

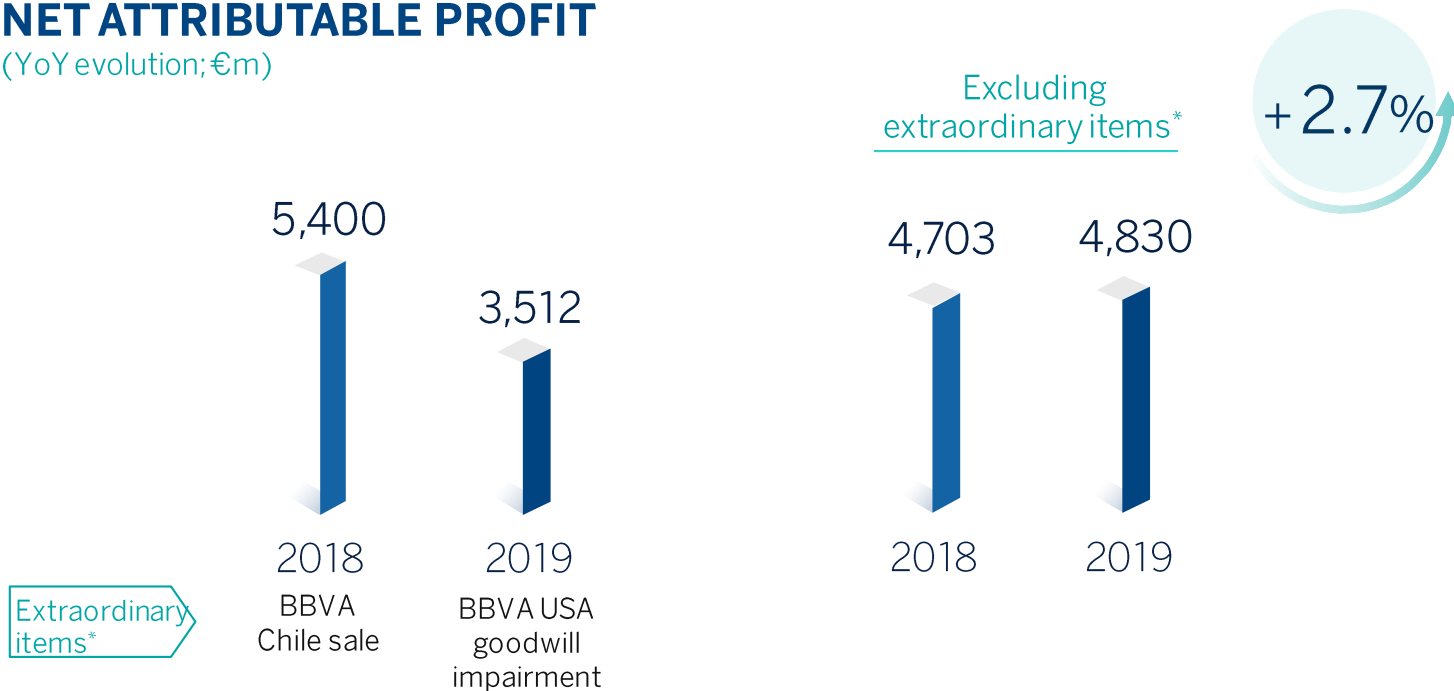
General Shareholder's Meeting **2020**

Onur Genç
CEO

Excellent results in a challenging environment

/ NET ATTRIBUTABLE PROFIT

(YoY evolution; €m)



(*) Net Attributable Profit excludes BBVA USA goodwill impairment in 2019 and BBVA Chile impact (recurrent operation and capital gains) in 2018. As a consequence of an amendment to IAS 12 "Income Taxes" introduced during 2019 with effect for accounting purposes January 1st, 2018 income statement has been reexpressed without significant impact.

Leading the European Banking sector in terms of profitability and efficiency

/ PROFITABILITY METRICS

(Ranking of 15 largest European banks)

ROE

#1

ROTE

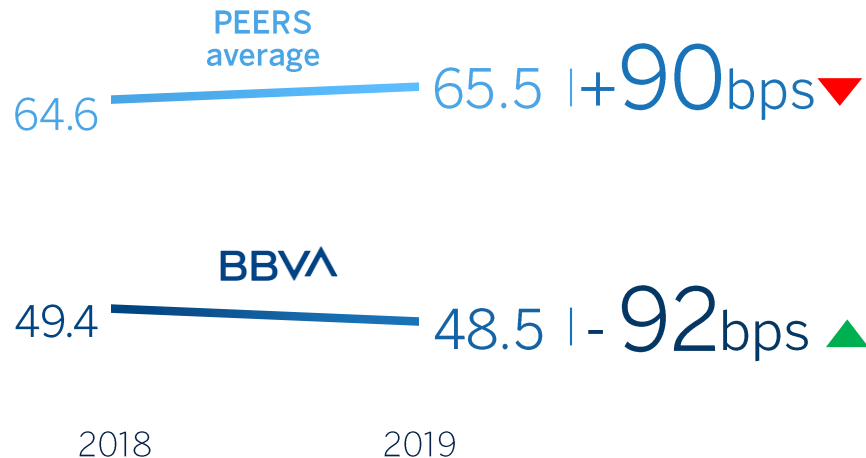
#2

ROA

#1

/ EFFICIENCY RATIO

(%)



Clients and revenues growth

/ TRANSFORMATION

+3.1M | ACTIVE CUSTOMERS GROWTH
DEC 2018-DEC 2019

 **59%** | DIGITAL
SALES

 **51%** | MOBILE
CUSTOMERS

/ RESULTS

(YoY evolution (%); constant €)

NET INTEREST INCOME **+5.6%**

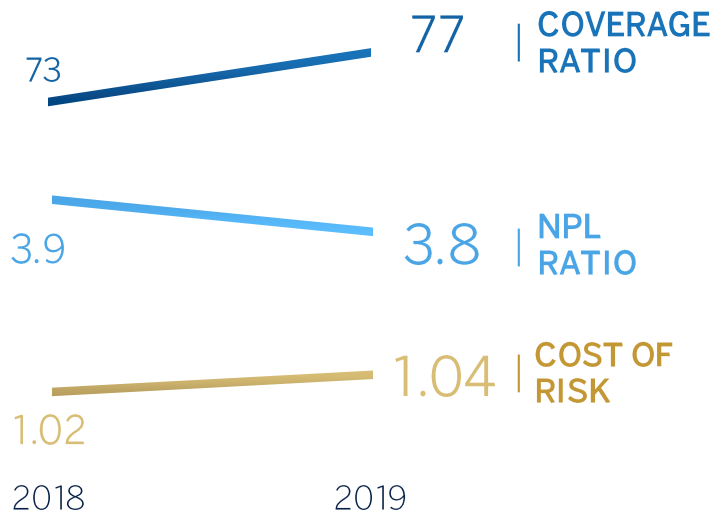
FEES AND COMMISSIONS **+4.2%**

GROSS INCOME **+5.4%**

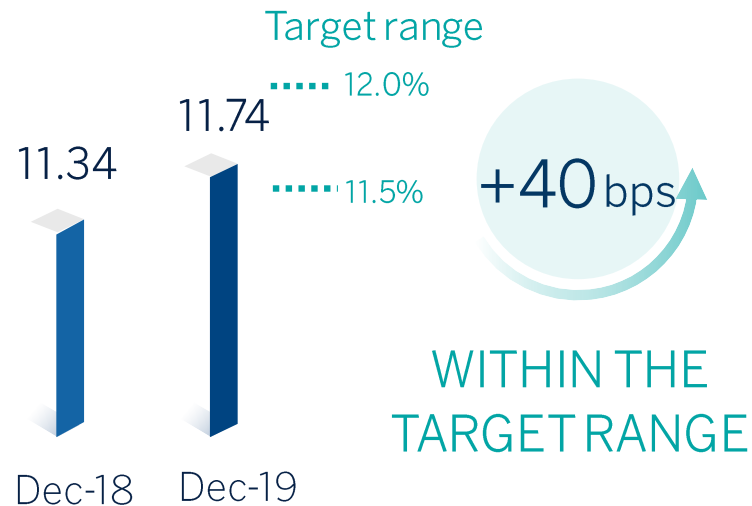
OPERATING INCOME **+7.4%**

Sound risk indicators and strong capital generation

/ RISK INDICATORS (%)



/ CET1 FULLY-LOADED (%)



Excellent efficiency and risk management in a challenging environment

/ RESULTS

(€m; YoY %)

NET INTEREST INCOME

3,645 -1.4%

FEE INCOME

1,751 +4.1%

OPERATING EXPENSES

-3,253 -2.4%

NET ATTRIBUTABLE PROFIT

1,386 -1.0%

/ ACTIVITY

(YoY %)

LENDING¹ | -1.4%

CUSTOMER FUNDS | +1.2%

/ ASSET QUALITY RATIOS

(%)

5.1 — 4.4 | NPL RATIO

0.21 — 0.12 | COST OF RISK

4Q18

4Q19

(1) Performing loans under management.

Note: activity excludes repos.





Mexico

Loan growth driving net interest income

/ RESULTS

(€m; YoY %; € constant)

NET INTEREST INCOME

6,209 +5.9%

FEE INCOME

1,298 +2.3%

OPERATING EXPENSES

-2,645 +4.9%

NET ATTRIBUTABLE PROFIT

2,699 +8.2%

/ ACTIVITY⁽¹⁾

(YoY %; € constant)

LENDING +6.6%

CUSTOMER FUNDS +8.2%

/ ASSET QUALITY RATIOS

(%)

3.07 3.01 COST OF RISK

2.1 2.4 NPL RATIO

4Q18

4Q19

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





USA

Operating Income growth, despite interest rates decrease

/ RESULTS

(€m; YoY %; € constant)

NET INTEREST INCOME

2,395 -0.2%

FEE INCOME

644 +2.6%

OPERATING EXPENSES

-1,966 +0.3%

NET ATTRIBUTABLE PROFIT

590 -23.9%

/ ACTIVITY

(YoY %; € constant)

LENDING⁽¹⁾ | +2.1%

DEPOSITS | +3.7%

/ RISK INDICATORS

(%)

1.3  1.1 | NPL RATIO

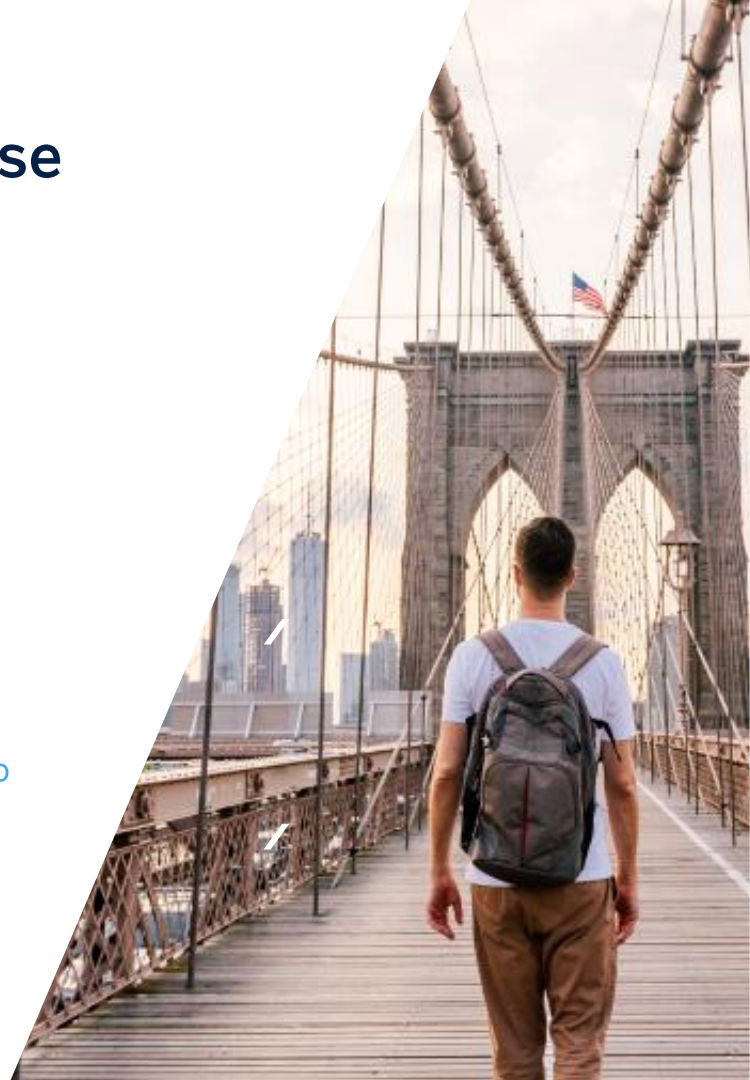
0.39  0.88 | COST OF RISK

4Q18

4Q19

(1) Performing loans under management

Note: activity excludes repos.





Turkey

Better performance than expected in a complex environment

/ RESULTS

(€m; YoY %; € constant)

NET INTEREST INCOME

2,814 +0.1%

FEE INCOME

717 +16.5%

OPERATING EXPENSES

-1,215 +8.6%

NET ATTRIBUTABLE PROFIT

506 -0.5%

/ ACTIVITY⁽¹⁾

(YoY %; € constant)

LENDING TL | +9.9%

DEPOSITS TL | +10.7%

/ RISK INDICATORS

(%)

5.3 7.0 | NPL RATIO

2.44 2.07 | COST OF RISK

4Q18

4Q19



/ RESULTS¹

(€m; YoY %; € constant)

NET INTEREST INCOME

3,196 +24.7%

FEE INCOME

557 +0.4%

OPERATING EXPENSES

-1,574 +12.0%

NET ATTRIBUTABLE PROFIT

721 +64.0%

/ ACTIVITY²

(YoY %; € constant)

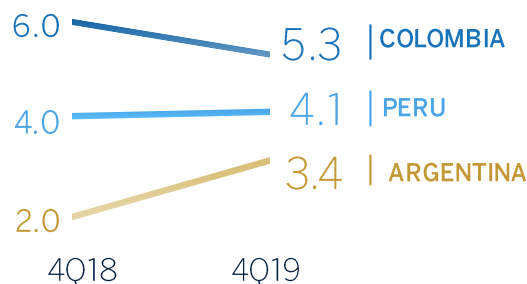
ARGENTINA | +7.9%

PERU | +8.5%

COLOMBIA | +6.8%

/ NPL RATIO

(%)



2019 Outstanding performance



The highest **Net Attributable Profit** in the **past 10 years**, excluding extraordinary items



Leaders in **profitability and efficiency** within the European banking sector



Growth in customers and revenues, thanks to our digital transformation



Sound risk indicators and strong capital position



BBVA