

# 2015 Third Quarter Results

Madrid, October 30th 2015

# Disclaimer

This document is only provided for information purposes and does not constitute, nor must it be interpreted as, an offer to sell or exchange or acquire, or an invitation for offers to buy securities issued by any of the aforementioned companies. Any decision to buy or invest in securities in relation to a specific issue must be made solely and exclusively on the basis of the information set out in the pertinent prospectus filed by the company in relation to such specific issue. Nobody who becomes aware of the information contained in this report must regard it as definitive, because it is subject to changes and modifications.

This document contains or may contain forward looking statements (in the usual meaning and within the meaning of the US Private Securities Litigation Act of 1995) regarding intentions, expectations or projections of BBVA or of its management on the date thereof, that refer to miscellaneous aspects, including projections about the future earnings of the business. The statements contained herein are based on our current projections, although the said earnings may be substantially modified in the future by certain risks, uncertainty and other factors relevant that may cause the results or final decisions to differ from such intentions, projections or estimates. These factors include, without limitation, (1) the market situation, macroeconomic factors, regulatory, political or government guidelines, (2) domestic and international stock market movements, exchange rates and interest rates, (3) competitive pressures, (4) technological changes, (5) alterations in the financial situation, creditworthiness or solvency of our customers, debtors or counterparts. These factors could condition and result in actual events differing from the information and intentions stated, projected or forecast in this document and other past or future documents. BBVA does not undertake to publicly revise the contents of this or any other document, either if the events are not exactly as described herein, or if such events lead to changes in the information contained in this document.

This document may contain summarised information or information that has not been audited, and its recipients are invited to consult the documentation and public information filed by BBVA with stock market supervisory bodies, in particular, the prospectuses and periodical information filed with the Spanish Securities Exchange Commission (CNMV) and the Annual Report on form 20-F and information on form 6-K that are disclosed to the US Securities and Exchange Commission.

Distribution of this document in other jurisdictions may be prohibited, and recipients into whose possession this document comes shall be solely responsible for informing themselves about, and observing any such restrictions. By accepting this document you agree to be bound by the foregoing restrictions.

# Macro Outlook

## USA

- ✓ Solid domestic demand
- ✓ Gradual interest rate hikes

## Mexico

- ✓ Resilient economy
- ✓ Recovery linked to the US economy

## Spain

- ✓ Solid GDP growth

## Turkey

- ✓ High growth trend despite geopolitical risk

## S. America

- ✓ Affected by foreign and domestic headwinds
- ✓ Positive growth in the Pacific Alliance

## Footprint

- ✓ In spite of slowdown, 2-3% GDP growth rate is expected

# Quarterly Highlights

1

*Good performance of recurring income*

2

*Trading income and capital impacted by market volatility*

3

*Loan-loss provisions reduction*

4

*Strategic corporate operations*

Acquisition of an additional 14.89% stake in Garanti



**Non-cash €-1,840 m**  
**Attributable Profit**

**BBVA Results Delivery**

**+38.2%** **Attributable Profit** (ex. Corp. Ops.)  
(3Q15/3Q14)

# 3Q at a Glance

## Strong Activity & P&L Dynamics

✓ Activity growth<sup>(1)</sup> (Sep15/Sep14)

Lending **+9.0%** 10.6% constant €

Cust.Funds **+11.6%** 13.4% constant €

✓ Recurring revenue (3Q15/3Q14)

Net Interest Income + Fees: **+10.9%**  
constant € +11.9%

✓ Net Attributable Profit (Total Group, ex Corporate Operations) (3Q15)

**€ 0.8 bn**

## Improvement in Risk Indicators

✓ NPL Ratio

**5.9%**

✓ Coverage Ratio

**71%**

## Solid Capital Ratios

✓ CIFH , Garanti and Market Related Impacts

**CET1 ratios**

**9.8%**  
(Fully-loaded)

**11.7%**  
(Phased-in)

**Leverage**

**5.7%**  
(Fully-loaded)

Note: Figures exclude Venezuela and impacts of the additional 14.89% stake in Garanti acquisition

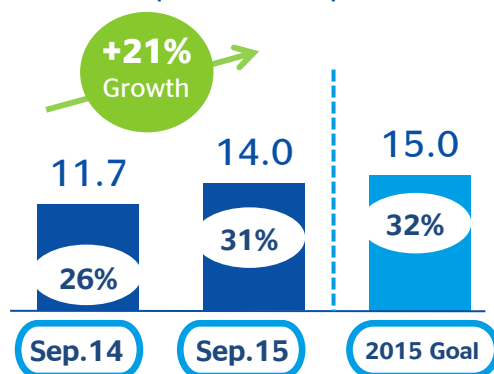
(1) Activity excludes repos

# Transformation on Track

## Digital Customer Base

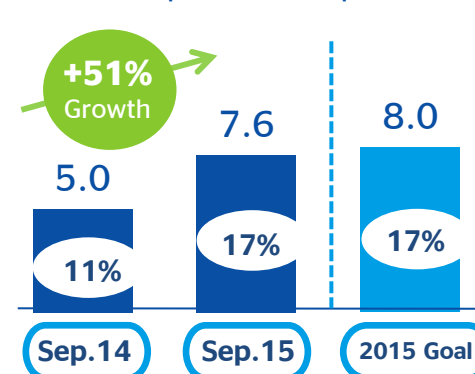
### Digital Customers<sup>(1)</sup>

BBVA Group - Million, % penetration



### Mobile Customers<sup>(1)</sup>

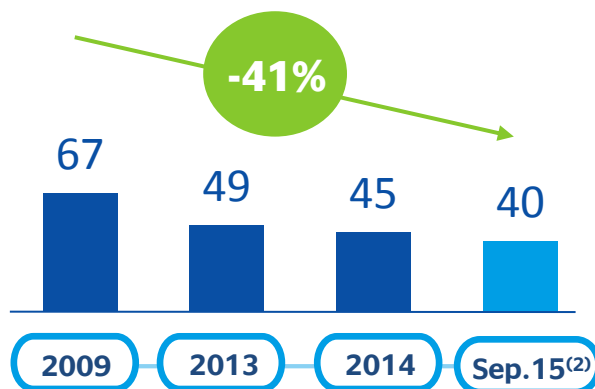
BBVA Group - Million, % penetration



## Distribution Model

### Branch Activity

BBVA Spain - Millions of transactions



## Digital Sales

### Digital Consumer Loans

BBVA Spain - % of new loans



(1) Figures include Turkey

(2) Annualized September 2015 figures

## Earnings

# Upward Trend in Net Interest Income

**Net Interest Income**

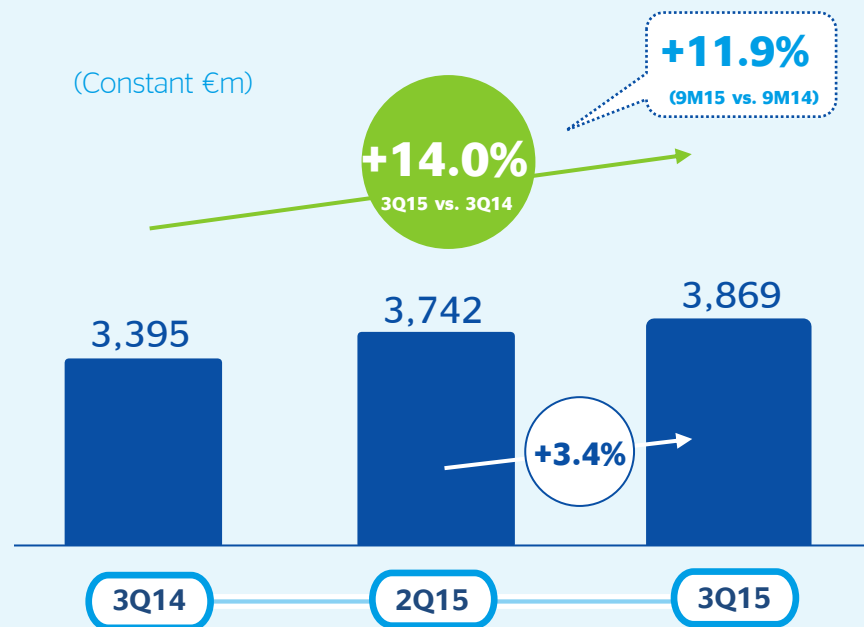
**+12.5%**  
(3Q15 vs. 3Q14)

**+16.0%**

(9M15 vs. 9M14)

Excluding FX effect

(Constant €m)



✓ Activity dynamism

✓ Double digit growth

✓ Low interest rate environment

Note: Figures exclude Venezuela and impacts of the additional 14.89% stake in Garanti acquisition

## Earnings

# Revenue Growth

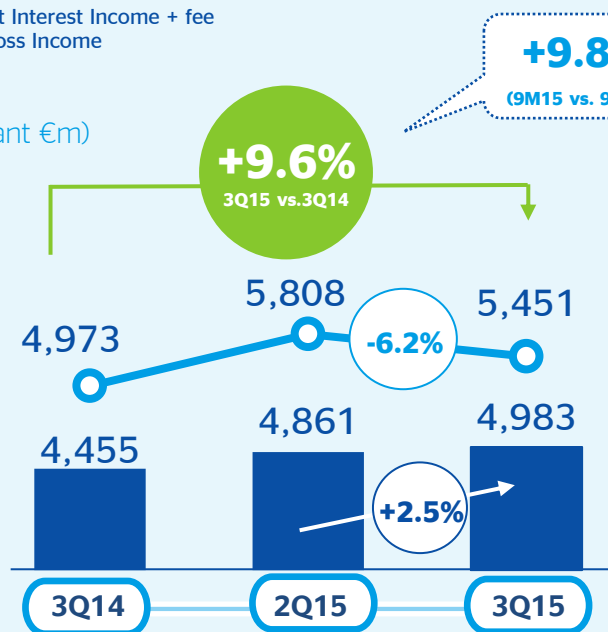
**Gross Income** **+8.6%**  
(3Q15 vs. 3Q14)

**+13.8%**  
(9M15 vs. 9M14)

Excluding FX effect

■ Net Interest Income + fee  
● Gross Income

(Constant €m)



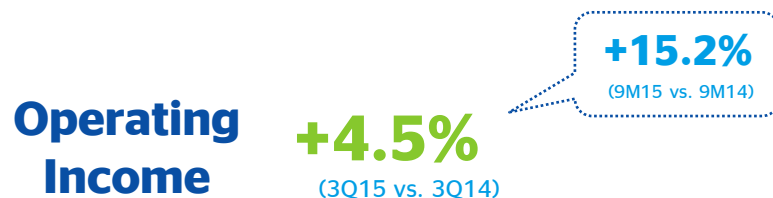
✓ Trading income impacted by market environment

✓ No dividends in the quarter

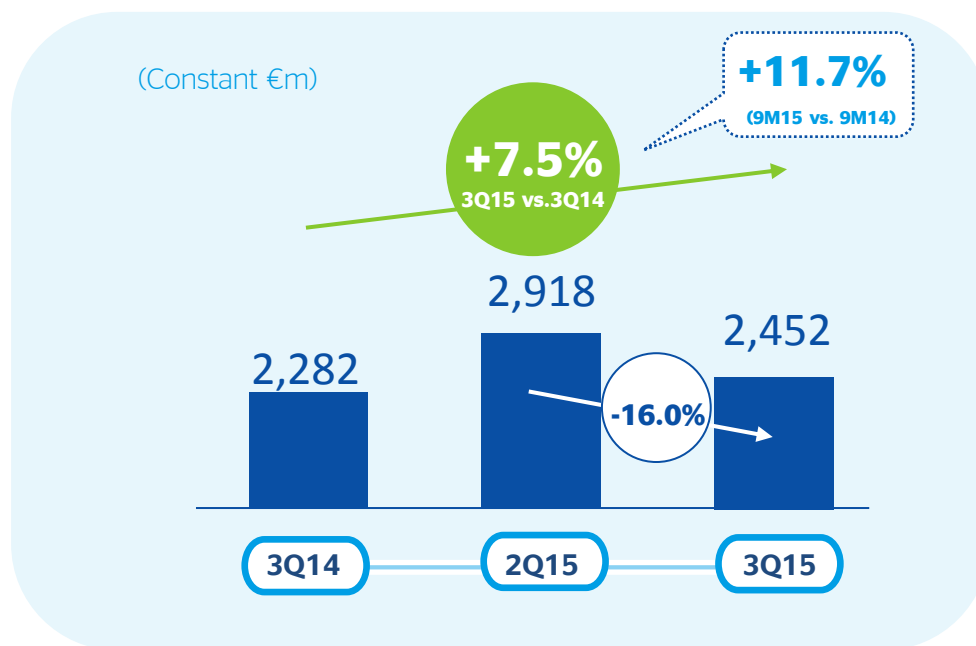


## Earnings

# Operating Income Solid Growth



Excluding FX effect

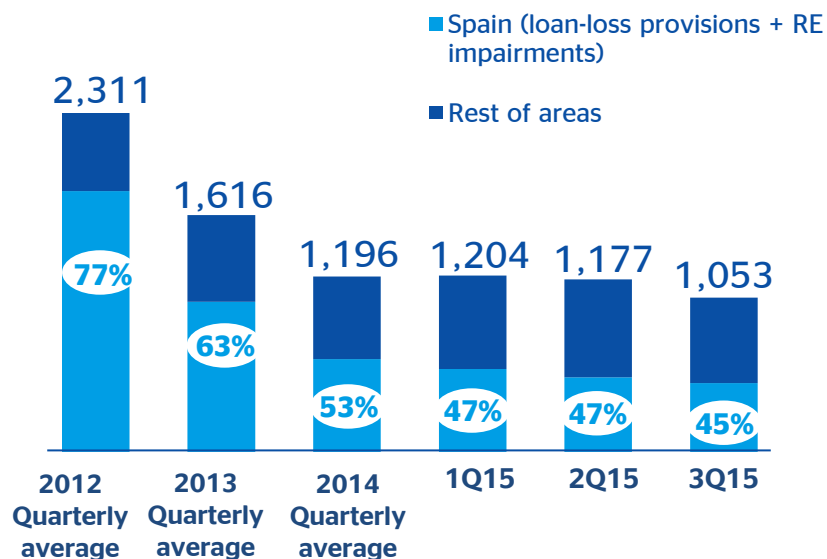


✓ Maintaining positive jaws

## Earnings

# Improvement in Cost of Risk

Loan-loss provisions + Real Estate impairments  
(€m)



Cost of Risk YTD  
(%)



# Earnings

## 3Q15 Summary YoY

BBVA Group ex VZ and Garanti at 25% (€m)	3Q15	Growth	
		3Q15/3Q14	
		%	% constant
Net Interest Income	3,736	12.5	14.0
Gross Income	5,276	8.6	9.6
Costs	-2,928	12.2	11.4
Operating Income	2,348	4.5	7.5
Income Before Tax	1,091	26.1	29.4
NI ex Corporate Operations	854	32.3	34.9
Corporate Operations Income	-1,840	n.s.	n.s.
Net Attributable Profit	-1,077	n.s.	n.s.
Net Attributable Profit (ex corporate operations)	763	38.2	42.0

Note: Corporate Operations include non cash €-1,840 m one-offs related to Garanti's stake change in accounting method

## Earnings

## 9M15 Summary YoY

BBVA Group ex VZ and Garanti at 25% (€m)	9M15	Growth	
		9M15/9M14	
		%	% constant
Net Interest Income	11,162	16.0	11.9
Gross Income	16,703	13.8	9.8
Costs	-8,612	12.5	8.0
Operating Income	8,090	15.2	11.7
Income Before Tax	4,084	47.6	39.3
NI ex Corporate Operations	3,068	49.3	40.7
Corporate Operations Income	-1,113	n.s.	n.s.
Net Attributable Profit	1,672	-7.4	-12.6
Net Attributable Profit (ex corporate operations)	2,786	54.2	45.6

Note: Corporate Operations include non cash €-1,840 m one-offs related to Garanti's stake change in accounting method

The P&L is presented this way to show the performance of recurring business. The reconciliation to the income statement is shown on page 43 of the financial information filed today with the CNMV.

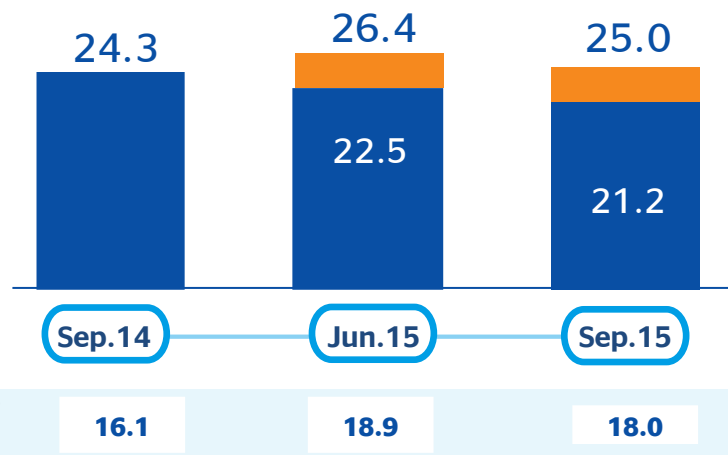
## Risks

# Indicators Continue to Improve

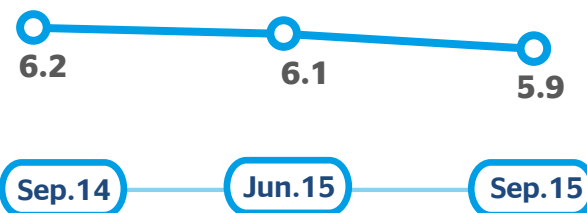
NPLs  
€bn

■ with CX

+0.8 bn  
-3.1 bn



NPL ratio (%)



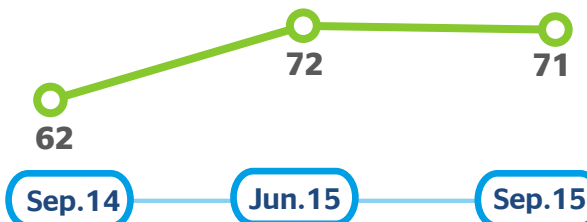
Group  
ex RE

4.3%

4.5%

4.4%

Coverage ratio (%)



Group  
ex RE

62%

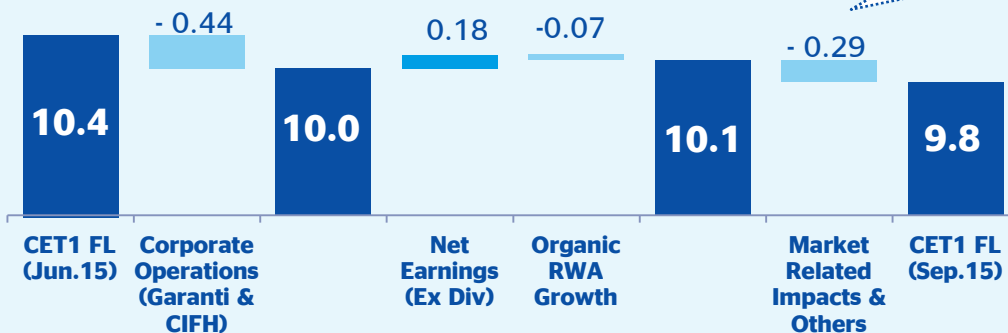
74%

73%

# Capital

## Solid Capital Position, negatively impacted by market volatility

**CET1 Fully-loaded**  
BBVA Group (%)



**aprox +20 bps**  
(October market recovery)



**Expected recovery of “regulatory equivalence”**  
(+11 bps)



**AFS sovereign portfolio unrealized gains**  
Not included in CET1 (~+40 bps)



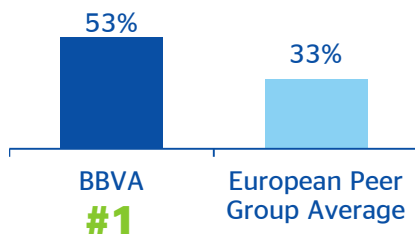
**Guaranteed DTAs:**  
capital treatment cleared



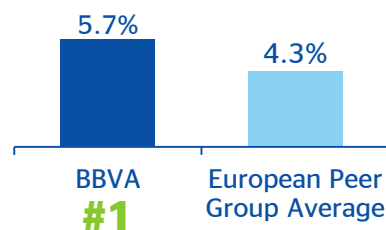
**Organic capital generation YTD**  
(+34 bps)

**High quality capital:** the highest RWA density and leverage ratio

**RWAs/ Total Assets**



**Leverage ratio**



## Business Areas



## Business Areas

## 9M15 Earnings Breakdown

*Net Attributable Profit**(€m)*

Business Areas	9M15	Growth	
		9M15/9M14	
		%	% (constant)
Spain	694	n.s.	n.s.
Banking Activity	1,101	32.0%	32.0%
Real Estate	-407	36.0%	36.0%
USA	410	35.8%	12.1%
Turkey ex additional stake of 14.89%	224	-4.7%	-3.5%
Mexico	1,513	12.2%	9.6%
South America ex Venezuela	689	9.2%	7.1%
Corporate Center ex Corporate Operations	-811	29.1%	29.1%
Rest of Eurasia	66	-71.9%	-72.1%
<b>Total ex Corporate Operations</b>	<b>2,786</b>	<b>54.2%</b>	<b>45.6%</b>

Note: Spain includes Real Estate activities. Total excludes VZ and impacts of the additional 14.89% stake in Garanti acquisition



# Spain Banking Activity

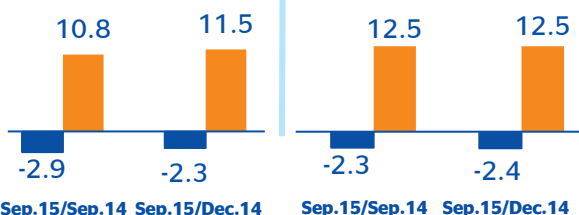
## Activity and Results

### Business Activity (%)

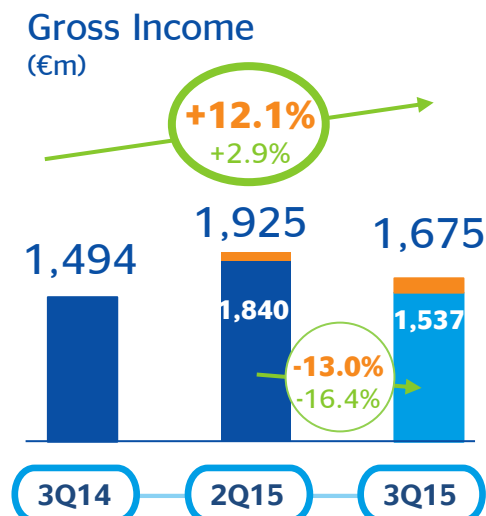
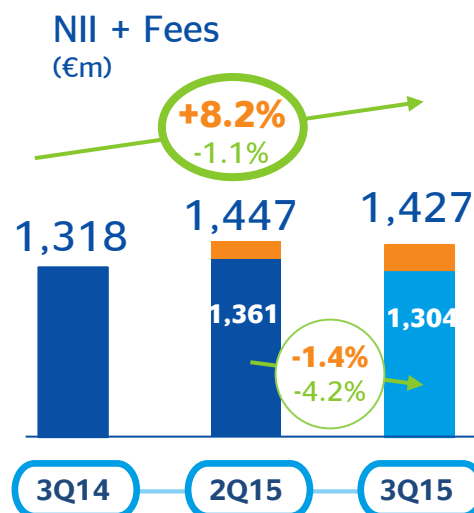
■ with CX

#### Lending\*

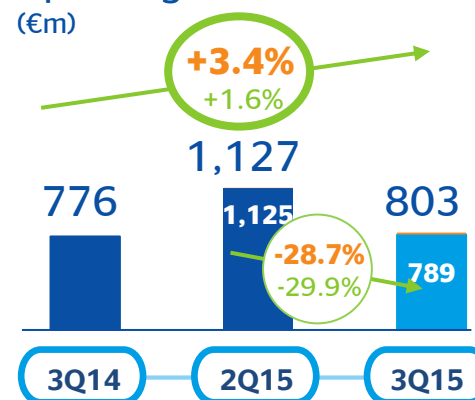
#### Cust. Funds



■ with CX



#### Operating Income (€m)



\* Gross loans and advances to customers  
Note: Activity excludes repos

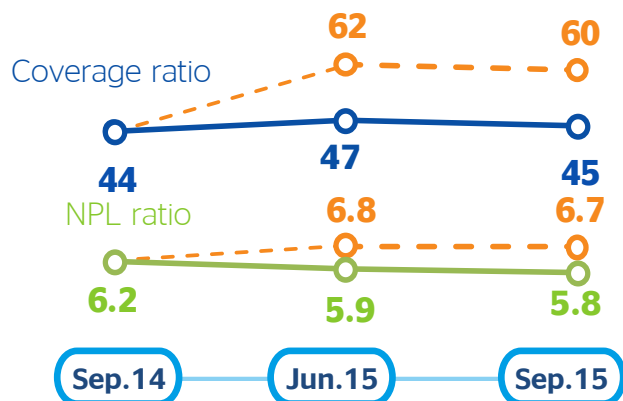
# Spain Banking Activity Risk



■ with CX

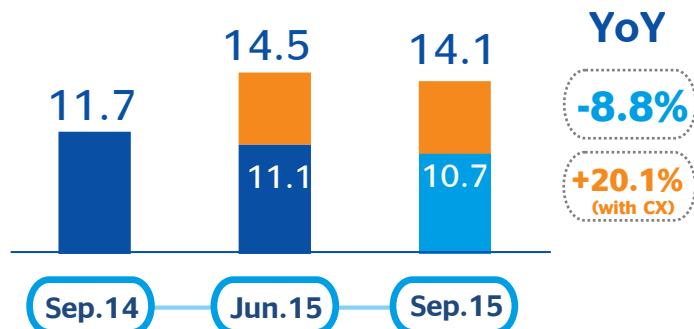
## Risk indicators

(%)



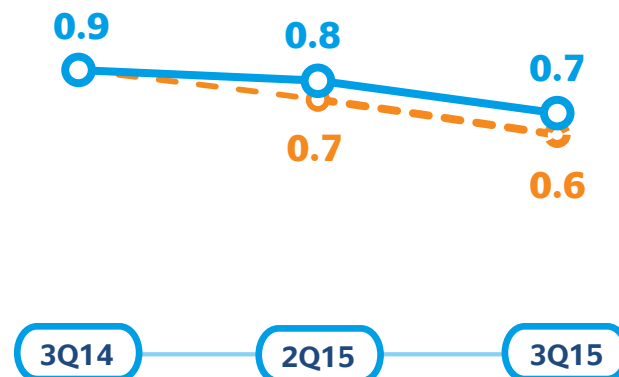
## NPLs

(€ bn)



## Cost of risk

(%)



# Spain Banking Activity

## Income Statement



(€m)

Banking activity in Spain	9M15	Growth	
		9M15/9M14	
		Abs.	%
Net interest Income	3,000	+ 165	5.8
Gross Income	5,386	+ 507	10.4
Costs	-2,375	- 238	11.1
Operating Income	3,010	+ 269	9.8
Income Before Tax	1,565	+ 383	32.4
Net Attributable Profit	1,101	+ 267	32.0

✓ New loan production dynamism

✓ Loan-loss provisions reduction

✓ Distribution model transformation

## Spain

# Real Estate Activity

## Positive Trends

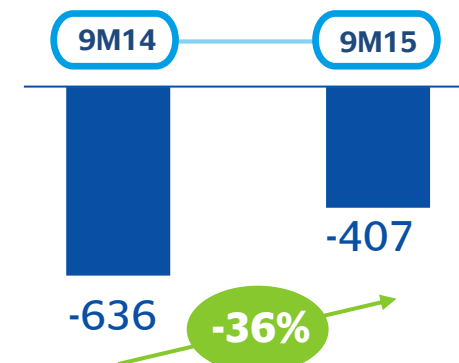


■ with CX

Net exposure  
(€ bn)



Net attributable profit<sup>(1)</sup>  
(€ m)



Note: Net exposure according to Bank of Spain's "RE transparency scope" (Circular 5-2011)

(1) Figures include Catalunya Caixa

# Total Spain

## Income Statement



(€m)

Total Spain	9M15	Growth	
		9M15/9M14	
		Abs.	%
Net interest Income	3,026	+ 222	7.9
Gross Income	5,364	+ 640	13.5
Costs	-2,476	- 223	9.9
Operating Income	2,888	+ 417	16.9
Income Before Tax	969	+ 737	n.s.
Net Attributable Profit	694	+ 496	n.s.

**USA**

# Activity and Results

## Business Activity

(constant €, %)

**Lending\***

**+12.7%**

(Sep.15/Sep.14)

**Cust. Funds**

**+7.8%**

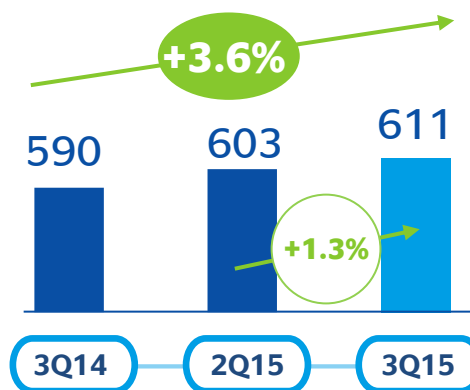
(Sep.15/Sep.14)



\* Gross loans and advances to customers  
Note: Activity excludes repos

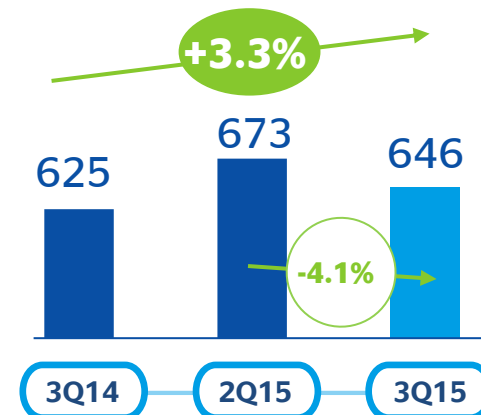
## NII + Fees

(constant €m)



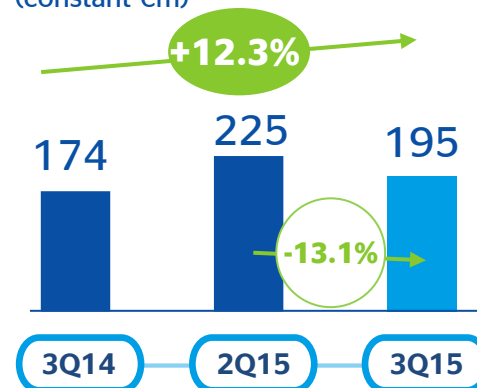
## Gross Income

(constant €m)



## Operating Income

(constant €m)

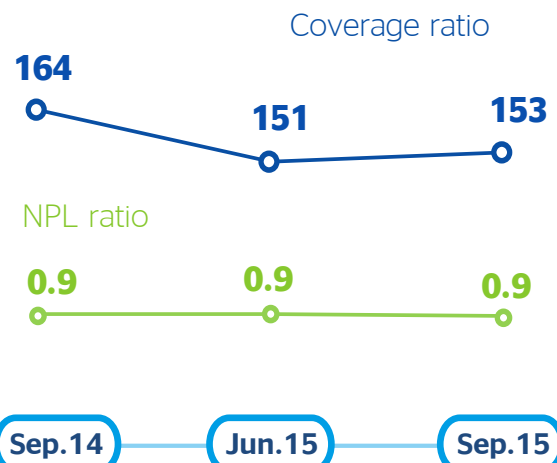


# USA Risk



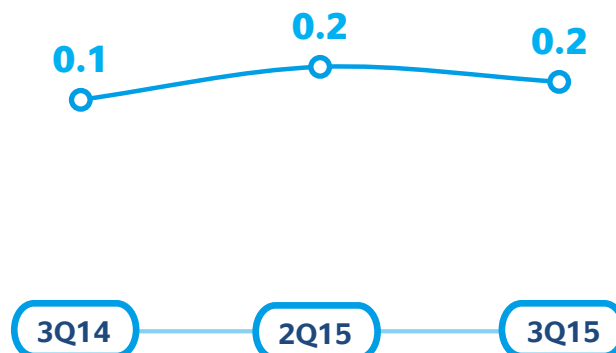
## Risk indicators

(%)



## Cost of risk

(%)



USA

## Income Statement



(Constant €m)

USA	9M15	Growth	
		9M15 / 9M14	
		Abs.	%
Net interest Income	1,342	+ 61	4.8
Gross Income	1,979	+ 80	4.2
Costs	-1,334	- 7	0.5
Operating Income	645	+ 73	12.8
Income Before Tax	556	+ 75	15.7
Net Attributable Profit	410	+ 44	12.1

✓ Activity dynamism

✓ Positive sensitivity to rising interest rates

✓ Good P&amp;L trends



# Turkey

## Activity and Results

### Business Activity

(constant €, %)

Lending\*

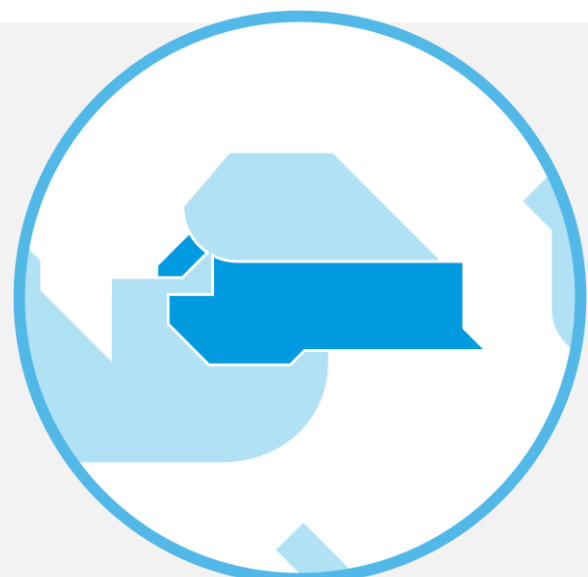
**+22.0%**

(Sep.15/Sep.14)

Cust. Funds

**+30.2%**

(Sep.15/Sep.14)



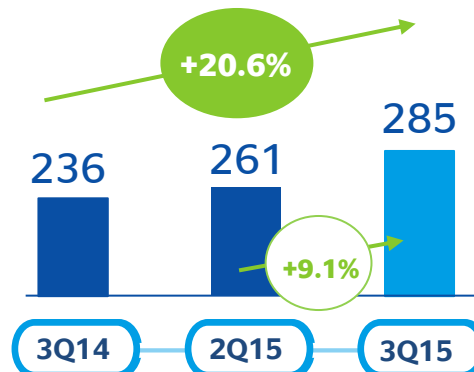
\* Gross loans and advances to customers

Note: Activity excludes repos

Note: Figures exclude the impacts of the additional 14.89% stake in Garanti acquisition

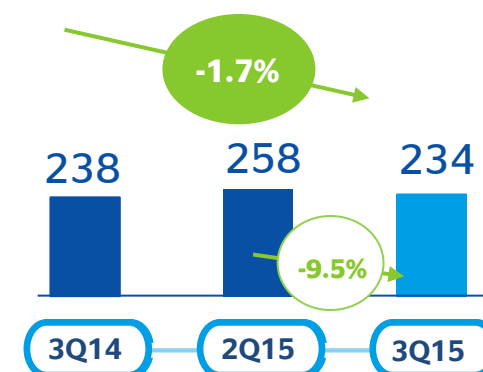
### NII + Fees

(constant €m)



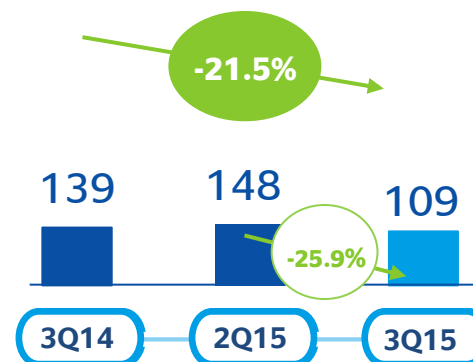
### Gross Income

(constant €m)



### Operating Income

(constant €m)



# Turkey Risk



## Risk indicators

(%)

Coverage ratio



NPL ratio



Sep.14

Jun.15

Sep.15

## Cost of risk

(%)



3Q14

2Q15

3Q15

# Turkey

## Income Statement



(Constant €m)

Turkey	9M15	Growth 9M15 / 9M14			
		Abs.	%	with additional stake Abs.	with additional stake %
Net interest Income	649	+ 145	28.8	+ 817	n.s.
Gross Income	726	+ 47	6.9	+ 692	n.s.
Costs	-338	- 53	18.7	- 402	n.s.
Operating Income	388	- 7	-1.7	+ 290	73.6
Income Before Tax	279	- 14	-4.9	+ 167	56.9
Net Attributable Profit	224	- 8	-3.5	+ 17	7.3

✓ Excellent NII performance

✓ Negative Trading Income

✓ Outstanding asset quality

# Mexico

## Activity and Results

### Business Activity

(constant €, %)

Lending\*

**+15.5%**

(Sep.15/Sep.14)

Cust. Funds

**+10.2%**

(Sep.15/Sep.14)

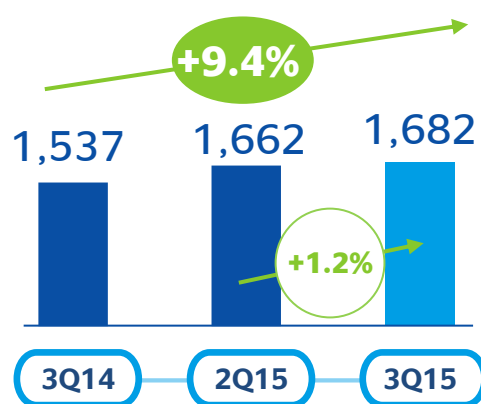


\* Gross loans and advances to customers

Note: Activity excludes repos

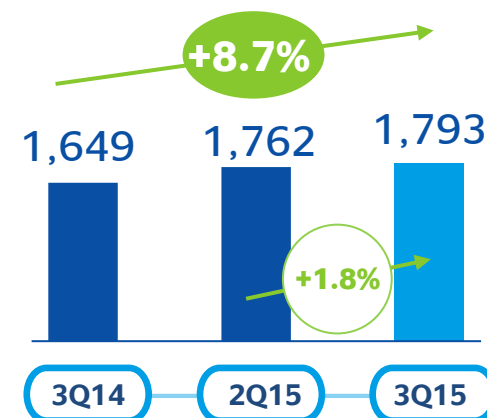
### NII + Fees

(constant €m)



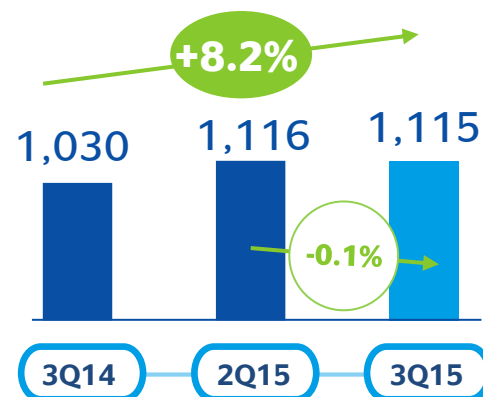
### Gross Income

(constant €m)



### Operating Income

(constant €m)

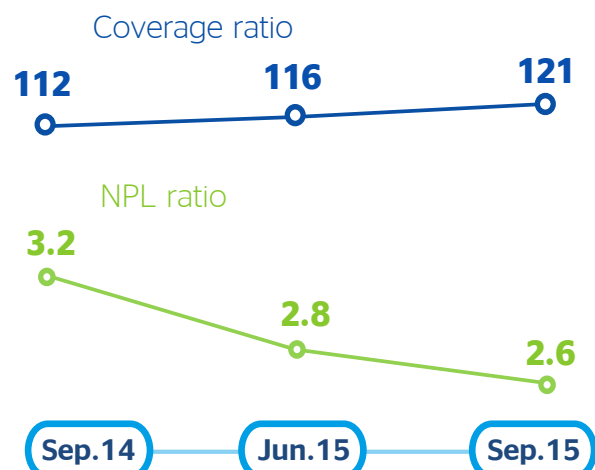


# Mexico Risk



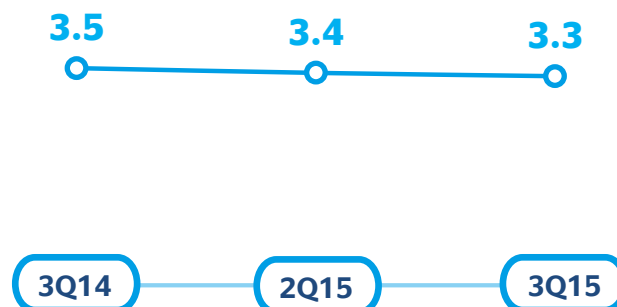
## Risk indicators

(%)



## Cost of risk

(%)



## Mexico

## Income Statement



(Constant €m)

Mexico	9M15	Growth	
		9M15 / 9M14	
		Abs.	%
Net interest Income	4,033	+ 360	9.8
Gross Income	5,253	+ 359	7.3
Costs	-1,952	- 138	7.6
Operating Income	3,302	+ 222	7.2
Income Before Tax	2,004	+ 185	10.1
Net Attributable Profit	1,513	+ 132	9.6

✓ Double-digit business activity growth

✓ Portfolio mix change

✓ Sound and improving risk indicators

# South America ex Venezuela

## Activity and Results

### Business Activity

(constant €, %)

Lending\*

**+13.5%**

(Sep.15/Sep.14)

Cust. Funds

**+17.4%**

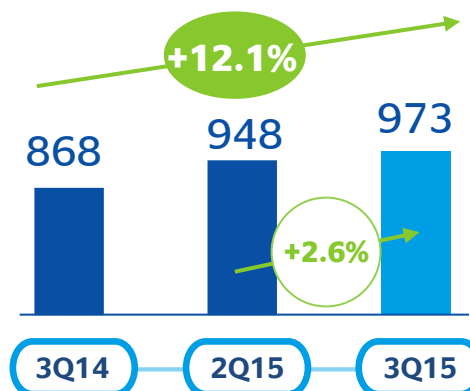
(Sep.15/Sep.14)



\*Gross loans and advances to customers  
Note: activity excluding repos

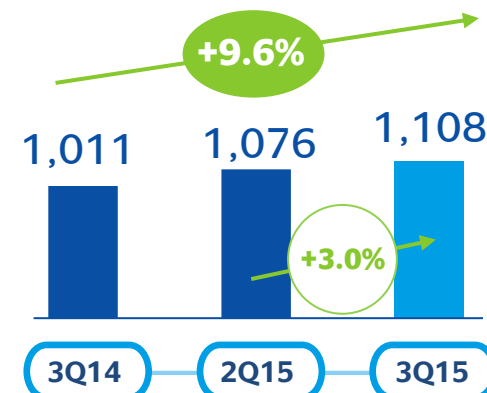
### NII + Fees

(constant €m)



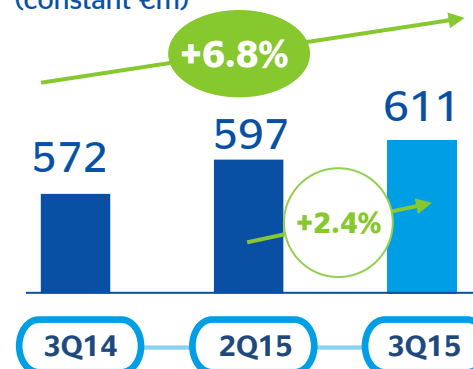
### Gross Income

(constant €m)



### Operating Income

(constant €m)

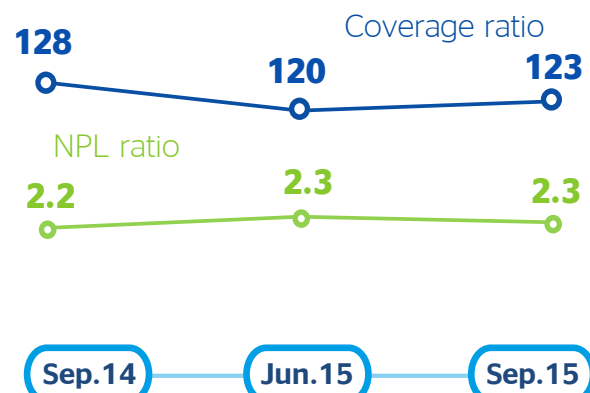


# South America ex Venezuela Risk



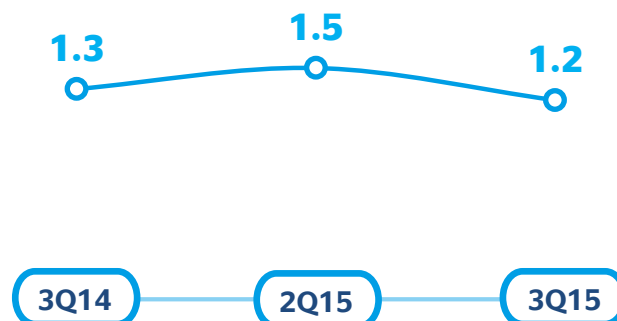
## Risk indicators

(%)



## Cost of risk

(%)





# South America ex Venezuela

## Income Statement



(Constant €m)

South America ex Venezuela	9M15	Growth	
		9M15 / 9M14	
		Abs.	%
Net interest Income	2,307	+ 242	11.7
Gross Income	3,220	+ 327	11.3
Costs	-1,453	- 170	13.2
Operating Income	1,767	+ 157	9.8
Income Before Tax	1,305	+ 112	9.4
Net Attributable Profit	689	+ 46	7.1

✓ Activity dynamism translated into P&L

✓ Andean region growth

✓ Investing in transformation

# Takeaways

---

## 3Q results

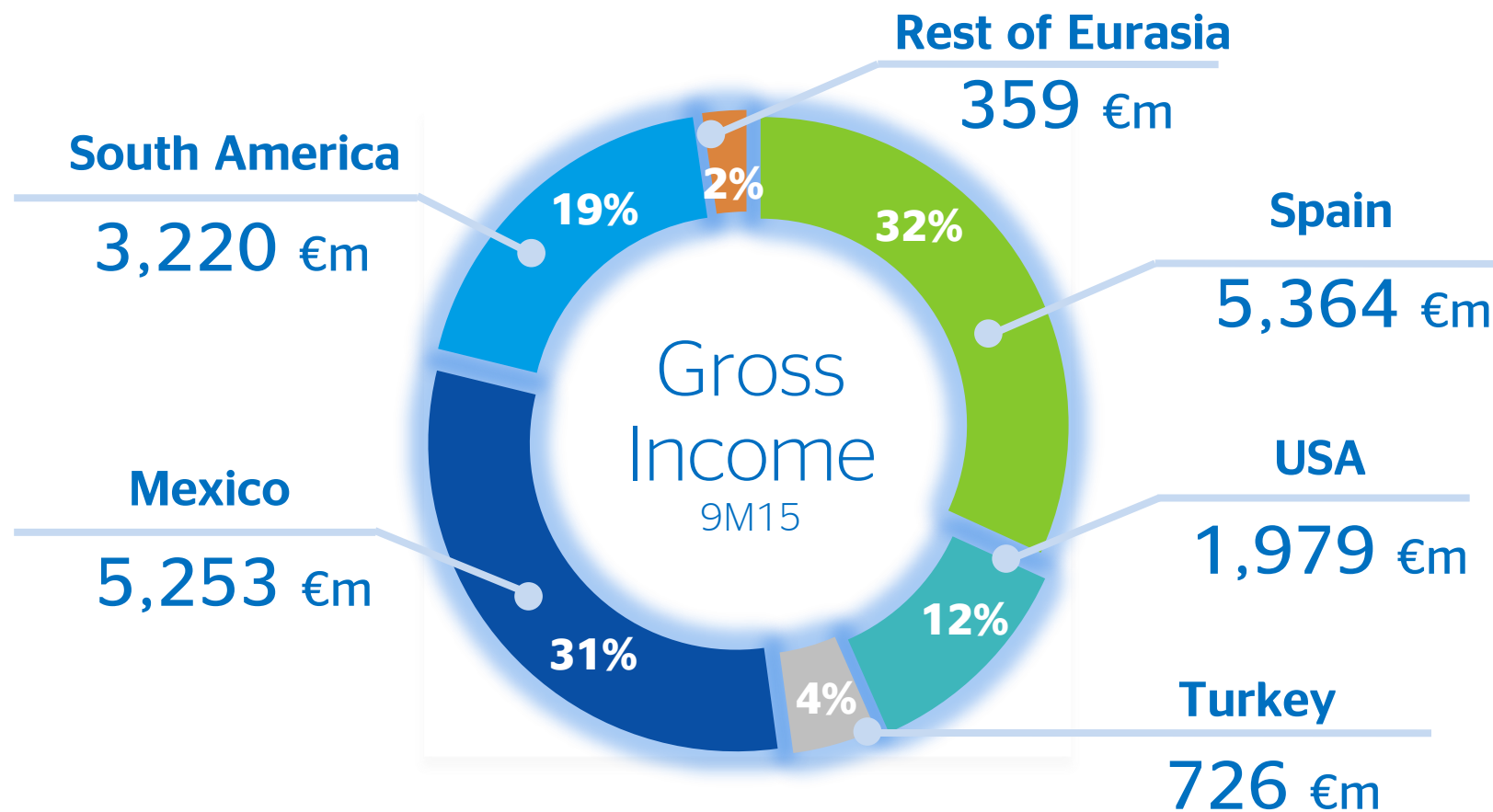
- ✓ Quarterly results impacted by market downturn and non-cash one off
- ✓ Outstanding operating performance
- ✓ **Capital and results:** We are on track to meet our objective

## Future trends

- ✓ Resilient and growing results thanks to our diversified portfolio
- ✓ **Developed markets:** macro recovery will continue supporting the Group's results growth
- ✓ **Emerging markets:** despite macro slowdown, results and asset quality trends remain solid

# Annex

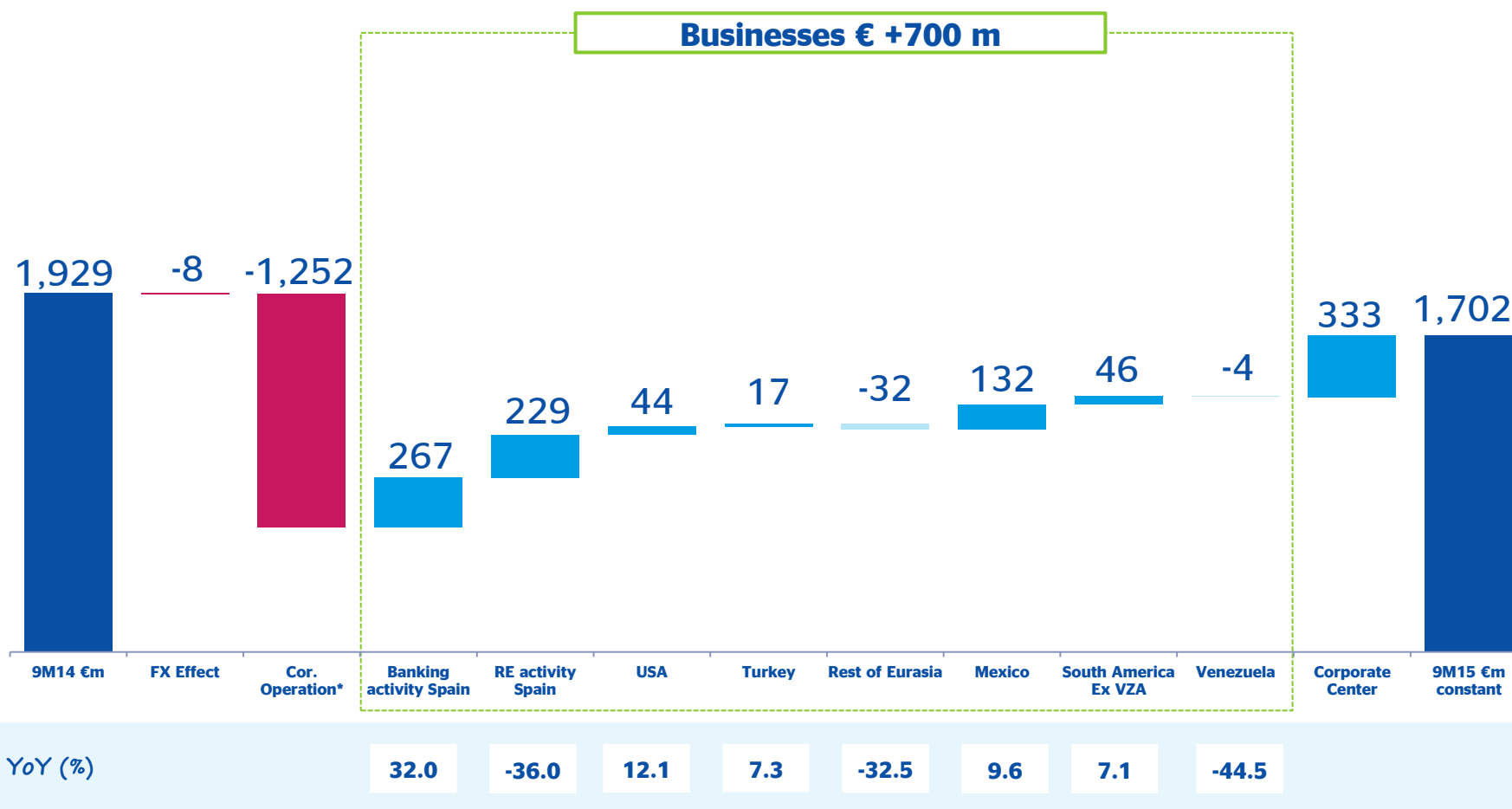
## Gross Income Breakdown



Note: Figures exclude Venezuela and impacts of the additional 14.89% stake in Garanti acquisition

# Group Earnings

*Net attributable profit*  
€m



\* Includes impact of lower dividends received from CNCB.

## BBVA Group

## 9M Income Statement

(€m)

BBVA Group	9M15	Growth			
		9M15/9M14			
		Abs.	%	Abs. constant	% constant
Net interest Income	12,011	+ 1,143	10.5	+ 1,952	19.4
Gross Income	17,534	+ 1,943	12.5	+ 2,258	14.8
Costs	-9,024	- 979	12.2	- 1,024	12.8
Operating Income	8,510	+ 964	12.8	+ 1,233	17.0
Income Before Tax	4,335	+ 1,250	40.5	+ 1,383	46.8
NI ex Corporate Operations	3,226	+ 949	41.7	+ 1,031	46.9
Corporate Operations Income	-1,113	- 1,113	n.s.	- 1,113	n.s.
Net Attributable Profit	1,702	- 227	- 11.8	- 220	- 11.4

Note: Figures include Venezuela and impacts of the additional 14.89% stake in Garanti acquisition

## BBVA Group

## 3Q Income Statement

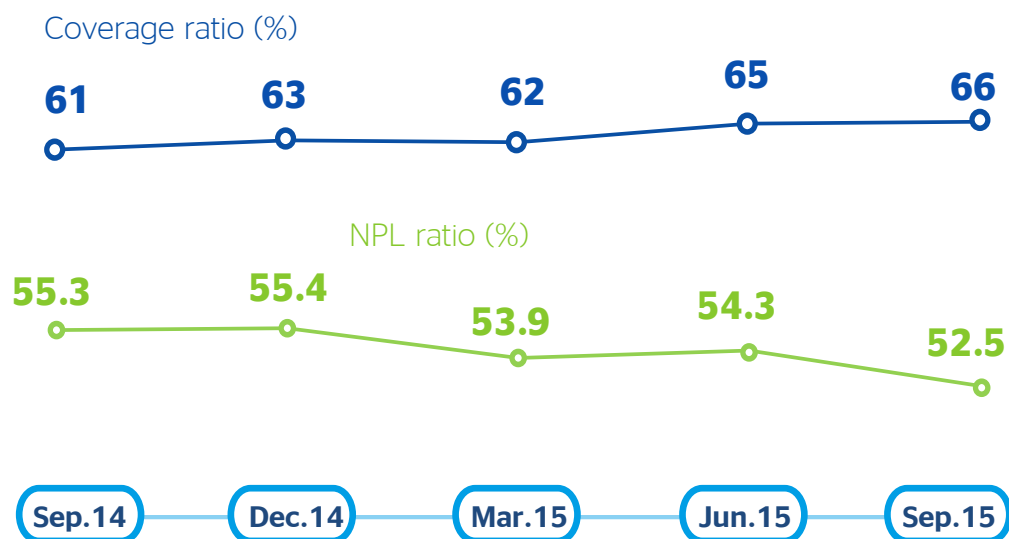
(€m)

BBVA Group	3Q15	Growth			
		3Q15/3Q14			
		Abs.	%	Abs. constant	% constant
Net interest Income	4,490	+ 660	17.2	+ 1,196	34.9
Gross Income	5,980	+ 757	14.5	+ 1,159	23.2
Costs	-3,307	- 537	19.4	- 676	25.0
Operating Income	2,673	+ 220	9.0	+ 483	21.1
Income Before Tax	1,289	+ 313	32.1	+ 455	50.3
NI ex Corporate Operations	995	+ 262	35.7	+ 370	54.7
Corporate Operations Income	-1,840	- 1,840	n.s.	- 1,840	n.s.
Net Attributable Profit	-1,057	- 1,658	n.s.	- 1,583	n.s.

Note: Figures include Venezuela and impacts of the additional 14.89% stake in Garanti acquisition

# Real Estate Activity in Spain

## Risk





# Real Estate Activity in Spain

## Income Statement

(€m)

Real Estate Activity in Spain	9M15	Growth	
		9M15/9M14	
		Abs.	%
Net interest Income	26	+ 57	n.s.
Gross Income	-22	+ 132	-85.8
Costs	-100	+ 15	-12.9
Operating Income	-122	+ 147	-54.6
Loan-loss Provisions	-178	+ 40	-18.3
Provisions (net) and other gains (losses)	-305	+ 153	-33.3
Other	-1	- 1	80.0
Income Before Tax	-596	+ 354	-37.3
Net Attributable Profit	-407	+ 229	- 36.0

## Rest of Eurasia

# Income Statement

(€m)

Rest of Eurasia	9M15	Growth	
		9M15 /9M14	
		Abs.	%
Net interest Income	130	- 15	-10.1
Gross Income	359	- 243	-40.3
Costs	-252	+ 1	-0.4
Operating income	107	- 241	-69.2
Income Before Tax	101	- 189	-65.2
Net Attributable Profit	66	- 170	-71.9

## Venezuela

## Income Statement

(€m)

Venezuela	9M15	Growth			
		9M15/9M14			
		Abs.	%	Abs. constant	% constant
Net interest Income	177	- 1,072	-85.9	+ 94	n.s.
Gross Income	186	- 728	-79.7	+ 125	n.s.
Costs	-63	+ 329	-83.8	- 38	n.s.
Operating Income	122	- 399	-76.6	+ 88	n.s.
Income Before Tax	71	- 247	-77.8	+ 50	n.s.
Net Attributable Profit	4	- 118	- 96.3	- 4	- 44.5

# Corporate Center

## Income Statement

(€m)

Corporate Center	9M15	Growth	
		9M15/9M14	
		Abs.	%
Net interest Income	-324	+ 173	-34.8
Gross Income	-198	+ 286	-59.1
Costs	-809	- 56	7.5
Operating Income	-1,007	+ 230	-18.6
Income Before Tax	-1,130	+ 251	-18.2
Corporate Operations Income	-1,113	- 1,113	n.s.
Net Attributable Profit	-1,924	- 780	68.2

## Group

## Activity Growth

Sep-15 vs. Sep-14  
(constant €, %)

	<i>Gross loans*</i>	<i>Customer Funds*</i>
<b>Spain</b>	+10.8%	+12.5%
<b>USA</b>	+12.7%	+7.8%
<b>Turkey</b>	+22.0%	+30.2%
<b>Mexico</b>	+15.5%	+10.2%
<b>South America**</b>	+13.5%	+17.4%

(\*) Activity ex repos. Includes Catalunya Caixa. (\*\*) Figures exclude Venezuela

# Customer Spreads

Average, €

2Q15: 1.96% ex CX  
3Q15: 1.98% ex CX

Customer Spreads	3Q14	4Q14	1Q15	2Q15	3Q15	9M14	9M15
Spain	1.92%	1.94%	1.93%	1.88%	1.83%	1.84%	1.88%
USA	3.13%	3.18%	3.13%	3.11%	3.10%	3.23%	3.11%
Mexico	11.05%	11.23%	10.94%	10.89%	10.59%	11.21%	10.80%
Argentina	16.37%	17.34%	16.70%	15.99%	15.31%	15.49%	15.96%
Chile	3.43%	4.80%	2.84%	4.56%	4.66%	3.95%	4.03%
Colombia	6.42%	6.31%	6.49%	6.33%	6.08%	6.78%	6.29%
Peru	7.16%	7.36%	7.23%	7.23%	7.03%	7.36%	7.16%
Venezuela	16.99%	17.94%	17.71%	16.65%	18.29%	17.16%	17.58%
Turkey	4.49%	4.67%	4.56%	4.69%	4.90%	3.85%	4.72%

Note 1: USA ex NY Business Activity

Note 2: Customer spreads, difference between lending yield and cost of deposits from customers

# 2015 Third Quarter Results

Madrid, October 30th 2015