



**BBVA** Creating  
Opportunities

# 1Q18 Results

April, 27<sup>th</sup> 2018

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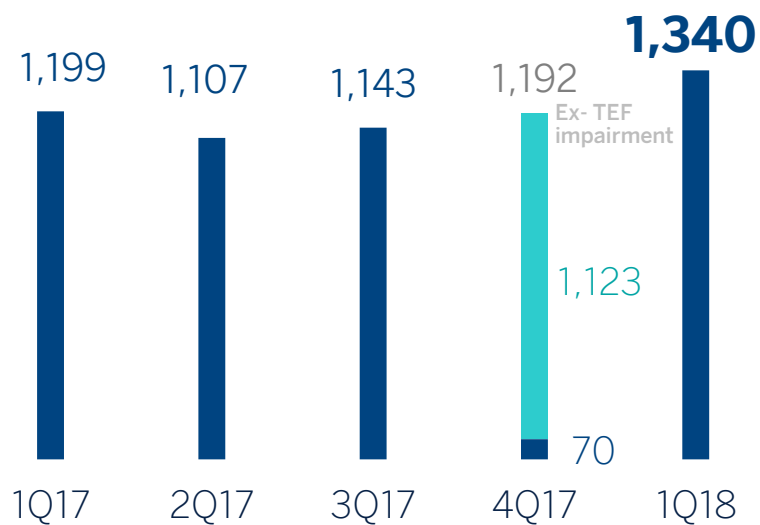
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# Strong Results in the Quarter

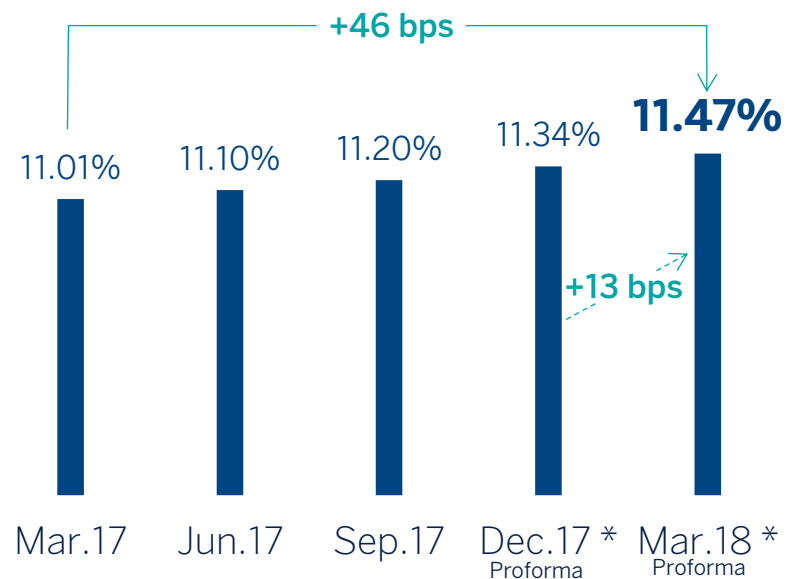
## Net Attributable Profit

Quarterly evolution (€m)



## CET1 fully-loaded – BBVA Group

Quarterly evolution (%)



(\*) Data proforma includes IFRS9 full impact (-31bps) and +57 bps from corporate transactions (sale of BBVA Chile and RE Assets to Cerberus)

# 1Q18 Highlights

## 01 Strong core revenue growth

NII + Fees (€ constant)  
**+9.4%** vs. 1Q17

## 02 Efficiency improvement

Efficiency  
**48.9%** **-106 bps** vs. 12M17 (constant)

## 03 Outstanding trend in digital sales and customers

Digital Sales  
**37%**  
Mar-18<sup>(1)</sup>

Mobile customers  
**19.3m +43%**  
Mar-18 vs. Mar-17

## 04 Sound risk indicators

NPL ratio  
**4.4%**  
**-50 bps** vs. 1Q17

Coverage ratio  
**73%**  
**+214 bps** vs. 1Q17

CoR  
**0.85%**  
**-6 bps** vs. 1Q17

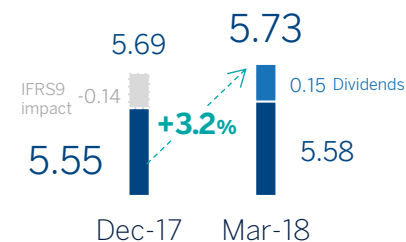
## 05 Strong capital position

CET 1 FL (Proforma)  
**11.47%** **+13 bps** vs. 4Q17

## 06 Focus on shareholder value

ROE <sup>(2)</sup>  
**11.9%** Mar-18  
ROTE <sup>(2)</sup>  
**14.6%** Mar-18

TBV/Share + Shareholders remuneration



(1) % of total sales YTD, # of transactions  
(2) Includes Other Comprehensive Income

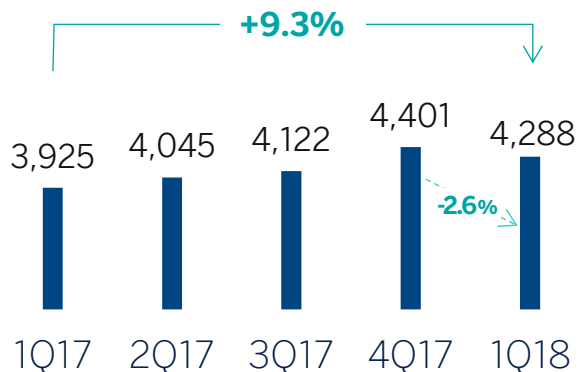
# 1Q18 Profit & Loss

| BBVA Group (€m)                       | 1Q18         | Change<br>1Q18/1Q17 |             |
|---------------------------------------|--------------|---------------------|-------------|
|                                       |              | %                   | % constant  |
| <b>Net Interest Income</b>            | <b>4,288</b> | <b>-0.8</b>         | <b>9.3</b>  |
| Net Fees and Commissions              | 1,236        | 1.1                 | 9.8         |
| Net Trading Income                    | 410          | -40.6               | -38.5       |
| Other Income & Expenses               | 162          | 11.2                | 19.1        |
| <b>Gross Income</b>                   | <b>6,096</b> | <b>-4.5</b>         | <b>4.2</b>  |
| Operating Expenses                    | -2,979       | -5.0                | 3.2         |
| <b>Operating Income</b>               | <b>3,117</b> | <b>-4.0</b>         | <b>5.1</b>  |
| Impairment on Financial Assets        | -823         | -12.9               | -5.2        |
| Provisions and Other Gains and Losses | -58          | -75.5               | -75.4       |
| <b>Income Before Tax</b>              | <b>2,237</b> | <b>8.3</b>          | <b>20.1</b> |
| Income Tax                            | -611         | 6.5                 | 17.3        |
| <b>Net Income</b>                     | <b>1,626</b> | <b>9.0</b>          | <b>21.1</b> |
| Non-controlling Interest              | -286         | -2.2                | 15.8        |
| <b>Net Attributable Profit</b>        | <b>1,340</b> | <b>11.8</b>         | <b>22.3</b> |

# Strong Core Revenue Growth

## Net Interest Income

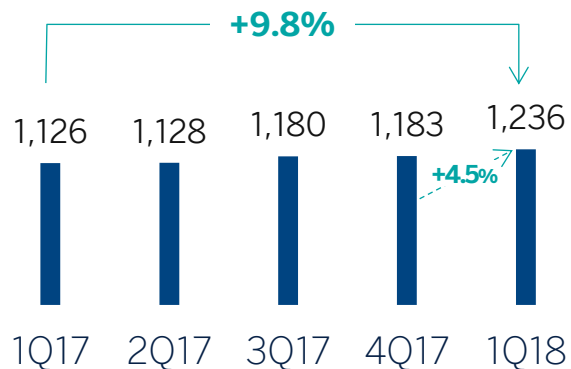
(€m constant)



4Q17 impacted by higher income from CPI linkers in Turkey

## Net Fees and Commissions

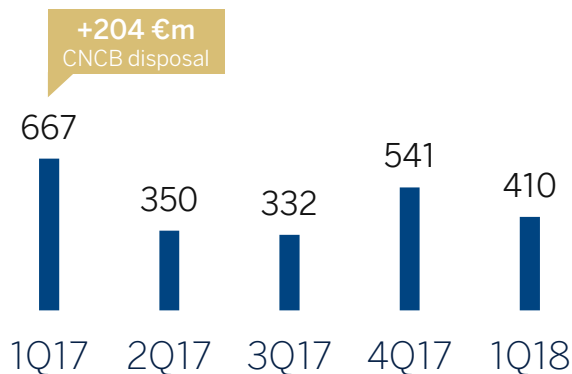
(€m constant)



Good trend maintained, remarkable Spain and Turkey

## Net Trading Income

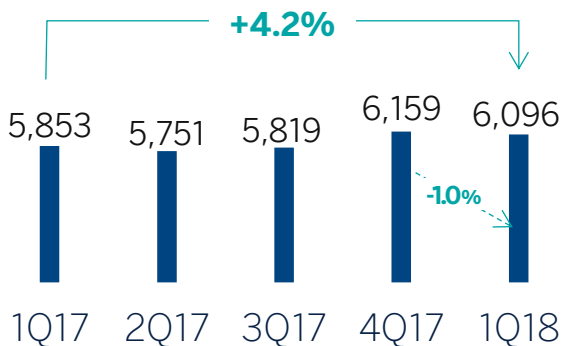
(€m constant)



CNCB disposal in 1Q17 and higher results from FX hedges in 4Q17

## Gross Income

(€m constant)

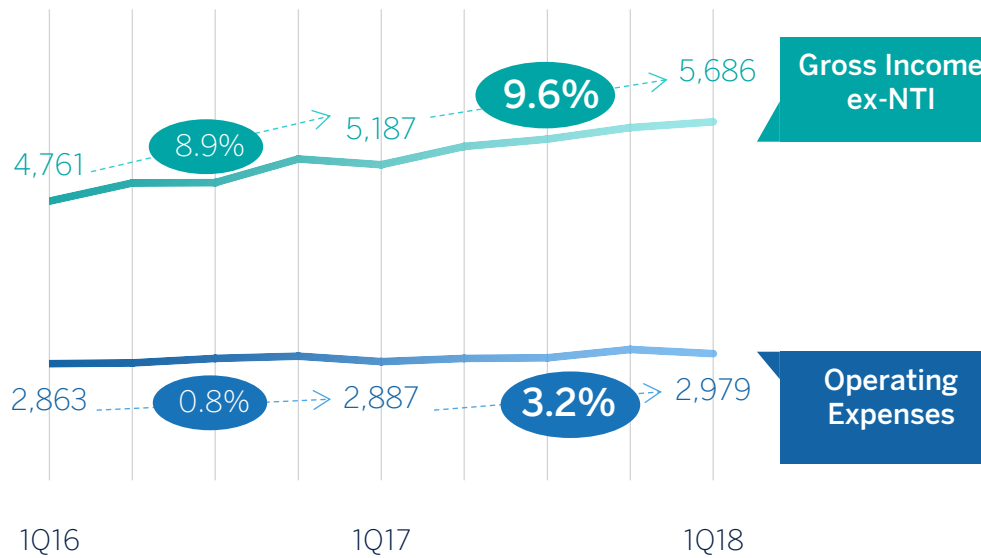


Supported by core revenues

# Efficiency Improvement

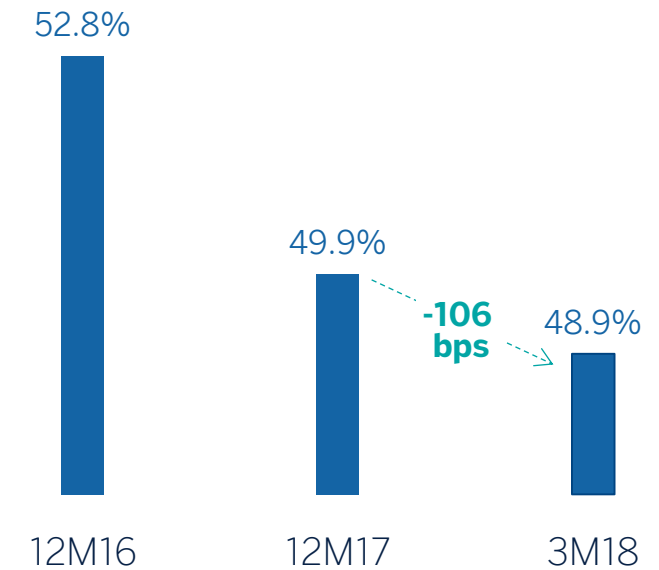
## Group Operating Jaws

(YtD (%); (€ constant))



## Efficiency Ratio

(€ constant)

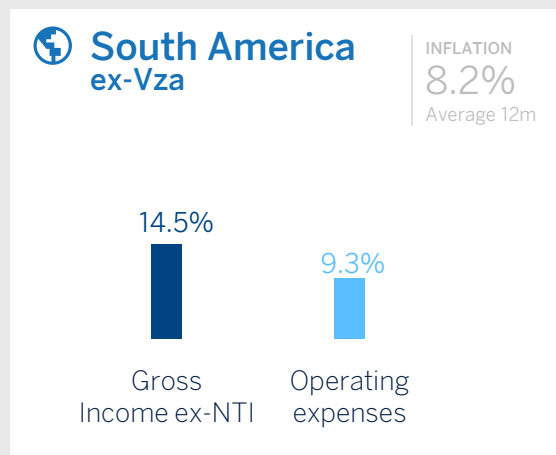
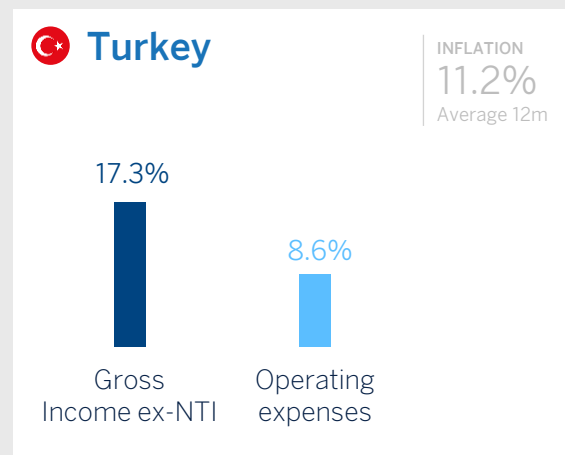
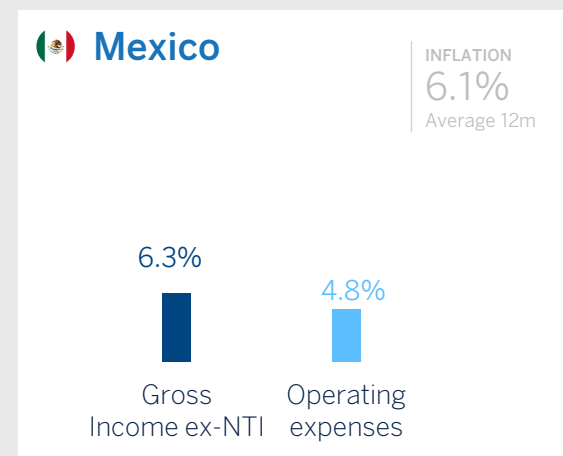
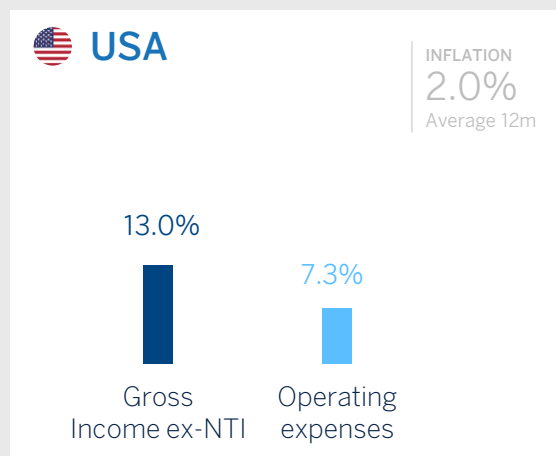
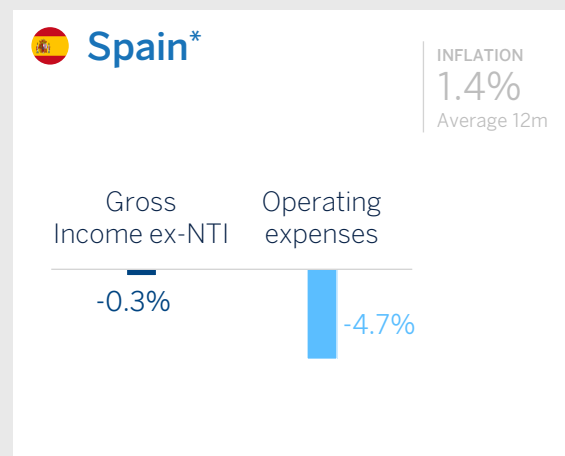


Positive jaws & significant efficiency improvement

# Positive jaws in all geographies

## Operating Jaws Breakdown

(YoY (%); (€ constant))

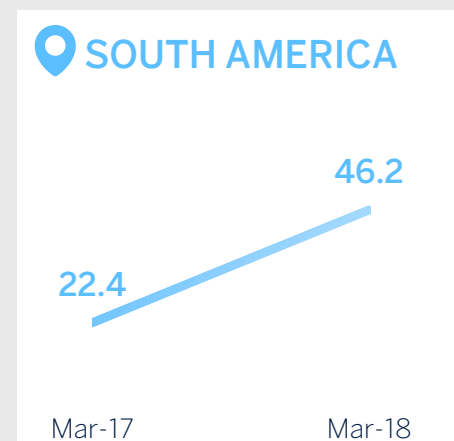
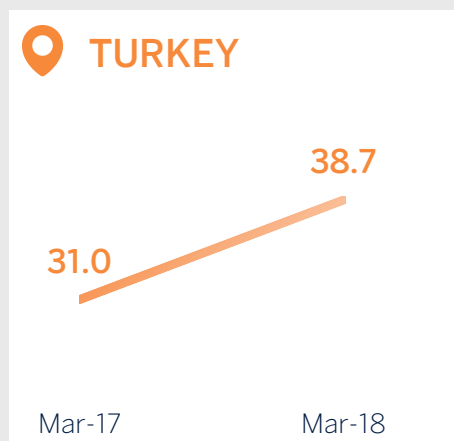


(\*) Spain includes banking and non-core real-estate activities.



# Outstanding trend of digital sales in all markets

(% of total sales YtD, # of transactions)



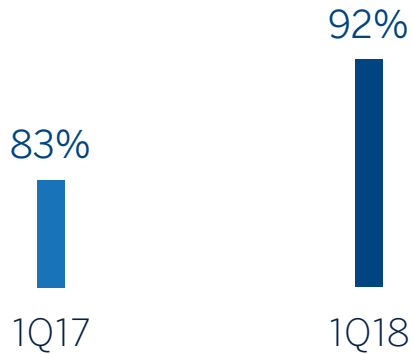
Figures have been restated due to change in the inclusion of some products

(\*) Excludes ClearSpend Debit cards

**Strong growth across markets**

# Digital sales driven by DIY and customer experience

## DIY availability



## Enhanced usability

### Digital Pension Plan Turkey

Digital sales contribution from Jan to Mar  
**x10**

| FROM                            | TO                                  |
|---------------------------------|-------------------------------------|
| <b>Paper</b> based process      | <b>Digital</b> process (web&mobile) |
| 1 Document, <b>32</b> pages     | <b>2</b> document links             |
| <b>12</b> Signatures            | <b>2</b> digital approvals          |
| Approximately <b>30 minutes</b> | Approximately <b>1 minute</b>       |

## New functionalities

Positive impact on people's lives and businesses

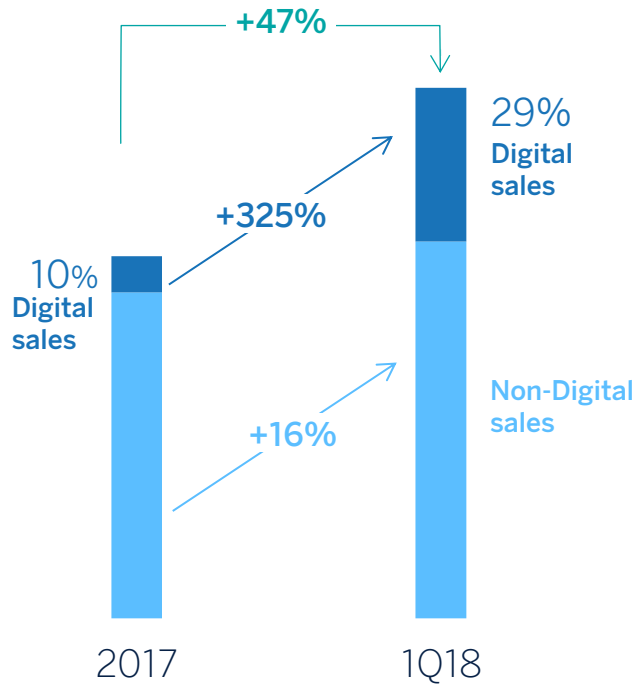
|                     |                                               |                    |                |                                       |
|---------------------|-----------------------------------------------|--------------------|----------------|---------------------------------------|
| <p>Baby Planner</p> | <p>BBVA Valora</p> <p>Mexico<br/>Colombia</p> | <p>BBVA Invest</p> | <p>Economy</p> | <p>DLT Corporate Loan Origination</p> |
|---------------------|-----------------------------------------------|--------------------|----------------|---------------------------------------|

Note: DIY availability: % of units sold that can be purchased digitally

# Digital sales boost total sales and improve efficiency

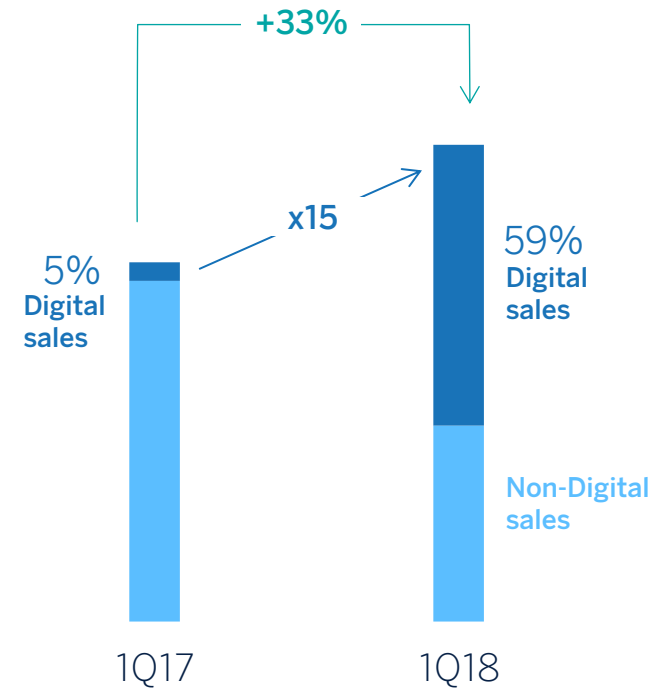
## Total sales increase

 **Express Personal Loan New Production USA**  
(Monthly average production, units, % of total units)



## Migration to more efficient channels

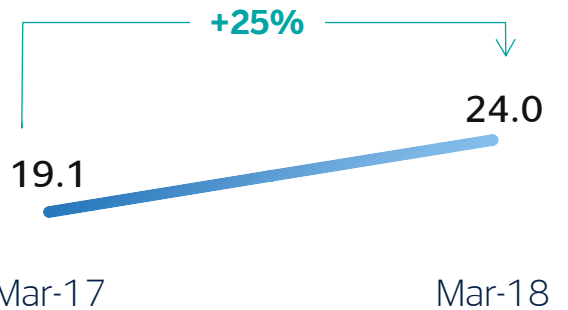
 **Click&Pay Lines of Credit Small Business Spain**  
(YtD units, % of total units)



# Growth in digital and mobile customers

## Digital Customers

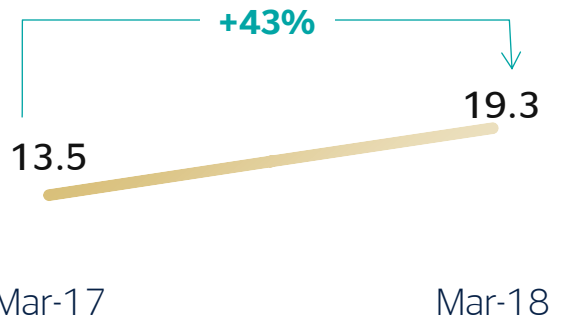
(Mn, % penetration)



| PENETRATION | Mar-17 | Mar-18 |
|-------------|--------|--------|
|             | 38%    | 45%    |

## Mobile Customers

(Mn, % penetration)



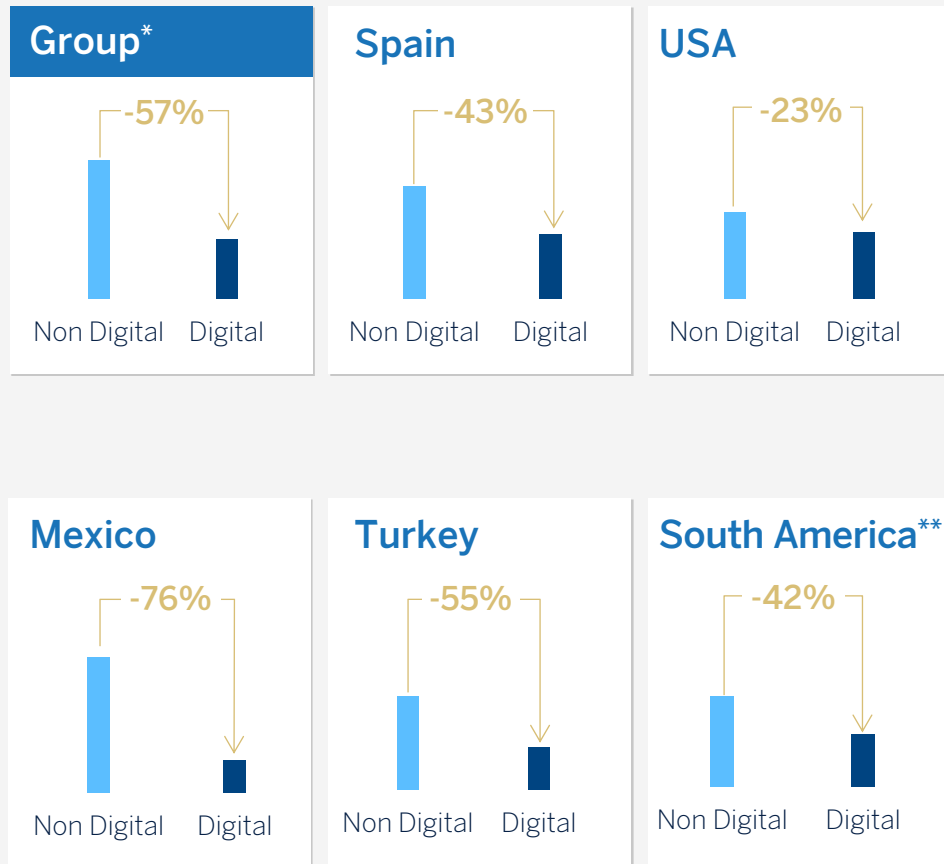
| PENETRATION | Mar-17 | Mar-18 |
|-------------|--------|--------|
|             | 26%    | 36%    |



Goal: 50% tipping point of digital customers in 2018 and mobile customers in 2019

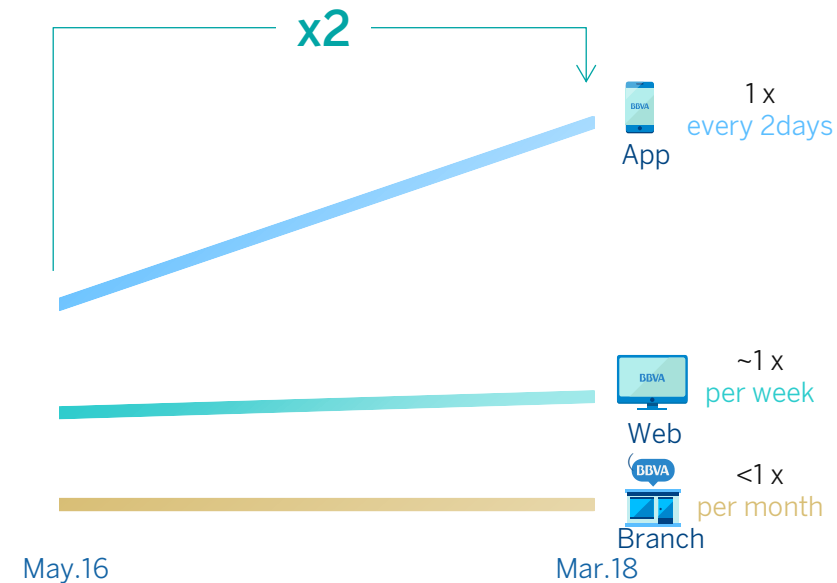
# Digital customers are more loyal and engaged

## Attrition rate (Last 12M)



## Significant mobile interactions increase Spain

(# Customers monthly interactions)



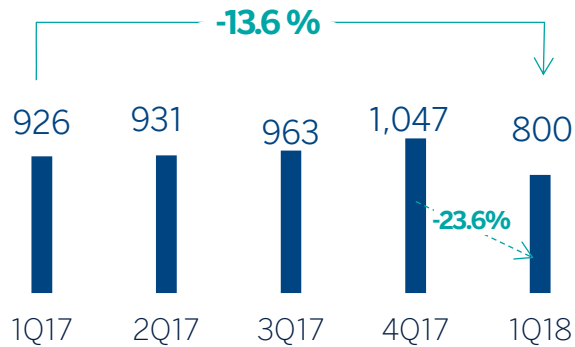
(\*) Group: Spain, USA, Mexico, Turkey, Argentina, Colombia and Peru

(\*\*) South America: data of attrition in Argentina, Colombia and Peru  
Note: Attrition rate calculated based on change in customers from Mar17 to Mar18, excluding new customers during this period

# Sound risk indicators<sup>1</sup>

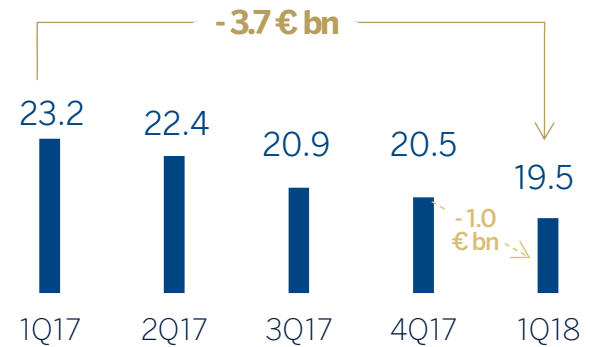
## Total Impairments<sup>2</sup> (Financial Assets and RE)

(€m constant)



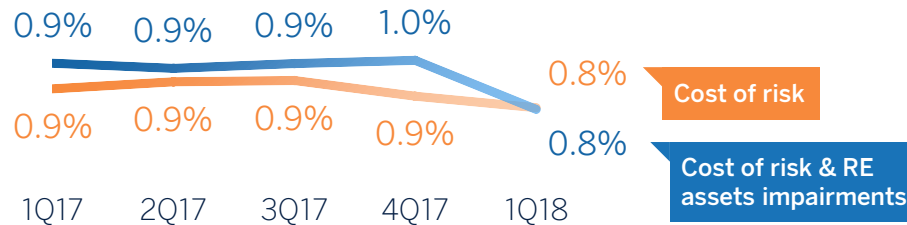
## NPLs

(€bn)



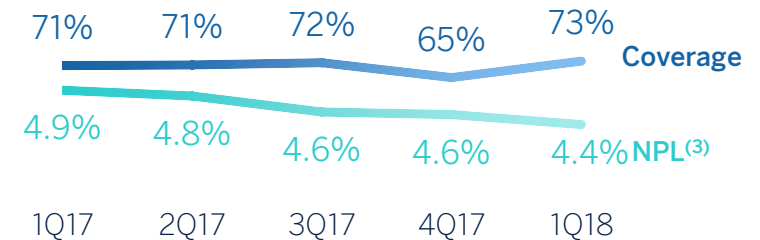
## Cost of risk

YtD (%)



## NPL & Coverage ratios

(%)



(1) Data as of 1Q18 under IFRS9 standards, 2017 figures under IAS 39

(2) Ex- Telefónica impairment in 4Q17

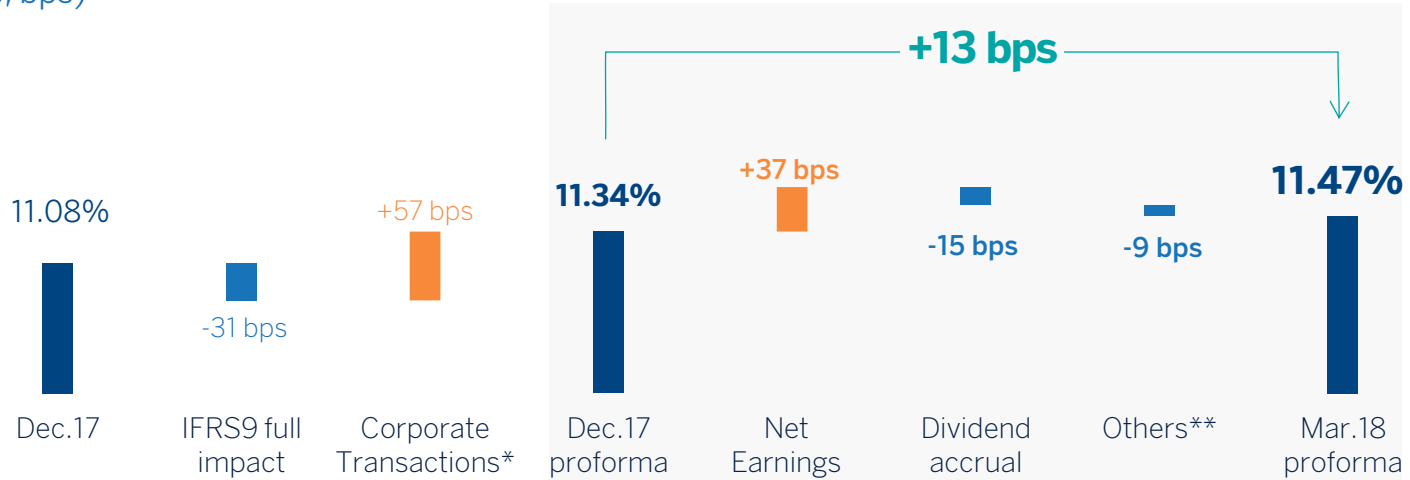
(3) NPL ratio exclude repos in Spain

Asset quality improvement

# Strong capital position

## CET1 fully-loaded - BBVA Group

Evolution (% , bps)



(\*) Sale of BBVA Chile and RE Assets to Cerberus.

(\*\*) Others includes RWAs, mark to market of the AFS portfolio, FX impact, AT1 coupons, among others.

## High quality capital

Leverage ratio fully-loaded (%)



## AT1 and Tier 2 buckets already covered

Mar-18, Fully loaded (%)



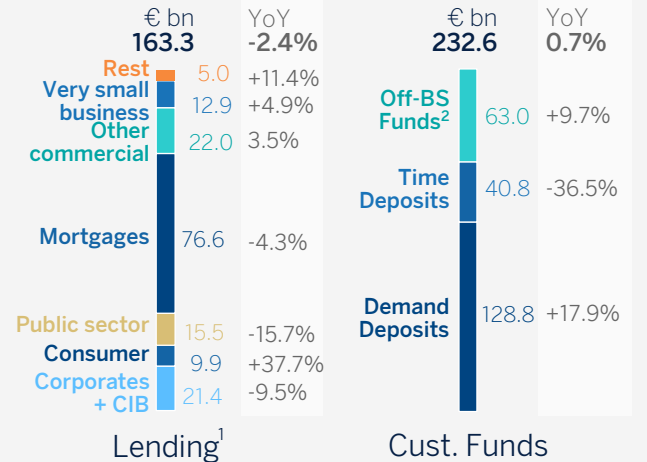
# Business Areas



# Spain Banking Activity

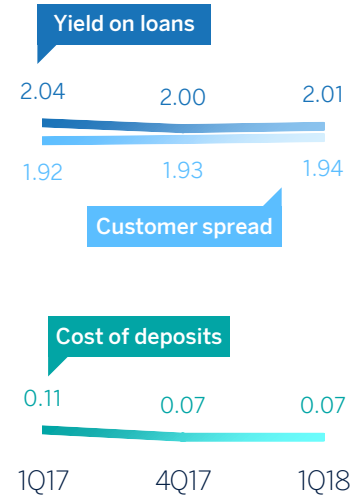
| Profit & Loss                             |              | Δ (%)       | Δ (%)       |
|-------------------------------------------|--------------|-------------|-------------|
| (€m)                                      | 1Q18         | vs 1Q17     | vs 4Q17     |
| <b>Net Interest Income</b>                | <b>921</b>   | <b>-1.6</b> | <b>-2.7</b> |
| Net Fees and Commissions                  | 412          | 7.8         | 6.4         |
| Net Trading Income                        | 167          | -26.0       | 3.3         |
| Other Income & Expenses                   | 97           | -27.6       | n.s.        |
| <b>Gross Income</b>                       | <b>1,596</b> | <b>-4.8</b> | <b>10.3</b> |
| Operating Expenses                        | -823         | -4.2        | -1.4        |
| <b>Operating Income</b>                   | <b>773</b>   | <b>-5.4</b> | <b>26.4</b> |
| Impairment on Financial Assets (net)      | -70          | -57.4       | -49.1       |
| Provisions (net) and other gains (losses) | -87          | -32.5       | 10.9        |
| <b>Income Before Tax</b>                  | <b>616</b>   | <b>17.7</b> | <b>55.9</b> |
| Income Tax                                | -178         | 18.4        | 133.8       |
| <b>Net Attributable Profit</b>            | <b>437</b>   | <b>17.3</b> | <b>37.3</b> |

## Activity (Mar-18)



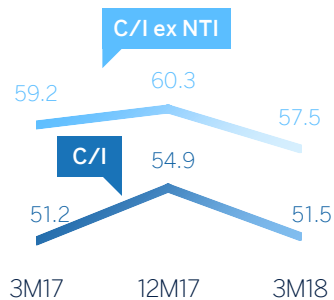
(1) Performing loans under management. (2) Includes mutual funds, pension funds and other off balance sheet funds. Note: Activity excludes repos

## Customer Spread (%)

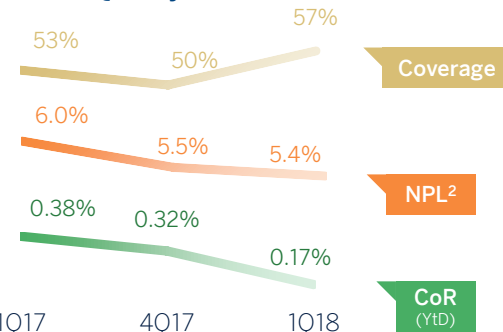


## Key Ratios

### Efficiency ratios (% , €)



### Asset Quality ratios<sup>1</sup>



(1) Data as of 1Q18 under IFRS9 standards, 2017 figures under IAS 39

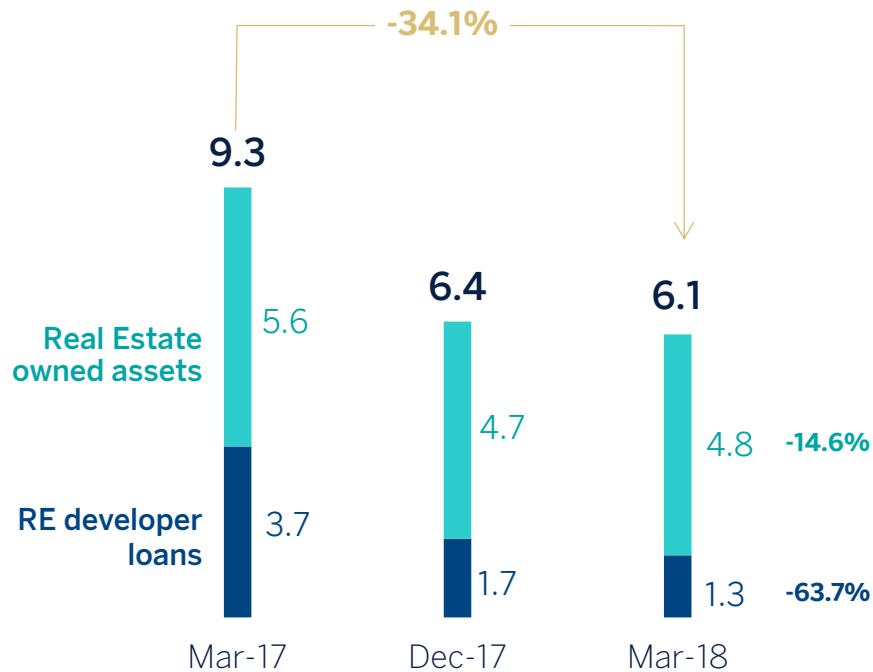
(2) NPL ratio exclude repos

- Loans: Quarterly evolution impacted by seasonality. Growth in high profitable segments
- Customer spread: Slight improvement thanks to a more profitable loan portfolio and a successful price management
- Core revenue growth (+1.1% yoy): sound growth in mutual funds and banking service fees
- Costs continue to go down and efficiency improves
- Asset quality: NPLs down -€456 Mn qoq and CoR better than expected due to provision releases.

# Non Core Real Estate

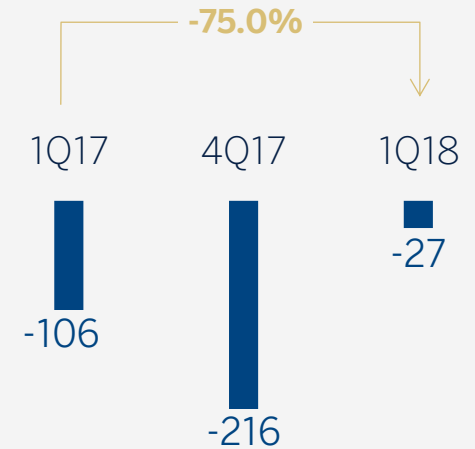
## Net exposure

(€bn)



## Net attributable profit

(€m)

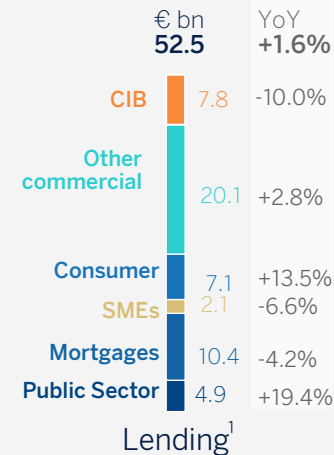


- Cerberus deal to reduce almost entirely our exposure to REOs. Transaction expected to be closed in 3Q18
- Significant reduction in net losses in 1Q18, in line with expectations

# USA

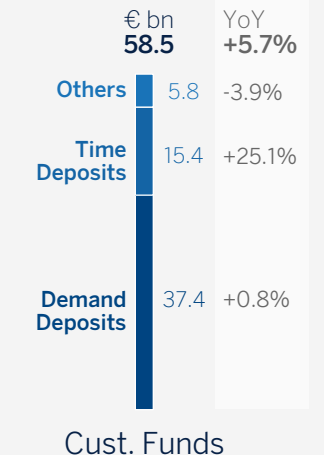
| Profit & Loss<br>(constant €m)            | 1Q18       | Δ (%)<br>vs 1Q17 | Δ (%)<br>vs 4Q17 |
|-------------------------------------------|------------|------------------|------------------|
| <b>Net Interest Income</b>                | <b>524</b> | <b>15.0</b>      | <b>3.6</b>       |
| Net Fees and Commissions                  | 148        | -2.4             | 1.1              |
| Net Trading Income                        | 24         | -14.6            | -22.6            |
| Other Income & Expenses                   | 3          | n.s.             | -88.9            |
| <b>Gross Income</b>                       | <b>699</b> | <b>11.8</b>      | <b>-1.1</b>      |
| Operating Expenses                        | -435       | 7.3              | -3.2             |
| <b>Operating Income</b>                   | <b>264</b> | <b>20.0</b>      | <b>2.4</b>       |
| Impairment on Financial Assets (net)      | -20        | -67.9            | -52.7            |
| Provisions (net) and other gains (losses) | 8          | n.s.             | n.s.             |
| <b>Income Before Tax</b>                  | <b>251</b> | <b>64.3</b>      | <b>27.2</b>      |
| Income Tax                                | -56        | 37.3             | -51.3            |
| <b>Net Attributable Profit</b>            | <b>195</b> | <b>74.1</b>      | <b>137.0</b>     |

## Activity (Mar-18) (constant €)

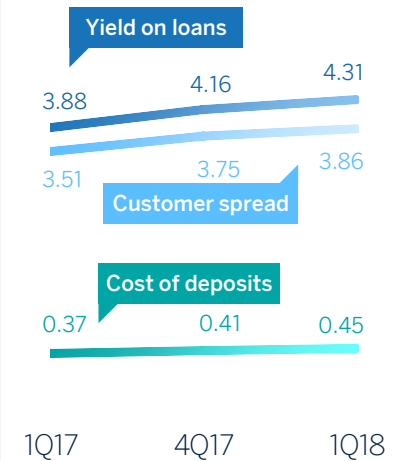


(1) Performing loans under management.  
Note: Activity excludes repos

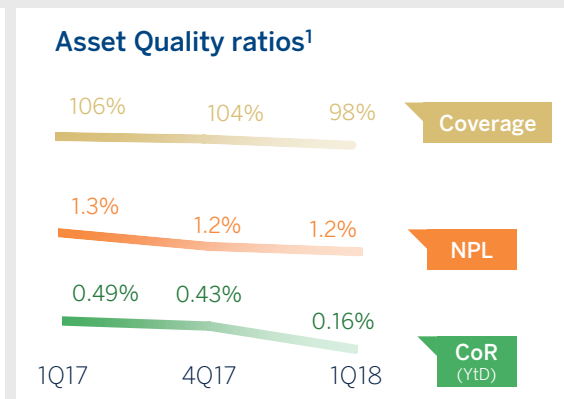
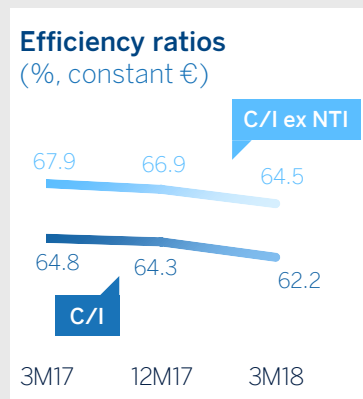
## Activity (Mar-18) (constant €)



## Customer Spread (%)



## Key Ratios



NOTE: BTS business has been reclassified from USA to Mexico

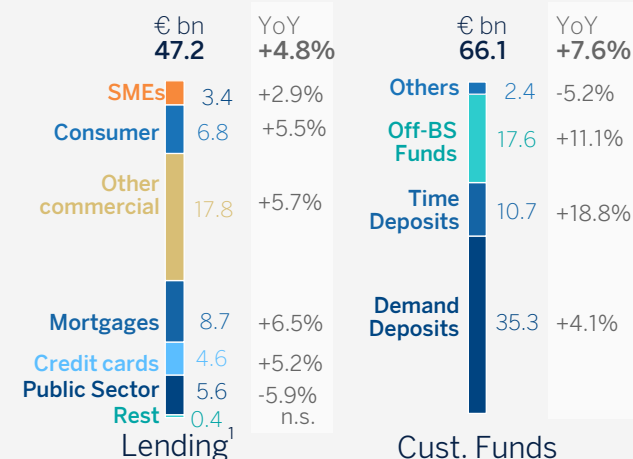
(1) Data as of 1Q18 under IFRS9 standards, 2017 figures under IAS 39

- **NII growth** at mid teens
- Focus on growing the **consumer book** (+13.5% yoy)
- **Customer spread** continues to increase thanks to low deposit Betas
- **Positive jaws** and efficiency improvement
- **CoR much better than expected** thanks to provision releases and a positive IFRS9 macro adjustment
- Upward trend in **profitability**

# Mexico

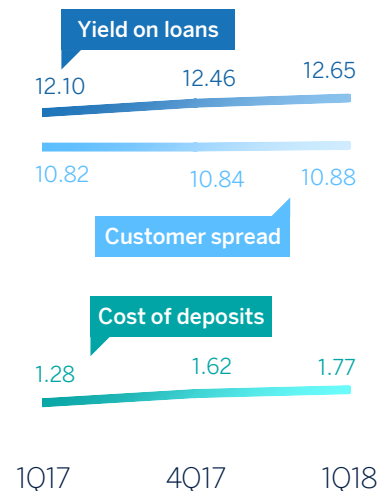
| Profit & Loss<br>(constant €m)            | 1Q18         | Δ (%)<br>vs 1Q17 | Δ (%)<br>vs 4Q17 |
|-------------------------------------------|--------------|------------------|------------------|
| <b>Net Interest Income</b>                | <b>1,317</b> | <b>8.2</b>       | <b>-0.5</b>      |
| Net Fees and Commissions                  | 281          | 6.3              | -6.6             |
| Net Trading Income                        | 67           | -1.0             | 1.7              |
| Other Income & Expenses                   | 45           | -30.6            | 78.6             |
| <b>Gross Income</b>                       | <b>1,711</b> | <b>6.0</b>       | <b>-0.4</b>      |
| Operating Expenses                        | -567         | 4.8              | -5.0             |
| <b>Operating Income</b>                   | <b>1,144</b> | <b>6.6</b>       | <b>2.1</b>       |
| Impairment on Financial Assets (net)      | -377         | -0.6             | 1.1              |
| Provisions (net) and other gains (losses) | 21           | n.s.             | n.s.             |
| <b>Income Before Tax</b>                  | <b>788</b>   | <b>14.1</b>      | <b>8.8</b>       |
| Income Tax                                | -216         | 18.5             | 13.6             |
| <b>Net Attributable Profit</b>            | <b>571</b>   | <b>12.5</b>      | <b>7.1</b>       |

## Activity (Mar-18) (constant €)

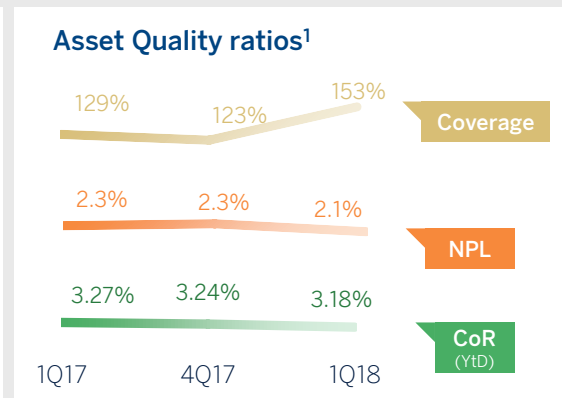
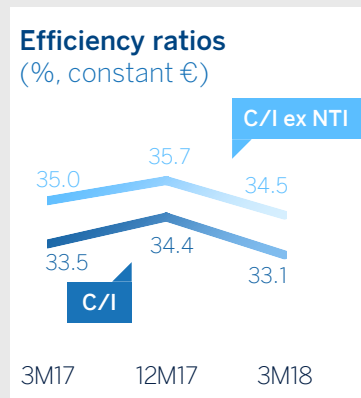


(1) Performing loans under management.  
Note: Activity excludes repos

## Customer Spread (%)



## Key Ratios



NOTE: BTS business has been reclassified from USA to Mexico

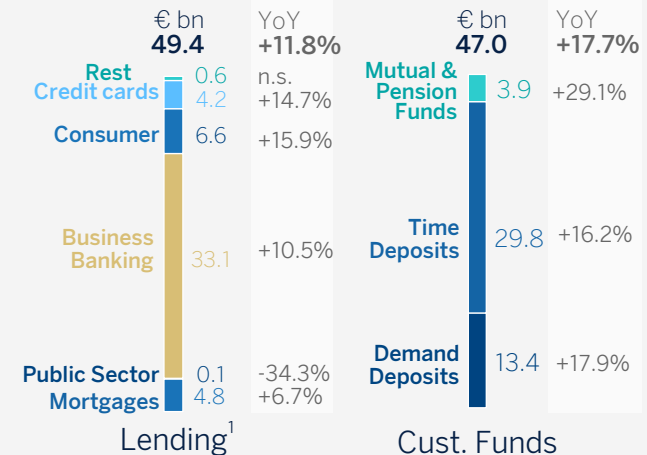
(1) Data as of 1Q18 under IFRS9 standards, 2017 figures under IAS 39

- **NII growth** at high single digit yoy, in line with expectations
- **Loans** +4.8% yoy, with sound growth of retail portfolios and slowdown in the commercial book.
- **Positive jaws** maintained and efficiency improvement
- **Asset quality indicators** continue to improve: coverage increase explained by IFRS9 and CoR better than expected
- Double digit **bottom line growth**

# Turkey

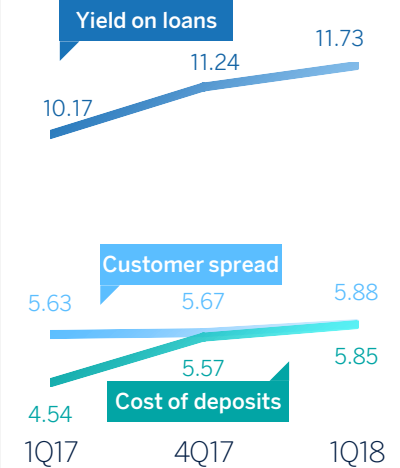
| Profit & Loss<br>(constant €m)            | 1Q18       | Δ (%)<br>vs 1Q17 | Δ (%)<br>vs 4Q17 |
|-------------------------------------------|------------|------------------|------------------|
| <b>Net Interest Income</b>                | <b>753</b> | <b>10.4</b>      | <b>-14.4</b>     |
| Net Fees and Commissions                  | 201        | 39.9             | 26.3             |
| Net Trading Income                        | 20         | n.s.             | n.s.             |
| Other Income & Expenses                   | 23         | 215.0            | 40.2             |
| <b>Gross Income</b>                       | <b>996</b> | <b>21.5</b>      | <b>-5.0</b>      |
| Operating Expenses                        | -354       | 8.6              | 0.6              |
| <b>Operating Income</b>                   | <b>642</b> | <b>30.1</b>      | <b>-7.8</b>      |
| Impairment on Financial Assets (net)      | -151       | 48.5             | 53.8             |
| Provisions (net) and other gains (losses) | 29         | 114.2            | n.s.             |
| <b>Income Before Tax</b>                  | <b>520</b> | <b>28.2</b>      | <b>-13.0</b>     |
| Income Tax                                | -114       | 27.5             | 1.8              |
| <b>Net Attributable Profit</b>            | <b>201</b> | <b>49.7</b>      | <b>-16.7</b>     |

## Activity (Mar-18) (constant €)

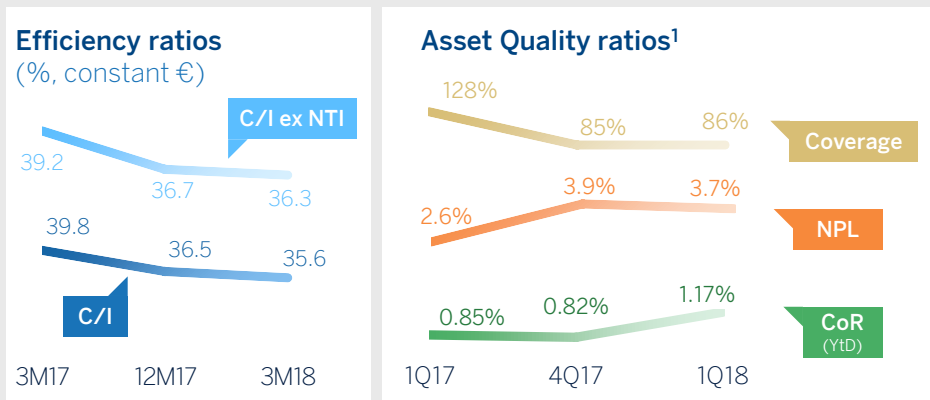


(1) Performing loans under management.  
Note: Activity excludes repos

## Customer Spread (%)



## Key Ratios



(1) Data as of 1Q18 under IFRS9 standards, 2017 figures under IAS 39

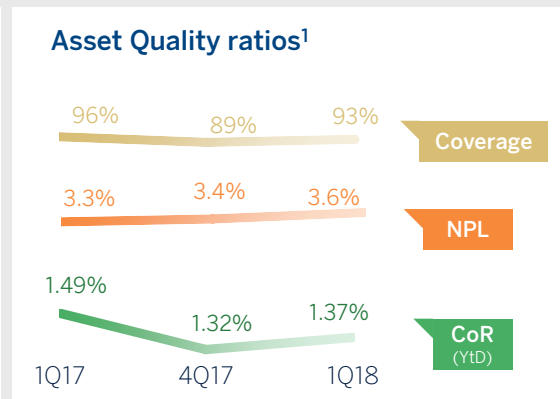
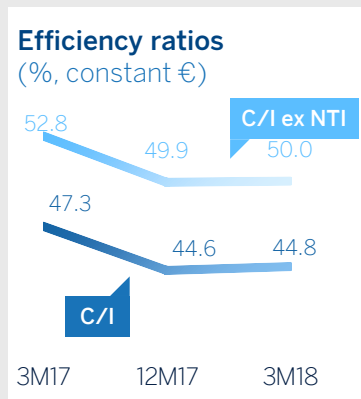
- TL loan portfolio growing at double digit, despite a limited use of CGF
- Customer spread increases qoq thanks to an excellent price management
- Sound core revenue growth
- NII qoq evolution impacted by inflation rate update in 4Q (+€124 Mn)
- Focus on cost control: opex growth < inflation
- CoR increase explained by the commercial portfolio and the negative IFRS 9 adjustment

# South America

| Profit & Loss<br>(constant €m)            | 1Q18         | Δ (%)<br>vs 1Q17 | Δ (%)<br>vs 4Q17 |
|-------------------------------------------|--------------|------------------|------------------|
| <b>Net Interest Income</b>                | <b>792</b>   | <b>14.7</b>      | <b>3.1</b>       |
| Net Fees and Commissions                  | 163          | 10.6             | -4.4             |
| Net Trading Income                        | 112          | 15.1             | -7.5             |
| Other Income & Expenses                   | 12           | n.s.             | n.s.             |
| <b>Gross Income</b>                       | <b>1,079</b> | <b>15.4</b>      | <b>2.5</b>       |
| Operating Expenses                        | -484         | 9.4              | 3.8              |
| <b>Operating Income</b>                   | <b>595</b>   | <b>20.7</b>      | <b>1.4</b>       |
| Impairment on Financial Assets (net)      | -167         | 2.2              | 65.5             |
| Provisions (net) and other gains (losses) | -11          | -27.6            | -67.9            |
| <b>Income Before Tax</b>                  | <b>417</b>   | <b>32.6</b>      | <b>-7.6</b>      |
| Income Tax                                | -128         | 37.8             | -0.1             |
| <b>Net Attributable Profit</b>            | <b>210</b>   | <b>33.4</b>      | <b>-9.5</b>      |

NOTE: Venezuela 1Q18 figures in current €

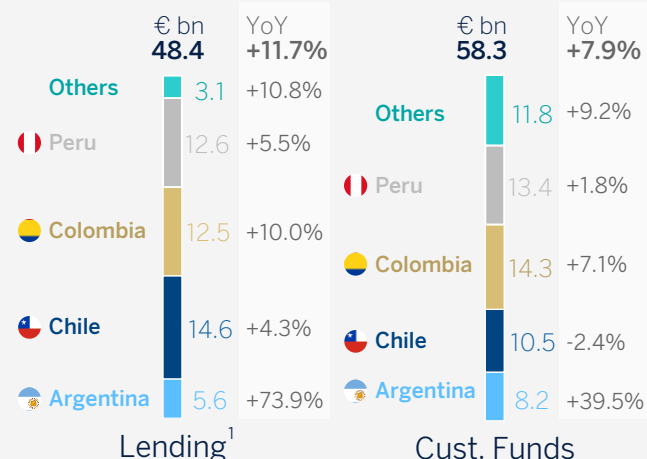
## Key Ratios



(1) Data as of 1Q18 under IFRS9 standards, 2017 figures under IAS 39

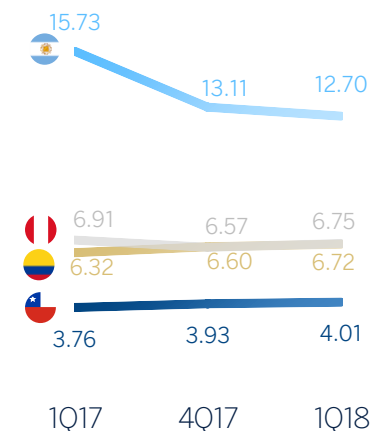
## Activity (Mar-18)

(constant €)



(1) Performing loans under management  
Note: Activity excludes repos

## Customer Spread (%)



- Sound **growth** in all P&L lines
- **Loan growth accelerating** to double digit, supported mainly by Argentina and Colombia
- **Positive operating jaws**
- **CoR better** than expectations

## Final Remarks

- 01 High quality set of results, supported by core revenues
- 02 Impact of digital on revenue growth and efficiency improvement
- 03 Achieving double-digit returns in developed markets, both Spain and USA
- 04 Sustaining growth and returns in emerging markets

Focus on shareholder value

# Annex

**01** Customer Spread by Country

**02** ALCO Portfolio and Liquidity  
Coverage Ratios (LCRs)

**03** Capital and RWA

**04** TBV per Share and Dividends  
evolution

**05** Net Attributable Profit Evolution

**06** Gross Income Breakdown

**07** P&L Accounts by Business Unit





01

## Customer Spread by Country

# Customer Spreads: Quarterly Evolution

## Average (€)

|                              | 1Q17   | 2Q17   | 3Q17   | 4Q17   | 1Q18   |
|------------------------------|--------|--------|--------|--------|--------|
| <b>Spain</b>                 | 1.92%  | 1.94%  | 1.93%  | 1.93%  | 1.94%  |
| Yield on Loans               | 2.04%  | 2.02%  | 2.00%  | 2.00%  | 2.01%  |
| Cost of Deposits             | -0.11% | -0.08% | -0.08% | -0.07% | -0.07% |
| <b>USA</b>                   | 3.51%  | 3.67%  | 3.76%  | 3.75%  | 3.86%  |
| Yield on Loans               | 3.88%  | 3.99%  | 4.12%  | 4.16%  | 4.31%  |
| Cost of Deposits             | -0.37% | -0.33% | -0.36% | -0.41% | -0.45% |
| <b>Mexico MXN</b>            | 12.10% | 12.02% | 11.81% | 12.05% | 12.06% |
| Yield on Loans               | 13.70% | 13.78% | 13.68% | 14.02% | 14.20% |
| Cost of Deposits             | -1.60% | -1.77% | -1.87% | -1.98% | -2.14% |
| <b>Mexico FC<sup>1</sup></b> | 3.46%  | 3.62%  | 3.47%  | 3.68%  | 3.93%  |
| Yield on Loans               | 3.49%  | 3.66%  | 3.53%  | 3.76%  | 4.02%  |
| Cost of Deposits             | -0.04% | -0.05% | -0.07% | -0.08% | -0.09% |
| <b>Turkey TL</b>             | 5.51%  | 5.24%  | 4.89%  | 4.90%  | 4.94%  |
| Yield on Loans               | 13.15% | 13.48% | 13.75% | 14.06% | 14.55% |
| Cost of Deposits             | -7.65% | -8.25% | -8.86% | -9.16% | -9.62% |

|                              | 1Q17   | 2Q17   | 3Q17   | 4Q17   | 1Q18   |
|------------------------------|--------|--------|--------|--------|--------|
| <b>Turkey FC<sup>1</sup></b> | 3.73%  | 3.74%  | 3.88%  | 4.04%  | 4.16%  |
| Yield on Loans               | 5.63%  | 5.76%  | 5.95%  | 6.14%  | 6.45%  |
| Cost of Deposits             | -1.90% | -2.02% | -2.07% | -2.10% | -2.29% |
| <b>Argentina</b>             | 15.73% | 14.72% | 13.47% | 13.11% | 12.70% |
| Yield on Loans               | 21.18% | 19.97% | 18.63% | 18.77% | 19.29% |
| Cost of Deposits             | -5.46% | -5.24% | -5.16% | -5.65% | -6.59% |
| <b>Chile</b>                 | 3.76%  | 4.16%  | 3.31%  | 3.93%  | 4.01%  |
| Yield on Loans               | 6.42%  | 6.71%  | 5.47%  | 6.27%  | 6.41%  |
| Cost of Deposits             | -2.67% | -2.55% | -2.15% | -2.34% | -2.40% |
| <b>Colombia</b>              | 6.32%  | 6.52%  | 6.78%  | 6.60%  | 6.72%  |
| Yield on Loans               | 12.08% | 11.94% | 11.62% | 11.37% | 11.31% |
| Cost of Deposits             | -5.76% | -5.42% | -4.84% | -4.77% | -4.60% |
| <b>Peru</b>                  | 6.91%  | 6.91%  | 6.80%  | 6.57%  | 6.75%  |
| Yield on Loans               | 8.23%  | 8.32%  | 8.17%  | 7.90%  | 7.92%  |
| Cost of Deposits             | -1.32% | -1.41% | -1.37% | -1.33% | -1.17% |

(1) Foreign currency  
Note: USA ex NY Business Activity

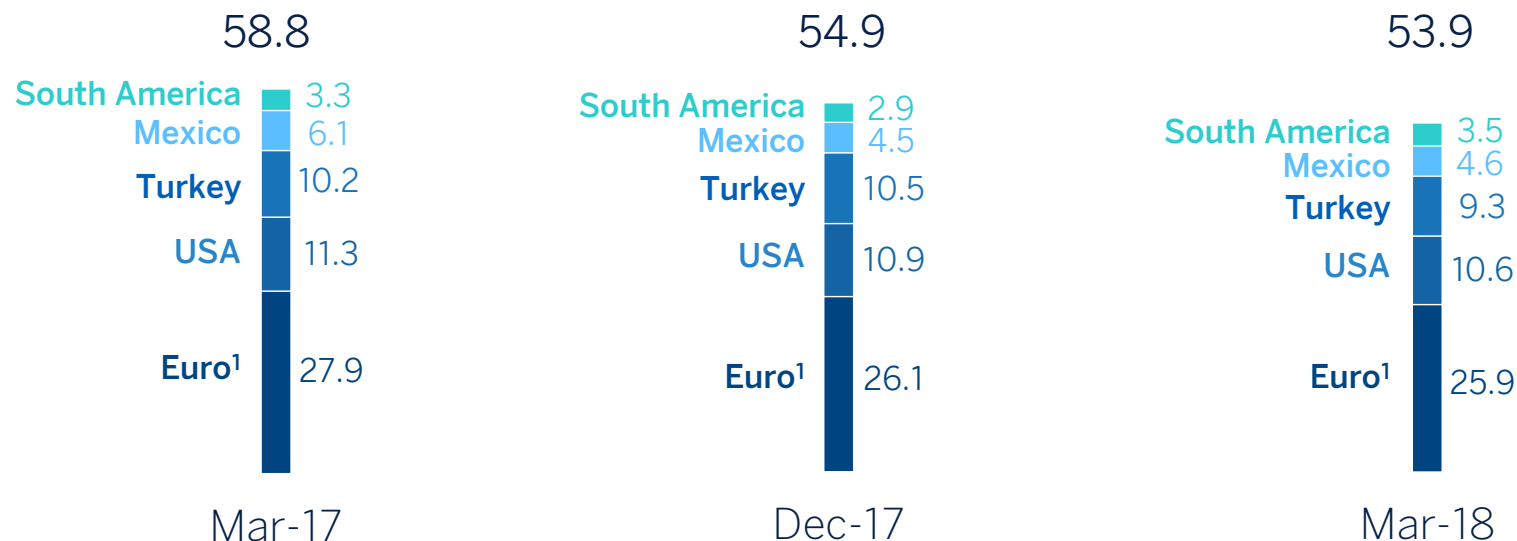


# 02

## **ALCO Portfolio and Liquidity Coverage Ratios (LCRs)**

# ALCO Portfolio & Liquidity Coverage Ratios (LCRs)

## ALCO Portfolio breakdown by region (€ bn)



(1) Figures excludes SAREB bonds (€5.2bn as of Mar-17 and €5bn as of Dec-17 and Mar-18)

## BBVA Group and Subsidiaries LCR

Significantly above the 100% requirement

| Mar-18     | BBVA Group | Euroz. <sup>1</sup> | USA <sup>2</sup> | Mexico | Turkey | S. Amer.   |
|------------|------------|---------------------|------------------|--------|--------|------------|
| <b>LCR</b> | 126%       | 150%                | 141%             | 148%   | 136%   | well >100% |

(1) Perimeter: Spain + Portugal + Rest of Eurasia

(2) Compass LCR calculated according to local regulation (Fed Modified LCR)



# 03

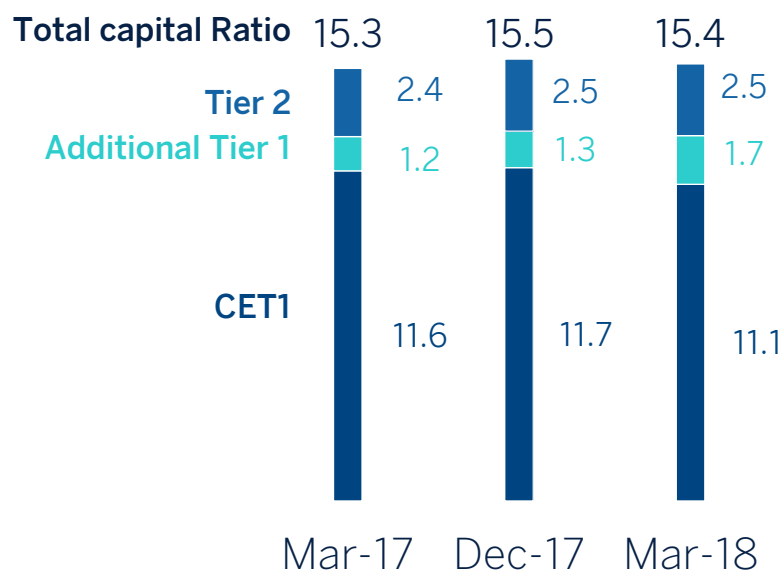
## Capital and RWA

Capital Base

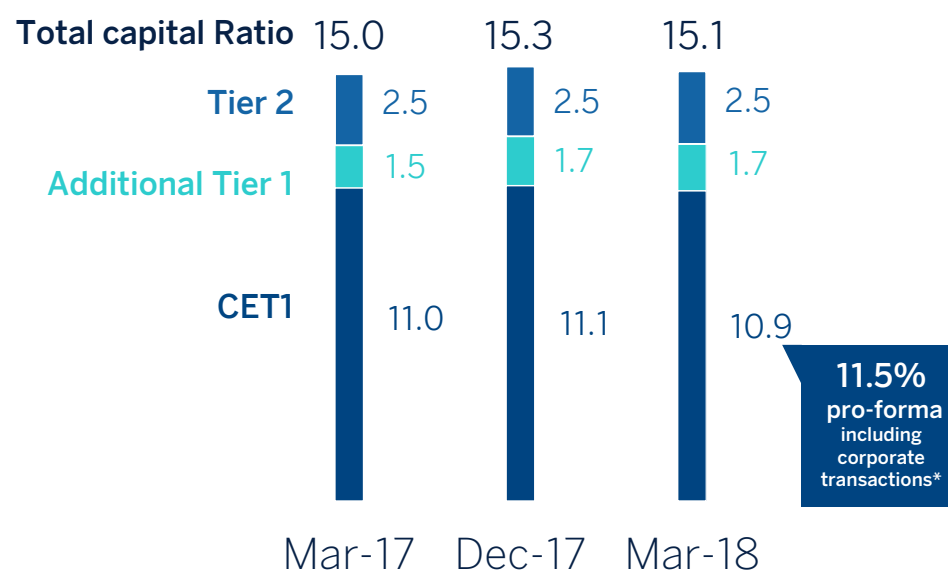
Risk-Weighted Assets by Business Area

# Capital Base

## Evolution of phased-in capital ratios (%)



## Evolution of fully-loaded capital ratios (%)



(\*) Sale of BBVA Chile and RE Assets to Cerberus.

# Risk-Weighted Assets by Business Area

| Breakdown by business area and main countries (€m) | Phased-in RWA  |                |                |
|----------------------------------------------------|----------------|----------------|----------------|
|                                                    | Mar-17         | Dec-17         | Mar-18         |
| Banking activity in Spain                          | 110,862        | 108,093        | 103,229        |
| Non core Real Estate Activity                      | 10,776         | 9,692          | 9,272          |
| United States                                      | 64,847         | 58,688         | 57,262         |
| Turkey                                             | 70,408         | 62,768         | 60,936         |
| Mexico                                             | 50,244         | 44,941         | 47,769         |
| South America                                      | 58,086         | 55,975         | 55,718         |
| Argentina                                          | 9,250          | 9,364          | 8,679          |
| Chile                                              | 14,476         | 14,431         | 14,730         |
| Colombia                                           | 13,296         | 12,299         | 12,921         |
| Peru                                               | 16,753         | 14,879         | 14,634         |
| Venezuela                                          | 924            | 1,516          | 1,436          |
| Rest of South America                              | 3,387          | 3,485          | 3,319          |
| Rest of Eurasia                                    | 14,413         | 15,150         | 14,907         |
| Corporate Center                                   | 10,038         | 6,379          | 7,753          |
| <b>BBVA Group</b>                                  | <b>389,674</b> | <b>361,686</b> | <b>356,847</b> |



04

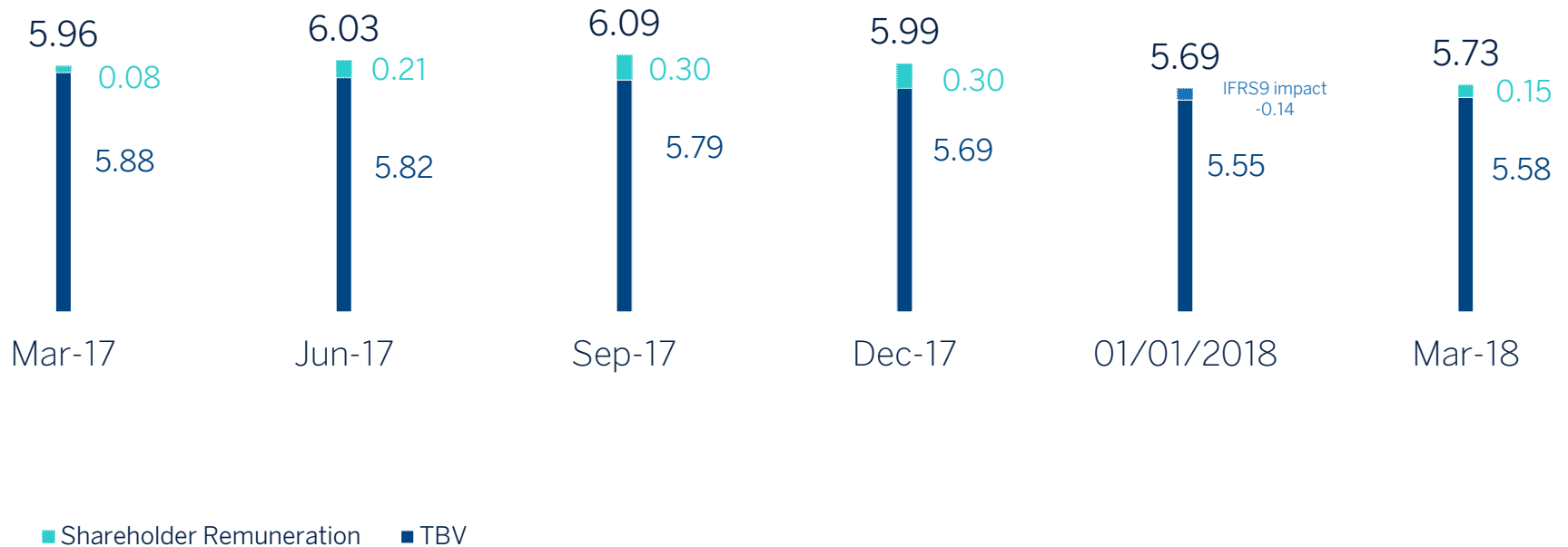
## TBV per Share and Dividends Evolution



# Shareholder's Return: TBV per Share and Dividends

## TBV per Share & Shareholder Remuneration

(€ per Share)



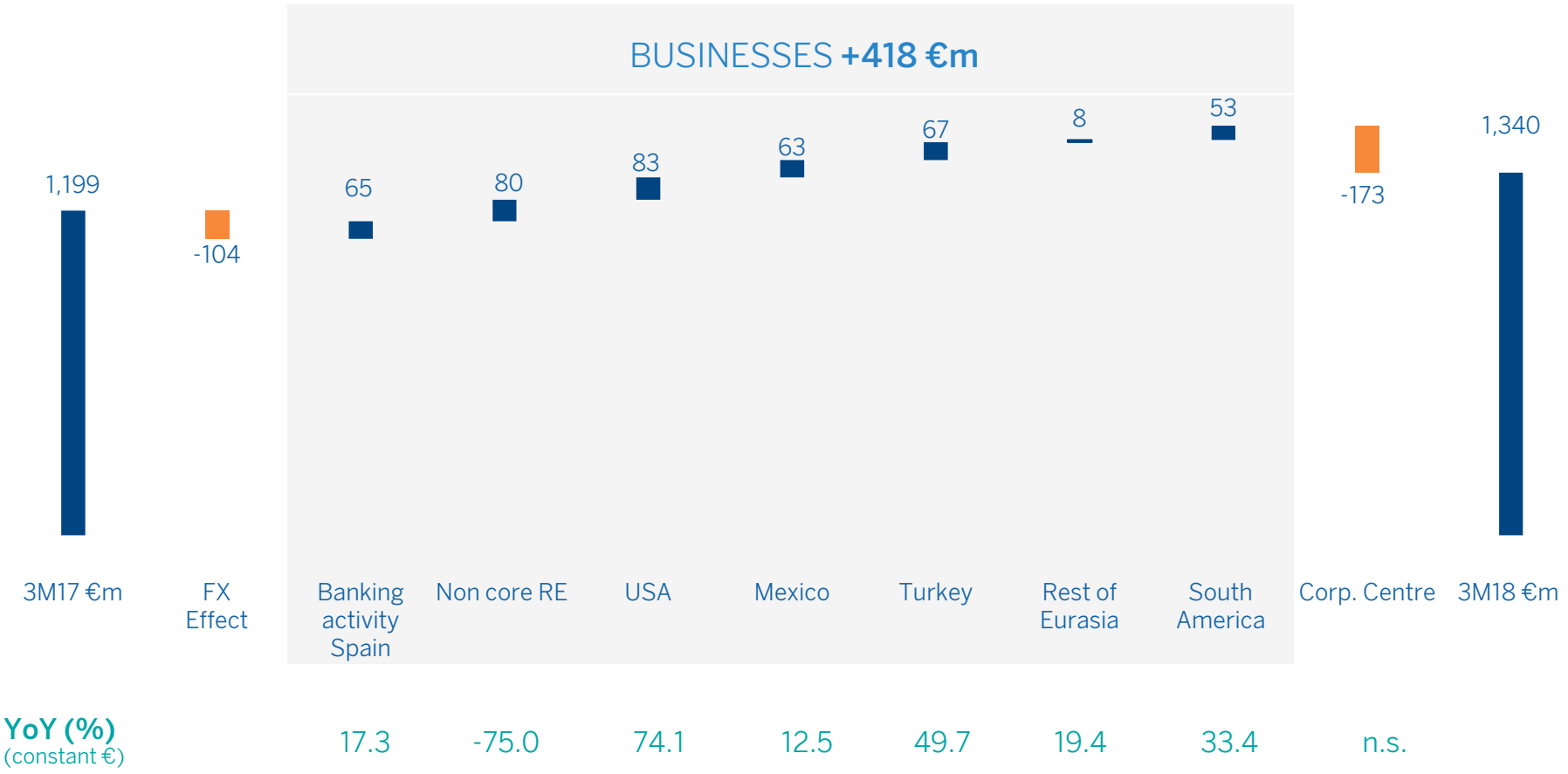


05

**Net Attributable Profit  
Evolution**

# Group – Net Attributable Profit

(€m)



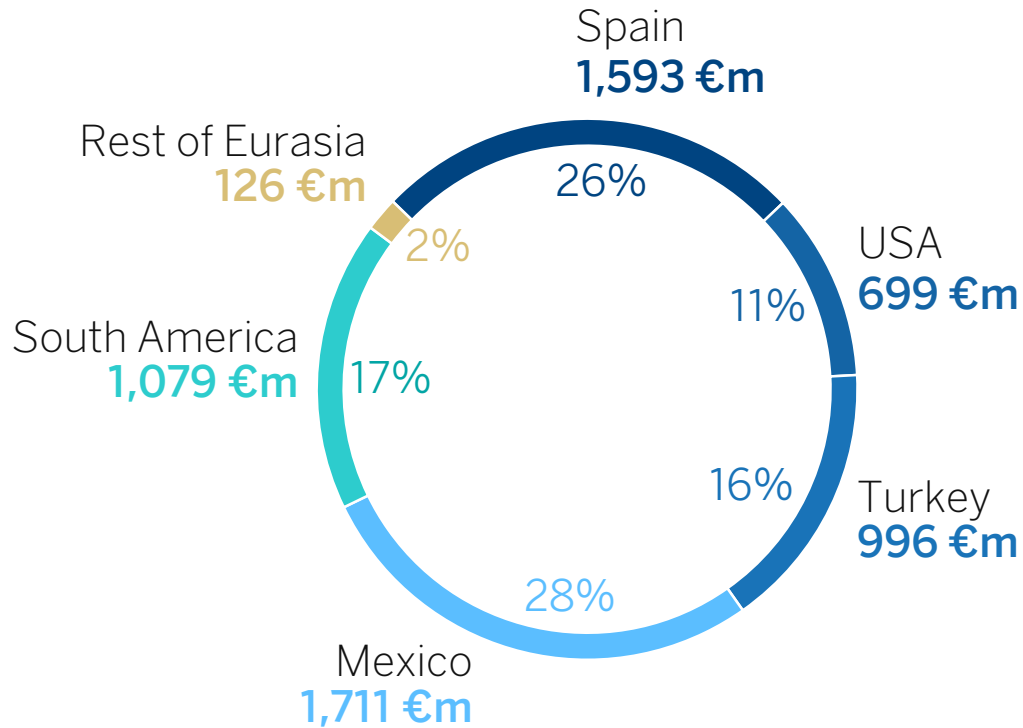


06

## Gross Income Breakdown

# Gross Income - Breakdown

3M18



Note: Spain includes Banking activity in Spain and Non Core Real Estate. Figures exclude Corporate Center



07

## **P&L Accounts by Business Unit**

Total Spain: Banking Activity + Non Core Real Estate

Non Core Real Estate

Rest of Eurasia

Corporate Centre

# Total Spain – Profit & Loss

| Total Spain (€m)                          | 1Q18         | Change (%)   |              |
|-------------------------------------------|--------------|--------------|--------------|
|                                           |              | 1Q18 vs 1Q17 | 1Q18 vs 4Q17 |
| <b>Net Interest Income</b>                | <b>927</b>   | <b>-1.8</b>  | <b>-4.4</b>  |
| Net Fees and Commissions                  | 412          | 7.4          | 6.6          |
| Net Trading Income                        | 167          | -25.7        | 3.6          |
| Other Income & Expenses                   | 86           | -15.6        | n.s.         |
| <b>Gross Income</b>                       | <b>1,593</b> | <b>-3.8</b>  | <b>10.0</b>  |
| Operating Expenses                        | -843         | -4.7         | -1.9         |
| <b>Operating Income</b>                   | <b>750</b>   | <b>-2.7</b>  | <b>27.3</b>  |
| Impairment on Financial Assets (net)      | -125         | -26.0        | -17.0        |
| Provisions (net) and other gains (losses) | -40          | -81.3        | -88.5        |
| <b>Income Before Tax</b>                  | <b>584</b>   | <b>51.2</b>  | <b>564.4</b> |
| Income Tax                                | -173         | 45.4         | n.s.         |
| <b>Net Attributable Profit</b>            | <b>410</b>   | <b>54.2</b>  | <b>302.7</b> |

## Non Core Real Estate - Profit & Loss

| Non Core Real Estate (€m)                 | 1Q18       | Change (%)   |              |
|-------------------------------------------|------------|--------------|--------------|
|                                           |            | 1Q18 vs 1Q17 | 1Q18 vs 4Q17 |
| <b>Net Interest Income</b>                | <b>7</b>   | <b>-27.9</b> | <b>-70.7</b> |
| Net Fees and Commissions                  | 0          | -71.3        | n.s.         |
| Net Trading Income                        | 1          | n.s.         | 296.0        |
| Other Income & Expenses                   | -11        | -65.2        | -48.6        |
| <b>Gross Income</b>                       | <b>-3</b>  | <b>-84.6</b> | <b>n.s.</b>  |
| Operating Expenses                        | -20        | -21.1        | -17.4        |
| <b>Operating Income</b>                   | <b>-24</b> | <b>-49.6</b> | <b>1.7</b>   |
| Impairment on Financial Assets (net)      | -55        | 1,271.7      | 343.3        |
| Provisions (net) and other gains (losses) | 47         | n.s.         | n.s.         |
| <b>Income Before Tax</b>                  | <b>-32</b> | <b>-76.9</b> | <b>-89.7</b> |
| Income Tax                                | 5          | -83.8        | -94.4        |
| <b>Net Attributable Profit</b>            | <b>-27</b> | <b>-75.0</b> | <b>-87.7</b> |



# Rest of Eurasia - Profit & Loss

| Rest of Eurasia (€m)                      | 1Q18       | Change (%)   |              |
|-------------------------------------------|------------|--------------|--------------|
|                                           |            | 1Q18 vs 1Q17 | 1Q18 vs 4Q17 |
| <b>Net Interest Income</b>                | <b>43</b>  | <b>-7.0</b>  | <b>17.1</b>  |
| Net Fees and Commissions                  | 39         | -5.1         | -3.1         |
| Net Trading Income                        | 44         | -9.5         | 81.3         |
| Other Income & Expenses                   | 1          | -2.0         | 66.7         |
| <b>Gross Income</b>                       | <b>126</b> | <b>-7.3</b>  | <b>24.6</b>  |
| Operating Expenses                        | -72        | -9.0         | -10.3        |
| <b>Operating Income</b>                   | <b>53</b>  | <b>-4.9</b>  | <b>166.3</b> |
| Impairment on Financial Assets (net)      | 17         | 127.2        | 29.6         |
| Provisions (net) and other gains (losses) | -1         | -86.1        | n.s.         |
| <b>Income Before Tax</b>                  | <b>69</b>  | <b>18.7</b>  | <b>94.0</b>  |
| Income Tax                                | -22        | 17.8         | 87.6         |
| <b>Net Attributable Profit</b>            | <b>47</b>  | <b>19.1</b>  | <b>97.1</b>  |

# Corporate Centre - Profit & Loss

| Corporate Center (€m)                                     | 1Q18        | Change (%)   |              |
|-----------------------------------------------------------|-------------|--------------|--------------|
|                                                           |             | 1Q18 vs 1Q17 | 1Q18 vs 4Q17 |
| <b>Net Interest Income</b>                                | <b>-68</b>  | <b>-38.5</b> | <b>-17.9</b> |
| Net Fees and Commissions                                  | -7          | 47.5         | -63.5        |
| Net Trading Income                                        | -24         | n.s.         | n.s.         |
| Other Income & Expenses                                   | -7          | -75.5        | n.s.         |
| <b>Gross Income</b>                                       | <b>-106</b> | <b>n.s.</b>  | <b>n.s.</b>  |
| Operating Expenses                                        | -224        | 7.3          | -1.2         |
| <b>Operating Income</b>                                   | <b>-330</b> | <b>137.6</b> | <b>134.4</b> |
| Impairment on Financial Assets (net)                      | 0           | n.s.         | -100.0       |
| Provisions (net) and other gains (losses)                 | -63         | 813.3        | 305.1        |
| <b>Income Before Tax</b>                                  | <b>-393</b> | <b>171.1</b> | <b>-69.3</b> |
| Income Tax                                                | 98          | 351.2        | 32.1         |
| <b>Net Attributable Profit</b>                            | <b>-295</b> | <b>141.3</b> | <b>-75.2</b> |
| <b>Net Attributable Profit</b> (ex-Telefonica Impairment) | <b>-295</b> | <b>141.3</b> | <b>319.7</b> |



**BBVA** Creating  
Opportunities

# 1Q18 Results

April, 27<sup>th</sup> 2018