

# Results for second quarter of 2010

Ángel Cano Chief Operating Officer – BBVA Group

Madrid, 28th July 2010











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# During a quarter in which the financial sector was characterised by ...

Impairment of sovereign risk

Rating downgrades of governments and financial entities

**Tighter capital markets** 

A decline in revenues from wholesale business

Lower margins in retail banking

Impairment of asset quality



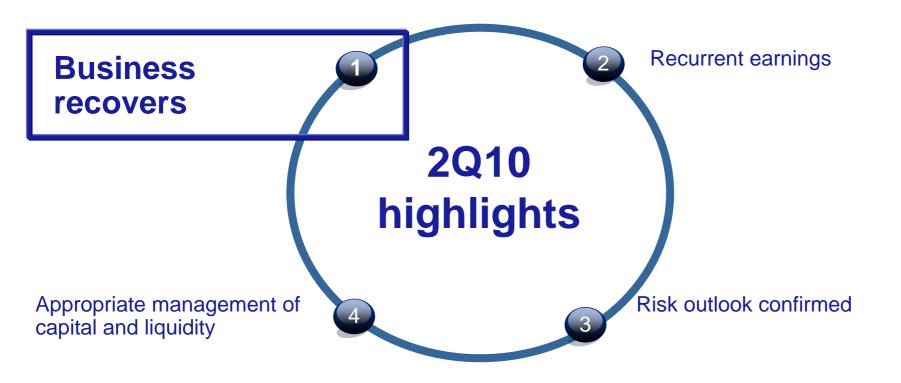
# BBVA ... the BBVA Group continued to demonstrate its strength, quarter by quarter ...

A	Earnings	<ol> <li>Excellent quarterly revenues</li> <li>Stronger provisions</li> </ol>		
В	Risk	3. Superior performance in NPAs 4. Increased coverage		
CC	apital adequacy	<ul><li>5. Confirmation of AA rating by S&amp;P</li><li>6. Stress test: one of the most resilient entities in Europe</li></ul>		
D	Finance / Liquidity	7. The short-, mid- and long-term markets are open for BBVA 8. Improvements in the balance sheet		

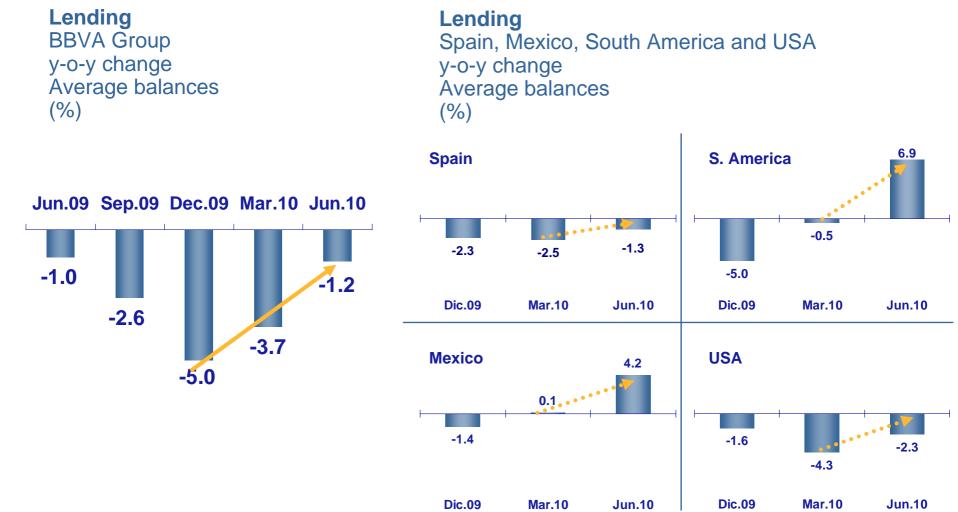
## ... in all business areas

Spain & Portugal	<ul> <li>Growth of customer funds on the balance sheet and market-share gains in lending</li> <li>Superior and sustained performance of net interest income</li> <li>Superior performance in NPAs</li> </ul>		
Mexico	<ul> <li>Business recovery and gains in market share</li> <li>Upward quarter-on-quarter trend in gross and operating income</li> <li>Improvement in cost of risk and NPAs</li> </ul>		
South America	<ul><li>Lending up strongly</li><li>Margins growing steadily</li></ul>		
United States	<ul><li>Good operating income</li><li>NPAs improving</li></ul>		
Wholesale Banking & Asset Management	<ul> <li>Quality of revenues</li> <li>Excellent performance by C&amp;IB despite complex quarter in markets</li> </ul>		

## 2Q10: a highly positive quarter



## 1. Lending recovers ...



Lending is moving closer to overall annual growth

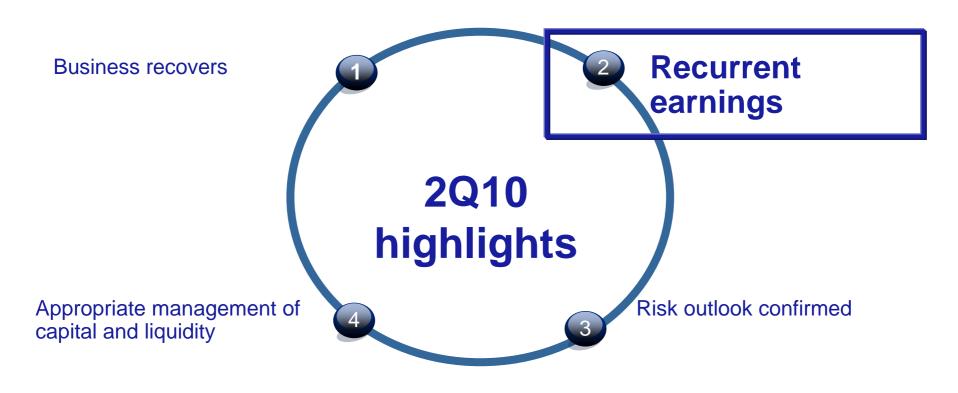
## ... and in customer funds

#### **Retail customer deposits**

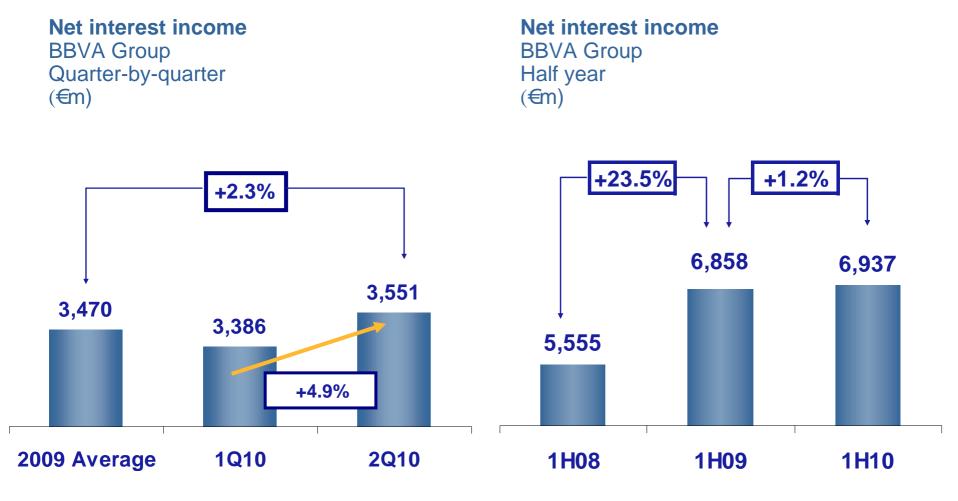
BBVA Group qtr-on-qtr variation 2Q10 / 1Q10 Final balances (€m)



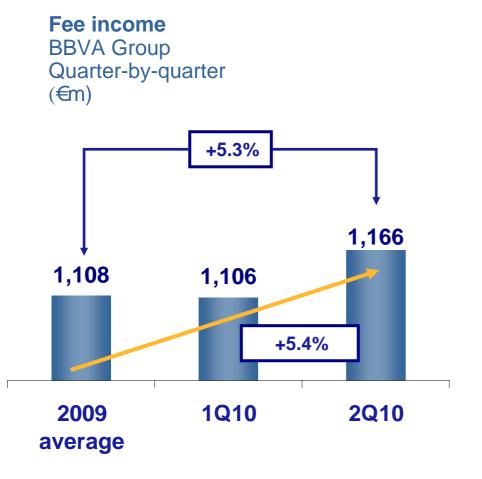
## 2Q10: a highly positive quarter



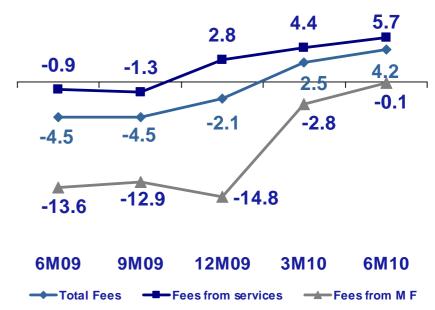
## Yet another quarter of strongly recurrent net interest income ...



# ... and confirmation that fee income is recovering



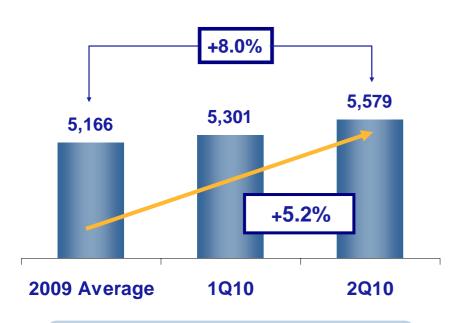
Fee income BBVA Group y-o-y change (%)



## Recurrent gross income of high quality ...

#### **Gross income**

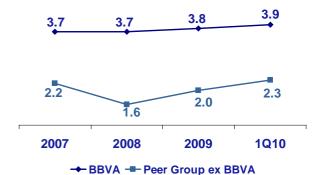
BBVA Group Quarter-by-quarter (€m)



Record quarter

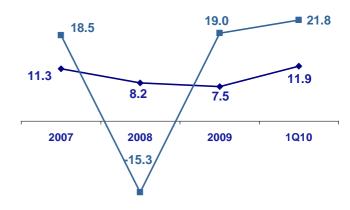
#### **Gross income / ATAs**

BBVA Group vs peer group\* ex-BBVA (%)



#### NTI / gross income

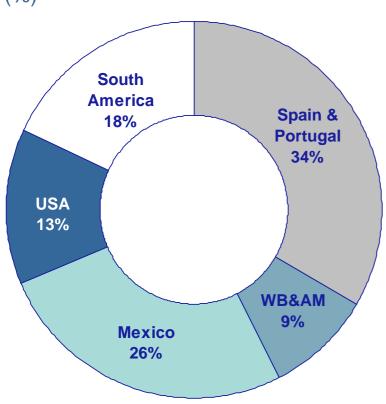
BBVA Group vs peer group\* ex-BBVA (%)

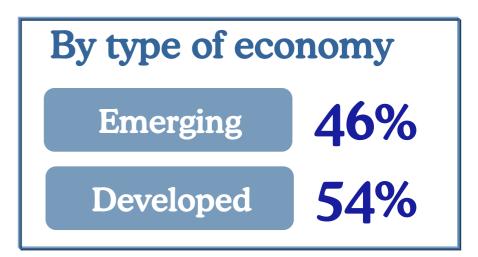


## ... and widely diversified

**Gross income\*** 

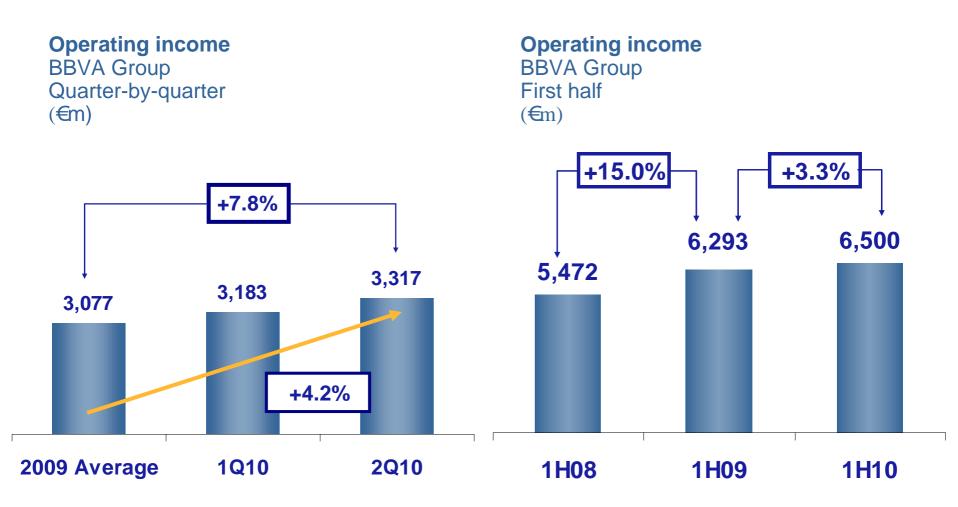
Breakdown by business area (%)



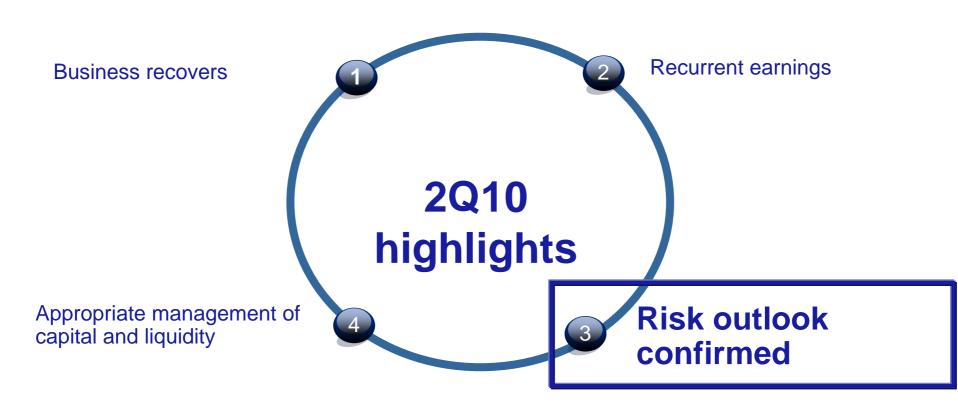


\* Excl. corporate activities 13

## In summary: strong operating income



## 2Q10: a highly positive quarter



## 3. Positive risk outlook confirmed

A Decline in gross additions to NPA

B Improvement in NPA ratio

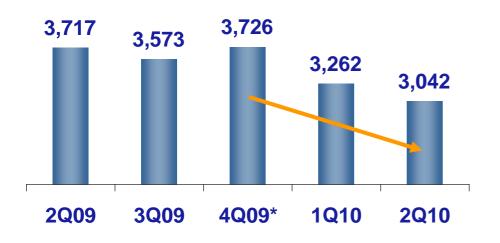
Cost of risk stabilises

D Stronger provisions

## A. Decline in gross additions to NPA status

#### **Gross additions to NPA**

BBVA Group Quarter-by-quarter (€m)



Net additions to NPA:

-56%

Monthly average, 2010 vs 2009\*

**Recoveries:** 

+37%

Monthly average, 2010 vs 2009

## B. The NPA ratio improves



Especially in markets that suffered most during the crisis

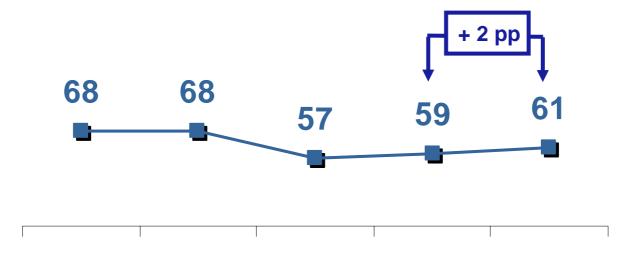
### C. Cost of risk stabilises



The cost of risk is improving in franchises where it rose most in recent quarters

## D. Stronger provisions

Coverage ratio BBVA Group (%)



Jun.09 Sep.09 Dec.09 Mar.10 Jun.10

Ample coverage by provisions and collateral

## 2Q10: a highly positive quarter



And good news from all our franchises

## Strong income statement ...

Income statement BBVA Group (€m)

BBVA Group	Accum.	Annual Growth	
	1H10	Abs.	%
Net Interest Income	6,937	+ 79	1.2%
Gross Income	10,880	+ 500	4.8%
Operating Income	6,500	+ 207	3.3%
Income Before Tax	3,651	- 351	-8.8%
Net Attributable Profit	2,527	- 272	-9.7%

Dividend: €0.09 per share (in cash)

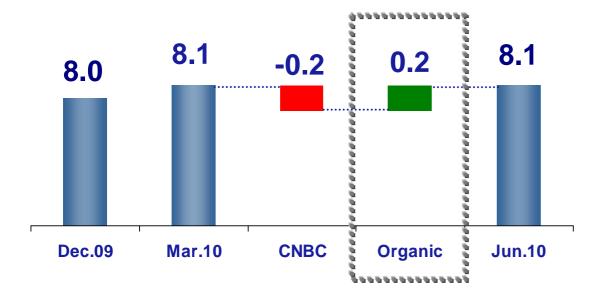
**ROE: 17.9%** 

**ROA: 0.99%** 

## ... which results in a solid core capital ratio ...

#### Core capital BIS II rules (%)

Tier I and BIS ratio BIS II rules (%)





## Demanding stress test, particularly for Spain

#### **Transparency**

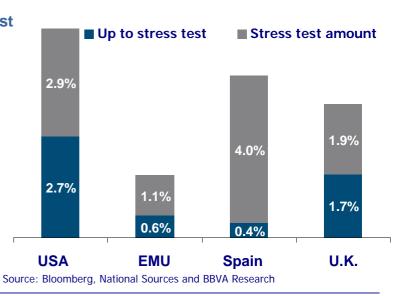
• 100% of banks and savings banks in the Spanish financial system (vs. 65% average in Europe)

## Rigour and harshness

 More severe macro and micro scenarios for Spain in terms of GDP, construction sector, falling operating profit and provisions

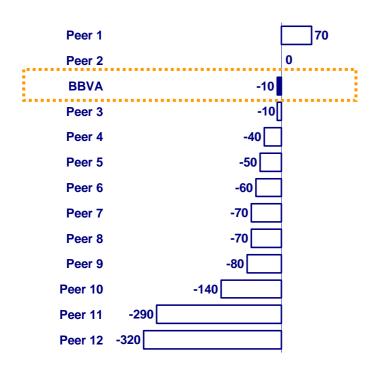
Impact of stress test more demanding for Spain

Losses prior to stress test and estimated losses in stress test (% over assets)



# BBVA CEBS stress test: BBVA, one of the most resilient entities in Europe

Impact of stress test over TIER I (In basis points)



Maximum resilience of capital ratio despite the tough hypothesis taken for Spain

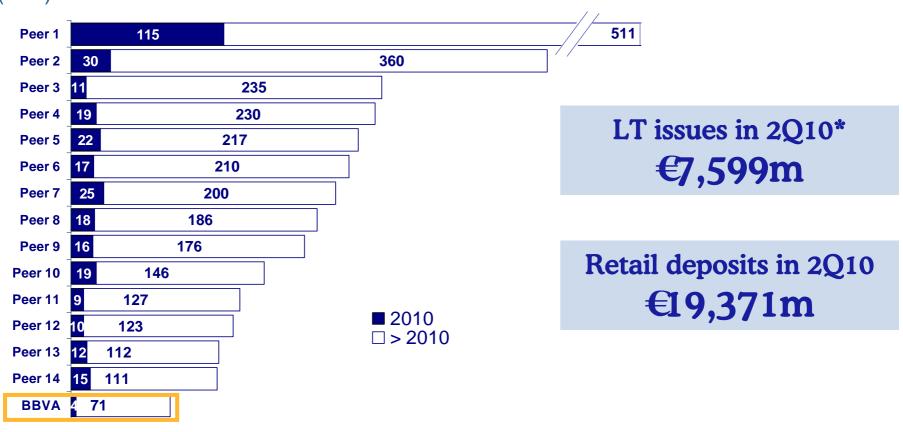
Ability to generate operational results

Adequate solvency and payment of cash dividends in stress scenarios, in the absence of capital increases

AA rating by Standard & Poor's confirmed

## Solid liquidity and finance positions

## BBVA Group's wholesale maturities (€bn)



Source: Bloomberg 22/07/10

Average annual maturities in the next 3 years: approx. €10,000m

<sup>\*</sup> Includes July

<sup>\*\*</sup> Peer Group: BARCL, BBVA, BNPP, CASA, CMZ, CS, DB, HSBC, ISP, LBG, RBS, SAN, SG, UBS & UCI.

### Good news from all our franchises

## **Spain & Portugal**

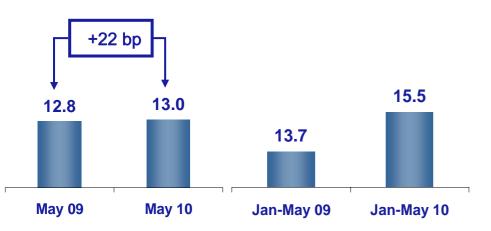
- Growth of customer funds on the balance sheet and market-share gains in lending
- Superior and sustained performance of net interest income
- Superior performance in NPAs

## Signs of business recovery ...

## Taking advantage of lending opportunities ...

#### Mkt share of mortgage stock Spain & Portugal (%)

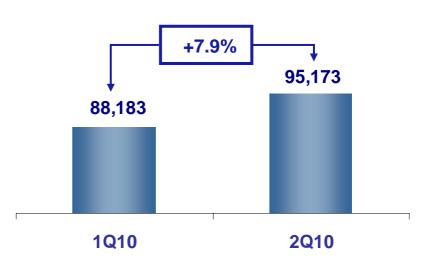
Mkt share of mortgage new production Spain & Portugal (%)



Market share of other domestic lending: +25 bp (Jun.10 vs Dec.09)

## ... reinforcing customer funds on the balance sheet

Cust. funds on balance sheet Spain & Portugal Final balances (€m)

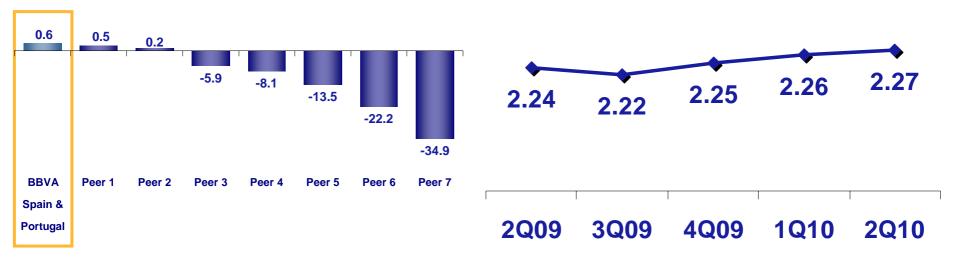


Market share of other domestic deposits: +56 bp (Jun.10 vs Dec.09)

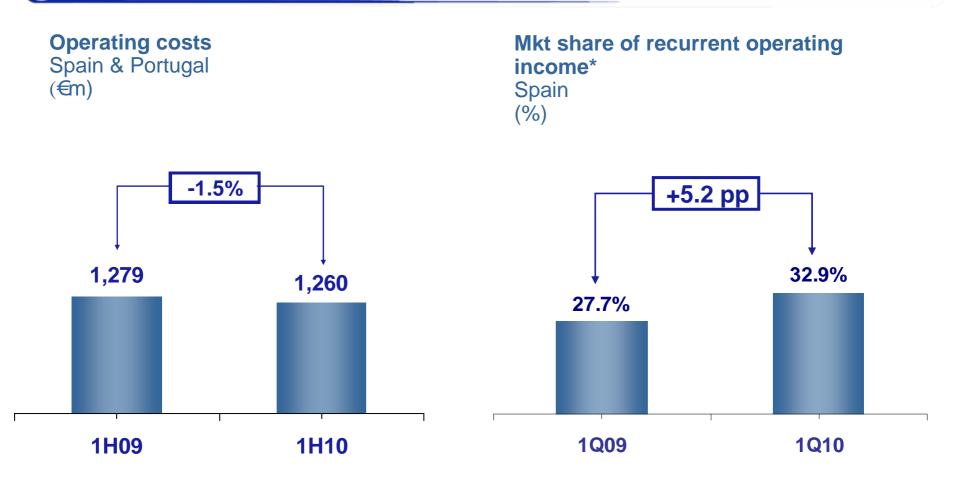
## ... and superior performance ...

#### Net interest income BBVA vs local peers\* y-o-y growth – 1H10 / 1H09 (%)

Net interest income / ATAs Spain & Portugal (%)



## ... at operating income level ...



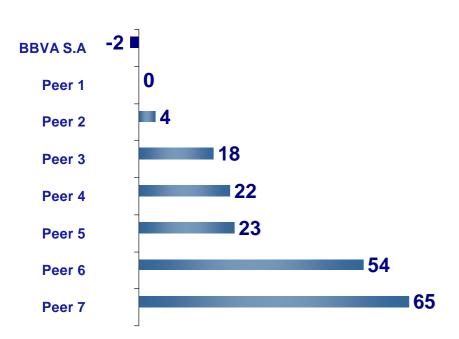
Efficiency: 36.4%

<sup>\*</sup> Net income excl. NTI

### ... and in NPAs

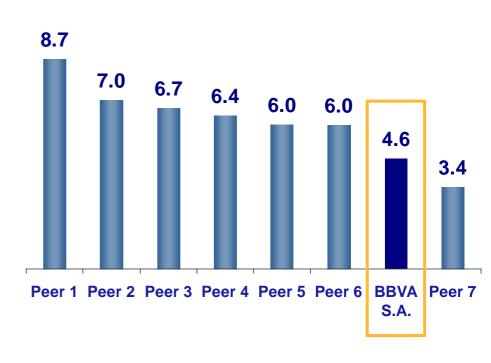
#### **NPA** ratio

Local peer group Variation Jun10 / Dec09 (Basis points)



#### **Problematic NPA ratio\***

Spain (%, Mar.10)



### NPA ratio for Spain & Portugal: 5.0%

# BBVA Spain & Portugal: 1H10 results

(**€m)** 

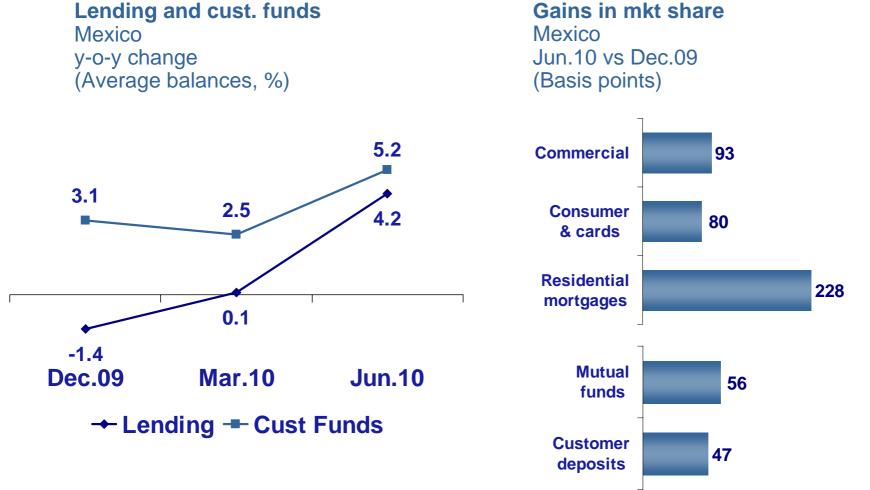
Spain & Portugal	Accum.	Annual Growth	
	1H10	Abs.	%
Net Interest Income	2,446	+ 14	0.6%
Gross Income	3,460	- 71	-2.0%
Operating Income	2,200	- 52	-2.3%
Income Before Tax	1,694	- 33	-1.9%
Net Attributable Profit	1,186	- 26	-2.2%

## Good news from all our franchises

## **Mexico**

- Business recovery and gains in market share
- Upward quarterly trend in gross and operating income
- Improvements in cost of risk and NPAs

## BBVA Business surges ...



Market share gains in main items ...

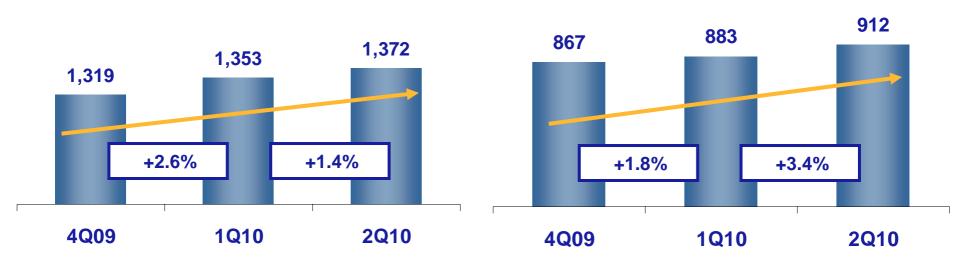
## ... operating income changes trend ...

#### **Gross income**

Mexico Quarter-by-quarter (Constant €m)

#### **Operating income**

Mexico Quarter-by-quarter (Constant €m)



Efficiency: 34.1%

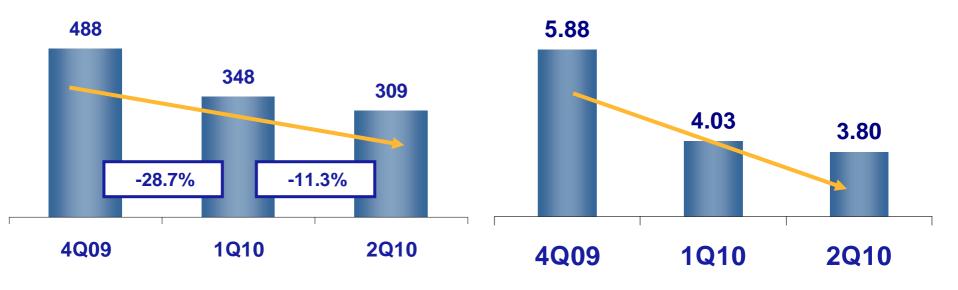
# BBVA ... and significant improvement in risk indicators

#### **Loan-loss provisions**

Mexico Quarter-by-quarter (Constant €m)

#### Cost of risk

Mexico Stand alone quarter (%)



NPA ratio: 3.8%

# BBVA Mexico: 1H10 results

#### (Constant €m)

Mexico	Accum.	Annual Growth	
	1H10	Abs.	%
Net Interest Income	1,817	- 34	-1.8%
Gross Income	2,725	- 26	-1.0%
Operating Income	1,795	- 92	-4.9%
Income Before Tax	1,100	+ 42	4.0%
Net Attributable Profit	798	+ 2	0.2%

#### Good news from all our franchises

## **South America**

- Lending up strongly
- Margins growing steadily

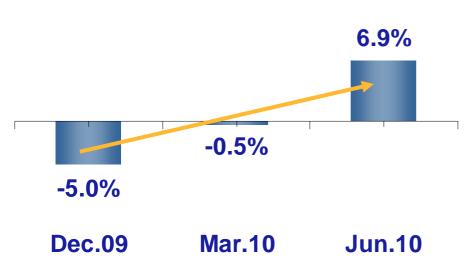
### Business grows ...

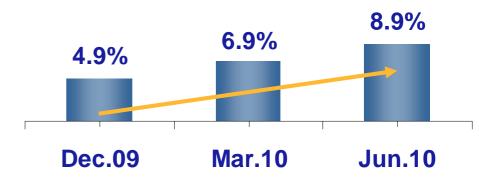
## **Lending**South Am

South America Year-on-year growth (%)

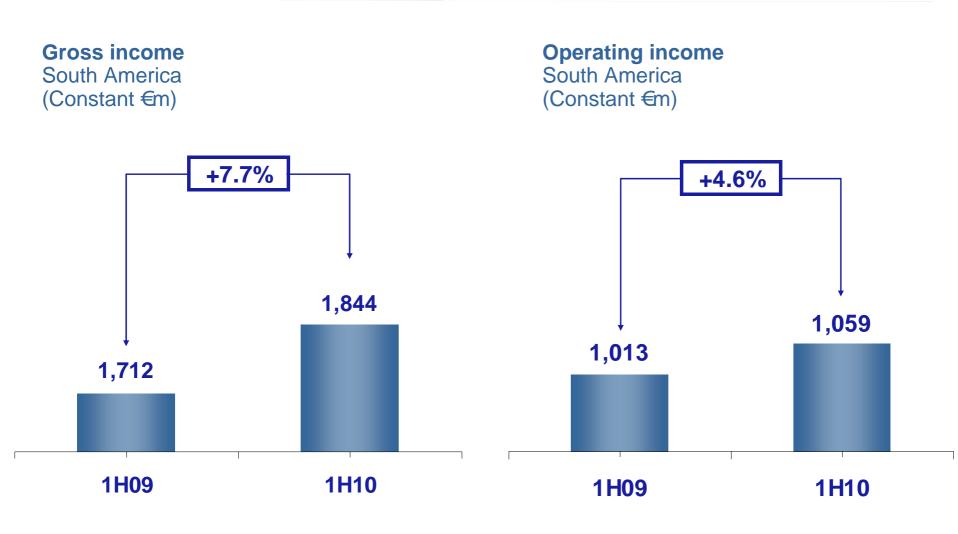
#### **Cust. Funds**

South America Year-on-year growth (%)





### ... and gross and operating income are up ...



Efficiency: 42.6%

2Q09

#### ... and risk indicators are stable

Cost of risk South America Stand alone quarter (%)

3Q09

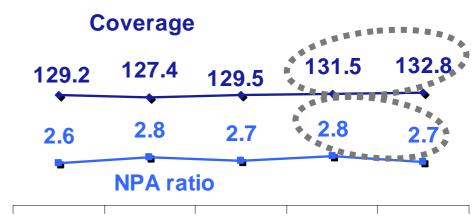


4Q09

1Q10

2Q10

NPA ratio and coverage South America (%)



Jun.09 Sep.09 Dec.09 Mar.10 Jun.10

## BBVA South America: 1H10 results

(Constant €m)

South America	Accum.	Annual Growth	
	1H10	Abs.	%
Net Interest Income	1,197	+ 131	12.3%
Gross Income	1,844	+ 132	7.7%
Operating Income	1,059	+ 46	4.6%
Income Before Tax	832	+ 51	6.5%
Net Income	647	+ 59	10.1%
Net Attributable Profit	453	+ 52	12.9%

Net attributable profit pension funds and insurance: +15.8%

#### Good news from all our franchises

### **United States**

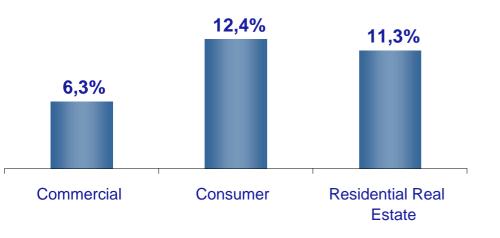
- Good operating income
- NPAs improving

### Positive signs in origination ...

## Origination recovers strongly ...

#### **New production**

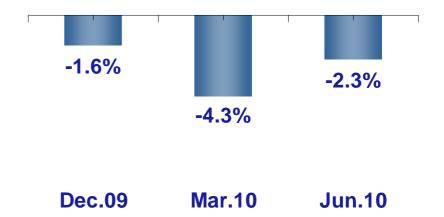
United States Growth 1H10 / 2H09 (%)



## ... which will carry over to lending

#### Lending

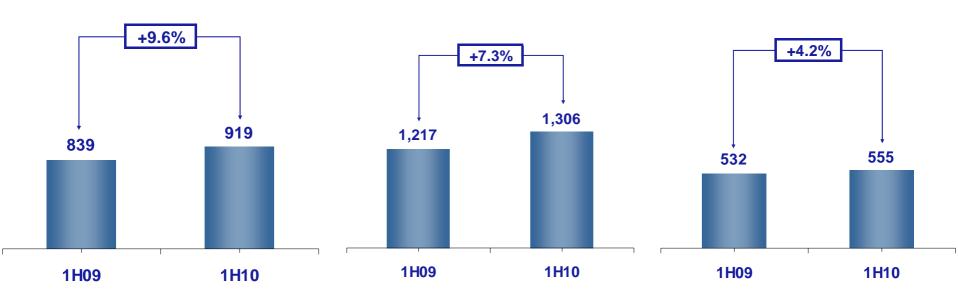
United States Year-on-year growth (Average balances, %)



# BBVA ... and a good performance by operating income

Net interest income United States (Constant €m) Gross income
United States
(Constant €m)

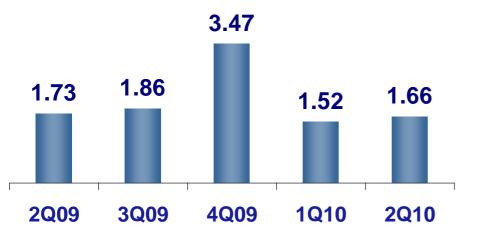
Operating income
United States
(Constant €m)

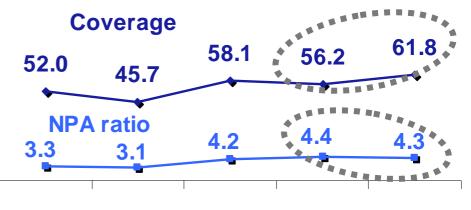


Efficiency: 57.5%

#### Risk indicators stabilise

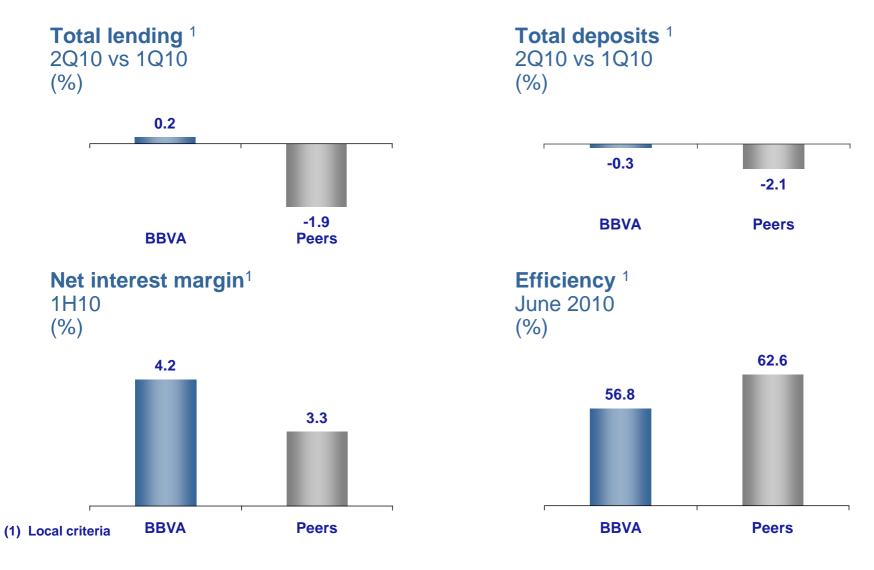
Cost of risk excl. one-offs United States Stand alone quarter (%) NPA ratio and coverage United States (%)





Jun.09 Sep.09 Dec.09 Mar.10 Jun.10

## BBVA Comparisons with our competitors



**Peer Group:** Associated Banc-Corp, BB&T Corporation, Comerica Incoporated, First Horizon National corporation, Huntington Bancshares incoporated, M&T Bank Corporation, Marshall & Ilsley Corporation, Regions Financial Corporation, SunTrust Banks, Inc., Synovus Financial Corp. & Zions Bancorporation.

## BBVA United States: 1H10 results

#### (Constant €m)

USA	Accum.	Annual Growth	
	1H10	Abs.	%
Net Interest Income	919	+ 80	9.6%
Gross Income	1,306	+ 89	7.3%
Operating Income	555	+ 22	4.2%
Income Before Tax	202	- 13	-5.9%
Net Attributable Profit	144	- 3	-2.1%

#### Good news from all our franchises

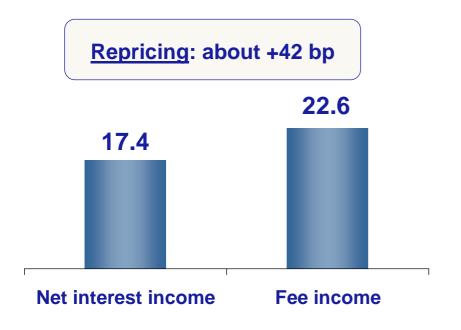
### **Wholesale Banking & Asset Management**

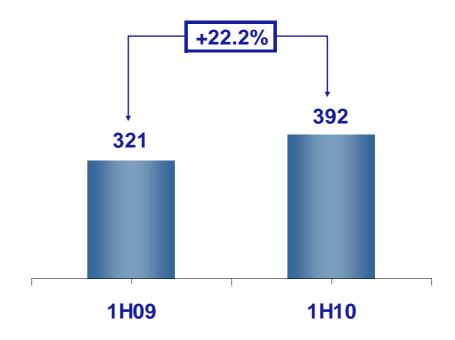
- Quality of revenues
- Excellent performance by C&IB despite complex quarter in markets

### Quality and recurrency of C&IB's revenues ...





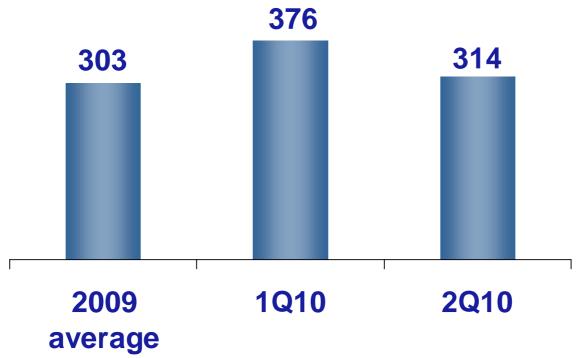




... and an increase in customer revenue streams in Global Markets (up 7% yr-on-yr)

### Overall and despite the environment ...



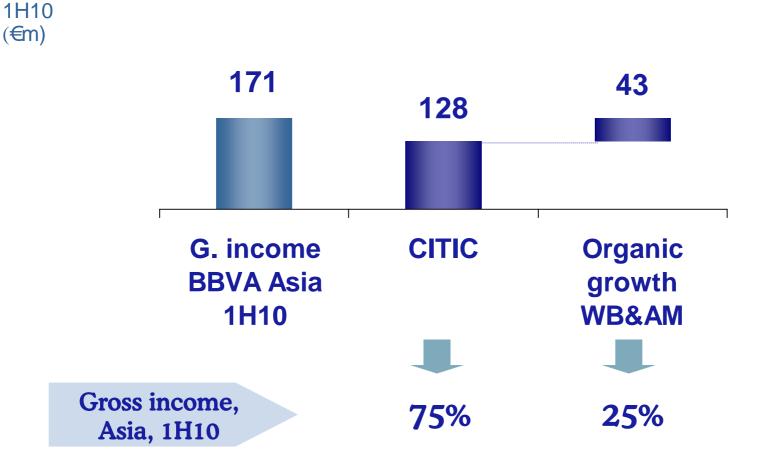


... income continues to be highly recurrent

## BBVA Asia: the strategic venture strengthens

**Gross income** 

Asia



Asia accounts for 18% of WB&AM's income

## WB&AM: 1H10 results

(**€m)** 

Wholesale Banking & Asset Management	Accum.	Annual Growth	
	1H10	Abs.	%
Gross Income	934	+ 30	3.3%
Operating Income	690	+ 20	3.0%
Income Before Tax	681	+ 24	3.7%
Net Income	532	+ 52	10.9%
Net Attributable Profit	532	+ 54	11.4%

Additional 5% of CNBC is booked by the equity method

#### 1H10 conclusions

In a difficult quarter for the financial system, the BBVA Group continued to demonstrate its strength

1. Earnings



2. Risks



3. Capital adequacy



4. Balance sheet





# Results for second quarter of 2010

Ángel Cano Chief Operating Officer – BBVA Group

Madrid, 28th July 2010









