



BBVA

2024

Annual General Meeting

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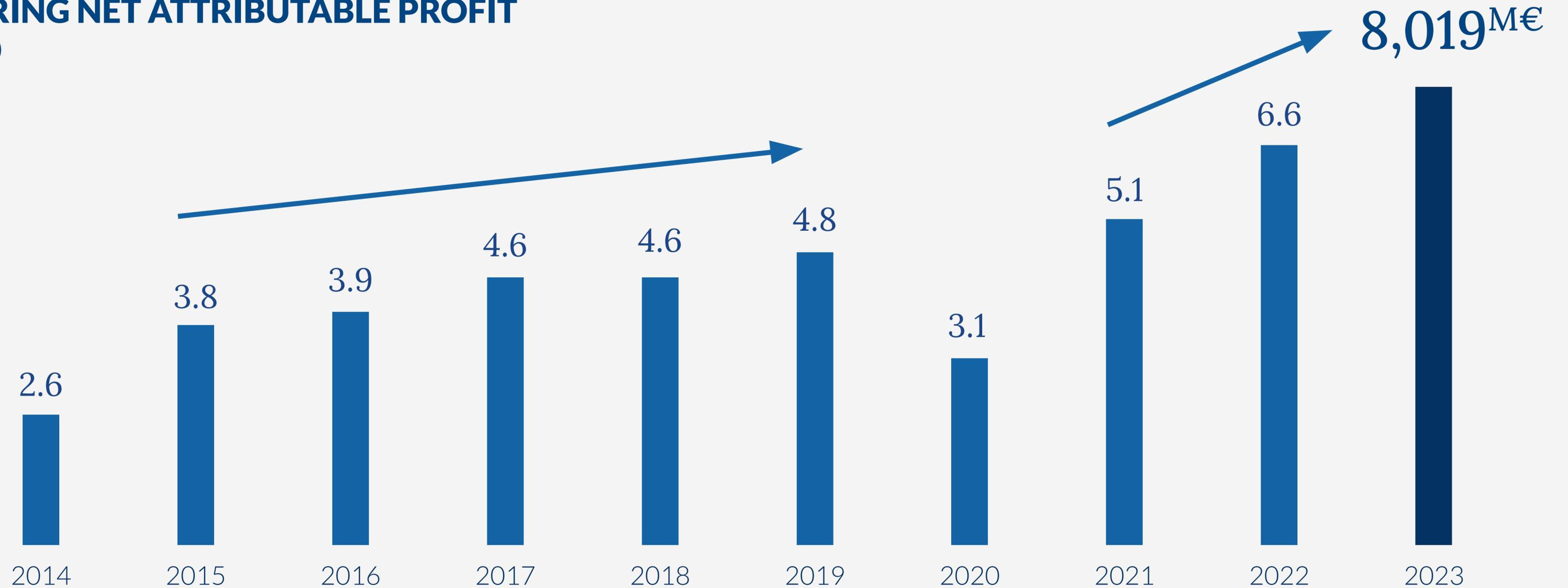
**Onur Genç**

CEO

# Highest Net Attributable Profit ever

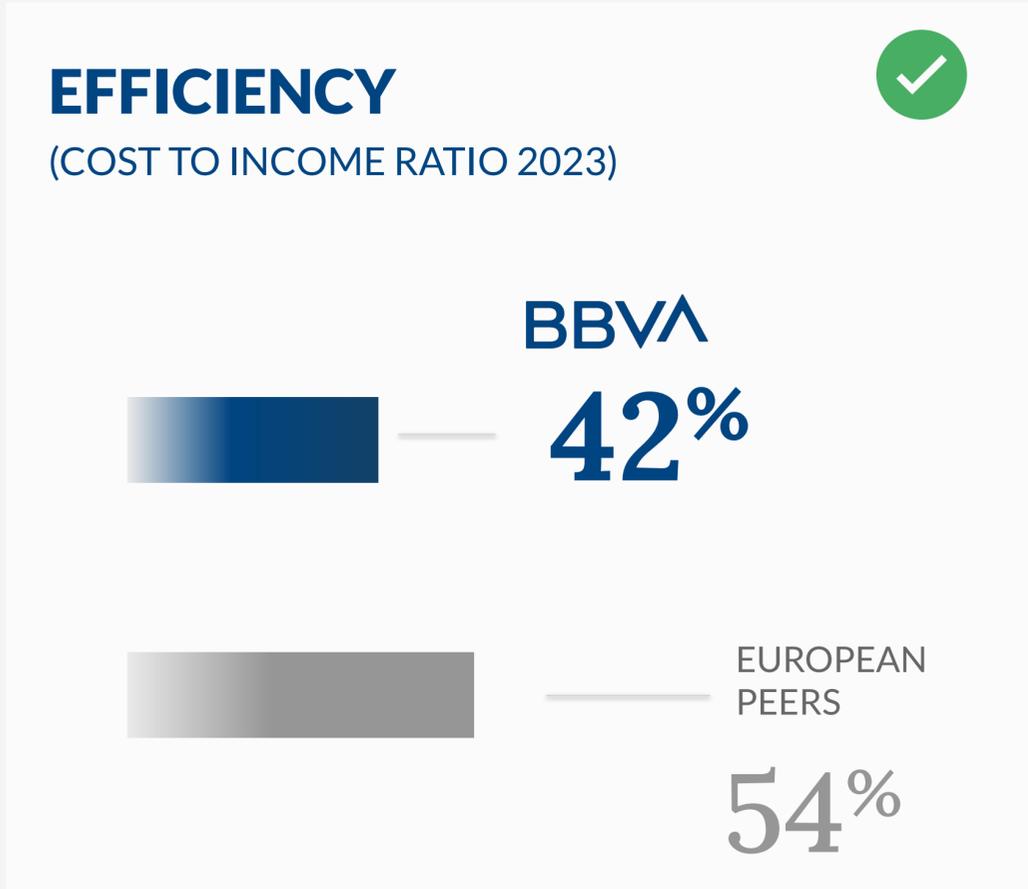
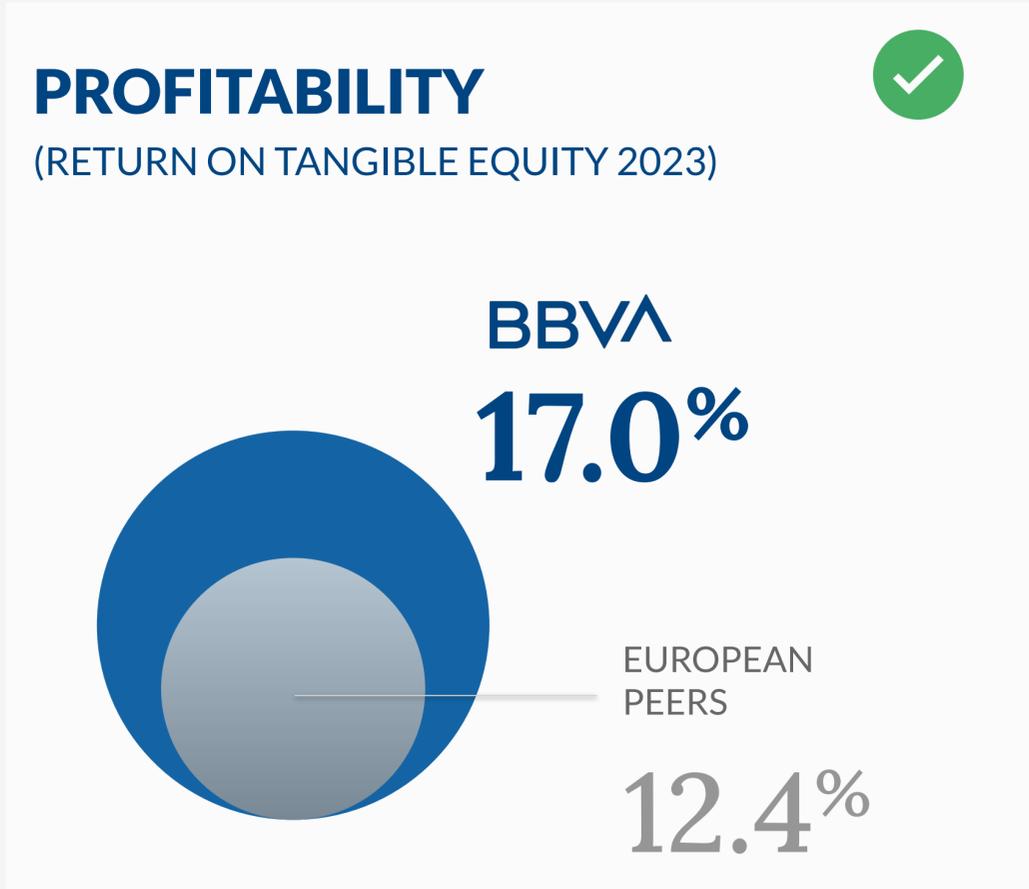
## RECURRING NET ATTRIBUTABLE PROFIT

(€ BILLIONS)



Note: Recurrent Net Attributable Profit figures, excluding discontinued operations and non-recurring results, as reported in each year's result presentation.

# Leaders in Europe in **growth, profitability and efficiency**



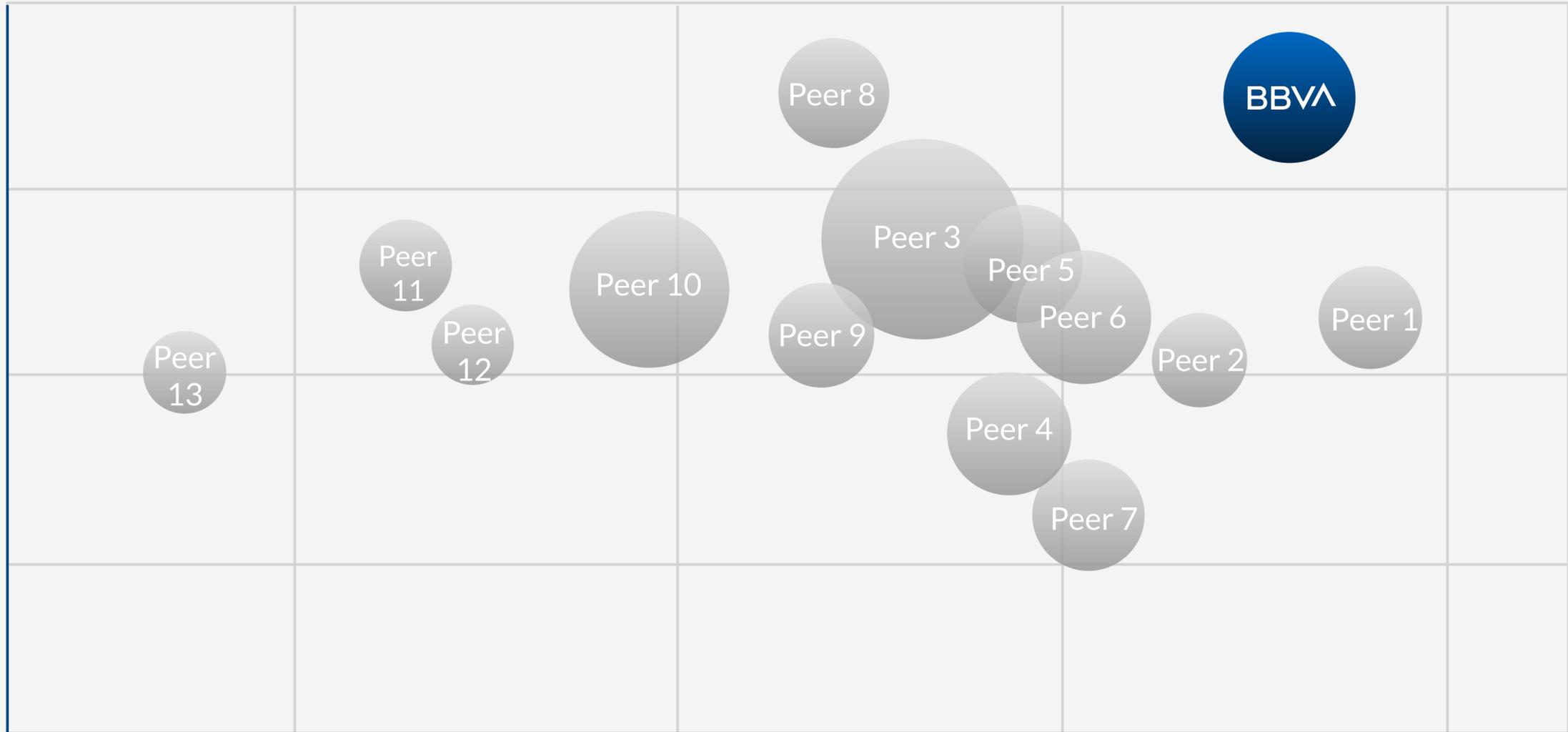
Note: BBVA growth rate of 7.6% considering performing loans under management excluding repos in constant euros. Considering gross loans in current euros the figure would be 5.5%. European Peer Group: BARC, BNPP, CABK, CASA, DB, HSBC, ING, ISP, LBG, NDA, SAN, SG, UCG. European

# Profitable growth successful strategy

## LOAN GROWTH



GROSS LOANS  
(2023 VS 2022)



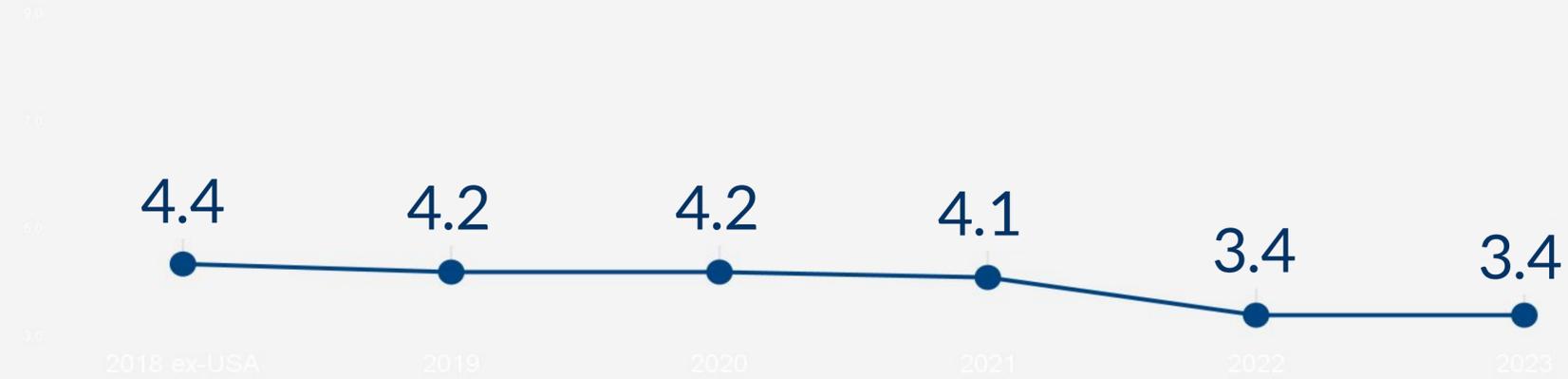
## PROFITABILITY

RETURN ON TANGIBLE  
EQUITY (2023)

European Peer Group: BARC, BNPP, CABK, CASA, DB, HSBC, ING, ISP, LBG, NDA, SAN, SG, UCG. European Bubble size represents market capitalization.

# Prudent risk management

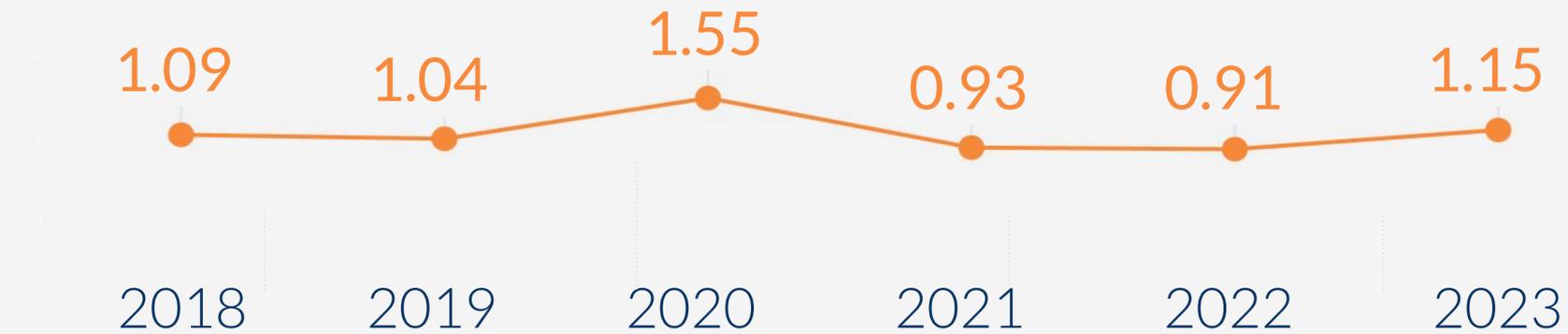
## NPL RATIO (%)



## COVERAGE RATIO (%)



## COST OF RISK (YTD, %)



Note: For comparison purposes, figures exclude BBVA USA business sold to PNC.

# Excellent performance of the business areas

BBVA	NET ATTRIBUTABLE PROFIT	
	NET PROFIT (€M)	VAR.% vs 2022
 SPAIN	2,755	+65%
 MEXICO	5,340	+17%
 TURKEY	528	+5%
 SOUTH AMERICA	613	-17%

Note: Mexico variation in constant euros.

# Gain of market share in all our geographies

## LOAN MARKET SHARE



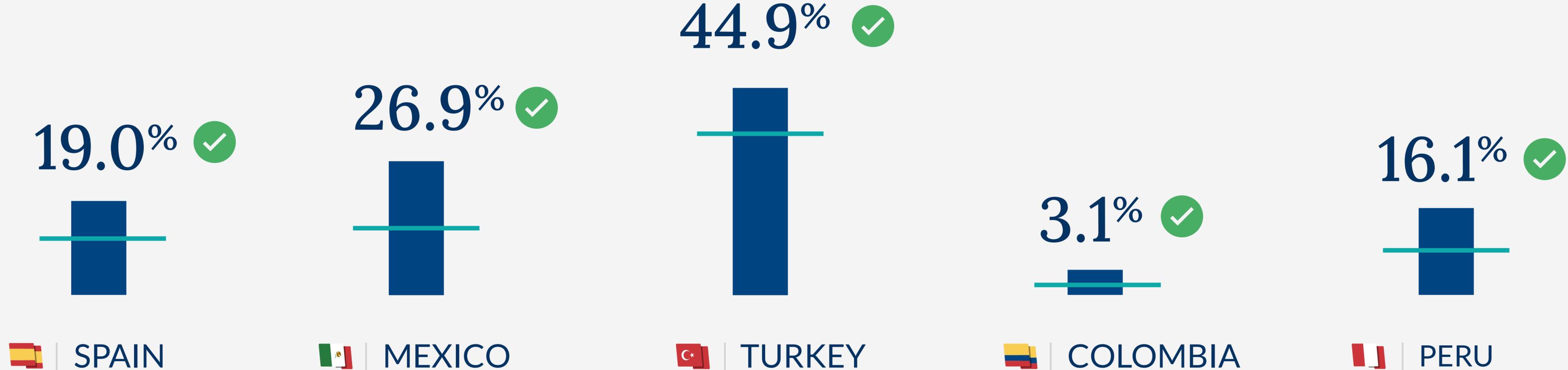
Note: Market share charts illustrate market shares since Dec'18 to Dec'23 or latest available. Variations 23/22 compare market shares as of Dec'22 vs Dec'23 or latest available. Turkey's market shares among private banks.

# Differential profitability in our main markets

## PROFITABILITY

(ROE 2023, BBVA VS LOCAL PEERS)

■ BBVA  
— Local Peers



# Good expectations for 2024

Net Attributable  
Profit to continue  
growing in 2024

ROTE

> 17%

EFFICIENCY RATIO

< 42%

We will outperform all goals from the 2021-2024

**Investor** Day

# Bring **more clients** to the bank is the best **growth strategy**

## ACTIVE CLIENTS BY SEGMENT

(VARIATION 2023 VS 2022)

RETAIL  
BANKING

**+6.2%**

SMES

**+7.7%**

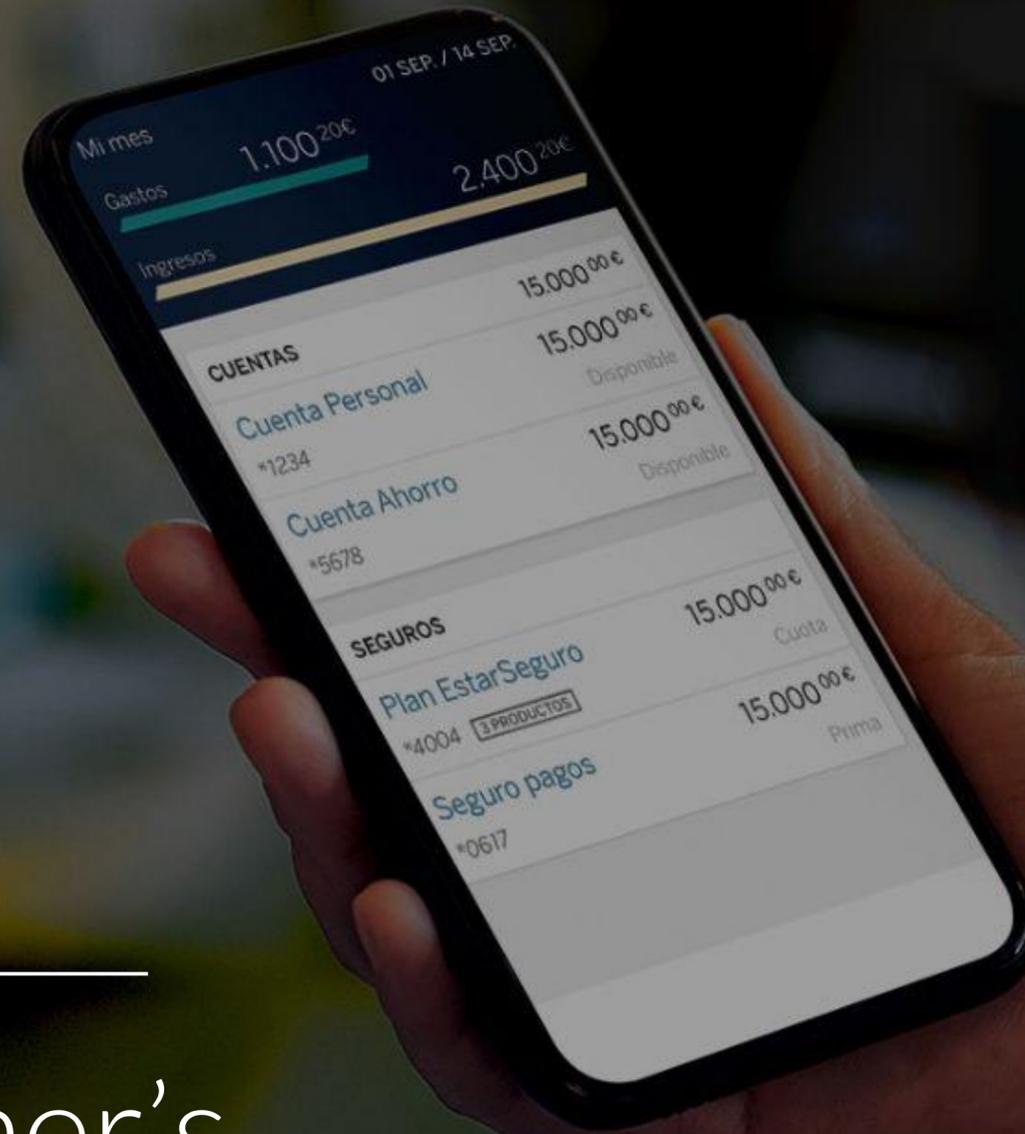
ENTERPRISES

**+3.2%**

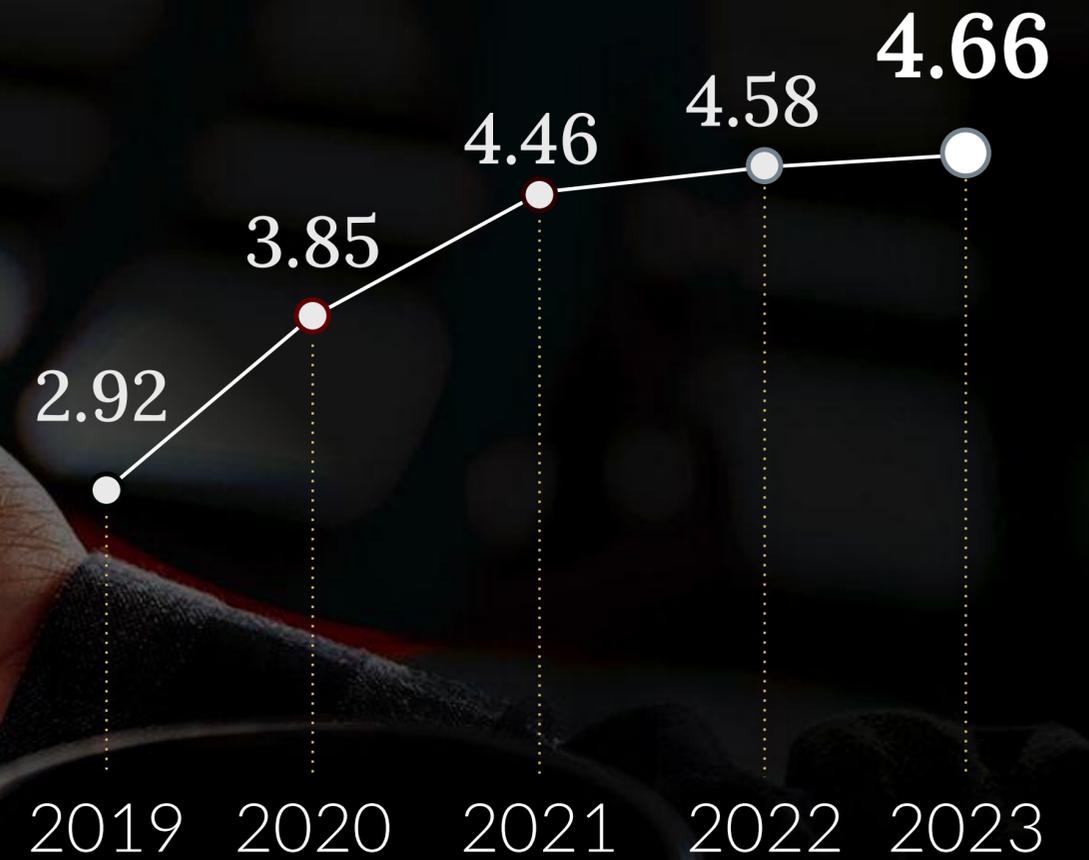


We leverage the opportunities of **digitalization**

to improve customer's experience



**GLOBAL RETAIL MOBILE APP**  
(APP'S SCORE 1 TO 5)



Source: Google Play & App Store in 2023

# Sustainability

represents a great opportunity for growth in all business segments

## SUSTAINABLE BUSINESS GROWTH BY SEGMENT

(2023 VS 2022)

RETAIL BANKING

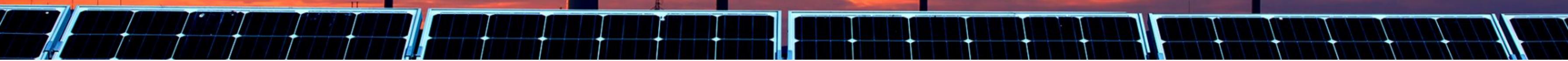
+43%

ENTERPRISES

+99%

CORPORATE & INVESTMENT BANKING

+20%



# The best and most engaged team

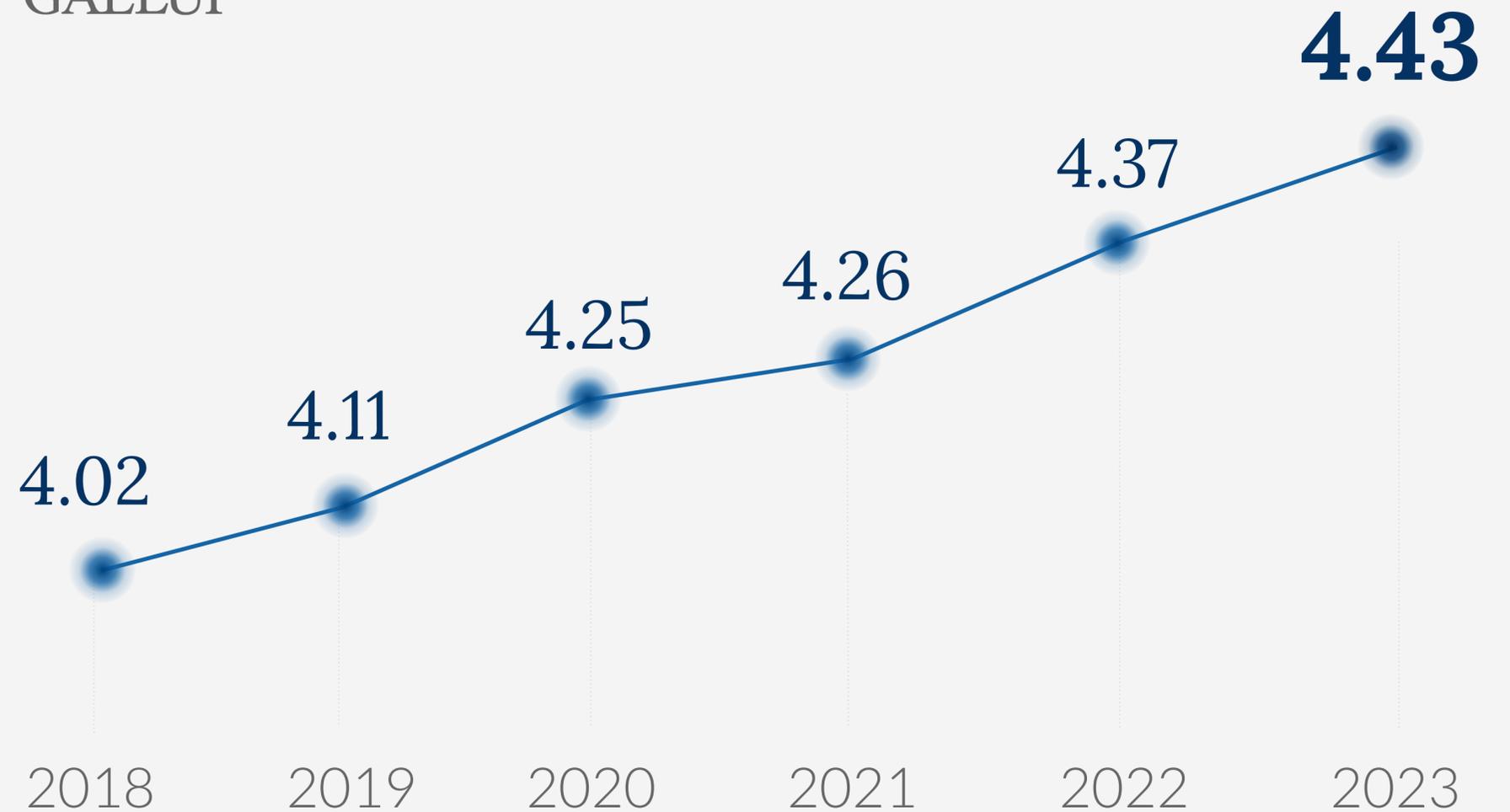
A team of more than



**120,000**

people

## EMPLOYEES ENGAGEMENT SURVEY GALLUP®



Note: Score 1 to 5.



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