

# Strength through generation of earnings and capital

BBVA Group Results Second quarter 2009

Madrid, 28th July 2009











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While immersed in an extremely complex environment . . .

1

Earnings above expectations

2

Good news on risk

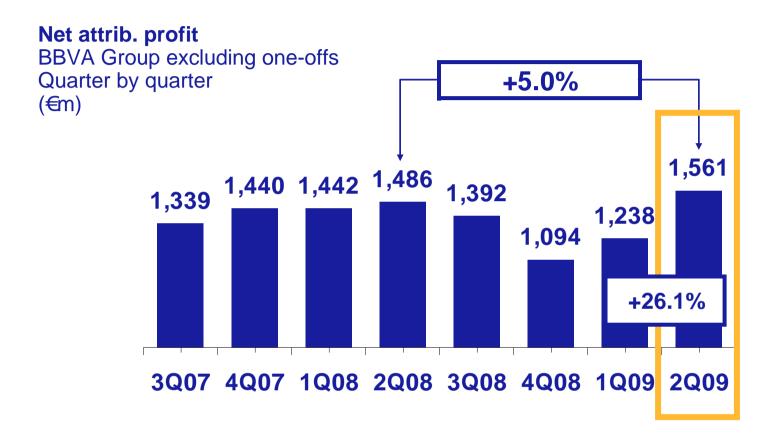
Strong organic generation of capital

4

Stronger position in all markets

## 1 Record earnings . . .





Earnings per share excl. one-offs:

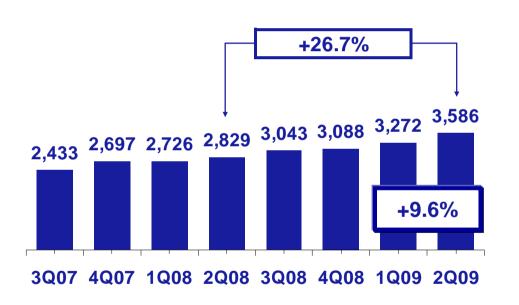
1H09: €0.76 (-4.1%)

2Q09: €0.42 (+5.0%)

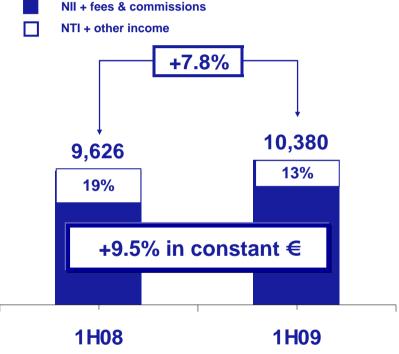
#### ... in revenues ...







# Gross income BBVA Group Cumulative results (€m)

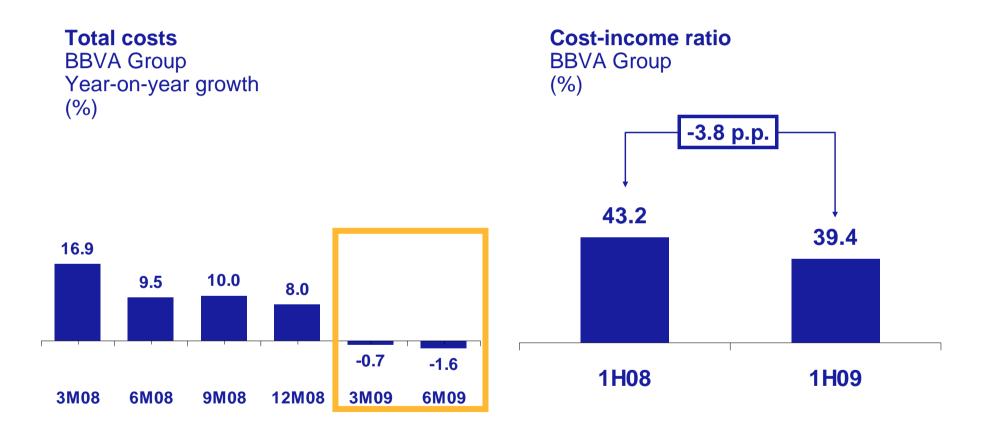


... and a higher proportion of recurrent revenues

#### ... in efficiency ...

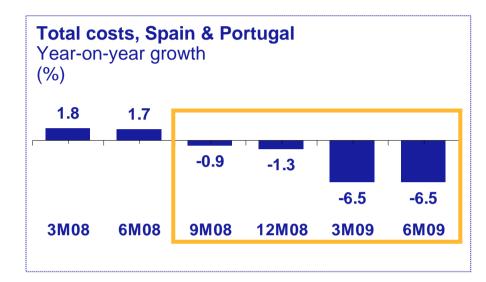


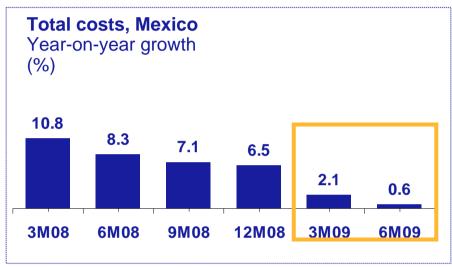
#### **Strict cost control**

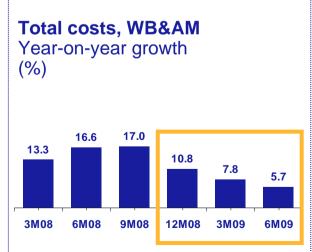


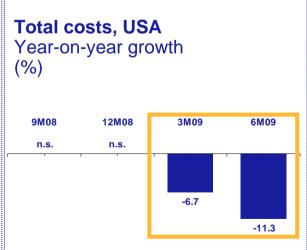
#### ... in all business areas

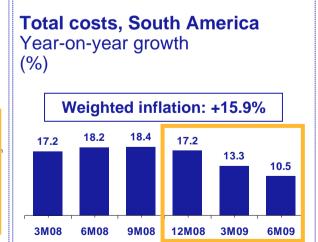












#### And in operating income . . .

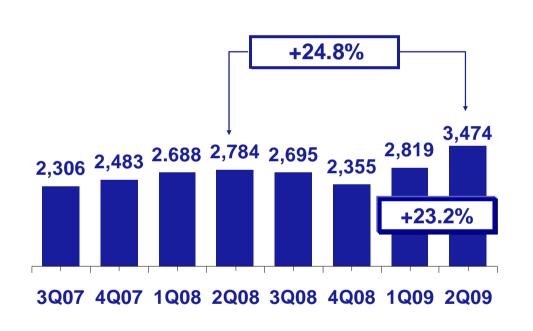


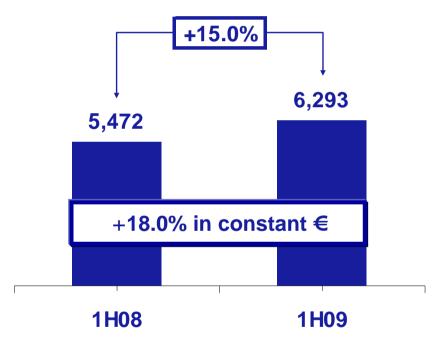
#### **Operating income**

BBVA Group Quarter by quarter (€m)

#### **Operating income**BBVA Group

Cumulative results (€m)





Recurrent operating income is the key factor in the present environment



## While immersed in an extremely complex environment . . .

Earnings above expectations

2

Good news on risk

Strong organic generation of capital

4

Stronger position in all markets



#### Good news on risk



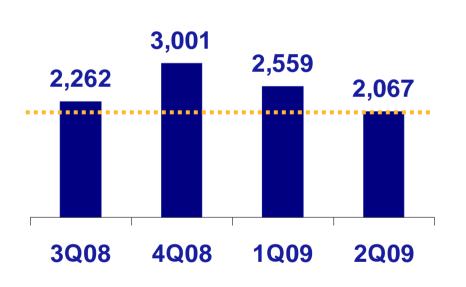
Lower entries to NPA Selective purchases of property are in-line with plans **Prudent provisioning policy Ample coverage by provisions** and collateral Limited release of generic provisions



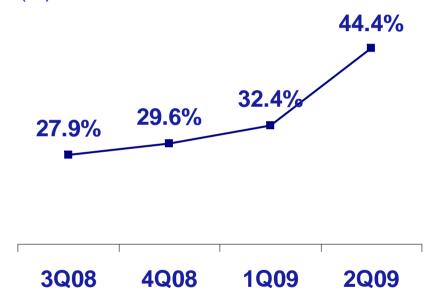
## Lower entries to NPA and higher efficiency in recoveries







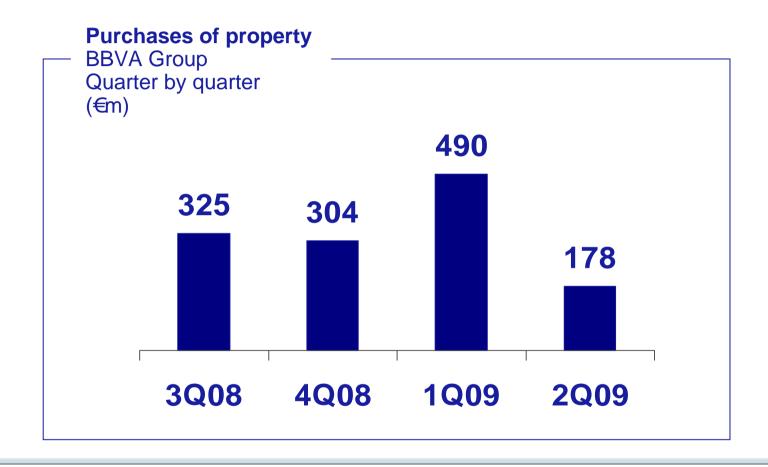
#### Recoveries / entries to NPA BBVA Group Quarter by quarter (%)



Net entries to NPA down 19% in quarter

### В

## Selective purchases of property are in-line BBVA with plans

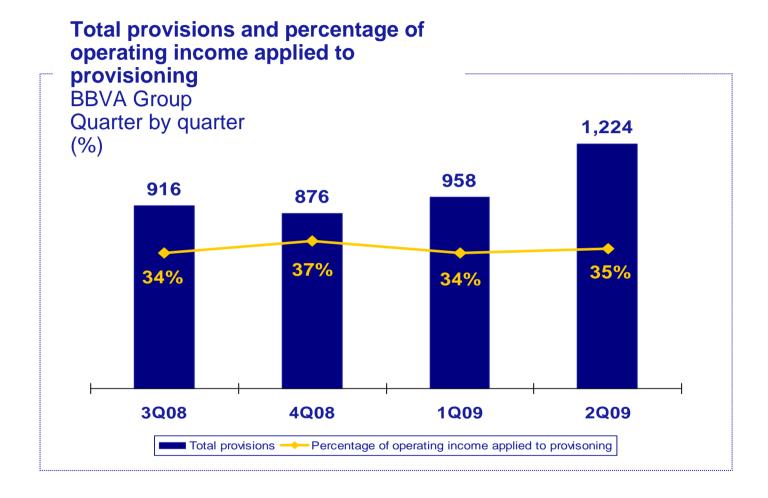


Total stock of properties: €1,028m



#### Prudent provisioning policy



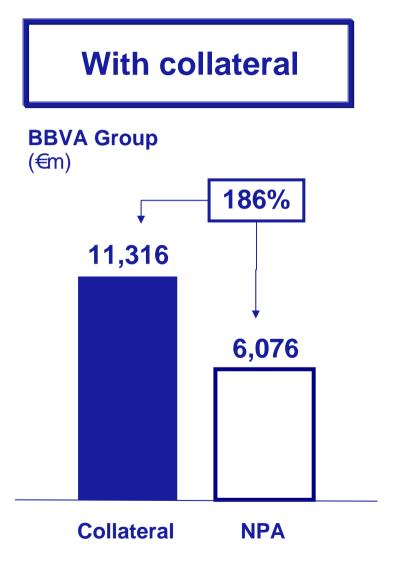


€195m allocated to provisions for properties in the quarter



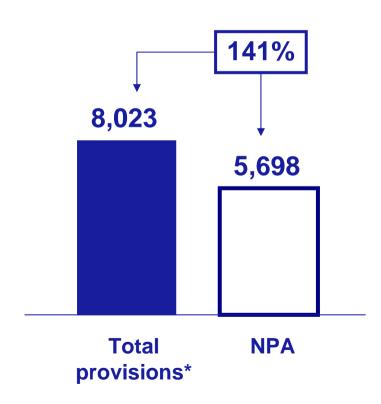
## Ample coverage by provisions and collateral at Group level . . .







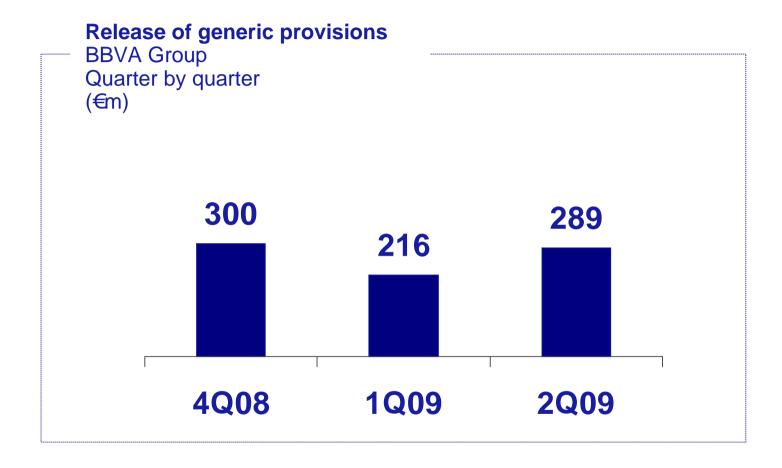






#### Limited release of generic provisions





Total generic + substandard: €4,546m



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Simperpositon Inslinates



#### Sustainable profits ...



(€m, excl. one-off items)

BBVA Group	Accum.	Annual Growth 1H09/1H08		Annual Growth 1Q09/1Q08
	1H09	Abs.	%	%
Net Interest Income	6,858	+ 1,303	23.5%	20.1%
Gross Income	10,380	+ 755	7.8%	2.4%
Operating Income	6,293	+ 821	15.0%	4.9%
Income Before Tax	4,003	- 231	-5.5%	-10.8%
Net Income	3,042	- 55	-1.8%	-11.9%
Net Attributable Profit	2,799	- 130	-4.4%	-14.2%

Earnings per share excl. one-offs:

1H09: €0.76 (-4.1%)

2Q09: €0.42 (+5.0%)



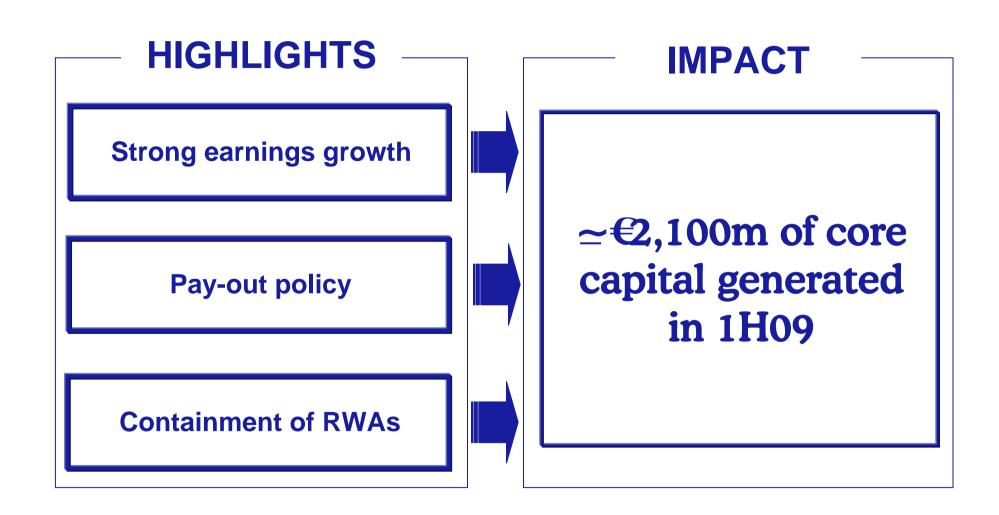


(€m)

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Operating Income	6,293	+ 821	15.0%	4.9%
Income Before Tax	4,003	- 488	-10.9%	-34.1%
Net Income	3,042	- 235	-7.2%	-33.8%
Net Attributable Profit	2,799	- 310	-10.0%	-36.6%

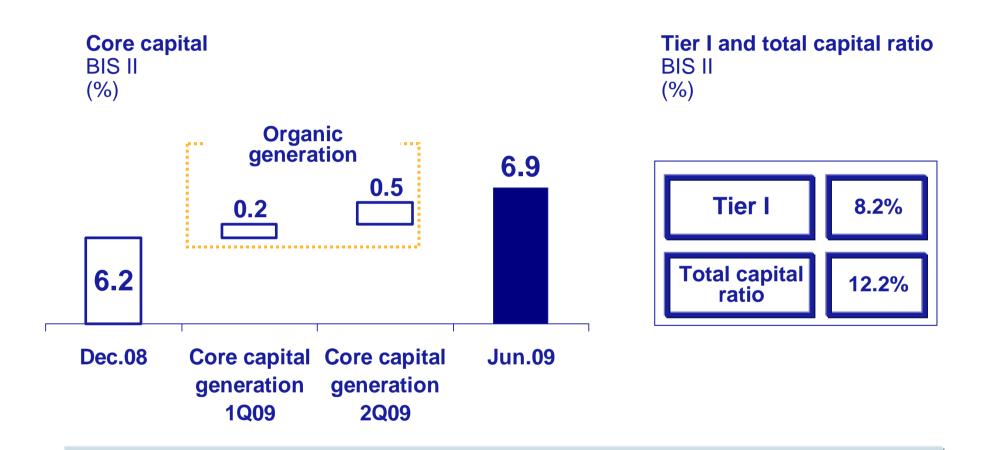
One-offs 1S08 after tax: €180m (+ €509m Bradesco and €329m early retirements)

#### ... supporting strong generation of capital ... BBVA



## ... and a strong increase in the core capital ratio





Organic generation of capital: +70 bp in first half of 2009



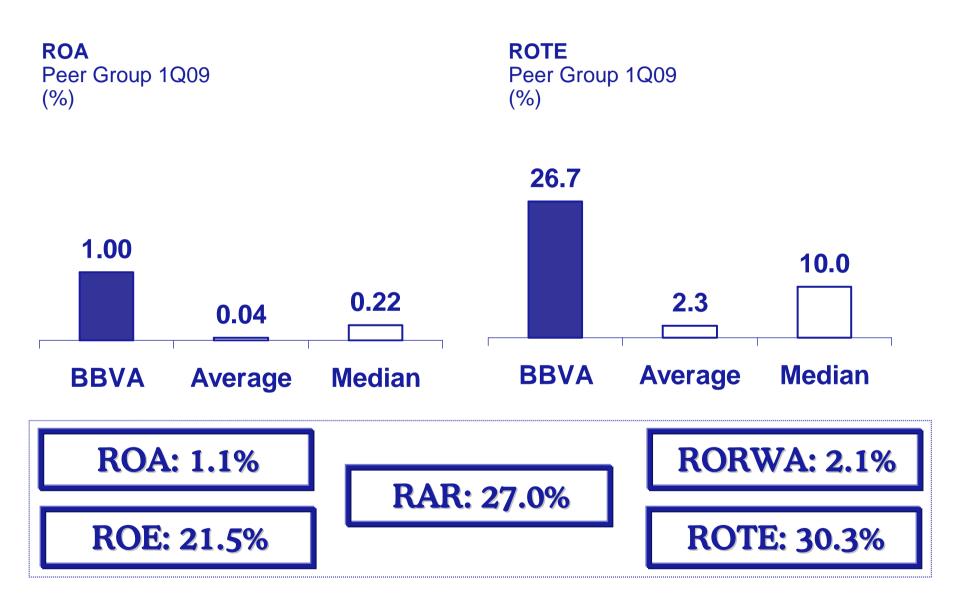


Alignment with the criteria of peers

Core capital ratio after alignment: 7.1%

#### Superior levels of profitability









#### **EARNINGS**

Gross income +7.8%

Operating income +15.0%

Net attr. profit (excl. one-offs)
-4.4%

#### **FUNDAMENTALS**

Efficiency ROE incl. depr. 21.5%

NPA ratio Coverage 3.19% 68%

**EPS** excl. one-offs: **€0.76** (-4.1%)



## While immersed in an extremely complex environment . . .

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## **Spain & Portugal** Wholesale Banking & Asset Management Mexico USA South America

#### Spain & Portugal: key figures for 1H09



#### **EARNINGS**

Gross income +1.3%

Operating income +5.9%

Net attr. profit -1.7%

#### **FUNDAMENTALS**

Efficiency incl. depr. 34.4%

**ROE** 36.0%

NPA ratio
Spain & Portugal
3.65%

Coverage
Spain & Portugal
55%

NPA ratio
Business in Spain
3.47%

Coverage
Business in Spain
58%

Cost of risk 0.47%

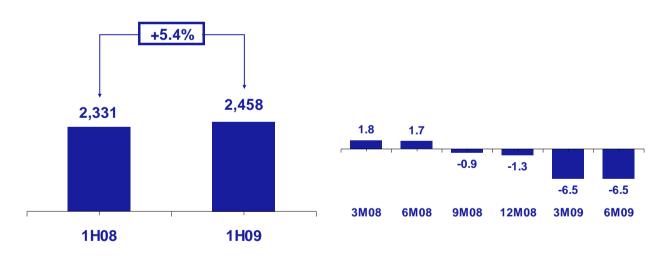
#### Spain & Portugal: key figures for 1H09

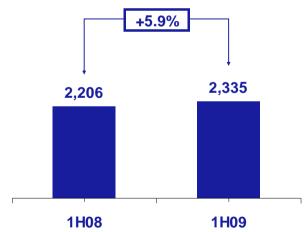


Net interest income Spain & Portugal (€m)

Total costs
Spain & Portugal
Year-on-year growth
(%)

Operating income Spain & Portugal (€m)



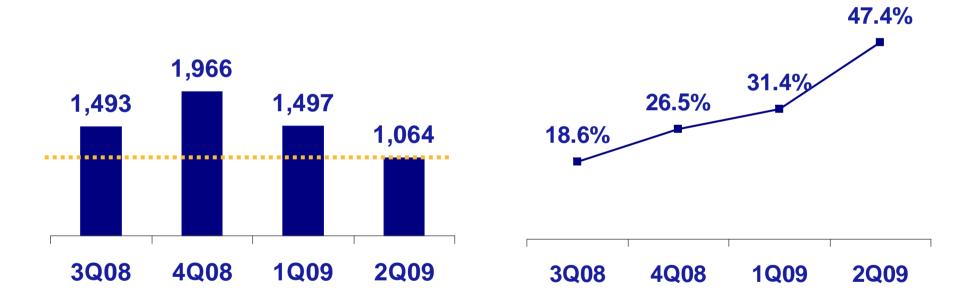






Net entries to NPA BBVA Spain & Portugal Quarter by quarter (€m)

Recoveries / entries to NPA BBVA Spain & Portugal Quarter by quarter (%)



Net entries to NPA down 29% in quarter

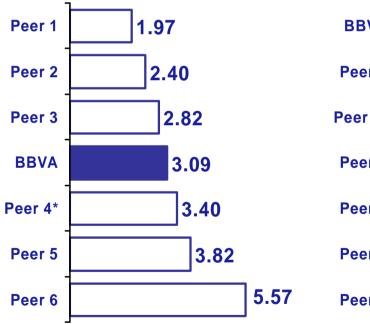
#### Spain & Portugal: superior risk performance

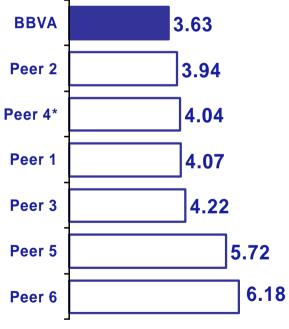


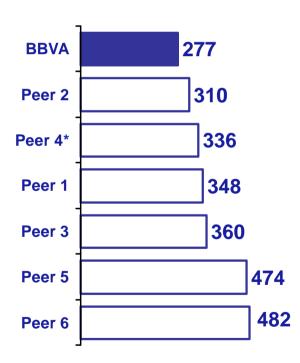




Change in NPA ratio incl. property Spanish peer group 1Q09 (basis points)







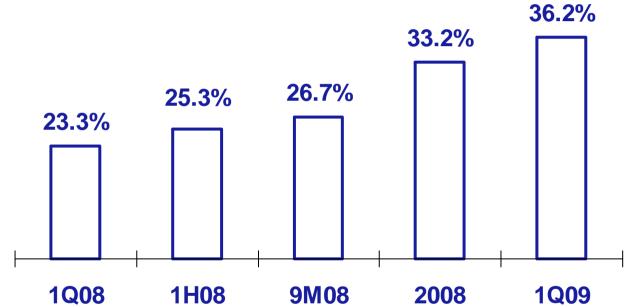
<sup>\*</sup> Dec 08 figures (latest available).

Peers: Banesto, Caja Madrid, La Caixa, Popular, Sabadell and Santander (incl. Banesto)

## Spain & Portugal: domestic business emerges stronger from complex environment



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



BBVA Spain's operating income excl. dividends and NTI, and net of provisions

BBVA Spain's mkt share of aggregate

#### Spain & Portugal: 1H09 results



(€m)

Spain & Portugal	Accum.	Annual Growth 1H09/1H08		Annual Growth 1Q09/1Q08
	1H09	Abs.	%	%
Net Interest Income	2,458	+ 127	5.4%	5.6%
Gross Income	3,558	+ 44	1.3%	1.0%
Operating Income	2,335	+ 129	5.9%	5.6%
Income Before Tax	1,810	- 53	-2.9%	-2.5%
Net Income	1,270	- 22	-1.7%	-2.4%
Net Attributable Profit	1,270	- 22	-1.7%	-2.4%

**ROE: 36.0%** 





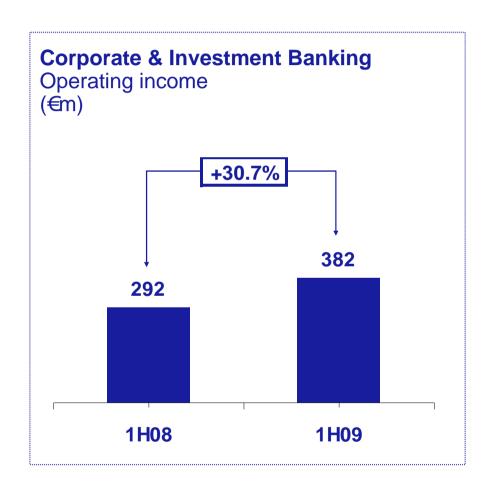
Spain & Portugal **Wholesale Banking & Asset Management** 

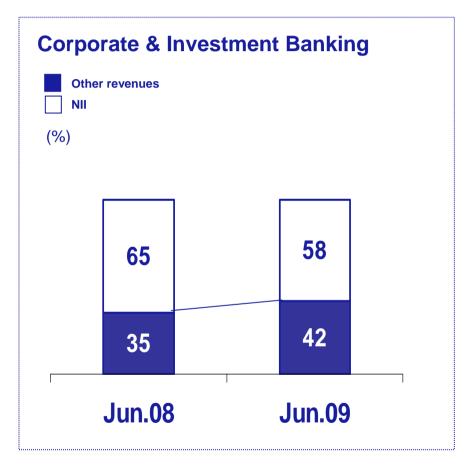
## Wholesale Banking & Asset Management: key BBVA figures for 1H09

#### **EARNINGS FUNDAMENTALS Gross income Efficiency** +0.2% ROE incl. depr. 26.5% 25.8% **Operating income** -1.6% **NPA** ratio Coverage Net attr. profit 0.72% 133% -3.3%



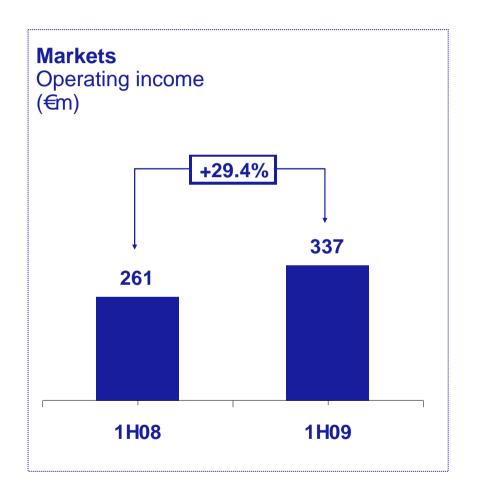
## Wholesale Banking & Asset Management: key figures for 1H09

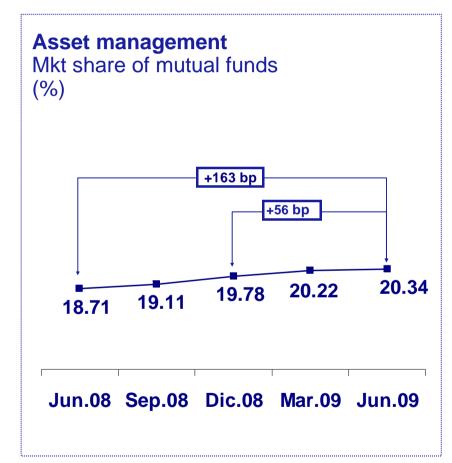




## Wholesale Banking & Asset Management: superior performance









## Wholesale Banking & Asset Management: 1H09 results

(€m)

Wholesale Banking & Asset Management	Accum.	Annual Growth 1H09/1H08		Annual Growth 1Q09/1Q08
	1H09	Abs.	%	%
Gross Income	1,022	+ 2	0.2%	7.7%
Operating Income	758	- 12	-1.6%	7.6%
Income Before Tax	744	+ 47	6.7%	14.2%
Net Income	541	- 19	-3.3%	0.1%
Net Attributable Profit	539	- 19	-3.3%	-0.1%

Net attr. profit excluding

Gamesa: €539m (+26.3%)

**ROE: 26.5%** 





Spain & Portugal Wholesale Banking & Asset Management **Mexico** USA South America



#### **EARNINGS**

Gross income +4.5%

Operating income +6.4%

Net attr. profit -13.3% (-5.9% excl. VISA)

#### **FUNDAMENTALS**

Efficiency incl. depr. 31.4%

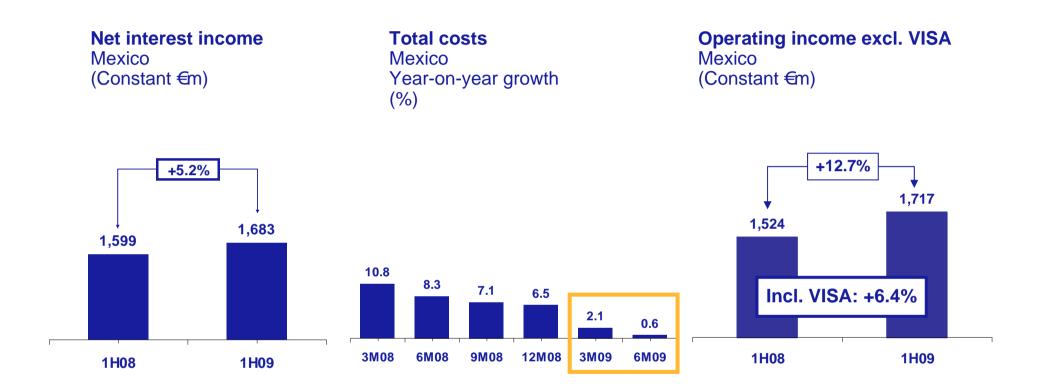
NPA ratio 3.90%

Coverage 137%

Cost of risk 5.01%

## Mexico: 1H09 highlights (part 1)

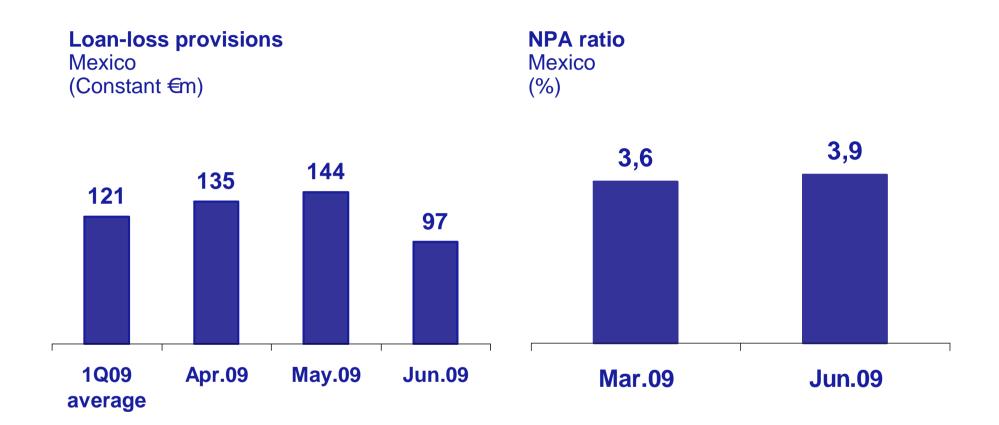




Net attrib. profit: €724m (-13.3%) Net attrib. profit excl. VISA IPO: €724m (-5.9%)

# Mexico: 1H09 highlights (part 2)

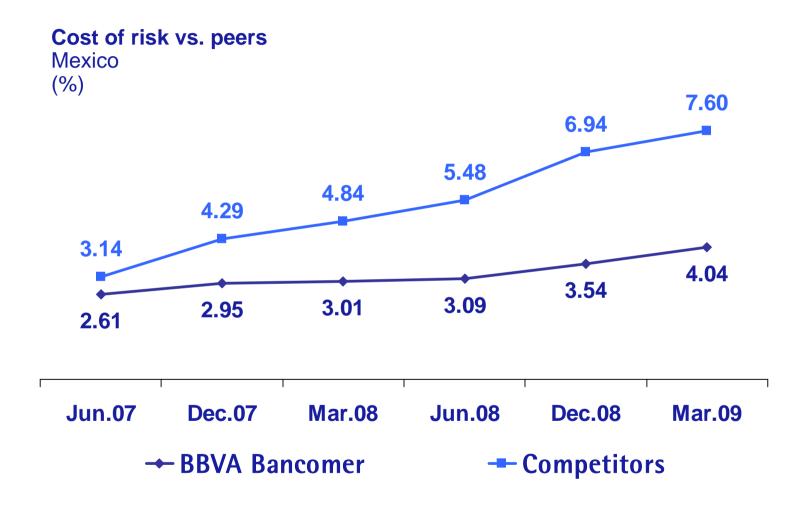




Provisioning and NPAs under control despite impact of H1N1 flu

### Mexico: superior performance



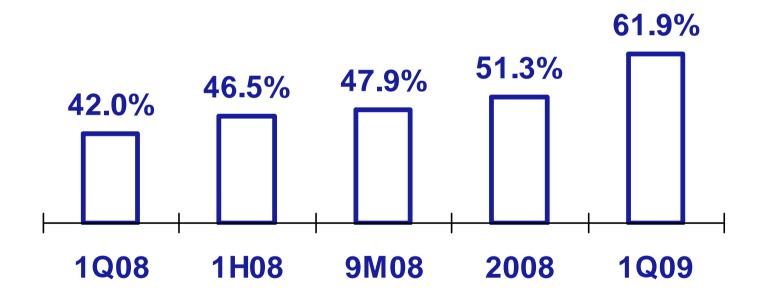


# Mexico: business emerges stronger from complex environment



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

In Mexican pesos (%)



BBVA Bancomer's operating income excl. NTI, and net of provisions

BBVA Bancomer's mkt share of aggregate

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





(Constant €m)

Mexico	Accum.	Annual Growth 1H09/1H08		Annual Growth 1Q09/1Q08
	1H09	Abs.	%	%
Net Interest Income	1,683	+ 84	5.2%	6.0%
Gross Income	2,503	+ 108	4.5%	1.0%
Operating Income	1,717	+ 103	6.4%	0.4%
Income Before Tax	962	- 202	-17.4%	-22.6%
Net Income	725	- 111	-13.3%	-16.1%
Net Attributable Profit	724	- 111	-13.3%	-16.1%

Net Attrib. Profit: €724m (-13.3%) (-5.9% excl. VISA IPO)





Spain & Portugal Wholesale Banking & Asset Management Mexico **USA** Soundane







Gross income -6.4%

Operating income +2.3%

Net attr. profit -54.8%

#### **FUNDAMENTALS**

Efficiency incl. depr. 60.4%

ROE 6.9%

NPA ratio 4.50%

Compass Coverage 50%

## USA: 1H09 highlights (part 1)



**Net interest income** 

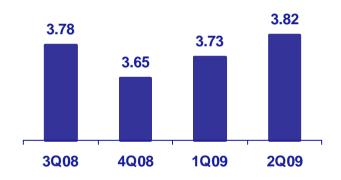
USA Quarter by quarter (%)

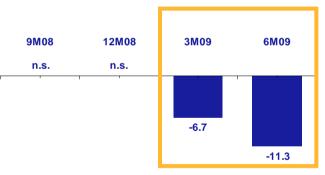
#### **Total costs**

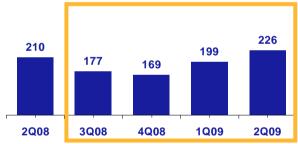
USA Year-on-year growth (Constant €m)

#### **Operating income**

USA Quarter by quarter (Constant €m)







# USA: 1H09 highlights (part 2)

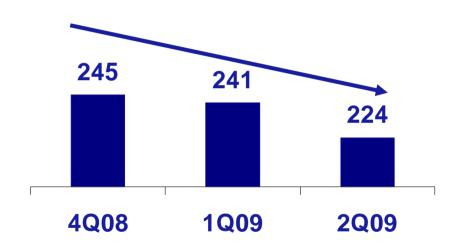


**Net entries to NPA** 

BBVA Compass Quarter by quarter (€m)

#### **Recoveries / entries to NPA**

BBVA Compass Quarter by quarter (%)







Reduction of net entries to NPA

Growth of recoveries

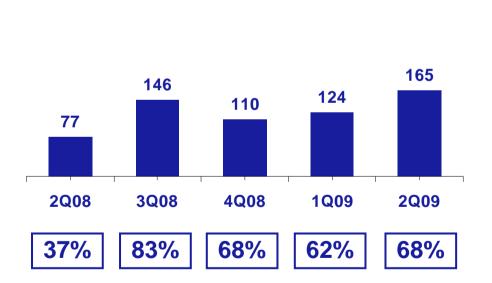
## USA: 1H09 highlights (part 3)



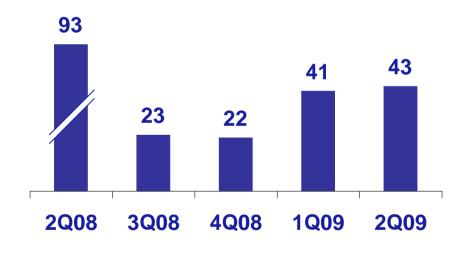
#### **Provisions**

USA Quarter by quarter (Constant €m)

Impairment losses / operating income



# Net attributable profit USA Quarter by quarter (Constant €m)



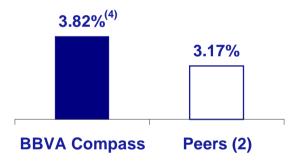
# USA: superior performance compared to peers

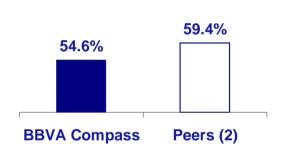


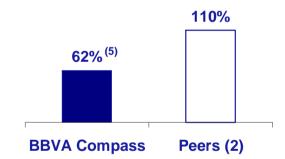
NIM (Net interest margin)
BBVA Compass 2Q09 <sup>1</sup>
(%)

Efficiency <sup>3</sup>
BBVA Compass 2Q09 <sup>1</sup>
(%)

Provisions / operating income BBVA Compass 2Q09 <sup>1</sup> (%)







<sup>(1)</sup> BBVA Compass figures for 1Q09: NIM: 3.73%; Efficiency: 56%; Provisions/Operating income: 56%

<sup>(2)</sup> Median 2Q09/2Q08 (VAR) and 2Q09 (Ratios) Peer Group: Suntrust, Regions, BB&T, Associated, Comerica, First Horizon, Huntington, M&T, M&I, Zions, Synovus, Cullen/ Frost. Colonial is not included (not available 2Q)

<sup>(3)</sup> Excluding FDIC One Time, M&I and IA amortization

<sup>(4) %</sup> margin with PMAs

<sup>(5)</sup> Provisions/ operating profit (excl. amort. Intangibles and M&I)

#### USA: 1H09 results



(Constant €m)

USA	Quarter-by-quarter			
	2Q09	1Q09	4Q08	3Q08
Net Interest Income	373	370	370	371
Gross Income	542	531	540	546
Operating Income	226	199	169	177
Income Before Tax	66	61	31	30
Net Income	43	41	22	23
Net Attributable Profit	43	41	22	23

Net attr. profit excl. amortisation of intangibles: €125m





Spain & Portugal Wholesale Banking & Asset Management Mexico USA **South America** 







Gross income +22.1%

Operating income +31.1%

Net attr. profit +29.0%

#### **FUNDAMENTALS**

Efficiency incl. depr. 39.7%

**ROE 42.8%** 

NPA ratio 2.62%

Coverage 129%

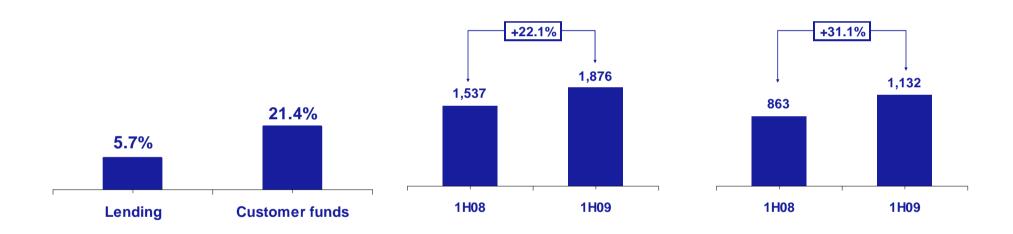
# South America: 1H09 highlights (part 1)



Lending and cust. funds South America Year-on-year growth (Average balances)

Gross income
South America
(Constant €m)

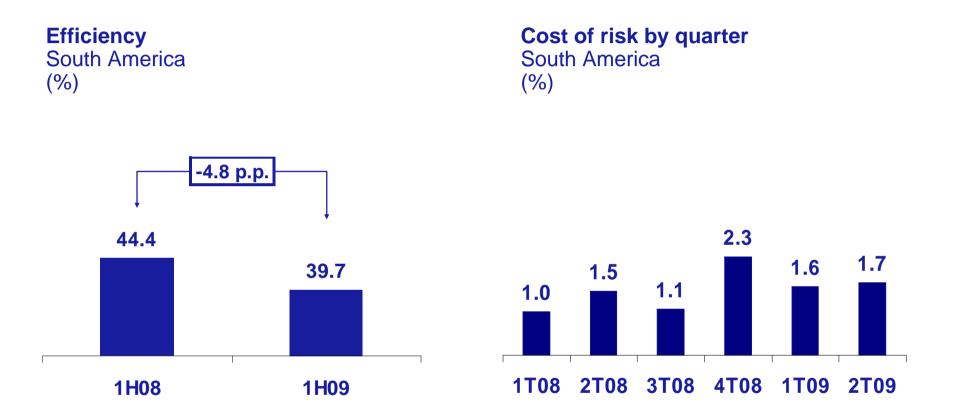
Operating income
South America
(Constant €m)



**Net interest income: €1,210m (+17.8%)** 

# South America: 1H09 highlights (part 2)





Net attrib. profit: €463m (+29.0%)

#### South America: 1H09 results



#### (Constant €m)

South America	Accum.	Annual Growth 1H09/1H08		Annual Growth 1Q09/1Q08
	1H09	Abs.	%	%
Net Interest Income	1,210	+ 183	17.8%	16.2%
Gross Income	1,876	+ 339	22.1%	19.4%
Operating Income	1,132	+ 268	31.1%	24.0%
Income Before Tax	912	+ 190	26.3%	19.1%
Net Income	710	+ 165	30.3%	19.6%
Net Attributable Profit	463	+ 104	29.0%	20.0%

**ROE: 42.8%** 



1

Earnings above expectations

2

Good news on risk

Strong organic generation of capital

4

Stronger position in all markets



# Strength through generation of earnings and capital

BBVA Group Results Second quarter 2009

Madrid, 28th July 2009









