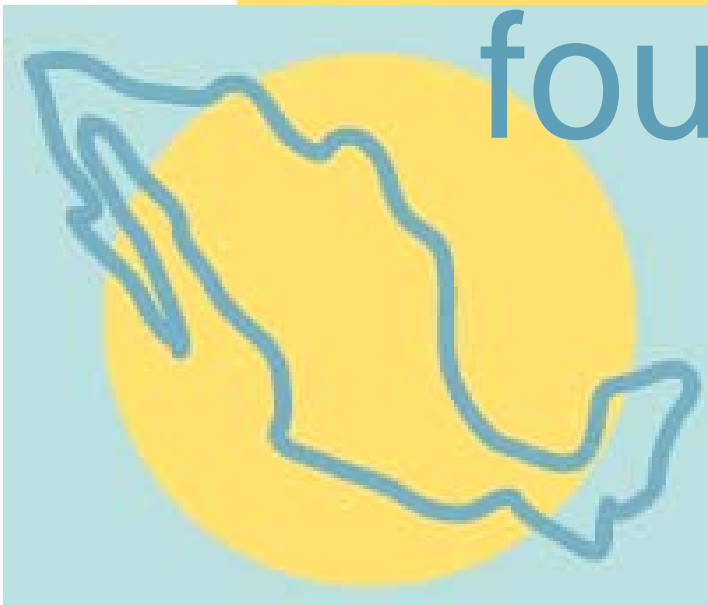




Bancomer

adelante.

Sound growth on solid foundations



*Jaime Guardiola, CEO BBVA Bancomer
Morgan Stanley Latam Video Tour
February 2006*

Slide
2

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BBVA Bancomer



agenda



- Recent financials
- Competitive edge
- Future challenges



agenda

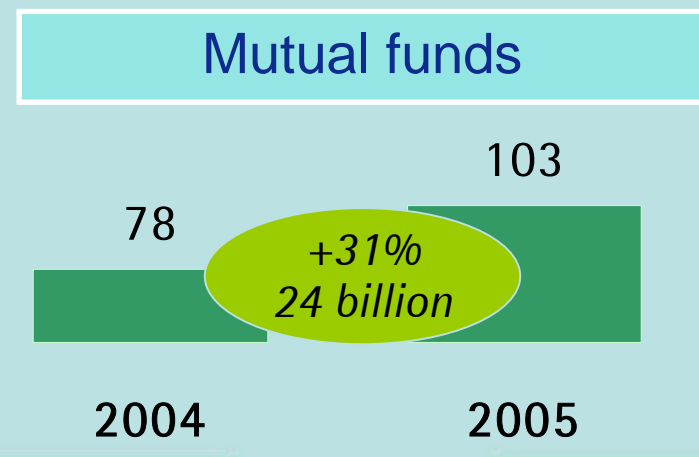
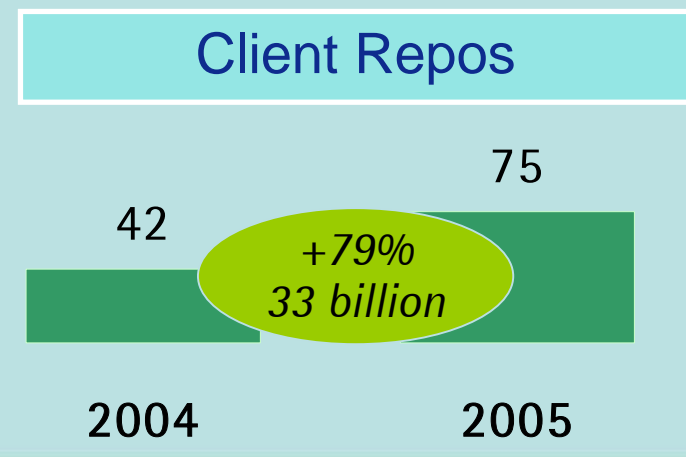
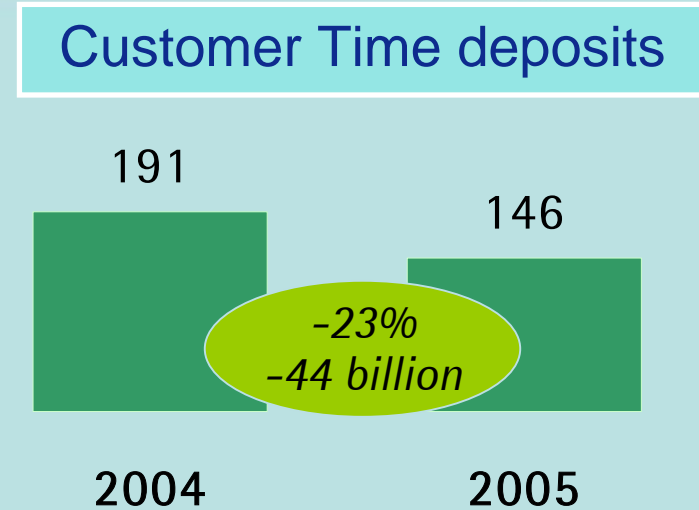
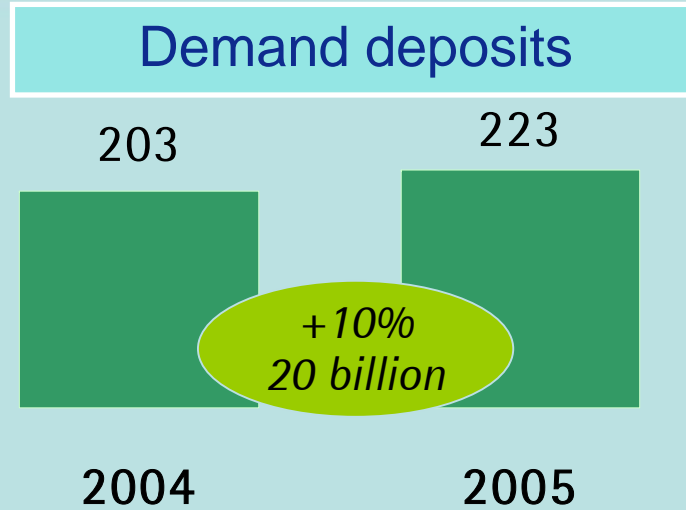


- Recent financials
- Competitive edge
- Future challenges



Deposits are growing off balance sheet to improve our funding cost

Figures in billions of pesos as of December 2005. Growth in real terms.

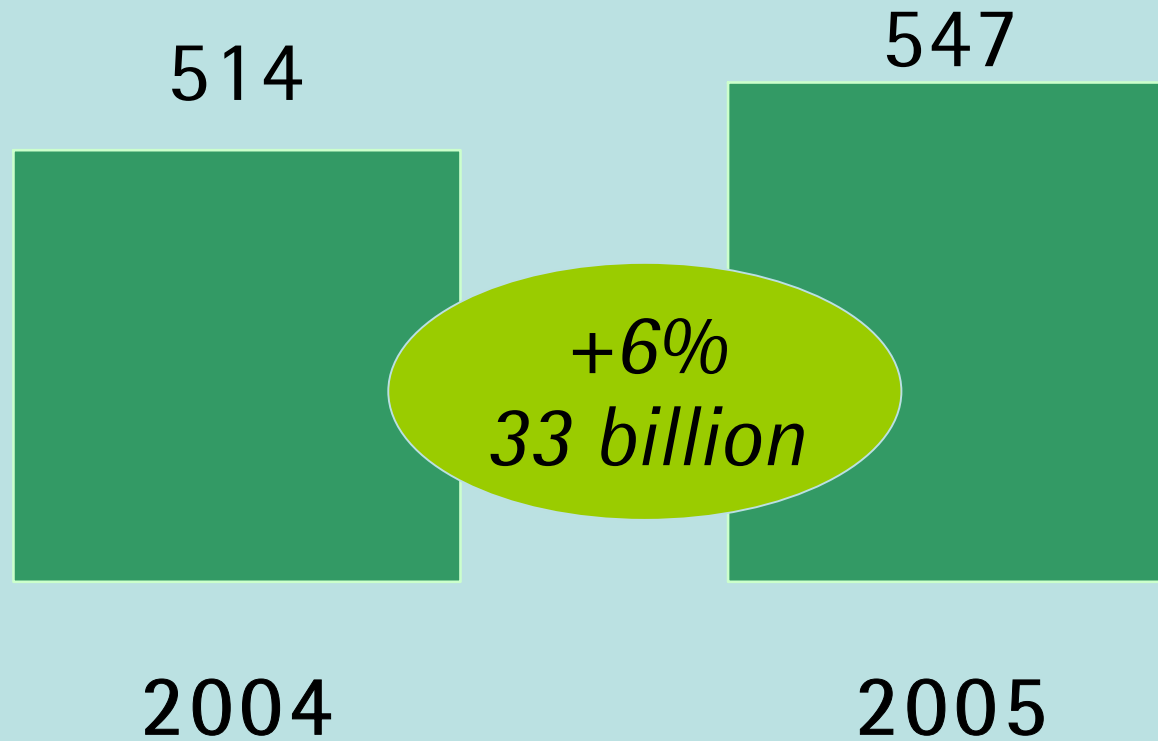




Total client resources increased 33 billion pesos in 2005

Figures in billions of pesos as of December 2005. Growth in real terms.

Total customer funds
(demand, customer time, mutual funds, client repos)

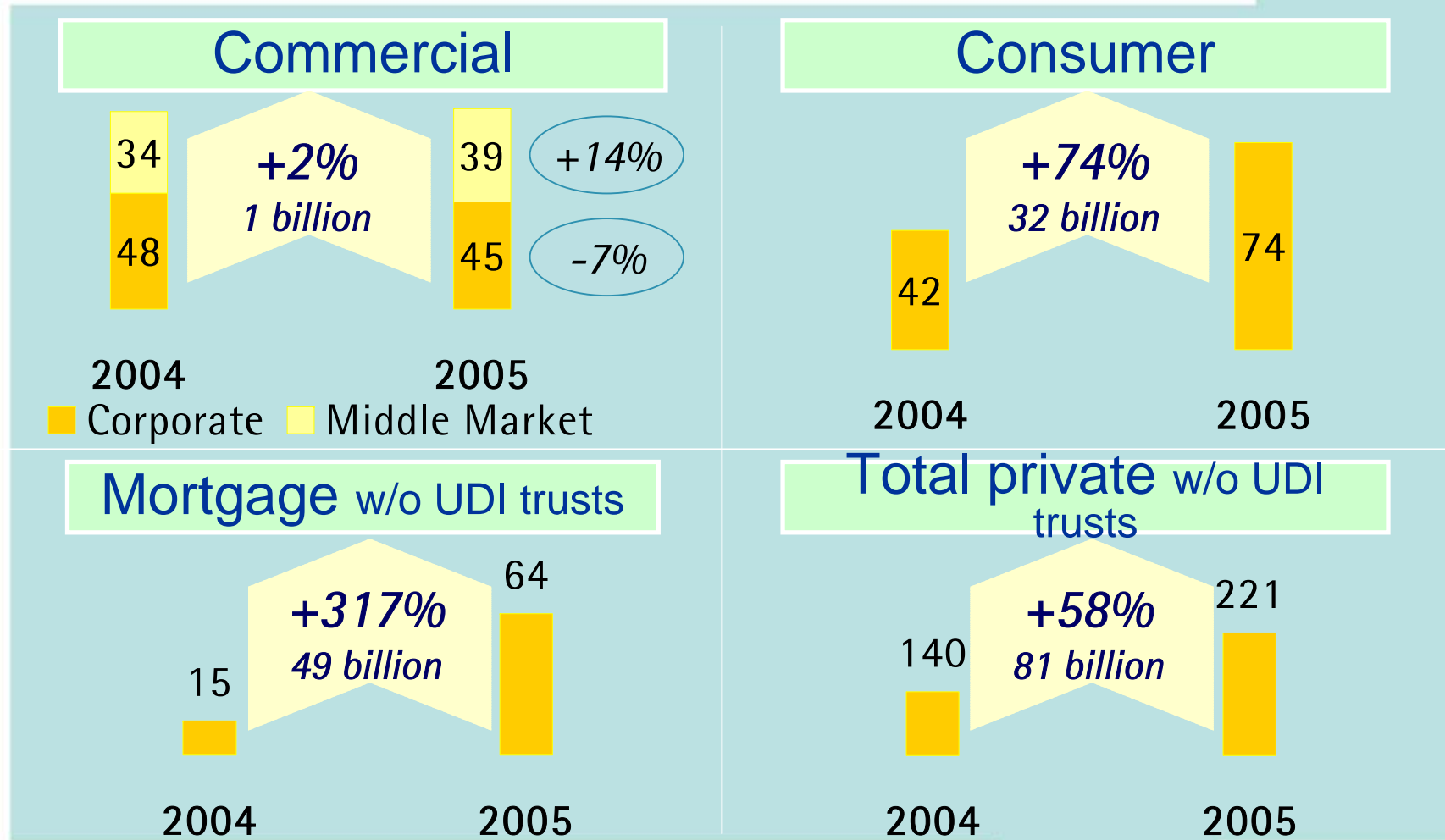


Loan growth
was 2.5 times
deposit
growth in
2005



Private lending increased 60% in '05 with 81 billion pesos in new loans

Figures in billions of pesos as of December 2005. Growth in real terms.

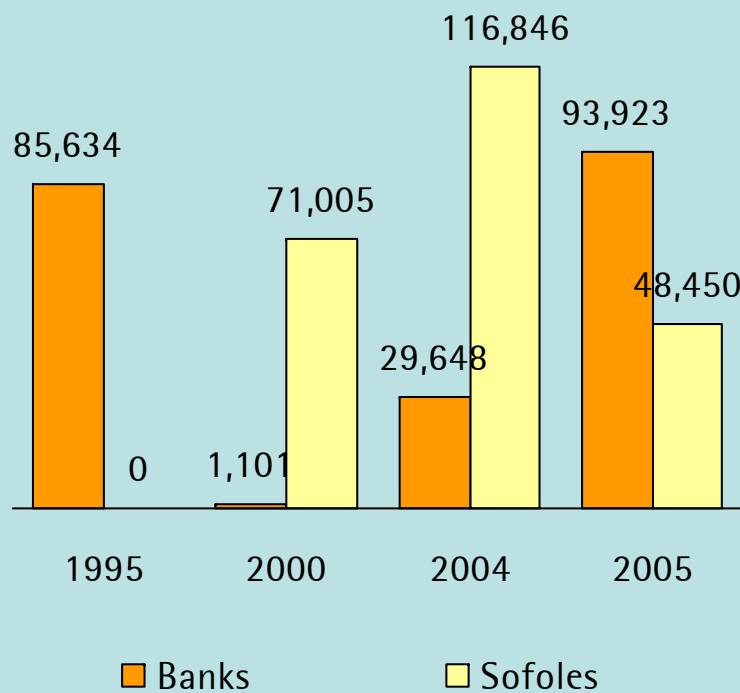


In 2005 we
took the lead
in auto,
consumer &
new mortgage
lending

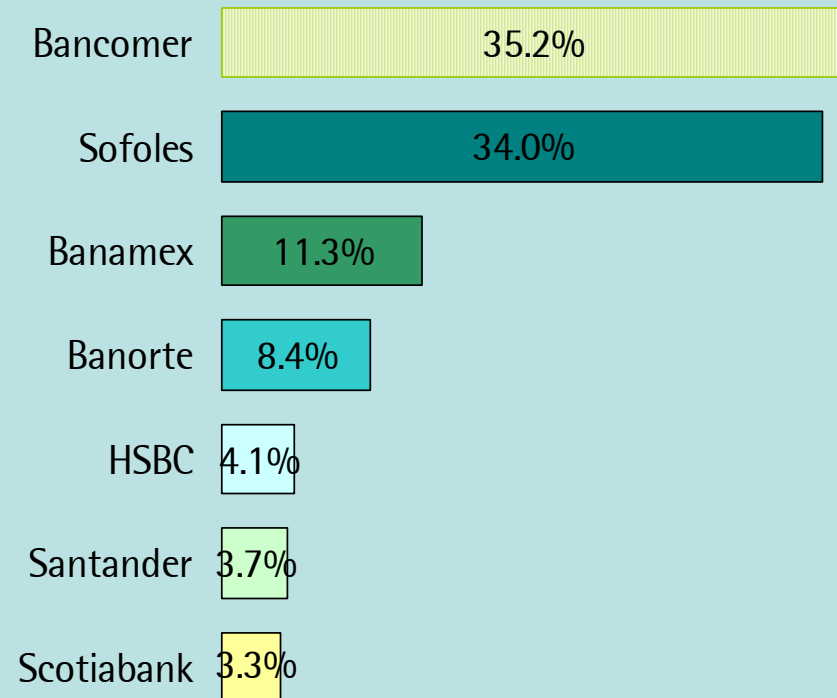


We transformed the mortgage market purchasing Hipotecaria Nal

No. new mortgages



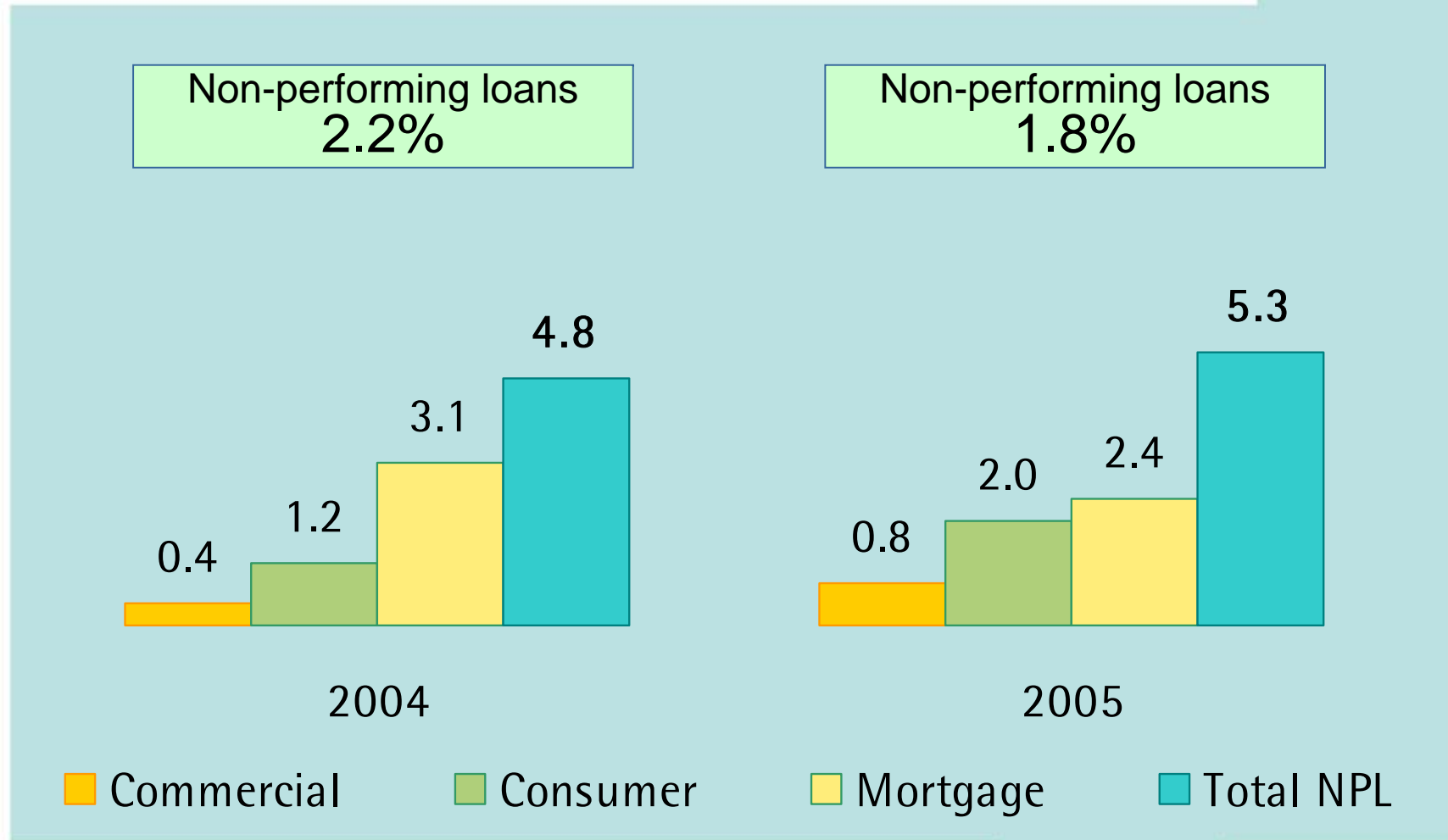
New mortgage mkt share





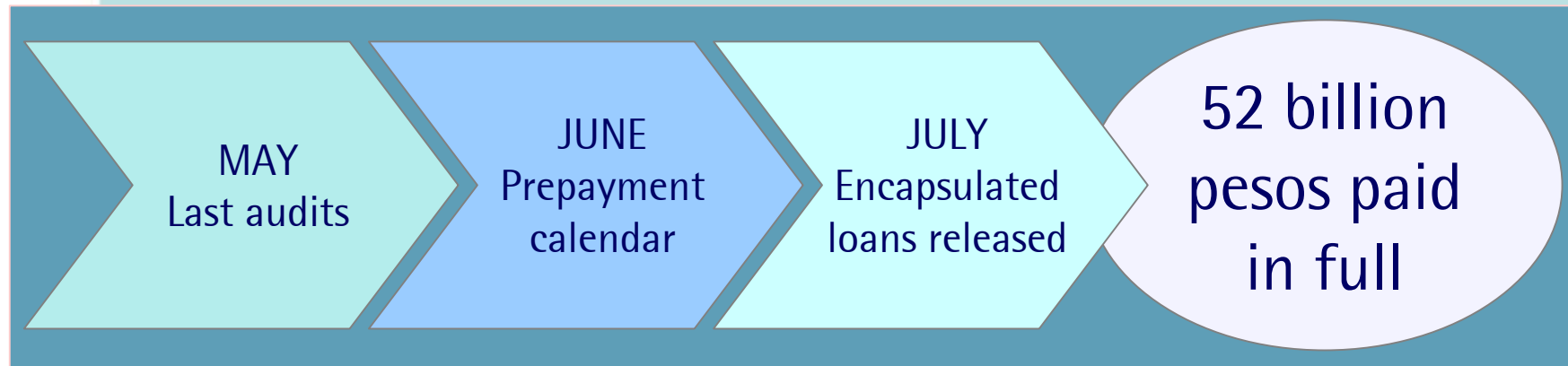
Loan expansion has been executed with high-end credit risk controls

Figures in billions of pesos as of December 2005. Growth in real terms.





Closing of the Fobaproa chapter costing less than 3% of face value



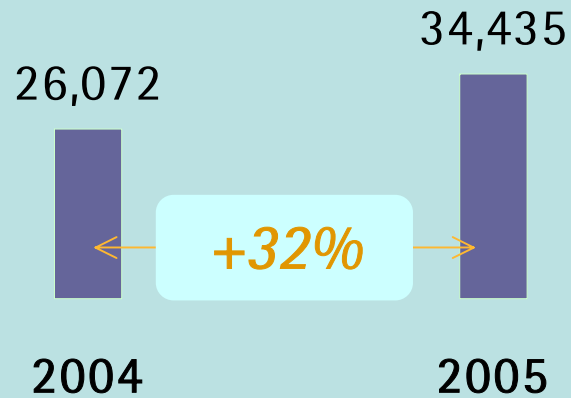
Prepayment of bonds yielding 28 day Cete rate -135bp



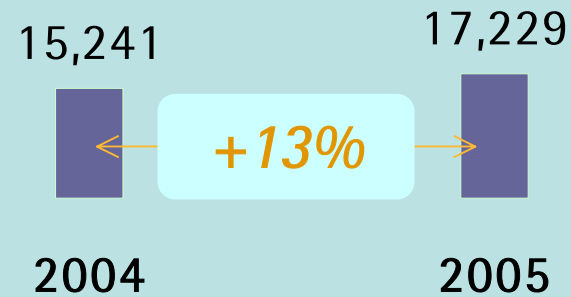
Net interest income drove operating earnings in 2005

Millions of pesos as of December 2005. Growth in real terms.

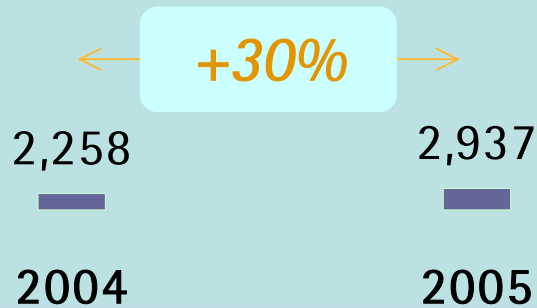
Net interest income



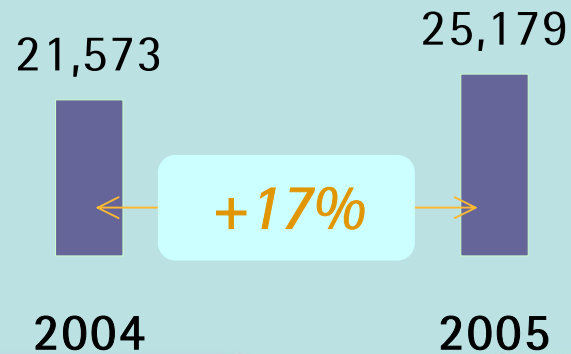
Fees



Loan-loss provisions

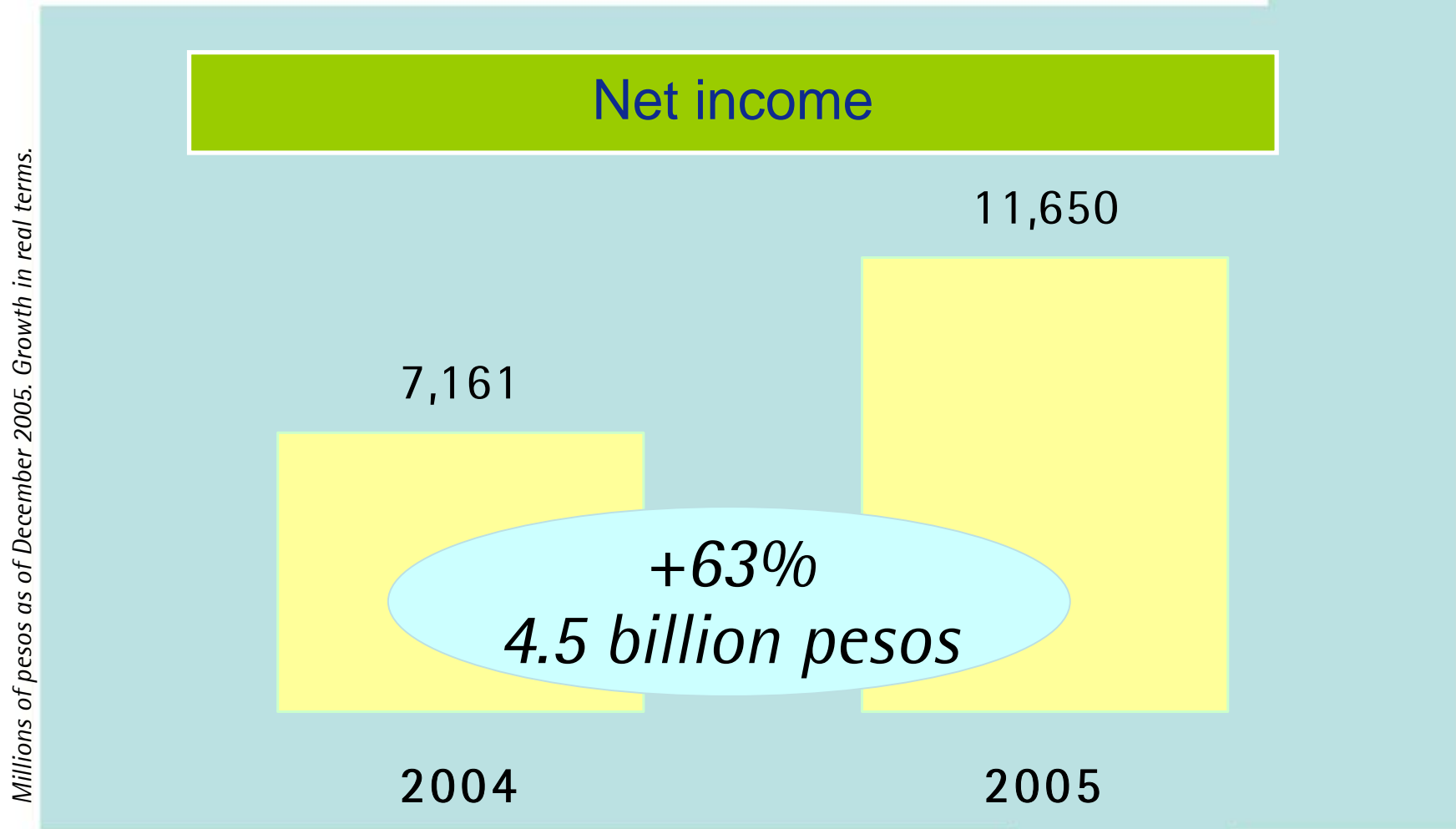


Expenses





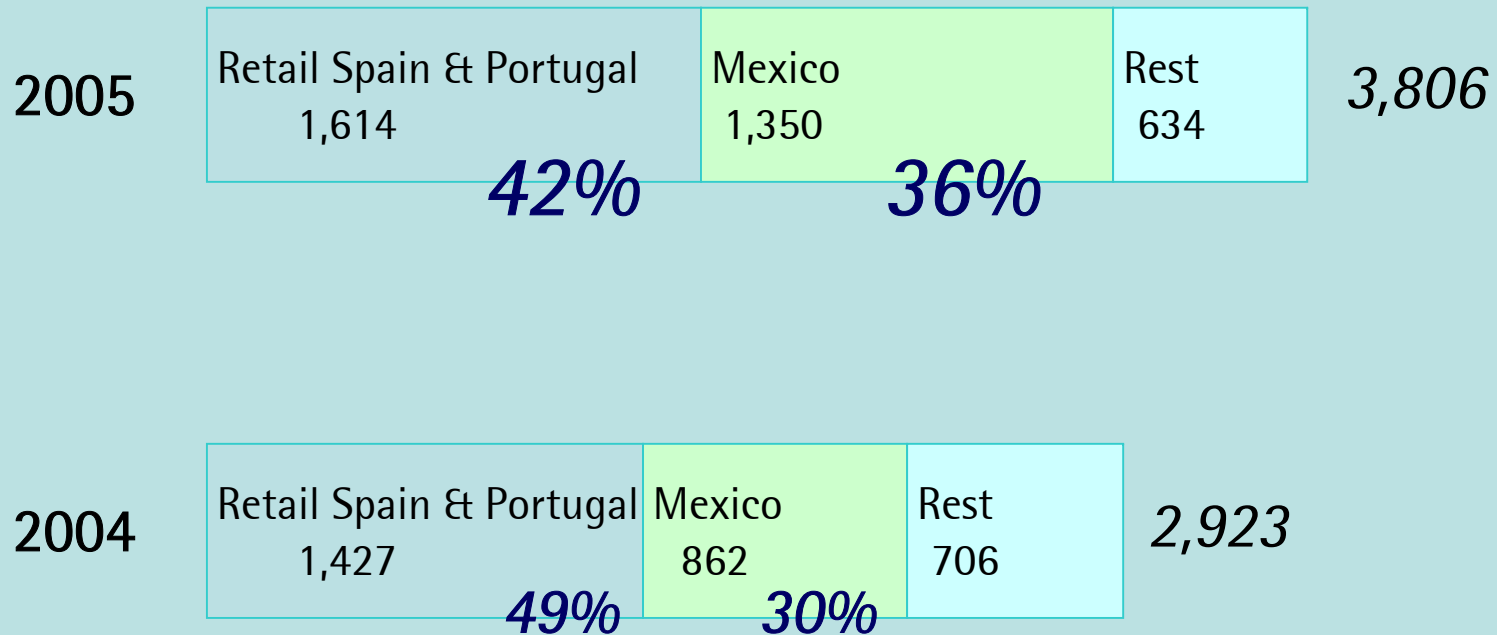
Overall, the results for 2005 were outstanding





Bancomer contributes significantly to BBVA's results

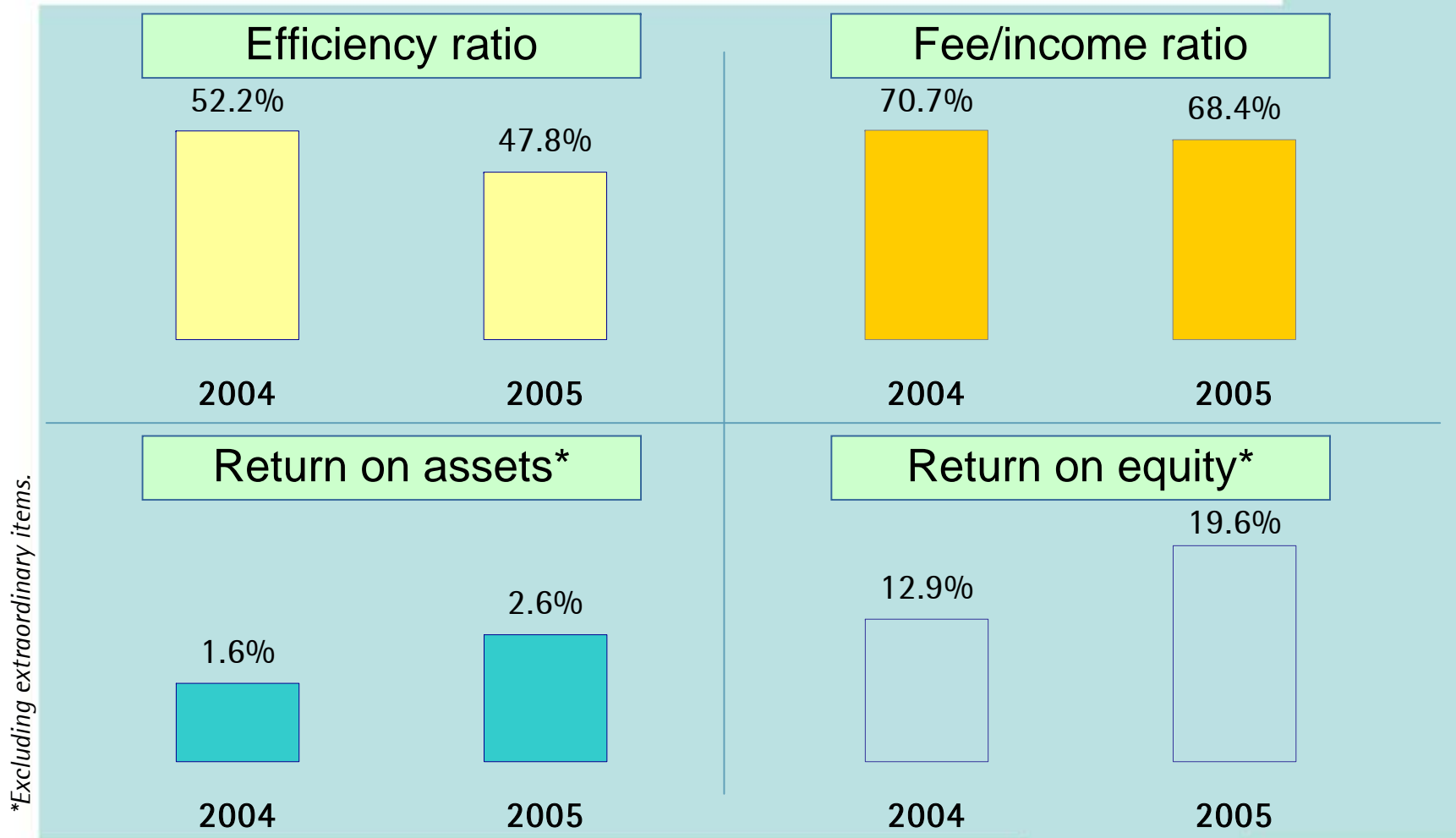
Net income BBVA (millions of euros)



Mexico is now
one of five
business units
in BBVA



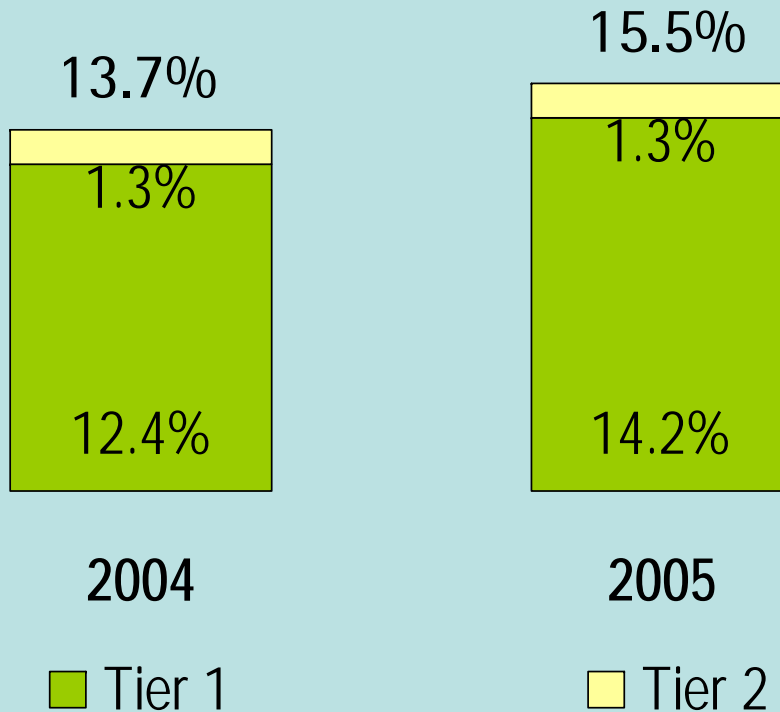
Productivity, efficiency & profitability have improved significantly





Our capitalization base leaves ample room for further growth

Capitalization



Dividend of 5.1 billion in 2005

Capital notes issued Jul-05
500 M USD @ 5.4%
to replace
500 M USD @ 10.5%



agenda



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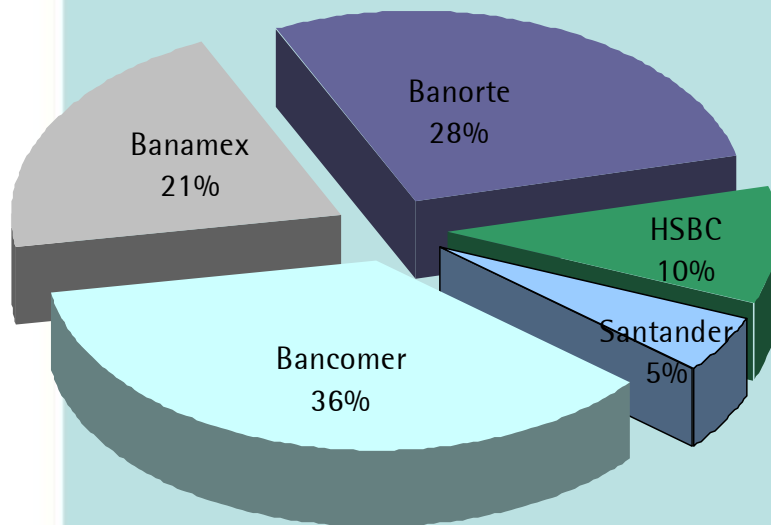
BBVA Bancomer boasts significant competitive advantages

- ▶ Specialized distribution business model
- ▶ Broad and loyal customer base
- ▶ Commercial muscle
- ▶ Recurrent earnings, efficient operation
- ▶ Innovation in products & services



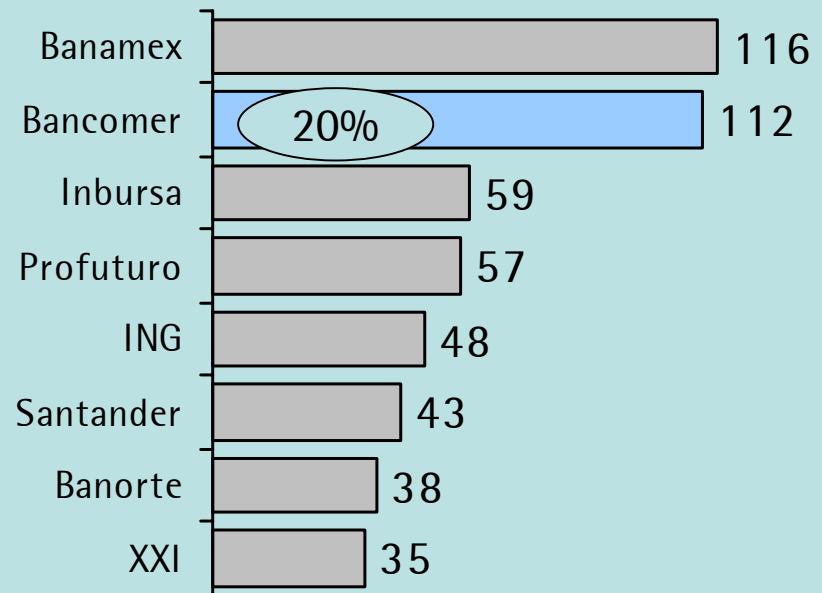
We are a leading universal financial services provider

Bancassurance (issued premiums 4.1 billion pesos)



Source: AMIS , September 2005.

Afore - Pension funds (AUM, billion pesos)



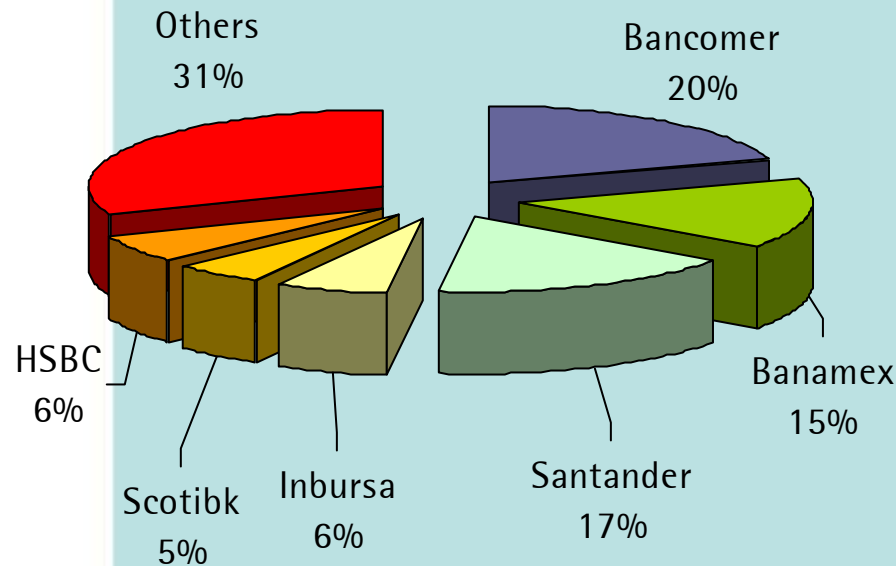
Source: Consar, November, 2005



We are a leading universal financial services provider

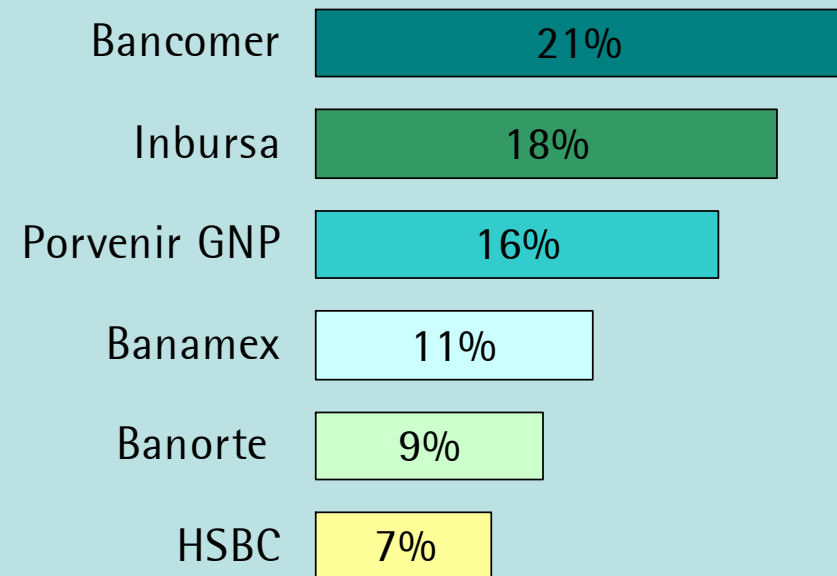
Mutual funds

(AUM 102.5 billion pesos)



Annuities

(assets 12.5 billion pesos)



Source: AMIB & AMIS, December 2005.



Bancomer has led the Mexican peso bond transactions for 4 years

League Table

	bn USD	Transactions	Mkt share
1 BBVA Bancomer	1.9	15	21.2%
2 ING	1.8	15	20.2%
3 Citi-Banamex	1.8	14	20.2%
4 Scotiabank	0.8	11	9.5%
5 Santander	0.6	7	7.4%
TOTAL	7.5	68	

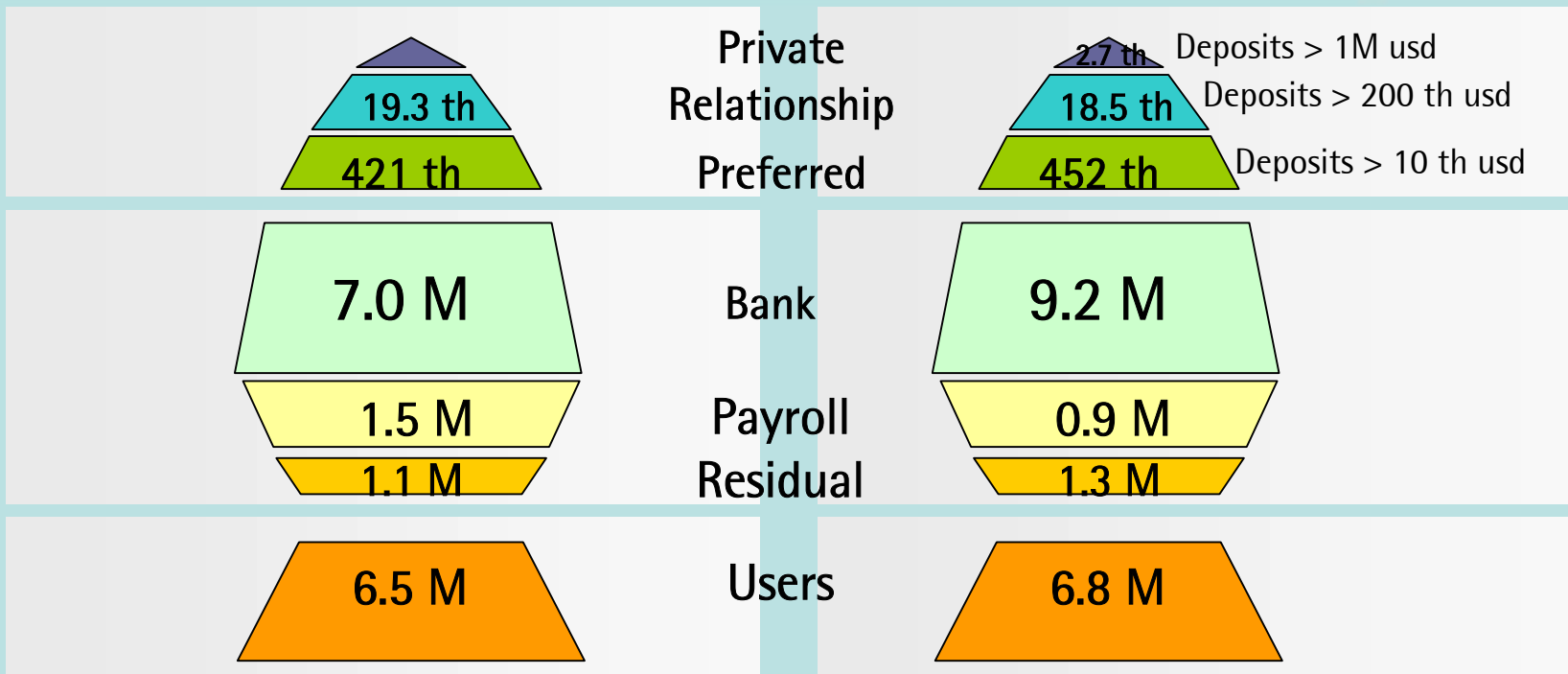
Millones de USD, Fuente Bloomberg 31 diciembre 2005



We have a broad, growing and segmented customer base

Customers '04 – 10.0 M

Customers '05 - 12.2 M



(r i f x w r p h u v z l k w k u h r u p r u h s u r g x f w)

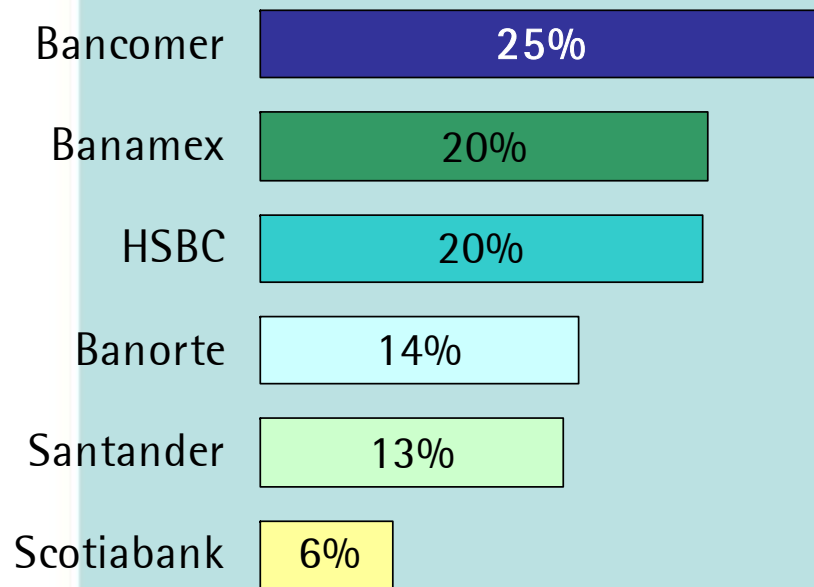
27%

37%

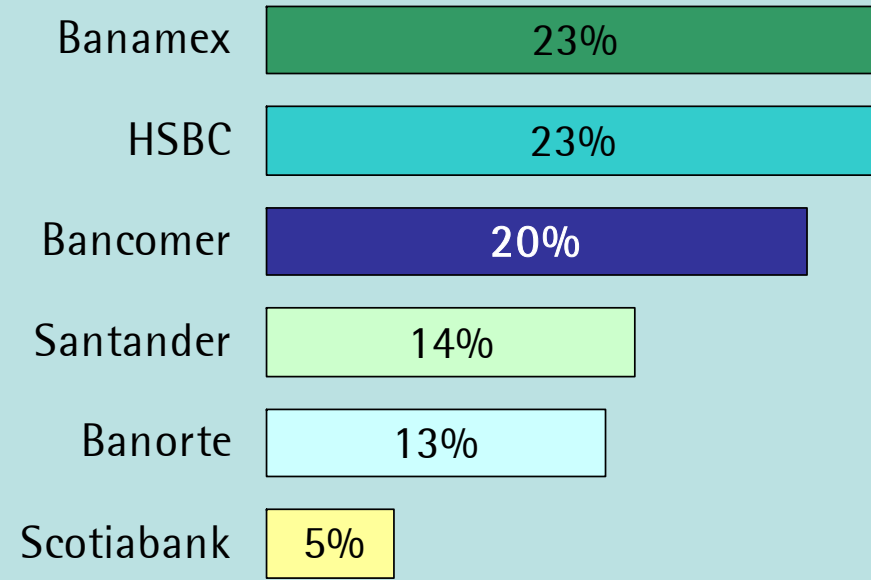


We operate one of the largest networks in Mexico

Branches (1,718)



ATMs (4,410)

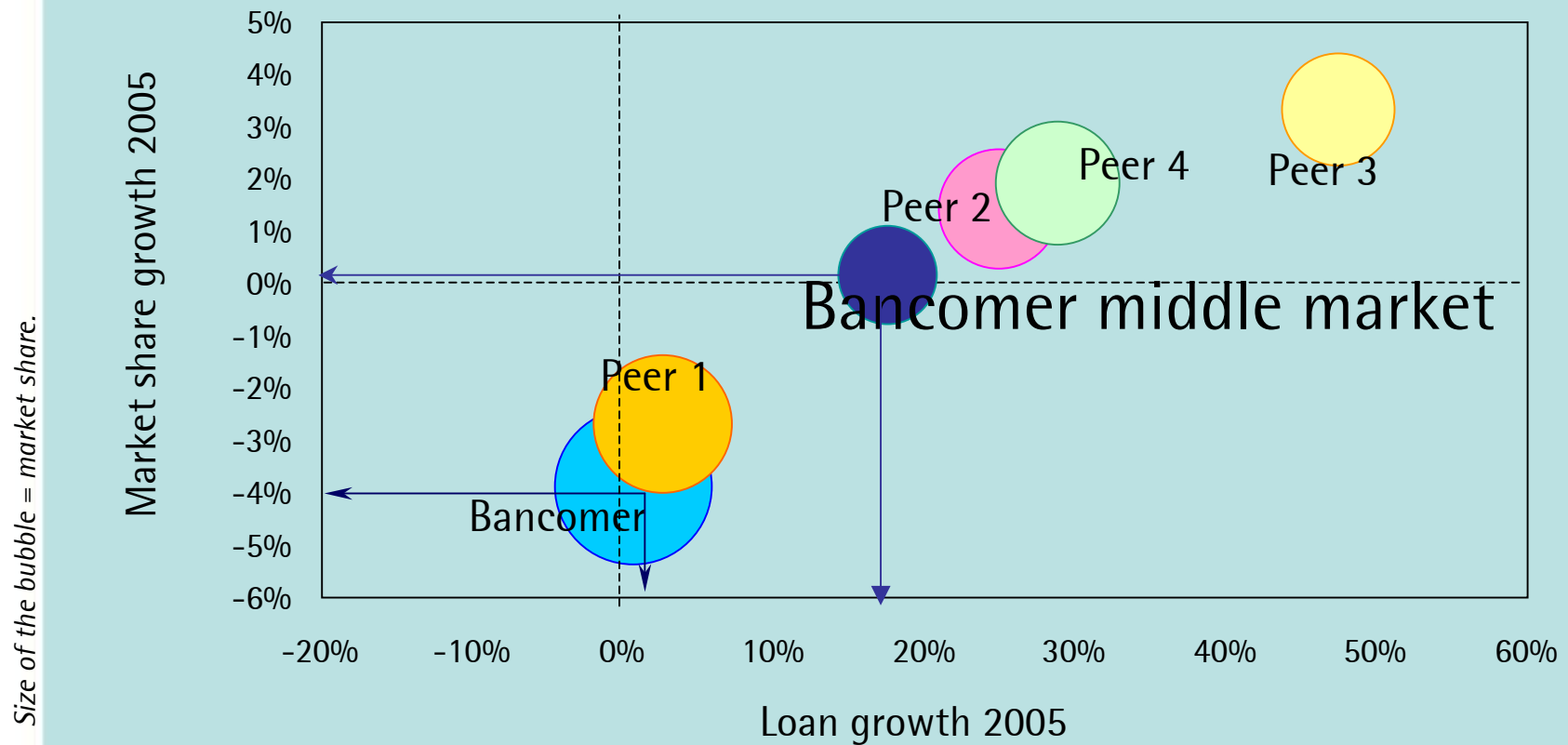


Source: AMB, December 2005.



Commercial lending was driven by mid-sized company loans

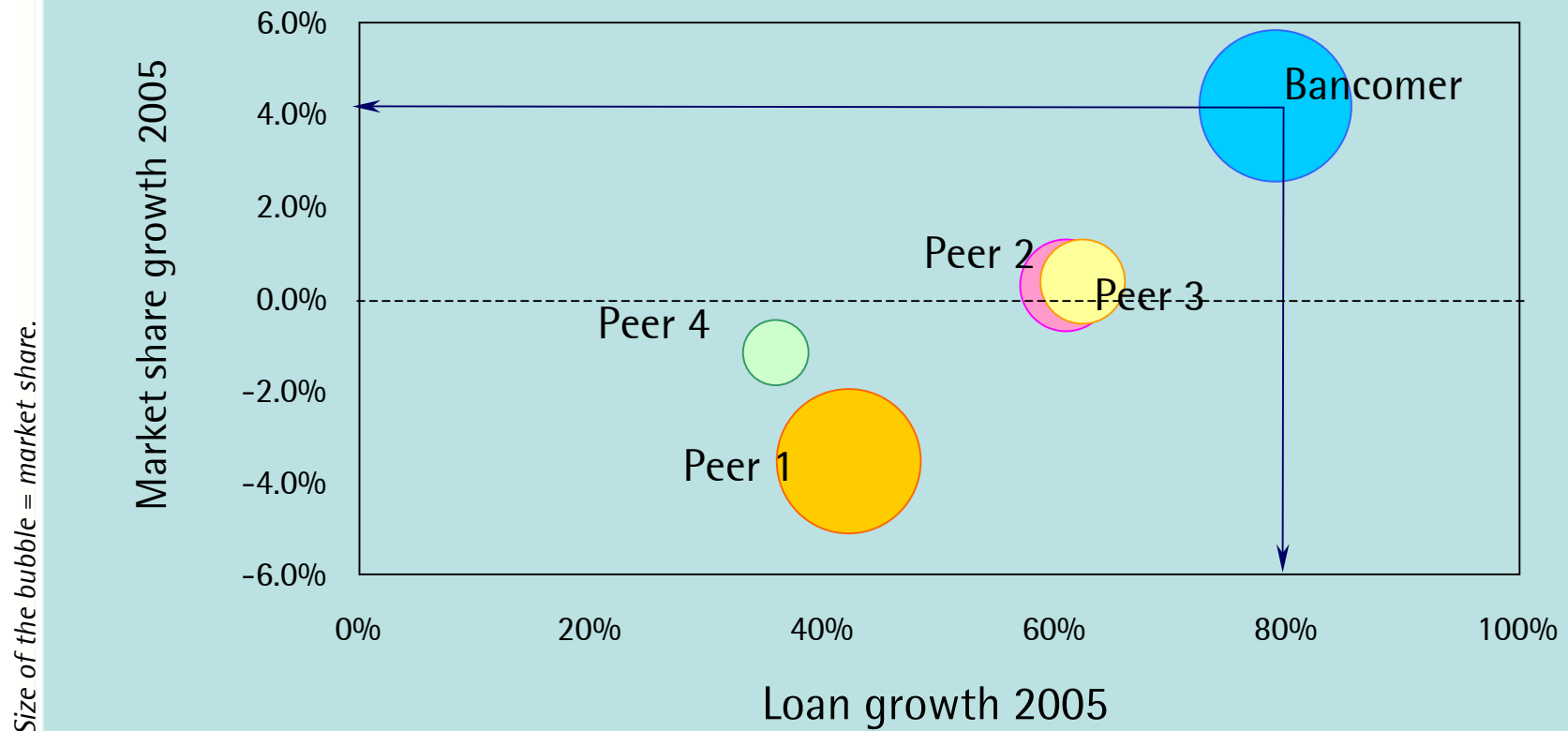
Commercial lending





In 2005 we took the lead in consumer lending

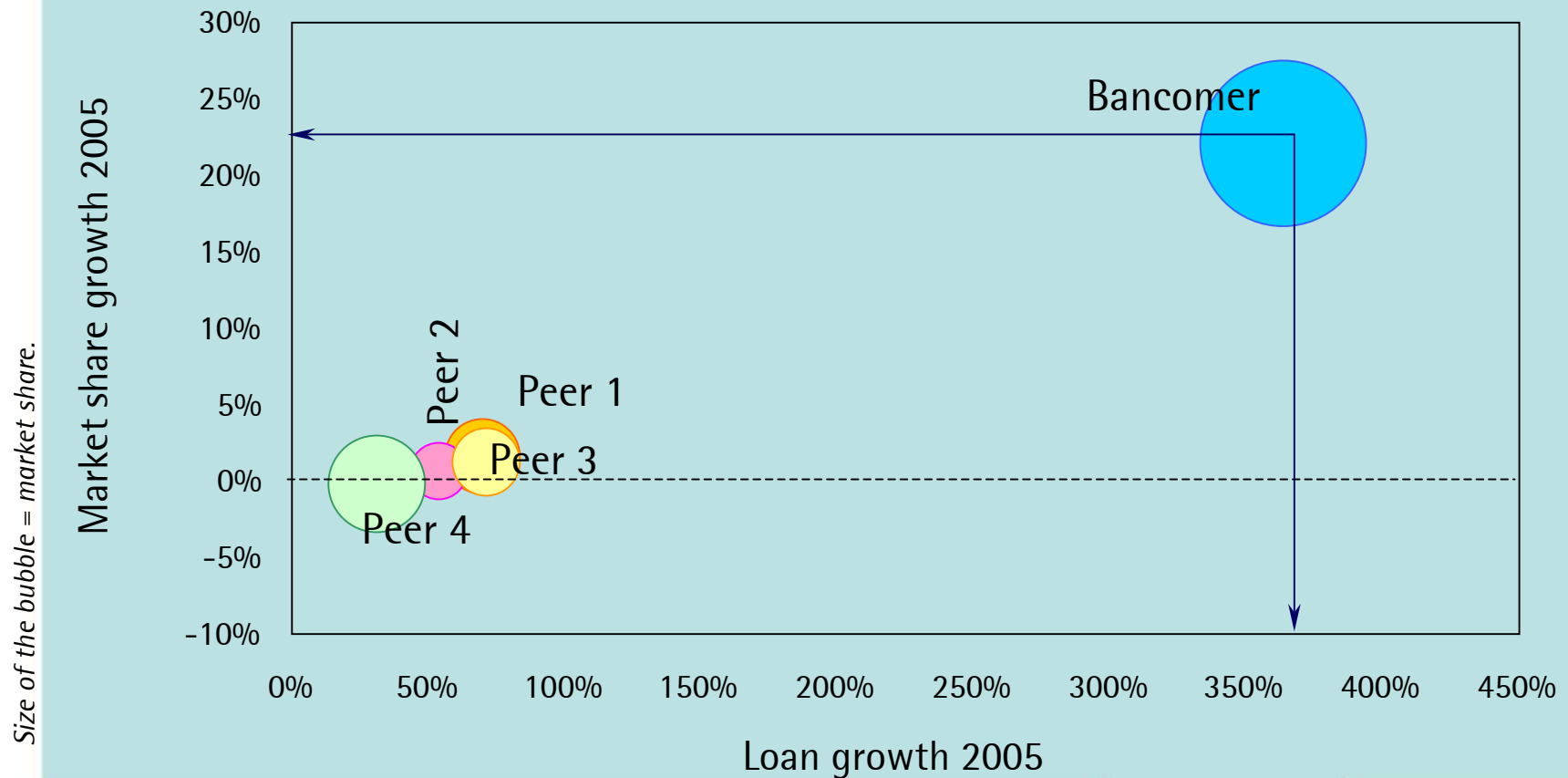
Consumer lending





We transformed the mortgage market with the acquisition of HN

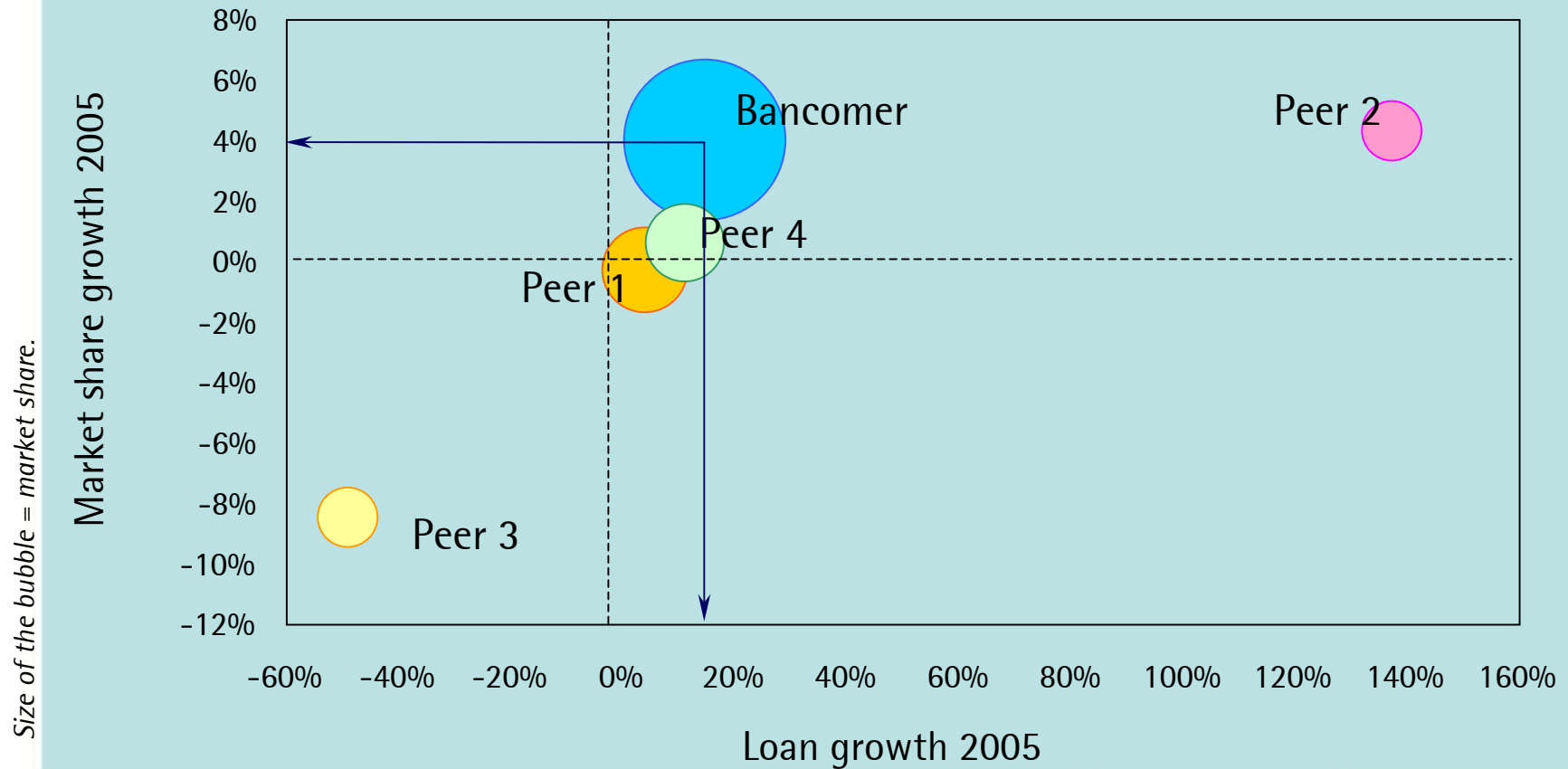
Mortgage lending





We defend market share with our flagship savings product Libretón

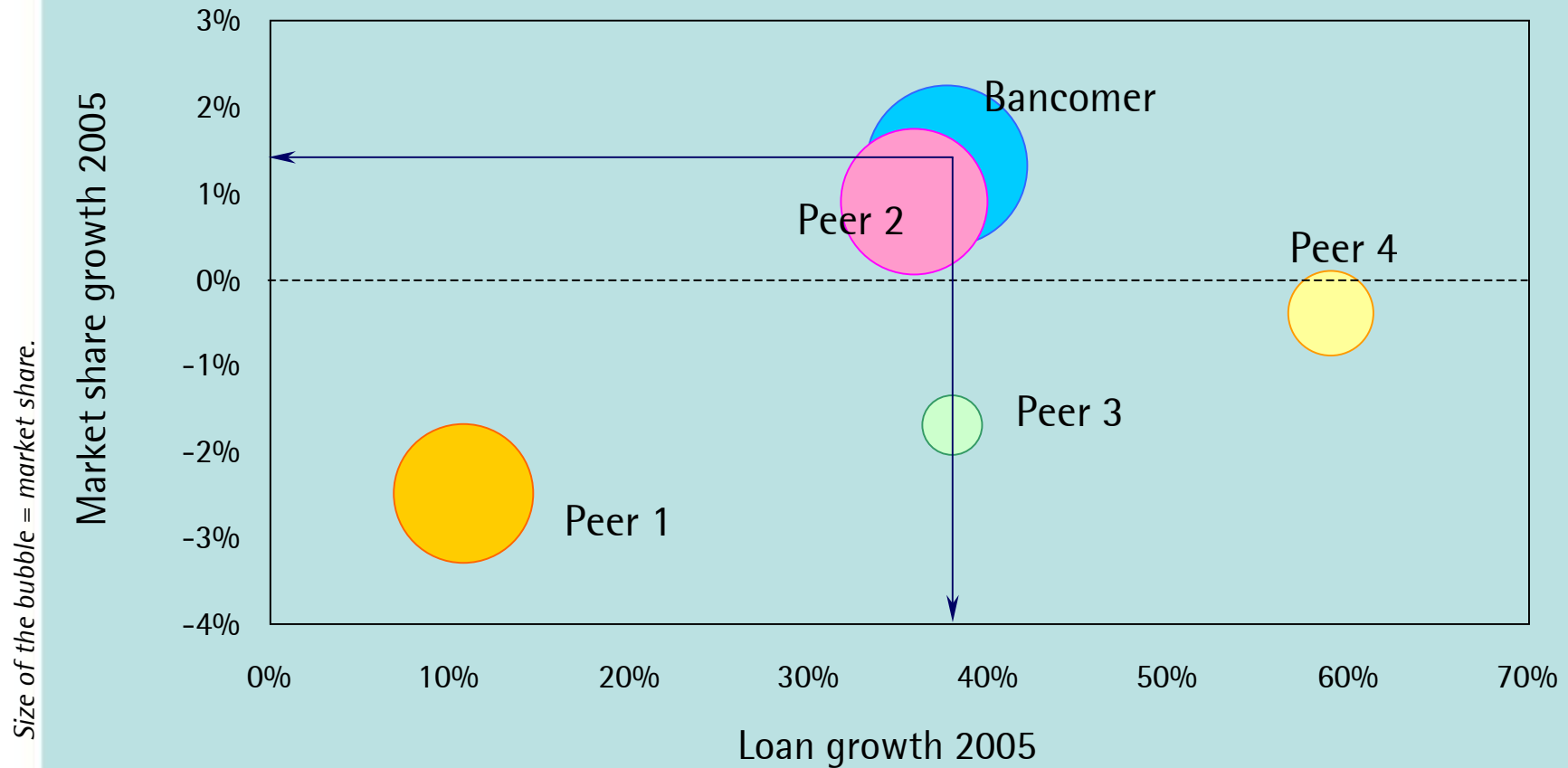
Savings deposits





Mutual fund management continues to grow in importance

Mutual funds





agenda



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- Future challenges



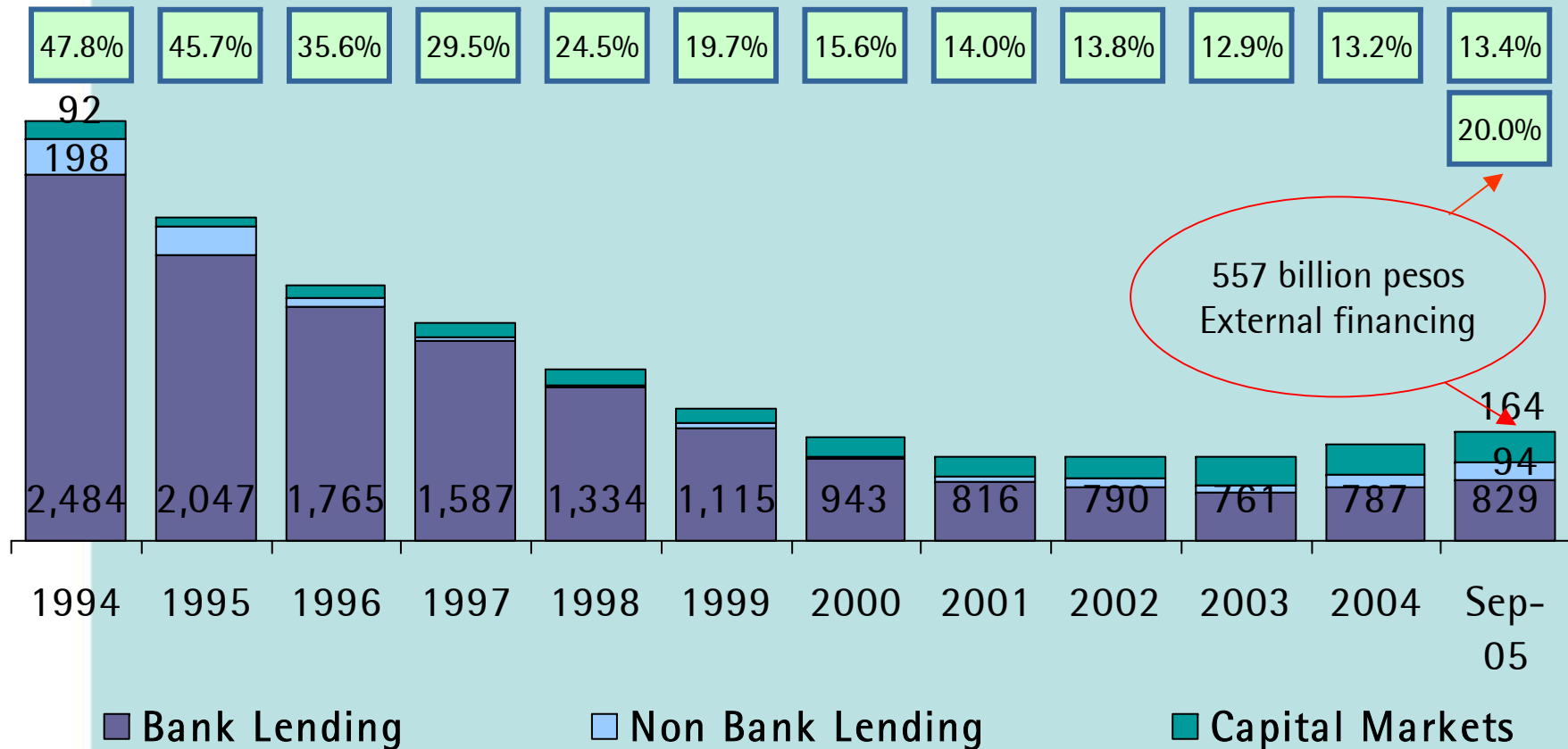
The macro scenario points towards continued financial stability

	2004	2005	2006 ^e	2007 ^e
GDP (% change)	4.4	3.0	3.2	3.1
Inflation (YoY %)	5.2	3.3	3.6	3.5
28-day Cete (% , YE)	8.6	8.0	7.0	7.0
10-year bond (% , YE)	9.7	8.5	7.9	7.9
USD/MXN (YE)	11.3	10.6	11.3	11.7



There is significant growth potential for financial services in Mexico

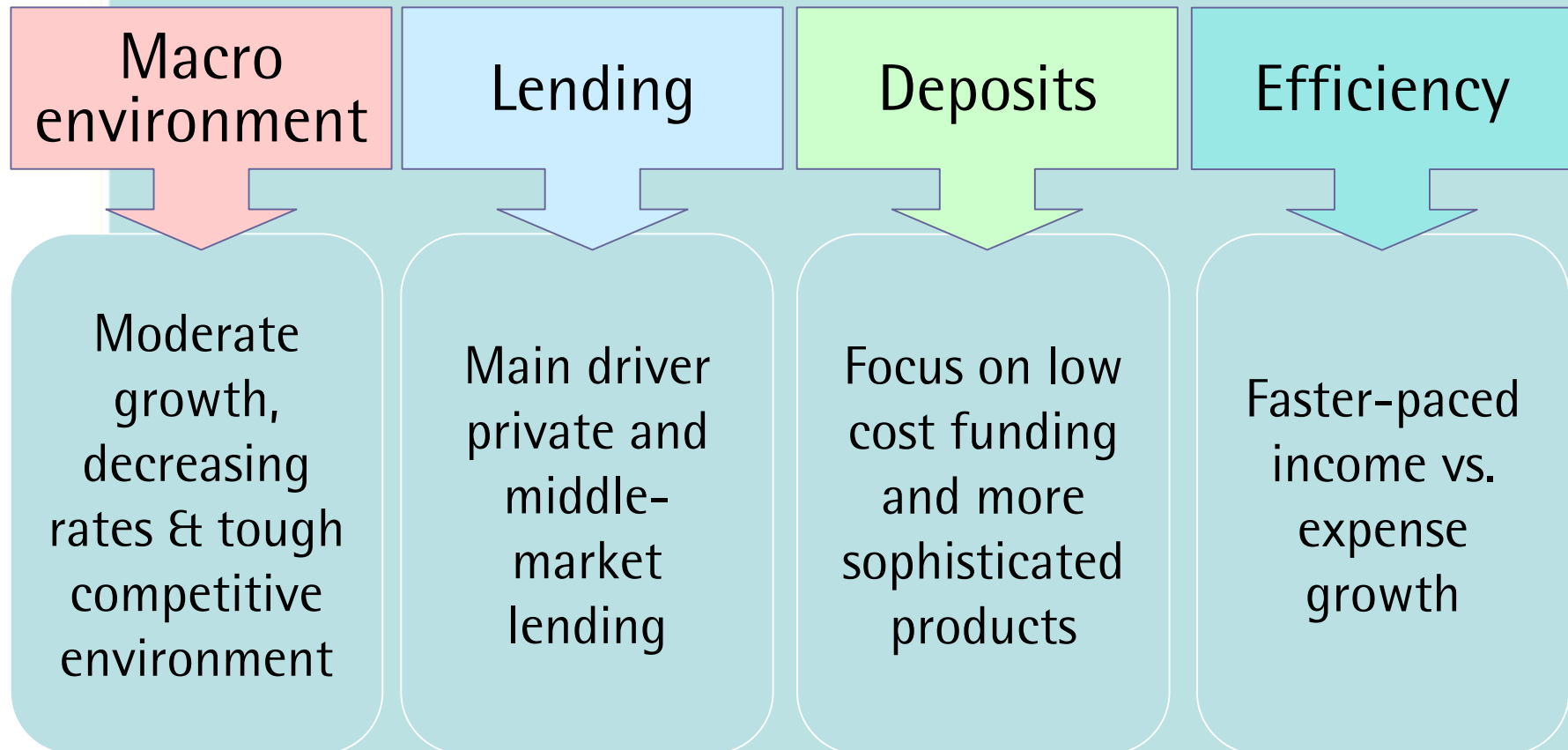
Total lending as % of GDP



Source: Banco de México, inegi. Figures in billions of pesos as of September 2005.



Our greatest challenge is to continue on an accelerated growth path





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