

Strength of earnings and fundamentals

# **Third quarter 2009**

#### Madrid, October 27th 2009

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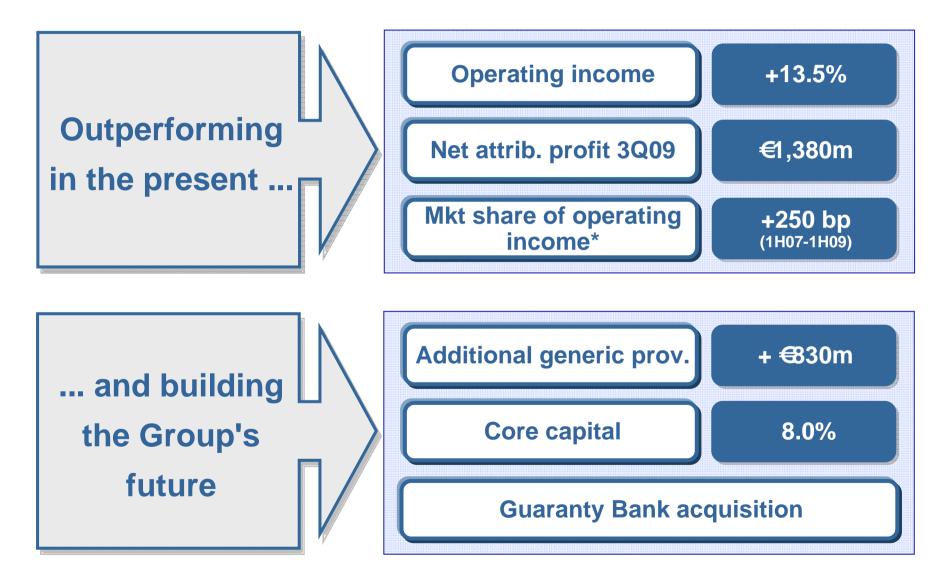
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#### **Strength to build the future**



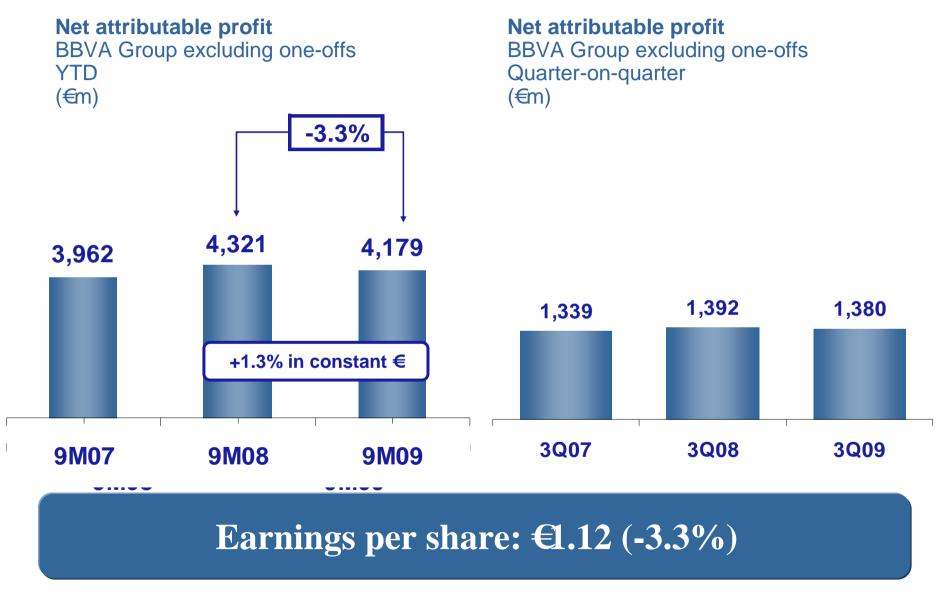


## Highly positive developments in 3Q09...



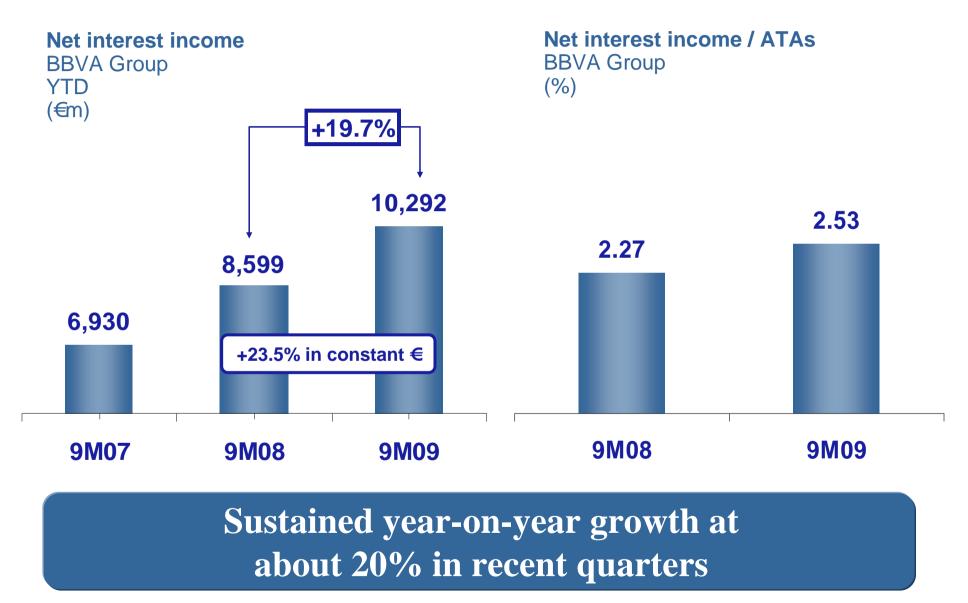


#### **High recurrent earnings despite environment**



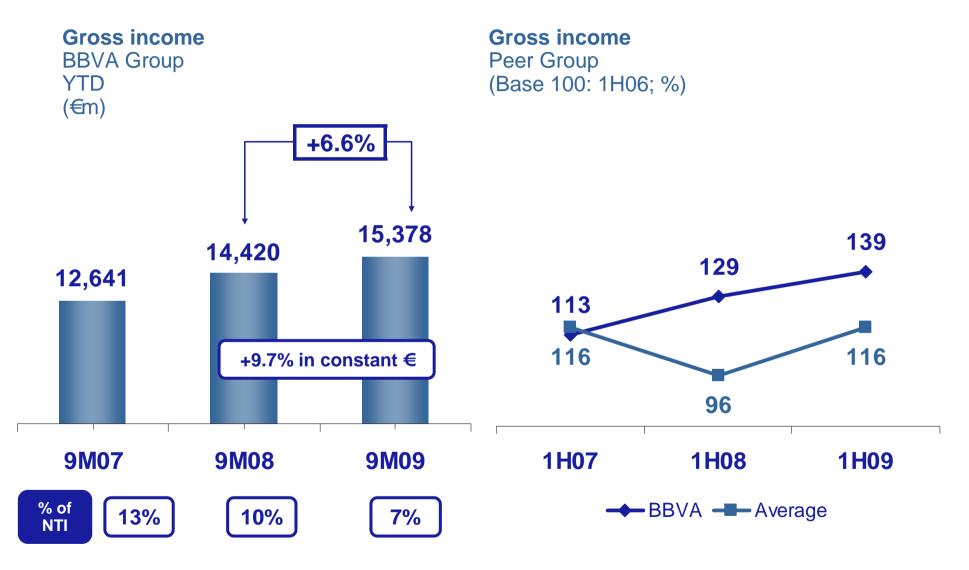


#### **Buoyant net interest income ...**



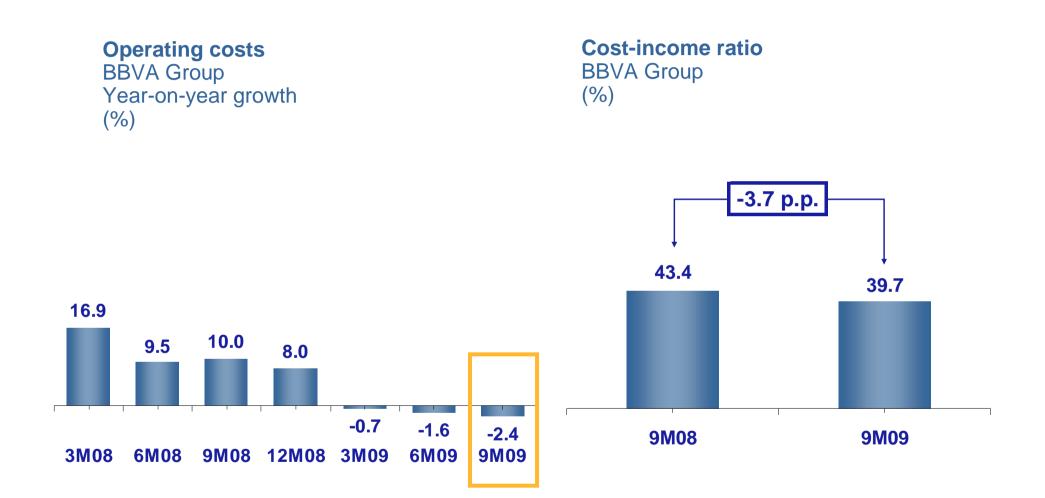


#### ... plus high quality gross income with little volatility



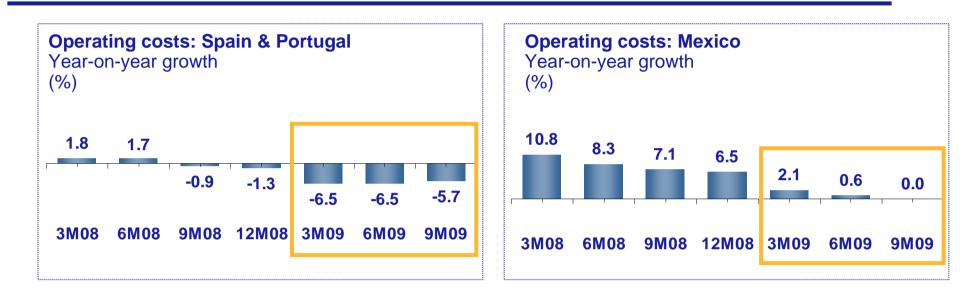
Peers: BARCL, BBVA, BNPP, CASA, CMZ, CS, DB, HSBC, ISP, RBS, SAN, SG, UBS, LBG & UCI. For periods prior to 2009: HBOS and LLOYDS instead of LBG.

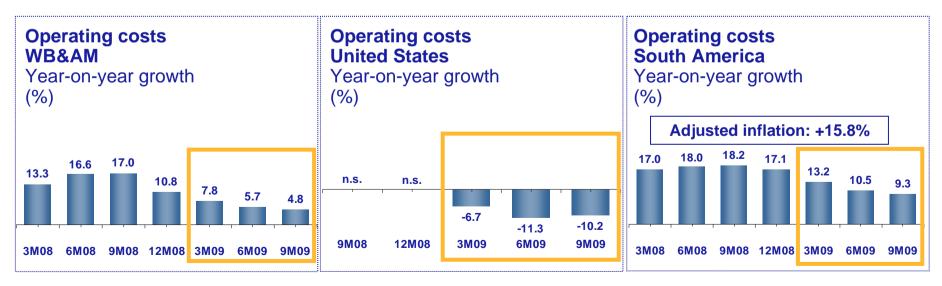
#### New benefits from the Transformation Plan . . .





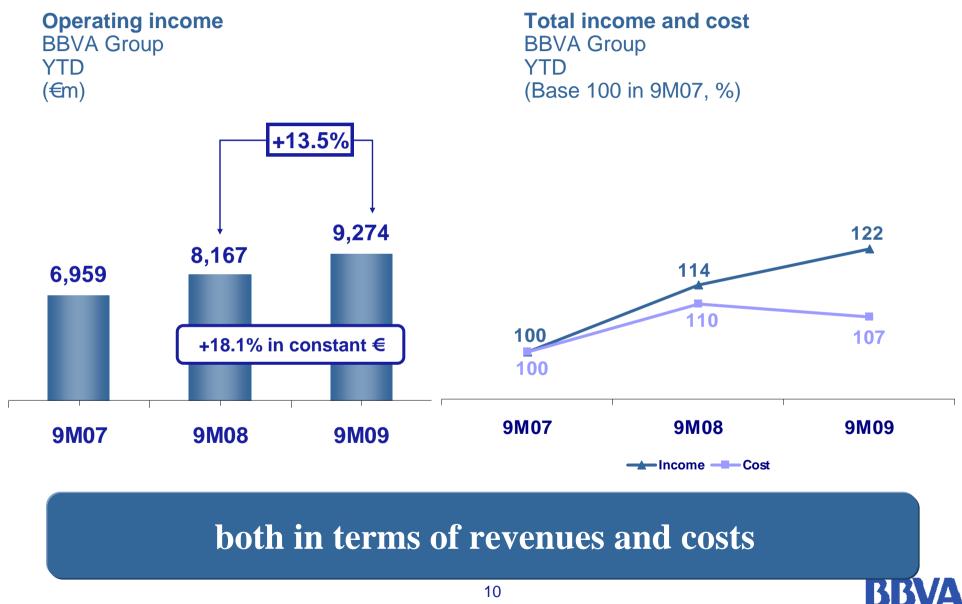
#### ... especially in Spain, Mexico and United States







## Strong growth of operating income, a critical management variable ...



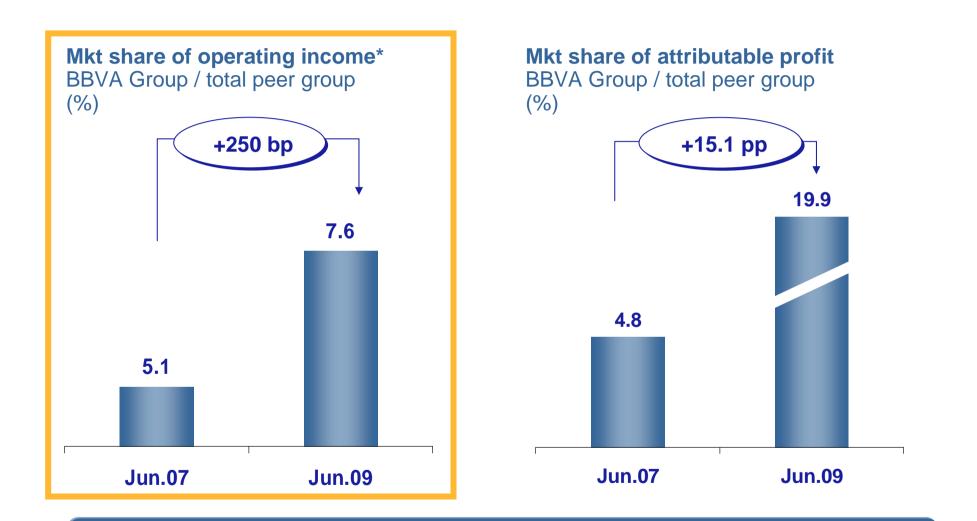
#### ... in all business areas ...

Operating income by business area Year-on-year growth Constant € (%)





#### ... confirming BBVA's relative strength ...

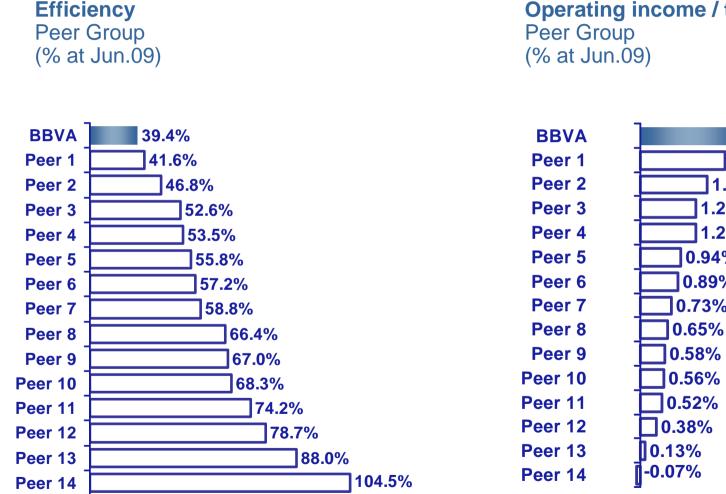


#### Gap widens during the crisis

Peers: BARCL, BBVA, BNPP, CASA, CMZ, CS, DB, HSBC, ISP, RBS, SAN, SG, UBS, LBG & UCI. For periods prior to 2009: HBOS and LLOYDS instead of LBG. \* Operating income = gross income – operating costs



## ... and confirming us as the leader in efficiency and profitability



**Operating income / total assets** 

2.32%

1.97%

1.56%

1.29%

1.29%

0.94%

0.89%

0.73%

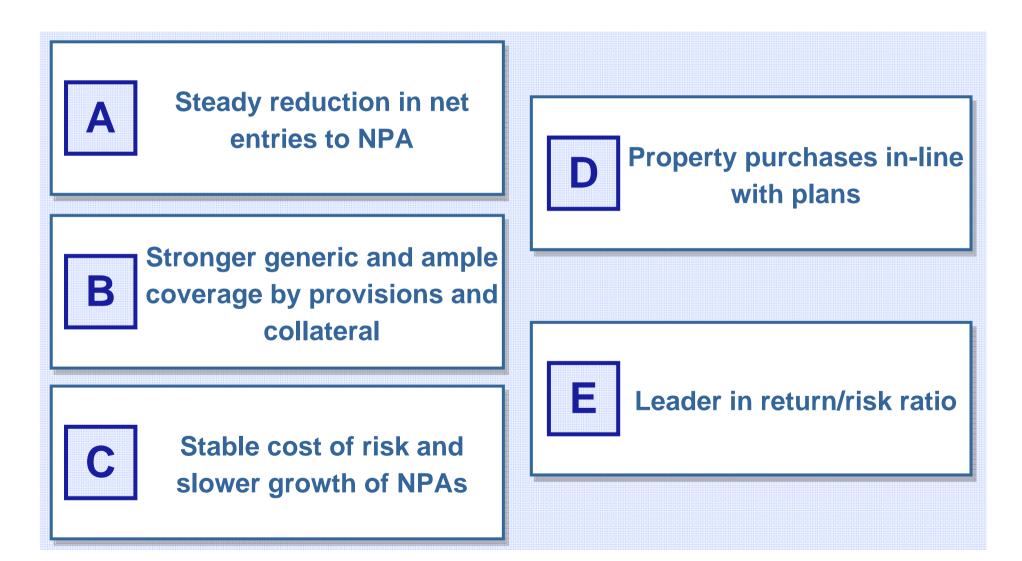


## Highly positive developments in 3Q09...





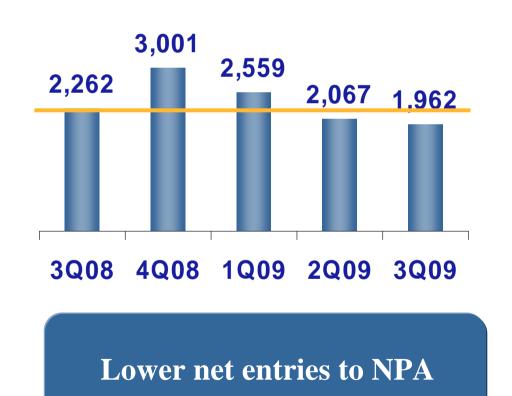
## Appropriate risk management in each phase of cycle







Net entries to NPA BBVA Group Quarter-on-quarter (€m) Recoveries / entries to NPA BBVA Group Quarter-by-quarter (%)

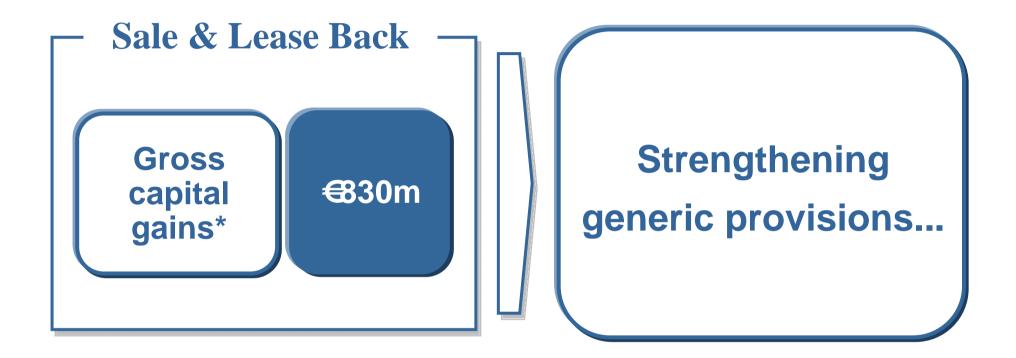


44.4% 45.1% 32.4% 27.9% 29.6% 3008 4008 1009 2009 3009

Efficiency of debt recovery improves despite seasonal factor





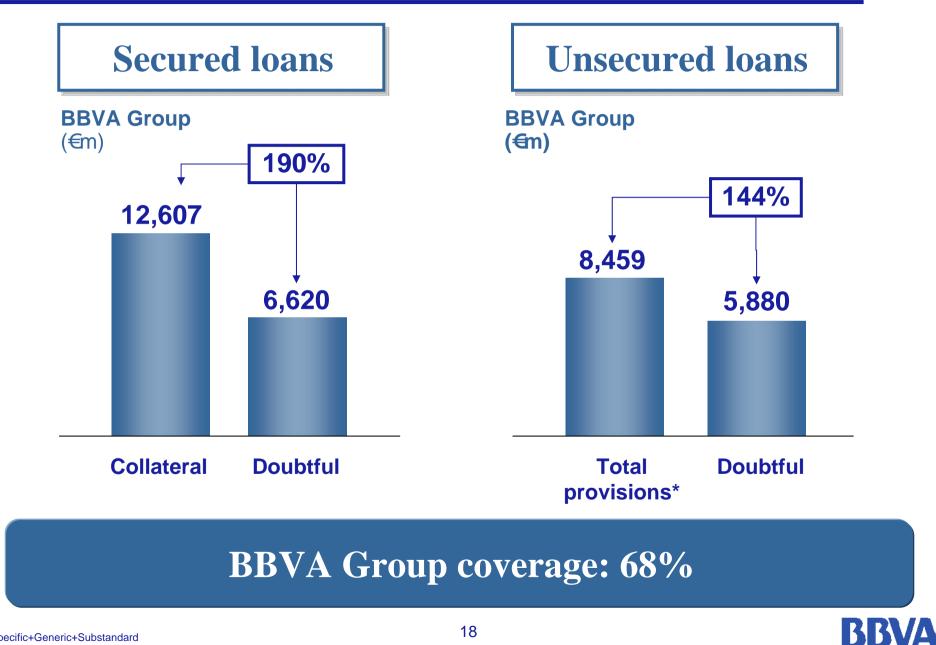


## Total generic and substandard provisions: €4,655m





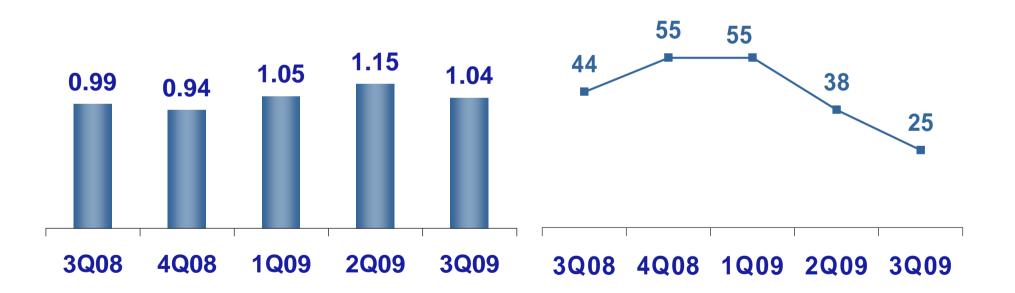
#### ... and ample coverage by provisions and collateral





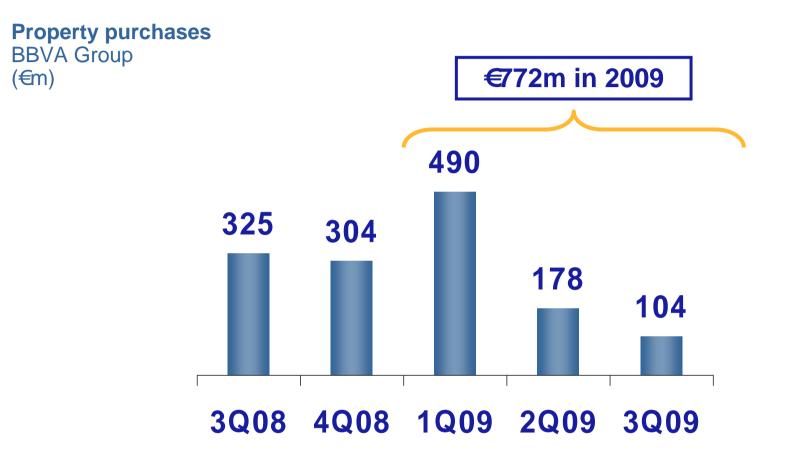
**Cost of risk** 

BBVA excl. additional generic provision Quarter-by-quarter (%) NPA ratio BBVA Group Quarter-by-quarter growth (Basis points)





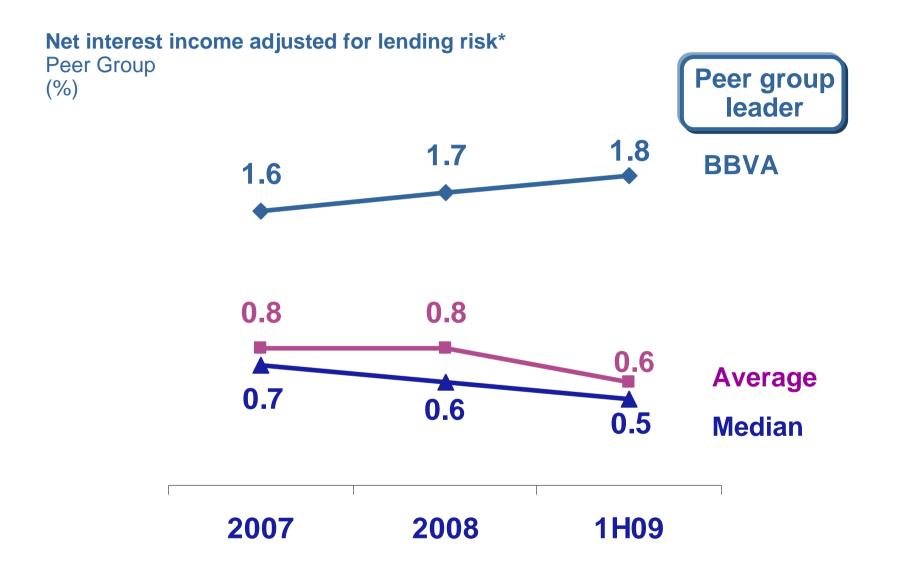




Total stock of properties (net): €1,094m 23% of coverage











## Highly positive developments in 3Q09...





#### **Recurrency of earnings . . .**

#### Net attributable profit

BBVA Group excluding one-offs (€m)

BBVA Group	Accum.	Annual Growth 9M09/9M08		Annual Growth 1H09/1H08
	9M09	Abs.	%	%
Net Interest Income	10,292	+ 1,694	19.7%	23.5%
Gross Income	15,378	+ 959	6.6%	7.8%
Operating Income	9,274	+ 1,106	13.5%	15.0%
Income Before Tax	5,950	- 91	-1.5%	-5.5%
Net Income	4,532	- 57	-1.2%	-1.8%
Net Attributable Profit	4,179	- 142	-3.3%	-4.4%

One-offs in 9M08 after tax: +€180m (Bradesco +€509m and early retirements -€329m)



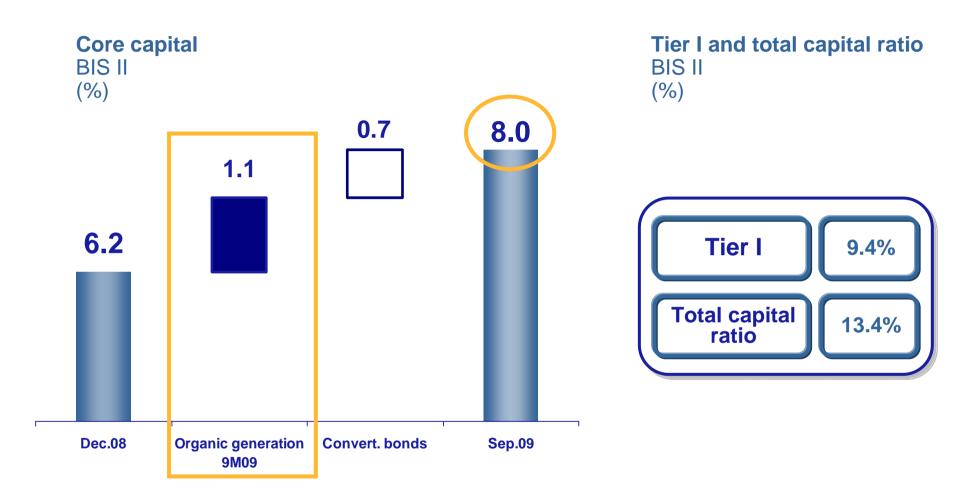
#### **Recurrency of earnings . . .**

Net attributable profit BBVA Group (€m)

BBVA Group	Accum.	Annual Growth 9M09/9M08		Annuai Growth 1H09/1H08
	9M09	Abs.	%	%
Net Interest Income	10,292	+ 1,694	19.7%	23.5%
Gross Income	15,378	+ 959	6.6%	7.8%
Operating Income	9,274	+ 1,106	13.5%	15.0%
Income Before Tax	5,950	- 348	-5.5%	-10.9%
Net Income	4,532	- 236	-5.0%	-7.2%
Net Attributable Profit	4,179	- 322	-7.2%	-10.0%



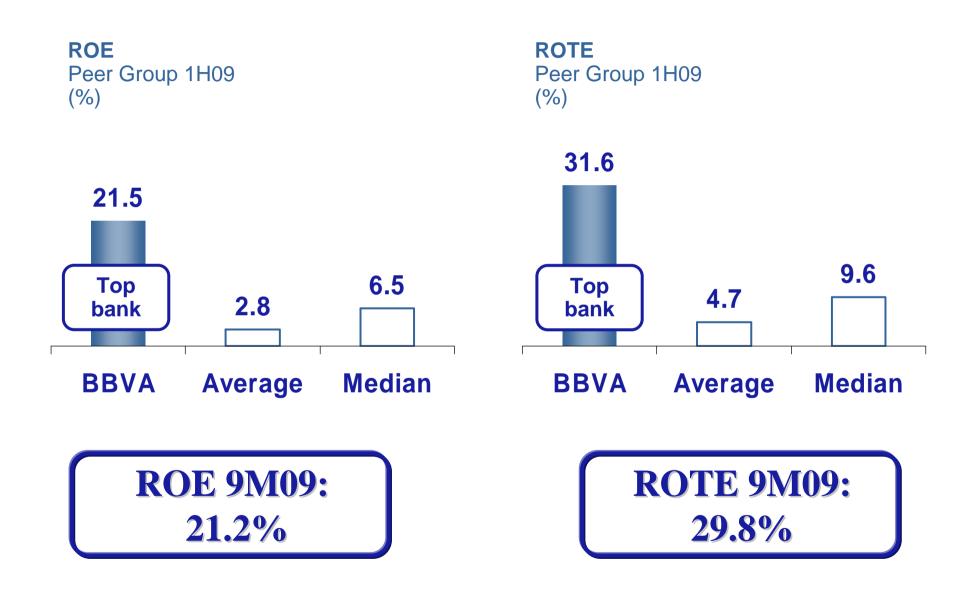
#### ... and a sharp increase in core capital



Organic capital generated in the third quarter of the year 2009: about €1,000m

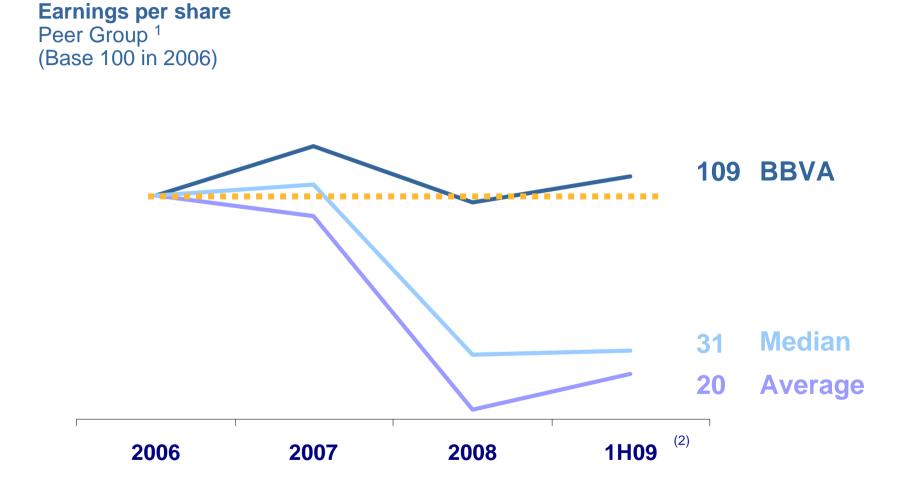


## **Exceptionally high levels of profitability...**



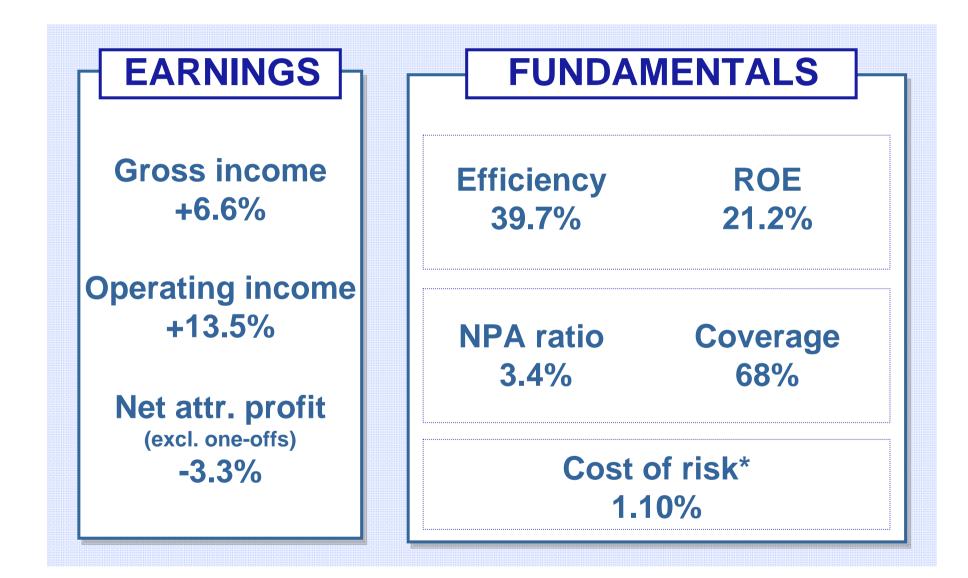


#### ... which results in superior earnings per share





#### **BBVA Group: key figures for 9M09**



\* Cost of risk 9M09 excluding additional generic povisioning



## Highly positive developments in 3Q09...

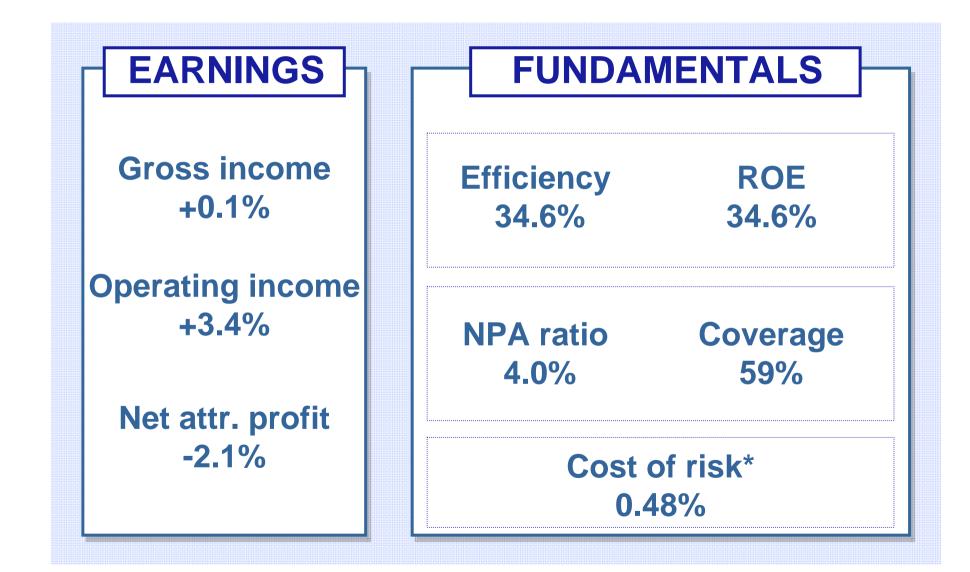






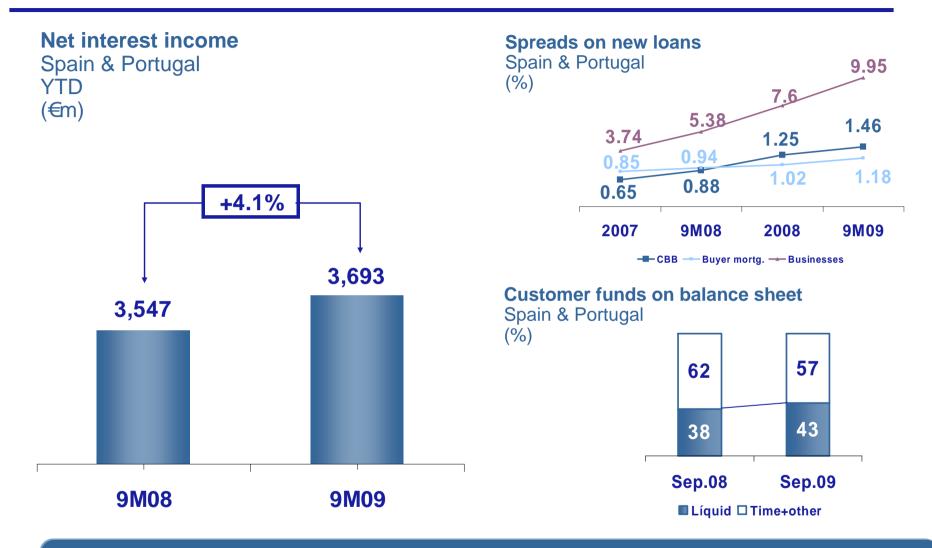


#### **Spain & Portugal: key figures for 9M09**





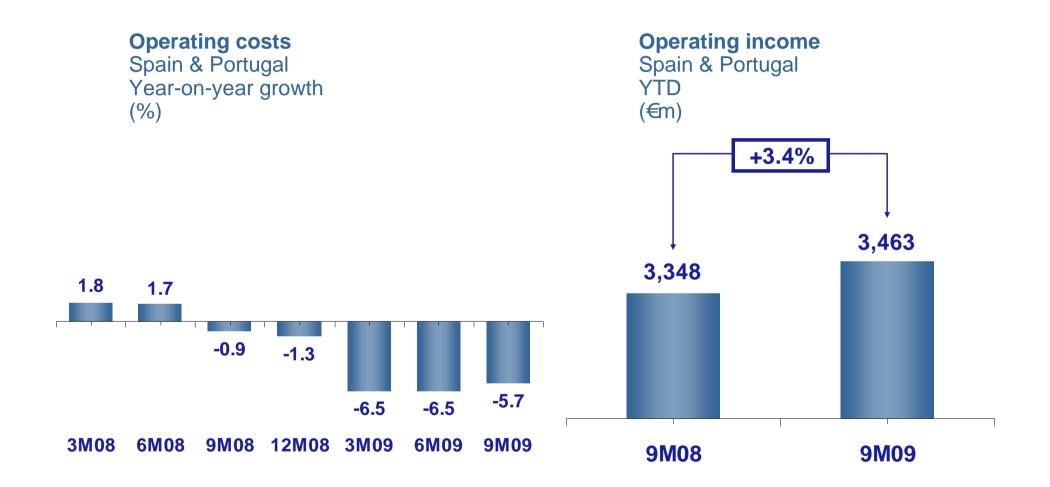
## Spain & Portugal: highlights in 9M09



**Appropriate pricing and anticipation of environment** 

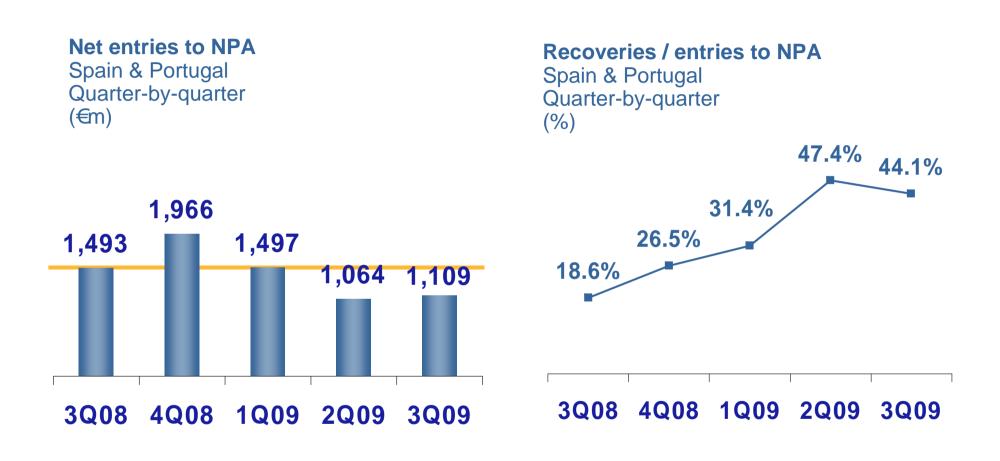


#### Spain & Portugal: highlights in 9M09





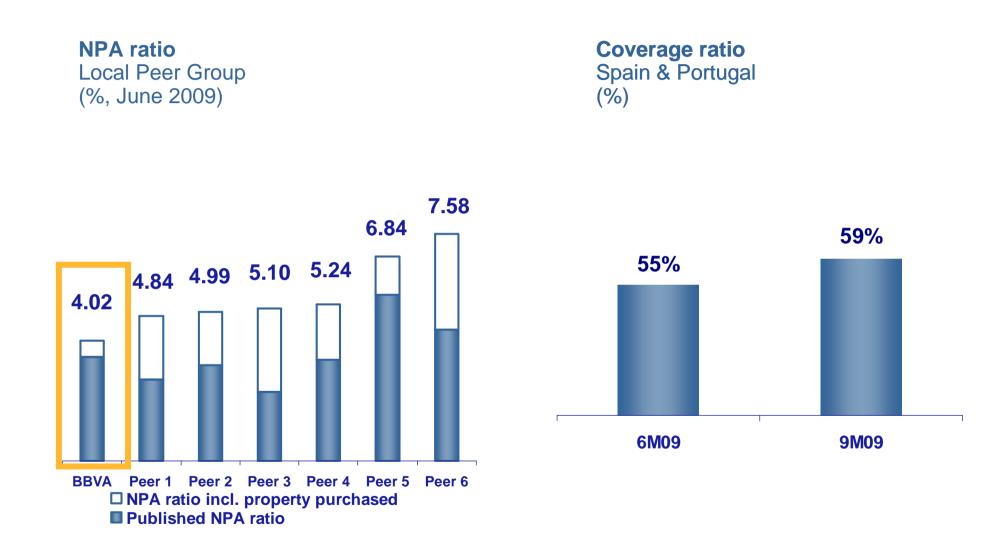
#### **Spain & Portugal: net entries to NPA**



Gross entries to NPA down 2% in quarter but recovery decline in August (seasonal effect)

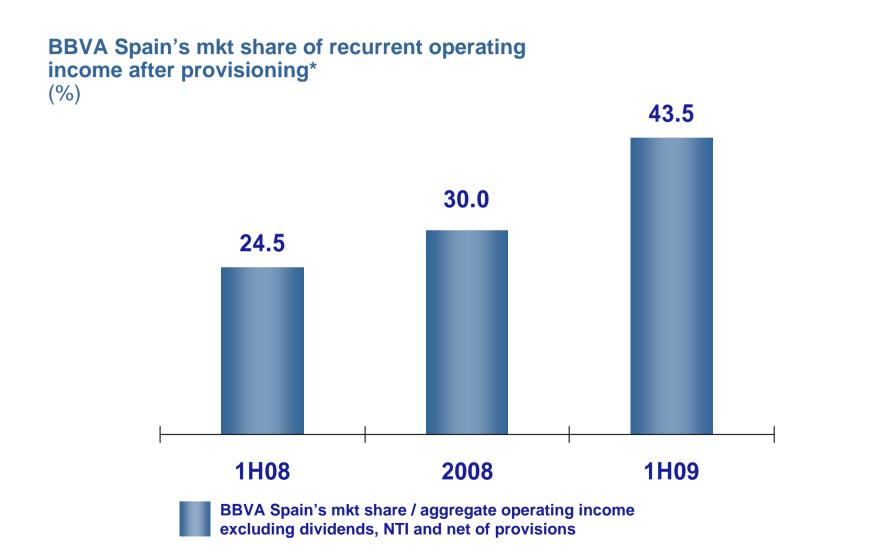


#### **Spain & Portugal: superior risk management**





#### **Spain & Portugal: we continue to strengthen our** franchise



\* Aggregate: BBVA Spain, SAN Spain (SAN + Banesto network), Popular, Sabadell, Caixa and Caja Madrid; includes Corporate Activities and WB&AM of BBVA Spain and SAN Spain. 36 BBVA Spain excludes Portugal and consumer finance.



#### **(€**m)

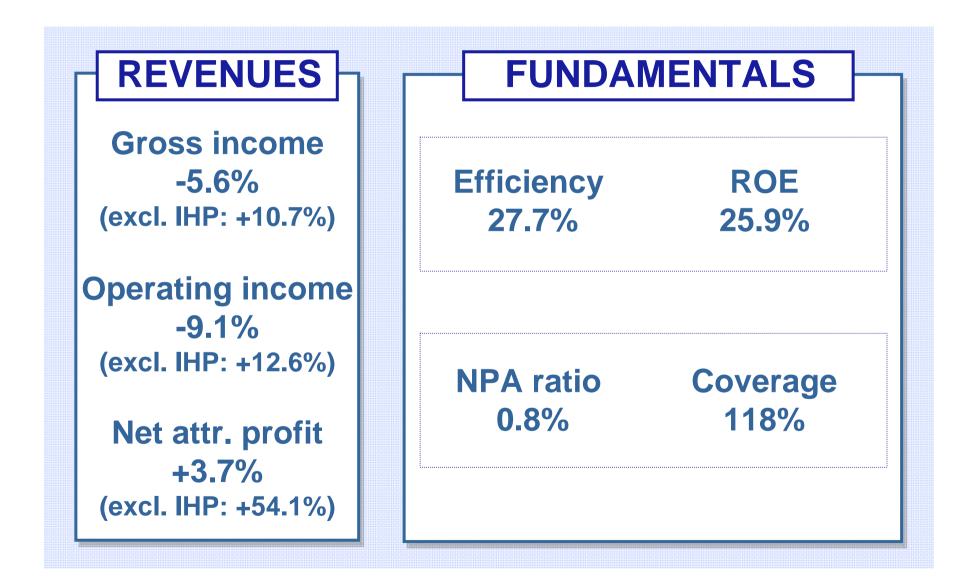
Spain & Portugal	Accum.	Annual Growth 9M09/9M08		Annual Growth 1H09/1H08
	9M09	Abs.	%	%
Net Interest Income	3,693	+ 146	4.1%	5.4%
Gross Income	5,293	+ 3	0.1%	1.3%
Operating Income	3,463	+ 114	3.4%	5.9%
Income Before Tax	2,672	- 79	-2.9%	-2.9%
Net Attributable Profit	1,877	- 40	-2.1%	-1.7%





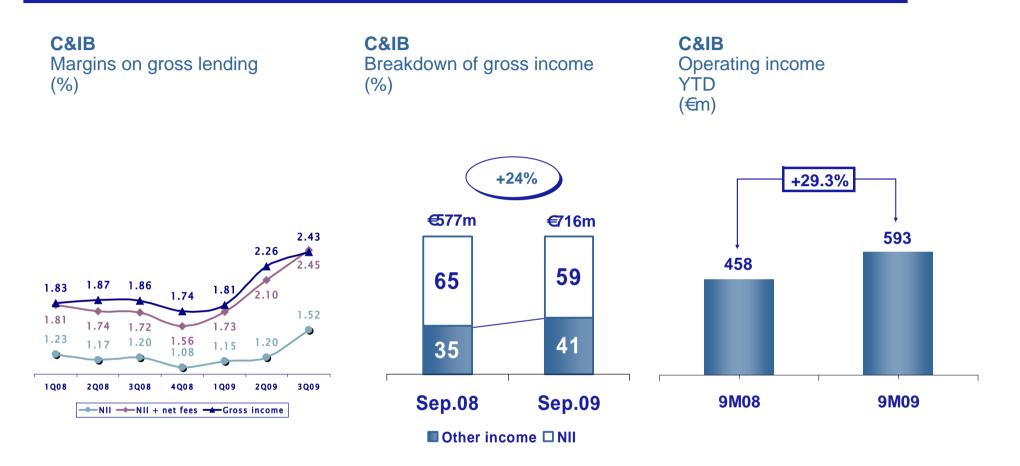


#### **WB&AM: key figures for 9M09**





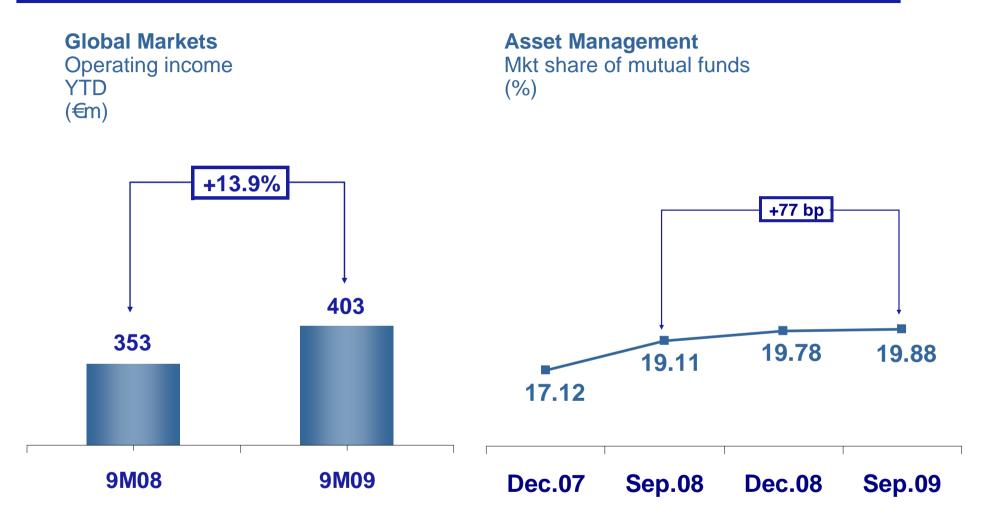
## **WB&AM: high quality revenues in C&IB**



Net fee income in C&IB: +53%



## **WB&AM: recurrent operating income in Markets**



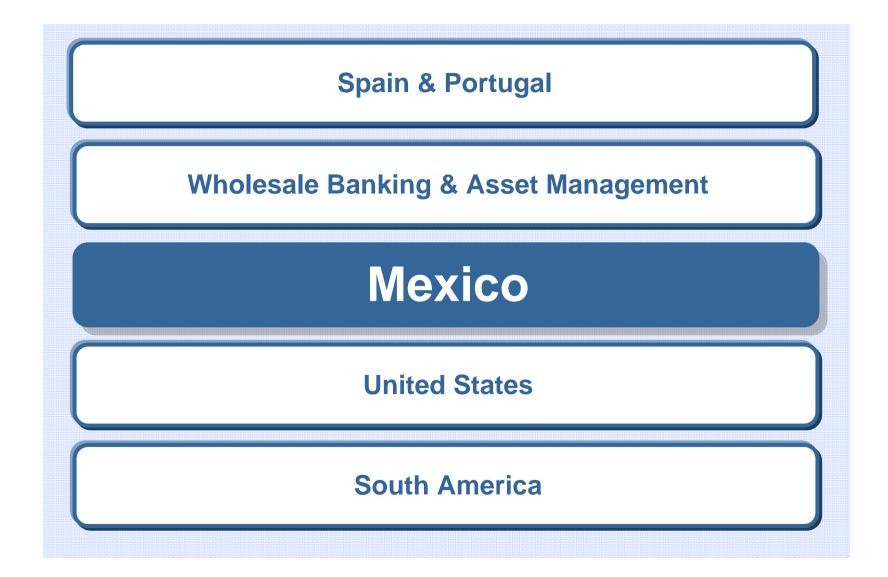
Growth of customer revenues in Global Markets Europe (excl. Spain) +70%

#### **(€m)**

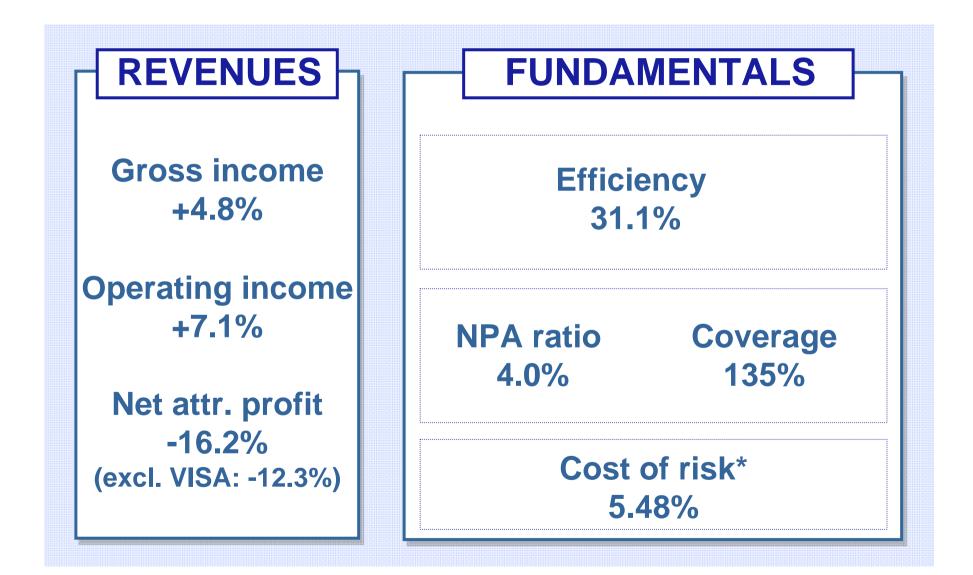
Wholesale Banking & Asset Management	Accum.	Annual Growth 9M09/9M08		Annuai Growth 1H09/1H08
	9M09	Abs.	%	%
Gross Income	1,403	- 83	-5.6%	0.2%
Operating Income	1,015	- 101	<b>-9.1%</b>	-1.6%
Income Before Tax	1,066	+ 147	16.0%	6.7%
Net Attributable Profit	770	+ 27	3.7%	-3.3%

Operating income excl. IHP: €952m (+12.6%) Net attrib. profit excl. IHP: €718m (+54.1%)



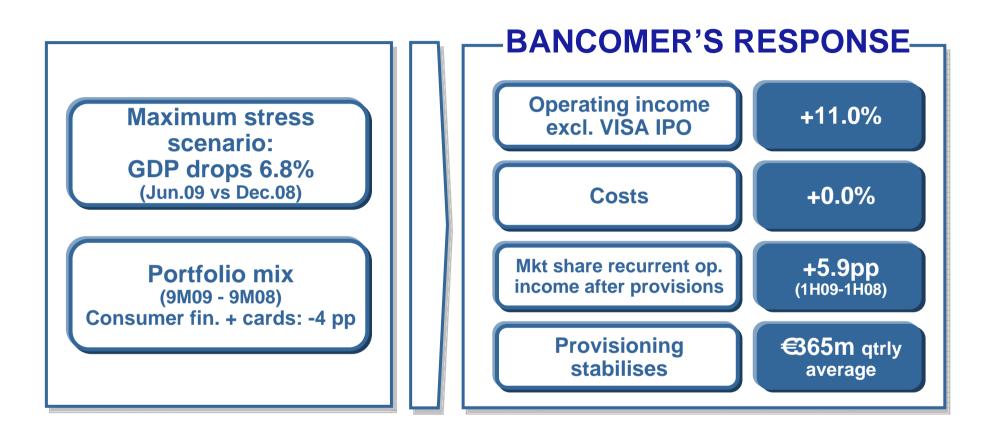








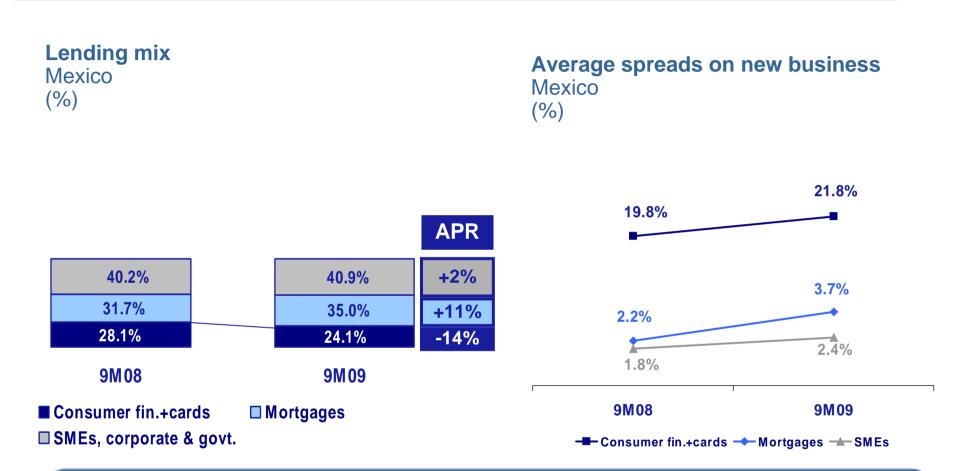
## **Mexico: highlights in 9M09**



Recurrent generation of earnings despite pressure on revenues and high provisions



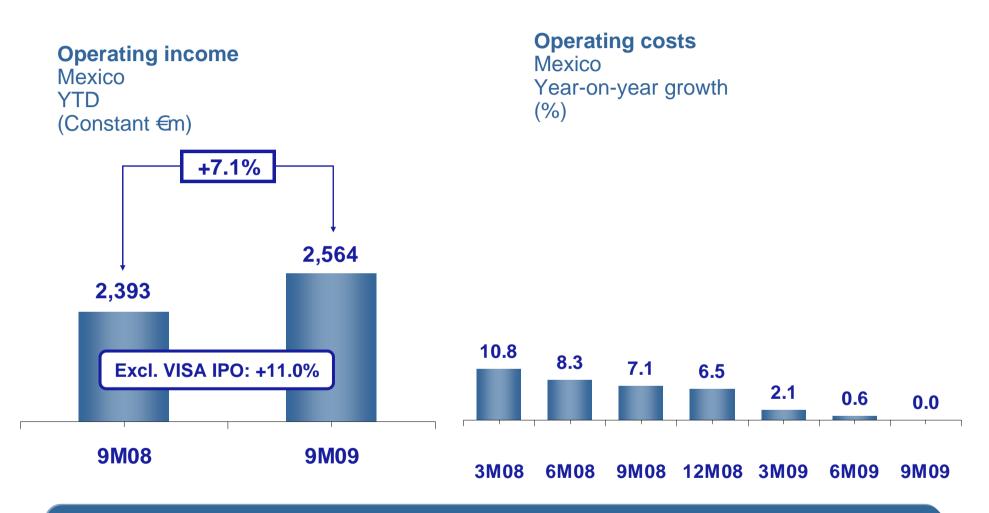
## **Mexico: highlights in 9M09**



Plus strong mkt share gains in liquid funds in last 12 months (+158bp) and growth of other funds (current & savings: +18.4%; time deposits: +9.4%)



#### **Mexico: highlights in 9M09**

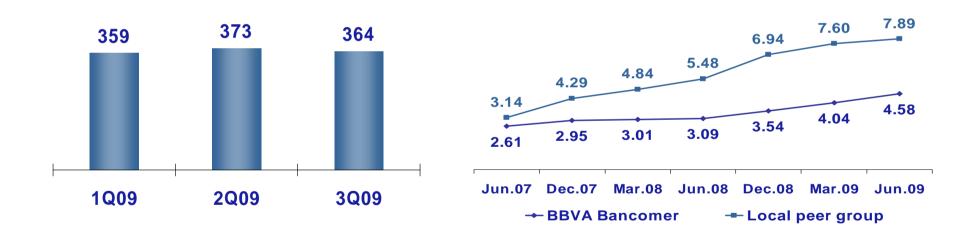


Nominal growth of costs: 0% (real growth: -4.7%)



#### **Mexico: superior performance of the cost of risk**

Loan-loss provisions Mexico Quarter-by-quarter (Constant €m) Cost of risk Local peer group (%)



#### NPA ratio: 4.0%

Bancomer calculates cost of risk based on information from Banamex Consolidado, using criteria aligned with local peers.

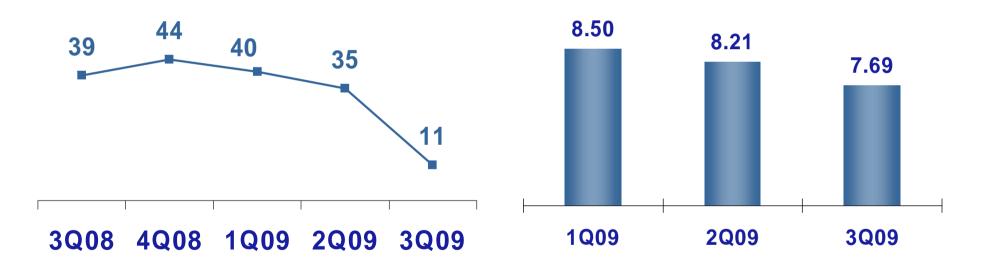
Peers: Banamex, Santander, HSBC and Banorte in accordance with local information and accounting rules.

48



#### **Mexico: NPA ratio improves . . .**

NPA ratio Mexico Quarter-by-quarter growth (Basis points) NPA ratio Mexico – consumer fin. & cards (%)

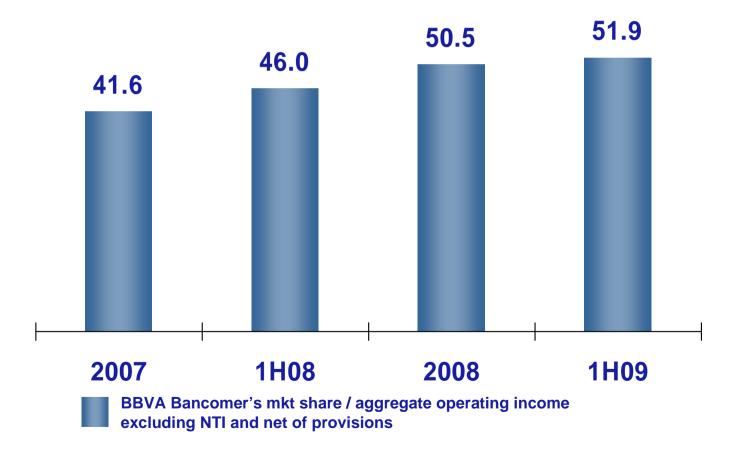


... especially in consumer finance



#### **Mexico: we continue to strengthen our franchise**

BBVA Bancomer's mkt share of recurrent operating income after provisioning (%)



50

\* Aggregate: Bancomer, Banamex, Santander, Banorte, HSBC. In Mexican pesos. Local criteria and accounting rules.



#### (Constant €m)

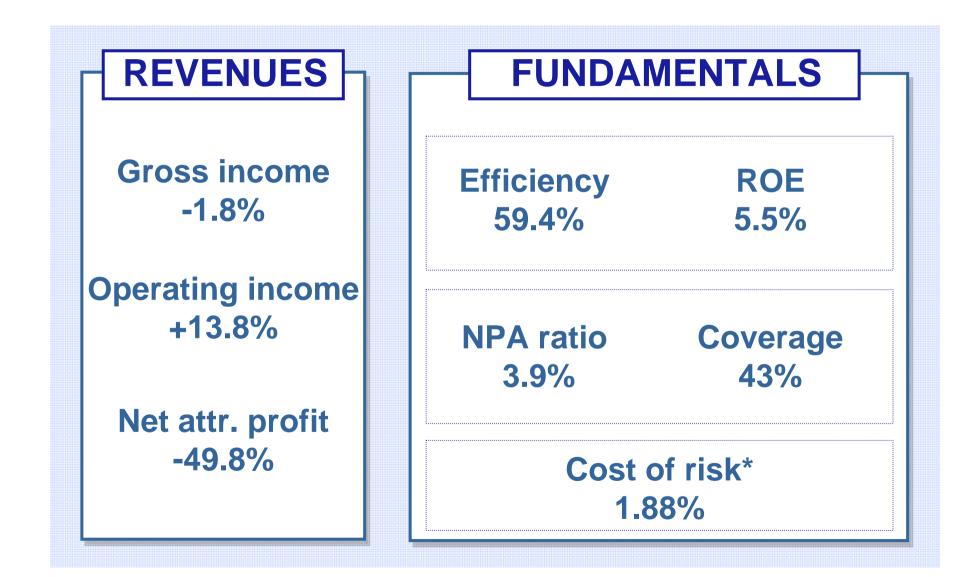
Mexico	Accum.	Annual Growth 9M09/9M08		Annual Growth 1H09/1H08
	9M09	Abs.	%	%
Net Interest Income	2,505	+ 93	3.9%	5.2%
Gross Income	3,722	+ 170	4.8%	4.5%
Operating Income	2,564	+ 170	7.1%	6.4%
Income Before Tax	1,443	- 281	-16.3%	-17.4%
Net Attributable Profit	1,101	- 214	-16.2%	-13.3%







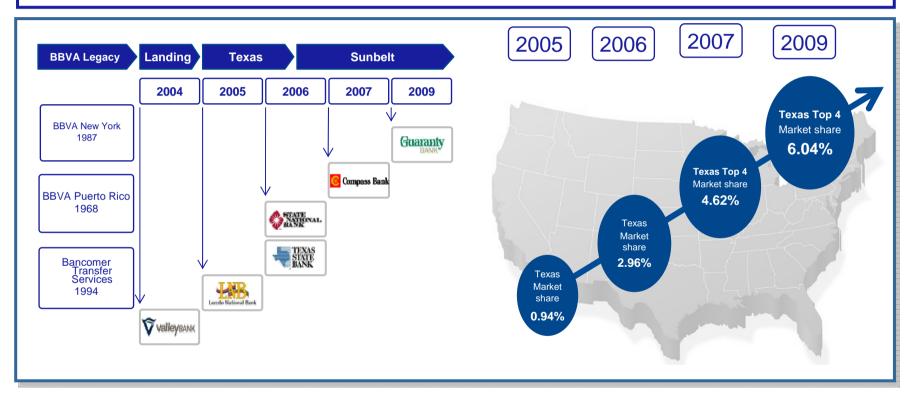
#### **United States: key figures in 9M09**



**BBVA** 

## **United States: capitalising on opportunities**

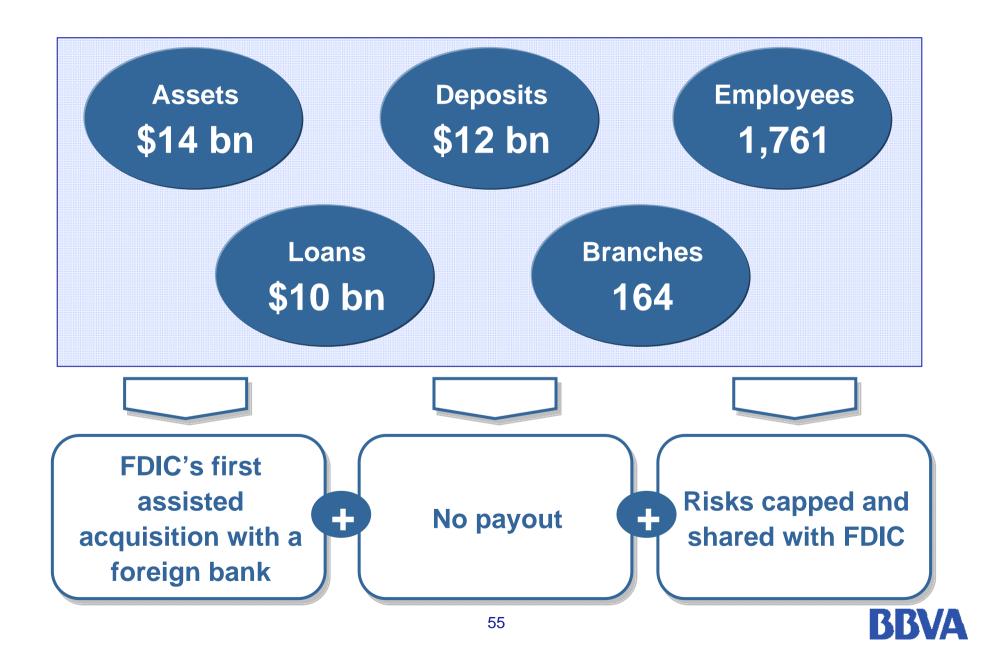
## Proven ability to recognise opportunities in periods of both expansion and recession



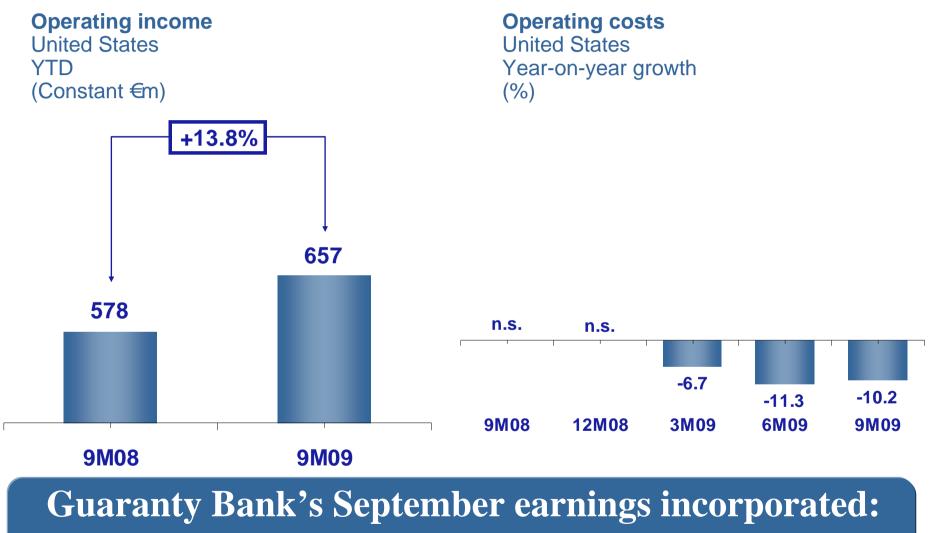
### Coherent strategy, able to generate value in the long term



#### **United States: absorption of Guaranty Bank**



## **United States: highlights in 9M09**



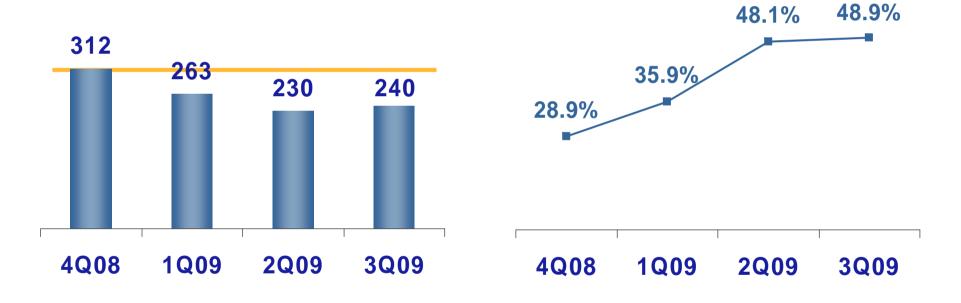
**€7**m operating income



#### **United States: net entries to NPA stabilise**

#### Entries to NPA, net of recoveries BBVA Compass Quarter-by-quarter (€m)

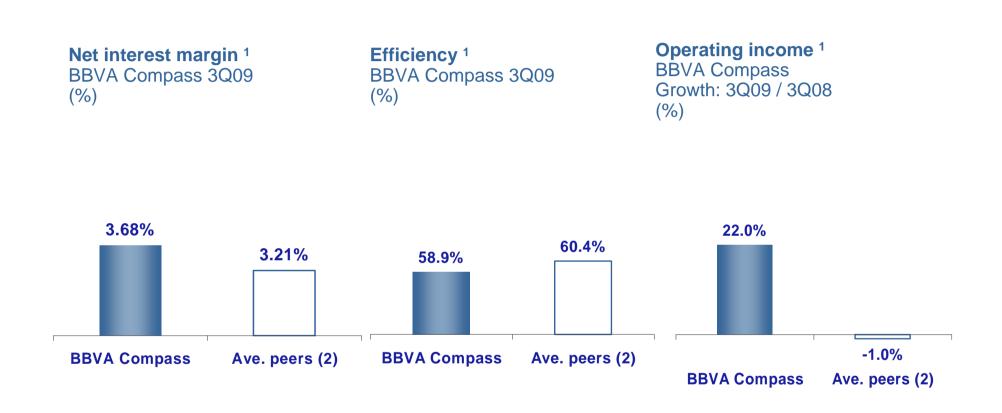
#### Recoveries / entries to NPA BBVA Compass Quarter-by-quarter (%)



**Recoveries improving** 



### **United States: superior performance**





#### (Constant €m)

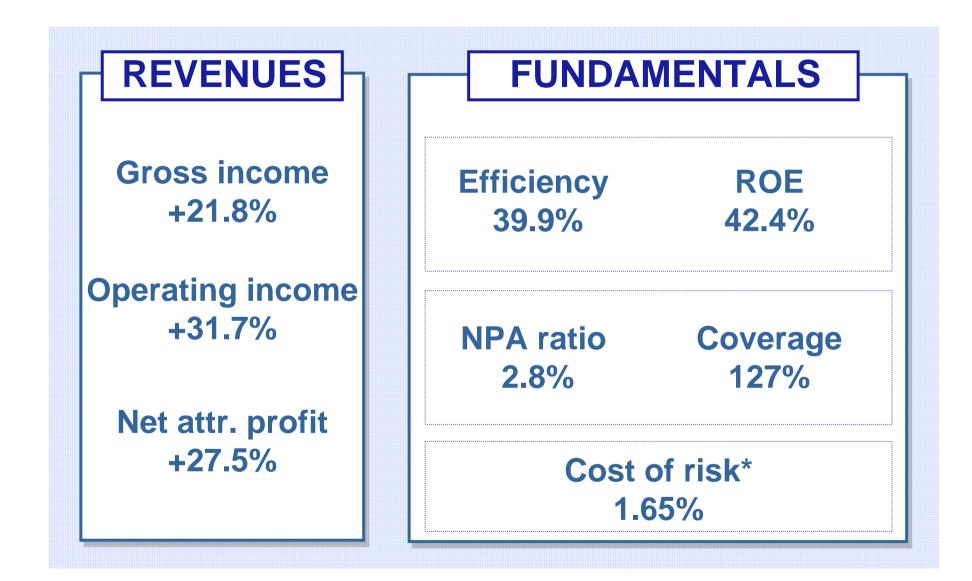
USA	Accum.	Annual Growth 9M09/9M08		Annuaı Growth 1H09/1H08
	9M09	Abs.	%	%
Net Interest Income	1,100	+ 28	2.6%	2.1%
Gross Income	1,620	- 30	-1.8%	-6.4%
Operating Income	657	+ 80	13.8%	2.3%
Income Before Tax	150	- 152	-50.3%	-54.7%
Net Attributable Profit	103	- 102	-49.8%	-54.8%





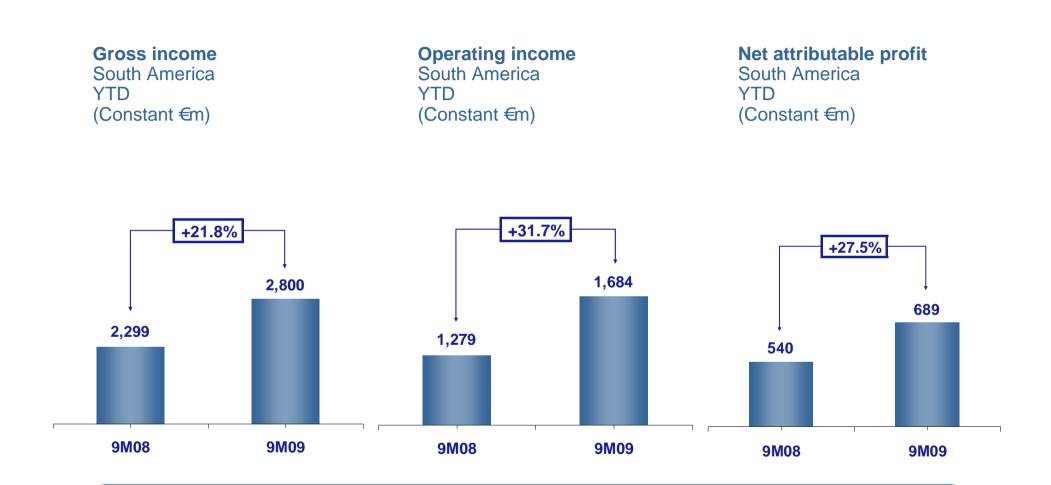


#### South America: key figures in 9M09





## South America: highlights in 9M09

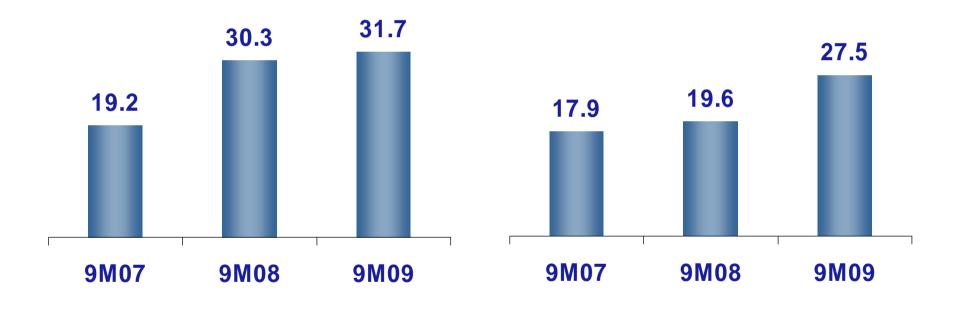


#### **Superior performance despite crisis**



### **South America: highlights in 9M09**

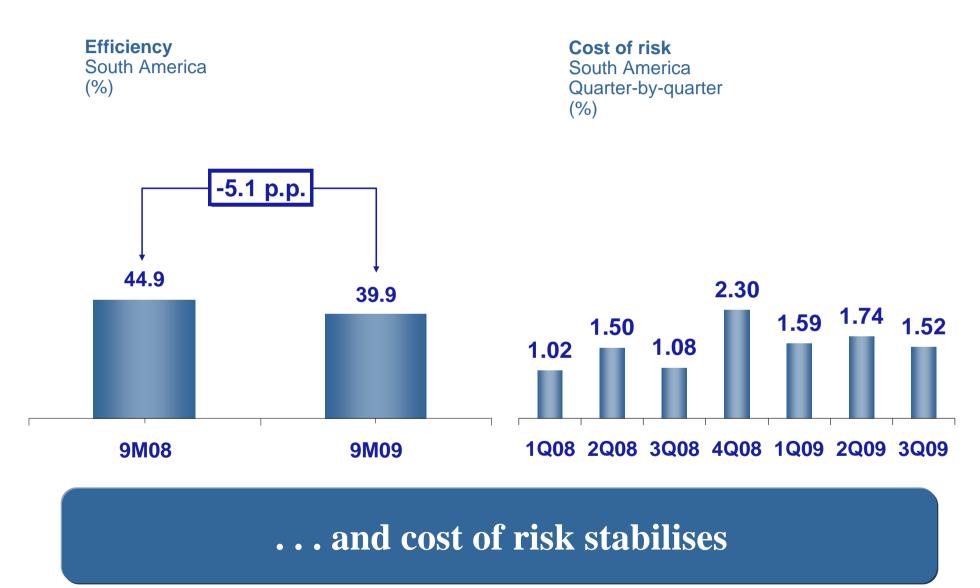
**Operating income** South America Year-on-year growth (%) Net attributable profit South America Year-on-year growth (%)



**Growth nearing record levels** 

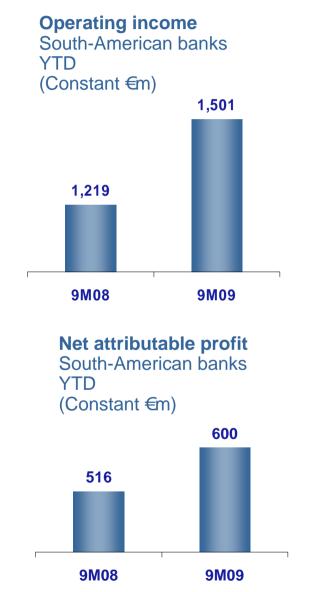


## South America: important improvement in efficiency . . .

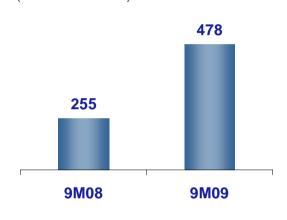




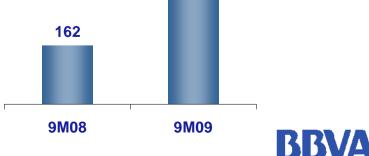
# South America: excellent earnings by banks, pensions and insurance



Operating income Pensions and insurance America\* YTD (Constant €m)



Net attributable profitPensions and insuranceAmerica\*YTD(Constant €m)



\* Including pensions and insurance in Mexico and USA.

(€bn and €m)	BBVA Mexico	BBVA South America	
Assets	60.2	42.0	
Customer loans (gross)	26.6	24.5	
Deposits	27.8	29.9	
Profit before minorities	1,103	1,049	



## **South America: 9M09 earnings**

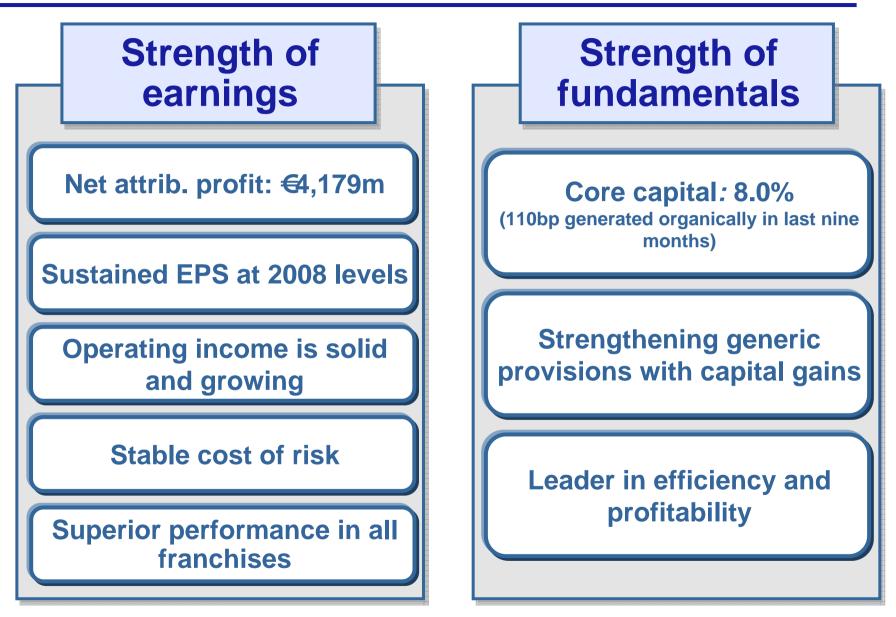
#### (Constant €m)

South America	Accum.	Annual Growth 9M09/9M08		Annuai Growth 1H09/1H08
	9M09	Abs.	%	%
Net Interest Income	1,822	+ 246	15.6%	17.8%
Gross Income	2,800	+ 500	21.8%	22.2%
Operating Income	1,684	+ 405	31.7%	31.3%
Income Before Tax	1,365	+ 304	28.6%	26.7%
Net Income	1,049	+ 241	29.8%	30.6%
Net Attributable Profit	689	+ 149	27.5%	29.4%

**South America, another Bancomer** 



## Conclusions







Strength of earnings and fundamentals

## **Third quarter 2009**

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