

# Fixed Income Presentation 1Q21

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  - Digital edge as a competitive advantage

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Annex

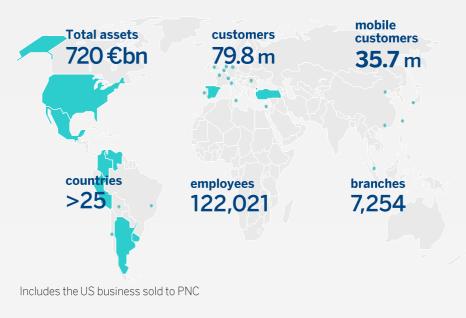


# 01 About BBVA

# **About BBVA**

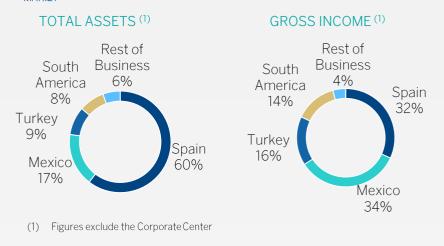
#### **BBVA'S GLOBAL PRESENCE**

MAR.21



#### DIVERSIFICATION UNDER A DECENTRALIZED MODEL

MAR.21



Well-diversified footprint with leading franchises.

**Decentralized model:** self-sufficient subsidiaries in terms of capital and liquidity management. No liquidity transfers.

#### **OUR PURPOSE**



To bring the age of opportunity to everyone



#### STRATEGIC PRIORITIES



Improving our client's financial health



Reaching more clients



The best and most engaged team



Helping our clients transition towards a **sustainable future** 



Operational excellence



Data and Technology

# **1Q21 Top messages**

Positive core revenue evolution, despite the challenging environment

NII + FEE INCOME (€ constant)

+0.5% vs.1Q20

Strong cost control and leading efficiency

**OPERATING EXPENSES** (€ constant)

+1.8% vs. 1Q20

4.7% average 12M footprint inflation 1

**Efficiency Ratio** (%)

45% in 1Q21

Solid **risk indicators. Cost of Risk** evolution better than expected

**COST OF RISK** (YtD)<sup>2</sup>

1.17% vs. 1.55% in 12M20

Strong organic capital generation and significant capital buffer after US sale and targeted share buyback

CET1 FL (bps)

+15 bps vs. Dec-20

**CET1 FL PRO-FORMA** (%)

13.55% after US sale and 10% share buyback<sup>3</sup>

Outstanding progress implementing **our strategy** 

New customer acquisition through digital channels <sup>2</sup>

+64% vs.1Q20

Over-delivering on BBVA's 2025 Sustainability Pledge

€59bn 2018-1Q21

# Helping our clients transition towards a more sustainable future: a massive business opportunity

#### OVERDELIVERING ON BBVA's 2025 PLEDGE





Dow Jones
Sustainability Indices







02 BBVA's strengths

# Facing the current environment from a position of strenght



Resilient operating income



Sound capital position and proven capacity to generate capital



Comfortable liquidity position



Digital edge as a competitive advantage





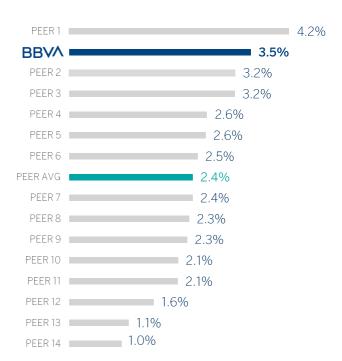
# Resilient Operating Income

# STRONG AND LOW VOLATILE OPERATING INCOME...

#### ...EVEN UNDER STRESSED SCENARIOS

#### / OPERATING INCOME/ RWAS

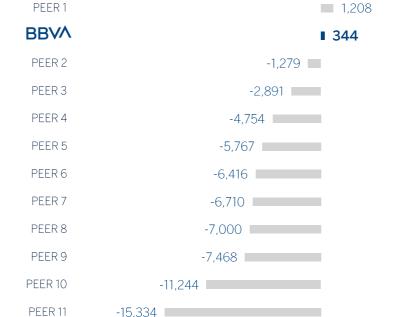
2008-2020 (average, %)



#### **VOLATILITY - STANDARD DEVIATION**

BBVA ±0.4% European Peers ±0.8%

# **EBA STRESS TEST 2018:** ADVERSE SCENARIO NET ATTRIBUTABLE PROFIT 2018-2020 (Cumulative € MN)



European peers subject to EBA ST: BARC, BNPP, CASA, CMZ, DB, HSBC, ISP, LBG, RBS, SAN, SG, UCG.

-15.715

PFFR 12

# ...with a continued prudent and proactive risk management...



#### **RISK FRAMEWORK**

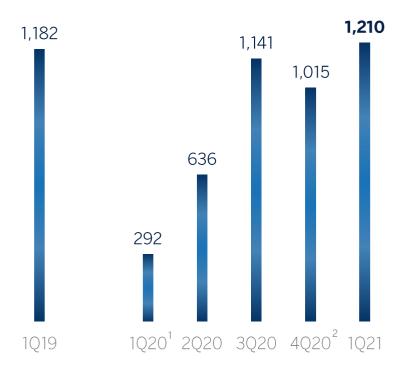
A Risk Management Model based on prudence and proactivity

#### **RISK MANAGEMENT GOAL**

To preserve the Group's solvency, support its strategy and ensure business development

Note: Data since 2018 under IFRS9 standards and 2017 figures under IAS 39. NPL ratio from 2017 onwards is calculated excluding repos (the rest of the series have not been restated). 1Q21 data excludes the US business sold to PNC

#### NET ATTRIBUTABLE PROFIT (€M CURRENT)



# PROFITABILITY METRICS (%)





# Business Areas



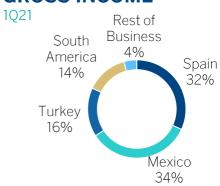
# A well-diversified footprint with leadership positioning

#### / BREAKDOWN BY BUSINESS AREA





#### **GROSS INCOME** (1)



### / LEADERSHIP POSITIONING RANKING AND MARKET SHARE (%) (2)

	SPAIN	#3 13.2%
*	MEXICO	<b>#1</b> 23.5%
C	TURKEY	#2 18.0%
=	COLOMBIA	<b>#4</b> 10.2%
11	PERU	<b>#2</b> 21.6%
	ARGENTINA	#3 8.5%

<sup>(2)</sup> Loans market shares except for USA (Deposits). **Spain** based on BoS (Feb'21) and ranking (Dec'20) by AEB and CECA; **Mexico** data as Mar'21 (CNBV); **South America** (Argentina Dec'20, Colombia Jan'21 and Peru Feb'21). Ranking considering main peers in each country; **Turkey**: BRSA total performing loans among private banks (market share as of Mar'21 and ranking as of Dec'20)

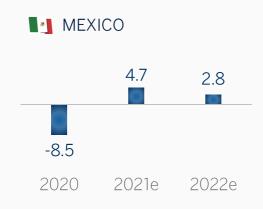
# **Economic growth strengthening in 2021**

## / REAL GDP GROWTH

(YOY GROWTH; %)













# Retail new loan production volumes are picking up

### / BBVA RETAIL NEW LOAN PRODUCTION

(BASE 100 = FEB.2020)

MORTGAGESCO

— CONSUMER LOANS



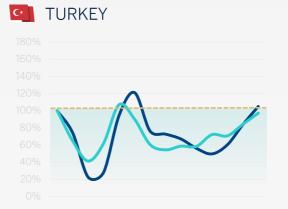
Feb.20 Mar.20 Jun.20 Sep.20 Dec.20 Mar.21



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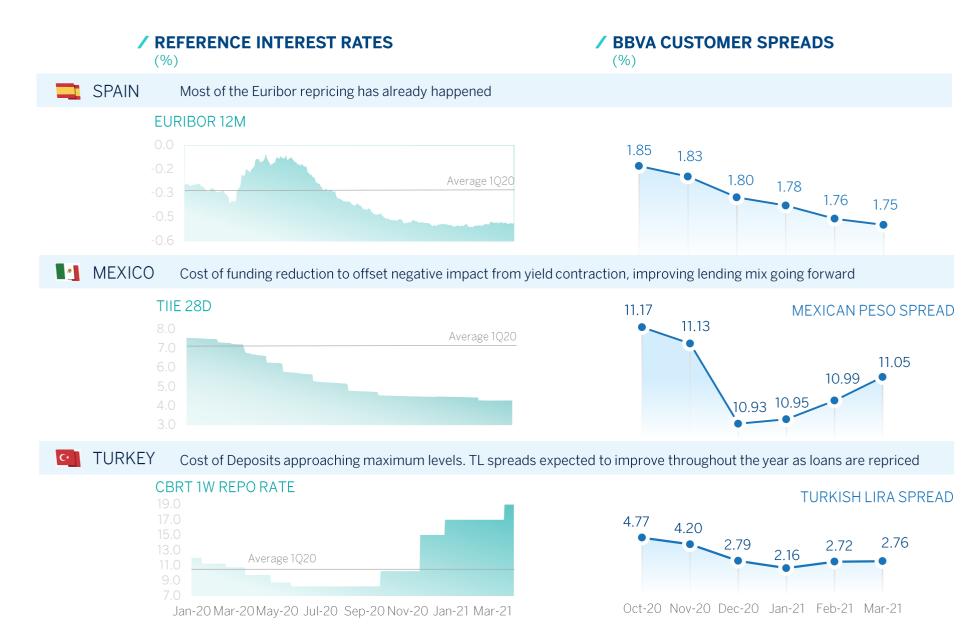


Feb.20 Mar.20 Jun.20 Sep.20 Dec.20 Mar.21

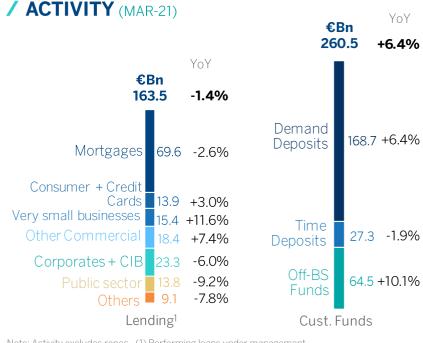


Feb.20 Mar.20 Jun.20 Sep.20 Dec.20 Mar.21

# Stabilizing interest rates offer improving prospects for customer spreads



Profit & Loss		Δ (%	%)
(€m)	1Q21	vs 1Q20	vs 4Q20
Net Interest Income	867	-1.3	-1.5
Net Fees and Commissions	507	8.1	12.0
Net Trading Income	201	231.9	n.s.
Other Income & Expenses	71	-31.6	n.s.
Gross Income	1,646	8.9	40.2
Operating Expenses	-753	-3.5	-0.4
Operating Income	893	22.2	113.7
Impairment on Financial Assets	-185	-72.0	100.4
Provisions & other gains (losses)	-186	-30.0	71.8
Income Before Tax	522	n.s.	140.1
Income Tax	-140	n.s.	322.0
Net Attributable Profit	381	n.s.	108.0



Note: Activity excludes repos. (1) Performing loans under management.

### / KEY RATIOS

#### CUSTOMER SPREAD (%)



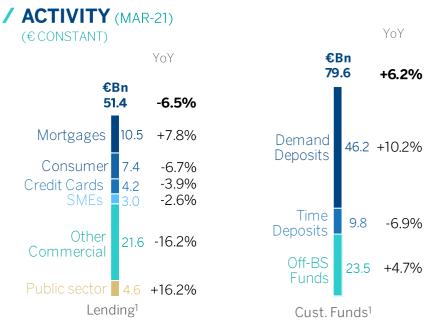
#### ASSET QUALITY RATIOS (%)



- Loans: -1.4% YoY, mortgages deleveraging at a lower pace thanks to higher new loan production, while very small business and SMEs growth driven by State guaranteed loans in 2Q20.
- Core revenue growth (+2.0% YoY), driven by fees (+8.1%).
- High NTI, thanks to Global Markets and fixed income portfolio sales.
- Costs continue to go down (-3.5%).
- CoR improving trend continues (45bps) in line with our expectations.

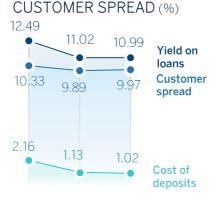


Profit & Loss		Δ Constant	Δ Current	Δ Constant
(€m constant)	1Q21	vs 1Q20 (%)	vs 1Q20 (%)	vs 4Q20 (%)
Net Interest Income	1,366	-1.8	-11.6	-0.8
Net Fees and Commissions	282	5.8	-4.7	-5.4
Net Trading Income	69	-1.9	-11.7	-25.3
Other Income & Expenses	44	-34.2	-40.8	133.7
Gross Income	1,761	-1.9	-11.7	-1.4
Operating Expenses	-622	4.3	-6.1	3.9
Operating Income	1,138	-5.0	-14.4	-4.2
Impairment on Financial Assets	-458	-34.2	-40.8	8.3
Provisions & other gains (losses)	2	n.s.	n.s.	-88.2
Income Before Tax	682	39.0	25.2	-12.6
Income Tax	-189	22.0	9.9	-16.1
Net Attributable Profit	493	46.9	32.3	-11.1



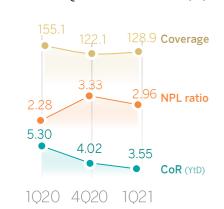
(1) Performing loans and Cust. Funds under management, excluding repos, according to local GAAP

# SUSTOMER SPREAD (%) ASSET QUALITY RATIOS (%)



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/ KEY RATIOS

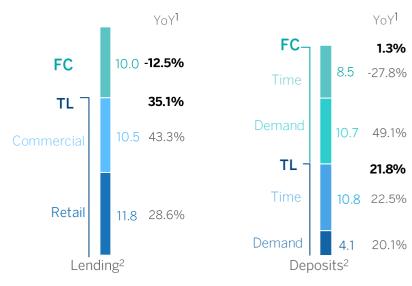


- Loans: growth in mortgages and public sector continues. Positive QoQ growth (+1.6%), both in retail and commercial. YoY comparison impacted by 1Q20 peak levels due to the drawdown of credit lines.
- NII evolution in line with expectations. Deposit mix and cost improvement continues resulting in customer spread increasing in the quarter.
- Resilient Gross Income in the current environment, supported by the good fees performance (+5.8% YoY).
- Net Attributable Profit growth (+47% YoY) thanks to lower impairments, with CoR at 355 and NPL ratio improving (-37bps QoQ), ahead of expectations, thanks to the good performance of retail portfolios.

# **Turkey**

		Δ Constant	Δ Current	Δ Constant
Profit & Loss (€m constant)	1Q21	vs 1Q20 (%)	vs 1Q20 (%)	vs 4Q20 (%)
Net Interest Income	530	-14.6	-35.4	-14.9
Net Fees and Commissions	154	23.7	-6.5	21.4
Net Trading Income	126	148.5	87.9	324.9
Other Income & Expenses	24	47.8	11.8	411.5
Gross Income	834	2.8	-22.3	6.4
Operating Expenses	-265	13.1	-14.5	4.0
Operating Income	569	-1.4	-25.5	7.6
Impairment on Financial Assets	-123	-59.7	-69.5	-46.3
Provisions & other gains (losses)	35	n.s.	n.s.	n.s.
Income Before Tax	481	87.1	41.5	96.1
Income Tax	-94	58.7	20.0	16.2
Non-controlling Interest	-196	95.3	47.7	133.2
Net Attributable Profit	191	96.0	48.2	137.6

# **ACTIVITY** (MAR-21) (€ CONSTANT; BANK ONLY)

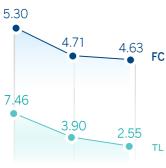


- (1) FC evolution excluding FX impact.
- (2) Performing loans and deposits under management, excluding repos, according to local GAAP.

#### CLISTOMED SDDEAD (0/)

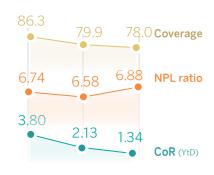
/ KEY RATIOS

# CUSTOMER SPREAD (%)



Q20 4Q20 1Q2

#### ASSET QUALITY RATIOS (%)



IQ20 4Q20 1Q21

- Loans: significant TL loan growth (+35.1% YoY), driven by both commercial and retail.
- NII negatively impacted by the interest rate environment. TL customer spread compression due to interest rate increases from 2H2O.
- Gross income growth (2.8% YoY) supported by excellent NTI and Commissions.
- Sound asset quality. CoR improves significantly to 134bps mainly due to the good recoveries in the wholesale segment, better than expected.

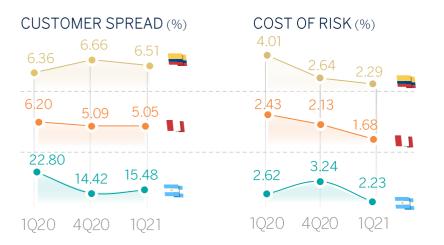


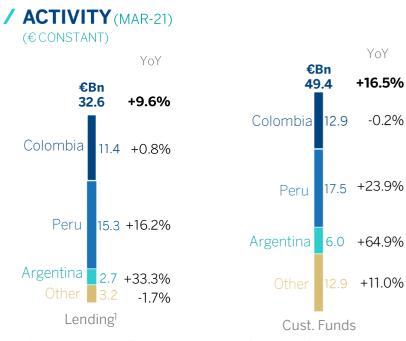
# / South America

Net Attributable		<b>Δ Constant</b> <sup>1</sup>	Δ Current	Δ Constant:
Profit (M€ constantes)	1Q21	vs 1Q20 (%)	vs 1Q20 (%)	vs 4Q20 (%)
Colombia	48	546.7	488.8	-22.9
Peru	28	10.5	-6.0	-12.4
Argentina	6	n.s.	-29.0	n.s.
Other <sup>2</sup>	22	2.5	-8.8	9.2
South America	104	117.7	48.6	-25.9

- (1) Venezuela in current€m
- (2) Other includes BBVA Forum, Venezuela, Paraguay, Uruguay and Bolivia.

### / KEY RATIOS





Note: Activity excludes repos. Total YoY variation excludes Paraguay. (1) Performing loans under management.

- Colombia: positive YoY loan growth driven by retail segments. Positive Jaws and lower impairments drive YoY growth of Net Attributable Profit.
- Peru: loan growth (+16.2% YoY) driven by government support programs, while retail loans improve QoQ supported by the reactivation of the economy. Positive jaws YoY thanks to our cost control efforts, and lower impairments drive Net Attributable Profit improvement.
- Argentina: positive Net Attributable Profit contribution to the Group (6m€) despite larger hyperinflation impact, thanks to good cost control and lower impairments.



# Sound capital position

# A proven ability to generate capital, with lower volatility and superior resilience

Ability to generate capital

Lower volatility

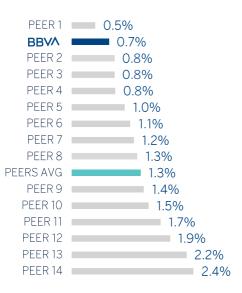
Superior resilience under stress

#### **CET1 FULLY-LOADED** (%)



#### **CET1 RATIO VOLATILITY**

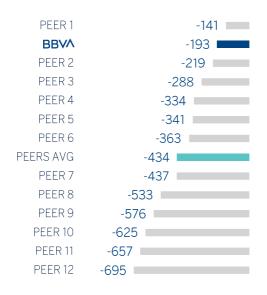
DEC.08 to DEC.20 (Standard deviation, annual CET1 ratio variation)



European peer group: BARC, BNPP, CASA, CS, CMZ, DB, HSBC, ISP, LBG, NWG, SAN, SG, UBS, UCG.

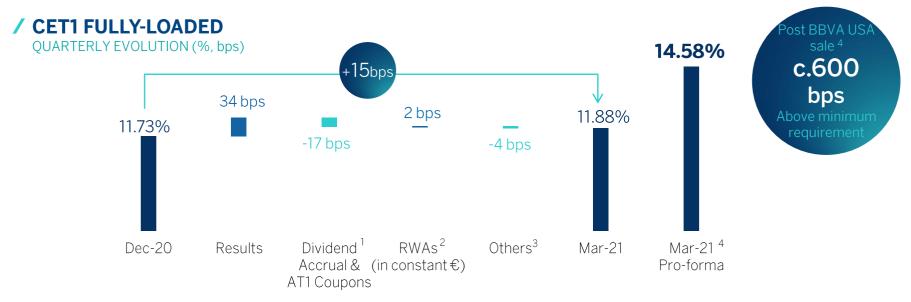
#### **EBA STRESS TEST 2018:**

ADVERSE SCENARIO **CET1 FL 2020-2017** (Depletion, bps)

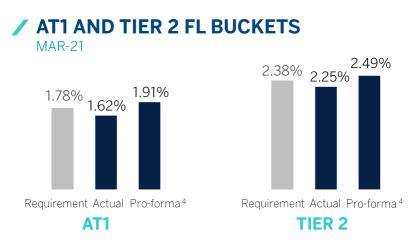


European peers subject to EBA ST: BARC, BNPP, CASA, CMZ, DB, HSBC, ISP, LBG, NWG, SAN, SG, UCG.

# Strong capital generation in the quarter



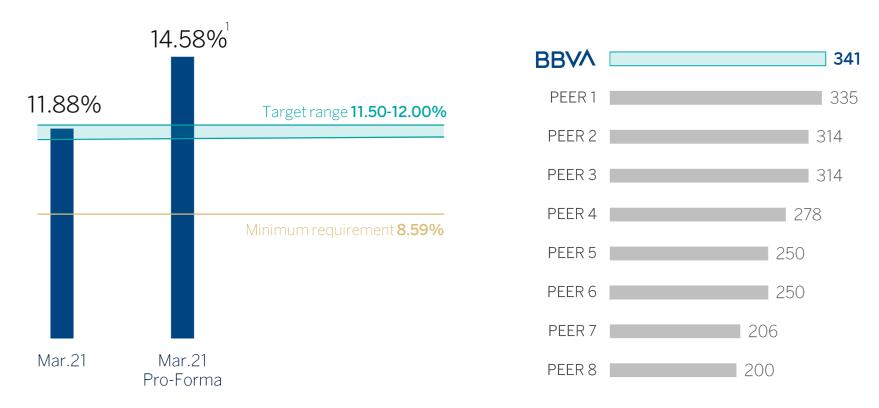
(1) 40% Payout accrued in 1Q21. We plan to recover our clear, predictable and sustainable dividend policy of 35%-40% payout, fully in cash, once regulatory restrictions are lifted, expected in Sep.2021. Subject to supervisors and shareholders approval. (2) Includes TRIM on Low Default Portfolios net of frontloading done in 2020 (-9bps). (3) Mainly includes: market related impacts (-13 bps) and impact from Paraguay sale (+6 bps). (4) Includes impact from BBVA USA sale.



# Outstanding capital position, well above requirements

### CET1 FULLY-LOADED %

# ✓ CET1 TARGET TO REQUIREMENT <sup>2</sup> BPS

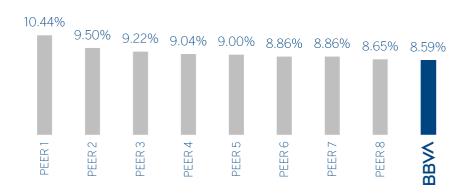


(1) Includes the sale of BBVA USA. Excess capital calculated comparing BBVA's Mar.21 %CET1 Pro-Forma versus 12% (upper part of the target range).
(2) Distance of CET1 published targets (considering the upper part when is provided as a target range) versus 2021 CET1 SREP Requirement. European Peer Group subject to ECB regulation: BNPP, CA, CMZ, DB, ISP, SAN, SG, UCG.

# **Lowest SREP requirement among peers**

### / CET1 SREP REQUIREMENT

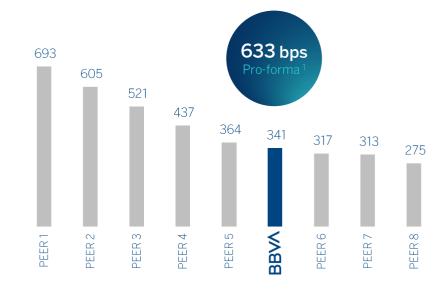
BASED ON 2021 REQUIREMENT



## BBVA has the lowest SREP requirement among its European peers

#### DISTANCE TO MDA

BBVA MAR.21 / PEERS DEC.20



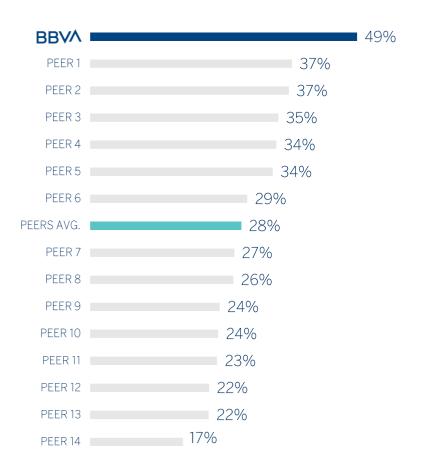
- Ample buffer over minimum requirements
- Efficient capital structure

European Peer Group subject to ECB regulation: BNPP, CA, CMZ, DB, ISP, SAN, SG, UCG (1) Includes impact from BBVA USA sale.

# **High quality capital**

#### / RWA / TOTAL ASSETS

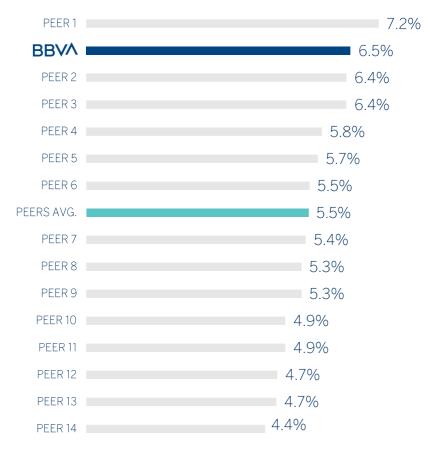
BBVA MAR.21 / PEERS DEC.20





BBVA MAR.21 / EUROPEAN PEERS DEC.20





European Peer group: BARC, BNPP, CASA, CS, CMZ, DB, HSBC, ISP, LBG, NWG, SAN, SG, UBS, UCG. (1) Includes impact from BBVA USA sale.

# We will deploy our capital



In our markets through profitable growth and costs' reduction



Increasing shareholders distribution

Targeting a buyback<sup>1</sup>

10%

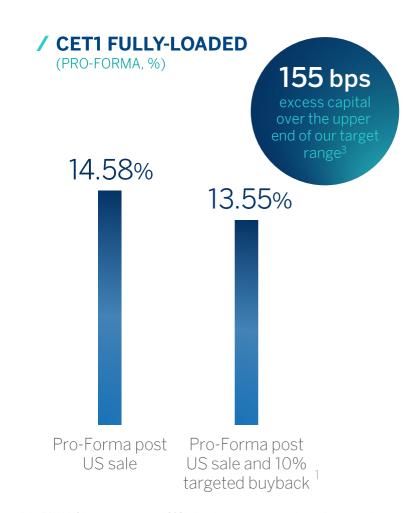
Ordinary shares after BRVA USA Sale

**2021 Dividend Policy**<sup>2</sup>

35-40% payout

🔍 Cash

2 payments



<sup>(1) 10%</sup> potential share buyback. Any potential repurchase of shares would, at the earliest, take place after the expected close of the BBVA USA transaction in mid 2021. Any decision on a repurchase of ordinary shares would (i) require supervisor's approval and the lifting of the ECB recommendation on distributions to shareholders, and (ii) take into consideration share prices, among other factors. Ratio Pro-forma calculated considering BBVA's share price of €4.49 as of 28 April 2021. (2) Plan to recover our clear, predictable and sustainable policy once regulatory restrictions are lifted, expected in Sep.2021. Subject to supervisors and shareholders approval. (3) Excess capital over 12%.

# **CET1** ratio sensitivity to market movements

#### / TO CURRENCY DEPRECIATION

#### CAPITAL

POLICY BBVA hedges c.70% of the excess

capital (what is not naturally hedged by the ratio)

Reduce consolidated CET1 ratio GOAL

volatility as a result of FX movements

#### P&L

BBVA hedges on average between 30%-POLICY

50% of foreign subsidiaries expected

net attributable profit

Reduce Net Attributable Profit volatility GOAL

as a result of FX movements

#### ✓ TO A 10% DECLINE IN TELEFONICA SHARE PRICE

TO +100 BPS MOVEMENT IN THE SPANISH **SOVEREIGN BOND** 

#### **SENSITIVITY TO A 10% DEPRECIATIATION**



#### 2021 NET ATTRIBUTABLE PROFIT FX HEDGING

c.60%

c.40%

c.60%

c.50%

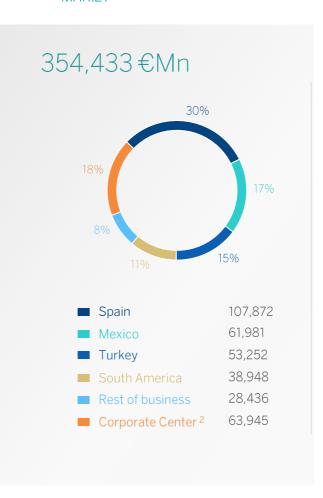
BBVA USA SALE: MORE THAN 80% HEDGED

-2.5bps

-16bps

# **BBVA Group RWA Distribution**

# / TOTAL RWAS FULLY-LOADED MAR.21





- Optimizing Capital Allocation is part of BBVA's Strategic Priorities
- Limited usage of internal models in Credit Risk RWAs, mitigating potential impacts from future regulatory requirements

Note: Distribution of RWAs by type of risk and Model based on 4Q20 Pilar III report.

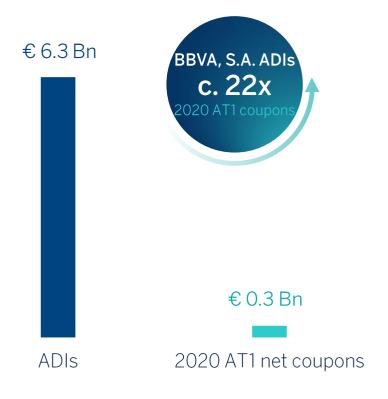
<sup>(1)</sup> Credit Valuation Adjustment.

<sup>(2)</sup> Includes the RWAs of the USA business sold to PNC

# **High level of Available Distributable Items (ADIs)**

### **/ BBVA, S.A.- PARENT COMPANY**

DEC.20, €BN



- Significant
   payment capacity
   from distributable items despite
   conservative calculation
   (Share Premium not included)
- Supported by sustainable profitability



# Comfortable liquidity position

# Liquidity ratios well above 100% minimum requirements

# / BBVA GROUP LIQUIDITY AND FUNDING METRICS

**MAR.21** 

	Eurozone (2)	Mexico Turkey	Turkey	South
	Eurozone (=)	MEXICO	Turkey	America
LTD	93%	91%	96% (3)	93%
LCR	186%	206%	162%	>100%
NSFR	119%	139%	148%	>100%

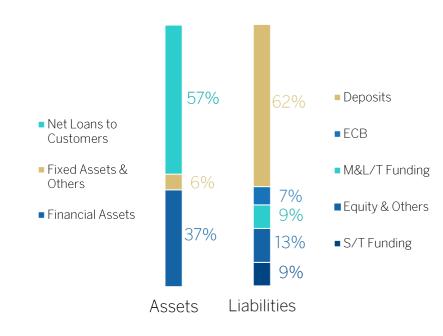
151% NSFR Group

193% considering excess liquidity in subsidiaries

Level 1	140,172
Level 2	5,694
Level 2A	3,261
Level 2B	2,432

**HQLAs** (Mar.21, € Mn) (4)

### / BBVA GROUP LIQUIDITY BALANCE SHEET<sup>(1)</sup> MAR.21



(1) Management liquidity balance sheet (net of interbank balances and derivatives) including USA for liquidity management purposes until PNC operation is completed

<sup>(2)</sup> Perimeter: Spain + Rest of Business + Corporate Center. Liquidity Management Buffer: €93.4bn.

<sup>(3)</sup> Calculated at bank-only local level

<sup>(4) 12</sup> month average of total HQLAs of the Group

# **BBVA** guidelines for managing Liquidity & Funding

- Self-sufficient subsidiaries from a liquidity point of view, with robust supervision and control by parent company
- Retail profile of BBVA Group balance sheet with limited dependence on wholesale funding
- Parent and subsidiaries proven ability to access the wholesale funding markets (medium & long term) on a regular basis
- Ample high quality collateral available, compliant with regulatory liquidity requirements at a Group and subsidiary level

# Principles of BBVA Group's self-sufficient business model: Multiple Point of Entry



- Self-sufficient balance-sheet management
- Own capital and liquidity management
- Market access with its own credit, name and rating
- Responsible for doing business locally

# Corporate Center

- Guidelines for capital and liquidity / ALCO supervision
- Common risk culture



- Liquidity and capital buffers in different balance sheets
- Improves risk assessment: imposes market discipline and proper incentives to reach sustainable credit growth
- It curtails the risk of contagion with proven resilience during downturns
- Absence of cross-funding or crosssubsidies
- Helps development of local capital markets
- Medium term orientation / consistent with retail banking
- Safeguards financial stability / proven resilience during the crisis



# Funding Plan



BBVA, S.A. redeemable

## **2021 Funding Plan**

<b>/ BBVA, S.A.</b> (€ bn)	2021 Executed	2021 Strategy (1) (subject to market conditions)  instruments in 2019/21 were called at first reset date			
AT1					
Tier 2		We do not foresee any AT1 / T2 public transaction during this year given our solid position post USA sale			
SNP		€ 2 bn SP-SNP. Subject to upcoming MREL Requirement and the effects from the USA sale			
		At least 1 transaction in ESG format			
SP	€ 1 bn SP 6NC5 0.125% issued in March-21 to reinforce MREL, partially mitigating the loss of eligibility of those instruments that have entered their last year of life				
CBs		No issuance expected			

Subsidiaries: Mexico & Turkey 2021 issuances subject to market conditions

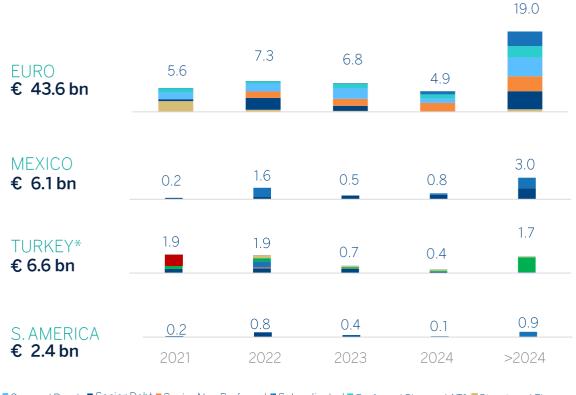
#### / MREL

- MREL Requirement: 15.16% TLOF / 28.50% RWA, by 1st Jan.21 (EU Resolution Group (2))
- Minimum Subordination Requirement:
  - 9.18% TLOF / 17.25% RWA (8.01% and 15.05% post-allowance)
  - > 90% of MREL eligible with subordination > or = to SNP
- Decision implementing the new framework is expected by 2Q21

Already compliant with MREL requirement under New Banking Package

## Broaden geographical diversification of access to market

## MEDIUM & LONG-TERM WHOLESALE FUNDING MATURITIES MAR.21. €BN



Ability to access funding markets in all our main subsidiaries using a diversified set of debt instruments

\*Other in Turkey includes mainly bilateral loans, secured finance and other ST funding. \*\* GM MTN activity. Not eligible for MREL Outstanding amounts as of Mar.21: FX as of Mar.21: EUR = 1.17 USD; EUR = 24.05 MXN; EUR = 9.172TRY

Covered Bonds ■ Senior Debt ■ Senior Non Preferred ■ Subordinated ■ Preferred Shares / AT1 ■ Structured Finance Notes\*\*/Other ■ Securitization (Turkey)



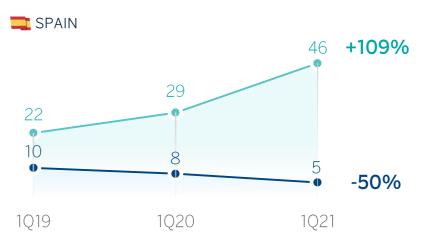
# Digital edge as a competitive advantage

## / CUSTOMER TRANSACTIONS

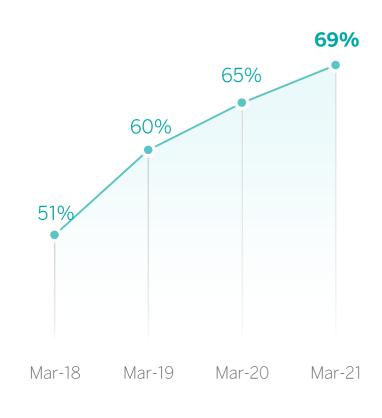
(MILLION TRANSACTIONS<sup>1</sup>; 1Q19-1Q21 CHANGE,%)

#### DIGITAL CHANNELS BRANCHES





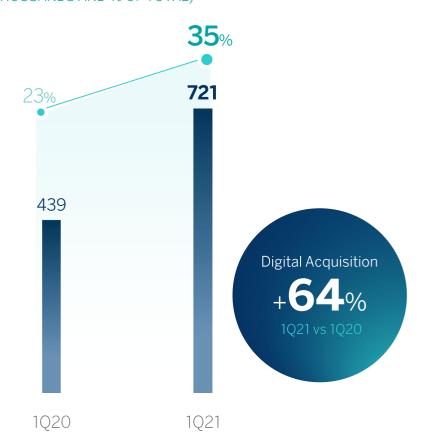
## / GROUP DIGITAL SALES (YTD UNITS, PERCENTAGE)



NOTE: Excludes the US business sold to PNC.

### All-time record in digital customer acquisition

#### ✓ NEW CUSTOMERS DIGITAL ACQUISITION¹ (CUSTOMERS ACQUIRED THROUGH DIGITAL CHANNELS, THOUSANDS AND % OF TOTAL)



## Customer acquisition through cutting-edge solutions

**500,000** 

**Aqua cards** issued in less than 6 months<sup>2</sup>





**Client has total control** of his payments experience, integrating physical card and app



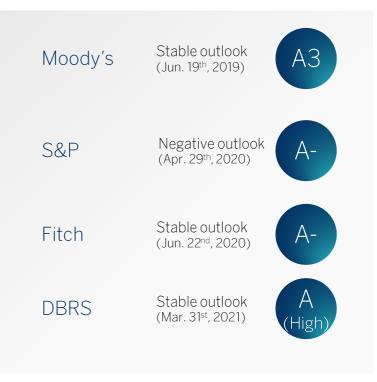
**Security reinforced:** no PAN<sup>3</sup>, CVV<sup>4</sup> or expiration date. Dynamic CVV through the app



# 03 Ratings

## BBVA S.A. Ratings<sup>1</sup>

#### BBVA LONG TERM SENIOR UNSECURED RATINGS



## BBVA RATINGS BY TYPE OF INSTRUMENT

	Moody's	S&P F	itch	DBRS
Investment grade	Aaa Aa1 CB Aa2 Aa3 A1 A2 A3 Senior	AAA CB AA AA- A+ A A- Senior	AAA AA+ AA- A+ A Senior	AAA CB AA(H) AA AA(L) A (H) Senio A A (L) T2
Non Investment Grade	Baa1 Baa2 SNP Baa3 T2 Ba1 Ba2 AT1 Ba3 B1 B2 B3	BBB+ SNP BBB T2  BBB- BB+ BB BB- B+ BB- B+ BB- B+	BBB+ T2 BBB+ T2 BBB AT1 BB- BB- BB- BB- BB- BB- BB- BB- BB- BB	BBB (H) BBB (L) BB (H) BB BB (L) B (H) B (H) B (H)
	()	()	()	()

Note: CB = Covered Bonds, SNP = Senior Non Preferred.

(1) A rating is not a recommendation to buy, sell or hold securities and may be subject to revision, suspension or withdrawal at any time by the assigning rating organisation. Ratings as of May 12<sup>th</sup>, 2021



## Annex

- BBVA Group 1Q21 Profit & Loss
- NII sensitivity to rates movements
- ALCO portfolio
- Sovereign Exposure by geography
- Stages breakdown by business area
- EAD to most vulnerable sectors
- Loan deferrals classification
- Outstanding loan deferrals
- Government backed loans
- Book Value of the main subsidiaries

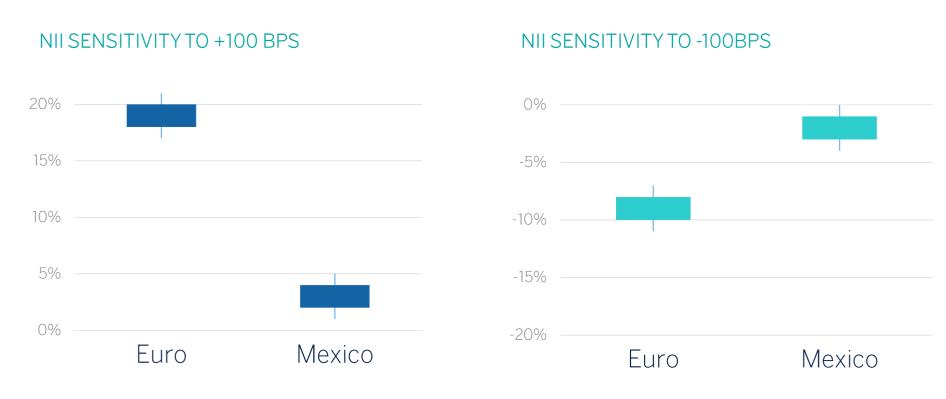
- Main Subsidiaries Ratings
- BBVA Group SREP Requirement and Distance to MDA
- Capital Base: BBVA Group & BBVA, S.A.
- BBVA, S.A. SREP Requirement and Distance to MDA
- Debt Issuances 2018 2021
- Called notes 2018 2021
- Turkey Liquidity & funding sources
- Digital sales breakdown

## **1Q21 Profit & Loss**

		Chang 1Q21/10		Change 1Q21/4Q20
BBVA Group(€m)	1Q21	% constant	% current	% constant
Net Interest Income	3,451	-2.3	-14.2	-4.4
Net Fees and Commissions	1,133	10.0	0.8	6.7
Net Trading Income	581	16.1	6.8	205.9
Other Income & Expenses	-11	n.s.	n.s.	n.s.
Gross Income	5,155	0.2	-10.8	9.4
Operating Expenses	-2,304	1.8	-7.0	-0,5
Operating Income	2,850	-1.0	-13.6	19.0
Impairment on Financial Assets	-923	-52.4	-57.3	0.1
Provisions and Other Gains and Losses	-168	-47.3	-48.8	-24.0
Income Before Tax	1,759	183.2	117.9	40.6
Income Tax	-489	212.3	139.7	37.0
Non-controlling Interest	-237	85.8	37.8	71.6
Net Attributable Profit (ex corporate & discontinued operations)	1,033	206.5	139.4	36.7
Discontinued operations <sup>1</sup>	177	n.s.	n.s.	-70.1
Net Attributable Profit (reported)	1,210	n.s.	n.s.	-10.2

## / ESTIMATED IMPACT ON NII IN THE NEXT 12 MONTHS TO PARALLEL INTEREST RATE MOVEMENTS

(%)



Note: NII sensitivities calculated as moving averages of the last 12 months' balance sheets as of Feb'21, using our dynamic internal model. Euro NII sensitivity to upward rates includes management levers regarding deposit cost and movements from demand deposits to time deposits. Euro NII sensitivity to downward rates according to the EBA's "parallel-down" shock scenario. Mexico NII sensitivity to upward and downward rates also include pricing management levers (for +100bps: MXN sensitivity +1.5% and USD sensitivity +1.2%).

(3) Note: HQLA - High Quality Liquid Assets

## **ALCO** portfolio

2021

2022

2023

>=2024

## / ALCO PORTFOLIO BREAKDOWN BY REGION (€ BN) 1



	Amort Cost (HTC)		<b>Value</b> C&S)
March 2021	(€BN)	(€BN)	(duration)
South America	0.1	3.9	1.4 years
Mexico	2.5	7.6	3.6 years
Turkey	3.6	3.1	3.5 years
Euro	15.0	11.9	4.0 years
Spain	11.2	3.5	
Italy	3.7	3.4	
Rest	0.1	5.0	

# / EURO ALCO PORTFOLIO MATURITY PROFILE / EURO ALCO YIELD / HQLA³ PORTFOLIO (MAR-21, %) (MAR-21, €) 21.7 23.0 bn

## **Sovereign Exposure by geography** (1)

Mar.21, € bn

	Sovereign (2)					
	Amortized Cost debt securities (HTC)	Fair Value debt securities (HTC&S)	Trading securities	Non-trading financial assets mandatorily at fair value through P&L	Short Positions	Loans
Spain	17.8	18.5	5.6	0.0	-4.7	12.4
Italy	3.7	4.7	2.3	0.0	-1.3	0.0
Portugal	0.0	0.0	0.7	0.0	-0.3	0.1
Mexico	3.4	8.8	10.9	0.0	-1.9	4.7
USA	0.0	3.7	0.0	0.0	0.0	0.0
Turkey	3.5	3.1	0.1	0.2	0.0	0.2
All Others	0.5	8.7	0.7	0.0	-1.9	2.2
TOTAL	29.0	47.5	20.4	0.2	-10.1	19.6

<sup>(1)</sup> Risk balances according to EBA criteria. Therefore, sovereign risk of the Group's insurance companies is not included.

<sup>(2)</sup> Excludes Sovereign exposures from BBVA USA and the rest of the Group's companies in the United States included in the sale agreement signed with PNC..

## Stages breakdown by business area

#### / CREDIT RISK BREAKDOWN BY BUSINESS AREA

(MAR-21, € MN)

BBVA GROUP	Gross Exposure	Accumulated impairments
Stage 1	313,416	2,151
Stage 2	36,262	2,457
Stage 3	15,613	8,005

SPAIN	Gross Exposure	Accumulated impairments
Stage 1	167,715	802
Stage 2	17,706	806
Stage 3	8,495	4,032

*	MEXICO	Gross Exposure	Accumulated impairments
	Stage 1	49,931	718
	Stage 2	4,459	483
	Stage 3	1,658	936

C*	TURKEY		Accumulated
		Exposure	impairments
	Stage 1	38,998	264
	Stage 2	6,089	591
	Stage 3	3,332	1,745

SOUTH	Gross	Accumulated
AMERICA	Exposure	impairments
Stage 1	31,434	329
Stage 2	5,628	503
Stage 3	1,792	1,123

<b>COLOMBIA</b>	Gross Exposure	Accumulated impairments
Stage 1	10,283	115
Stage 2	1,866	234
Stage 3	670	400

<u></u>	PERU		Accumulated
		Exposure	impairments
	Stage 1	15,613	145
	Stage 2	3,138	205
	Stage 3	953	611

<b>ARGENTINA</b>	Gross Exposure	Accumulated impairments		
Stage 1	2,383	46		
Stage 2	388	43		
Stage 3	66	45		

## **Exposure at default to most vulnerable sectors in the current environment**

#### / BREAKDOWN BY SECTORS

(MAR-21)

	bn€
Leisure <sup>1</sup>	9,22
Commercial Real Estate	7,02
Developer Real Estate	5,70
Retailers non food	4,83
Air transportation	0,94
Total EAD to the most vulnerable sectors	27,70
as a % of total EAD	7,67%

Note: data exclude BBVA USA and rest of the Group's companies in the United States included in the sale agreement signed with PNC.

(1) Includes Hotels, Restaurants, Travel Agencies and Gaming, among others

# Prudent deferrals' classification and proactive provisioning

As of Mar'21	TOTAL DEFERRALS GRANTED		o/w expired	Expired deferrals by stages as a % of total loans			
	€BN	% of total loans	%	Stage 1	Stage 2	Stage 3	
Total Group (ex-USA)	27.3	8.0%	80%	4.9%	2.4%	0.7%	
By segment							
Mortgages	11.2	11.9%	70%	5.9%	1.9%	0.6%	
Consumer & credit cards	7.3	7.0%	92%	4.0%	1.8%	0.7%	
SMEs & corporates	8.9	6.2%	83%	3.5%	1.4%	0.3%	
By country							
Spain	6.2	3.0%	34%	0.6%	0.3%	0.1%	
Mexico	10.9	20.4%	100%	15.4%	3.6%	1.4%	
Turkey	3.6	9.2%	75%	3.2%	3.2%	0.4%	
Peru	3.1	17.0%	91%	10.3%	3.9%	1.3%	
Colombia	3.2	26.4%	94%	15.0%	7.5%	2.3%	
Argentina	0.3	10.1%	100%	5.4%	4.0%	0.7%	

Data according to EBA criteria, excluding loans that have been cancelled.

#### COVERAGE ABOVE PEERS

NPL COVERAGE RATIO (BBVA AS OF MAR-21, PEERS¹ AVERAGE AS OF DEC-20)



<sup>(1)</sup> European peer group: BARC, BNPP, CASA, CS, CMZ, DB, HSBC, ISP, LBG, NatWest, SAN, SG, UBS. Spanish peer group: CABK exBPI, SAB exTSB, BKIA, SAN Spain. Turkish peer Group: AKBNK, ISCTR, YKBNK.

## **Outstanding loan deferrals**

## / OUTSTANDING DEFERRALS (MAR-21)

	€bn	% of loans
Total Group (ex-USA)	5.45	1.60%
<b>Spain</b>	4.1	2.0%
Mexico	0.0	0.0%
Turkey	0.9	2.3%
l Peru	0.3	1.6%
Colombia	0.2	1.6%
Argentina	0.0	0.0%

Note: data breakdown under EBA criteria.

### **Government backed loans**

(data as of Mar-21 in €bn)

	GROUP (ex USA)		SPAIN (2) MEXI		(ICO	TURKEY (3)		ARGENTINA		COLOMBIA		PERU		
	Loans	Weight	Loans	Weight	Loans	Weight	Loans	Weight	Loans	Weight	Loans	Weight	Loans	Weight
Households	1.3	0.9%	1.0	1.1%	0.0	0.0%	0.0	0.0%	0.1	4.4%	0.0	0.3%	0.2	3.1%
Corporates & SMEs	15.3	10.6%	11.6	14.5%	0.0	0.0%	0.3	1.3%	0.0	1.9%	0.2	5.6%	3.2	31.4%
Other	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.1%	0.0	0.0%
Total Outstanding	<b>16.6</b> <sup>(1)</sup>	4.8%	12.7	6.1%	0.0	0.0%	0.3	0.7%	0.1	2.9%	0.2	1.6%	3.4	18.4%
% guaranteed by the State	78	3%	7.	4%		-	80	0%	99	9%	83	3%	9	1%

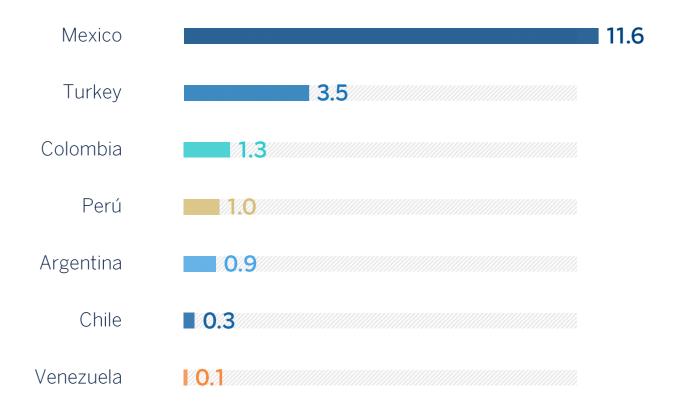
Note 1: data breakdown under EBA criteria as of March 31st.

<sup>(1)</sup> Excludes undrawn commitments.

<sup>(2)</sup> Includes mainly Spain, Rest of business and the NY branch. If we also consider undrawn credit lines, BBVA Spain has granted a total of 19.1 billion € ICO loans as of March 31st (of which 12.7 billion € is the outstanding drawn amount).

<sup>(3)</sup> Garanti bank-only.

#### € BN, MAR-21



<sup>(1)</sup> Includes the initial investment + BBVA's undistributed results + FX impact + other valuation adjustments. The Goodwill associate to each subsidiary has been deducted from its Book Value.

<sup>(2)</sup> Turkey includes the Garanti Group.

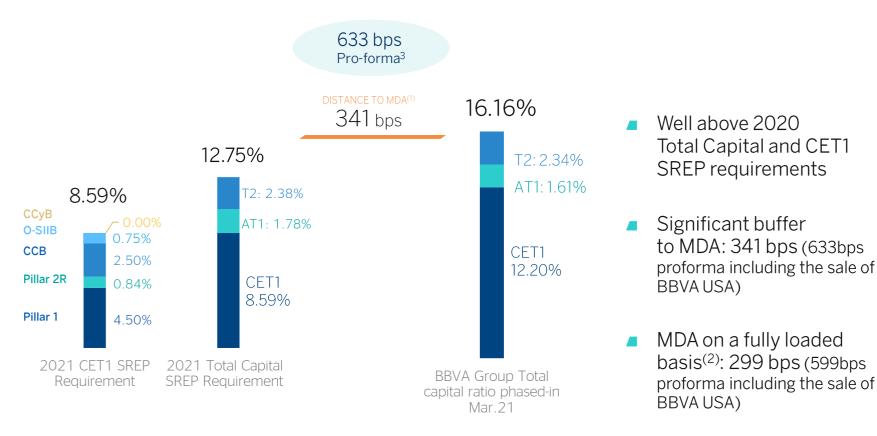
## **Main Subsidiaries Ratings** <sup>1</sup>

#### **✓ BBVA LONG TERM SENIOR UNSECURED RATINGS**

<sup>(1)</sup> A rating is not a recommendation to buy, sell or hold securities and may be subject to revision, suspension or withdrawal at any time by the assigning rating organisation. Ratings as of May 12th 2021.

#### / 2021 SREP REQUIREMENT AND DISTANCE TO MDA AT GROUP LEVEL

MAR. 21



<sup>(1) 341</sup> bps of Buffer to MDA = 12.20% Mar.21 CET1 phased-in ratio - 0.17% shortfall AT1 - 0.03% shortfall T2 - 8.59% 2021 CET1 SREP Requirement

(3) Includes impact from BBVA USA sale.

<sup>(2)</sup> Provided for information purposes as the distance to MDA is calculated based on phased-in ratios and these are the legally binding ones

## Capital Base: BBVA Group & BBVA, S.A.

#### PHASED-IN CAPITAL RATIOS

MAR.21(%)



#### **FULLY-LOADED CAPITAL RATIOS**

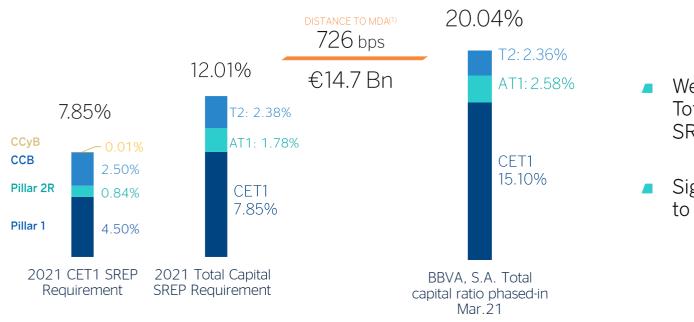
MAR.21(%)



Note: Preliminary Data

## BBVA, S.A. SREP Requirement and Distance to MDA

**ZO21 SREP REQUIREMENT AND DISTANCE TO MDA FOR BBVA, S.A.** MAR. 21



- Well above 2021
   Total Capital and CET1
   SREP requirements
- Significant buffer to MDA: 726 bps

## **Debt Issuances 2018 - 2021**

BBVA
S.A.

Product	Issue Date	Call Date	Maturity	Nominal currency	Coupon
SP	Mar-21	Mar-26	Mar-27	€ 1,000 M	0,125%
SP	Sep-20	-	Sept-23 Sept-25	\$ 1,200 M \$ 800 M	0.875% 1.125%
Tier 2	Jul-20	Jul-26	Jul-31	GBP 300 M	3.104%
AT1	Jul-20	Jan-26	Perp	€ 1,000 M	6.000%
SP	May-20	-	Jun-25	€ 1,000 M	0.75%
SNP	Feb-20	-	Aug-26	CHF 160 M	0.125%
Tier 2	Jan-20	Jan-25	Jan-30	€ 1,000 M	1.000%
SNP	Jan-20	-	Jan-27	€ 1,250 M	0.500%
SP	Nov-19	-	Nov-26	€1,000 M	0.375%
SNP	Oct-19	-	Oct-24	€1,000 M	0.375%
AT1	Aug-19	Mar-25	Perp	\$ 1,000 M	6.500%
SNP	Jun-19	-	Jun-26	€ 1,000 M	1.000%
AT1	Mar-19	Mar-24	Perp	€1,000 M	6.000%
SNP	Feb-19	-	Feb-24	€1,000 M	1.125%
Tier 2	Feb-19	Feb-24	Feb-29	€ 750 M	2.575%
AT1	Sep-18	Sep-23	Perp	€1,000 M	5.875%
Tier 2	May-18	-	May-33	\$ 300 M	5.25%
SNP	May-18	-	May-25	€1,000 M	1.375%
SNP	Mar-18	-	Mar-23	€ 1,500 M	3ME+ 0.60%
Senior Unsec	Aug-19	Jul-24	Aug-24	\$ 600 M	2.500%
Senior Unsec	Jun-18	May-21	Jun-21	\$ 1.150 M	Fixed 3.5% FRN 3ML+73 bps
Senior Unsec	Sep-20	-	Sep-25	\$ 500 M	1.875%
Tier 2	Sep-19	Sep-29	Sep-34	\$ 750 M	5.875%
Tier 2	Jan-18	Jan-28	Jan-33	\$ 1,000 M	5.125%



BBVA USA

Senior Unsec	Sep-20	-	Sep-25	\$ 500 M	1.875%
Tier 2	Sep-19	Sep-29	Sep-34	\$ 750 M	5.875%
Tier 2	Jan-18	Jan-28	Jan-33	\$ 1,000 M	5.125%

## Called notes - 2018 - 2021

	Product	Issue Date	Redemption	Outstanding currency (M)	Coupon
BBVA, S.A.	AT1	Apr-16	Apr-21	€ 1,000	8.875%
Caixa Terrassa SPP	Preferred	Ago-05	Jan-21	€ 75 M	10yCMS+0.10%
BBVA Intl. Preferred Unipersonal	Preferred	Jul-07	Jan-21	£ 31.2 M	3m£+0.875%
Caixa Sabadell Preferents, SAU	Preferred	Jul-06	Jan-21	€90 M	3mE+1.95%
BBVA, S.A.	AT1	Feb-15	Feb-20	€1,500	6.75%
Caixa d'Estalvis de Sabadell	Tier 2	Jun-09	May-19	€ 4.88	3ME + 5.25%
	Tier 2	Apr-14	Apr-19	€1,500	3.50%
BBVA, S.A.	AT1	Feb-14	Feb-19	€ 1,500	7.00%
	AT1	May-13	May-18	\$ 1,500	9.00%
	Tier 2	Feb-07	Feb-18	€ 257	3ME+0.80%
BBVA Subordinated Capital	Tier 2	Oct-05	Jan-18	€ 99	3ME+0.80%

BBVA follows an economic call policy

## Turkey – Liquidity & funding sources

#### Solid liquidity position:

- Total LTD ratio is at 95.8%, increasing by +2.3 p.p in 1Q21 driven by an increase in TRY LtD
- Foreign currency loans decreased by USD 0.7 Bn to c. USD 11.9 Bn in 1Q21
- Liquidity ratios above requirements: Liquidity Coverage Ratio (EBA) of 162% vs ≥100% required in 1Q21
- **Limited external wholesale funding needs:** USD 7.7 Bn

#### FC liquidity buffers

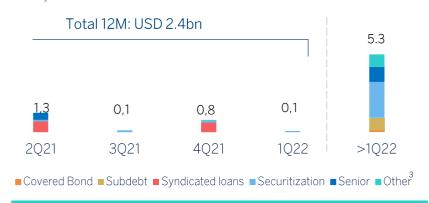
- Short Term Swaps
- Unencumbered FC securities
- ✓ FC Reserves under ROM¹
- Money Market Placements

#### c. USD 11.9 Bn FC liquidity buffer

Note-1: All figures are Bank-only, as of March 2021. Note-2: Total Liquidity Buffer (FC and TRY) is at c. USD 7.6 Bn

(1) ROM: Reserve Option Mechanism

## External wholesale funding maturities<sup>2</sup> (USD Bn)



#### **USD 7.7 Bn** total maturities

(2) Includes TRY covered bonds and excludes on balance sheet IRS transactions

(3) Other includes mainly bilateral loans, secured finance and other ST funding

## **Outstanding trend in digital sales**

(% OF TOTAL SALES YTD, # OF TRANSACTIONS AND PRV1)



BBVA