Second quarter results 2014

Angel Cano, BBVA's President & Chief Operating Officer

Madrid, July 30th 2014



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Strong fundamentals

Maintaining **upward trend** in earnings





Improvement in risk indicators

Adequate funding structure





Strong regulatory ratios

Strong fundamentals

Net income excluding corporate operations

+11.7%

(1H14 vs 1H13)





Net entries to NPAs

-75.5%

Risk premium

-17 bp

(YoY)

> 100% compliance with LCR





Core capital

CRD IV 11.6%

(Phased-in) (+4 bp vs 1Q14)

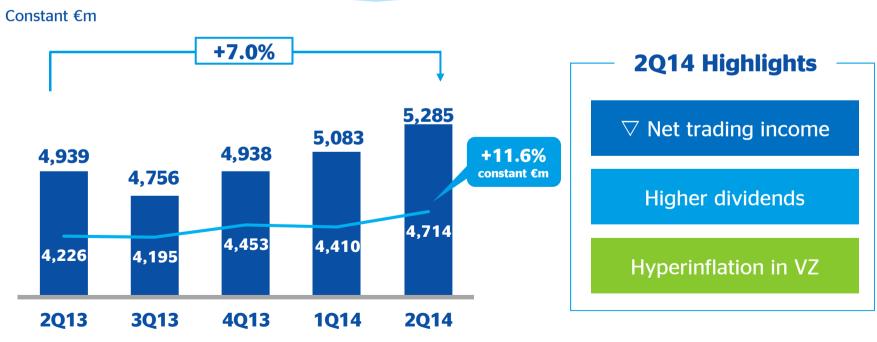
Earnings: positive trend in recurring revenue ...



Excluding FX effect

Net interest income + fee income

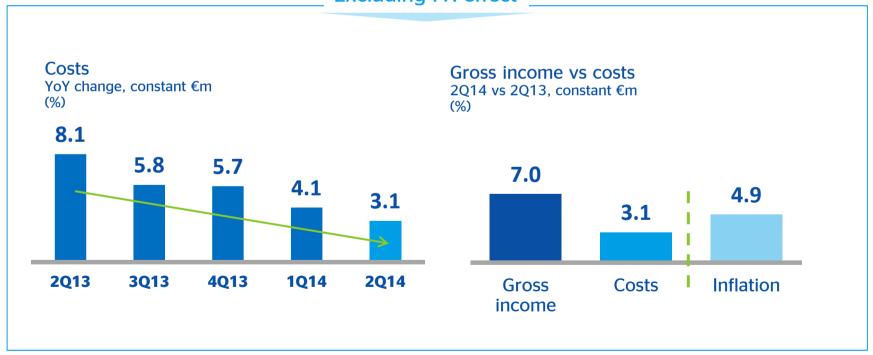
■ Gross income



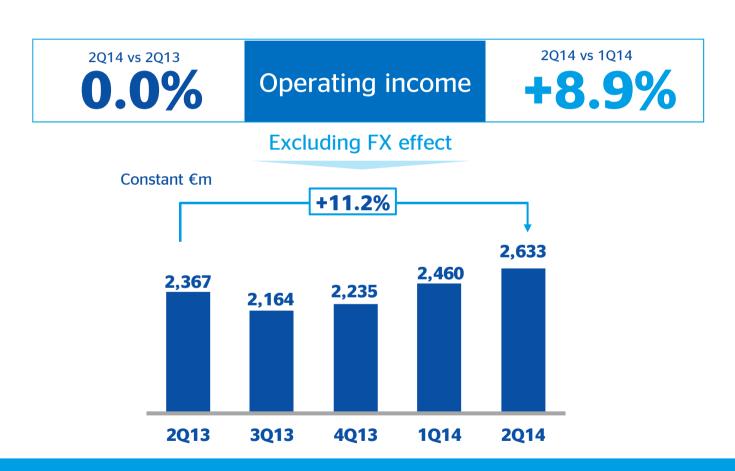
... rising faster than costs ...



Excluding FX effect



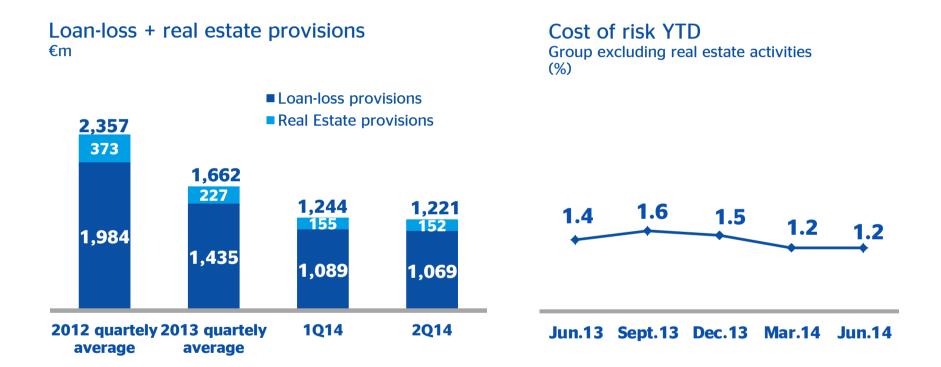
... and boosting operating income ...



Maintaining leadership position in terms of profitability



Lower loan-loss and real estate provisions



Consolidating the improvement in cost of risk



In summary, maintaining growth trend

€m

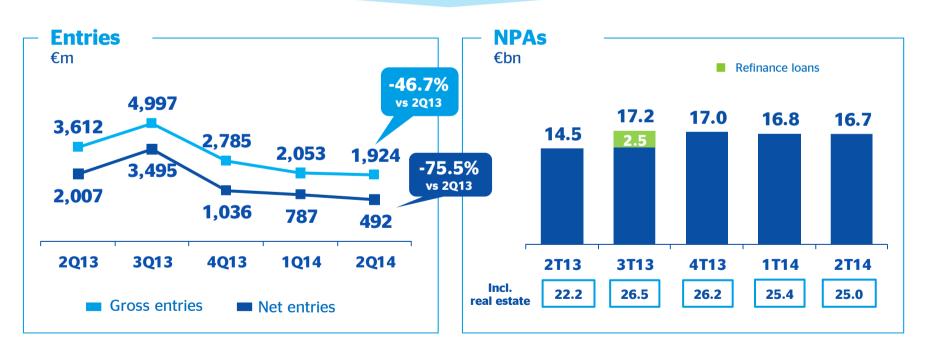
			Growth		
BBVA Group	1H14		2Q14/1Q13		
		Abs.	%	% constant	%
Net interest Income	7,038	- 264	-3.6	10.3	7.6
Gross Income	10,368	- 521	-4.8	6.0	5.3
Operating income	5,093	- 224	-4.2	8.7	8.9
Income Before Tax	2,109	+ 261	14.1	50.5	7.4
NI ex corporate operations	1,544	161	11.7	47.2	7.6
Corporate Operations Income	0	- 1,908	n.s.	n.s.	n.s.
Net Attributable Profit	1,328	- 1,553	-53.9	-49.2	12.9

1H14 Highlights

- 1 Positive trend in recurrent revenue
- **2** FX impact
- **3** Cost control
- **4 Provisions**: driving short-term growth

Risk: asset quality continues to improve





Capital: active capital management

Strong and resilient regulatory ratios

Core Capital CRD IV

(Phased-in)

11.6%

(+4 bp vs 1Q14)

(Fully-loaded)

10.0%

(+11 bp vs 1Q14)

Ratio Leverage

(Fully-loaded)

5.8%

Issuance activity

1.5 bn€ Tier II issue



Strengthen and optimize the Group's capital base under CRD IV.





Developed







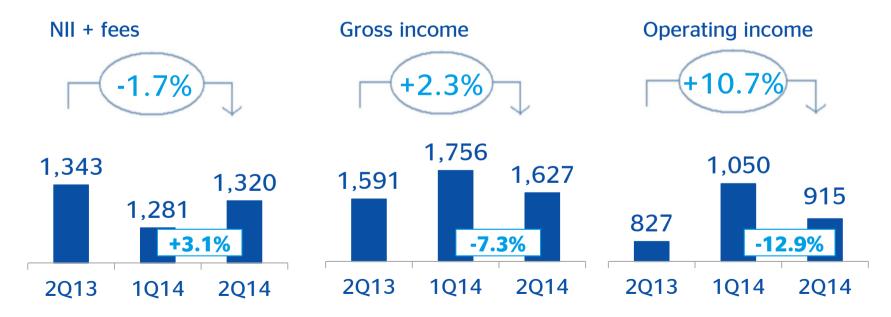
Banking activity in Spain

Business activity (YoY chg in average balances)

Lending -6.1%

Customer +12.0%

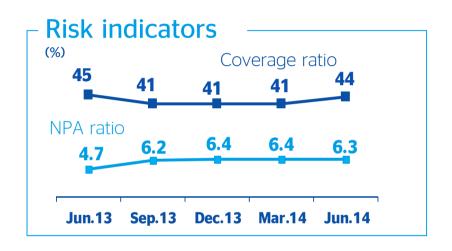
Results (€m)

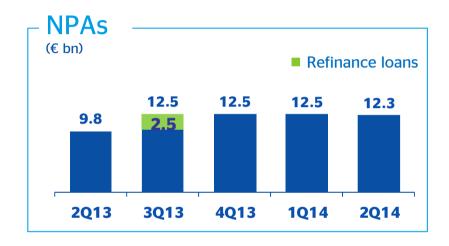


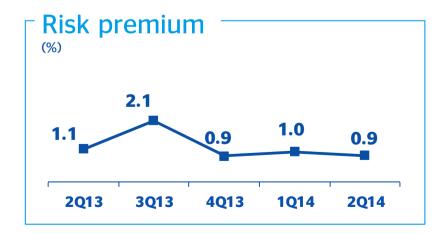


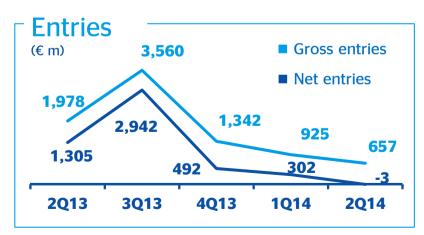
Banking activity in Spain

Risk













Banking activity in Spain

Income Statement (Em)

		Growth			
Banking activity in Spain	ity in Spain 1H14 1H14/		/1H13		
		Abs.	%		
Net interest Income	1,867	- 190	-9.2		
Gross Income	3,383	+ 128	3.9		
Operating income	1,965	+ 241	14.0		
Income Before Tax	867	+ 421	94.5		
Net Attributable Profit	608	- 149	-19.7		

Good risk performance

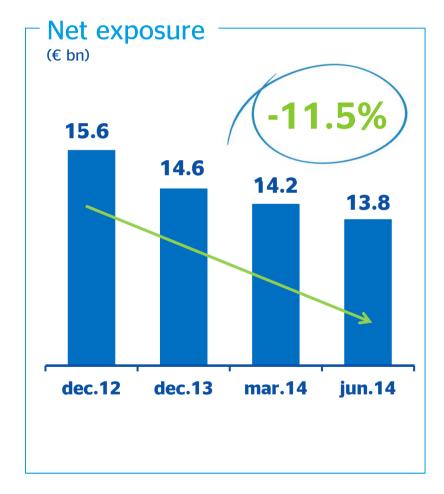
Cost control

Ongoing transformation of the distribution model

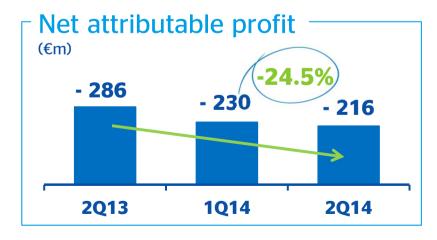




Real estate activity in Spain







^{*}Net exposure according to Bank of Spain's "RE transparency scope" (Circular 5-2011) Note: Sales volume includes third-party and developer sales





Business activity (Average balance, YoY, in constant €)





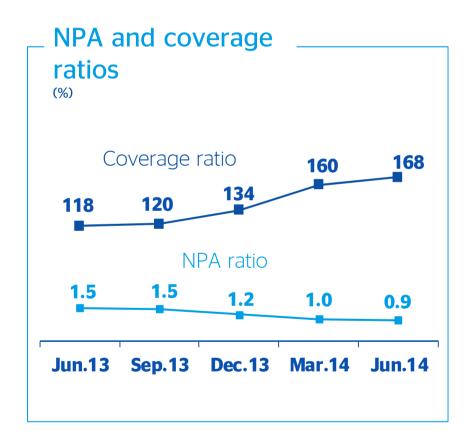
Results (Constant €m)

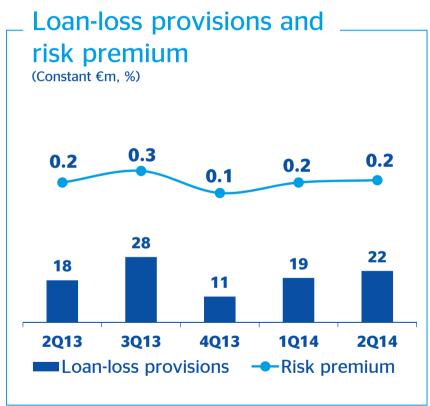


¹⁸



Risk









Income Statement (Constant €m)

USA	1H14	Growth 1H14/1H13		
		Abs.	%	
Net interest Income	693	+ 23	3.4	
Gross Income	1,037	+ 34	3.4	
Operating income	324	+ 1	0.2	
Income Before Tax	266	- 23	-7.9	
Net Attributable Profit	196	+ 1	0.6	

Strong business activity and important commercial effort

Compass No.1 in American Banker's annual reputation survey

Excellent risk indicators



Emerging





Turkey

Improved outlook

- Better performance in lending activity
- Strong revenue and fee performance
- Lower loan-loss provisions
- Good risk indicators
- Positive trend of the exchange rate in the quarter

Operating income

Net attrib. profit





Income Statement (Constant €m)

		Growth		
EurAsia	1H14	1H14	/1H13	
		Abs.	%	
Net interest Income	408	- 2	-0.4	
Gross Income	903	- 16	-1.7	
Operating income	552	- 45	-7.6	
Income Before Tax	447	+ 56	14.4	
Net Attributable Profit	362	+ 48	15.2	

CNCB Dividend

Solid contribution to the Group



Business activity (Average balance, YoY, in constant €)

Lending

Customer +12.1% Funds

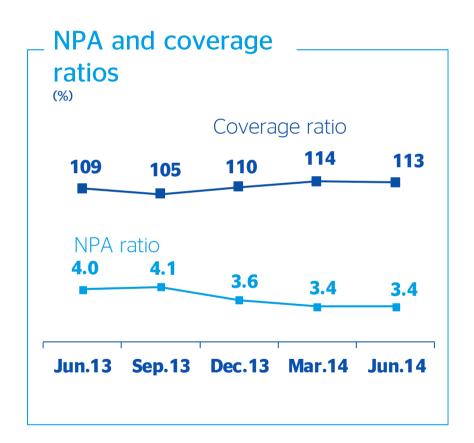
Results (Constant €m)

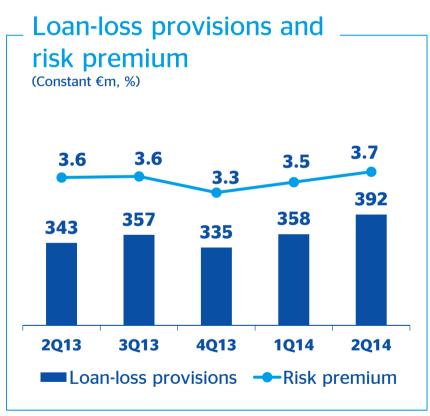






Risk









Income Statement (Constant €m)

Mexico	1H14	Growth 1H14/1H13		
		Abs.	%	
Net interest Income	2,354	+ 311	15.2	
Gross Income	3,134	+ 292	10.3	
Operating income	1,980	+ 216	12.2	
Income Before Tax	1,188	+ 122	11.5	
Net Attributable Profit	900	+ 100	12.5	

Buoyant business despite low-growth environment

Solid income statement based on the strength of recurring income

Jaws are widening: revenues increasing faster than expenses





Business activity (Average balance, YoY, in constant €)

Lending +24.6%

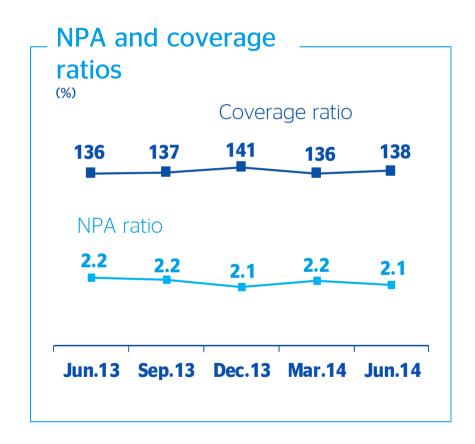
Customer +23.9%

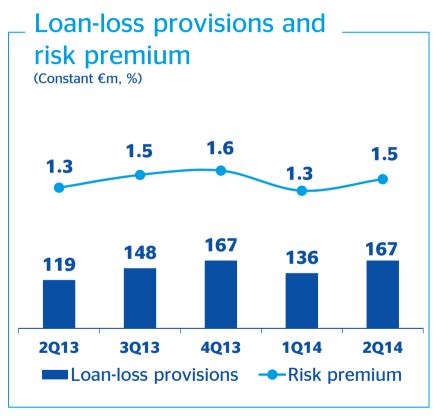
Results (Constant €m)





Risk









Income Statement (Constant €m)

South America	1H14	Growth 1H14/1H13			
		Abs.	%	% ex Venezuela	
Net interest Income	2,061	+ 566	37.9	24.5	
Gross Income	2,362	+ 469	24.8	19.6	
Operating income	1,320	+ 262	24.8	21.8	
Income Before Tax	959	+ 169	21.3	21.0	
Net Attributable Profit	483	+ 73	17.7	21.1	

Strong business activity leads to higher income

Growth potential in the Andean Region

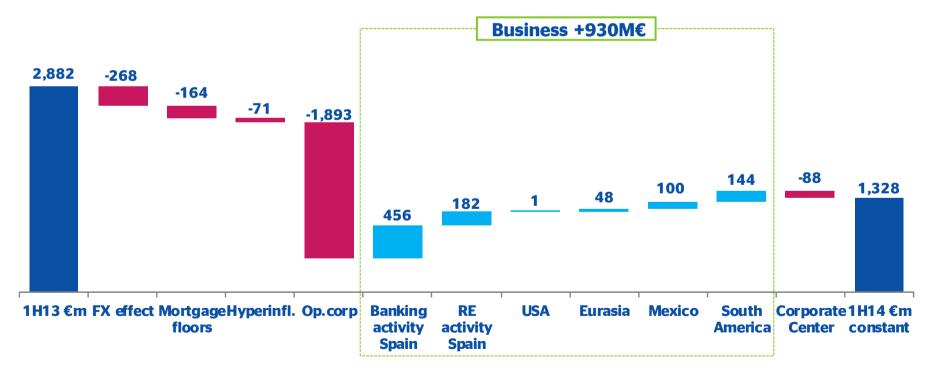
Q&A



Annex

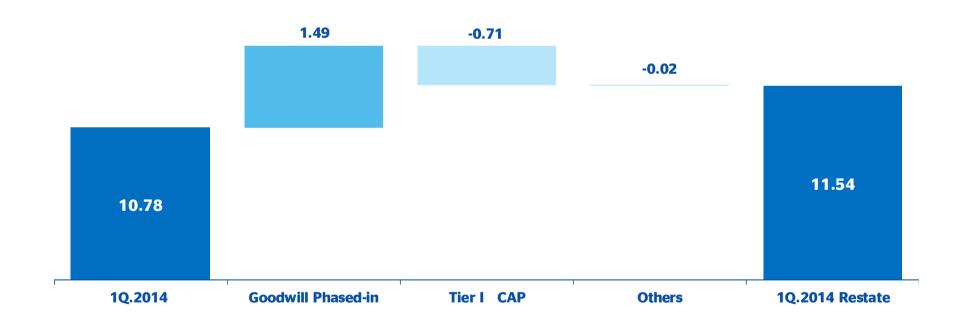
Group: net attributable profit

Net attributable profit €m



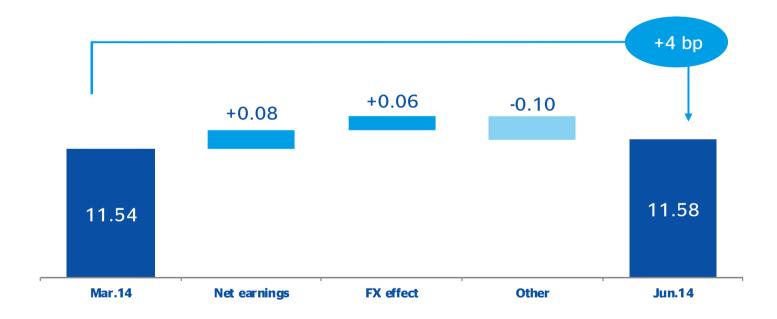
Capital: 1Q14 Core capital phased-in restatement

Core capital CRD IV Phased-in Group BBVA (%)



Capital: Core capital phased-in evolution 2Q14

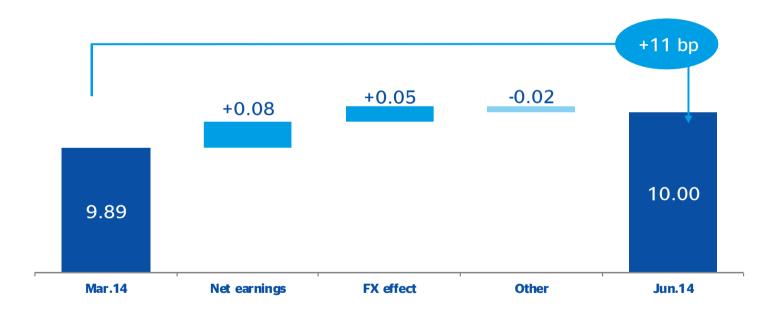
Core capital CRD IV Phased-in Group BBVA (%)



Capital: Core capital fully loaded evolution 2Q14

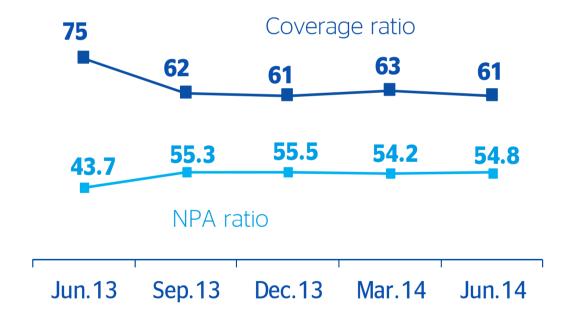
Core capital CRD IV Fully-loaded

Group BBVA (%)



Risk: NPA and coverage ratio

Real Estate activity in Spain





Income statement RE (m€)

		Growth		
Real Estate Activity in Spain	1H14	1H14/1H13		
		Abs.	%	
Net interest Income	-18	- 61	n.s.	
Gross Income	-86	- 88	n.s.	
Operating income	-164	- 94	n.s.	
Loan-loss provisions	-126	+ 138	-52.4	
Provisions (net) and other gains (losses)	-324	+ 163	-33.4	
Income Before Tax	-619	+ 227	-26.8	
Net Attributable Profit	-446	+ 182	-29.0	



Income statement Venezuela (Constant m€)

		Growth		
Venezuela	1H14	1H14/1H13		
		Abs.	%	
Net interest Income	740	+ 307	70.7	
Other income/expenses*	-378	- 178	89.1	
Gross Income	548	+ 172	45.9	
Operating income	315	+ 82	35.5	
Income Before Tax	207	+ 38	22.6	
Net Attributable Profit	74	+ 1	2.0	

³⁸

Customer Spreads

Customer Spreads	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	1H13	1H14
Spain	1.70%	1.57%	1.43%	1.58%	1.77%	1.83%	1.64%	1.80%
USA	3.43%	3.35%	3.29%	3.21%	3.17%	3.09%	3.39%	3.13%
Mexico	12.11%	11.92%	11.72%	12.15%	12.31%	12.18%	12.01%	12.24%
Argentina	13.34%	13.84%	13.57%	14.25%	14.12%	14.75%	13.59%	14.43%
Chile	2.32%	2.21%	2.87%	2.81%	2.99%	3.23%	2.27%	3.11%
Colombia	7.37%	7.33%	6.98%	6.92%	7.05%	6.69%	7.35%	6.87%
Peru	7.19%	7.29%	7.26%	7.17%	7.10%	6.95%	7.24%	7.03%
Venezuela	16.72%	17.31%	17.20%	17.41%	17.41%	17.45%	17.01%	17.43%

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^{*} USA ex NY Business Activity

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