



**BBVA**

**2Q16 Results** July, 29<sup>th</sup> 2016

**Carlos Torres Vila, Chief Executive Officer**

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# Organizational changes

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Simpler organization to gain efficiency and accelerate our transformation



- ✓ Business units closer to CEO
- ✓ Customer Solutions encompassing the areas that shape and deploy our value proposition to customers, both globally and locally

# Organizational chart

**Group Executive Chairman**  
Francisco González

**CEO**  
Carlos Torres Vila

## Execution & Performance

- Corporate & Investment Banking  
Juan Asúa
- Country Monitoring<sup>1</sup>  
Jorge Sáenz-Azcúnaga
- Country Manager Spain  
Cristina de Parías
- Country Manager Mexico  
Eduardo Osuna
- Country Manager USA  
Manolo Sánchez
- Country Manager Turkey  
Fuat Erbil

## New Core Competencies

- Customer Solutions<sup>2</sup>  
Derek White
- Talent & Culture  
Ricardo Forcano
- Engineering  
Ricardo Moreno

## Risk & Finance

- Finance  
Jaime Sáenz de Tejada
- Global Risk Management  
Rafael Salinas

## Strategy & Control

- Global Economics Regulation & Public Affairs  
José Manuel González-Páramo
- Legal & Compliance  
Eduardo Arbizu
- Strategy & M&A  
Javier Rodríguez Soler
- Global Accounting & Supervisory Relations  
Ricardo Gómez Barredo
- Communications  
Paul G. Tobin
- General Secretary  
Domingo Armengol
- Internal Audit  
Jose Luis de los Santos

<sup>1</sup> Reporting channel to CEO for Argentina, Colombia, Chile, Peru, Venezuela, Uruguay and Paraguay, as well as monitoring of all countries, including Spain, Mexico, Turkey and USA

<sup>2</sup> Integrates Global Marketing & Digital Sales; Business Development in Spain, Mexico, Turkey, USA and South America; Distribution model; Insurance and Prevision; Asset Management & Global Wealth; Consumer Finance and New Digital Businesses.

## 2Q16 Highlights

Solid quarterly results, earnings growth on track

- ✓ Positive trend in recurring revenues **+5.4%** vs 2Q15, constant €
- ✓ Gross income growth, driven by NTI and dividends **+7.1%** vs 2Q15, constant €
- ✓ Improvement in risk indicators **NPL ratio -18 bps** vs 1Q16
- ✓ Solid capital ratios **10.71%; +17 bps** CET1 FL vs 1Q16
- ✓ Specific items in the quarter:
  - ✓ VISA Europe deal **+128 €m** (net attrib. impact)
  - ✓ Single Resolution Fund contribution **-85 €m** (net attrib. impact)

**1,123 €m** (2Q16)  
**Attributable Profit**

**+14.1%** (2Q16 vs 2Q15 ex. Corp. Ops., constant)



# Earnings growth on track

Net Attributable Profit ex Corporate Operations

## 2Q16 vs. 2Q15

Group like-for-like  
(current %)

**-0.8 %**

Excluding FX effect  
(constant €bn)

**+14.1%**

1.0

0.7

0.9

0.7

1.1

**+59.0%**

2Q15

3Q15

4Q15

1Q16

2Q16

 Garanti like-for-like basis

## 2Q16 vs. 2Q15 breakdown (€m constant; %)



Spain (\*)

289

+4.2%



United States

129

-10.1%



Turkey (\*\*)

192

+48.8%



Mexico

486

+11.2%



South  
America

206

+3.2%

(\*) Spain includes banking and real-estate activity.

(\*\*) Garanti like-for-like basis

Note: Garanti like-for-like basis considers the additional stake in Garanti accounted by the full consolidation method from 01/01/15 vs. 07/01/15 deal closing

# 2Q16 Summary

| BBVA Group (€m)                                          | 2Q16         | Change      |             | Total Group with Garanti like-for-like basis |              |
|----------------------------------------------------------|--------------|-------------|-------------|----------------------------------------------|--------------|
|                                                          |              | 2Q16/2Q15   |             | Change                                       |              |
|                                                          |              | %           | % constant  | %                                            | % constant   |
| <b>Net Interest Income</b>                               | <b>4,213</b> | <b>9.2</b>  | <b>24.6</b> | <b>-6.4</b>                                  | <b>6.4</b> ✓ |
| Net Fees and Commissions                                 | 1,189        | 4.3         | 14.9        | -7.5                                         | 2.0          |
| Net Trading Income                                       | 819          | 26.0        | 36.7        | 30.2                                         | 41.2         |
| Other Income & Expenses                                  | 225          | -18.1       | -28.3       | -21.8                                        | -31.0        |
| <b>Gross Income</b>                                      | <b>6,445</b> | <b>8.8</b>  | <b>21.2</b> | <b>-3.8</b>                                  | <b>7.1</b>   |
| Operating Expenses                                       | -3,159       | 7.4         | 17.9        | -3.5                                         | 6.1          |
| <b>Operating Income</b>                                  | <b>3,287</b> | <b>10.3</b> | <b>24.7</b> | <b>-4.2</b>                                  | <b>8.1</b>   |
| Impairment on Financial Assets                           | -1,077       | -1.1        | 10.2        | -10.4                                        | -0.2         |
| Provisions and Other Gains                               | -157         | -45.4       | -43.8       | -44.8                                        | -43.3        |
| <b>Income Before Tax</b>                                 | <b>2,053</b> | <b>28.0</b> | <b>48.9</b> | <b>5.6</b>                                   | <b>21.9</b>  |
| Income Tax                                               | -557         | 29.9        | 56.9        | 11.6                                         | 33.4         |
| <b>NI ex Corporate Operations</b>                        | <b>1,496</b> | <b>27.3</b> | <b>46.0</b> | <b>3.6</b>                                   | <b>18.0</b>  |
| Corporate Operations Income                              | 0            | n.s.        | n.s.        | n.s.                                         | n.s.         |
| Non-controlling Interests                                | -373         | n.s.        | n.s.        | 19.7                                         | 31.8         |
| <b>Net Attributable Profit</b>                           | <b>1,123</b> | <b>-8.2</b> | <b>4.0</b>  | <b>-12.0</b>                                 | <b>-0.5</b>  |
| <b>Net Attributable Profit (ex corporate operations)</b> | <b>1,123</b> | <b>4.1</b>  | <b>20.0</b> | <b>-0.8</b>                                  | <b>14.1</b>  |

Solid performance

Higher NTI including VISA Europe capital gains

SRF contribution

Cost control efforts

Lower RE impairments &amp; restructuring costs in Spain

# 1H16 Summary

| BBVA Group (€m)                                   | 1H16          | Change      |             | Total Group with Garanti like-for-like basis |            |
|---------------------------------------------------|---------------|-------------|-------------|----------------------------------------------|------------|
|                                                   |               | 1H16/1H15   |             | Change                                       |            |
|                                                   |               | %           | % constant  | 1H16/1H15                                    | % constant |
| <b>Net Interest Income</b>                        | <b>8,365</b>  | <b>11.2</b> | <b>26.1</b> | <b>-4.9</b>                                  | <b>7.9</b> |
| Net Fees and Commissions                          | 2,350         | 6.0         | 16.2        | -6.4                                         | 3.1        |
| Net Trading Income                                | 1,176         | -17.5       | -9.6        | -13.5                                        | -5.4       |
| Other Income & Expenses                           | 343           | -12.5       | -13.5       | -18.2                                        | -18.4      |
| <b>Gross Income</b>                               | <b>12,233</b> | <b>5.9</b>  | <b>18.2</b> | <b>-6.5</b>                                  | <b>4.6</b> |
| Operating Expenses                                | -6,332        | 10.8        | 21.1        | -0.7                                         | 9.1        |
| <b>Operating Income</b>                           | <b>5,901</b>  | <b>1.1</b>  | <b>15.2</b> | <b>-12.1</b>                                 | <b>0.2</b> |
| Impairment on Financial Assets                    | -2,110        | -4.4        | 5.3         | -12.8                                        | -3.7       |
| Provisions and Other Gains                        | -400          | -31.4       | -27.0       | -31.2                                        | -26.9      |
| <b>Income Before Tax</b>                          | <b>3,391</b>  | <b>11.3</b> | <b>31.9</b> | <b>-8.6</b>                                  | <b>7.6</b> |
| Income Tax                                        | -920          | 12.8        | 36.8        | -3.1                                         | 16.4       |
| <b>NI ex Corporate Operations</b>                 | <b>2,471</b>  | <b>10.8</b> | <b>30.2</b> | <b>-10.4</b>                                 | <b>4.6</b> |
| Corporate Operations Income                       | 0             | n.s.        | n.s.        | n.s.                                         | n.s.       |
| Non-controlling Interests                         | -639          | n.s.        | n.s.        | 2.8                                          | 18.9       |
| Net Attributable Profit                           | 1,832         | -33.6       | -25.5       | -36.0                                        | -28.2      |
| Net Attributable Profit (ex corporate operations) | 1,832         | -9.8        | 5.8         | -14.3                                        | 0.4        |

Negative  
FX impact

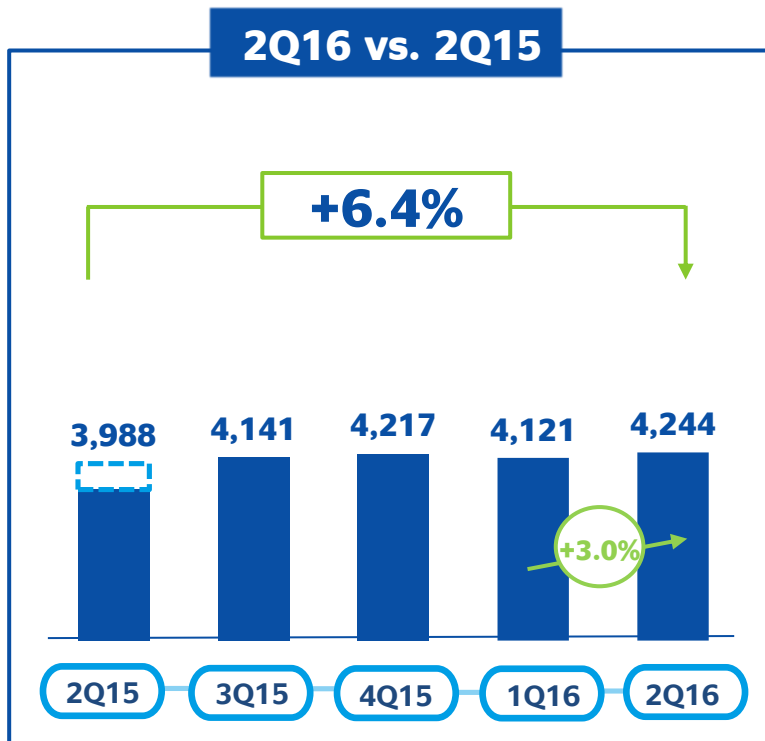


## Earnings

# Core Revenues

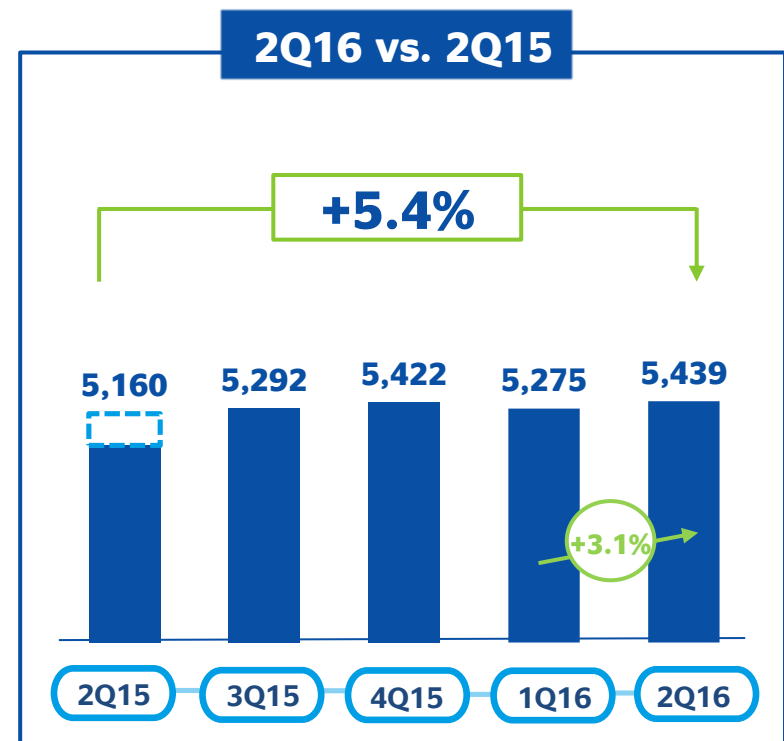
€m constant

### Net Interest Income



Garanti like-for-like basis

### NII+ Net Fees and Commissions

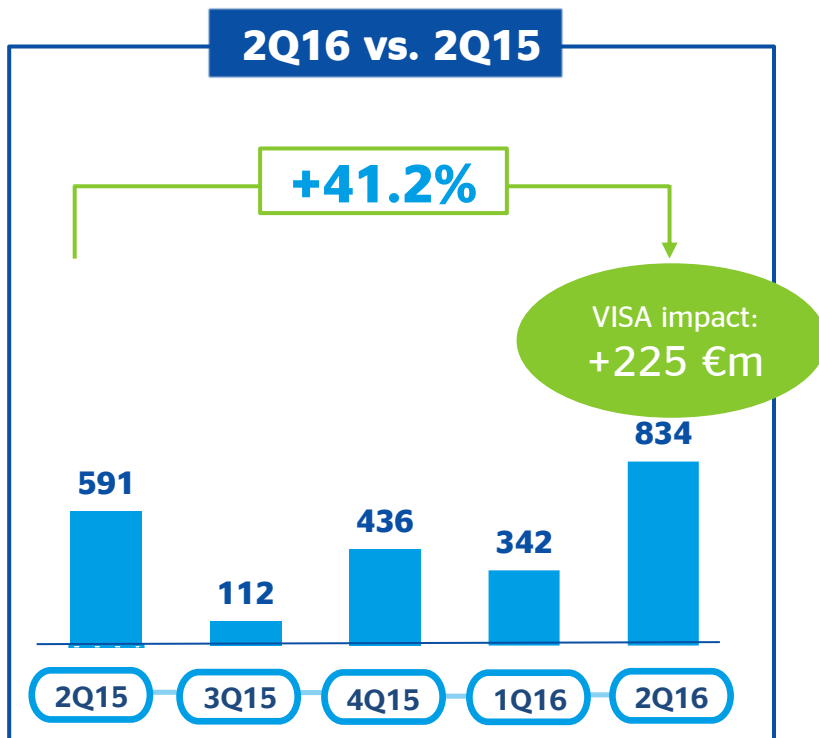


## Earnings

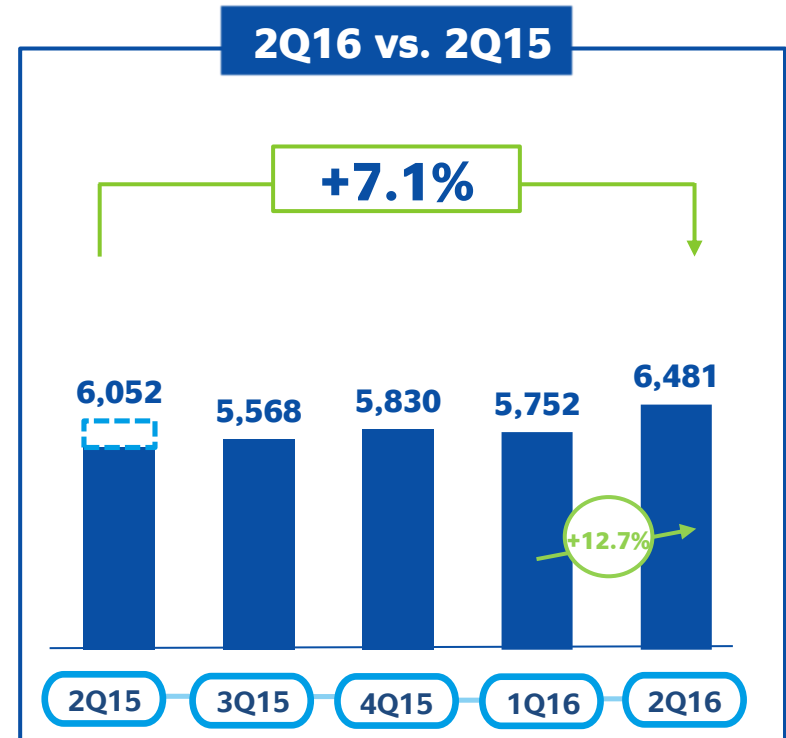
# Gross Income

€m constant

### Net Trading Income



### Gross Income

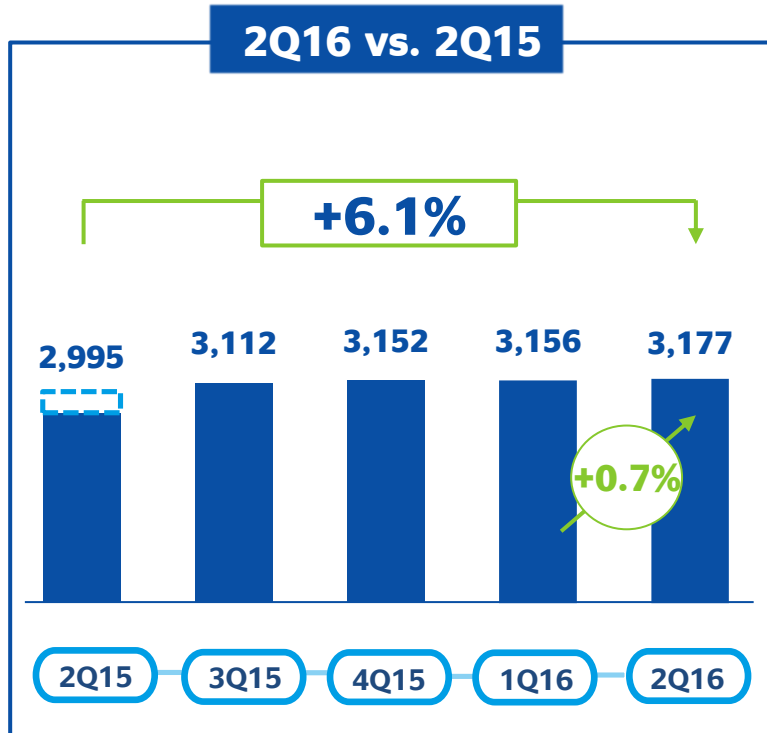


Garanti like-for-like basis

## Earnings

# Operating Expenses

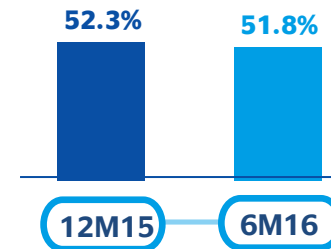
€m constant



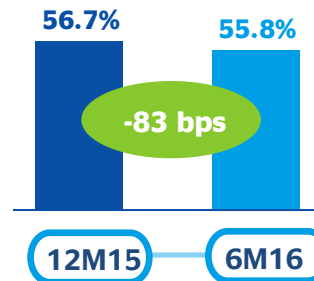
Garanti like-for-like basis

Cost to income (like-for-like basis) YoY (%)

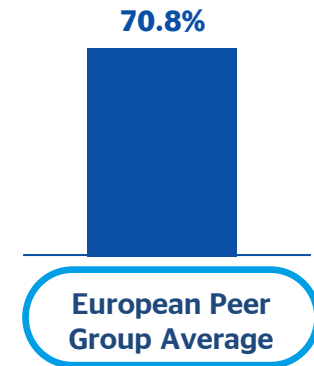
BBVA Group  
(Garanti like-for-like basis)



Underlying efficiency  
ex NTI & CX



Efficiency  
vs. peer group 3M16(%)



## Ongoing cost control efforts & efficiency improvement

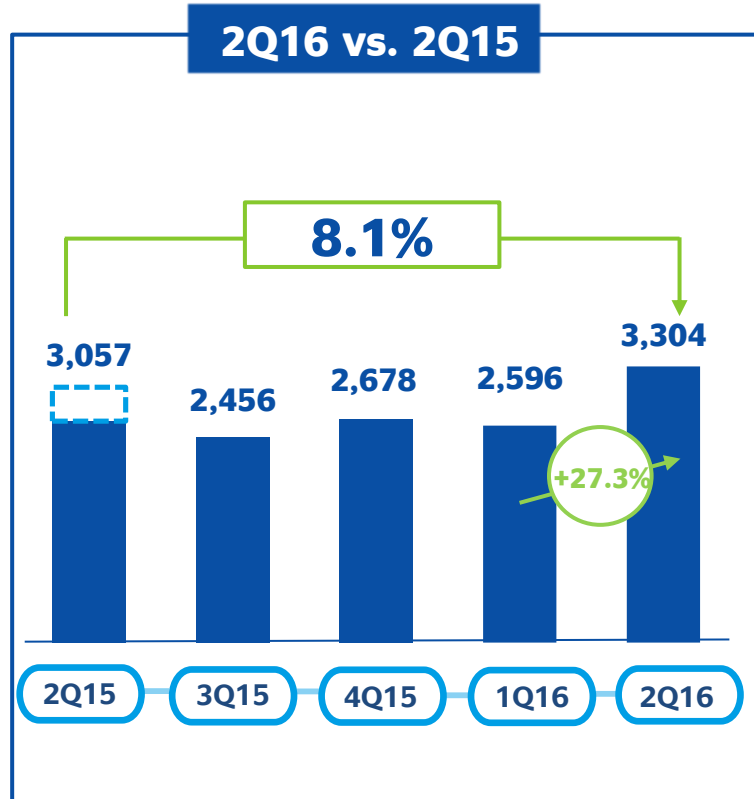
European Peer Group: BARC, BNPP, CASA, CS, CMZ, DB, HSBC, ISP, LBG, RBS, SAN, SG, UBS, UCG

Note: Garanti like-for-like basis considers the additional stake in Garanti accounted by the full consolidation method from 01/01/15 vs. 07/01/15 deal closing

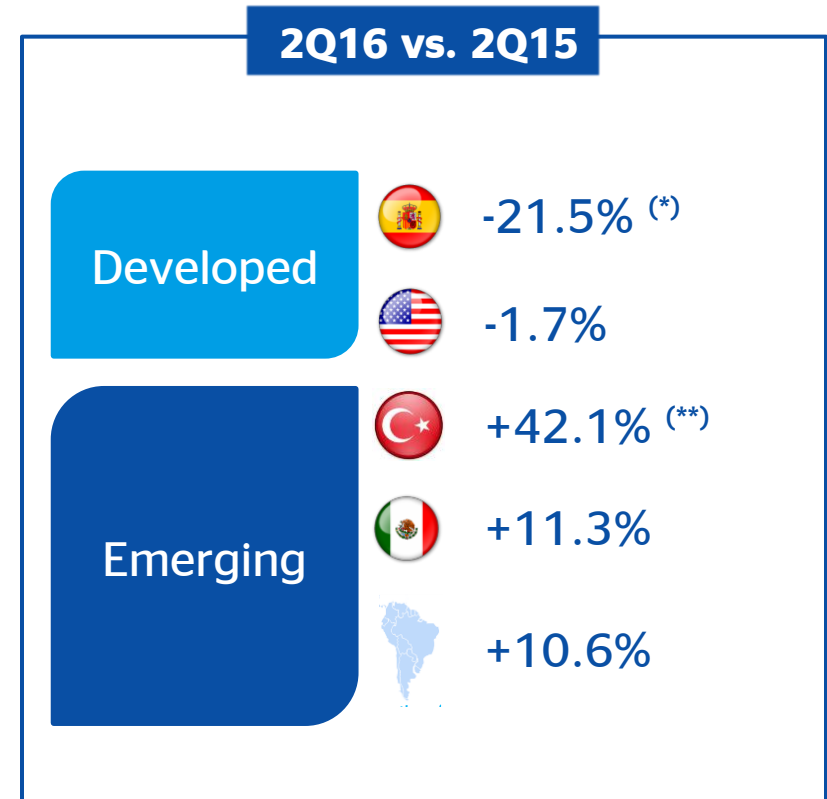
## Earnings

# Operating Income

€m constant



Garanti like-for-like basis



(\*) Spain includes banking and Real Estate activity.

(\*\*) Garanti like-for-like basis

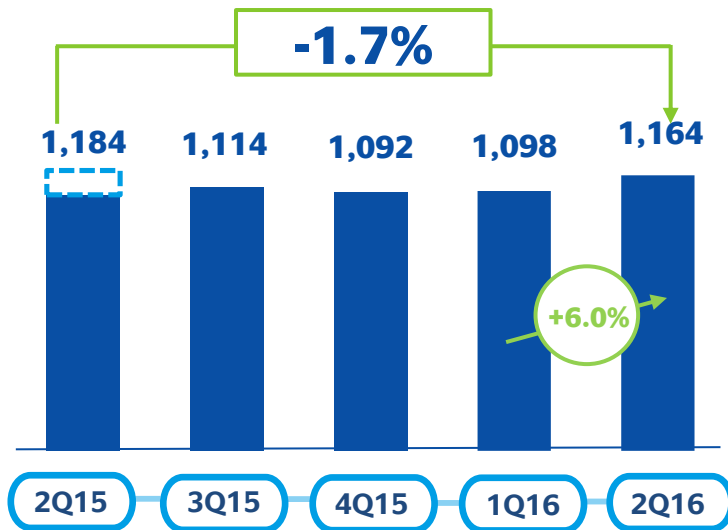
Note: Garanti like-for-like basis considers the additional stake in Garanti accounted by the full consolidation method from 01/01/15 vs. 07/01/15 deal closing

# Risk

## Indicators Continue to Improve

€m constant

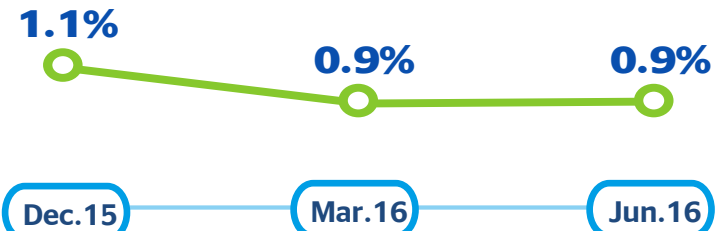
### Impairment on Financial Assets & Real-Estate impairments



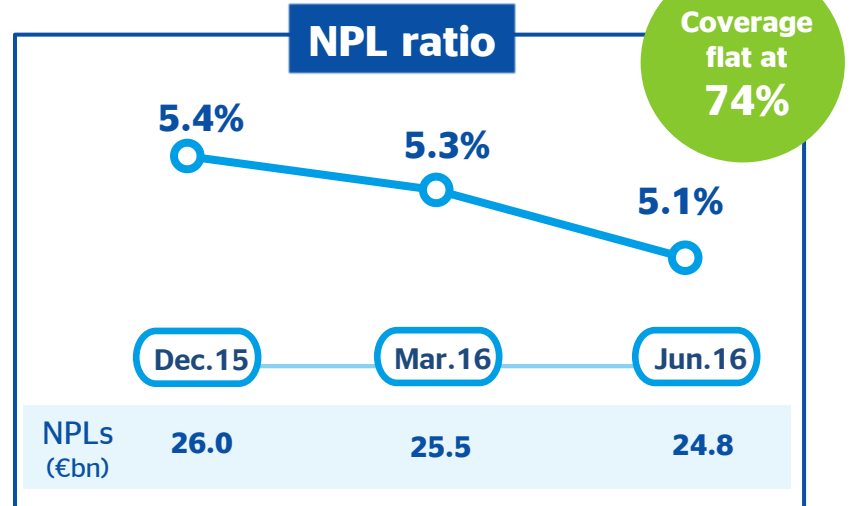
Garanti like-for-like basis

### Cost of Risk

(YtD)

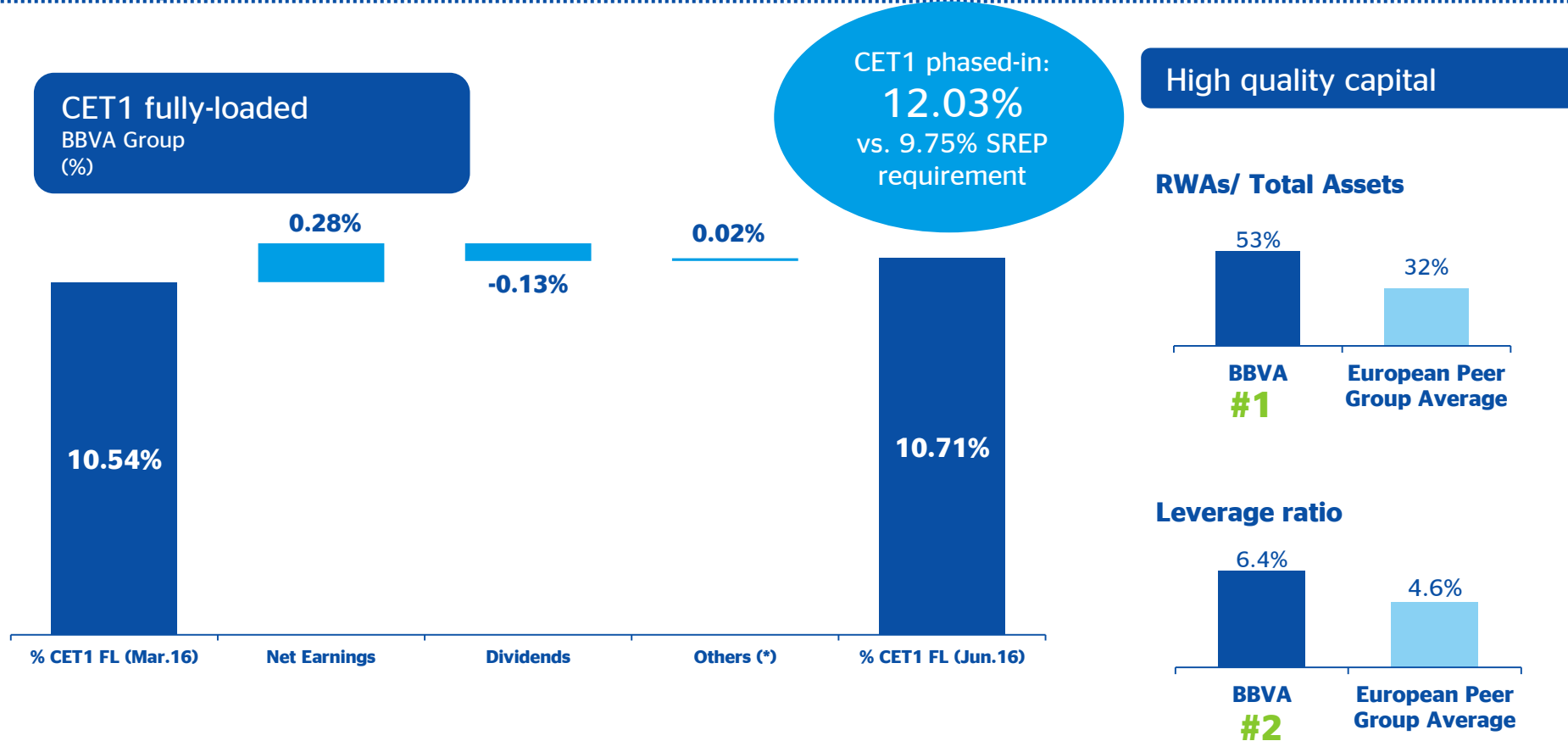


### NPL ratio



## Capital

# Strong Capital Ratios



On track to achieve CET1 FL 11% target in 2017



# Growing our Digital Customer Base

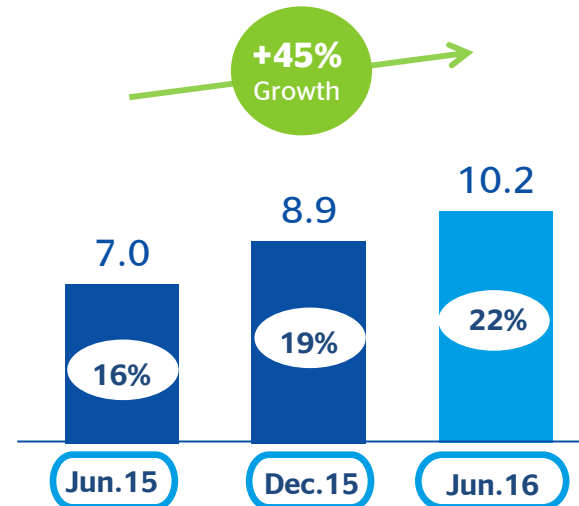
## Digital Customers

BBVA Group - Million, % penetration



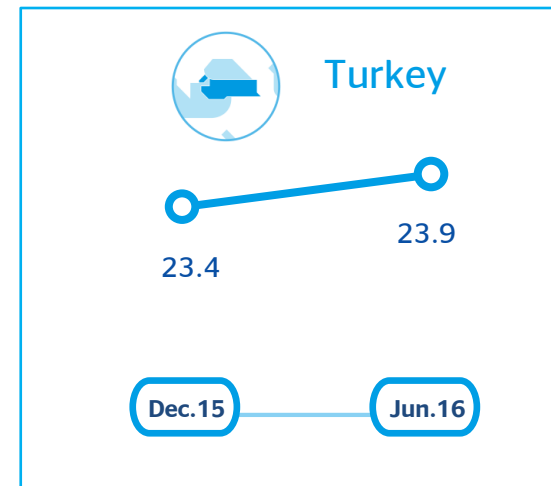
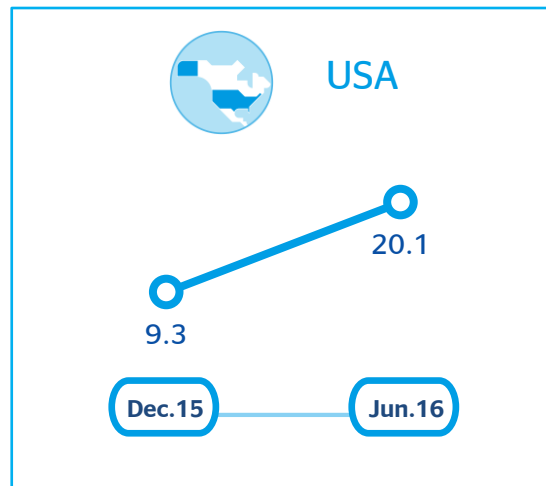
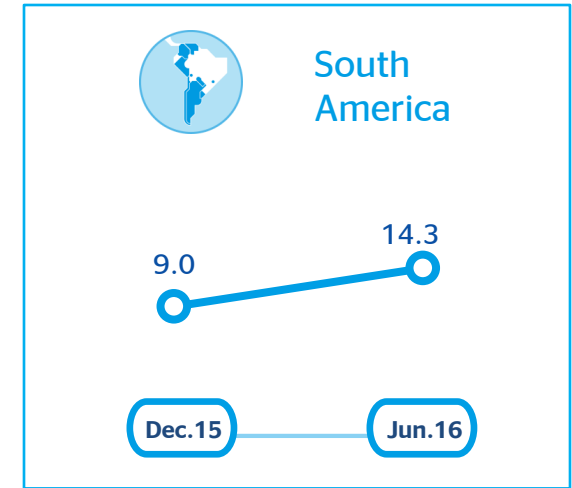
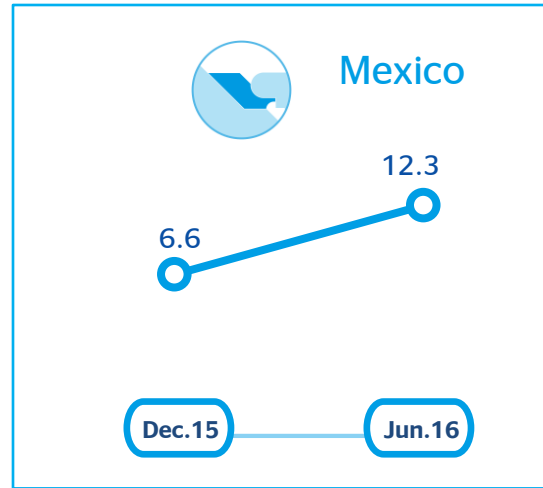
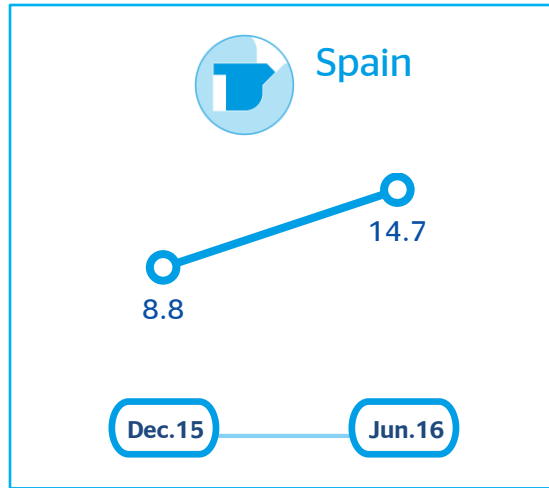
## Mobile Customers

BBVA Group - Million, % penetration



# Driving Digital Sales Across all Franchises

Digital Sales - % of total sales YtD, # of transactions



# Customer experience improvement

## Customer Experience

### Relationship model

- My chat (Spain)
- New onboarding communication program (USA)
- Expansion of remote manager model (Argentina, Turkey and Peru)



### Products

- Payroll loans (Mexico)
- Smart auto-insurance (Turkey)
- Commerce 360° (Spain)
- Enhanced payments-promotions experience (Colombia)

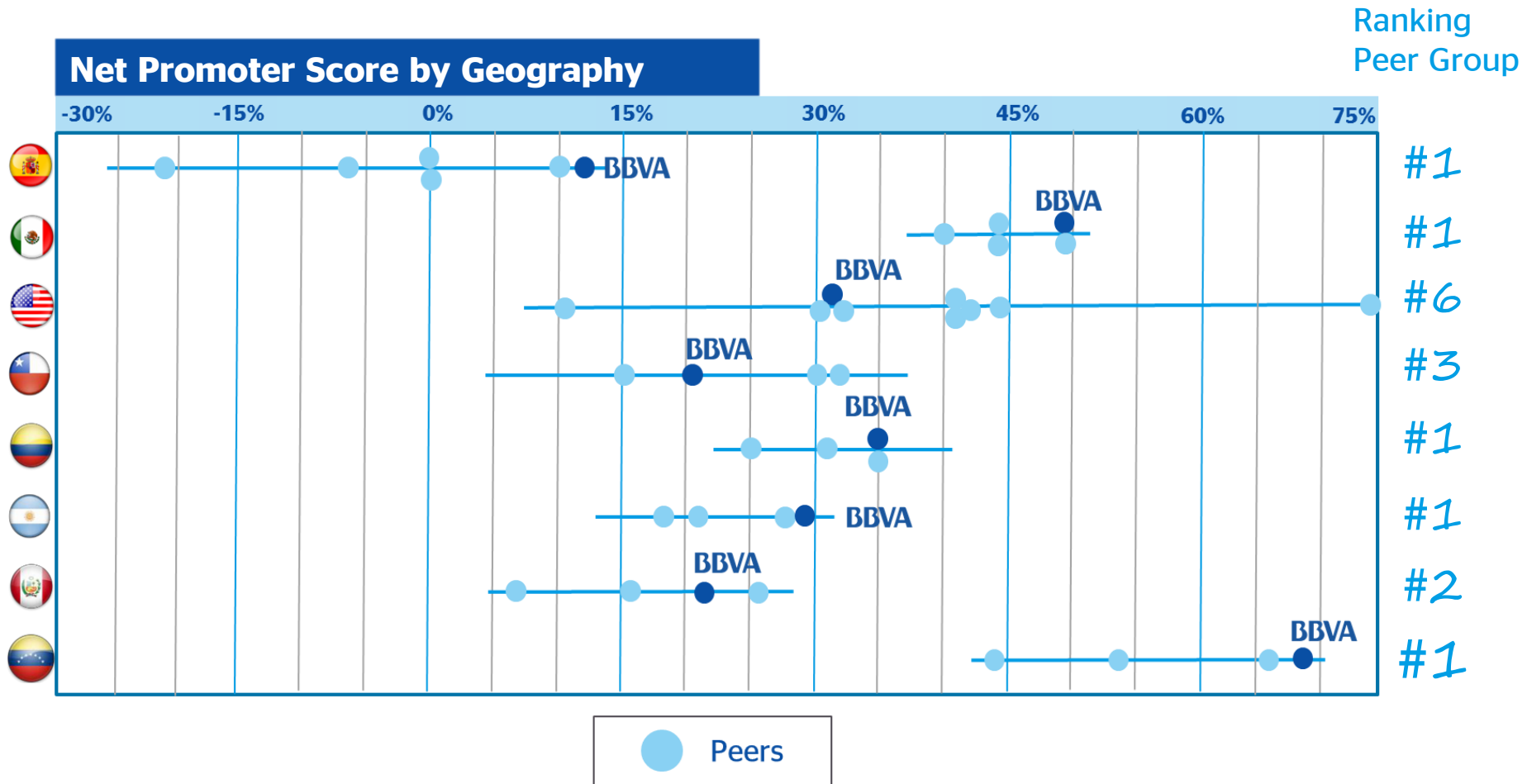


### Functionalities

- Find your home (Spain)
- Personal Financial and Expense Manager (Spain)



# Focused on Our Customers



Peer Group: Spain: Santander, CaixaBank, Bankia, Sabadell, Popular/ USA: Bank of America, Bank of the West, Comerica, Frost, Chase, Regions, US Bank, Wells Fargo // Mexico: Banamex, Santander, Banorte, HSBC // Peru: BCP, Interbank, Scotiabank // Argentina: Banco Galicia, HSBC, Santander Rio // Colombia: Bancolombia, Davivienda, Banco de Bogotá // Chile: BCI, Banco de Chile, Santander // Venezuela: Banesco, Mercantil, Banco de Venezuela

USA and Peru: data as of December 2015.

## Business Areas



# Spain Banking Activity Results



(€m)

| Banking activity in Spain                 | 2Q16         | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16         | Change<br>1H16/1H15 |
|-------------------------------------------|--------------|---------------------|---------------------|--------------|---------------------|
|                                           |              | %                   | %                   |              | %                   |
| <b>Net Interest Income</b>                | <b>988</b>   | <b>-2.6</b>         | <b>3.4</b>          | <b>1,943</b> | <b>-1.9</b>         |
| Net fees and commissions                  | 379          | -12.4               | -3.4                | 771          | -4.8                |
| Net trading income                        | 313          | -7.0                | n.s.                | 390          | -42.1               |
| Other operating income and expenses       | 53           | -61.5               | -60.7               | 189          | -22.6               |
| <b>Gross Income</b>                       | <b>1,733</b> | <b>-9.8</b>         | <b>11.1</b>         | <b>3,293</b> | <b>-11.2</b>        |
| Operating expenses                        | -898         | 4.7                 | -0.5                | -1,800       | 11.0                |
| <b>Operating Income</b>                   | <b>835</b>   | <b>-21.5</b>        | <b>27.0</b>         | <b>1,493</b> | <b>-28.5</b>        |
| Impairment on financial assets (net)      | -251         | -29.3               | -3.0                | -509         | -34.4               |
| Provisions (net) and other gains (losses) | -29          | -72.6               | -49.1               | -87          | -67.9               |
| <b>Income Before Tax</b>                  | <b>555</b>   | <b>-7.9</b>         | <b>62.5</b>         | <b>897</b>   | <b>-13.8</b>        |
| Income Tax                                | -170         | -4.4                | 58.9                | -276         | -10.2               |
| Non-controlling interests                 | -1           | 11.2                | 50.2                | -2           | 3.2                 |
| <b>Net Attributable Profit</b>            | <b>385</b>   | <b>- 9.4</b>        | <b>64.2</b>         | <b>619</b>   | <b>- 15.3</b>       |

NII pressure

Lower than  
expected market-  
related feesFocus on cost  
controlMaintaining positive  
trend in loan-loss  
provisions and  
impairments

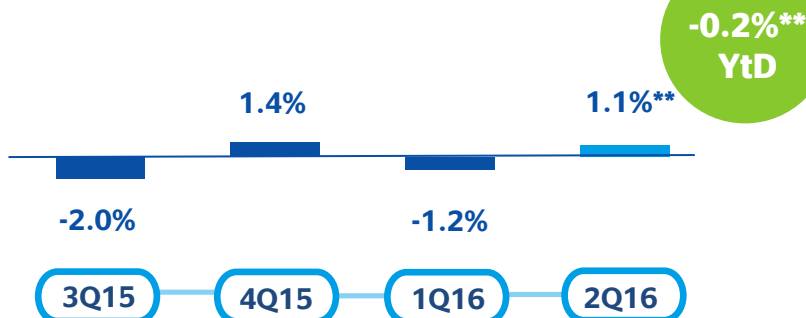
# Spain Banking Activity

## Activity & Spreads



### Lending\*

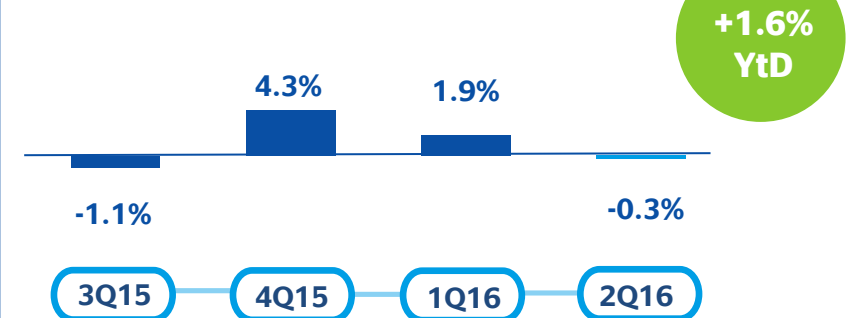
(% change, QoQ)



(\* \*) Excluding the effect of portfolio transfer from RE

### Customer Funds

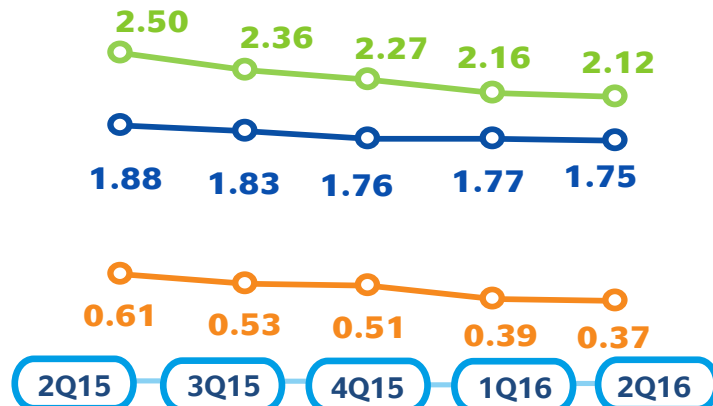
(% change, QoQ)



Note: Customer funds refer to funds under management

### Customer Spread

Yield Customer Spread Cost of Deposits



(\*) Gross loans and advances to customers. Note: Activity excludes repos

### Highlights

- **Flat activity levels;** no clear visibility about the future trend
- New loan production grows mainly in **mortgages and consumer loans**
- Stable customer spread; expected further **decrease in cost of deposits**

# Spain Banking Activity Risk



## Risk indicators

(%)

Coverage ratio



NPL ratio



|               |      |      |      |
|---------------|------|------|------|
| NPLs<br>(€bn) | 14.5 | 13.2 | 12.5 |
|---------------|------|------|------|

## Cost of risk

(%)

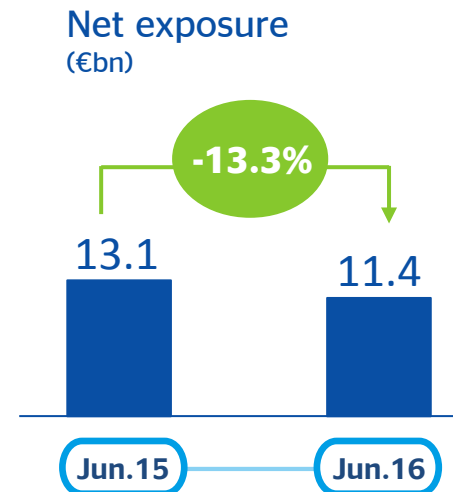
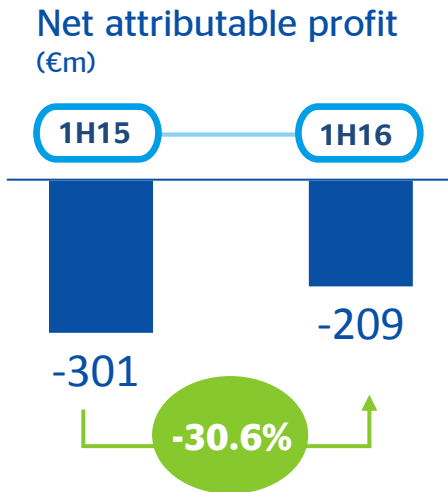


Maintaining positive trend in risk indicators



## Spain

## Real Estate Activity



- ✓ Positive market trends
- ✓ Lower P&L negative impact
- ✓ Ongoing exposure reduction

# Total Spain Results



(€m)

| Total Spain                               | 2Q16         | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16         | Change<br>1H16/1H15 |
|-------------------------------------------|--------------|---------------------|---------------------|--------------|---------------------|
|                                           |              | %                   | %                   |              | %                   |
| <b>Net Interest Income</b>                | <b>1,003</b> | <b>-0.8</b>         | <b>2.2</b>          | <b>1,984</b> | <b>0.8</b>          |
| Net fees and commissions                  | 380          | -12.1               | -3.3                | 773          | -4.7                |
| Net trading income                        | 313          | -7.3                | n.s.                | 390          | -42.2               |
| Other operating income and expenses       | 36           | -72.0               | -70.4               | 156          | -17.7               |
| <b>Gross Income</b>                       | <b>1,732</b> | <b>-9.3</b>         | <b>10.2</b>         | <b>3,304</b> | <b>-9.4</b>         |
| Operating expenses                        | -933         | 4.8                 | -0.1                | -1,866       | 11.0                |
| <b>Operating Income</b>                   | <b>800</b>   | <b>-21.5</b>        | <b>25.3</b>         | <b>1,438</b> | <b>-26.8</b>        |
| Impairment on financial assets (net)      | -289         | -30.1               | -5.4                | -594         | -33.4               |
| Provisions (net) and other gains (losses) | -96          | -55.9               | -30.6               | -235         | -49.7               |
| <b>Income Before Tax</b>                  | <b>415</b>   | <b>7.1</b>          | <b>n.s.</b>         | <b>609</b>   | <b>0.7</b>          |
| Income Tax                                | -124         | 13.8                | 71.7                | -197         | 13.8                |
| Non-controlling interests                 | -1           | n.s.                | 45.0                | -2           | 14.6                |
| <b>Net Attributable Profit</b>            | <b>289</b>   | <b>4.2</b>          | <b>n.s.</b>         | <b>410</b>   | <b>- 4.6</b>        |

# USA Results



(Constant €m)

| USA                                       | 2Q16       | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16         | Change<br>1H16/1H15 |
|-------------------------------------------|------------|---------------------|---------------------|--------------|---------------------|
|                                           |            | %                   | %                   |              | %                   |
| <b>Net Interest Income</b>                | <b>466</b> | <b>5.0</b>          | <b>-1.2</b>         | <b>938</b>   | <b>6.4</b>          |
| Net fees and commissions                  | 161        | 1.3                 | 10.9                | 306          | -3.2                |
| Net trading income                        | 48         | -15.1               | 3.8                 | 93           | -12.8               |
| Other operating income and expenses       | -5         | n.s.                | 59.1                | -8           | n.s.                |
| <b>Gross Income</b>                       | <b>670</b> | <b>0.3</b>          | <b>1.6</b>          | <b>1,330</b> | <b>0.7</b>          |
| Operating expenses                        | -453       | 1.3                 | 0.1                 | -906         | 2.8                 |
| <b>Operating Income</b>                   | <b>217</b> | <b>-1.7</b>         | <b>4.7</b>          | <b>424</b>   | <b>-3.6</b>         |
| Impairment on financial assets (net)      | -55        | 68.5                | -41.3               | -149         | n.s.                |
| Provisions (net) and other gains (losses) | 3          | -41.8               | n.s.                | -36          | n.s.                |
| <b>Income Before Tax</b>                  | <b>165</b> | <b>-14.7</b>        | <b>n.s.</b>         | <b>240</b>   | <b>-37.1</b>        |
| Income Tax                                | -36        | -27.8               | 39.9                | -62          | -41.1               |
| Non-controlling interests                 | 0          | -49.1               | 2.5                 | 0            | -33.3               |
| <b>Net Attributable Profit</b>            | <b>129</b> | <b>- 10.1</b>       | <b>n.s.</b>         | <b>178</b>   | <b>- 35.5</b>       |

Maintaining  
revenue trend;  
positive fees  
performance in  
the quarter

Cost under  
control

Lower Oil&Gas  
provisions than  
1Q

CCAR tests  
passed

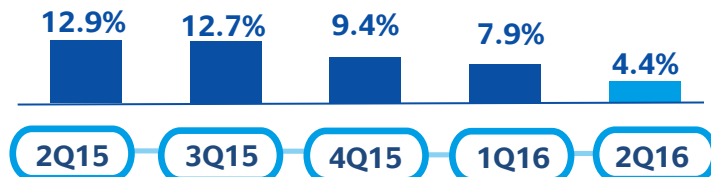
USA

# Activity & Spreads



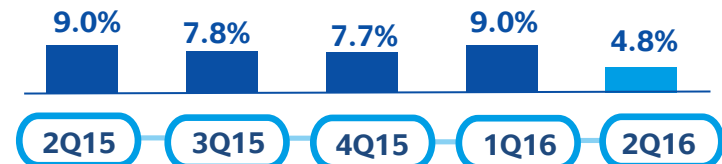
## Lending\*

YoY  
(constant €, %)



## Customer Funds

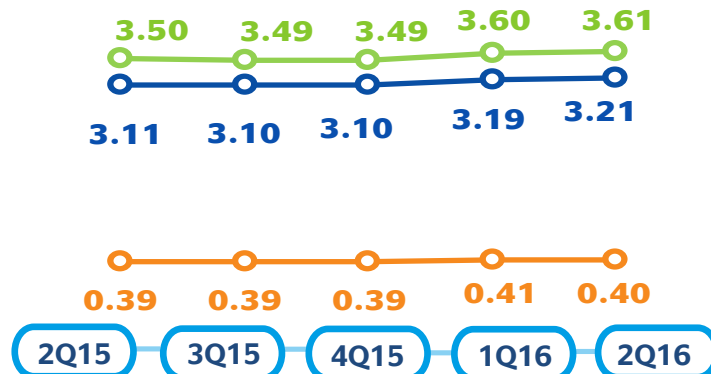
YoY  
(constant €, %)



Note: Customer funds refer to funds under management

## Customer Spread\*\*

Yield — Customer Spread — Cost of Deposits



## Highlights

- Growth in more **profitable segments**
- Yield reflecting **focus on profitability** and control of cost of deposits

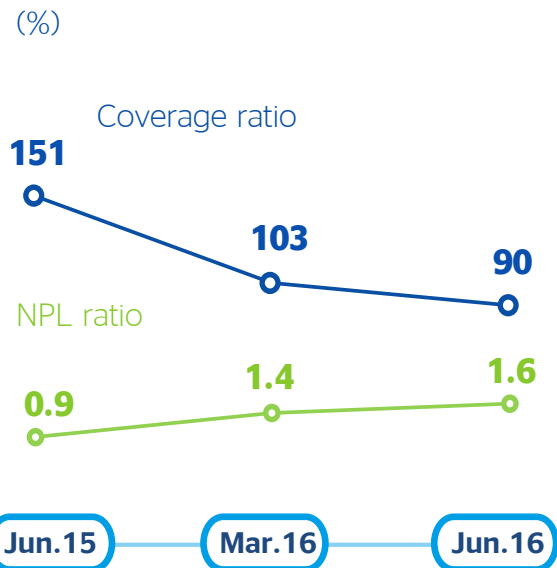
(\*) Gross loans and advances to customers. Note: Activity excludes repos

(\*\*) It refers to USA ex NY business activity

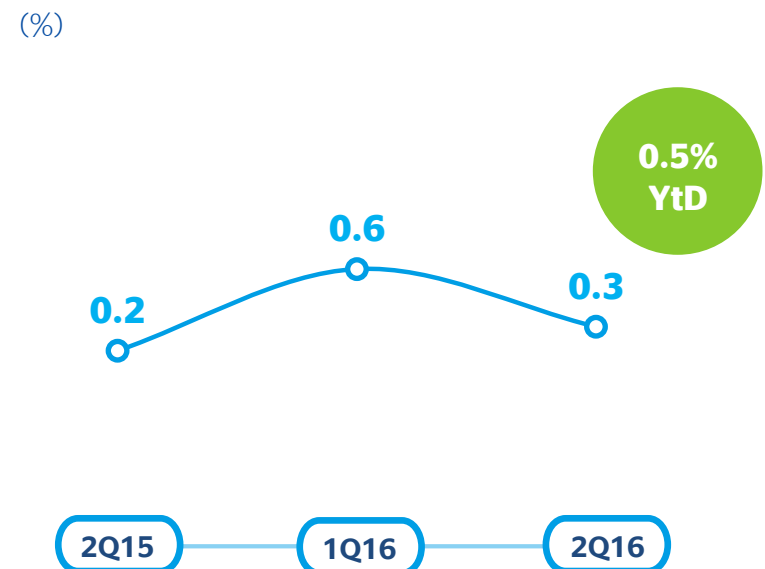
# USA Risk



## Risk indicators



## Cost of risk



NPL increase with no impact on CoR

# Turkey Results



(Constant €m)

| Turkey                                    | 2Q16         | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16         | Change<br>1H16/1H15 |
|-------------------------------------------|--------------|---------------------|---------------------|--------------|---------------------|
|                                           |              | %                   | %                   |              | %                   |
| <b>Net Interest Income</b>                | <b>833</b>   | <b>7.2</b>          | <b>7.9</b>          | <b>1,606</b> | <b>7.5</b>          |
| Net fees and commissions                  | 212          | 20.7                | 17.5                | 392          | 13.8                |
| Net trading income                        | 118          | n.s.                | n.s.                | 128          | n.s.                |
| Other operating income and expenses       | 18           | 16.3                | 78.2                | 28           | -11.0               |
| <b>Gross Income</b>                       | <b>1,181</b> | <b>25.4</b>         | <b>21.4</b>         | <b>2,154</b> | <b>20.1</b>         |
| Operating expenses                        | -412         | 2.8                 | -2.2                | -833         | 7.9                 |
| <b>Operating Income</b>                   | <b>769</b>   | <b>42.1</b>         | <b>39.3</b>         | <b>1,321</b> | <b>29.4</b>         |
| Impairment on financial assets (net)      | -180         | 31.7                | 49.1                | -301         | 20.7                |
| Provisions (net) and other gains (losses) | 10           | n.s.                | n.s.                | 1            | -27.2               |
| <b>Income Before Tax</b>                  | <b>599</b>   | <b>46.9</b>         | <b>41.8</b>         | <b>1,022</b> | <b>32.1</b>         |
| Income Tax                                | -115         | 35.6                | 31.4                | -203         | 29.2                |
| Non-controlling interests                 | -292         | 50.5                | 44.3                | -495         | 33.5                |
| <b>Net Attributable Profit</b>            | <b>192</b>   | <b>48.8</b>         | <b>44.8</b>         | <b>324</b>   | <b>31.8</b>         |

Solid revenue  
growth  
(>20%)

NTI includes  
Visa Europe  
deal

Excellent cost  
management

Outstanding  
bottom-line  
growth

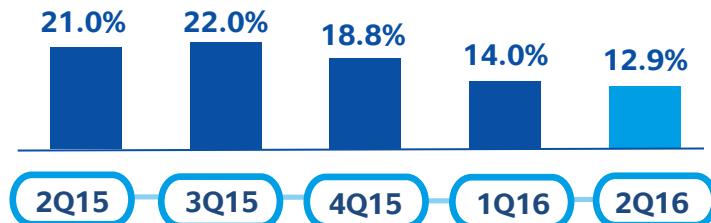
# Turkey

## Activity & Spreads



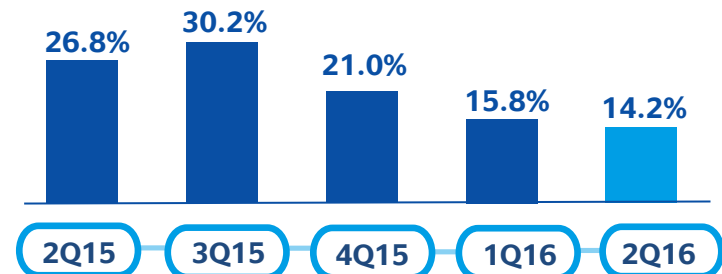
### Lending\*

YoY  
(constant €, %)



### Customer Funds

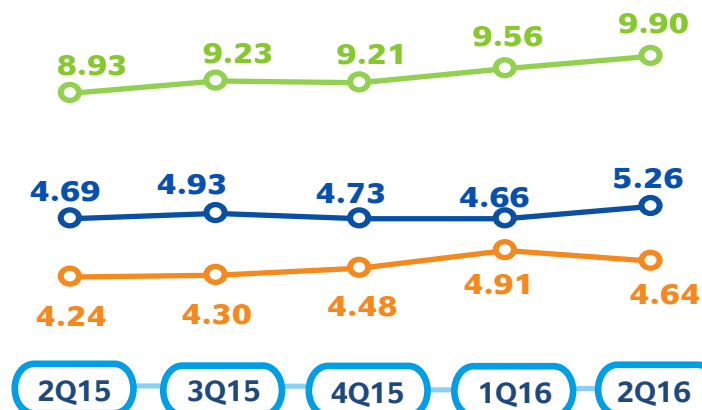
YoY  
(constant €, %)



Note: Customer funds refer to funds under management

### Customer Spread

Yield Cost of Deposits Customer Spread



### Highlights

- Sound activity growth towards **more sustainable levels**
- Remarkable price management

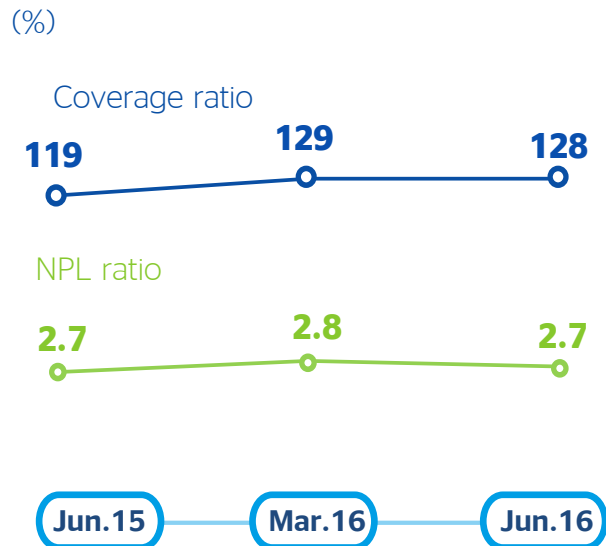
(\*) Gross loans and advances to customers. Note: Activity excludes repos

Note: Turkey is like-for-like basis, which considers the additional stake in Garanti accounted by the full consolidation method from 01/01/15 vs 01/07/15 deal closing.

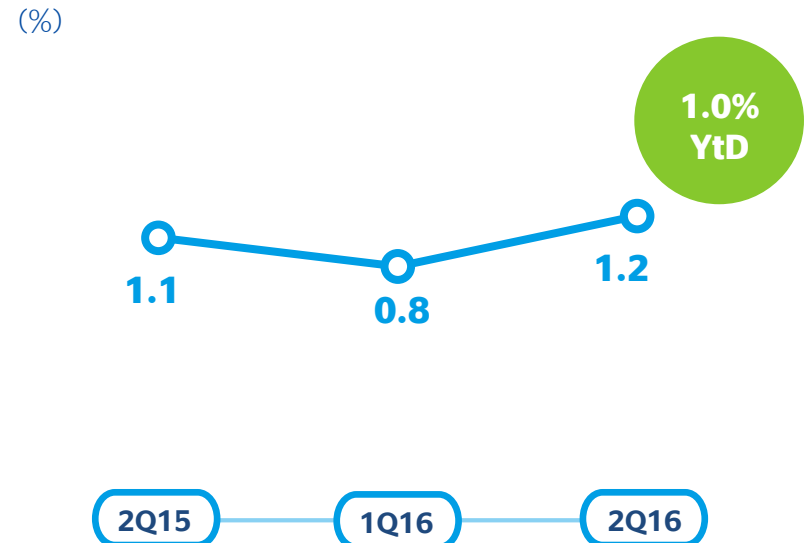
# Turkey Risk



## Risk indicators



## Cost of risk



- Cost of risk increase due to single name and regulatory requirements in subsidiaries.
  - Cost of risk evolution in line with our year-end expectations.



# Mexico Results



(Constant €m)

| Mexico                                    | 2Q16         | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16         | Change<br>1H16/1H15 |
|-------------------------------------------|--------------|---------------------|---------------------|--------------|---------------------|
|                                           |              | %                   | %                   |              | %                   |
| <b>Net Interest Income</b>                | <b>1,284</b> | <b>9.8</b>          | <b>0.9</b>          | <b>2,556</b> | <b>11.8</b>         |
| Net fees and commissions                  | 287          | 10.2                | 6.6                 | 556          | 9.7                 |
| Net trading income                        | 54           | 12.5                | 27.7                | 97           | 5.6                 |
| Other operating income and expenses       | 52           | 24.4                | 9.0                 | 101          | 0.8                 |
| <b>Gross Income</b>                       | <b>1,678</b> | <b>10.4</b>         | <b>2.8</b>          | <b>3,309</b> | <b>10.9</b>         |
| Operating expenses                        | -606         | 8.7                 | 2.5                 | -1,198       | 8.9                 |
| <b>Operating Income</b>                   | <b>1,071</b> | <b>11.3</b>         | <b>2.9</b>          | <b>2,112</b> | <b>12.0</b>         |
| Impairment on financial assets (net)      | -410         | 13.5                | 8.3                 | -788         | 10.5                |
| Provisions (net) and other gains (losses) | -5           | -76.9               | -72.9               | -24          | 76.7                |
| <b>Income Before Tax</b>                  | <b>656</b>   | <b>13.4</b>         | <b>2.1</b>          | <b>1,300</b> | <b>12.2</b>         |
| Income Tax                                | -171         | 20.2                | 6.3                 | -331         | 16.9                |
| Non-controlling interests                 | 0            | 9.9                 | -53.1               | 0            | 72.1                |
| <b>Net Attributable Profit</b>            | <b>486</b>   | <b>11.2</b>         | <b>0.7</b>          | <b>968</b>   | <b>10.6</b>         |

Outstanding gross  
income  
performance

Positive jaws

Bottom line  
double-digit  
growth

Significant FX  
negative impact

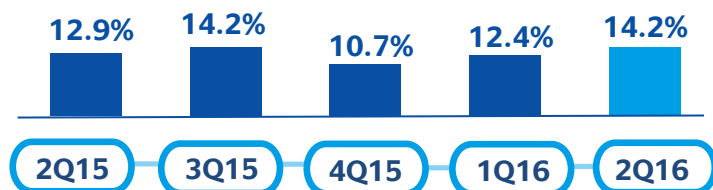
# Mexico

## Activity & Spreads



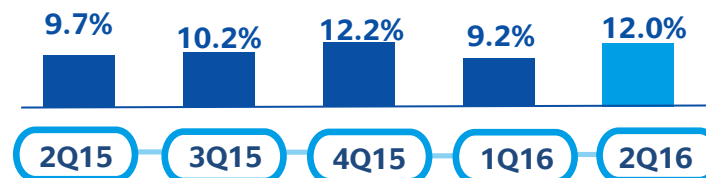
### Lending\*

% change, YoY  
(constant €)



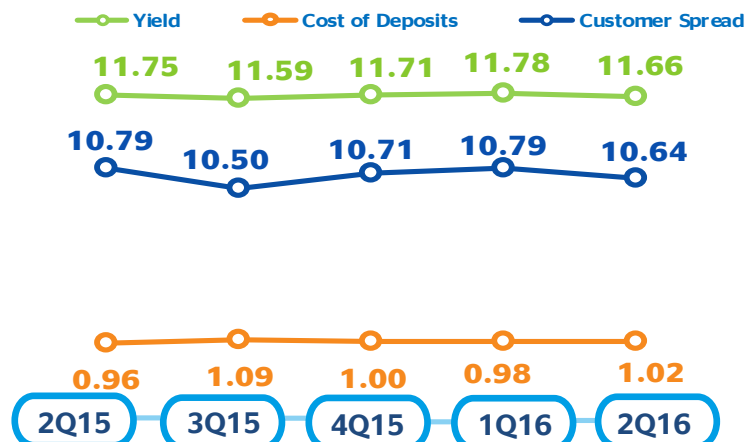
### Customer Funds

% change, YoY  
(constant €)



Note: Customer funds refer to funds under management

### Customer Spread



### Highlights

- **Convergence of growth** between retail & commercial segments
- **Upward trend of demand deposits**
- **Interest rates hikes** not translated into the asset yield due to competition dynamics

(\*) Gross loans and advances to customers. Note: Activity excludes repos

# Mexico Risk



## Risk indicators

(%)

Coverage ratio



NPL ratio



Jun.15

Mar.16

Jun.16

## Cost of risk

(%)

3.3%  
YtD



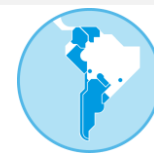
2Q15

1Q16

2Q16

Cost of risk increase in line with our expectations

# South America Results



(Constant €m)

| South America                             | 2Q16         | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16         | Change<br>1H16/1H15 |
|-------------------------------------------|--------------|---------------------|---------------------|--------------|---------------------|
|                                           |              | %                   | %                   |              | %                   |
| <b>Net Interest Income</b>                | <b>728</b>   | <b>12.8</b>         | <b>2.2</b>          | <b>1,441</b> | <b>14.3</b>         |
| Net fees and commissions                  | 159          | 11.6                | 13.3                | 299          | 8.2                 |
| Net trading income                        | 173          | 81.0                | 18.5                | 319          | 62.9                |
| Other operating income and expenses       | -45          | n.s.                | n.s.                | -59          | n.s.                |
| <b>Gross Income</b>                       | <b>1,015</b> | <b>14.2</b>         | <b>3.1</b>          | <b>1,999</b> | <b>14.2</b>         |
| Operating expenses                        | -462         | 18.8                | 0.8                 | -921         | 18.8                |
| <b>Operating Income</b>                   | <b>552</b>   | <b>10.6</b>         | <b>5.2</b>          | <b>1,078</b> | <b>10.6</b>         |
| Impairment on financial assets (net)      | -114         | -18.9               | -13.3               | -245         | -3.2                |
| Provisions (net) and other gains (losses) | -11          | n.s.                | -36.5               | -29          | n.s.                |
| <b>Income Before Tax</b>                  | <b>427</b>   | <b>17.0</b>         | <b>13.6</b>         | <b>804</b>   | <b>13.6</b>         |
| Income Tax                                | -147         | 62.9                | 19.2                | -271         | 42.2                |
| Non-controlling interests                 | -74          | -1.5                | 13.2                | -139         | -6.8                |
| <b>Net Attributable Profit</b>            | <b>206</b>   | <b>3.2</b>          | <b>9.9</b>          | <b>394</b>   | <b>7.1</b>          |

Good revenue growth

Cost of risk better than our expectations

Significant FX impact

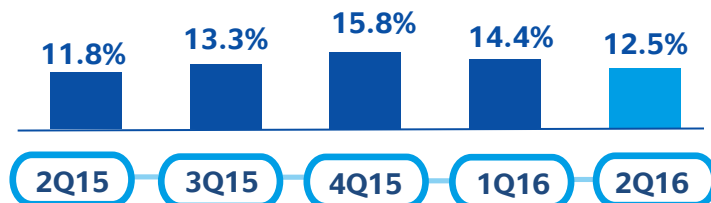
# South America

## Activity & Spreads



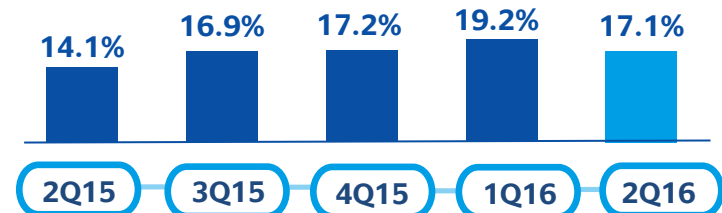
### Lending\*

% change, YoY  
(constant €)



### Customer Funds

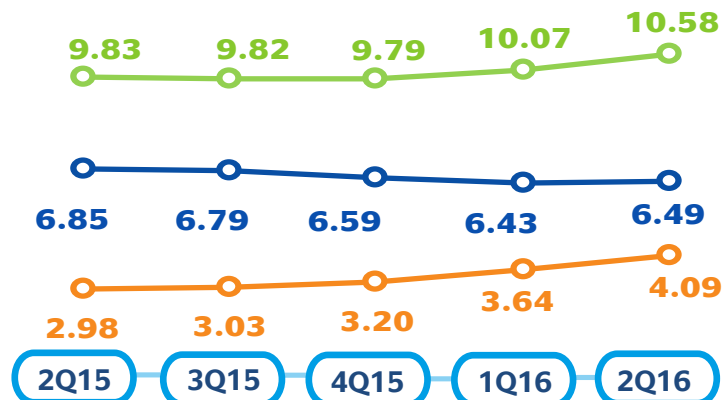
% change, YoY  
(constant €)



Note: Customer funds refer to funds under management

### Customer Spread

Yield Cost of Deposits Customer Spread



### Highlights

- Maintaining **high activity levels**
- **Loan yield repricing** supporting customer spreads

(\*) Gross loans and advances to customers. Note: Activity excludes repos

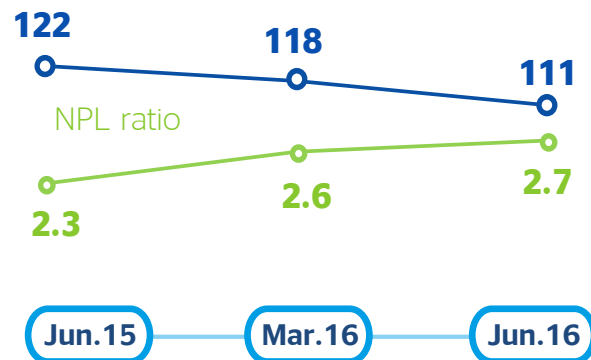
# South America Risk



## Risk indicators

(%)

Coverage ratio



## Cost of risk

(%)



Cost of risk impacted by positive one-offs in the quarter

# Takeaways

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**Solid revenue trends**

**Maintaining cost control efforts**

**Strong risk indicators**

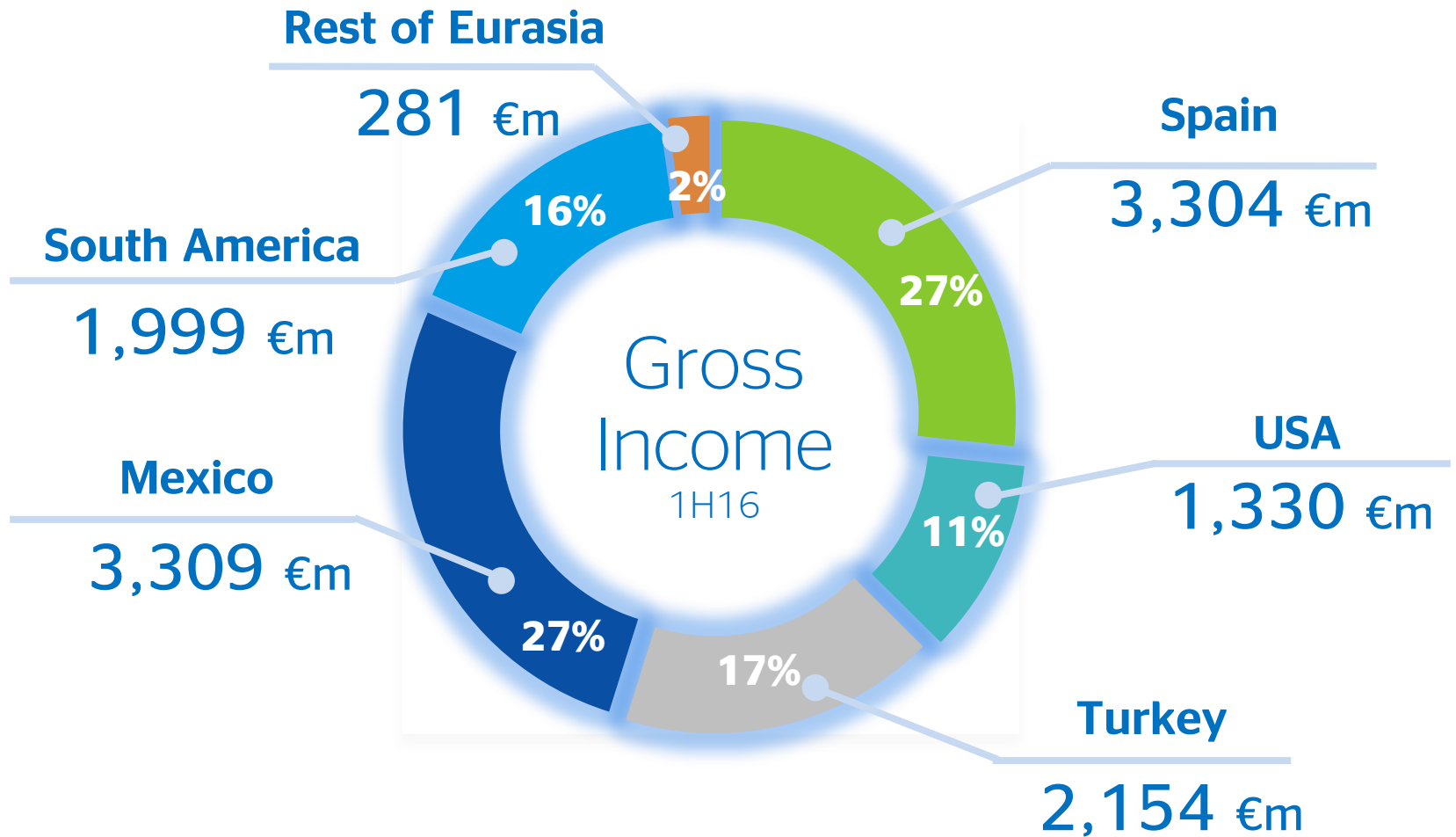
**Earnings growth as expected**

**Capital on track to achieve CET1 FL 11% target in 2017**

# Annex

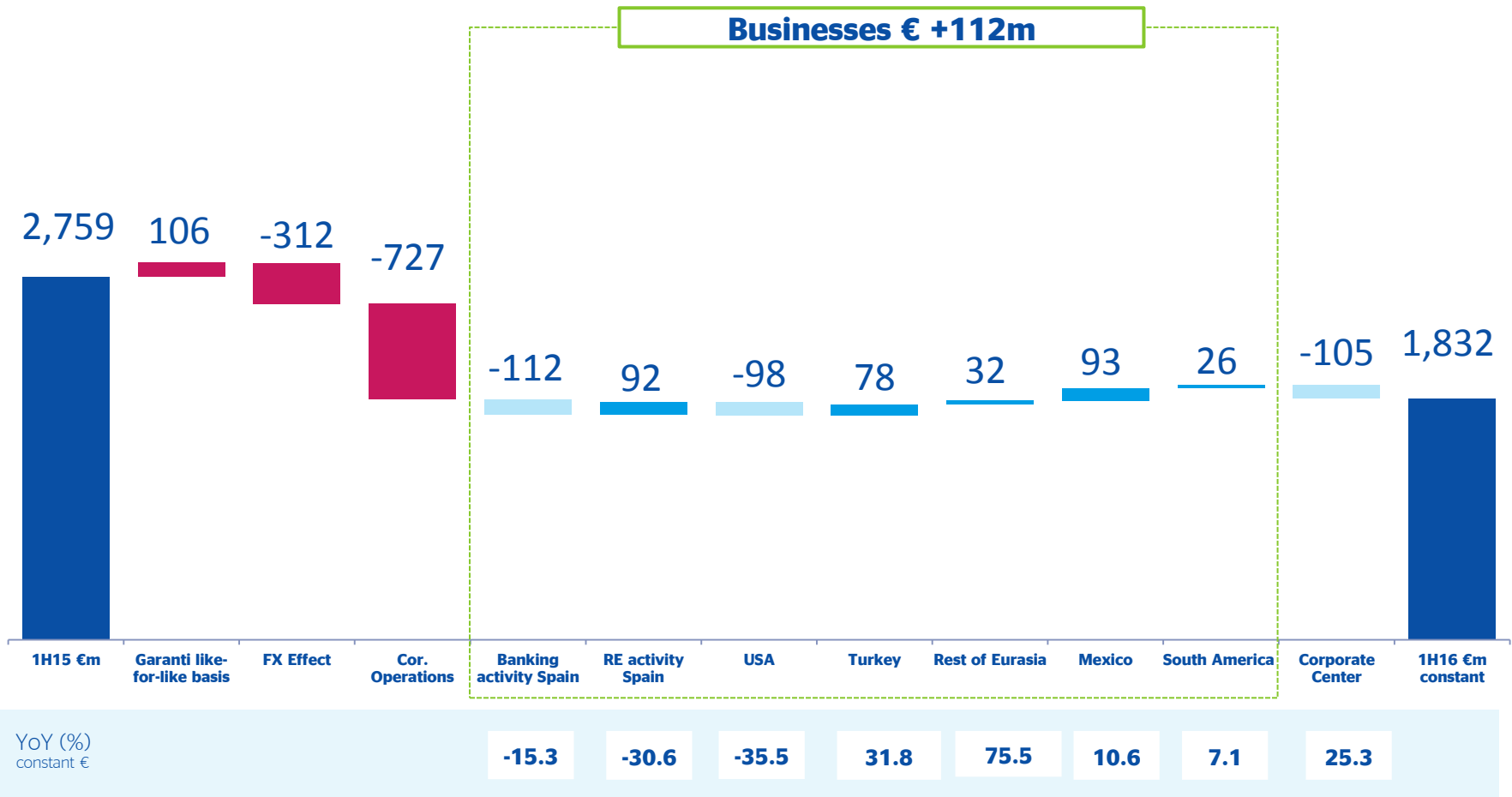


## Gross Income Breakdown



# Group Earnings

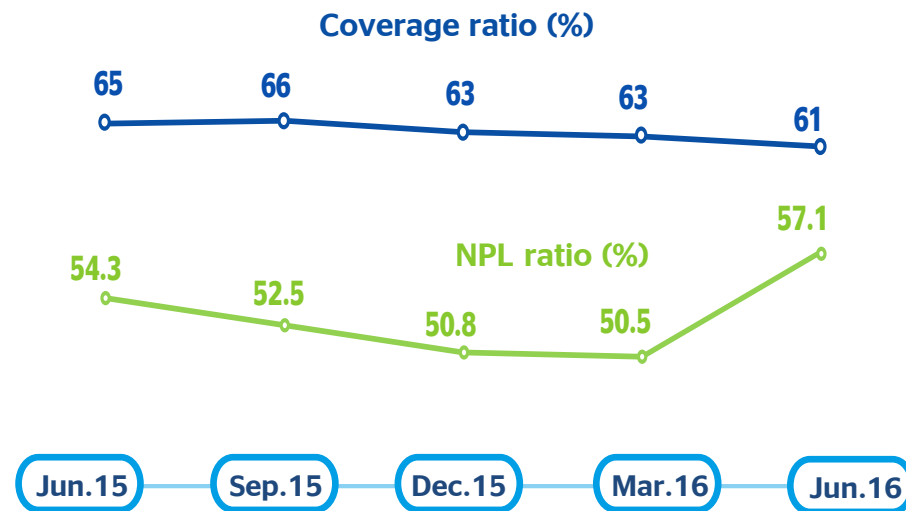
*Net attributable profit*  
€m



Note: Turkey is like-for-like basis, which considers the additional stake in Garanti accounted by the full consolidation method from 01/01/15 vs 01/07/15 deal closing.

# Real Estate Activity in Spain

## Risk



June 2016 NPL ratio affected by performing portfolio transfer to Spain Banking Activity

# Real Estate Activity in Spain Results

(€m)

| Real Estate activity in Spain             | 2Q16        | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16        | Change<br>1H16/1H15 |
|-------------------------------------------|-------------|---------------------|---------------------|-------------|---------------------|
|                                           |             | %                   | %                   |             | %                   |
| <b>Net Interest Income</b>                | <b>16</b>   | <b>n.s.</b>         | <b>-40.1</b>        | <b>42</b>   | <b>n.s.</b>         |
| Net fees and commissions                  | 1           | n.s.                | 27.8                | 2           | 85.5                |
| Net trading income                        | 0           | n.s.                | -24.9               | 0           | n.s.                |
| Other operating income and expenses       | -18         | 62.4                | 16.4                | -33         | -39.8               |
| <b>Gross Income</b>                       | <b>-1</b>   | <b>-92.7</b>        | <b>n.s.</b>         | <b>11</b>   | <b>n.s.</b>         |
| Operating expenses                        | -35         | 6.5                 | 10.4                | -67         | 9.4                 |
| <b>Operating Income</b>                   | <b>-36</b>  | <b>-21.8</b>        | <b>80.0</b>         | <b>-56</b>  | <b>-55.1</b>        |
| Impairment on financial assets (net)      | -38         | -35.0               | -18.6               | -85         | -26.8               |
| Provisions (net) and other gains (losses) | -67         | -39.9               | -17.4               | -148        | -24.5               |
| <b>Income Before Tax</b>                  | <b>-141</b> | <b>-34.7</b>        | <b>-4.6</b>         | <b>-289</b> | <b>-33.9</b>        |
| Income Tax                                | 45          | -33.5               | 31.8                | 80          | -41.0               |
| Non-controlling interests                 | 0           | -88.8               | n.s.                | 0           | -58.1               |
| <b>Net Attributable Profit</b>            | <b>-95</b>  | <b>- 35.0</b>       | <b>- 15.7</b>       | <b>-209</b> | <b>- 30.6</b>       |

# Rest of Eurasia Results

(€m)

| Rest of Eurasia                           | 2Q16       | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16       | Change<br>1H16/1H15 |
|-------------------------------------------|------------|---------------------|---------------------|------------|---------------------|
|                                           |            | %                   | %                   |            | %                   |
| <b>Net Interest Income</b>                | <b>43</b>  | <b>2.4</b>          | <b>0.1</b>          | <b>86</b>  | <b>1.1</b>          |
| Net fees and commissions                  | 49         | 9.4                 | 14.8                | 92         | 1.6                 |
| Net trading income                        | 36         | n.s.                | 48.2                | 60         | -32.5               |
| Other operating income and expenses       | 41         | n.s.                | n.s.                | 42         | n.s.                |
| <b>Gross Income</b>                       | <b>169</b> | <b>62.1</b>         | <b>51.6</b>         | <b>281</b> | <b>5.9</b>          |
| Operating expenses                        | -85        | -0.6                | 1.1                 | -170       | -3.4                |
| <b>Operating Income</b>                   | <b>84</b>  | <b>n.s.</b>         | <b>n.s.</b>         | <b>111</b> | <b>24.4</b>         |
| Impairment on financial assets (net)      | -10        | 85.6                | n.s.                | -9         | -68.9               |
| Provisions (net) and other gains (losses) | 3          | n.s.                | n.s.                | 2          | -67.5               |
| <b>Income Before Tax</b>                  | <b>76</b>  | <b>n.s.</b>         | <b>n.s.</b>         | <b>104</b> | <b>56.5</b>         |
| Income Tax                                | -19        | n.s.                | 91.7                | -28        | 22.7                |
| Non-controlling interests                 | 0          | n.s.                | n.s.                | 0          | n.s.                |
| <b>Net Attributable Profit</b>            | <b>58</b>  | <b>n.s.</b>         | <b>n.s.</b>         | <b>75</b>  | <b>74.6</b>         |

# Corporate Center Results

(€m)

| Corporate Center                          | 2Q16        | Change<br>2Q16/2Q15 | Change<br>2Q16/1Q16 | 1H16        | Change<br>1H16/1H15 |
|-------------------------------------------|-------------|---------------------|---------------------|-------------|---------------------|
|                                           |             | %                   | %                   |             | %                   |
| <b>Net Interest Income</b>                | <b>-115</b> | <b>13.7</b>         | <b>-13.3</b>        | <b>-247</b> | <b>10.0</b>         |
| Net fees and commissions                  | -51         | 24.6                | n.s.                | -68         | 6.1                 |
| Net trading income                        | 92          | 46.4                | n.s.                | 88          | -44.7               |
| Other operating income and expenses       | 110         | 2.6                 | n.s.                | 82          | 3.4                 |
| <b>Gross Income</b>                       | <b>36</b>   | <b>29.1</b>         | <b>n.s.</b>         | <b>-144</b> | <b>n.s.</b>         |
| Operating expenses                        | -224        | -3.2                | 4.7                 | -438        | 1.4                 |
| <b>Operating Income</b>                   | <b>-189</b> | <b>-7.5</b>         | <b>-52.1</b>        | <b>-583</b> | <b>20.9</b>         |
| Impairment on financial assets (net)      | -26         | n.s.                | n.s.                | -26         | n.s.                |
| Provisions (net) and other gains (losses) | -62         | 15.5                | n.s.                | -78         | 27.7                |
| <b>Income Before Tax</b>                  | <b>-276</b> | <b>8.8</b>          | <b>-32.6</b>        | <b>-686</b> | <b>27.6</b>         |
| Income Tax                                | 44          | -20.2               | -65.8               | 172         | 22.0                |
| Non-controlling interests                 | -3          | -75.1               | n.s.                | -3          | -81.7               |
| <b>Net Attributable Profit</b>            | <b>-235</b> | <b>n.s.</b>         | <b>- 16.6</b>       | <b>-518</b> | <b>n.s.</b>         |

# Customer Spreads

Average, €

| Customer Spreads |                  | 2Q15   | 3Q15   | 4Q15   | 1Q16   | 2Q16    |
|------------------|------------------|--------|--------|--------|--------|---------|
| Spain            | Yield on loans   | 2.50%  | 2.36%  | 2.27%  | 2.16%  | 2.12%   |
|                  | Cost of Deposits | -0.61% | -0.53% | -0.51% | -0.39% | -0.37%  |
|                  | Customer Spreads | 1.88%  | 1.83%  | 1.76%  | 1.77%  | 1.75%   |
| USA              | Yield on loans   | 3.50%  | 3.49%  | 3.49%  | 3.60%  | 3.61%   |
|                  | Cost of Deposits | -0.39% | -0.39% | -0.39% | -0.41% | -0.40%  |
|                  | Customer Spreads | 3.11%  | 3.10%  | 3.10%  | 3.19%  | 3.21%   |
| Mexico           | Yield on loans   | 11.75% | 11.59% | 11.71% | 11.78% | 11.66%  |
|                  | Cost of Deposits | -0.96% | -1.09% | -1.00% | -0.98% | -1.02%  |
|                  | Customer Spreads | 10.79% | 10.50% | 10.71% | 10.79% | 10.64%  |
| Argentina        | Yield on loans   | 24.49% | 24.03% | 24.21% | 25.49% | 26.54%  |
|                  | Cost of Deposits | -8.46% | -8.70% | -9.25% | -9.58% | -10.73% |
|                  | Customer Spreads | 16.03% | 15.33% | 14.96% | 15.91% | 15.81%  |
| Chile            | Yield on loans   | 7.86%  | 7.94%  | 7.10%  | 6.64%  | 7.19%   |
|                  | Cost of Deposits | -3.20% | -3.18% | -3.06% | -3.18% | -3.28%  |
|                  | Customer Spreads | 4.66%  | 4.76%  | 4.05%  | 3.46%  | 3.90%   |

| Customer Spreads |                  | 2Q15   | 3Q15   | 4Q15   | 1Q16   | 2Q16   |
|------------------|------------------|--------|--------|--------|--------|--------|
| Colombia         | Yield on loans   | 10.03% | 9.79%  | 9.98%  | 10.50% | 10.96% |
|                  | Cost of Deposits | -3.67% | -3.67% | -4.05% | -4.90% | -5.67% |
|                  | Customer Spreads | 6.36%  | 6.12%  | 5.93%  | 5.60%  | 5.29%  |
| Peru             | Yield on loans   | 8.25%  | 8.16%  | 8.32%  | 8.42%  | 8.48%  |
|                  | Cost of Deposits | -0.93% | -0.97% | -0.95% | -1.09% | -1.11% |
|                  | Customer Spreads | 7.33%  | 7.19%  | 7.37%  | 7.33%  | 7.37%  |
| Venezuela        | Yield on loans   | 22.55% | 23.06% | 25.10% | 26.53% | 28.16% |
|                  | Cost of Deposits | -2.66% | -3.02% | -3.69% | -3.33% | -2.71% |
|                  | Customer Spreads | 19.90% | 20.04% | 21.41% | 23.20% | 25.46% |
| Turkey           | Yield on loans   | 8.93%  | 9.23%  | 9.21%  | 9.56%  | 9.90%  |
|                  | Cost of Deposits | -4.24% | -4.30% | -4.48% | -4.91% | -4.64% |
|                  | Customer Spreads | 4.69%  | 4.93%  | 4.73%  | 4.66%  | 5.26%  |

Note 1: USA ex NY Business Activity

Note 2: Customer spreads, difference between lending yield and cost of deposits from customers





**BBVA**

**2Q16 Results** July, 29<sup>th</sup> 2016

**Carlos Torres Vila, Chief Executive Officer**