

BBVA

Creating Opportunities

Annual General Meeting **2022**

Onur Genç

CEO

The highest recurrent results in the past 10 years

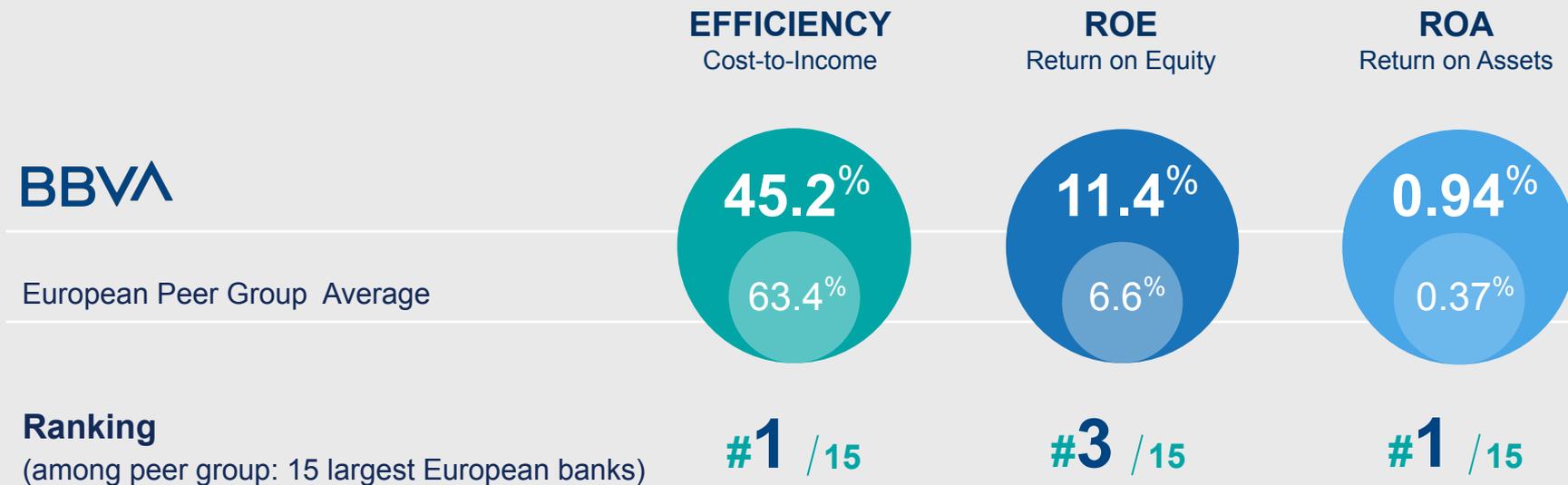
RECURRENT NET ATTRIBUTABLE PROFIT¹

(BILLION; CURRENT €)



(1) For comparison purposes, recurrent Net Attributable Profit excludes one-offs within each year's business perimeter. In 2021, Net Attributable Profit excludes discontinued operations related to BBVA USA sale and the net cost related to the restructuring process in Spain.

Leading European efficiency and profitability



Note: BBVA's ROE y ROA exclude discontinued operations related to BBVA USA sale and the net costs related to the restructuring process in Spain. European peer group: BARC, BNPP, CASA, CMZ, CS, DB, HSBC, ISP, LBG, NWS, SAN, SG, UBS, UCG. Data as of 12M21.

Outstanding performance in all business areas

	NET ATTRIBUTABLE PROFIT (2021)	ANNUAL GROWTH (CONSTANT €)
 SPAIN	1,581€M	+143%
 MEXICO	2,568€M	+43%
 TURKEY	740€M	+71%
 SOUTH AMERICA	491€M	+23%

Strong core
revenue growth

Efficiency
improvement

Operating
income
growing at
double-digit

Risk
indicators
better than
pre-COVID
levels

Profit market share showing significant improvement in all of our markets

OPERATING INCOME - MARKET SHARE

Q4 2021 YOY VARIATION IN BPS (OVER PEER GROUP¹)



(1) Market share over main local peers.

Uniquely positioned
to address the
challenges ahead
and seize the
opportunities of the
new era

01 Leading franchises

02 Digital edge

03 Trend-setters in sustainability

04 Strong capital position

05 The best team

01 Leading franchises in attractive markets

	LOAN MARKET SHARE	ROE (RETURN ON EQUITY)	VS. PEERS
 SPAIN	13.5%	11.7%	✓
 MEXICO	23.7%	23.4%	✓
 TURKEY ¹	17.1%	19.1%	✓
 COLOMBIA	10.6%	16.8%	✓
 PERU	21.3%	16.3%	✓

Note: Data as of dec-21, except for Colombia with market share as of Nov-21. (1) Among private banks

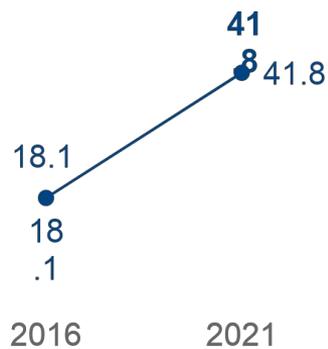
02 Digital edge



Servicing

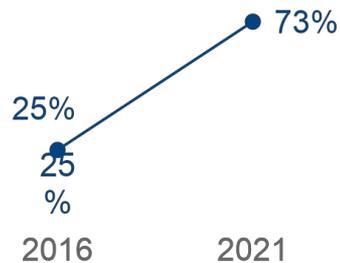
DIGITAL CUSTOMERS¹

(MILLION CUSTOMERS)



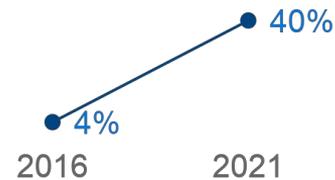
Sales

DIGITAL SALES²

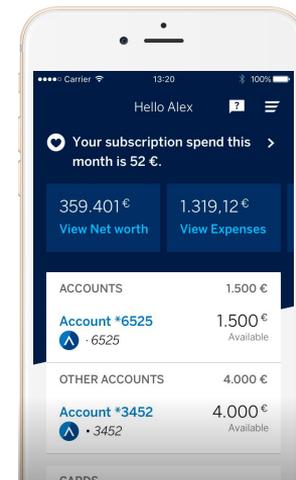


Customer acquisition

DIGITAL ACQUISITION³



Advice



(1) Takes into account each year's business perimeter (2) Digital sales in units. Exclude units sold in USA, Venezuela, Chile and Paraguay. (3) Gross customer acquisition through own channels for retail segment. Excludes the US business sold to PNC.

03 Trend-setters in sustainability

Sustainability as a key growth lever

SUSTAINABILITY-LINKED FINANCE¹



Pioneer in offering **sustainable products and advisory to our clients**



(1) Over Group's new business production. Excludes asset management business.

04 Strong capital position

EXCESS CAPITAL OVER REQUIREMENT

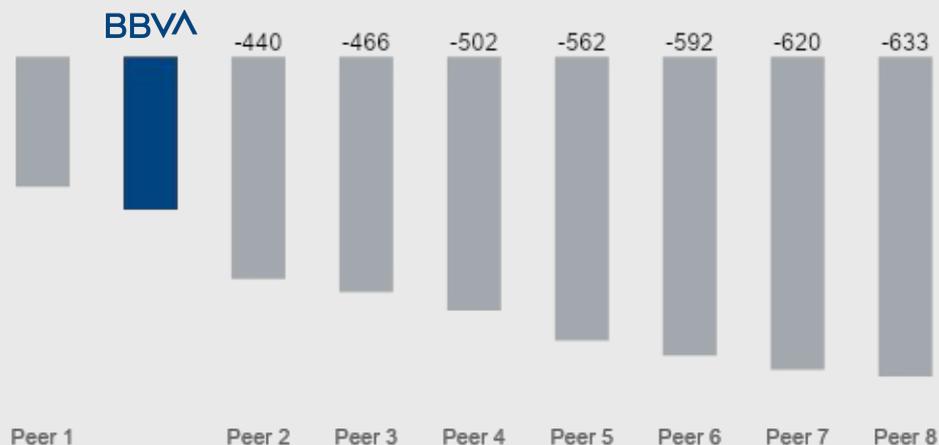
BBVA, CET1 FL DEC-21

€ **12.7** billion

Capital resilience under stress scenarios

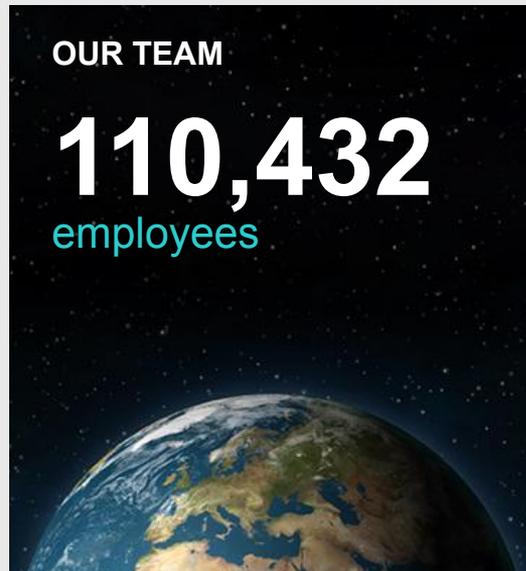
CAPITAL IMPACT OF THE ADVERSE SCENARIO¹

CET1 FL 2020-2023 (BPS)



(1) European peers subject to EBA Stress Test: BNPP, CASA, CMZ, DB, ISP, SAN, SG, UCG.

05 The best and most engaged team to capture the opportunities of the new era



On track to achieve our ambitious long-term goals

EFFICIENCY RATIO



ROTE



TBV/SHARE + DIVIDENDS



NEW TARGET CUSTOMERS¹

(MILLION; ACCUMULATED)



FINANCIACIÓN SOSTENIBLE

(€ BN; ACCUMMULATED 2018-2025)



(1) Target customers refers to those customers in which the bank wants to grow and retain, as they are considered valuable due to their assets, deposits and/or transactionality with BBVA.

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