

Group BBVA

1Q19

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To bring the age of opportunity to everyone

BBVA'S GLOBAL PRESENCE

MARCH 2019



FINANCIAL HIGHLIGHTS

MARCH 2019

691,200

to customers - gross

393,321

Deposits

378,527



Net attributable profit 1019

NPL ratio

74% 3.9%

CET 1 FL

TBV per share + Shareholders

11.35%

6.20

SUSTAINABLE DEVELOPMENT AND DIRECT

9.9%

11.9%

CUSTOMERS & DIGITAL SALES

MARCH 2019

CUSTOMERS

75.7 million



28.4 m



DIGITAL SALES

PRV* 43%

57%

CONTRIBUTION TO SOCIETY

BBVA's Pledge 2025



MOBILIZED between 2018 and 2025

Allocated to social programs

104.5 €m

BBVA Open Talent 2017



BBVA







BBVA Purpose

We are BBVA. We create opportunities

OUR PURPOSE

To bring the age of opportunity to everyone



SIX STRATEGIC PRIORITIES

- New standard in customer experience
- Digital sales
- New business models
- Optimize capital allocation
- Unrivaled efficiency
- A first class workforce

New value proposition

Based on our customers' real needs



Helping our customers to make the best financial decisions offering relevant advice



solutions that generate trust for our customers, being clear, transparent and based on integrity

Providing the best



Through an easy and convenient experience DIY through digital channels or human interaction

Our Values





Customer comes first

We are empathetic

? We have integrity

We meet their needs



We think **big**

We are ambitious

We break the mold

We amaze our customers



We are **one team**

I am committed

1 trust others

I am BBVA



1Q19 Results

Strong results in a challenging environment

NET ATTRIBUTABLE PROFIT (M€)



Note: For a better understanding of the financial performance of BBVA Group, in the whole 1Q19 institutional presentation: 1) BBVA Chile recurrent operations have been excluded in 1Q18 and 2Q18 (sale closed on July 6th). 2) The hyperinflation impact in Argentina recorded in 3Q18 has been allocated on a monthly basis in the first nine 9 months of 2018

- Core revenue growth
- Outstanding operating income and efficiency
- Sound risk indicators
- Resilient capital position
- Focus on shareholder value
- Outstanding trend in digital sales and customers

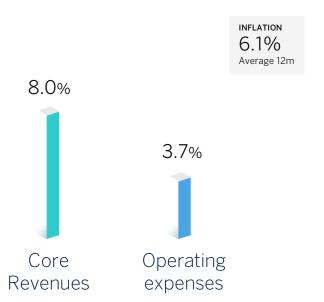
1Q19 Profit & Loss

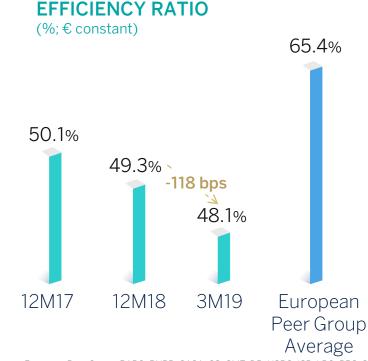
	Change 1Q19/1Q18		
BBVA Group(€m)	1Q19	%	% constant
Net Interest Income	4,420	5.8	9.5
Net Fees and Commissions	1,214	-0.6	2.6
Net Trading Income	426	8.7	13.5
Other Income & Expenses	8	-90.8	-89.6
Gross Income	6,069	3.3	7.0
Operating Expenses	-2,922	0.7	3.7
Operating Income	3,147	5.8	10.2
Impairment on Financial Assets	-1,023	28.5	31.4
Provisions and Other Gains and Losses	-166	176.4	172.5
Income Before Tax	1,957	-7.6	-2.9
Income Tax	-559	-7.7	-4.0
Non-controlling Interest	-234	-6.5	20.9
Net Attributable Profit	1,164	-7.7	-6.0

Positive operating jaws and efficiency improvement

GROUP OPERATING JAWS

(YoY (%); (€ constant))





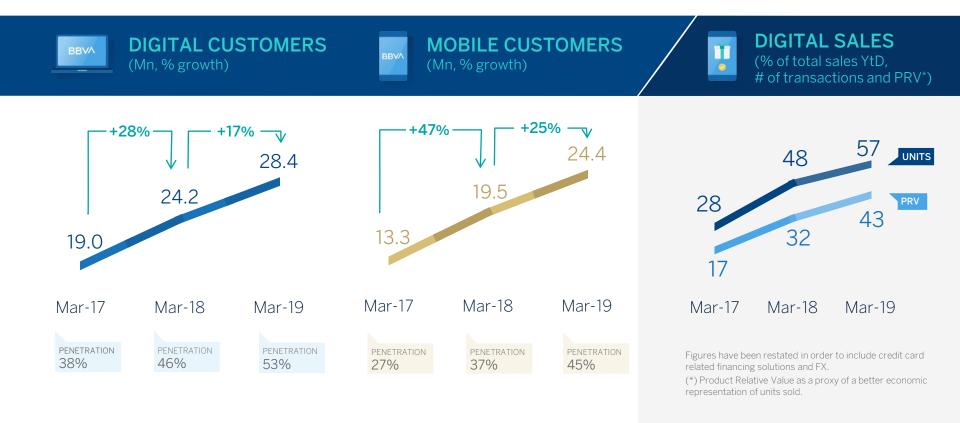
European Peer Group: BARC, BNPP, CASA, CS, CMZ, DB, HSBC, ISP, LBG, RBS, SAN, SG, UBS, UCG. European Peer Group figures as of Dec-18. BBVA figures as of Mar-19.

Outstanding trend in digital sales across the board

(% of total sales YtD, # of transactions and PRV*)



Growing in digital and mobile customers, leading to an outstanding trend in digital sales



Differentiating through digital



SOLUTIONS PROVIDED BY OUR APP

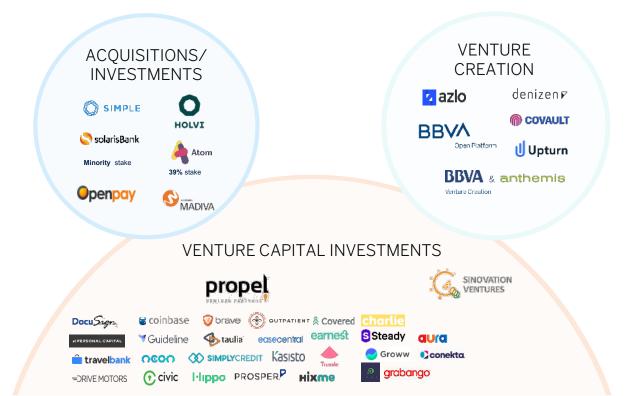
SALES **SERVICE** ● ▼⊿ 95% ■ 10:12 BBVA Travel insurance 🕝 = What do you need? COVERAGE PLAN Basic Extended 15.75€ 21.01° Pay taxes and social security contributions For 4 days For 4 days You can pay state, autonomous region and municipal taxes and social security. Basic Extended contributions. Medical care Enter Relocation and repatriation Luggage Interruption of the View my tax information View and download the tax information on Information and \bigcirc all your products.



ADVICE

New business models

Leveraging the FinTech ecosystem to develop our value proposition





1Q19 Results

Business Areas

Income

Unique footprint with high growth prospects

BREAKDOWN BY BUSINESS AREA



GROSS INCOME² 1019



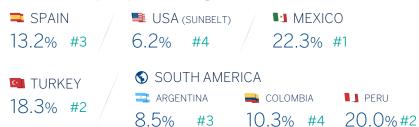
⁽¹⁾ Percentages exclude Corporate Center

HIGHER GROWTH PROSPECTS



LEADERSHIP POSITIONING

Market share (in %) and ranking³



(3) Loans' market shares except for USA (Deposits). Spain based on BoS (Feb.19) and ranking (Dec.18) by AEB and CECA; Mexico data as of Feb.19 (CNBV); South America (Feb.19 for Argentina & Peru, Jan.19 for Colombia). Ranking considering main peers in each country; USA: SNL (Jun.18) considering Texas and Alabama; Turkey: BRSA total performing loans among private banks (Mar.19)

⁽²⁾ Percentages exclude the Corporate Center (1Q19 Gross Income of €-107Mn)

Business Areas



NET ATTRIBUTABLE PROFIT (1019)

345 €m

-14.7% vs. 1018

NPI RATIO

4.95%

vs. 6.58% 1Q18

COVERAGE RATIO

57.8%

vs. 58.6% 1Q18

- Loans: continued growth
- Improvement on customer spread
- NII: good commercial activity
- Costs: continue to go down
- Asset quality improvement



NET ATTRIBUTABLE PROFIT (1019)

127 €m

NPI RATIO

14()%

vs. 1.17% 1Q18

COVERAGE RATIO

-39.8% vs. 1018

84.9%

vs. 98.1% 1Q18

- Loans: mid-single digit loan growth
- NII: growth at high single-digit
- Widening operating jaws
- CoR up due to negative IFRS9 macro impact

Mexico € constants

NET ATTRIBUTABLE PROFIT (1019)

627 €m

+4.7% vs. 1018

NPI RATIO

2 04%

vs. 2.13% 1Q18

COVERAGE RATIO

158 7%

vs. 153.3% 1Q18

- NII as the main P&I driver
- High-single digit loan growth YoY driven by commercial, consumer and mortgages
- Positive Jaws: costs impacted by an increased contribution to BBVA Foundation
- Strong asset quality metrics

Business Areas

Turkey € constants

NET ATTRIBUTABLE PROFIT (1019)

142 €m -7.7% vs. 1018

NPI RATIO

COVERAGE RATIO

5.75% vs. 3.73% 1Q18 77.6% vs. 85.8% 1Q18

- Better performance than expected. Strong growth 000
- Loans: TL loan growth at mid single-digit. FC loans continue decreasing YoY
- Customer spread: strong recovery vs. 4018
- Strong fee growth
- Asset quality: better than expectations

South America € constants

NET ATTRIBUTABLE PROFIT¹ (1019)

193 €m +86.5% vs. 1018

NPI RATIO

■ 5.76% vs. 5.55% 1018

4.00%

vs. 3.99% 1018

2.19% vs. 0.80% 1018

- Colombia: operating income increasing YoY driven by NTI and flat expenses
- Peru: NII as the main P&L driver, thanks to a more profitable loan mix
- Argentina: bottom line improvement thanks to NII, driven by higher contribution from the bond portfolio, and the positive impact from the sale of Prisma stake

CIB – 1Q19 Results

BUSINESS ACTIVITY

(constant €, % YtD)

CLIENT'S REVENUE

(constant €, % YoY)

RESULTS

(constant €, % YoY)

LENDING

60 €bn

CUSTOMER FUNDS

37 €bn

+2.5%

-89%

667€m +F

+5%

90%

Wholesale banking recurrent business¹

% of revenues given by our relations with clients

GROSS INCOME

737 €m

-0.9%

OPERATING INCOME

475 €m

-1.6%

NET ATTRIBUTABLE PROFIT

230 €m

-23.6%

- Increase in investment specially in Eurasia
- Slight increase of Customer income due to transactional activity
- Net attributable profit affected by the evolution of provisions. Revenues recurrence supported by product and geographies diversification and focus on the management of discretionary expenses



Annex

BBVA had significant growth since 1995

More than 160 years of history

• 1995	Banco Continental (Peru) Probursa (México)
1996	Banco Ganadero (Colombia) Bancos Cremi and Oriente (Mexico) Banco Francés (Argentina)
• 1997	Banco Provincial (Venezuela) B.C. Argentino (Argentina)
1998	Poncebank (Puerto Rico) Banco Excel (Brazil) Banco BHIF (Chile)
• 1999	Provida (Chile) Consolidar (Argentina)
• 2000	Bancomer (Mexico)
• 2004	Valley Bank (USA) Laredo (USA) Public takeover offer for Bancomer (Mexico)

2005	Granahorrar (Colombia)
	Hipotecaria Nacional (Mexico)
2006	Texas Regional Bancshares (USA) Forum Servicios Financieros (Chile) State National Bancshares (USA) CITIC (China)
2007	Compass (USA)
2008	Extended CITIC agreement (China)
2009	Guaranty Bank (USA)
2010	New extension CITIC agreement (China) Turkiye Garanti Bankasi (Turkey)
2011	Extension of Forum SF agreement (Chile) Credit Uruguay (Uruguay)
2012	Sale of (Puerto Rico) Unnim Banc (Spain)
2013	Sale of (Panama) Sale of pension business in (Latam)

Sale of CNCB's 5.1% (China)



Organizational chart



Chief Executive Officer **Onur Genc**

Carlos Torres Vila

BUSINESS UNITS















GLOBAL FUNCTIONS



Client Solutions **David Puente**



Jaime Sáenz de Tejada



Global Risk Management Rafael Salinas



Talent & Culture Carlos Casas

TRANSFORMATION



Ricardo Martín

STRATEGY



Global Economics & Public José Manuel González-Páramo

GROUP EXECUTIVE CHAIRMAN



Senior Advisor to the Chairman Juan Asúa



Strategy & M&A Victoria del Castillo



Communications Paul G. Tobin

LEGAL AND CONTROL



María Jesús Arribas



General Secretary Domingo Armengol



Supervisors, Regulation & Compliance² Eduardo Arbizu



Internal Audit² Joaquín Gortari

BBVA