

2015 Results

Carlos Torres Vila
Chief Executive Officer

Madrid, February 3rd 2016

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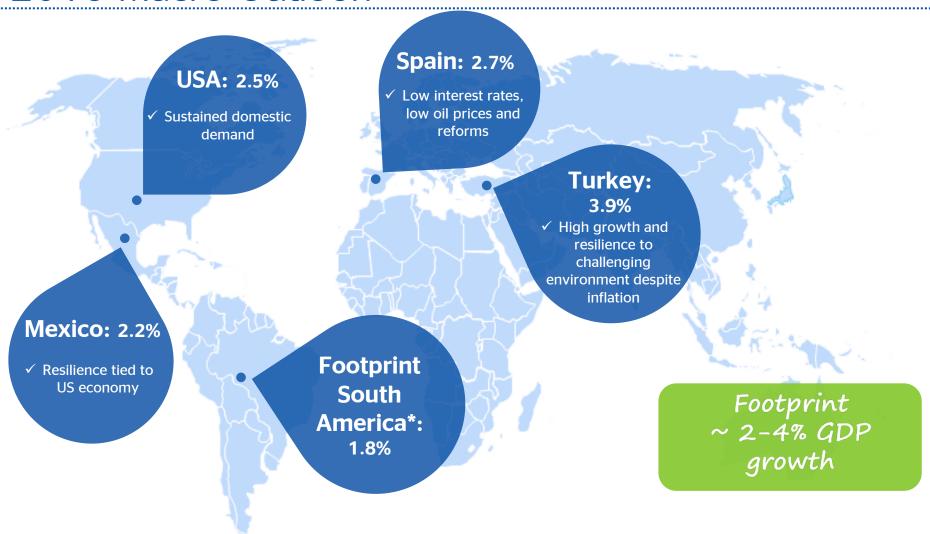
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2016 Macro Outlook



Solid growth and resilience despite challenges ahead

4Q15 Summary

				Excluding Vz	& additional st	take in Garanti
DDVA Correspond (Corr)		Change			Change	
BBVA Group (€m)	4Q15	4Q15 %	4Q15/4Q14 % % constant	4Q15	4Q15 %	/4Q14 % constant
Net Interest Income	4,415	3.9	28.5	3,773	5.6	8.4
Net Fees and Commissions	1,263	8.2	21.5	1,111	5.6	6.3
Net Trading Income	451	-12.3	1.4	453	-10.2	-9.8
Other Income & Expenses	17	n.s.	n.s.	13	-92.9	-89.3
Gross Income	6,146	6.6	19.5	5,350	0.7	2.9
Operating Expenses	-3,292	13.3	25.3	-2,939	10.3	11.1
Operating Income	2,853	-0.2	13.5	2,411	-9.0	-5.6
Impairment on Financial Assets	-1,057	-9.5	2.0	-909	-15.8	-12.6
Provisions and Other Gains	-253	-64.5	-59.5	-255	-62.0	-61.7
Income Before Tax	1,544	57.9	81.1	1,247	38.7	44.4
NI ex Corporate Operations	1,212	50.5	70.9	982	34.0	39.3
Corporate Operations Income	4	n.s.	n.s.	4	n.s.	n.s.
Non-controlling Interest	-275	n.s.	n.s.	-88	4.5	5.6
Net Attributable Profit	940	36.5	51.0	898	38.4	44.3
Net Attributable Profit (ex corporate operations)	936	36.0	50.4	894	37.8	43.8

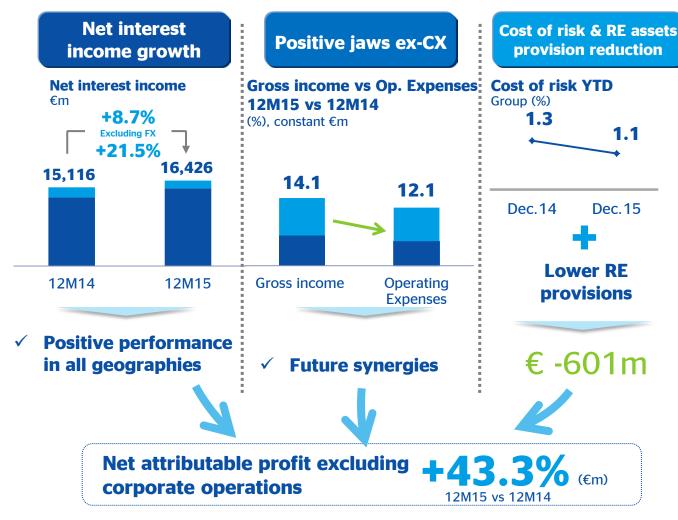
Quarter impacted by DGF and RF in Spain

12M15 Summary

				Excluding Vz 8		take in Garanti
DDVA Crown (Cro)	420445	Change		428445	Change 12M15/12M14	
BBVA Group (€m)	12M15	<u>12M1</u> %	5/12M14 % constant	12M15	12M15 %	% constant
Net Interest Income	16,426	8.7	21.5	14,923	13.1	10.9
Net Fees and Commissions	4,705	7.8	12.1	4,398	8.3	5.0
Net Trading Income	2,009	-5.9	-2.6	2,057	1.6	-0.2
Other Income & Expenses	540	n.s.	-21.3	661	-7.5	-7.9
Gross Income	23,680	10.9	15.7	22,039	10.2	7.9
Operating Expenses	-12,317	12.5	15.8	-11,545	11.9	8.7
Operating Income	11,363	9.2	15.6	10,494	8.5	7.0
Impairment on Financial Assets	-4,339	-3.3	1.6	-4,057	-4.7	-4.9
Provisions and Other Gains	-1,145	-38.3	-35.0	-1,112	-36.5	-36.8
Income Before Tax	5,879	44.7	54.9	5,325	45.2	40.8
NI ex Corporate Operations	4,438	44.0	53.8	4,045	45.1	40.6
Corporate Operations Income	-1,109	n.s.	n.s.	-1,109	n.s.	n.s.
Non-controlling Interest	-686	48.0	93.9	-370	11.4	5.9
Net Attributable Profit	2,642	0.9	4.4	2,566	4.5	1.5
Net Attributable Profit (ex corporate operations)	3,752	43.3	48.2	3,675	49.7	45.4
			_		•	

Year impacted by corporate operations
ake in Garanti" includes the contribution of Venezuela and the acquisition of an additional 14.89% stake in Garanti

2015 Year of growth



Strong Solvency & Liquidity Position

Solid regulatory ratios

Core Capital CRD IV

12.1%

10.3%

(Phased-in)

(Fully-loaded)

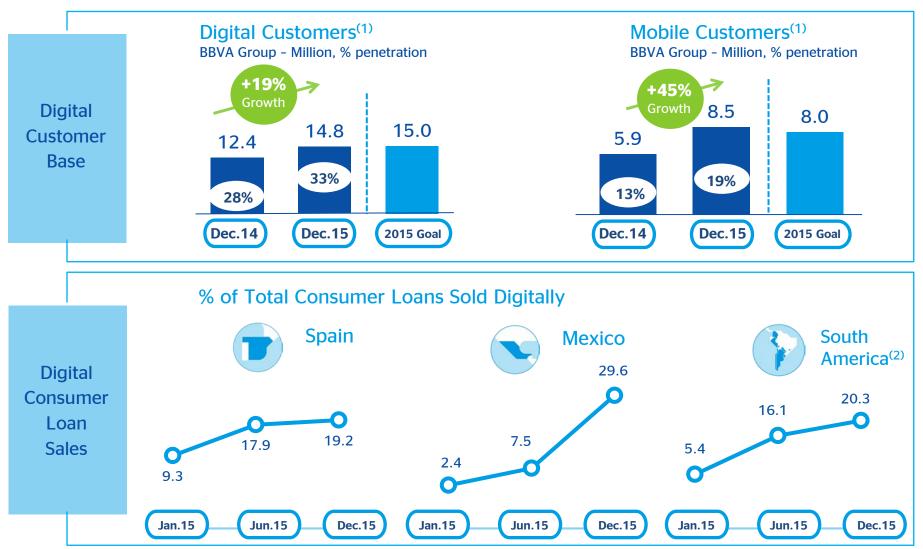
Leverage ratio

6.0%

(Fully-loaded)

LCR > 100%

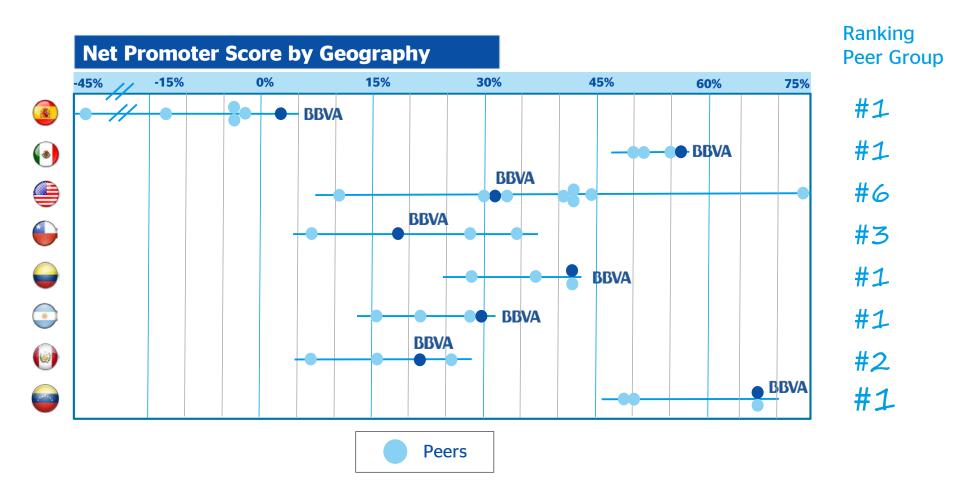
Driving Digital Sales



- (1) Figures include Turkey. South America figures as of November 2015
- (2) South America calculated as the average % of total consumer loans sold digitally in Argentina, Chile and Peru



Focused on Our Customers



Progressing in Our Transformation

Relationship model

- Expansion of remote manager model
- **)** Branch layout improvement
- Standarized interaction at branch and other channels

Digital sales & Products

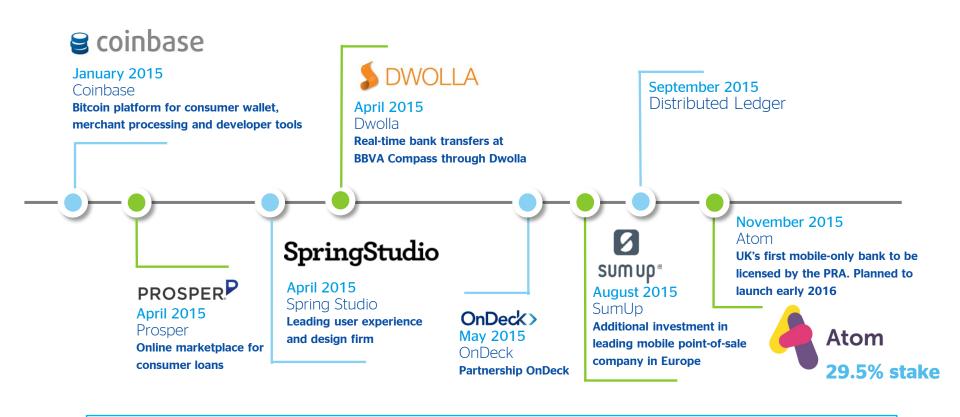
- Digital onboarding
- One click products
- **BBVA** wallet
- wite seguro que sí.
- FrancésGo

Functionalities

- ...Switch cards on/off anytime from mobile
- Payment of invoices from mobile app
- Digital (and deferred) signature
- Mobile cash
- In app identified caller
- Mobile in app appointment ...

10

Digital Investments & Partnerships



Portfolio

Venture Investments









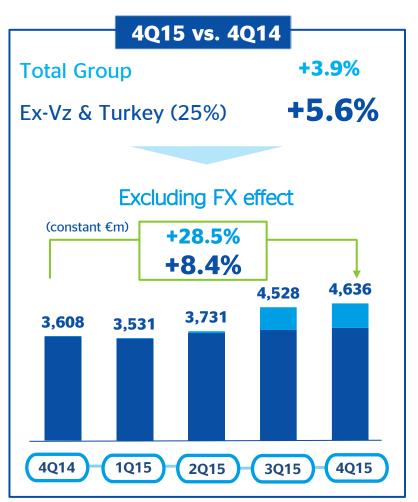
Ribbit Capital

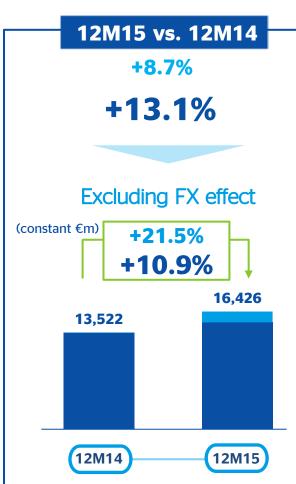
Digital M&A





Net Interest Income Growth





✓ Growth supported by activity

✓ Offsetting pressure on spreads

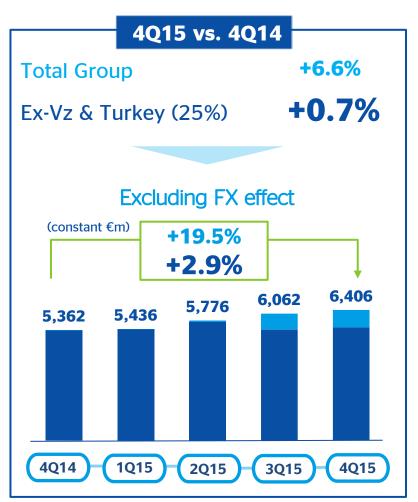
✓ Positive performance in all areas

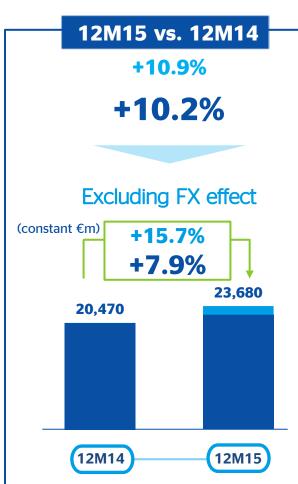
Vz & additional stake in Garanti

12

Earnings

Gross Income





✓ Double digit recurring revenue growth

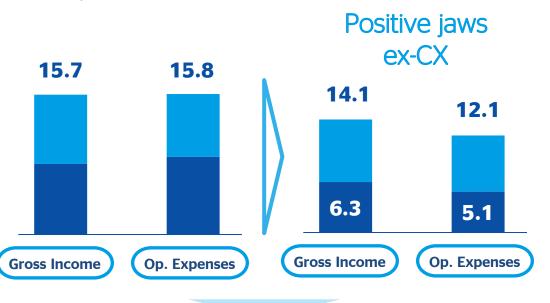
✓ No CNCB dividends

✓ DGF and Resolution Fund in Spain

Vz & additional stake in Garanti

Operating Expenses

Gross income vs operating expenses YoY (%), constant €m



Efficiency BBVA 12M15 vs. peer group 9M15,(%)

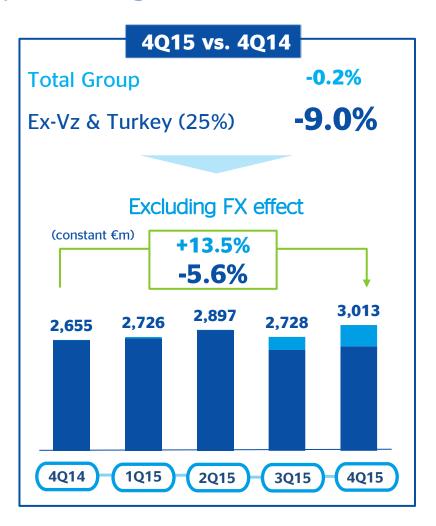


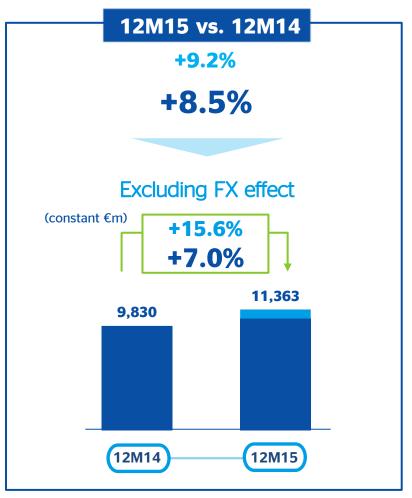
Synergy potential

Efficiency above peer average



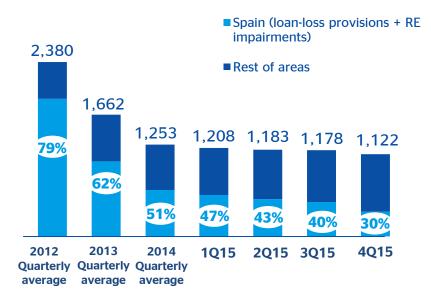
Operating Income





Cost of Risk

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



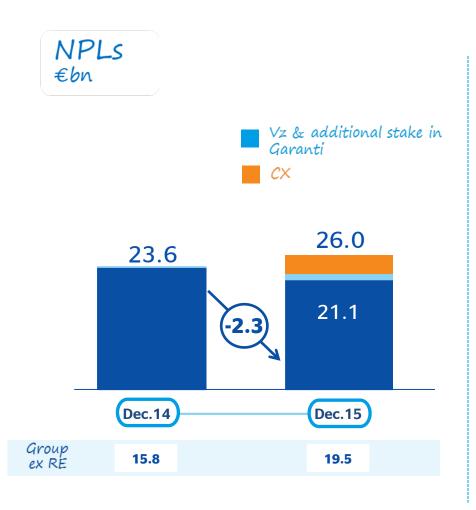
Cost of Risk YTD (%)

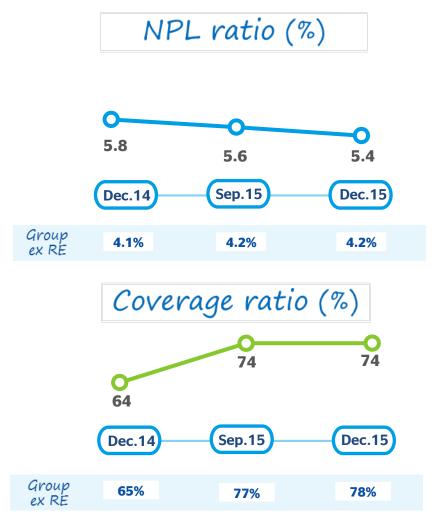


Dec.12 Dec.13 Dec.14 Mar.15 Jun.15 Sep.15 Dec.15

Risks

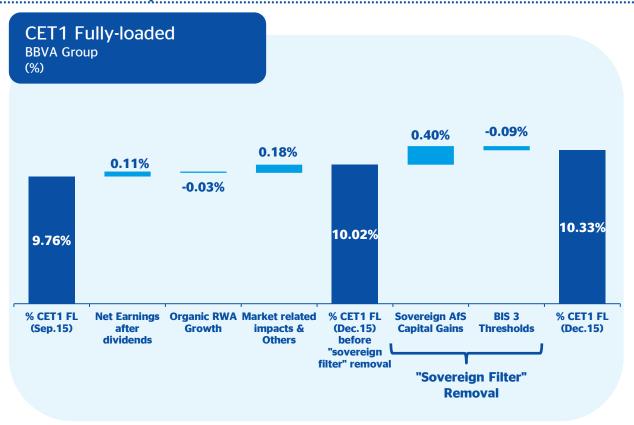
Indicators Continue to Improve

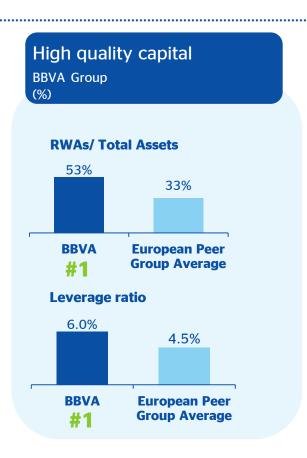




Capital

Solid Capital Position

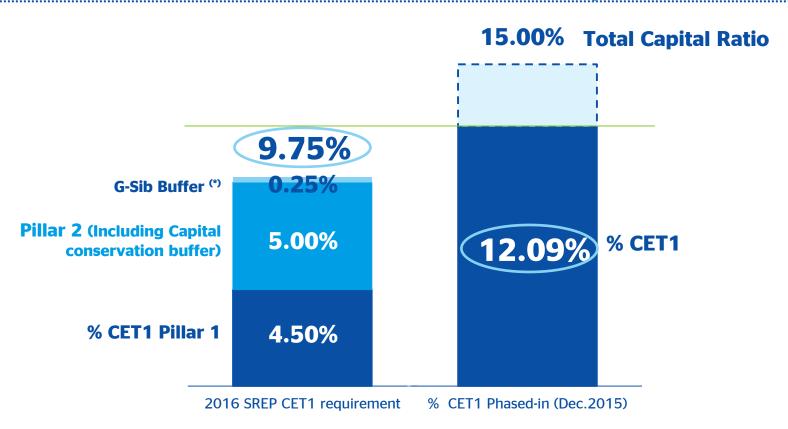




2015 Organic generation > 40 bps

Capital

Well above 2016 ECB minimum requirement



+234 bps CET1 buffer above SREP requirement

Business Areas



Business Areas 12M15 Earnings Breakdown

Net Attributable Profit (€m)

		Change		
Business Areas	12M15	12M15/12M14		
		%	% (constant)	
Spain	554	n.s.	n.s.	
Banking Activity	1,046	21.9%	21.9%	
Real Estate	-492	-45.4%	-45.4%	
USA	537	25.4%	5.2%	
Turkey ex additional stake of 14.89%	295	-5.0%	-1.1%	
Mexico	2,090	9.1%	8.8%	
South America ex Venezuela	905	7.9%	8.7%	
Rest of Eurasia	76	-70.4%	-70.6%	
Corporate Center ex Corporate Operations	-782	-37.4%	-37.4%	
Total ex Corporate Operations	3,675	49.7%	45.4%	

with CX

Gross Income ex

DGF and RF

impact: €1,709m

(+2.0% vs 3Q15)

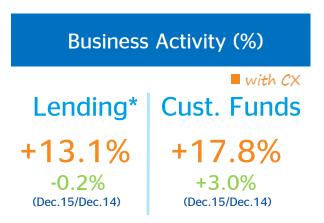
1,418

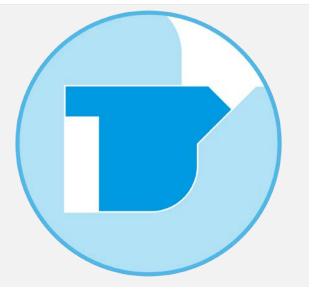
1,337

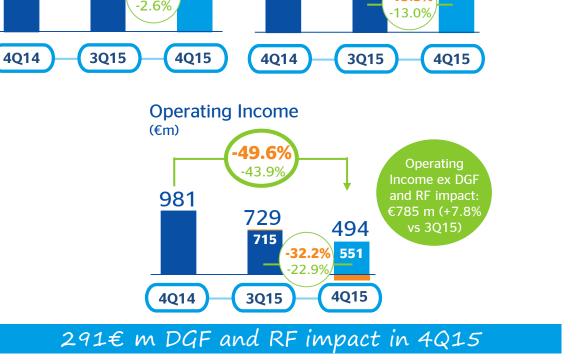
-15.3%

Spain Banking Activity

Activity and Results







Gross Income

-18.6%

1,675

1,537

(€m)

1,742

NII + Fees

+1.8%

-6.8%

1,427

1,304

1,387

1,270

-2.8%

(€m)

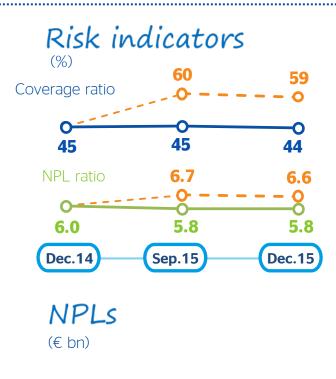
1,363

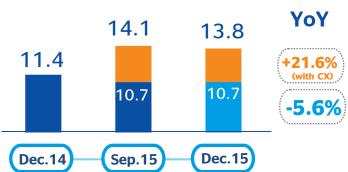
with CX

Spain Banking Activity

Risk

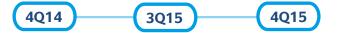












Spain Banking Activity Income Statement



(€m)

Banking activity in Spain	12M15	Change 12M15/12M14		
		Abs.	%	
Net Interest Income	4,000	+ 170	4.4	
Net fees and commisions	1,605	+ 152	10.5	
Net trading income	1,013	- 136	-11.9	
Other operating income and expenses	185	- 4	-1.9	
Gross Income	6,804	+ 183	2.8	
Operating expenses	-3,502	- 415	13.4	
Operating Income	3,302	- 232	-6.6	
Impairment on financial assets (net)	-1,332	+ 358	-21.2	
Provisions (net) and other gains (losses)	-478	+ 145	-23.3	
Income Before Tax	1,492	+ 272	22.3	
Non-controlling interests	-6	- 3	72.4	
Net Attributable Profit	1,046	+ 188	21.9	

✓ New Ioan production growth

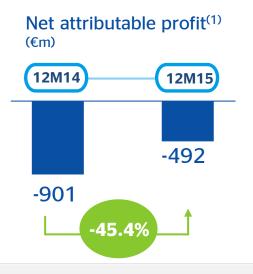
✓ Loan-loss provision reduction

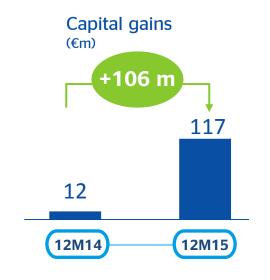
✓ Bottom line growth above 20% YoY

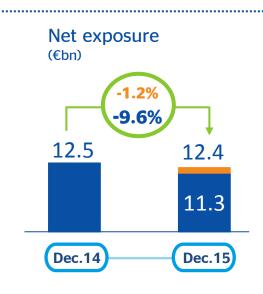
with CX

Spain

Real Estate Activity









- ✓ Reducing losses in more than € 400 m in the year
 - ✓ Reducing loan-loss and real-estate asset provisions
 - ✓ Increasing capital gains

Total Spain

Income Statement



(€m)

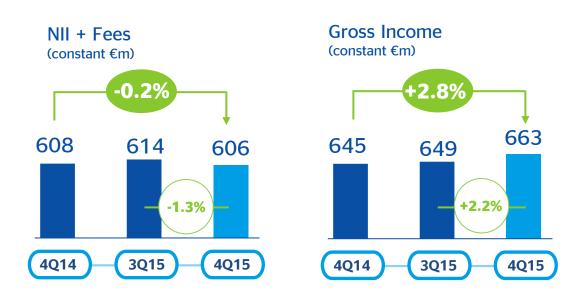
Total Spain	12M15	Change 12M15/12M14		
rotal Spain		Abs. %		
Net Interest Income	4,066	+ 275	7.2	
Net fees and commisions	1,607	+ 150	10.3	
Net trading income	1,018	- 129	-11.3	
Other operating income and expenses	96	+ 92	n.s.	
Gross Income	6,788	+ 387	6.0	
Operating expenses	-3,637	- 397	12.2	
Operating Income	3,151	- 10	-0.3	
Impairment on financial assets (net)	-1,511	+ 476	-24.0	
Provisions (net) and other gains (losses)	-861	+ 379	-30.5	
Income Before Tax	779	+ 845	n.s.	
Non-controlling interests	-7	- 6	n.s.	
Net Attributable Profit	554	+ 597	n.s.	

USA

Activity and Results

Business Activity (constant €, %) Lending* Cust. Funds +9.4% +7.7% (Dec.15/Dec.14) (Dec.15/Dec.14)











Risk indicators

(%)

Coverage ratio

167

153

NPL ratio

0.9

0.9

0.9

Dec.14

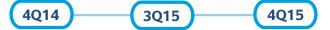
Sep.15

Dec.15

Cost of risk

(%)





USA

Income Statement



(Constant €m)

USA	12M15	Change 12M15/12M14		
55 /1		Abs.	%	
Net Interest Income	1,811	+ 85	4.9	
Net fees and commisions	616	- 46	-6.9	
Net trading income	207	+ 36	21.0	
Other operating income and expenses	18	+ 23	n.s.	
Gross Income	2,652	+ 98	3.8	
Operating expenses	-1,806	- 17	1.0	
Operating Income	846	+ 81	10.6	
Impairment on financial assets (net)	-142	- 60	72.6	
Provisions (net) and other gains (losses)	1	+ 14	n.s.	
Income Before Tax	705	+ 35	5.2	
Non-controlling interests	0	- 0	4.4	
Net Attributable Profit	537	+ 26	5.2	

✓ Activity growth of around 10%

✓ Gradual interest rate hike

✓ Operating income double-digit growth

Turkey

Activity and Results

Business Activity

(constant €, %)

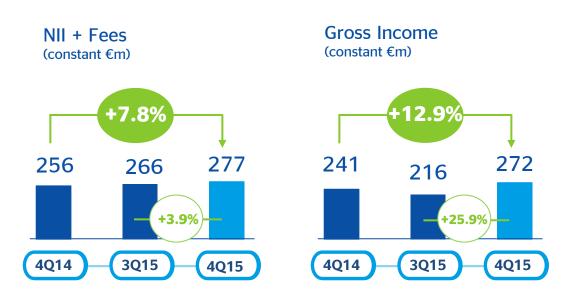
(Dec.15/Dec.14)

Lending* | Cust. Funds

+18.8% +21.0%

(Dec.15/Dec.14)





Operating Income (constant €m)



Note: Activity excludes repos Note: Figures exclude the impacts of the acquisition of an additional 14.89% stake in Garanti



Risk







Turkey

Income Statement



(Constant €m)

		Change 12M15/12M14				
Turkey	12M15	Abs.	%	ex additional stake Abs.	ex additional stake %	
Net Interest Income	2,194	+ 1,488	n.s.	+ 144	20.4	
Net fees and commisions	471	+ 288	n.s.	+ 4	2.2	
Net trading income	-273	- 274	n.s.	- 85	n.s.	
Other operating income and expenses	42	+ 25	n.s.	- 0	-0.8	
Gross Income	2,434	+ 1,526	n.s.	+ 63	7.0	
Operating expenses	-1,160	- 781	n.s.	- 68	18.0	
Operating Income	1,273	+ 745	n.s.	- 5	-1.0	
Impairment on financial assets (net)	-422	- 282	n.s.	- 15	10.9	
Provisions (net) and other gains (losses)	2	+ 12	n.s.	+ 11	n.s.	
Income Before Tax	853	+ 476	n.s.	- 9	- 2.4	
Non-controlling interests	-316	- 316	n.s.	+ 0	n.s.	
Net Attributable Profit	371	+ 73	24.4	- 3	- 1.1	

✓ Excellent NII performance

✓ Negative Trading Income

✓ Above average asset quality indicators

Mexico

Activity and Results









Mexico

Risk



Risk indicators

(%)



Cost of risk

(%)



4Q14 3Q15 4Q15

Mexico

Income Statement



(Constant €m)

Mexico	12M15	Change 12M15/12M14		
		Abs.	%	
Net Interest Income	5,393	+ 469	9.5	
Net fees and commisions	1,223	+ 54	4.6	
Net trading income	196	+ 0	0.2	
Other operating income and expenses	257	+ 6	2.3	
Gross Income	7,069	+ 530	8.1	
Operating expenses	-2,613	- 200	8.3	
Operating Income	4,456	+ 329	8.0	
Impairment on financial assets (net)	-1,633	- 112	7.4	
Provisions (net) and other gains (losses)	-53	+ 26	-32.5	
Income Before Tax	2,769	+ 243	9.6	
Non-controlling interests	-1	- 0	10.3	
Net Attributable Profit	2,090	+ 170	8.8	

✓ Double-digit business activity growth

✓ Portfolio mix change

✓ Sound risk indicators

South America ex Venezuela

Activity and Results



(constant €, %)

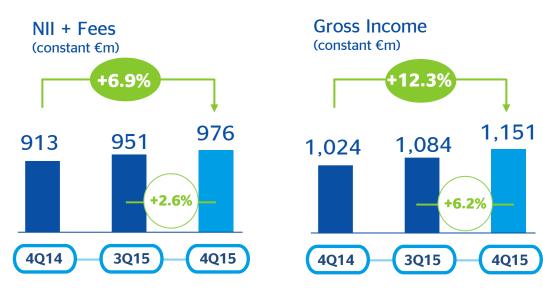
(Dec.15/Dec.14)

Lending* Cust. Funds

+15.7% +17.1%

(Dec.15/Dec.14)









South America ex Venezuela

Risk





Coverage ratio





Cost of risk





South America ex Venezuela Income Statement



(Constant €m)

	401147	Change		
South America ex Venezuela	12M15	12M15/12M14		
		Abs.	%	
Net Interest Income	3,044	+ 270	9.7	
Net fees and commisions	694	+ 79	12.8	
Net trading income	453	+ 74	19.4	
Other operating income and expenses	107	+ 22 26.3		
Gross Income	4,299	+ 445	11.5	
Operating expenses	-1,920	- 223	13.2	
Operating Income	2,379	+ 222	10.3	
Impairment on financial assets (net)	-598	- 125	26.4	
Provisions (net) and other gains (losses)	-37	+ 82	-69.3	
Income Before Tax	1,745	+ 179	11.4	
Non-controlling interests	-343	+ 3	-0.8	
Net Attributable Profit	905	+ 72	8.7	

✓ Strong activity increase

✓ Robust core revenues generation

✓ Stable risk indicators

Conclusions and Future Trends

Resilience despite macro uncertainties

Good activity levels

Provisions decrease in Spain

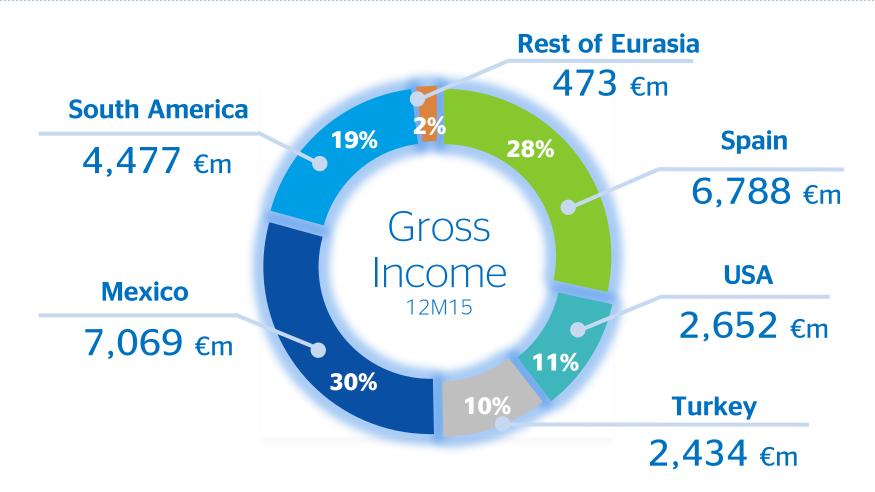
Earnings growth

Transformation execution

Annex

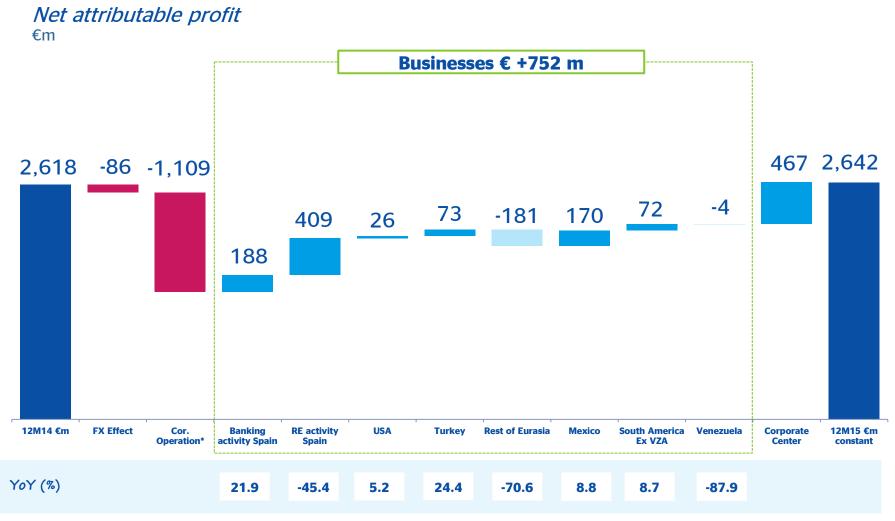
Gross Income

Breakdown



Group

Earnings

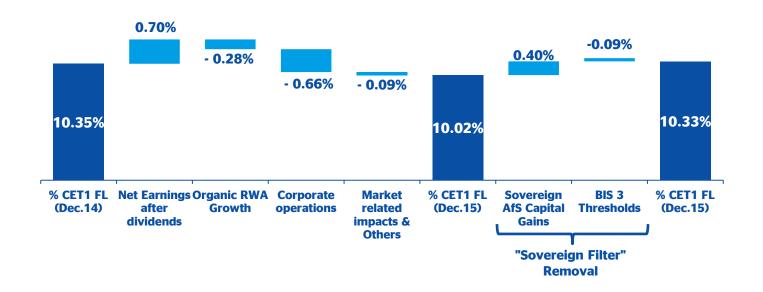


^{*} Includes impact of lower dividends received from CNCB.

Group

Capital: 2015 CET 1 Fully Loaded

CET 1 Fully-loaded
BBVA Group
(%)



Real Estate Activity in Spain

Risk



Real Estate Activity in Spain

Income Statement

Real Estate Activity in Spain	12M15	Change 12M15/12M14		
		Abs.	%	
Net Interest Income	66	+ 104	n.s.	
Net fees and commisions	2	- 2	-51.3	
Net trading income	5	+ 7	n.s.	
Other operating income and expenses	-89	+ 95 -51.7		
Gross Income	-16	+ 204	-92.9	
Operating expenses	-135	+ 18	-11.9	
Operating Income	-150	+ 222	-59.7	
Impairment on financial assets (net)	-179	+ 118	-39.7	
Provisions (net) and other gains (losses)	-383	+ 233	-37.8	
Income Before Tax	-713	+ 574	- 44.6	
Non-controlling interests	-1	- 4	n.s.	
Net Attributable Profit	-492	+ 409	- 45.4	

Rest of Eurasia Income Statement

		Change			
Rest of Eurasia	12M15	12M15/12M14			
		Abs.	%		
Net Interest Income	183	- 5	-2.9		
Net fees and commisions	170	- 17	-9.2		
Net trading income	125	- 25	-16.5		
Other operating income and expenses	-6	- 216 n.s.			
Gross Income	473	- 263	-35.8		
Operating expenses	-352	- 9	2.6		
Operating Income	121	- 272	-69.2		
Impairment on financial assets (net)	-4	+ 52	-93.3		
Provisions (net) and other gains (losses)	-6	+ 10	-61.8		
Income Before Tax	111	- 209	- 65.4		
Net Attributable Profit	76	- 179	- 70.4		

Venezuela

Income Statement

		Change			
Venezuela	12M15	12M15/12M14			
venezuela		Abs.	%	Abs. constant	% constant
Net Interest Income	158	- 1,767	-91.8	+ 98	n.s.
Net fees and commisions	23	- 280	-92.4	+ 14	n.s.
Net trading income	142	+ 31	28.2	+ 138	n.s.
Other operating income and expenses	-145	+ 829	-85.1	- 115	n.s.
Gross Income	178	- 1,186	-87.0	+ 135	n.s.
Operating expenses	-59	+ 574	-90.6	- 39	n.s.
Operating Income	119	- 612	-83.8	+ 96	n.s.
Impairment on financial assets (net)	-16	+ 214	-93.2	- 8	n.s.
Provisions (net) and other gains (losses)	-34	+ 71	-67.5	- 31	n.s.
Income Before Tax	69	- 327	- 82.6	+ 57	n.s.
Non-controlling interests	0	+ 131	n.s.	+ 4	-97.8
Net Attributable Profit	1	- 162	n.s.	- 4	- 87.9

Corporate Center
Income Statement

Company to Company	400445	Change		
Corporate Center	12M15	12M15/12M14 Abs. %		
Net Interest Income	-424	+ 226	-34.8	
Net fees and commisions	-100	- 9	10.1	
Net trading income	141	+ 126	n.s.	
Other operating income and expenses	172	+ 19	12.3	
Gross Income	-212	+ 362	-63.1	
Operating expenses	-770	- 17	2.2	
Operating Income	-982	+ 346	-26.0	
Impairment on financial assets (net)	-13	- 9	n.s.	
Provisions (net) and other gains (losses)	-157	+ 125	-44.4	
Income Before Tax	-1,152	+ 462	- 28.6	
Non-controlling interests	-19	- 17	n.s.	
Net Attributable Profit	-1,891	- 642	51.4	

Group

Activity Growth

Dec-15 vs. Dec-14 (constant €, %)

	Gross loans	Customer Funds
Spain *	+13.1%	+17.8%
USA	+9.4%	+7.7%
Turkey**	+18.8%	+21.0%
Mexico	+10.7%	+12.2%
South America***	+15.7%	+17.1%

Customer Spreads

2Q15: 1.96% ex CX 3Q15: 1.98% ex CX 4Q15: 1.92% ex CX

Avei	age	э, €
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Customer Spreads	4Q14	1Q15	2Q15	3Q15	4Q15	12M14	12M15
Spain	1.94%	1.93%	1.88%	1.83%	1.76%	1.87%	1.85%
USA	3.18%	3.13%	3.11%	3.10%	3.10%	3.22%	3.11%
Mexico	11.23%	10.94%	10.89%	10.59%	10.80%	11.22%	10.81%
Argentina	17.34%	16.70%	15.99%	15.31%	14.94%	15.94%	15.74%
Chile	4.80%	2.84%	4.56%	4.66%	3.96%	4.17%	4.01%
Colombia	6.31%	6.49%	6.33%	6.08%	5.88%	6.68%	6.20%
Peru	7.36%	7.23%	7.23%	7.03%	7.27%	7.36%	7.19%
Venezuela	17.94%	17.71%	16.65%	18.29%	18.86%	17.37%	17.96%
Turkey	4.67%	4.56%	4.69%	4.90%	4.73%	4.05%	4.72%

Note 1: USA ex NY Business Activity

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



2015 Results

Carlos Torres Vila
Chief Executive Officer

Madrid, February 3rd 2016