BBVA

# 3Q25 BBVA Group



Corporate Presentation



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### **About BBVA**

### **BBVA's GLOBAL PRESENCE** SEPTEMBER 2025

Countries

>25

**Branches** 

5.657



**Employees** 

126,997

**Active Clients** 

80.1<sub>M</sub>

### **FINANCIAL HIGHLIGHTS**

SEPTEMBER 2025

Net attributable profit 9M25

7,978<sub>M€</sub>

CET 1

13.42%

Total assets 813,063 M€

Loans and advances to customers (gross) 447,901 M€

Deposits from customers

471,364 M€

### **DIGITAL CAPABILITIES** SEPTEMBER 2025

#### **CUSTOMERS**

Mobile Clients 61.6 M



#### **DIGITAL SALES**

 $PRV^1$ Units 79%

59%

### **SUSTAINABLE BUSINESS**

**NEW SUSTAINABLE BUSINESS TARGET** 

700 BN€ 2025-2029

**CHANNELED** 9M25

97<sub>BN€</sub>

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

# Our purpose:





# Our new strategic priorities will strengthen our leadership position

Embed a
Radical
Client
Perspective
in All We Do





**Boost Sustainability**as a Growth
Engine

Scale up All Enterprise Segments





 $\square$ 



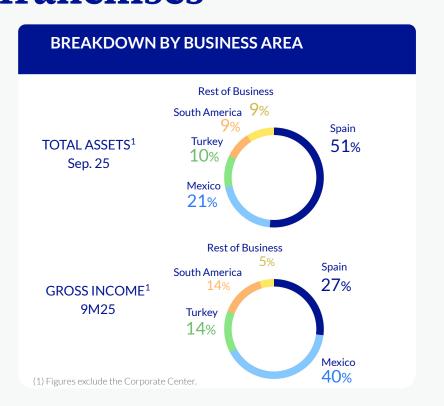
Unlock the Potential of **AI and Innovation** 

Strengthen
Our **Empathy**,
Succeed as a **Winning Team** 





# A well-diversified footprint with leading franchises







# **3Q25 Key Messages**

Strong activity drives **Net Interest Income growth** 

**NET INTEREST INCOME** 

**+18.3**% vs. 3Q24

TOTAL LOAN GROWTH1

**+16.0**% vs. Sep 2024

**Excellent fee income** evolution

**NET FEES AND COMMISSIONS** 

**+15.3**% vs. 3Q24

CONSTANT

Positive jaws and leading efficiency ratio

EFFICIENCY RATIO

**38.2**% 9M2

Sound asset quality metrics, better than expectations

COST OF RISK

**1.35**% 9M25

**Solid capital position**, with positive quarterly evolution

**CET1 RATIO** 

13.42% vs.

vs. 11.5%-12% TARGET RANGE

**Continued growth** of the underlying business franchises

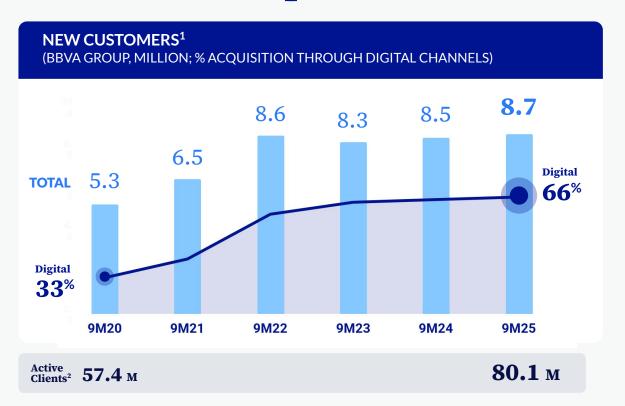
**NEW CUSTOMERS** 

8.7 million in 9M25

SUSTAINABLE BUSINESS

€97 billion in 9M25

## Record Customer Acquisition Driven by Digital





### **Positive impact on society** through our activity

**BBVA GROUP** LOAN GROWTH<sup>1</sup> (YOY, CONSTANT €) +16.0%

**SOCIAL INITIATIVES FINANCING** 

**23.5** BN€ mobilized



**FAMILIES** 

bought their home<sup>2</sup>

**SMEs & SELF-EMPLOYED** 

110,000 750,000

boosted their business<sup>2</sup>



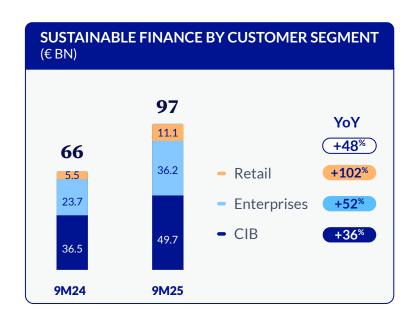
**ENTERPRISES** 

73,000

larger corporates invested in growth<sup>3</sup>



# **Sustainability as a Business Opportunity** and a Growth Driver





Note: Sustainable business channeling is considered to be any channeling of financial flows, cumulatively, in relation with activities, clients or products considered to be sustainable or promoting sustainability in accordance with internal standards inspired by existing regulations, market standards and best practices. The foregoing is understood without prejudice to the fact that said channeling, both at an initial stage or at a later time, may not be registered on the balance sheet. To determine the financial flows channeled to sustainable business, internal criteria is used based on both internal and external information. Figures exclude BBVA Asset Management and Fundación Microfinanzas BBVA activity.



### 9M25 Profit & Loss

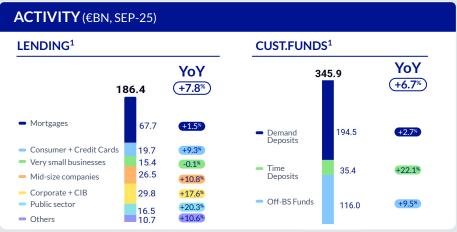
		Chai 9M25/	
BBVA GROUP (€M)	9M25	% const.	%
Net Interest Income	19,246	12.6	2.0
Net Fees and Commissions	6,071	16.6	5.5
Net Trading Income	1,962	-25.6	-33.0
Other Income & Expenses	-143	-91.0	-89.7
Gross Income	27,136	16.2	3.7
Operating Expenses	-10,360	11.0	1.7
Operating Income	16,776	19.7	5.0
Impairment on Financial Assets	-4,328	12.0	1.1
Provisions and Other Gains and Losses	-155	n.s.	n.s.
Income Before Tax	12,292	21.6	5.5
Income Tax	-3,832	19.2	4.7
Non-controlling Interest	-483	102.2	32.1
Net Attributable Profit	7,978	19.8	4.7





PROFIT & LOSS (€M)		Δ (%)			Δ (%)	
	3Q25	vs. 3Q24	vs. 2Q25	9M25	vs. 9M24	
Net Interest Income	1,675	4.0	3.2	4,905	2.3	
Net Fees and Commissions	566	2.2	-3.5	1,743	4.2	
Net Trading Income	136	-40.0	-11.2	536	-11.2	
Other Income & Expenses	79	-3.3	-33.9	289	n.s.	
Gross Income	2,457	-0.6	-1.1	7,473	5.8	
Operating Expenses	-850	3.1	12.8	-2,420	-1.6	
Operating Income	1,607	-2.5	-7.1	5,053	9.7	
Impairment on Financial Assets	-176	2.2	8.2	-478	-5.7	
Provisions and Other Gains and Losses	-13	-65.4	-11.0	-53	-40.6	
Income Before Tax	1,417	-1.5	-8.7	4,522	12.7	
Income Tax	-422	15.5	-2.0	-1,381	18.3	
Net Attributable Profit	994	-7.2	-11.2	3,139	10.5	





(1) Performing loans and Cust. Funds under management, excluding repos.

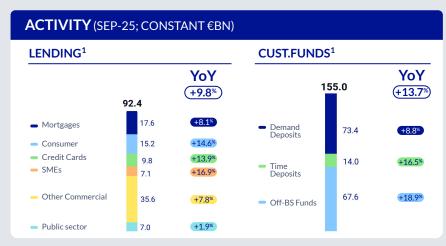
- Loan growth accelerated (+7.8% YoY), supported by strong new loan origination (+13% 9M25 YoY).
- NII continues to increase (+3.2% QoQ), driven by robust activity growth, disciplined pricing, and a higher ALCO contribution.
- Solid fees performance despite summer seasonality.
- Operating expenses remained well contained (+1.3% QoQ, excl. 2Q one-off related with VAT payment).
- Sound risk metrics. CoR at 34 bps, in line with expectations.



### Mexico

PROFIT & LOSS		<b>∆</b> Const	ant (%)		∆ Current (%)	∆ Constant (%)
(CONSTANT €M)	3Q25	vs. 3Q24	vs. 2Q25	9M25	vs. 9M24	vs. 9M24
Net Interest Income	2,878	7.2	3.3	8,393	-4.2	8.3
Net Fees and Commissions	585	5.3	2.6	1,730	-6.3	6.0
Net Trading Income	170	-14.6	-7.1	570	-5.9	6.3
Other Income & Expenses	137	-4.4	-14.3	430	0.9	14.0
Gross Income	3,770	5.2	1.9	11,124	-4.4	8.0
Operating Expenses	-1,141	9.7	1.9	-3,389	-2.7	10.0
Operating Income	2,630	3.4	1.9	7,735	-5.2	7.2
Impairment on Financial Assets	-792	3.3	-1.2	-2,279	-3.3	9.4
Provisions and Other Gains and Losses	-35	75.8	62.6	-69	78.9	102.2
Income Before Tax	1,803	2.6	2.6	5,387	-6.6	5.6
Income Tax	-507	7.0	3.2	-1,511	-3.8	8.7
Net Attributable Profit	1,296	1.0	2.4	3,875	-7.6	4.5





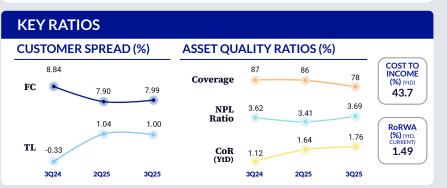
(1) Performing loans and Cust. Funds under management, excluding repos, according to local GAAP.

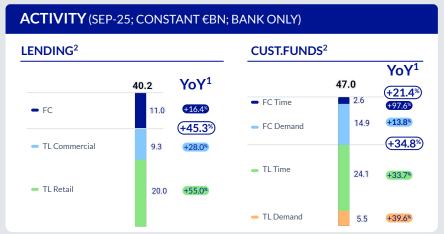
- Sound loan growth (+9.8% YoY, +11% excl. FX impact) driven by retail segments (+13.8% YoY).
- Strong core revenue growth (+3.3% QoQ), supported by higher NII amid sound lending momentum and solid fee performance across all segments.
- Outstanding efficiency ratio at 30.5% 9M25.
- Solid underlying asset quality trends. CoR stands at 327 bps, ahead
  of expectations.





PROFIT & LOSS	_	∆ Currer	nt (%)		Δ Current (%)
(CURRENT €M)	3Q25	vs. 3Q24	vs. 2Q25	9M25	vs. 9M24
Net Interest Income	831	159.4	37.2	2,137	131.0
Net Fees and Commissions	544	9.0	7.1	1,602	14.1
Net Trading Income	119	-49.5	21.4	340	-59.4
Other Income & Expenses	-126	16.4	81.9	-303	-7.6
Of which:					
Net Monetary Position (NMP) loss	-251	-11.6	69.5	-747	-36.6
CPI linkers revenues	165	-22.2	51.6	584	-36.1
Gross Income	1367	44.6	19.8	3,776	33.1
Operating Expenses	-571	21.2	13.6	-1,651	19.6
Operating Income	796	67.7	24.6	2,125	45.8
Impairment on Financial Assets	-260	43.6	50.2	-667	100.6
Provisions and Other Gains and Losses	-23	-246.6	-279.9	-13	-113.1
Income Before Tax	513	65.7	7.1	1,445	18.1
Income Tax	-232	10.2	30.6	-674	-4.9
Non-controlling Interest	-45	164.1	-5.7	-123	50.7
Net Attributable Profit (reported)	236	187.7	-6.9	648	49.6





- (1) FC (foreign currency) evolution excluding FX impact.
- (2) Performing loans and deposits under management, excluding repos, according to local GAAP.
- TL Loan growth (+10.7% QoQ), primarily driven by retail segments. FC loan growth slowed during the quarter (2.9% QoQ).
- Strong NII increase in 3Q25, supported by continued activity growth.
- Robust fee growth, led by payments systems and asset management fees.
- Impairments increased, reflecting still-elevated provisioning needs in retail and lower wholesale releases. CoR at 176 bps, within guidance.



### © | South America

NET ATTRIBUTABLE PROFIT (CURRENT €M)							
	Δ Current (%)						
	3Q25	vs. 3Q24	vs. 2Q25	9M25	vs. 9M24		
Colombia	48	40.5	20.6	122	33.6		
Peru	71	12.3	-2.1	227	31.0		
Argentina	13	-63.5	-68.3	104	-25.0		
Other 1	32	32.6	-37.6	133	92.4		
South America	164	5.8	-19.3	585	24.1		





- (1) Performing loans and Cust. Funds under management, excluding repos.
- COL Strong Net Profit growth, supported by robust revenue growth:
   NII growing on higher activity and better customer spread, and increased fees. Risk metrics continued to improve.
- PER Solid Net Profit in 3Q, supported by NII increase, driven by retail-oriented activity growth, and strong fee performance.
   Impairments increased due to risk models parameters update. Solid underlying asset quality trends.
- ARG Net Profit affected by rates volatility and FX depreciation in the quarter.

Note: Inflation rate ARG: 6.0% in 3O25 vs 6% in 2O25 and 22% in 9M25 (vs 102% 9M24).



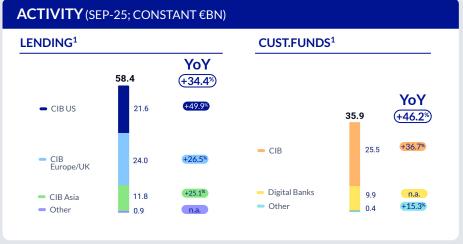


### **Rest of business**

PROFIT & LOSS		Δ		Δ (%)	
(CONSTANT €M)	3Q25	vs. 3Q24	vs. 2Q25	9M25	vs. 9M24
Net Interest Income	221	17.4	16.7	596	15.7
Net Fees and Commissions	152	48.0	6.2	428	53.9
Net Trading Income	93	11.0	24.7	269	8.8
Other Income & Expenses	2	n.s.	277.9	4	241.1
Gross Income	468	25.1	14.9	1,296	24.5
Operating Expenses	-227	29.5	12.4	-624	26.9
Operating Income	241	21.2	17.3	672	22.4
Impairment on Financial Assets	-10	-213.5	-43.8	-47	27.7
Provisions and Other Gains and Losses	-9	n.s.	75.0	-11	n.s.
Income Before Tax	222	6.8	21.7	615	20.5
Income Tax	-44	12.3	-2.5	-134	22.0
Net Attributable Profit	178	5.6	29.6	481	20.0
<u> </u>					

Rest of business includes mainly CIB business in US, Europe & Asia and digital banks (Italy, Germany).





(1) Performing loans and Cust. Funds under management, excluding repos.

- Solid activity dynamics across the board, driven by both Investment Banking and Transactional Banking.
- Robust revenues growth, underpinned by strong business activity.
- Higher NII, supported by larger volumes and price management.
- Outstanding fee performance, thanks to a stronger contribution from Investment Banking fees.
- Strong asset quality metrics, with CoR at 10 bps 9M25.



### Other Information: Corporate & Investment Banking

#### **BUSINESS ACTIVITY**

(CONSTANT €M CHANGE YTD)

#### **LENDING**

102€Bn +15.2%

### **CUSTOMER FUNDS**

79€Bn +22.7%

#### **CLIENT'S REVENUE**

(CONSTANT €M CHANGE vs. 9M24)

4,038 €M +20%



Wholesale banking recurrent business<sup>1</sup>

% of revenues given by our relations with clients

#### **RESULTS**

(CONSTANT €M CHANGE vs. 9M24)

#### **GROSS INCOME**

4,832 €M +26.8%

### **OPERATING INCOME**

3,549 €M +30.3%

#### **NET ATTRIBUTABLE PROFIT**

2,341 €M +31.8%

- Global political and financial conditions defined by persistent geopolitical and trade uncertainty, a slowing of general inflation, contrasted by resilient core price pressures, prevailing restrictive central bank policies, and a heterogeneous global economic deceleration
- CIB maintained powerful business momentum. This upward trend is the result of increasing lending volumes and customer funds, resting on a strong base of performance in core divisions like Project Finance, Corporate Financing, and transactional services.
- Exceptional quarter in Revenues and Net Attributable Profit with growth in all business lines, with NII and Fees (singular deals in IB&F) being highlighted by good activity levels

Note: CIB revenue and results figures do not include neither Venezuela nor hyperinflation adjustments. (1) Client's revenue / Gross income.



## **Takeaways**



Outstanding shareholder **value creation** and profitability metrics



Another solid quarter in **profit and** capital generation



**Strong core revenues evolution** on the back of activity growth, fully absorbing the declining rates in larger markets



Industry leading **efficiency levels** with clear focus on costs



**Continued CET1 capital creation** with positive tailwinds for 4Q25



Continued growth of the underlying franchise with record new customer additions and sustainability volumes



## **Group Financial KPIs Goals Evolution**



**ROTE** (%, CURRENT €)

GOAL

c.22%

Avg. 2025-2028

(9M25)

19.7%

**TBV + DIV PER SH** (%, CURRENT €)

GOAL

**Mid-teens** 

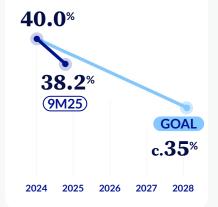
CAGR 2024-2028

(9M25)

**15.4**%

CAGR 2024-9M25

**C/I RATIO** (%, CURRENT €)



NET ATTRIBUTABLE PROFIT

(CURRENT €Bn)

















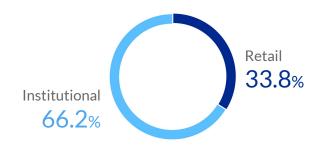
# BBVA has more than 165 years of history

1995 • 1996 •	Banco Continental (Perú) Probursa (Mexico) Banco Ganadero (Colombia) Bancos Cremi and Oriente (Mexico) Banco Francés (Argentina) Banco Provincial (Venezuela) B.C. Argentino (Argentina)	2007 • 2008 • 2009 • 2010 •	Compass (USA)  Extended CNCB agreement (China)  Guaranty Bank (USA)  New extension CNCB agreement (China)  Turkiye Garanti Bankasi (Turkey)	2016 2017		Sale of CNCB's 1.12% (China) Sale of GarantiBank Moscow AO (Moscow)  Sale of CNCB (China) Acquisition of an additional stake in Turkiye Garanti Bankasi of 9.95% (Turkey) Agreement with Cerberus to transfer the Real Estate Business (Spain)
1998	Poncebank (Puerto Rico) Banco Excel (Brazil) Banco BHIF (Chile)	2011 •	Extension of Forum Servicios Financieros agreement (Chile) Credit Uruguay (Uruguay)	2018	•	Sale of the stake in BBVA Chile
1999 •	Provida AFP (Chile) Consolidar AFP (Argentina) Bancomer (Mexico)	2012 •	Sale of BBVA Puerto Rico Unnim Banc (Spain)	2020	•	Bancassurance partnership with Allianz (España)
2000 •	Valley Bank (USA) Laredo (USA) Public takeover offer for Bancomer (Mexico)	2013 •	Sale of Panama Sale of pension business in Latam Sale of CNCB's 5.1% (China)	2021	•	Sale of BBVA Paraguay Sale of BBVA USA
2005	Granahorrar (Colombia) Hipotecaria Nacional (Mexico)	2015	Sale of CIFH's stake to CNCB (China) Sale of CNCB's 4.9% (China)	2022	•	Acquisition of an additional stake in Turkiye Garanti Bankasi of 36.12% (Turkey)
2006	Texas Regional Bancshares (USA) Forum Servicios Financieros (Chile) State National Bancshares (USA) CITIC (China)		Catalunya Banc (Spain) Acquisition of an additional stake in Turkiye Garanti Bankasi (Turkey)			



### BBVA's shareholders structure (Sep.25)

# BBVA SHARES # SHAREHOLDERS 669,979



	Sharehold	ers	Shares	
NUMBER OF SHARES	Amount	%	Amount	%
Up to 500	297,411	44.4	53,650,054	0.9
501 to 5,000	292,809	43.7	517,736,617	9.0
5,001 to 10,000	42,889	6.4	300,497,617	5.2
10,001 to 50,000	33,243	5.0	637,361,459	11.1
50,001 to 100,000	2,345	0.4	160,403,640	2.8
100,001 to 500,000	1,028	0.2	182,392,714	3.2
More than 500,001	254	0.04	3,911,243,364	67.9
	669,979		5,763,285,465	

Note: In the case of shares held by investors operating through a custodian entity located outside Spain, only the custodian is counted as a shareholder, as it is the entity registered in the corresponding book-entry register. Therefore, the reported number of shareholders does not include these underlying holders.



# Organizational chart



Chief Executive Officer Onur Genc



Chair Carlos Torres Vila

#### **Business Units**



Sustainability (1)
Corporate & Investment Banking
Javier Rodríguez Soler



Country Monitoring (2) Jorge Sáenz-Azcúnaga



Finance Luisa Gómez Bravo

Global Functions



Engineering Carlos Casas

Transformation



Strategy

Strategy & M&A Victoria del Castillo



Legal María Jesús Arribas

Legal and Control



Commercial Client Solutions Jaime Sáenz de Tejada



Country Manager Spain Peio Belausteguigoitia



Global Risk Management José Luis Elechiguerra



Talent & Culture
Paul G. Tobin



Communications Paula Puyoles



General Secretary Domingo Armengol



Retail Client Solutions David Puente



Country Manager Mexico Eduardo Osuna



Data Antonio Bravo



Senior Advisor to the Chair Juan Asúa



Regulation & Internal Control (3)
Ana Fernández Manrique



Internal Audit (3) Carlos Sanz-Pastor



Digital Banks Murat Kalkan

A.

Country Manager Türkiye Mahmut Akten

 $<sup>(1) \,</sup> Reporting \, to \, the \, CEO \, and \, to \, the \, Chair \, (for \, topics \, related \, to \, sustainability \, strategy \, and \, transformation)$ 

 $<sup>(2) \,</sup> Reporting \, channel \, to \, CEO \, for \, Argentina, \, Colombia, \, Peru, \, Venezuela \, and \, Uruguay, \, as \, well \, as \, monitoring \, of \, all \, countries, \, including \, Spain, \, Mexico \, and \, Turkey.$ 

