

Group BBVA

2Q20 Results

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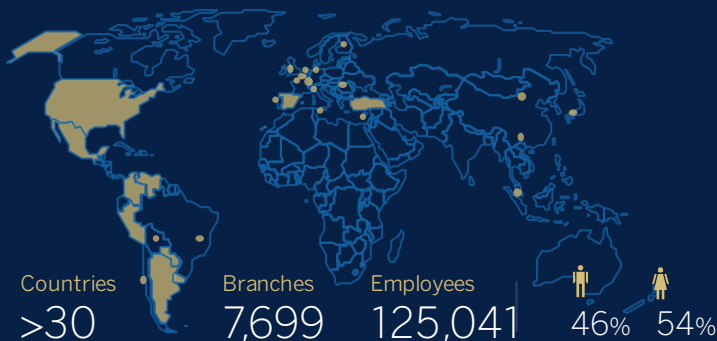
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OUR PURPOSE

“To bring the age of opportunity to everyone”

BBVA'S GLOBAL PRESENCE

JUNE 2020



FINANCIAL HIGHLIGHTS

JUNE 2020



CUSTOMERS & DIGITAL SALES

JUNE 2020



SUSTAINABLE DEVELOPMENT AND DIRECT CONTRIBUTION TO SOCIETY

BBVA's Pledge 2025



MOBILIZED between 2018 and 2025

Allocated to social programs

104.5 €m

BBVA
Open Innovation

Open Talent

Fundación BBVA MicroFinanzas

BBVA
Momentum

Fundación BBVA

Open Mind

(*) Product Relative Value as a proxy of lifetime economic representation of units sold.

(**) Excluding BBVA USA goodwill impairment



Creating Opportunities

BBVA Purpose

BBVA PURPOSE

OUR PURPOSE

“To bring **the age of opportunity** to **everyone**”

NEW STRATEGIC PRIORITIES



Improving our **clients'**
financial health



Helping our clients
transition towards a
sustainable future



Reaching **more clients**



Driving **operational**
excellence



The best and most
engaged team



Data and Technology

OUR VALUES



Customer comes first



We think **big**



We are **one team**

BBVA PURPOSE

Our priorities remain unchanged in response to the COVID-19 crisis



Protect the health and safety of our employees, clients and the community



Bank **performing as usual** during the crisis, leveraging our **differential technology infrastructure**



Managing the different stages of the **pandemic in the countries** with homogeneous health and business continuity processes



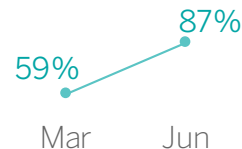
Prudent return to the office leveraging data



Continue to provide an essential service to the economies where we operate

Branch openings based on the evolution of the pandemic and business activity

OPEN BRANCHES
% OF TOTAL



Reorienting our clients to **remote and digital channels**

DIGITAL CUSTOMERS
PENETRATION
(6M20)



MOBILE CUSTOMERS
PENETRATION
(6M20)



Offer financial support to our clients

Deferrals of loans and repayment flexibility*
9% of total portfolio
~4 million deferrals

Total loan growth in H1**
€26 billion

Providing **lines of credit** through government facilities*
€20 billion***

(*) Data as of July 20th.

(**) Total gross loan book growth in constant €.

(***) Includes undrawn commitments.

Dynamic crisis management based on data



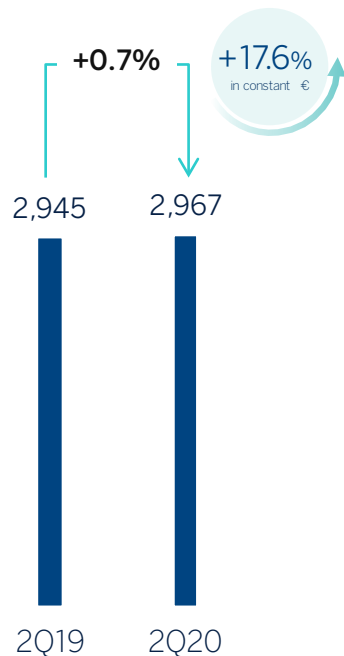
Creating Opportunities

2Q20 Results

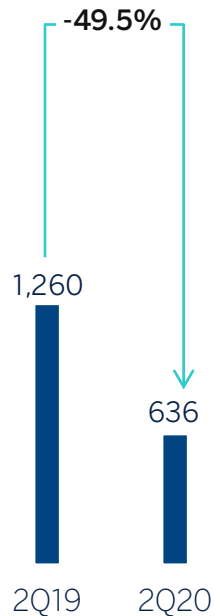
2Q20 RESULTS

Resilient Pre-Provision Profit and strong capital generation in a challenging environment

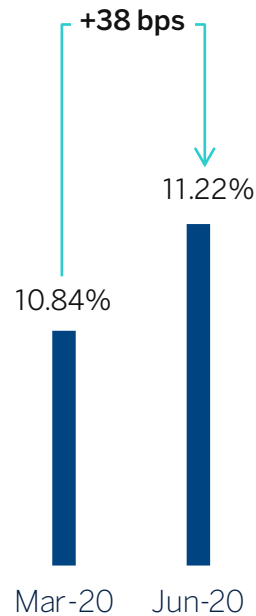
/ OPERATING INCOME (€M CURRENT)



/ NET ATTRIBUTABLE PROFIT (€M CURRENT)



/ CET1 FULLY LOADED (%)



- € Proven resilience in **Pre-Provision Profit**
- ✓ Very strong **cost control** and **efficiency**
- 📈 **Risk indicators** improving and within expectations
- 📈 Strong evolution of **capital ratios**

2Q20 RESULTS

1H20 Profit & Loss

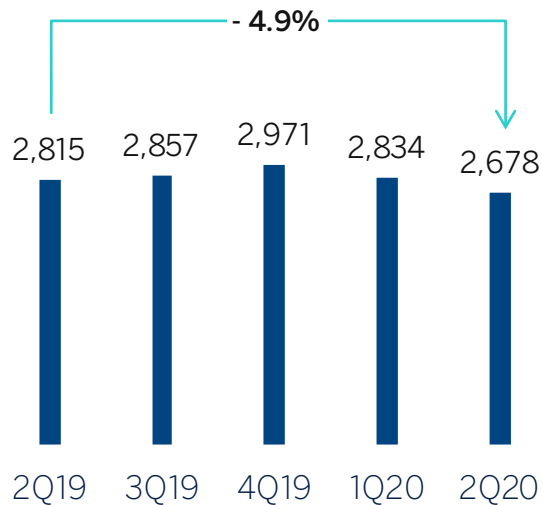
BBVA Group (€m)	1H20	Change 1H20/1H19	
		%	% constant
Net Interest Income	8,653	-3.2	4.5
Net Fees and Commissions	2,301	-6.8	-1.7
Net Trading Income	1,107	104.1	135.1
Other Income & Expenses	-16	n.s.	n.s.
Gross Income	12,045	0.8	8.8
Operating Expenses	-5,512	-6.2	-1.5
Operating Income	6,533	7.6	19.2
Impairment on Financial Assets	-4,146	139.5	162.0
Provisions and Other Gains and Losses	-671	134.9	143.6
Income Before Tax	1,716	-57.7	-52.6
Income Tax	-455	-60.0	-55.5
Non-controlling Interest	-333	-29.7	-17.8
Net Attributable Profit (ex-BBVA USA Goodwill)	928	-62.0	-57.8
BBVA USA Goodwill impairment	-2,084	n.s.	n.s.
Net Attributable Profit (reported)	-1,157	n.s.	n.s.

2Q20 RESULTS

Very disciplined cost management and leading efficiency indicators

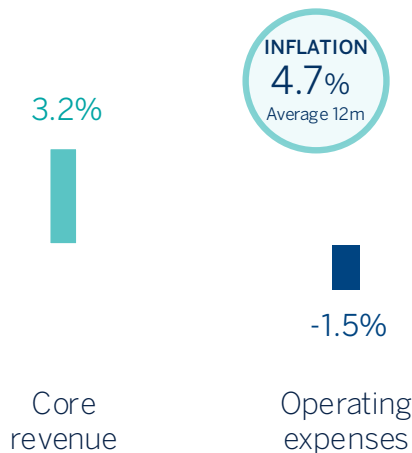
/ OPERATING EXPENSES

(€M CONSTANT)



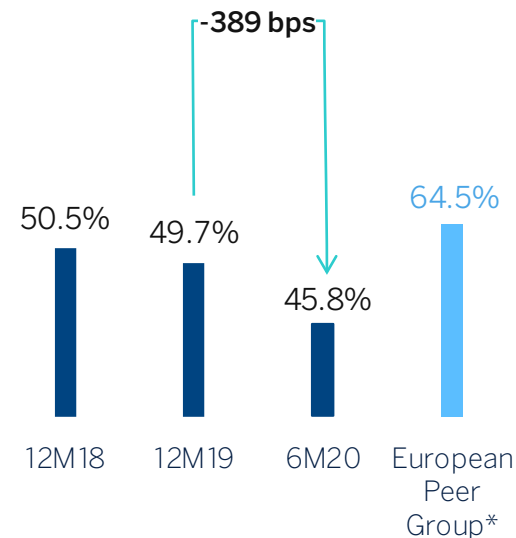
/ GROUP OPERATING JAWS

(6M20 YoY (%); € CONSTANT)



/ EFFICIENCY RATIO

(%; € CONSTANT)



2Q20 RESULTS

Our digital capabilities led to a competitive advantage in this context

Differential capabilities key to successfully serve our clients through digital and **remote channels**



Ability and **agility to deliver valuable tools** and functionalities in the current environment

INTERACTIONS

Global apps visits

pre vs. post COVID-19



Remote banker interactions

"My conversations in Spain"
Jun.20 vs. Feb.20



GROUP DIGITAL SALES

2Q20

66%

UNITS

50%

VALUE- PRV*



Global Mobile App (GloMo)
deployment in multiple countries

> 240
global features

13 million
clients migrated
in Mexico, Uruguay, Peru, Argentina



Global SMEs App (GEMA)

2.5x New daily unique users and downloads
Jun.20 vs. Feb.20



Digital Signature in Corporate Investment Banking

Increased

29x
vs. pre COVID-19

(*) Product Relative Value as a proxy of lifetime economic representation of units sold.

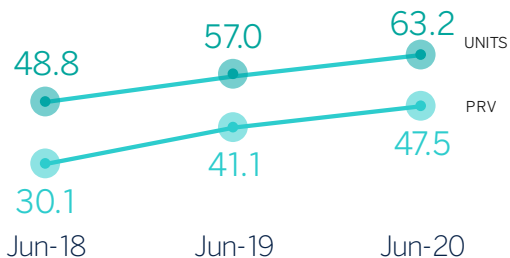
2Q20 RESULTS

Outstanding trend in digital sales

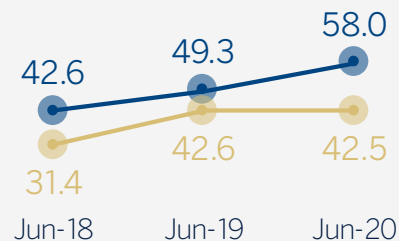
(% OF TOTAL SALES YTD, # OF TRANSACTIONS AND PRV*)

● UNITS ● PRV

GROUP



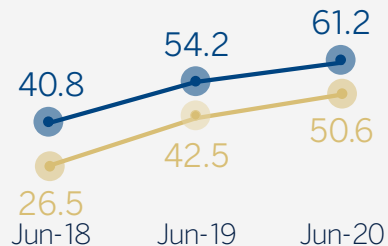
SPAIN



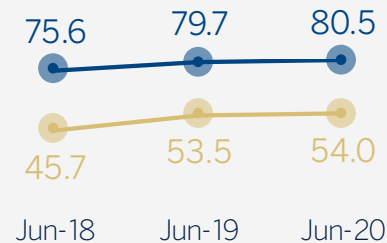
USA



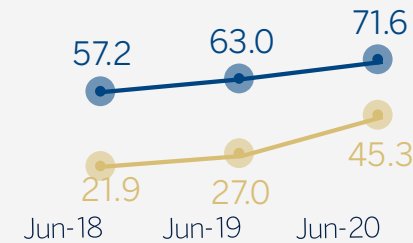
MEXICO



TURKEY



SOUTH AMERICA



Group and South America figures exclude Venezuela, Chile and Paraguay.
 (*) Product Relative Value as a proxy of lifetime economic representation of units sold.



Creating Opportunities

2Q20 Results

Business Areas

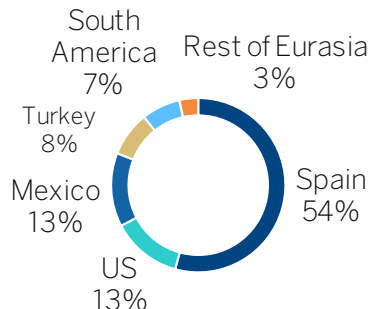
2Q20 RESULTS - BUSINESS AREAS

A well-diversified footprint with leadership positioning

/ BREAKDOWN BY BUSINESS AREA

TOTAL ASSETS (*)

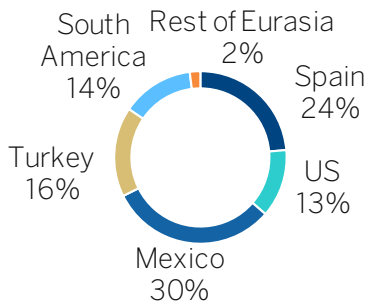
JUN.20



71%
Developed
Markets

GROSS INCOME (*)

6M20



40%
Developed
Markets

/ LEADERSHIP POSITIONING

MARKET SHARE (IN %) AND RANKING (**)



SPAIN

#3 13.4%

USA
TEXAS

#4 4.4%



TURKEY

PRIVATE BANKS

#2 18.4%



MEXICO

#1 23.1%

SOUTH AMERICA



COLOMBIA

#4 10.2%



PERU

#2 20.6%

ARGENTINA
PRIVATE BANKS

#4 12.1%

(*) Percentages exclude Corporate Center

(**) Loans' market shares except for USA (Deposits): Spain lending market share according BoSas of Jun.20 and ranking by AEB and CECA as of Mar.20; USA: by FDIC as of Jun.20 considering only Texas; Turkey: BRSA total performing loans among private banks as of Jun.20; Mexico data according to the system (CNBV) as of Jun.20; Argentina data based on private banks lending market share as of Jun.20 and ranking as of Feb.20; Colombia and Peru data according to the systems as of Jun.20.

2Q20 RESULTS - BUSINESS AREAS

Business Areas

 Spain

NET ATTRIBUTABLE PROFIT (1H20)

88 €m -88.1% vs. 1H19

NPL RATIO

4.3%
vs. 4.6% 2Q19

COVERAGE RATIO

66%
vs. 58% 2Q19

- Strong revenue growth, mainly driven core revenues and NTI.
- Decreasing trend in expenses continue.

 USA constant €

NET ATTRIBUTABLE PROFIT (1H20)

26 €m -91.6% vs. 1H19

NPL RATIO

1.1%
vs. 1.3% 2Q19

COVERAGE RATIO

133%
vs. 91% 2Q19

- NII impacted by lower interest rates.
- Outstanding cost management.

 Mexico constant €

NET ATTRIBUTABLE PROFIT (1H20)

654 €m -43.9% vs. 1H19

NPL RATIO

2.2%
vs. 2.2% 2Q19

COVERAGE RATIO

165%
vs. 148% 2Q19

- NII impacted by lower reference rates.
- Costs growing below average inflation.
- Flat operating income, supported by NTI and costs.

2Q20 RESULTS - BUSINESS AREAS

Business Areas

 Turkey constant €

NET ATTRIBUTABLE PROFIT (1H20)

266 €m +6.3% vs. 1H19

NPL RATIO

7.0%
vs. 6.3% 2Q19

COVERAGE RATIO

82%
vs. 76% 2Q19

- **Significant NII growth** explained by loan growth and the improvement in TL customer spread.
- **Fees** impacted by new regulation capping certain commissions.
- **Costs** growing below average inflation.

 South America constant €

NET ATTRIBUTABLE PROFIT (1H20)

159 €m -47.3%* vs. 1H19

COST OF RISK (YtD)

 3.37%
vs. 1.87% 2Q19

 2.91%
vs. 1.64% 2Q19

 3.64%
vs. 3.00% 2Q19

- **Colombia**: High singledigit growth in NII, supported by activity.
- **Peru**: Net Attributable Profit negatively impacted by higher provisioning.
- **Argentina**: Net Attributable Profit growth driven by recurring income.

(*) Venezuela in current €.

2Q20 RESULTS - BUSINESS AREAS

CIB – 1H20 Results**/ BUSINESS ACTIVITY**

(CONSTANT €, % YTD)

LENDING

74 €bn +19.2%

CUSTOMER FUNDS

45 €bn +20.8%

/ CLIENT'S REVENUE

(CONSTANT €, % YOY)

1,501 €m +17%

Wholesale banking
recurrent business*% of revenues given by our
relations with clients**/ RESULTS**

(CONSTANT €, % YOY)

GROSS INCOME

1,602 €m +17.9%

OPERATING INCOME

1,116 €m +31.0%

NET ATTRIBUTABLE PROFIT

385 €m -16.1%

- Macro uncertainty pending to see how the pandemic evolves and the measures taken by Governments
- Increasing liquidity needs boosted both activity performance and Client's Revenues
- High level of provisions, mainly in USA and Turkey, keeps affecting Attributable Profit despite growth in revenues and cost control

(*) Client's revenue / Gross income

Annex

ANNEX

BBVA had significant growth since 1995

More than 160 years of history



ANNEX

Organizational chart



Chief Executive Officer
Onur Genç

BUSINESS UNITS



Global Head of Corporate & Investment Banking
Luisa Gómez Bravo



Country Monitoring*
Jorge Sáenz-Azcúnaga



Country Manager España
Peio Belausteguigoitia



Country Manager México
Eduardo Osuna



Country Manager Estados Unidos
Javier Rodríguez Soler



Country Manager Turquía
Recep Bastug

GLOBAL FUNCTIONS



Global Head of Client Solutions
David Puente



Global Head of Finance
Jaime Sáenz de Tejada



Global Head of Global Risk Management
Rafael Salinas



GROUP EXECUTIVE CHAIRMAN
Carlos Torres Vila

TRANSFORMATION



Global Head of Engineering & Organization
Ricardo Forcano



Global Head of Talent & Culture
Carlos Casas



Global Head of Data
Ricardo Martín Manjón

STRATEGY



Senior Advisor to the Chairman
Juan Asúa



Global Head of Strategy & M&A
Victoria del Castillo



Global Head of Communications & Responsible Business
Paul G. Tobin

LEGAL AND CONTROL



Global Head of Legal
María Jesús Arribas



General Secretary
Domingo Armengol



Global Head of Regulation & Internal Control**
Ana Fernández Manrique



Chief Audit Executive**
Joaquín Gortari

(*) Reporting channel to CEO for Argentina, Colombia, Peru, Venezuela, Uruguay and Paraguay, as well as monitoring of all countries, including Spain, Mexico, USA and Turkey.

(**) Reporting to the Board of Directors through its corresponding committees.

The image features the BBVA logo in white, centered on a dark blue background. A diagonal band of a lighter teal color runs from the top right towards the bottom left, creating a dynamic geometric effect.

BBVA