidity and results of operations; (2) the effects of regulation, actions and/or policies of the Federal Reserve, the Federal Deposit Insurance Corporation (the "FDIC"), the Office of the Comptroller of the Currency (the "OCC") and the Consumer Financial Protection Bureau (the "CFPB"), and other changes in monetary and fiscal policies and regulations, including policies that affect market interest rates and money supply, actions related to COVID-19 as well as in the impact of changes in and interpretations of generally accepted accounting principles in the United States of America ("GAAP"), including adoption of the Financial Accounting Standards Board's current expected credit losses credit reserving framework, the failure to adhere to which could subject SHUSA and/or its subsidiaries to formal or informal regulatory compliance and enforcement actions and result in fines, penalties, restitution and other costs and expenses, changes in our business practices, and reputational harm; (3) SHUSA's ability to manage credit risk that may increase to the extent our loans are concentrated by loan type, industry segment, borrower type or location of the borrower of collateral; (4) the extent of recessionary conditions in the U.S. related to COVID-19 and the strength of the U.S. economy in general and regional and local economies in which SHUSA conducts operations in particular, which may affect, among other things, the level of non-performing assets, charge-offs, and provisions for credit losses; (5) acts of God, including pandemics and other significant public health emergencies, and other natural or man-made disasters and SHUSA's ability to deal with disruptions caused by such acts, emergencies, and disasters; (6) inflation, interest rate, market and monetary fluctuations, including effects from the pending discontinuation of the London Interbank Offered Rate as an interest rate benchmark, may, among other things, reduce net interest margins, and impact funding sources and the ability to originate and distribute financial products in the primary and secondary markets; (7) the pursuit of protectionist trade or other related policies, including tariffs by the U.S., its global trading partners, and/or other countries, and/or trade disputes generally; (8) the ability of certain European member countries to continue to service their debt and the risk that a weakened European economy could negatively affect U.S.-based financial institutions, counterparties with which SHUSA does business, as well as the stability of global financial markets, including economic instability and recessionary conditions in Europe and the eventual exit of the United Kingdom from the European Union; (9) adverse movements and volatility in debt and equity capital markets and adverse changes in the securities markets, including those related to the financial condition of significant issuers in SHUSA's investment portfolio; (10) SHUSA's ability to grow revenue, manage expenses, attract and retain highly-skilled people and raise capital necessary to achieve its business goals and comply with regulatory requirements; (11) SHUSA's ability to effectively manage its capital and liquidity, including approval of its capital plans by its regulators and its subsidiaries' ability to pay dividends to it; (12) changes in credit ratings assigned to SHUSA or its subsidiaries that could change the cost of funding or limit our access to capital markets; (13) the ability to manage risks inherent in our businesses, including through effective use of systems and controls, insurance, derivatives and capital management; (14) SHUSA's ability to timely develop competitive new products and services in a changing environment that are responsive to the needs of SHUSA's customers and are profitable to SHUSA, the success of our marketing efforts to customers, and the potential for new products and services to impose additional unexpected costs, losses or other liabilities not anticipated at their initiation, and expose SHUSA to increased operational risk; (15) competitors of SHUSA may have greater financial resources or lower costs, or be subject to different regulatory requirements than SHUSA, may innovate more effectively, or may develop products and technology that enable those competitors to compete more successfully than SHUSA and cause SHUSA to lose business or market share; (16) Santander Consumer USA Inc.'s ("SC's") agreement with Fiat Chrysler Automobiles US LLC ("FCA") may not result in currently anticipated levels of growth and is subject to performance conditions that could result in termination of the agreement; (17) consumers and small businesses may decide not to use banks for their financial transactions, which could impact our net income; (18) changes in customer spending, investment or savings behavior; (19) loss of customer deposits that could increase our funding costs; (20) the ability of SHUSA and its third-party vendors to convert, maintain and upgrade, as necessary, SHUSA's data processing and other information technology ("IT") infrastructure on a timely and acceptable basis, within projected cost estimates and without significant disruption to our business; (21) SHUSA's ability to control operational risks, data security breach risks and outsourcing risks, and the possibility of errors in quantitative models and software SHUSA uses to manage its business, including as a result of cyber-attacks, technological failure, human error, fraud or malice, and the possibility that SHUSA's controls will prove insufficient, fail or be circumvented; (22) changes to tax laws and regulations and the outcome of ongoing tax audits by federal, state and local income tax authorities that may require SHUSA to pay additional taxes or recover fewer overpayments compared to what has been accrued or paid as of period-end; (23) the costs and effects of regulatory or judicial actions or proceedings, including possible business restrictions resulting from such actions or proceedings; and (24) adverse publicity and negative public opinion, whether specific to SHUSA or regarding other industry participants or industry-wide factors, or other reputational harm; and (25) acts of terrorism or domestic or foreign military conflicts; and (26) the other factors that are described in Part I, Item IA – Risk Factors of SHUSA's 2019 Annual Report on Form 10-K. Because this information is intended only to assist investors, it does not constitute investment advice or an offer to invest, and in making this presentation available, SHUSA gives no advice and makes no recommendation to buy, sell, or otherwise deal in shares or other securities of Banco Santander, S.A. ("Santander"), SHUSA, Santander Bank, N.A. ("Santander Bank" or "SBNA"), SC or any other securities or investments. It is not our intention to state, indicate, or imply in any manner that current or past results are indicative of future results or expectations. As with all investments, there are associated risks, and you could lose money investing. Prior to making any investment, a prospective investor should consult with its own investment, accounting, legal, and tax advisers to evaluate independently the risks, consequences, and suitability of that investment. No offering of securities shall be made in the United States except pursuant to registration under the U.S. Securities Act of 1933, as amended, or an exemption therefrom.

SANTANDER GROUP

Santander (SAN SM, STD US, BNC LN) is a leading retail and commercial bank headquartered in Spain. It has a meaningful presence in 10 core markets in Europe and the Americas, and is one of the largest banks in the world by market capitalization.

The United States is a core market for the Santander Group, contributing 9% to 9M 2020 underlying attributable profit



SANTANDER HOLDINGS USA, INC.

SHUSA is an intermediate holding company (“IHC”) for Santander US entities and issues under the ticker symbol “SANUSA”

SHUSA Highlights



7 major locations



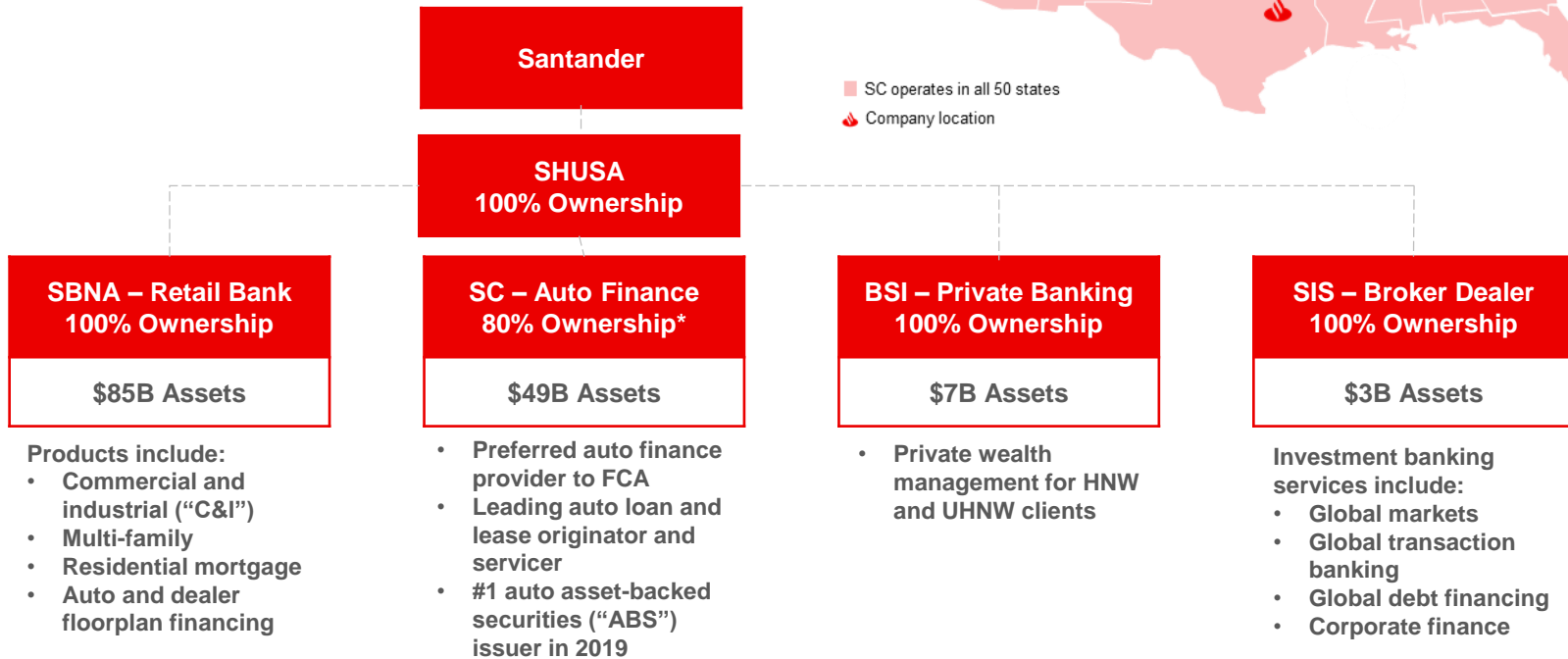
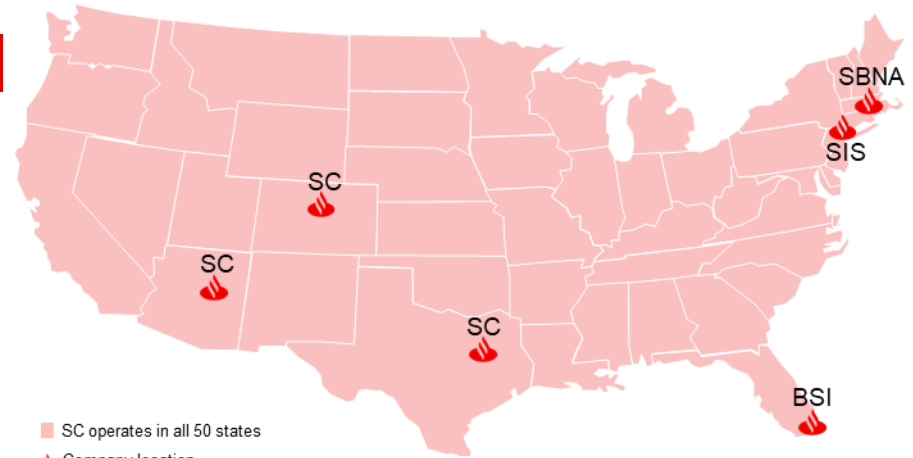
\$146B in assets



16,900 employees



5M customers



SANTANDER BANK

SBNA is a regional Northeast retail consumer bank with a stable deposit base

SBNA Highlights



579 branches



2,000 ATMs

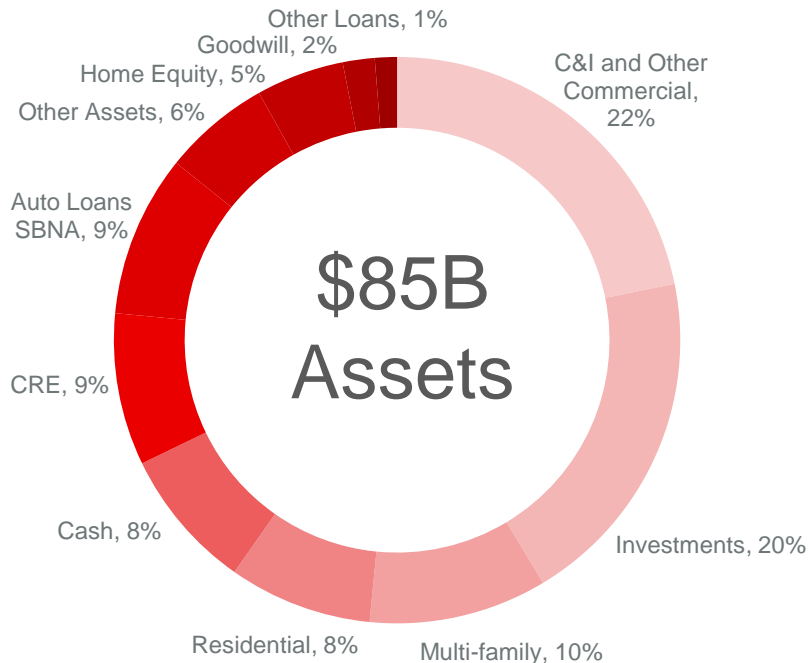
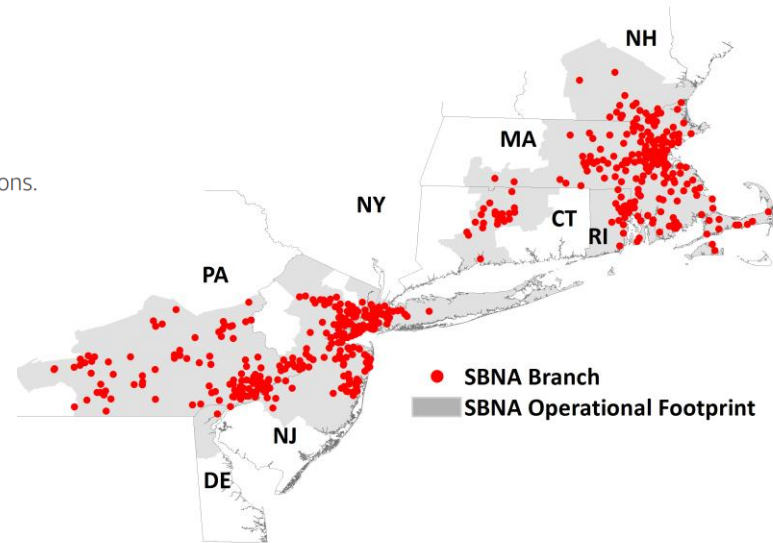
Includes 1,000 in CVS Pharmacy® locations.



10,000 employees



2.1 million customers



- ▶ Improve customer experience and loyalty across segments
- ▶ Improve margins through focus on integration of U.S. operations
- ▶ Leverage strong deposit base to support lending in commercial real estate (“CRE”), corporate and investment banking (“CIB”) businesses as well as auto partnerships
- ▶ Manage the COVID-19 crisis to support customers, employees and communities

SANTANDER CONSUMER USA

SC is a large and established, nationwide auto finance provider across the full credit spectrum with demonstrated success through credit cycles

SC Highlights



9 servicing centers



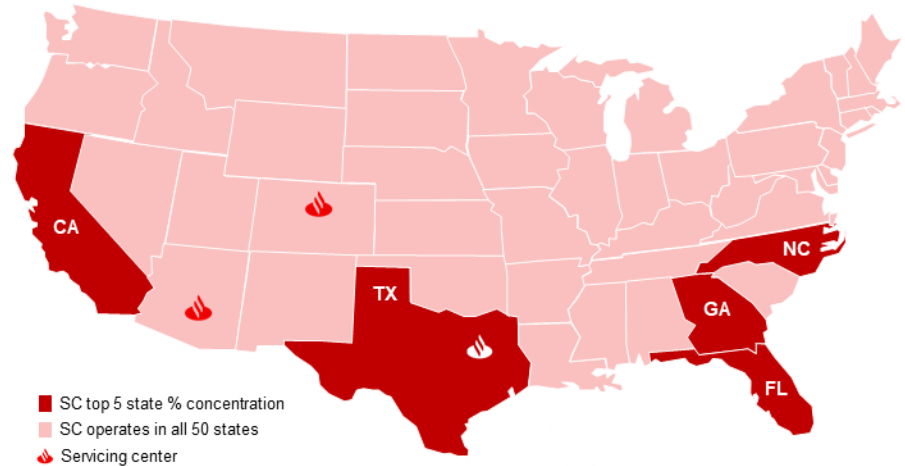
1.1M loans/leases



5,000 employees



3.1M customers



Indirect Auto and OEM Relationships



Direct Auto



Digital Auto



- ▶ \$63 billion in managed assets (includes \$34B of loans, \$17B of leases and \$12B of assets serviced for others)
- ▶ Preferred auto finance provider for FCA providing loans, leases, dealer floorplan
- ▶ Leading auto ABS issuer in 2019

EARNINGS HIGHLIGHTS

Q3 results reflect unique environment with low losses and strong auto recoveries; liquidity, reserves and capital remain strong

Deposits & Auto Volume

- ▶ Santander Bank deposits of \$64.4B, up 17% YoY in-line with balance sheet growth
- ▶ SC total auto originations of \$8.4B, including \$1.1B in loans generated through Santander Bank
- ▶ SC's penetration rate with FCA 36% YTD, up from 35% YTD 2019

Credit Performance

- ▶ Santander Bank non-performing loans plus loans 30+ days past due ("DPD") ("NPLs") ratio of 0.33% down 17bps YoY
- ▶ SC net charge-off ratio of 0.6%, down 750bps YoY and a 91% recovery rate in Q3
- ▶ SC – 86% of unique accounts that received deferrals have had those deferrals expire and 80% of these accounts remain <30 days past due

Balance Sheet & Liquidity

- ▶ Completed the sale of Santander BanCorp ("SBC") for a total net gain after tax of \$50M, balance sheet decreased 4% QoQ due to the sale
- ▶ ABS market demand at recent highs, issued \$3.3B in new ABS

Reserves & Capital

- ▶ \$312M of incremental reserves due to portfolio growth, allowance ratio of 8.1% up 30 bps QoQ
- ▶ SHUSA's ownership of SC increased to 80% providing certain tax consolidation and capital benefits
- ▶ CET1 ratio of 15.4%
- ▶ Capital and reserves combine for strong loss absorbing capacity to manage through the pandemic

CAPITAL PLAN UPDATE

- ▶ Based on the June 2020 Dodd-Frank Act Stress Test (“DFAST”) results, SHUSA’s minimum capital ratios ranked in the top quartile among participating banks.
- ▶ During Q3, SHUSA requested and received approval for certain exceptions to the Federal Reserve’s interim policy related to DFAST and Comprehensive Capital Analysis and Review.
 - ▶ With this exception, SC paid a dividend of \$0.22 per share of common stock and continued to repurchase its shares increasing SHUSA’s ownership in SC to more than 80%, providing certain tax consolidation and capital benefits.
- ▶ On September 30, 2020, the Federal Reserve extended to the fourth quarter its interim policy applicable to all CCAR banks prohibiting share repurchases and limiting dividends to average trailing net income.
- ▶ Although SC’s standalone income is sufficient to support a dividend, it is consolidated into SHUSA’s capital plan and therefore is subject to the Federal Reserve’s interim policy that utilizes SHUSA’s average trailing income to determine the cap on common stock dividends. SC does not currently expect to declare or pay a dividend in the fourth quarter of 2020.

ALLOWANCE FOR CREDIT LOSSES (“ACL”)

Allowance Ratios <i>(Dollars in Millions)</i>	September 30, 2020 <i>(Unaudited)</i>	June 30, 2020 <i>(Unaudited)</i>	December 31, 2019 <i>(Audited)</i>
Total loans held for investment (“LHFI”)	\$92,777	\$91,294	\$92,705
Total ACL ^{1,2}	\$7,548	\$7,236	\$3,738
Total Allowance Ratio	8.1%	7.8%	4.0%

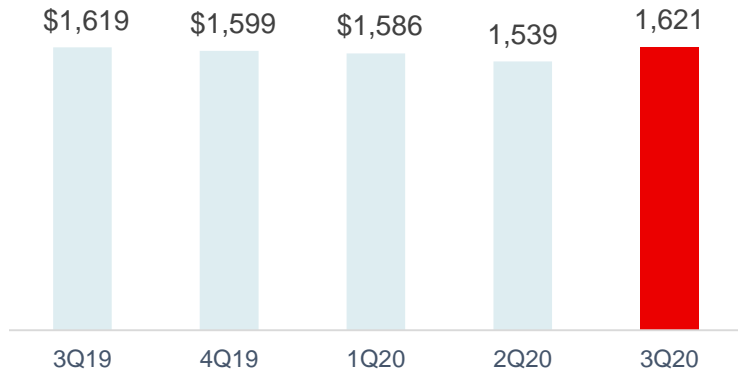
▶ As of the end of Q3 2020, total allowance increased \$312M compared to Q2 2020, driven by portfolio growth.

▶ Allowance is ~88% of DFAST losses under the severely adverse scenario (June 2020 results)

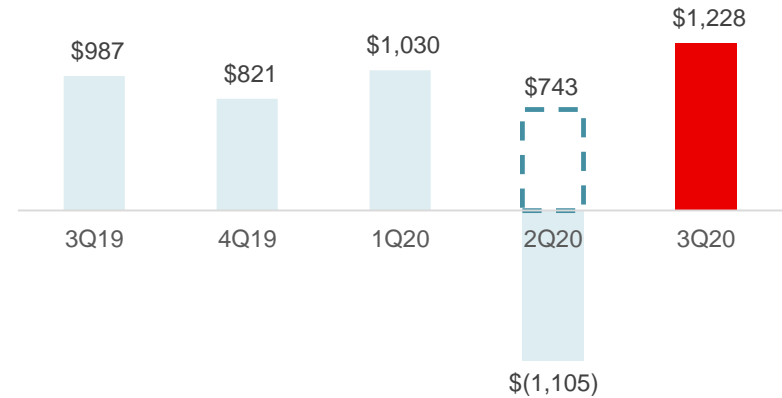
SHUSA QUARTERLY PROFITABILITY

Q3 results driven by strong credit performance, the tax consolidation benefit from increased SC ownership (~\$300M) and gains related to the sale of Santander BanCorp (~\$50M after tax)*

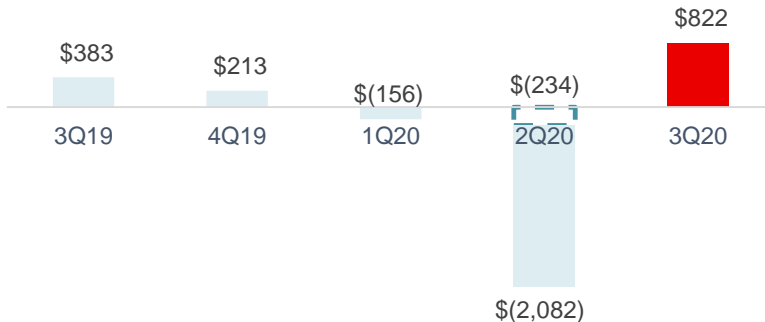
NET INTEREST INCOME (\$M)



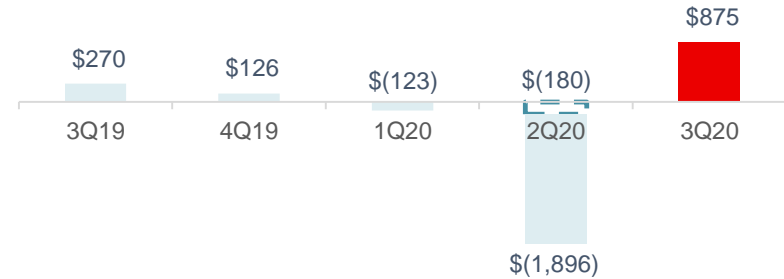
PRE-TAX PRE-PROVISION INCOME (\$M)



PRE-TAX INCOME (\$M)



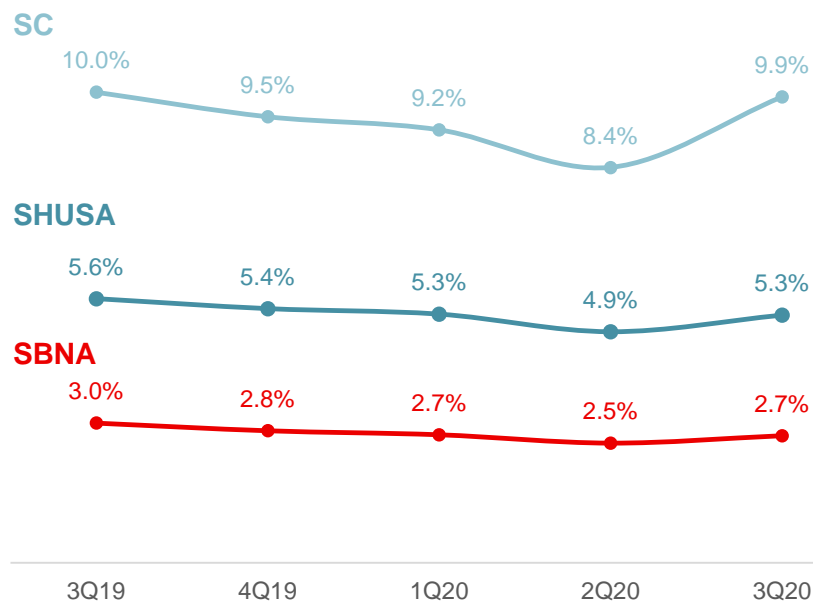
NET INCOME^{1,2} (\$M)



NIM AND INTEREST RATE RISK (IRR) SENSITIVITY

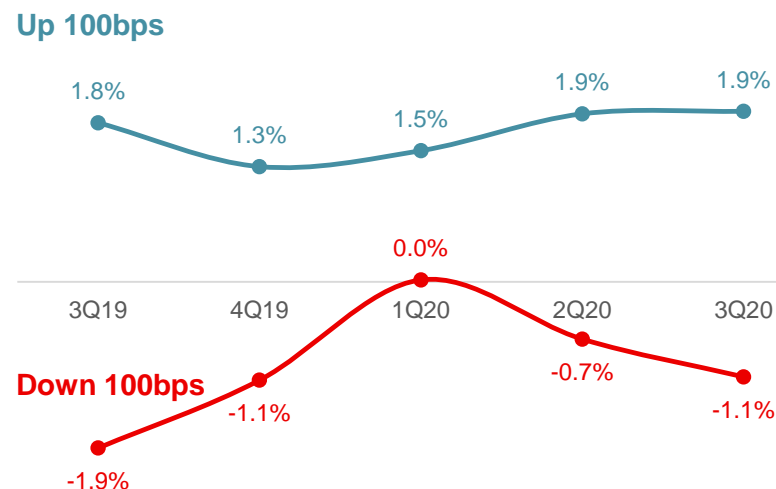
SHUSA's asset-sensitive position has decreased since Q1 2019

NET INTEREST MARGIN



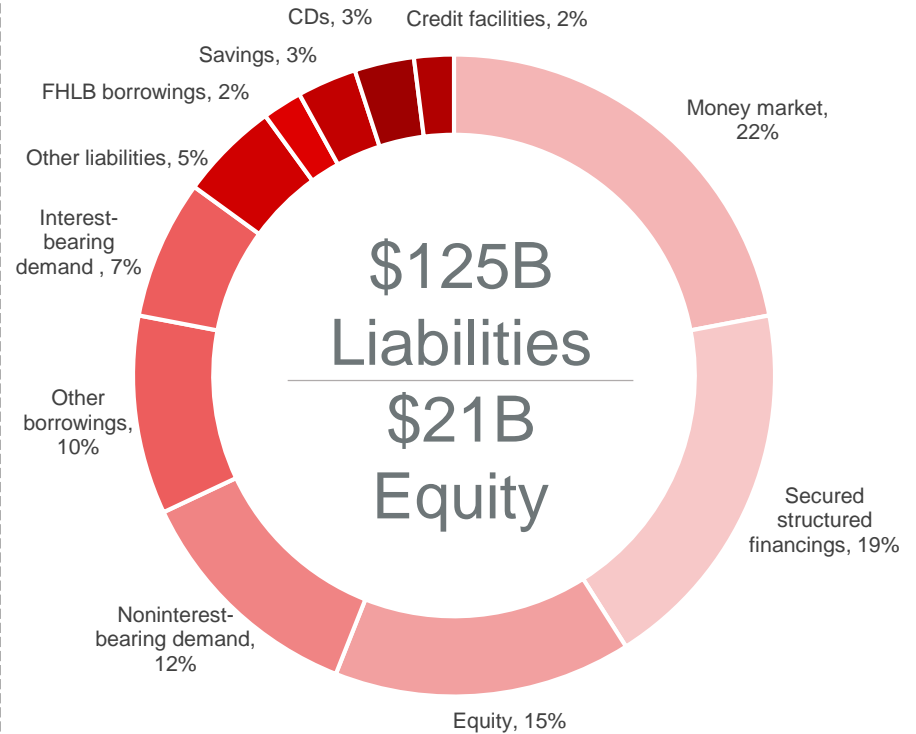
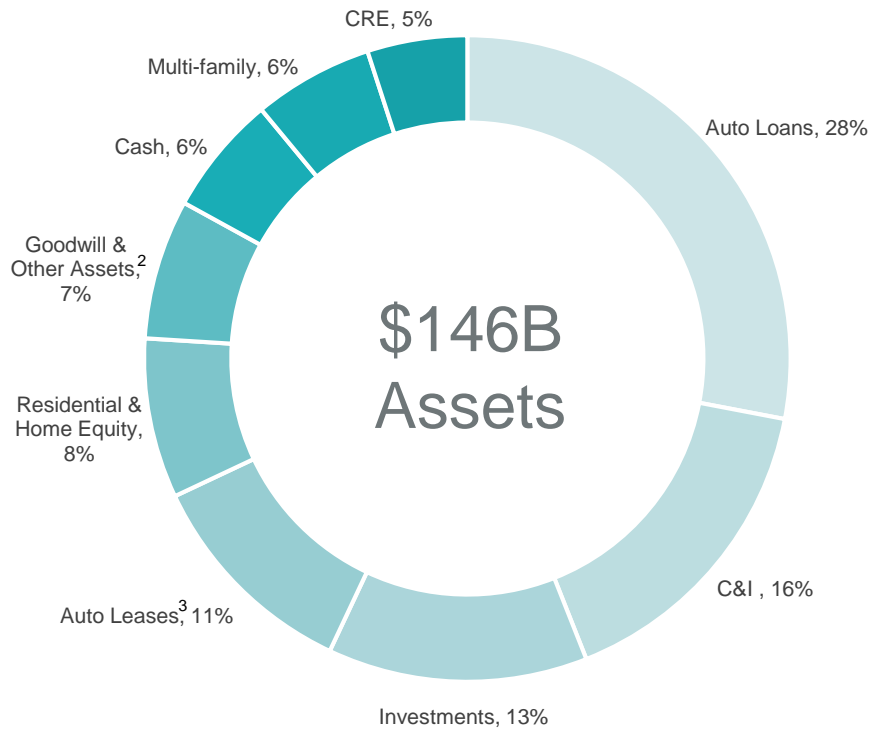
SHUSA INTEREST RATE RISK

(Change in annual net interest income for parallel rate movements)



BALANCE SHEET OVERVIEW

SHUSA's balance sheet¹ QoQ decrease driven by sale of Santander BanCorp ("SBC")



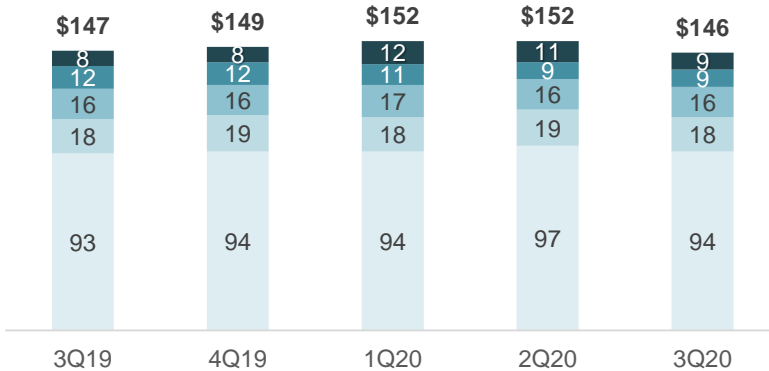
12 ¹ See page 23 for the consolidated balance sheet
² Includes restricted cash, other intangibles, and other consumer loans
³ Operating lease

BALANCE SHEET TRENDS

Deposit growth of 3% YoY, QoQ decrease driven by sale of Santander BanCorp (“SBC”)

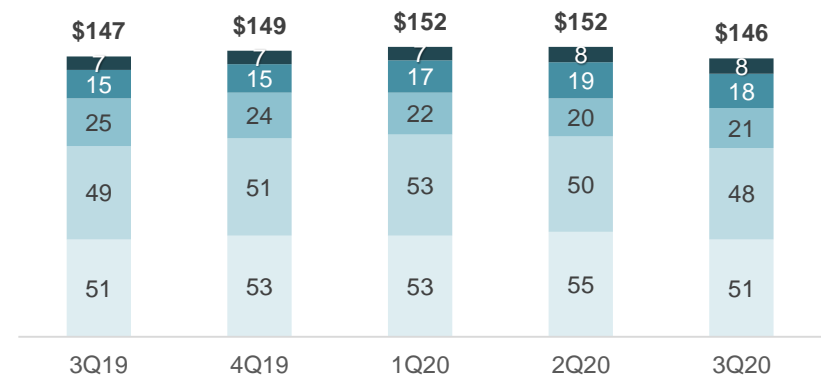
ASSETS (\$B)

■ Gross Loans ■ Investments ■ Leases ■ Other Assets ■ Short-Term Funds



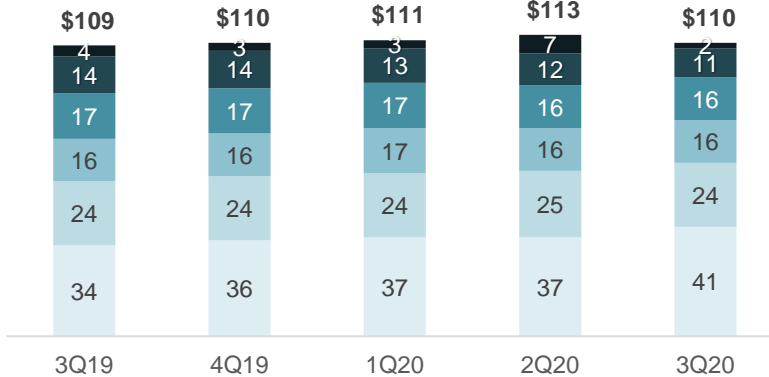
LIABILITIES & EQUITY (\$B)

■ IB Deposits* ■ Borrowed Funds ■ Equity ■ NIB Deposits** ■ Other Liabilities



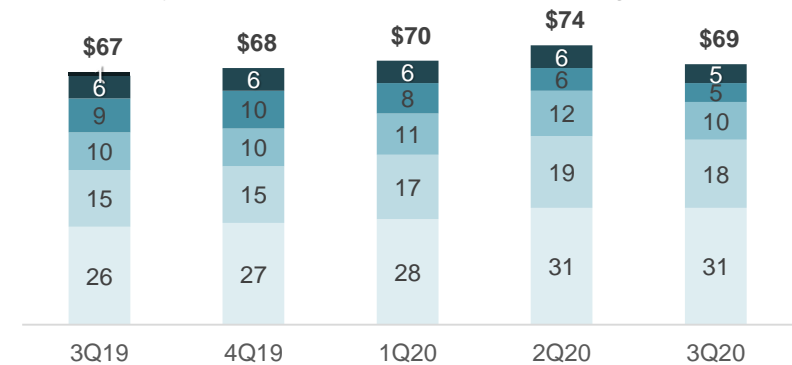
LOANS & LEASES (\$B)

■ Auto ■ C&I ■ Leases ■ CRE ■ Res. Mtg ■ Other



DEPOSITS (\$B)

■ Money Market ■ NIB** ■ IB* ■ CDs ■ Savings ■ Other



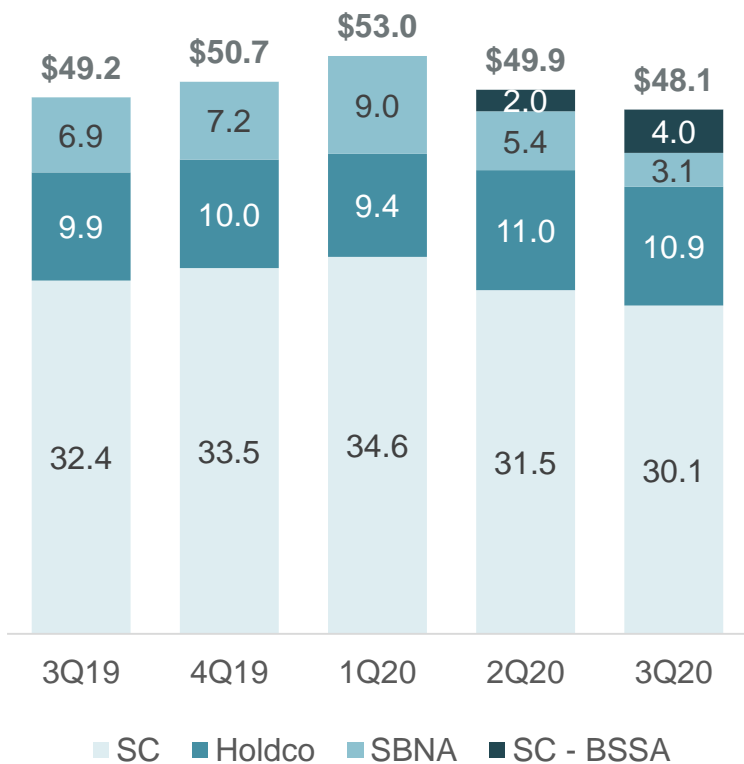
13 1 | See pages 33 and 34 for trend detail on SBNA loan portfolio
 * Interest Bearing Deposits
 ** Non-Interest Bearing Deposits

BORROWED FUNDS PROFILE

Total funding of \$48.1 in Q3 down 3.6% QoQ

- ▶ Reduction in FHLB driven by significant deposit growth at a rate higher than loan growth
- ▶ Third party secured funding reduction driven by increase in intragroup funding

Total Funding (\$ in Billions)



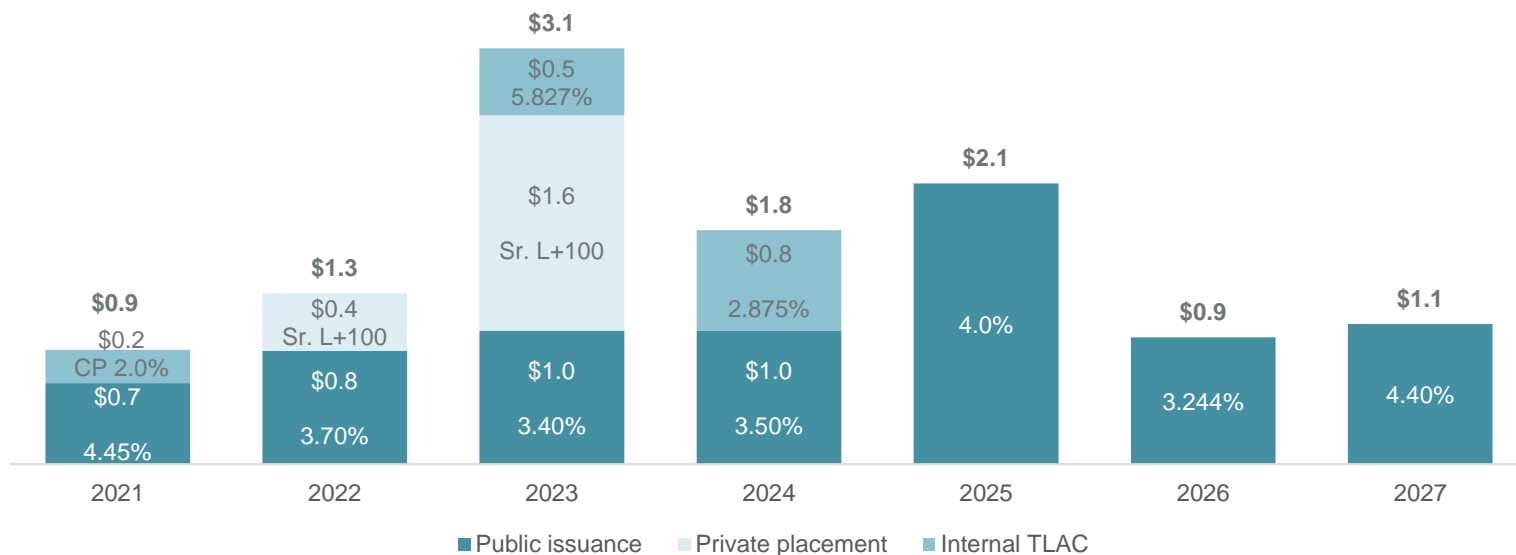
	3Q20	2Q20	3Q19	QoQ (%)	YoY (%)
Senior Unsecured Debt	10.9	11.0	9.9	(0.9)	10.1
FHLB ¹	3.1	5.4	6.9	(42.6)	(55.1)
Third Party Secured Funding	2.8	3.9	5.5	(28.2)	(49.1)
Amortizing Notes	8.5	9.7	7.3	(12.4)	16.4
Public Securitizations	18.8	17.9	19.6	5.0	(4.1)
SC - BSSA	4.0	2.0	-	100.0	NA
Total SHUSA Funding	48.1	49.9	49.2	(3.6)	(2.2)

SHUSA DEBT & TLAC

YTD

- ▶ SHUSA publicly issued \$1.0B of 3.450% senior notes due June 2025
- ▶ Privately placed \$0.45B of 3.50% senior unsecured notes due April 2023; and \$0.25B of other unsecured debt
- ▶ As of 3Q20, SHUSA met the Federal Reserve total loss-absorbing capacity (“TLAC”) and long-term debt (“LTD”) requirements¹, with 24.0% TLAC, 8.6% LTD¹ and a CET1 ratio² of 15.4%

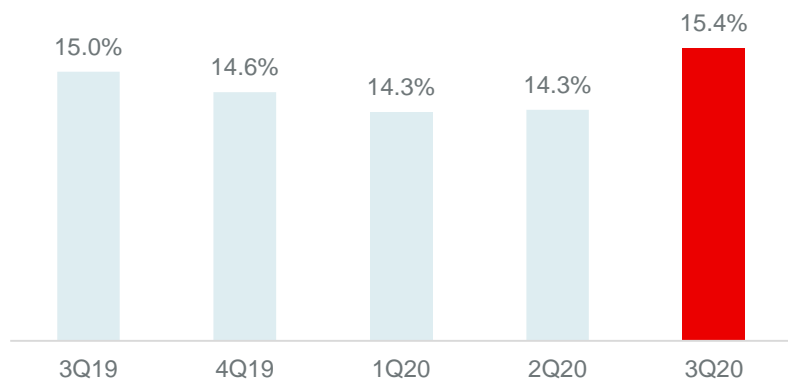
DEBT MATURITY SCHEDULE² (\$ in Billions)



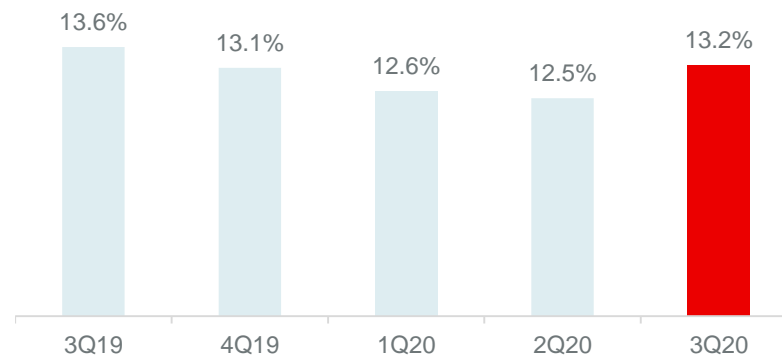
15 | 1 | SHUSA's requirement is 20.5% for TLAC and 6.0% for LTD as a percentage of risk-weighted assets
 2 | Senior debt issuance, unless otherwise noted

CAPITAL RATIOS

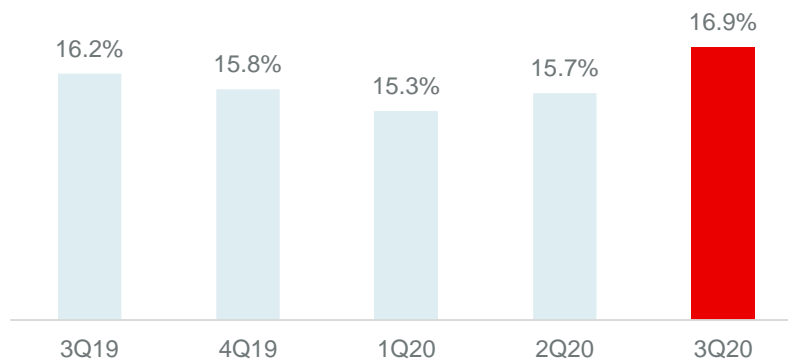
CET1



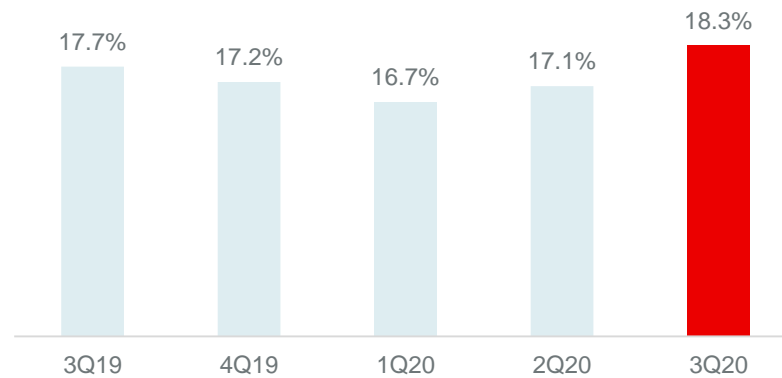
TIER 1 LEVERAGE RATIO



TIER 1 RISK-BASED CAPITAL RATIO



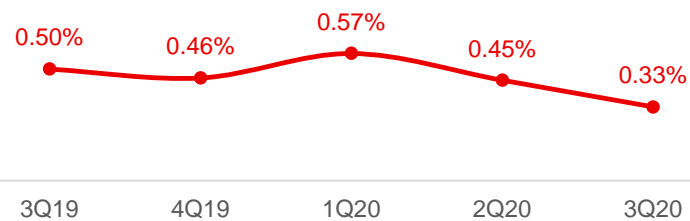
TOTAL RISK-BASED CAPITAL RATIO



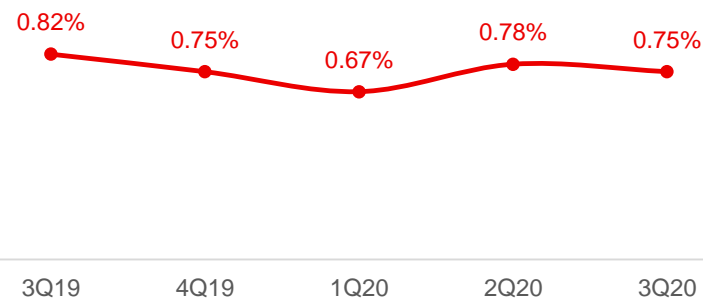
SBNA ASSET QUALITY

CECL and macroeconomic reserves contributed to allowance increases in 2020

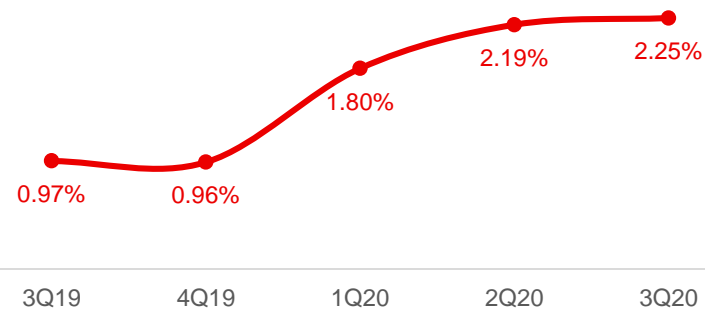
ANNUALIZED NET CHARGE-OFF RATIO



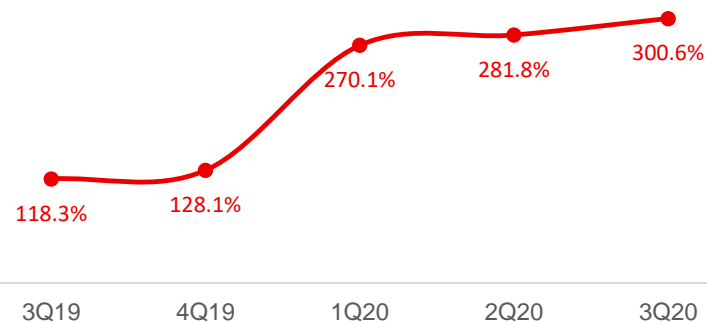
NPL RATIO



ALLL TO TOTAL LOANS



RESERVE COVERAGE (ALLL/NPL)



SC AUTO ORIGINATIONS (QUARTERLY)

(\$ in Millions)	Three Months Ended Originations			% Variance	
	Q3 2020	Q2 2020	Q3 2019	QoQ	YoY
Total Core Retail Auto	\$ 2,690	\$ 2,135	\$ 2,572	26%	5%
Chrysler Capital Loans (<640) ¹	1,353	1,131	1,500	20%	(10%)
Chrysler Capital Loans (≥640) ¹	2,482	3,557	2,119	(30%)	17%
Total Chrysler Capital Retail	3,835	4,688	3,619	(18%)	6%
Total Leases ²	1,860	989	2,230	88%	(17%)
Total Auto Originations³	\$ 8,385	\$ 7,812	\$ 8,421	7%	Flat
Asset Sales ⁴	\$ 636	\$ 512	-	21%	NM
SBNA Originations ⁴	\$ 1,100	\$ 1,724	\$ 2,112	(36%)	(48%)

1 | Approximate FICOs

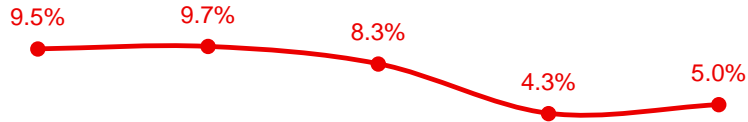
2 | Includes nominal capital lease originations

3 | Includes SBNA originations

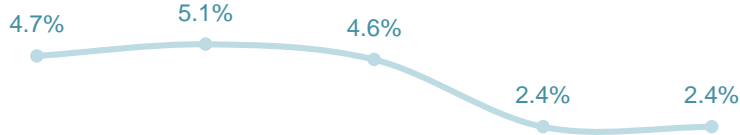
4 | Asset sales and SBNA originations remain off SC's balance sheet in the serviced for others portfolio

SC DELINQUENCY AND LOSS (QUARTERLY)

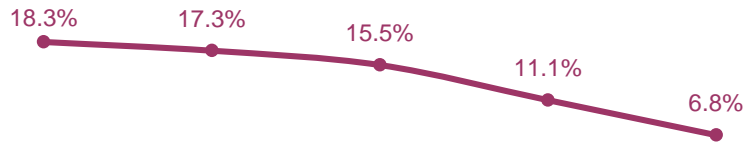
Delinquency Ratios: 30-59 Days Delinquent, retail installment contracts ("RICs"), LHF1



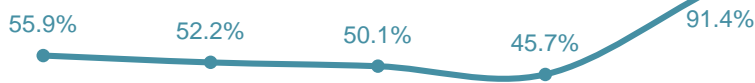
Delinquency Ratios: >59 Days Delinquent, RICs, HFI



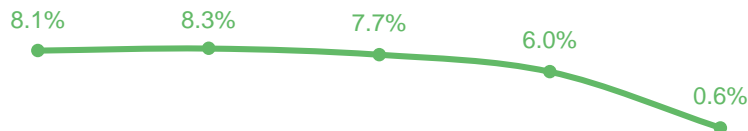
Gross Charge-off Rates



SC Recovery Rates¹



Net Charge-off Rates²



Q3 2019 Q4 2019 1Q 2020 2Q 2020 Q3 2020

COVID-19 hardship relief programs and strong payment rates led to lower delinquencies and charge-offs during the period

○ **Early stage delinquencies** decreased 450 bps YoY

○ **Late stage delinquencies** decreased 230 bps YoY

○ **Gross charge-off rates** decreased 1150 bps YoY

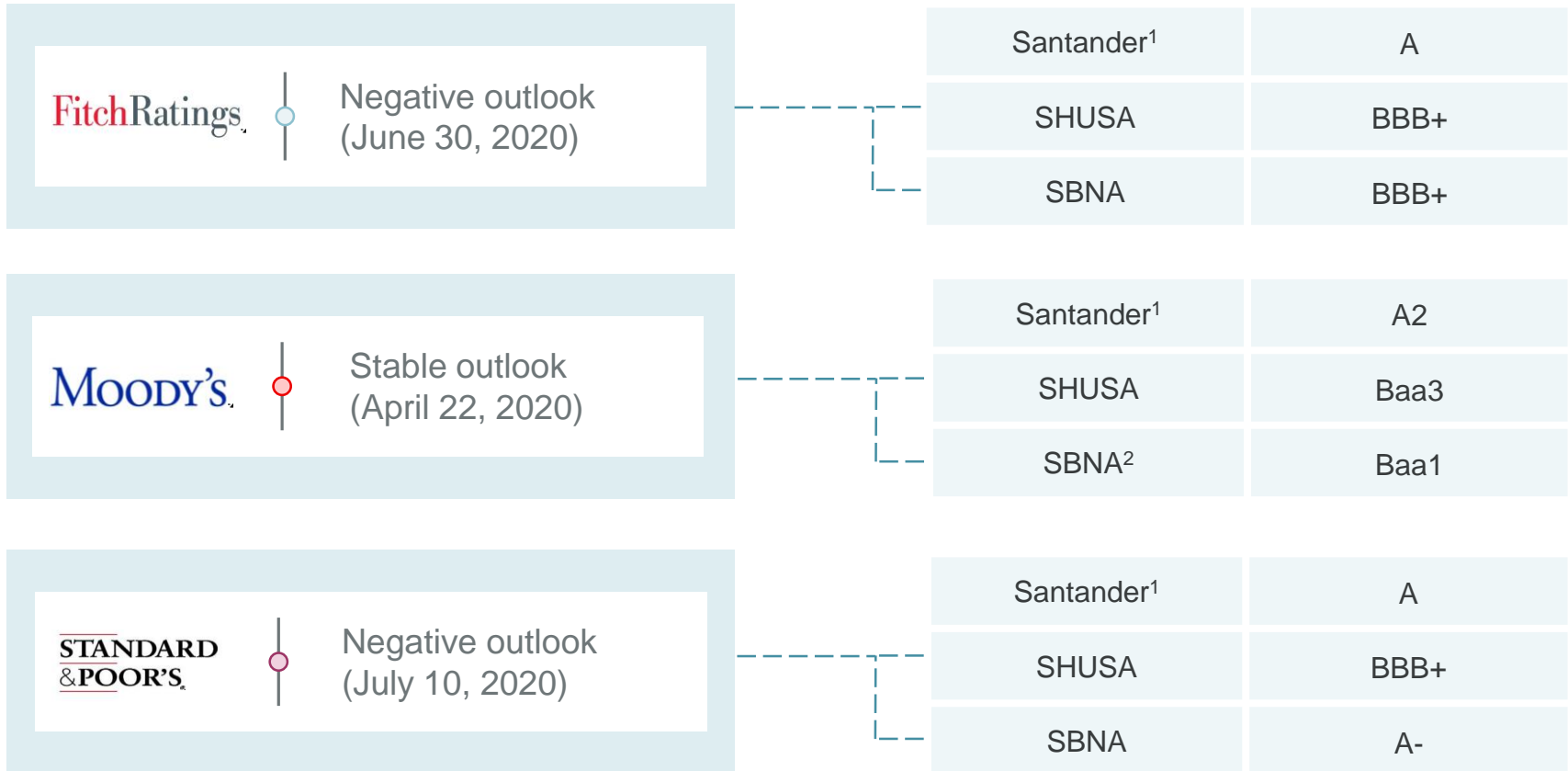
○ **SC's Q3 recovery rate of 91%** driven by record wholesale prices at auction and low gross losses for the quarter

○ **Net charge-offs** decreased 750 bps YoY

RATING AGENCIES

SHUSA and SBNA ratings impacted by the overall ratings of Santander

SR. DEBT RATINGS BY SANTANDER ENTITY





APPENDIX

CONSOLIDATING INCOME STATEMENT

For the three-month period ended September 30, 2020

(\$ in Millions)	SBNA	SC	Other ⁽¹⁾	IHC Entities ⁽²⁾	SHUSA
Interest income	\$ 572	\$ 1,352	\$ 7	\$ 60	\$ 1,991
Interest expense	(57)	(292)	(17)	(4)	(370)
Net interest income	\$ 515	\$ 1,060	\$ (10)	\$ 56	\$ 1,621
Fees & other income/(expense)	151	831	66	127	1,175
Other non-interest income	-	-	1	\$ (1)	-
Net revenue/(loss)	\$ 666	\$ 1,891	\$ 57	\$ 182	\$ 2,796
General, administrative and other expenses	(517)	(888)	(42)	(121)	(1,568)
Provision for credit losses	(68)	(341)	-	3	(406)
Income/(loss) before taxes	\$ 81	\$ 662	\$ 15	\$ 64	\$ 822
Income tax (expense)/benefit	(33)	(172)	274	(16)	53
Net income/(loss)	48	490	289	48	875
Less: Net income attributable to NCI ⁽³⁾	-	102	-	-	102
Net income attributable to SHUSA	48	388	289	48	773

22 1 Includes holding company activities, IHC eliminations, and eliminations and purchase accounting marks related to SC consolidation.

2 The entities acquired in the formation of the IHC are presented within "other" in SHUSA's financial statement segment presentation due to immateriality.

3 SHUSA net income includes NCI.

CONSOLIDATING BALANCE SHEET

(\$ in Millions, unaudited)

For the three-month period ended September 30, 2020

Assets	SBNA	SC	Other ⁽¹⁾	IHC Entities ⁽²⁾	SHUSA
Cash and cash equivalents	\$ 6,918	\$ 106	\$ 476	\$ 1,372	\$ 8,872
Investments available-for-sale at fair value	10,863	96	120	-	11,079
Investments held-to-maturity	4,945	50	(120)	614	5,489
Other investment securities ⁽³⁾	899	1	8	750	1,658
LHFI	54,948	33,602	(38)	4,265	92,777
Less ALLL	(1,244)	(6,152)	2	(6)	(7,400)
Total LHFI, net	\$ 53,704	\$ 27,450	\$ (36)	\$ 4,259	\$ 85,377
Goodwill	1,554	74	968	-	2,596
Other assets	6,498	20,671	3,336	164	30,669
Total assets	\$ 85,381	\$ 48,448	\$ 4,752	\$ 7,159	\$ 145,740
Liabilities and Stockholder's Equity					
Deposits	\$ 67,793	\$ -	\$ (3,954)	\$ 5,407	\$ 69,246
Borrowings and other debt obligations	3,050	41,369	3,708	8	48,135
Other liabilities	2,593	1,984	2,834	143	7,554
Total liabilities	\$ 73,436	\$ 43,353	\$ 2,588	\$ 5,558	\$ 124,935
Stockholder's equity including NCI	11,945	5,095	2,164	1,601	20,805
Total liabilities and stockholder's equity	\$ 85,381	\$ 48,448	\$ 4,752	\$ 7,159	\$ 145,740

23 1 Includes holding company activities, IHC eliminations, and eliminations and purchase accounting marks related to SC consolidation.

2 The entities acquired in the formation of the IHC are presented within "other" in SHUSA's financial statement segment presentation due to immateriality.

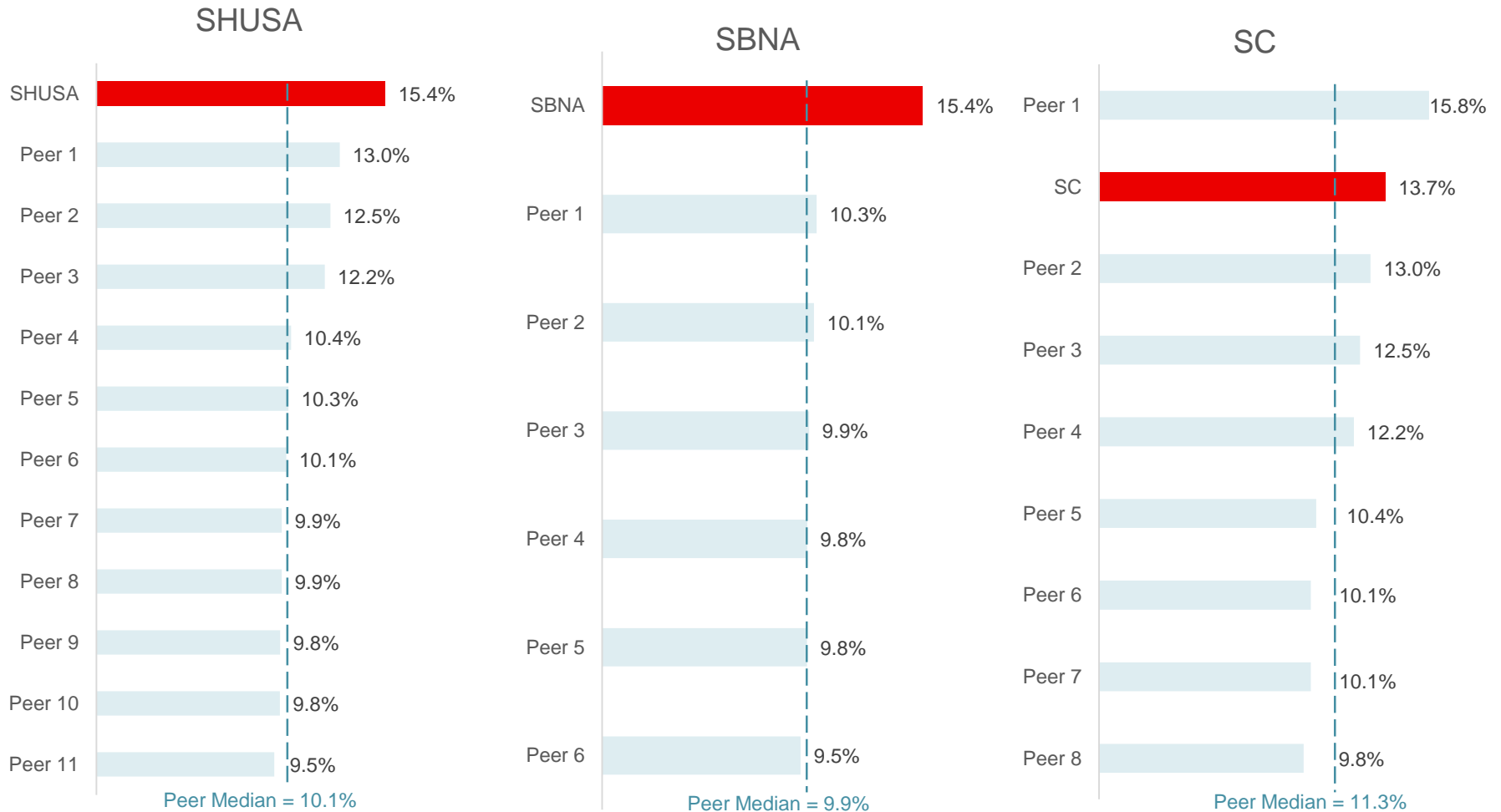
3 Other investment securities include trading securities.

SHUSA: QUARTERLY TRENDED STATEMENT OF OPERATIONS

(\$ in Millions)	3Q19	4Q19	1Q20	2Q20	3Q20
Interest income	\$ 2,185	\$ 2,148	\$ 2,110	\$ 1,968	\$ 1,991
Interest expense	(566)	(549)	(524)	(429)	(370)
Net interest income	\$ 1,619	\$ 1,599	\$ 1,586	\$ 1,539	\$ 1,621
Fees & other income	999	866	1,018	764	1,175
Other non-interest income	2	3	9	23	-
Net revenue	\$ 2,620	\$ 2,468	\$ 2,613	\$ 2,326	\$ 2,796
General, administrative, and other expenses	(1,633)	(1,647)	(1,583)	(3,431)	(1,568)
Provision for credit losses	(604)	(608)	(1,186)	(977)	(406)
Income before taxes	\$ 383	\$ 213	\$ (156)	\$ (2,082)	\$ 822
Income tax (expense)/benefit	(113)	(87)	33	186	53
Net income	270	126	(123)	(1,896)	875
Less: Net income attributable to NCI	67	39	4	(23)	102
Net income attributable to SHUSA	203	87	(127)	(1,873)	773
	3Q19	4Q19	1Q20	2Q20	3Q20
NIM	5.6%	5.4%	5.3%	4.9%	5.3%

CAPITAL RATIO (CET1) COMPARISON

Santander US entities remain well-capitalized versus peers¹



SHUSA: NON-GAAP RECONCILIATIONS

(\$ in Millions)	3Q19	4Q19	1Q20	2Q20	3Q20
SHUSA pre-tax pre-provision income					
Pre-tax income, as reported	\$ 383	\$ 213	\$ (156)	\$ (2,082)	\$ 822
Provision for credit losses	604	608	1,186	977	406
Pre-tax pre-provision Income	\$ 987	\$ 821	1,030	(1,105)	1,228
CET 1 to risk-weighted assets					
CET 1 capital	\$ 17,504	\$ 17,392	\$ 17,113	\$ 17,173	\$ 17,921
Risk-weighted assets	116,652	118,898	120,055	119,862	116,060
Ratio	15.0%	14.6%	14.3%	14.3%	15.4%
Tier 1 leverage					
Tier 1 capital	\$ 18,888	\$ 18,781	\$ 18,311	\$ 18,825	\$ 19,570
Avg total assets, leverage capital purposes	139,301	143,057	144,758	151,148	148,387
Ratio	13.6%	13.1%	12.6%	12.5%	13.2%
Tier 1 risk-based					
Tier 1 capital	\$ 18,888	\$ 18,781	\$ 18,311	\$ 18,825	\$ 19,570
Risk-weighted assets	116,652	118,898	120,055	119,862	116,060
Ratio	16.2%	15.8%	15.3%	15.7%	16.9%
Total risk-based					
Risk-based capital	\$ 20,601	\$ 20,480	\$ 20,007	\$ 20,502	\$ 21,190
Risk-weighted assets	116,652	118,898	120,055	119,862	116,060
Ratio	17.7%	17.2%	16.7%	17.1%	18.3%

SHUSA: Q3 NON-GAAP RECONCILIATION

SHUSA Pre-tax Pre-Provision Income	3Q20
Pre-tax pre-provision income, as reported	\$ 1,228
Subtract: SBC sale profit	(61)
Pre-tax Pre-Provision Income, adjusted	1,167

Pre-Tax Income	3Q20
Pre-tax income, as reported	\$ 822
Subtract: SBC sale profit	(61)
Pre-Tax Income, adjusted	761

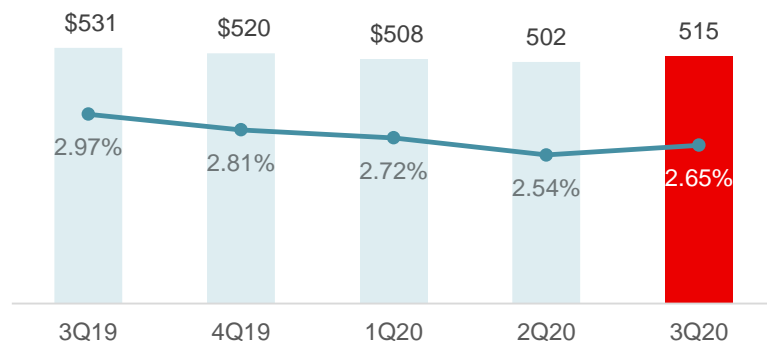
Net Income, as reported	3Q20
Pre-tax income, as reported	\$ 822
<i>Tax rate</i>	6.4%
Income tax benefit, as reported	53
Net Income, as reported	875

Income Tax Expense	
Income tax benefit, as reported	\$ 53
Subtract: 80% ownership of SC tax consolidation benefit	(307)
Add: SBC sale profit tax expense	12
Income tax expense, adjusted	(242)

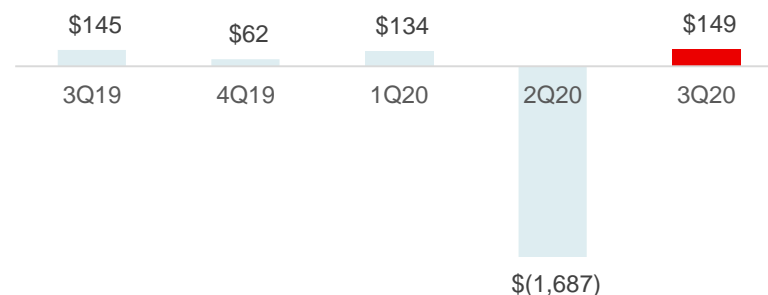
Net Income, adjusted	3Q20
Pre-tax income, adjusted	\$ 761
<i>Tax rate</i>	(31.8%)
Income tax expense, adjusted	(242)
Net Income, adjusted	519

SBNA: QUARTERLY PROFITABILITY

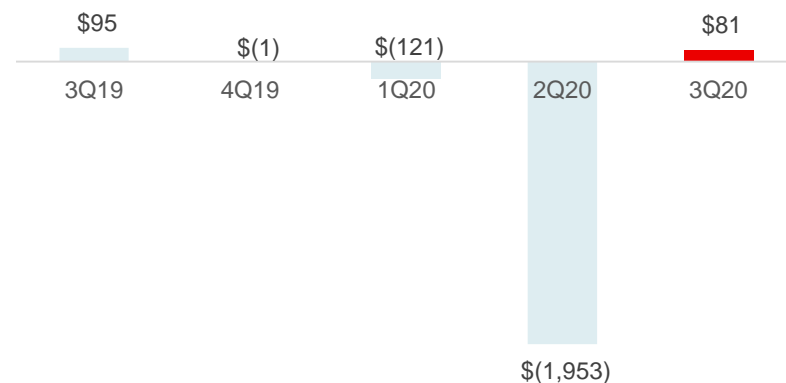
NET INTEREST INCOME (\$M)



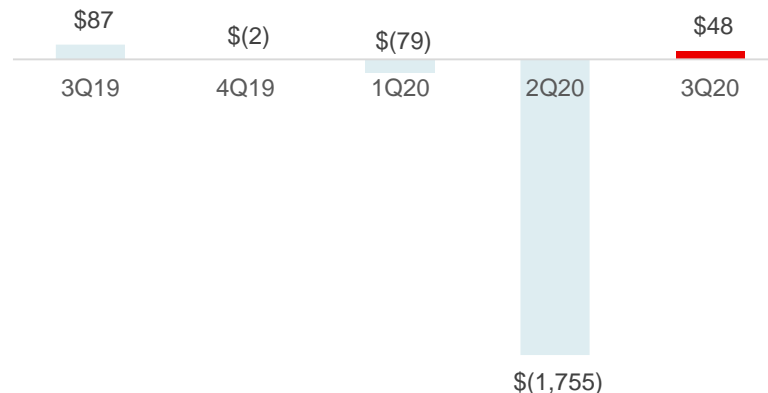
PRE-TAX PRE-PROVISION INCOME (\$M)¹



PRE-TAX INCOME (\$M)¹



NET INCOME/(LOSS) (\$M)¹



SBNA: QUARTERLY TRENDED STATEMENT OF OPERATIONS

(\$ in Millions)

	3Q19	4Q19	1Q20	2Q20	3Q20
Interest income	\$ 712	\$ 695	\$ 665	\$ 591	\$ 572
Interest expense	(181)	(175)	(157)	(89)	(57)
Net interest income	\$ 531	\$ 520	\$ 508	\$ 502	\$ 515
Fees & other income	180	151	135	132	151
Other non-interest income	2	3	11	22	-
Net revenue	\$ 713	\$ 674	\$ 654	\$ 656	\$ 666
General, administrative & other expenses	(568)	(612)	(520)	(2,343)	(517)
Release of/(provision for) credit losses	(50)	(63)	(255)	(266)	(68)
Income before taxes	\$ 95	\$ (1)	\$ (121)	\$ (1,953)	\$ 81
Income tax expense	(8)	(1)	42	198	(33)
Net income/(loss)	87	(2)	(79)	(1,755)	48

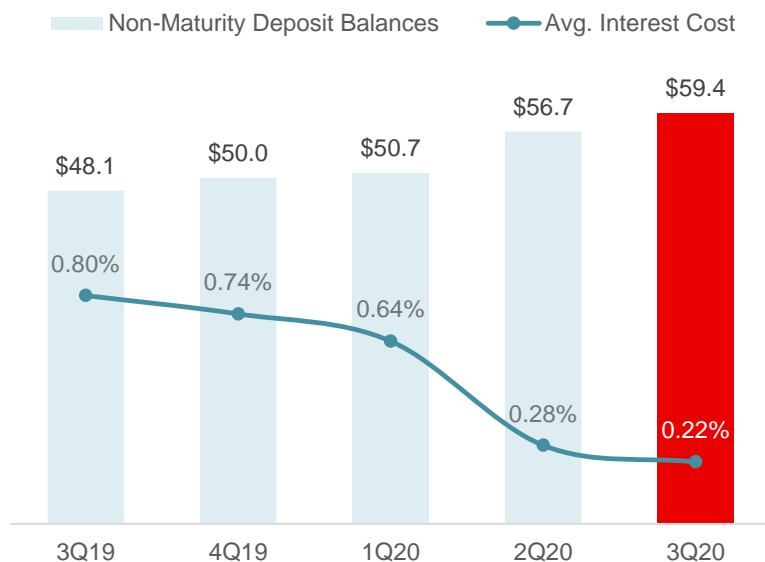
	3Q19	4Q19	1Q20	2Q20	3Q20
Net interest margin before provision	3.0%	2.8%	2.7%	2.5%	2.7%

SBNA: QUARTERLY AVERAGE BALANCE SHEET

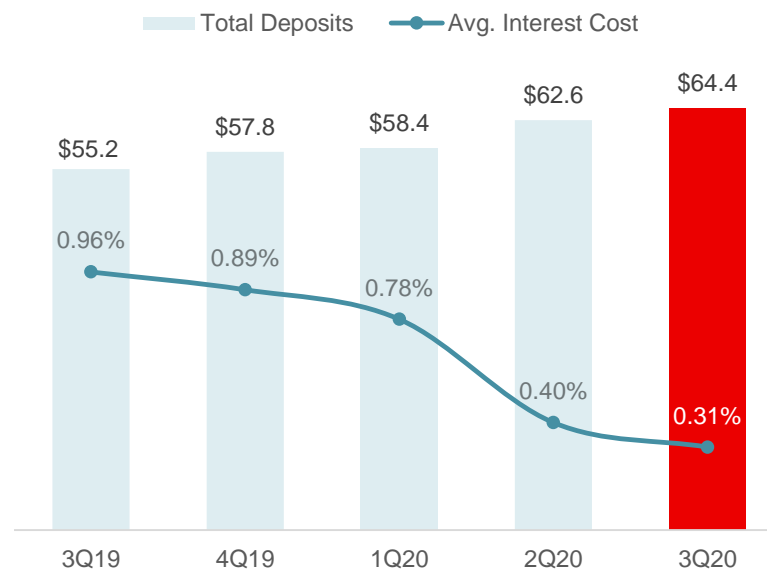
(\$ in Millions, unaudited)	3Q20		2Q20		QoQ Change		3Q19	
	Average Balance	Yield/Rate	Average Balance	Yield/Rate	Average Balance	Yield/Rate	Average Balance	Yield/Rate
Assets								
Deposits and investments	\$ 21,570	1.17%	\$ 21,766	1.34%	\$ (196)	(0.17%)	\$ 16,207	2.25%
Loans	56,367	3.61%	57,233	3.62%	(866)	(0.01%)	55,337	4.49%
Allowance for loan losses	(1,229)	---	(1,035)	---	(194)	---	(553)	---
Other assets	9,253	---	11,080	---	\$ (1,827)	---	9,757	---
Total assets	\$ 85,961	2.66%	\$ 89,044	2.66%	\$ (3,083)	---	\$ 80,748	3.53%
Liabilities and stockholder's equity								
Interest-bearing demand deposits	\$ 10,103	0.07%	\$ 9,844	0.03%	\$ 259	---	\$ 8,920	0.69%
Noninterest-bearing demand deposits	16,014	---	14,930	---	1,084	---	12,245	---
Savings	4,556	0.05%	4,215	0.04%	341	0.01%	3,813	0.07%
Money market	31,563	0.39%	30,254	0.51%	1,309	(0.12%)	26,357	1.28%
Certificates of deposit	4,761	1.45%	5,967	1.59%	(1,206)	(0.14%)	7,077	2.06%
Borrowed funds	4,015	0.67%	7,205	1.41%	(3,190)	(0.74%)	6,255	2.82%
Other liabilities	2,888	---	2,825	---	63	---	2,226	---
Equity	12,061	---	13,807	---	\$ (1,746)	---	13,855	---
Total liabilities and stockholder's equity	\$ 85,961	0.26%	\$ 89,047	0.40%	\$ (3,086)	(0.14%)	\$ 80,748	0.90%
Net interest margin		2.65%		2.54%		0.11%		2.97%

SBNA: FUNDING – DEPOSITS

AVERAGE NON-MATURITY DEPOSIT BALANCES¹ (\$B)



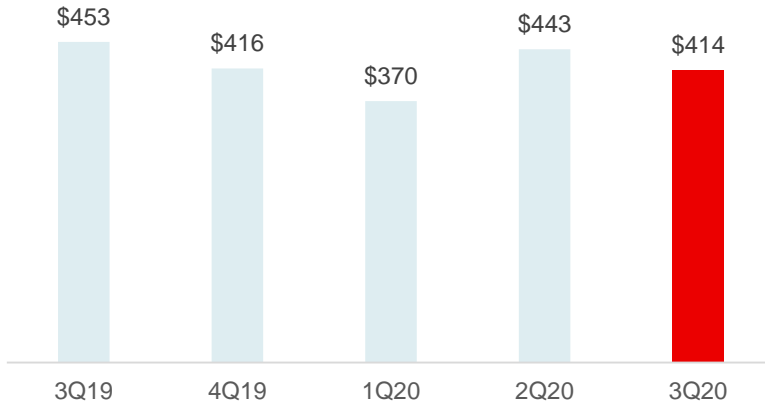
AVERAGE TOTAL DEPOSIT BALANCE¹ (\$B)



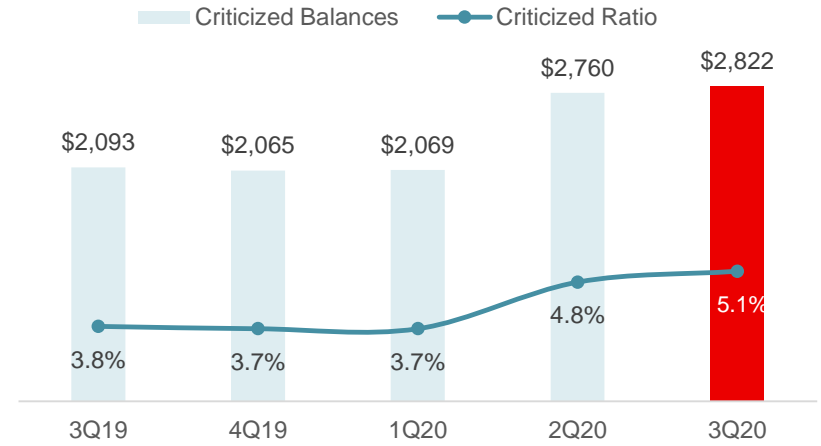
31 ¹ Represents average quarterly balances.
 * | SBNA total deposits less the SHUSA cash deposit held at SBNA.

SBNA: ASSET QUALITY

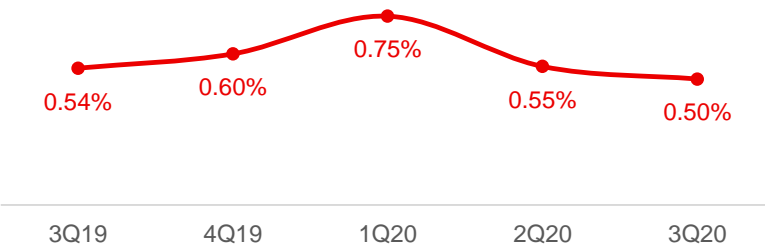
NPLs



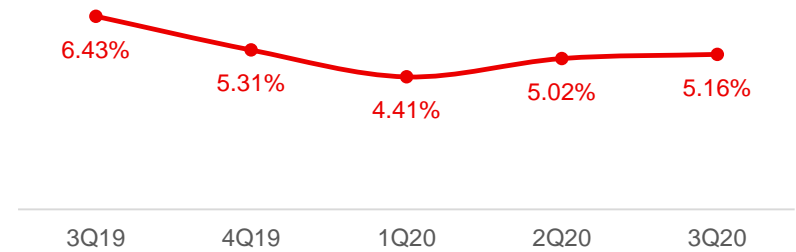
CRITICIZED BALANCES¹



DELINQUENCY²



TEXAS RATIO³



32 1 Criticized = loans that are categorized as special mention, substandard, doubtful, or loss
 2 Delinquency = accruing loans 30-89 DPD plus accruing loans 90+ DPD
 3 See page 37 for non-GAAP measurement reconciliation of Texas Ratio

SBNA: ASSET QUALITY (CONTINUED)



Outstandings*

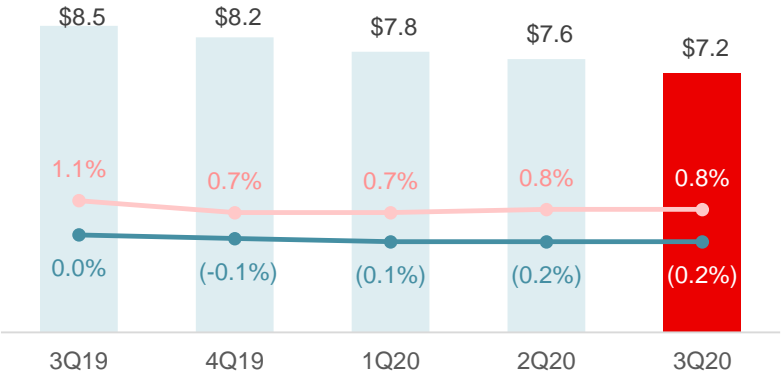


NPLs to Total Loans

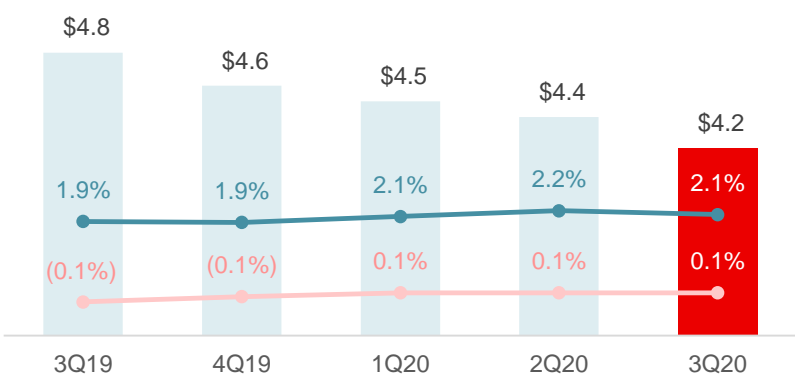


Net Charge-Offs

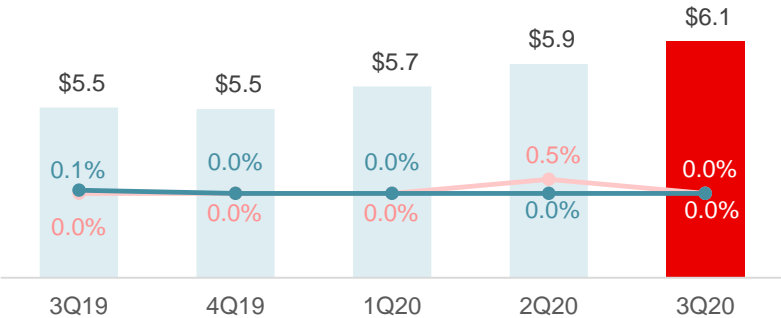
MORTGAGES



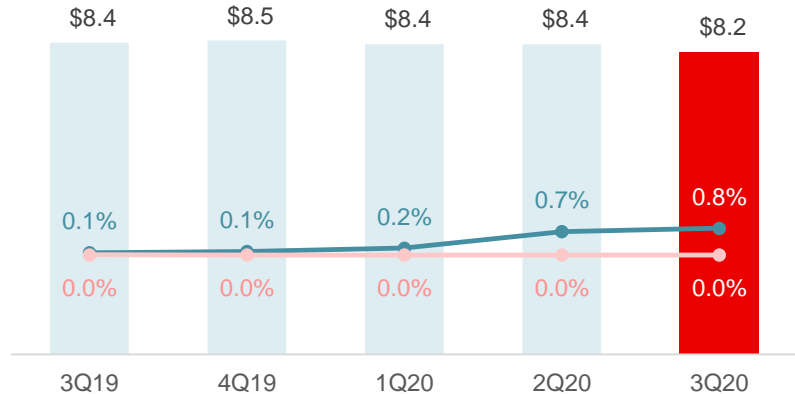
HOME EQUITY



CRE¹



SANTANDER REAL ESTATE CAPITAL ("SREC")



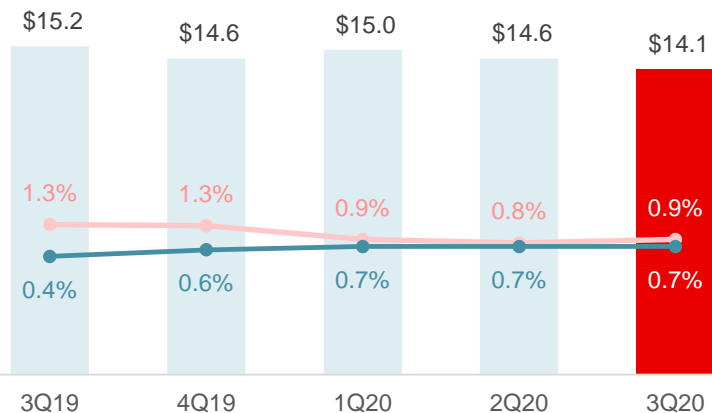
33 ¹ CRE is comprised of the commercial real estate and continuing care retirement communities business segments (SREC segment included in separate graph)
 * Dollars in billions



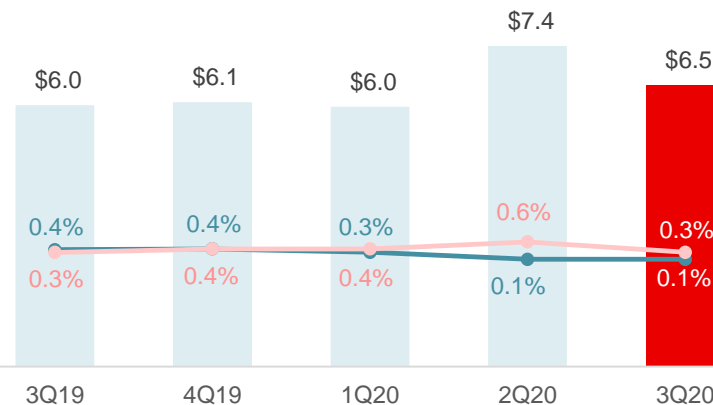
SBNA: ASSET QUALITY (CONTINUED)

Outstandings* NPLs to Total Loans Net Charge-Offs

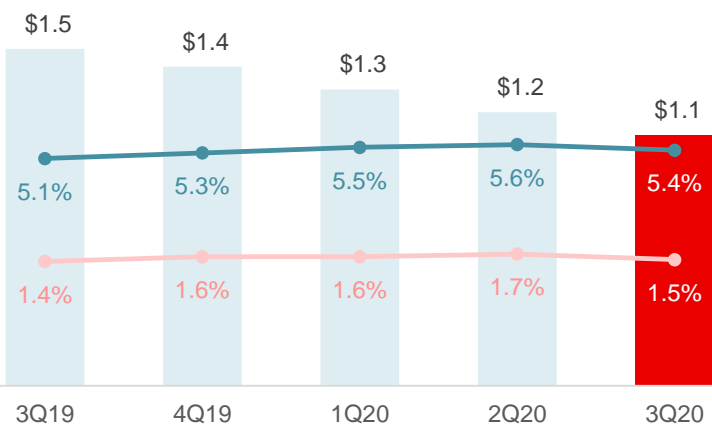
COMMERCIAL BANKING¹



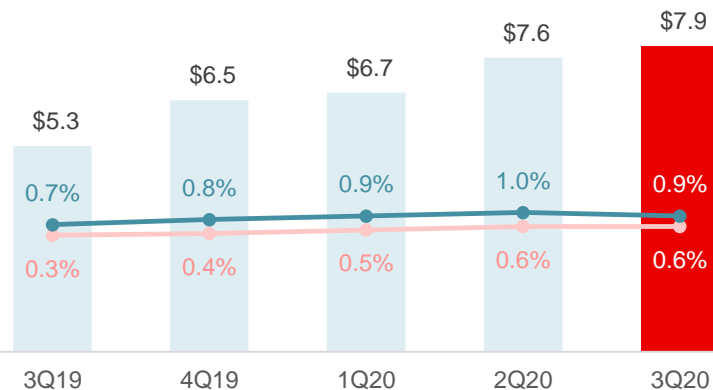
CIB



OTHER CONSUMER²



INDIRECT AUTO³



¹ Commercial Banking = Equipment Finance & Leasing, Commercial Equipment Vehicle Finance-Strategic, Financial Institutions Coverage, International Trade Banking, Middle Market, Asset Based Lending, Institutional-NonProfit, Government Banking, Life Sciences & Technology, Professional & Business Services, Energy Finance, Mortgage Warehouse, Other Non-Core Commercial, Chrysler Auto Finance, Footprint Dealer Floorplan and Commercial Banking Not Classified Elsewhere and all other Commercial Business segments.

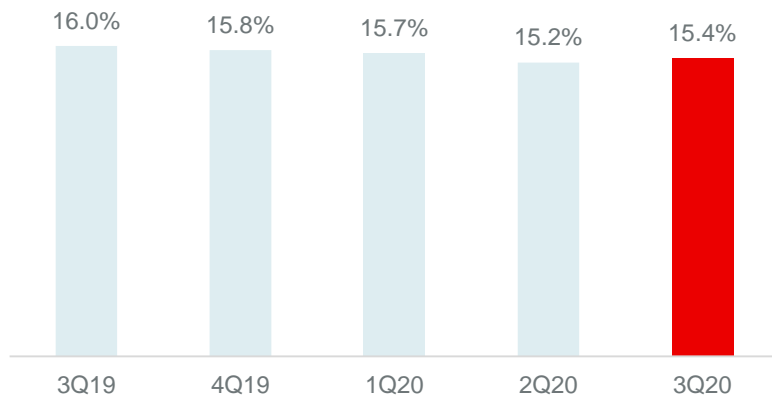
² Other Consumer = Direct Consumer, Indirect Consumer, RV/Marine, Credit Cards, SFC, & Retail run-off

³ Indirect Auto = Origination program assets through SC, full roll-out in Q2'18

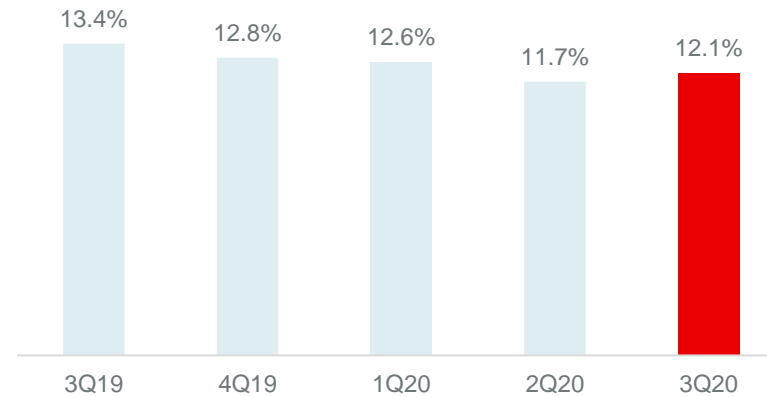
* Dollars in billions

SBNA: CAPITAL RATIOS

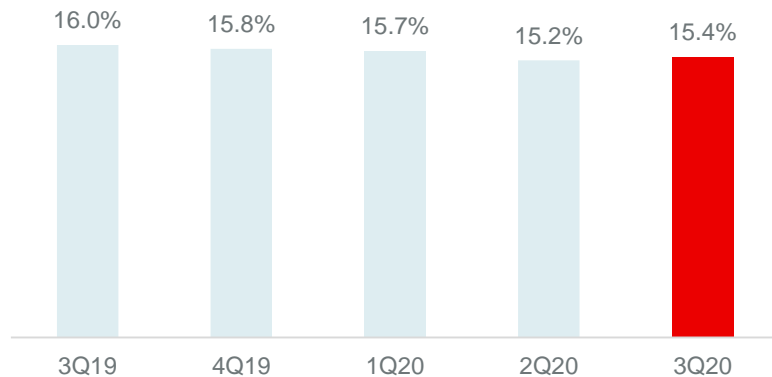
CET1



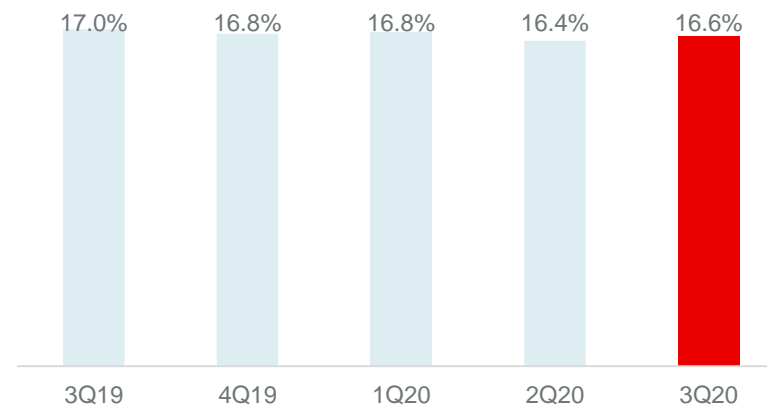
TIER 1 LEVERAGE RATIO



TIER 1 RISK-BASED CAPITAL RATIO

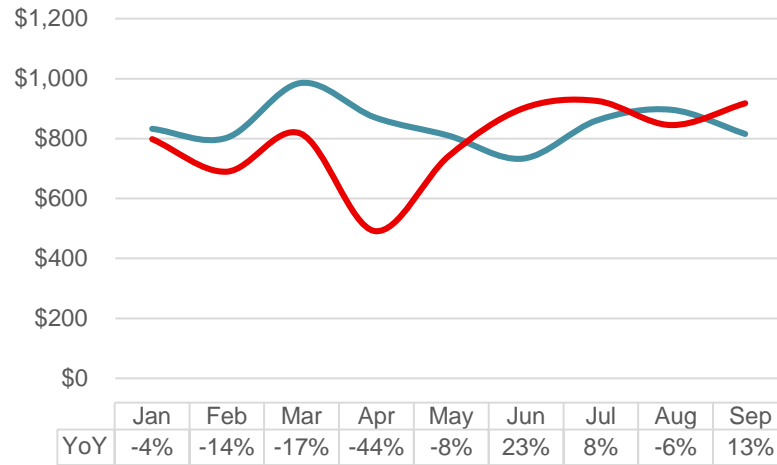


TOTAL RISK-BASED CAPITAL RATIO

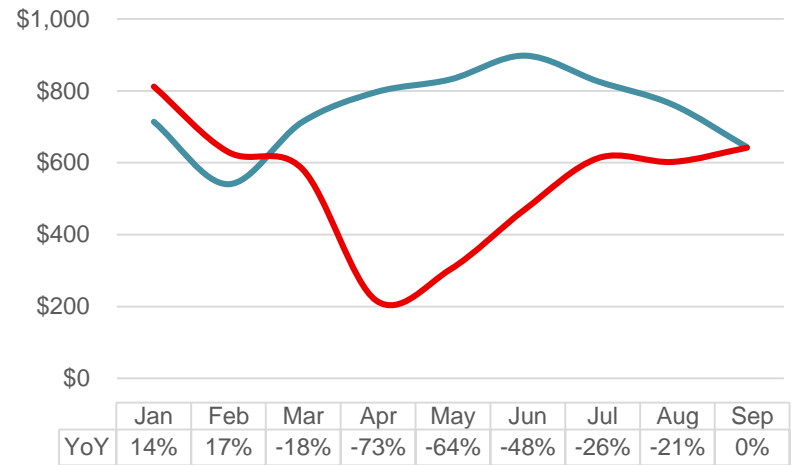


SC AUTO YTD MONTHLY ORIGINATIONS

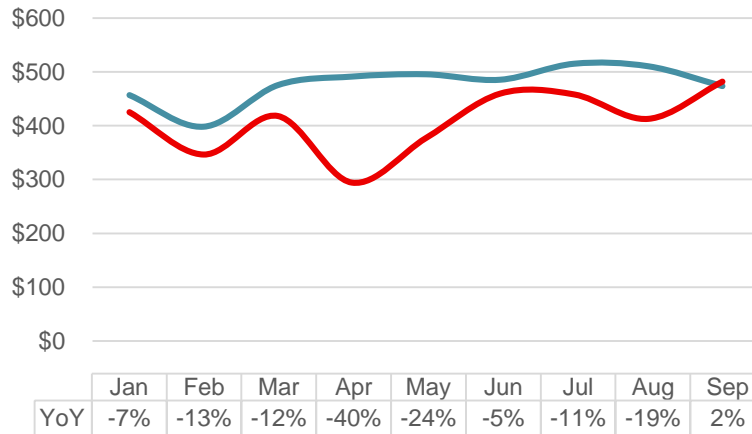
Core Retail Auto (\$ in millions)



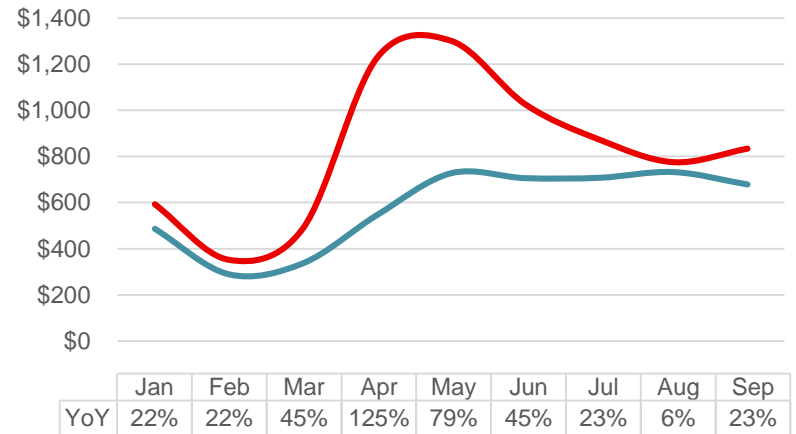
Chrysler Lease (\$ in millions)



Chrysler Capital Loans, <640¹ (\$ in millions)



Chrysler Capital Loans, ≥640¹ (\$ in millions)

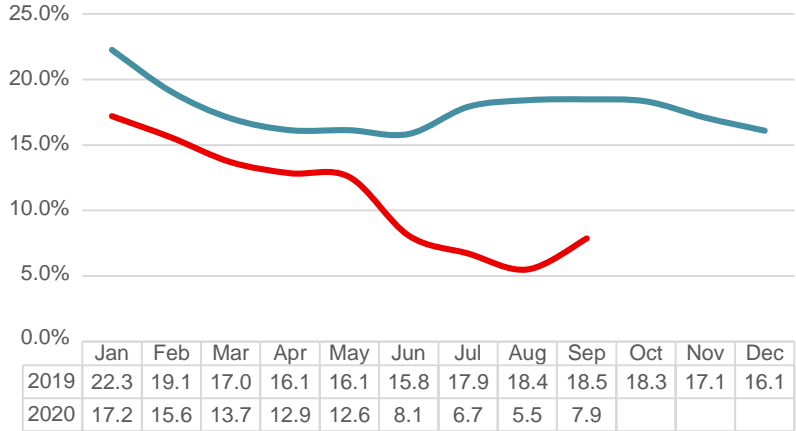


— 2019 — 2020

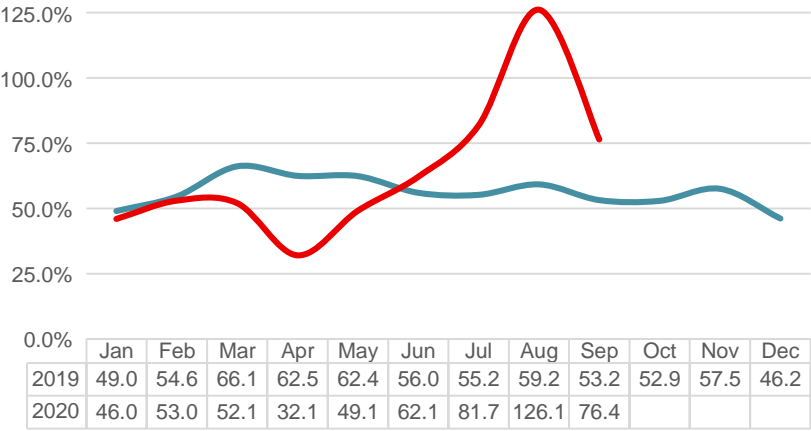


SC AUTO LOSS & RECOVERY RATIOS (ANNUALIZED)

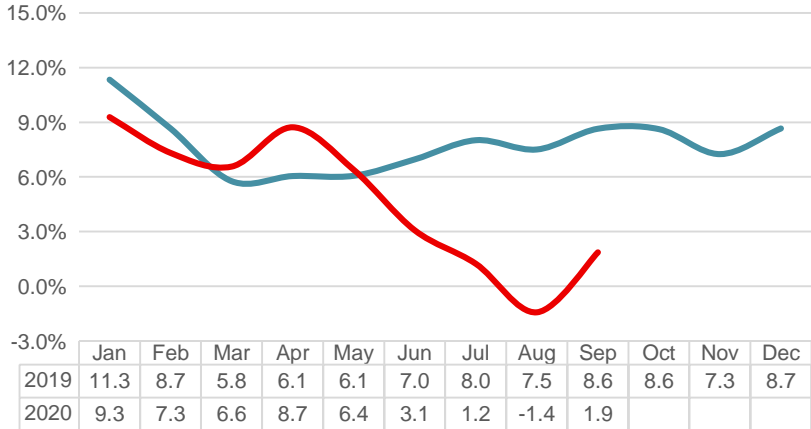
Gross Charge-off Ratio (%)



Recovery Rates (%)



Net Charge-off Ratio (%)



SBNA: NON-GAAP RECONCILIATIONS

(\$ in Millions)	3Q19	4Q19	1Q20	2Q20	3Q20
SBNA pre-tax pre-provision income					
Pre-tax income, as reported	\$ 95	\$ (1)	\$ (121)	\$ (1,953)	\$ 81
(Release of)/provision for credit losses	50	63	255	266	68
Pre-tax pre-provision Income	\$ 145	\$ 62	134	(1,687)	149

CET 1 to risk-weighted assets

CET 1 capital	\$ 10,335	\$ 10,220	\$ 10,173	\$ 10,168	\$ 10,219
Risk-weighted assets	64,543	64,678	64,971	67,065	66,507
Ratio	16.0%	15.8%	15.7%	15.2%	15.4%

Tier 1 leverage

Tier 1 capital	\$ 10,335	\$ 10,220	\$ 10,173	\$ 10,168	\$ 10,219
Avg total assets, leverage capital purposes	77,262	80,007	80,825	86,547	84,264
Ratio	13.4%	12.8%	12.6%	11.7%	12.1%

Tier 1 risk-based

Tier 1 capital	\$ 10,335	\$ 10,220	\$ 10,173	\$ 10,168	\$ 10,219
Risk-weighted assets	64,543	64,678	64,971	67,065	66,507
Ratio	16.0%	15.8%	15.7%	15.2%	15.4%

Total risk-based

Risk-based capital	\$ 10,965	\$ 10,844	\$ 10,930	\$ 11,005	\$ 11,050
Risk-weighted assets	64,543	64,678	64,971	67,065	66,507
Ratio	17.0%	16.8%	16.8%	16.4%	16.6%

SBNA: NON-GAAP RECONCILIATIONS (cont.)

SBNA Texas Ratio

(\$ in Millions)

	3Q19	4Q19	1Q20	2Q20	3Q20
Total Equity	\$13,799	\$13,681	\$14,014	\$12,306	\$12,307
Goodwill and other intangibles	(3,635)	(3,643)	(3,637)	(1,788)	(1,789)
Allowance for loan losses	536	533	999	1,249	1,244
Total equity and loss allowances for Texas Ratio	\$10,700	\$10,571	\$11,376	\$11,767	\$11,762
Nonperforming assets	\$ 470	\$ 433	\$ 384	\$ 453	\$ 424
90+ DPD accruing	6	6	6	6	5
Accruing troubled debt restructurings	212	122	112	132	178
Total nonperforming assets	\$ 688	\$ 561	\$ 502	\$ 591	\$ 607
Texas ratio	6.4%	5.3%	4.4%	5.0%	5.2%

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.[®]



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