

# **3Q23** Results

October 31, 2023



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### BBVA reports one more quarter of **earnings growth**



NOTE: In the presentation, 2022 figures have been restated according to IFRS17 - Insurance contracts. (1) Earnings per share (EPS) according to IAS33.

### Robust upward trend in Operating Income



### **Outstanding shareholder value creation** and excellent profitability metrics



### PROFITABILITY METRICS<sup>3</sup>



(1) Total number of shares considered: 6,021mn as of Sep-22, 5,963mn as of Jun-23 and 5,835mn as of Sep-23. (2) April 2023 dividend per share paid 0.31 € (gross) and October 2023 dividend per share paid 0.16 € (gross). (3) Profitability metrics excluding discontinued operations and non-recurring results.

### 3Q23 Profit & Loss

		Change 3Q23/3Q22		Change 3Q23/2Q23	
BBVA Group (€M)	3Q23	% constant	%	% constant	%
Net Interest Income	6,434	35.6	22.5	13.4	11.5
Net Fees and Commissions	1,685	27.6	21.7	13.6	14.6
Net Trading Income	658	37.1	14.7	79.9	96.6
Other Income & Expenses	-820	115.4	120.2	221.3	114.3
Gross Income	7,956	29.1	16.4	9.5	10.7
Operating Expenses	-3,303	25.2	17.8	12.1	13.0
Operating Income	4,654	32.0	15.3	7.7	9.1
Impairment on Financial Assets	-1,210	33.3	28.8	17.6	18.1
Provisions and Other Gains and Losses	-79	-19.3	-28.4	36.9	22.0
Income Before Tax	3,365	33.6	12.7	4.1	5.9
Income Tax	-1,226	43.4	22.0	19.1	19.2
Non-controlling Interest	-56	n.s.	n.s.	n.s.	n.s.
Net Attributable Profit (reported)	2,083	29.6	13.4	-1.4	2.5

### 9M23 Profit & Loss

		Change	
		9M23/9M22	2
BBVA Group (€M)	9M23	% constant	%
Net Interest Income	17,843	36.5	29.4
Net Fees and Commissions	4,594	17.5	13.6
Net Trading Income	1,430	-0.8	-14.3
Other Income & Expenses <sup>1</sup>	-1,763	6.4	41.3
Gross Income	22,104	31.8	21.1
Operating Expenses	-9,241	22.3	18.1
Operating Income	12,863	39.7	23.3
Impairment on Financial Assets	-3,203	35.5	34.6
Provisions and Other Gains and Losses	-173	-4.1	-15.1
Income Before Tax	9,487	42.4	20.9
Income Tax	-3,204	41.7	23.8
Non-controlling Interest	-322	n.s.	n.s
Net Attributable Profit (ex non-recurring impacts) <sup>2</sup>	5,961	31.8	19.3
Net Attributable Profit (reported)	5,961	37.9	24.3

(1) Extraordinary banking tax in Spain (-215 €M) is registered under Other Income & Expenses. (2) Non-recurring results include the negative impact of 201€M due to the agreement reached with Merlin for the purchase of 662 branches in Spain in 2Q22

## Continued Gross Income growth driven by core

### revenues

#### NET INTEREST INCOME (CONSTANT €M)



Outstanding NII growth driven by activity and customer spread improvement

#### **NET FEES AND COMMISSIONS**

(CONSTANT €M)



Sound fee income levered on Payments, Asset Management and transactional business

#### **NET TRADING INCOME**



#### **GROSS INCOME** (CONSTANT €M)



#### Strong quarterly and year-over-year performance thanks to core revenues growth

# Core revenues growth levered on **activity and higher spreads**



Note: Performing loans under management excluding repos according to local GAAP. Mexico customer spread is for blended currency (MXN and USD)

### **Positive jaws** and strong improvement in efficiency



### Slight deterioration in asset quality metrics





COST OF RISK (%, YTD)





# **Strong shareholders distribution** levered on our solid capital position



october interim dividend 2023 €16 cts/sh<sup>2</sup> +33% vs Oct'22 2023 EXTRAORDINARY SBB PROGRAM E 1.0 BN EXPECTED TO BE FINISHED BY YEAR-END

(1) Includes, among others, FX and mark to market of HTC&S portfolios, minority interests, and a positive impact in OCI equivalent to the Net Monetary Position value loss in hyperinflationary economies registered in results. (2) Gross Euro cents per share.

Note: The execution of the €1.0 Bn share buyback program scheme is considered an extraordinary shareholder distribution and is therefore not included in the scope of the ordinary distribution policy.

### Excellent improvement in **digital customer acquisition**

**NEW CUSTOMERS<sup>1</sup>** 

(BBVA GROUP, MILLION; % ACQUISITION THROUGH DIGITAL CHANNELS)



(1) Gross customer acquisition through own channels for retail segment. Excludes the US business sold to PNC for comparison purposes.

### Advancing in our clear commitment to **sustainability**



Note: Sustainable business channeling is considered to be the mobilization of financial flows, cumulatively, towards activities or clients considered sustainable, based on existing regulations, internal criteria, market criteria and best practices. It includes FMBBVA within retail segments.

### **Positive impact on society**



LOAN GROWTH<sup>1</sup> (Sep-23, YOY, CONSTANT €)

+8.0%

**INCLUSIVE GROWTH FINANCING** 

12.0 €Bn MOBILIZED

MOBILIZED IN 9M23

100,000 FAMILIES BOUGHT THEIR HOME<sup>2</sup>

### 400,000

SMEs AND SELF - EMPLOYED BOOSTED THEIR BUSINESS<sup>2</sup>







70,000

**CORPORATES** 

**INVESTED IN** 

**GROWTH<sup>3</sup>** 

LARGER

(1) Performing loans under management excluding repos.(2) New loans in 9M23. (3) Corporates with BBVA lending as of September 2023

### We continue our path to success in **our ambitious long-term goals**



(1) Excluding discontinued operations and non-recurring results (2) Target customers refers to those customers in which the bank wants to grow and retain, as they are considered valuable due to their assets, liabilities and/or transactionality with BBVA.



## Business Areas





#### PROFIT & LOSS (€M)

				_	
	3Q23	vs. 3Q22	vs. 2Q23	9M23	vs. 9M22
Net Interest Income	1,510	62.4	11.0	4,053	50.8
Net Fees and Commissions	510	-3.0	-8.5	1,603	-2.0
Net Trading Income	91	121.9	-7.2	309	-6.2
Other Income & Expenses	93	24.7	-182.7	-132	n.s.
Gross Income	2,203	40.3	15.8	5,833	26.3
Operating Expenses	-784	9.1	2.7	-2,301	7.3
Operating Income	1,419	66.6	24.5	3,532	42.6
Impairment on Financial Assets	-165	18.4	30.0	-405	21.9
Provisions and Other Gains and Losses	-23	128.6	-46.4	-74	100.4
Income Before Tax	1,231	75.2	27.0	3,053	44.9
Income Tax	-352	75.8	25.9	-941	56.9
Net Attributable Profit (ex non-recurring impacts)	879	75.1	27.4	2,110	40.2
Discontinued operations and non-recurring results	-	n.s	n.s	-	n.s
Net Attributable Profit (reported)	879	75.1	27.4	2,110	61.9

Δ(%)

Δ(%)

#### **KEY RATIOS**





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

- Loan book broadly flat QoQ: solid growth in consumer and commercial segments and flat mortgages.
- Sound deposit mix, stable QoQ
- Strong core revenues growth (+5.3% QoQ, +30.9% 9M YoY): good activity dynamics and continued increase in customer spread (+21 bps QoQ).
- Efficiency improved to 39.4% (9M23).
- Sound Asset Quality metrics. CoR at 31 bps YtD, within expectations.



#### **PROFIT & LOSS** (CONSTANT €M)

		Δ Constant (%)		_	∆ Current (%)	∆Constant (%)
	3Q23	vs. 3Q22	vs. 2Q23	9M23	vs. 9M22	vs. 9M22
Net Interest Income	2,802	17.6	4.9	8,164	37.9	23.3
Net Fees and Commissions	589	28.5	10.3	1,626	38.2	23.6
Net Trading Income	64	-36.5	-61.7	384	18.8	6.3
Other Income & Expenses	119	32.2	28.0	300	25.7	12.5
Gross Income	3,573	17.9	3.1	10,475	36.7	22.3
Operating Expenses	-1,079	14.1	1.0	-3,175	30.0	16.3
Operating Income	2,494	19.6	4.1	7,300	39.9	25.2
Impairment on Financial Assets	-669	33.4	14.0	-1,827	43.1	28.0
Provisions and Other Gains and Losses	-6	-85.2	-206.2	-1	-97.4	-97.7
Income Before Tax	1,820	17.8	0.2	5,472	40.4	25.7
Income Tax	-496	50.1	1.9	-1,484	51.8	35.8
Net Attributable Profit (reported)	1,324	9.0	-0.4	3,987	36.7	22.3

#### **KEY RATIOS**





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

- Solid loan growth continues (+3.1% QoQ), sound dynamics in retail (+3.4% QoQ) and accelerating growth in the commercial segment (+1.6% QoQ).
- Strong core revenues (+5.8% QoQ, +23.4% 9M YoY), levered on NII growth (+4.9% QoQ) and outstanding fees (+10.3% QoQ)
- Outstanding Pre-Provision Profit (+25.2% vs. 9M22). Efficiency improving to 30.3% 9M23.
- Solid asset quality metrics. CoR at 294 pbs YtD in line with our expectations.



#### **PROFIT & LOSS** (CURRENT €M)

		∆ Current (%)			Δ Current (%)
	3Q23	vs 3Q22	vs 2Q23	9M23	vs. 9M22
Net Interest Income	601	-25.6	70.0	1,581	-19.3
Net Fees and Commissions	345	113.7	204.3	630	35.9
Net Trading Income	404	105.8	136.7	798	35.0
Other Income & Expenses	-519	238.4	n.s.	-699	4.6
Of which:					
Net Monetary Position (NMP) loss	-1,094	185.2	n.s.	-1,820	-12.1
CPI linkers revenues	572	160.6	n.s.	1,060	-21.5
Gross Income	831	-17.9	22.6	2,310	-1.6
Operating Expenses	-455	57.4	136.7	-1,046	33.1
Operating Income	376	-48.0	-22.6	1,264	-19.0
Impairment on Financial Assets	-30	-73.9	n.s.	-84	-70.4
Provisions and Other Gains and Losses	-45	19.9	45.1	-91	28.3
Income Before Tax	301	-47.3	-34.4	1,089	-9.7
Income Tax	-487	91.0	194.4	-658	-26.1
Non-controlling Interest	27	-163.0	-159.3	-64	n.s.
Net Attributable Profit (reported)	-158	-158.0	-163.9	367	10.2

Note: 3Q23 figures include the re-expression of all P&L headings according to the end of period FX and inflation rate.

#### **KEY RATIOS**





(1) FC evolution excluding FX impact.

(2) Performing loans and deposits under management, excluding repos, according to local GAAP.

- TL Loan growth driven by short term and transactional lending. FC loans continue to decline in the quarter.
- TL customer spread bottomed in 3Q. FC customer spread continued to improve.
- Positive dynamics in Fees, driven by payment services, brokerage, asset management and high NTI.
- Asset quality indicators remain contained.
- Quarterly loss driven by: i) a significantly higher hyperinflation adjustment<sup>3</sup> (neutral on capital), and ii) the increase in the corporate tax rate<sup>4</sup>.

(3) Inflation rate: 25.1% QoQ in 3Q23 (vs 6.4% in 2Q23) and 49.9% YTD in 9M23.
(4) Corporate tax rate increase to 30% (from 25%) with retroactive effect since January 1st.

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### 🕥 South America

#### NET ATTRIBUTABLE PROFIT

(CONSTANT €M)

		<b>∆</b> Con:	stant (%)		∆ Current (%)	∆ Constant (%)
	3Q23	vs. 3Q22	vs. 2Q23	9M23	vs. 9M22	vs. 9M22
Colombia	16	-74.1	-71.9	115	-47.5	-41.9
Peru	43	-12.1	-19.8	155	-8.0	-8.4
Argentina	114	n.s.	n.s.	138	-11.9	n.s.
Other <sup>1</sup>	29	-21.3	10.0	89	8.2	5.2
South America	201	55.3	22.0	496	-20.6	20.5

Note: Venezuela in current €m.

(1) Other includes BBVA Forum, Venezuela, Uruguay and Bolivia.

#### **KEY RATIOS**

CUSTOMER SPREAD (%)







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

- Colombia: strong NII growth (+5% QoQ) driven by loan dynamism in the retail segments (+2.2% QoQ) and customer spread improvement (+21 pbs QoQ). NAP evolution affected by NTI heading performance in 3Q23 and higher impairments.
- **Peru:** continued NII growth (+4.9% QoQ) levered on new lending growth and effective price management. NAP evolution is affected by higher impairments.
- Argentina: NAP at 138 Mn.€ 9M23, despite a much higher hyperinflation adjustment<sup>2</sup>, supported by NII evolution and NTI.

(2) Inflation rate: 103% in 9M23 vs 66% in 9M22.

### Takeaways

BBVA delivered another very strong quarter

- I Excellent core revenues evolution on the back of activity growth and higher spreads, particularly for Mexico and Spain
- I Delivering exceptional value creation for all of our stakeholders: shareholders, clients, employees and society at large
- We continue on our path to over-performance regarding our ambitious long-term goals



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## Net Attributable Profit evolution

# Business Areas Contribution to Group's NAP **3Q23 yoy growth**

#### **NET ATTRIBUTABLE PROFIT**

(BUSINESS AREAS CONTRIBUTION TO 3Q23 YOY GROWTH; CURRENT €M)



### Business Areas Contribution to Group's NAP 9M23 yoy growth

#### NET ATTRIBUTABLE PROFIT<sup>1</sup>

(BUSINESS AREAS CONTRIBUTION TO 9M23 YOY GROWTH; CURRENT €M)



(1) Net attributable profit excluding the negative impact of 201M€ due to the agreement reached with Merlin for the purchase of 662 branches in Spain in 2Q22.





### Gross Income breakdown

### Gross Income breakdown







# P&L Accounts by business unit

Rest of Business Corporate Center

**Turkey** (hyperinflation adjustment) Argentina (hyperinflation adjustment) Colombia

Peru

### Rest of Business - Profit & Loss

### $\begin{array}{l} \textbf{PROFIT \& LOSS} \\ (\in \mathbb{M}) \end{array}$

	Δ (%)				Δ(%)
	3Q23	vs 3Q22	vs 2Q23	9M23	vs 9M22
Net Interest Income	145	65.0	-0.7	405	66.6
Net Fees and Commissions	60	-6.6	-6.2	192	3.5
Net Trading Income	78	64.8	-19.4	251	66.6
Other Income & Expenses	4	191.0	n.s.	4	-21.5
Gross Income	286	42.8	-6.4	852	45.8
Operating Expenses	-151	12.8	8.2	-428	16.5
Operating Income	135	102.9	-18.6	424	95.4
Impairment on Financial Assets	-2	-57.3	-65.8	-25	n.s.
Provisions and Other Gains and Losses	4	25.7	n.s.	10	-33.0
Income Before Tax	138	108.2	-14.3	410	79.2
Income Tax	-28	136.8	-29.2	-88	89.2
Net Attributable Profit	109	101.9	-9.4	322	76.7

### Corporate Center - Profit & Loss

### $\begin{array}{c} \textbf{PROFIT \& LOSS} \\ (\in \mathbb{M}) \end{array}$

	Δ (%)				Δ(%)
	3Q23	vs 3Q22	vs 2Q23	9M23	vs 9M22
Net Interest Income	-113	235.2	40.9	-253	159.8
Net Fees and Commissions	-10	102.2	-59.0	-40	59.8
Net Trading Income	-102	n.s.	-69.7	-697	n.s.
Other Income & Expenses	-1	n.s.	n.s.	48	-18.1
Gross Income	-227	n.s.	-44.0	-943	n.s.
Operating Expenses	-201	-0.3	-3.7	-614	3.5
Operating Income	-428	115.0	-30.3	-1,557	111.1
Impairment on Financial Assets	1	n.s.	n.s.	1	n.s.
Provisions and Other Gains and Losses	-7	-6.8	n.s.	-2	-44.1
Income Before Tax	-434	107.8	-28.2	-1,558	110.1
Income Tax	193	n.s.	n.s.	232	38.2
Non-controlling Interest	-8	n.s.	n.s.	5	-36.3
Net Attributable Profit	-249	-25.7	-53.9	-1,321	133.4

### Turkey - hyperinflation adjustment

### **PROFIT & LOSS** $(\in M)$

	9M23	Hyperinflation	9M23
	(reported)	adjustment (2)	Ex.Hyperinflation
Net Interest Income	1,581	45	1,537
Net Fees and Commissions	630	-14	644
Net Trading Income	798	1	798
Other Income & Expenses	-699	-2,077	1,378
Gross Income	2,310	-2,046	4,356
Operating Expenses	-1,046	-63	-983
Operating Income	1,264	-2,108	3,372
Impairment on Financial Assets	-84	-11	-73
Provisions and Other Gains and Losses	-91	10	-101
Income Before Tax	1,089	-2,110	3,198
Income Tax	-658	210	-868
Non-controlling Interest	-64	267	-332
Net Attributable Profit	367	-1,632	1,999

(1) 9M23 reported figures calculated according to end of period FX.

(2) Mainly includes: (i) the Net Monetary Position (NMP) loss in the Other Income heading (ii) re-expression of all P&L headings according to the inflation rate until end of period, (iii) amortization expenses after the non monetary assets revaluation, (iv) impact of applying the conversion exchange rate fixing instead of average.

### Argentina - hyperinflation adjustment

**PROFIT & LOSS**  $(\in M)$ 

	9M23	Hyperinflation	9M23
	(reported) (1)	adjustment (2)	Ex.Hyperinflation
Net Interest Income	2,034	-41	2,075
Net Fees and Commissions	180	-9	189
Net Trading Income	147	-11	158
Other Income & Expenses	-1,213	-941	-272
Gross Income	1,148	-1,002	2,150
Operating Expenses	-661	-12	-649
Operating Income	487	-1,014	1,501
Impairment on Financial Assets	-179	-5	-173
Provisions and Other Gains and Losses	-18	-1	-17
Income Before Tax	290	-1,020	1,310
Income Tax	-88	366	-454
Non-controlling Interest	-65	218	-283
Net Attributable Profit	138	-436	573

(1) 9M23 reported figures calculated according to end of period FX.

(2) Mainly includes: (i) the Net Monetary Position (NMP) loss in the Other Income heading (ii) re-expression of all P&L headings according to the inflation rate until end of period, (iii) amortization expenses after the non monetary assets revaluation, (iv) impact of applying the conversion exchange rate fixing instead of average.

### **Colombia** - Profit & Loss

PROFIT & LOSS (€M CONSTANT)

		Δ (%)			Δ (%)
	3Q23	vs 3Q22	vs 2Q23	9M23	vs 9M22
Net Interest Income	189	-2.5	5.0	552	-6.4
Net Fees and Commissions	26	6.2	-17.8	83	17.1
Net Trading Income	-3	n.s.	n.s.	59	-17.8
Other Income & Expenses	-9	n.s.	184.9	-10	n.s.
Gross Income	204	-17.5	-13.4	684	-6.8
Operating Expenses	-112	18.2	8.7	-328	25.1
Operating Income	92	-39.6	-30.6	356	-24.6
Impairment on Financial Assets	-86	68.0	13.2	-227	51.1
Provisions and Other Gains and Losses	0	-95.2	n.s.	7	n.s.
Income Before Tax	6	-94.2	-91.3	136	-56.4
Income Tax	7	n.s.	n.s.	-28	-74.7
Non-controlling Interest	3	n.s.	69.1	6	n.s.
Net Attributable Profit	16	-74.1	-71.9	115	-41.9

### **Peru** - Profit & Loss

#### PROFIT & LOSS (€M CONSTANT)

		Δ (%)			Δ (%)
	3Q23	vs 3Q22	vs 2Q23	9M23	vs 9M22
Net Interest Income	334	17.3	4.9	962	23.9
Net Fees and Commissions	68	-2.9	-8.6	216	2.1
Net Trading Income	49	12.3	8.7	143	18.9
Other Income & Expenses	-10	26.5	13.1	-32	25.5
Gross Income	442	13.0	2.8	1,289	19.0
Operating Expenses	-161	11.9	4.5	-472	18.0
Operating Income	280	13.6	1.8	817	19.6
Impairment on Financial Assets	-167	91.6	45.3	-376	130.1
Provisions and Other Gains and Losses	6	n.s.	n.s.	7	n.s.
Income Before Tax	119	-19.5	-25.1	448	-8.6
Income Tax	-26	-33.0	-37.6	-114	-11.2
Non-controlling Interest	-50	-17.1	-21.5	-180	-7.0
Net Attributable Profit	43	-12.1	-19.8	155	-8.4





## Customer Spread by country
### Customer spreads: quarterly evolution

### AVERAGE

	3Q22	4Q22	1Q23	2Q23	3Q23
Spain	1.85%	2.21%	2.75%	3.12%	3.33%
Yield on Loans	1.93%	2.42%	3.11%	3.64%	4.01%
Cost of Deposits	-0.08%	-0.21%	-0.37%	-0.53%	-0.68%
Mexico MXN	11.92%	12.16%	12.56%	12.72%	12.70%
Yield on Loans	13.94%	14.56%	15.21%	15.47%	15.63%
Cost of Deposits	-2.03%	-2.40%	-2.65%	-2.75%	-2.93%
Mexico FC <sup>1</sup>	4.20%	5.30%	5.96%	6.24%	6.52%
Yield on Loans	4.32%	5.50%	6.21%	6.62%	6.96%
Cost of Deposits	-0.12%	-0.19%	-0.26%	-0.38%	-0.45%

	3Q22	4Q22	1Q23	2Q23	3Q23
Turkey TRY	9.00%	7.19%	3.92%	0.81%	0.51%
Yield on Loans	20.92%	18.67%	16.84%	16.50%	20.20%
Cost of Deposits	-11.92%	-11.49%	-12.92%	-15.69%	-19.69%
Turkey FC <sup>1</sup>	6.51%	7.49%	8.27%	8.78%	9.32%
Yield on Loans	7.10%	7.98%	8.58%	9.07%	9.53%
Cost of Deposits	-0.59%	-0.49%	-0.31%	-0.29%	-0.21%
Argentina	13.70%	15.13%	18.70%	14.74%	11.83%
Yield on Loans	38.98%	45.83%	49.97%	54.42%	61.62%
Cost of Deposits	-25.28%	-30.69%	-31.27%	-39.67%	-49.79%
Colombia	5.24%	4.80%	4.03%	4.29%	4.50%
Yield on Loans	10.61%	11.86%	12.76%	13.48%	13.87%
Cost of Deposits	-5.37%	-7.06%	-8.74%	-9.19%	-9.37%
Peru	5.89%	6.16%	6.23%	6.46%	6.76%
Yield on Loans	7.12%	7.85%	8.38%	8.82%	9.38%
Cost of Deposits	-1.23%	-1.69%	-2.15%	-2.37%	-2.62%

### Customer spreads: YtD evolution

### AVERAGE

	9M22	9M23
Spain	1.76%	3.06%
Yield on Loans	1.80%	3.59%
Cost of Deposits	-0.04%	-0.53%
Mexico MXN	11.65%	12.66%
Yield on Loans	13.37%	15.44%
Cost of Deposits	-1.71%	-2.78%
Mexico FC <sup>1</sup>	3.52%	6.24%
Yield on Loans	3.59%	6.60%
Cost of Deposits	-0.06%	-0.36%

	9M22	9M23
Turkey TRY	7.16%	1.41%
Yield on Loans	19.26%	18.00%
Cost of Deposits	-12.09%	-16.59%
Turkey FC <sup>1</sup>	5.77%	8.86%
Yield on Loans	6.15%	9.12%
Cost of Deposits	-0.38%	-0.26%
Argentina	14.12%	14.52%
Yield on Loans	34.53%	56.26%
Cost of Deposits	-20.41%	-41.74%
Colombia	5.68%	4.27%
Yield on Loans	9.74%	13.38%
Cost of Deposits	-4.06%	-9.10%
Peru	5.64%	6.48%
Yield on Loans	6.44%	8.86%
Cost of Deposits	-0.80%	-2.38%





## Stages breakdown by business areas

### Stages breakdown by business areas

### **CREDIT RISK BUSINESS BREAKDOWN BY AREA** (SEP-23, $\in$ M)

$\land$	Gross	Accumulated
<b>BBVA GROUP</b>	Exposure	impairments
Stage 1	394,329	2,143
Stage 2	35,791	2,198
Stage 3	14,864	7,410

C TURKEY	0.000	Accumulated impairments
Stage 1	45,433	202
Stage 2	4,601	442
Stage 3	1,991	1,352

	0.000	Accumulated impairments
Stage 1	15,236	70
Stage 2	1,775	140
Stage 3	848	570

	Gross	Accumulated
SPAIN	Exposure	impairments
Stage 1	174,266	421
Stage 2	17,576	632
Stage 3	7,931	3,317

SOUTH AMERICA		Accumulated impairments
Stage 1	41,258	323
Stage 2	5,162	427
Stage 3	2,253	1,344

PERU	0.000	Accumulated impairments
Stage 1	17,979	188
Stage 2	2,736	232
Stage 3	1,175	612

·	Gross	Accumulated
MEXICO	Exposure	impairments
Stage 1	84,731	1,161
Stage 2	6,244	619
Stage 3	2,385	1,242

	0.000	Accumulated impairments
Stage 1	3,651	27
Stage 2	300	17
Stage 3	74	62





## Exposure to Covid-related loans and Commercial Real Estate

## Exposure to Covid-related loans backed by State guarantees and Commercial Real Estate



Note: data according to management information

(1) In Spain, if we also consider undrawn credit lines, BBVA Spain has granted a total of 23.6 billion € ICO loans as of Sep, 2023 (of which 9.7 billion € is the outstanding drawn amount). (2) Group's CRE Exposure At Default (EAD) within the wholesale portfolio.





## ALCO Portfolio, NII Sensitivity and LCRs & NSFRs

### ALCO Portfolio



(1) Figures exclude SAREB senior bonds (€4.3bn as of Sep-22, €3.9bn as of Jun-23 and Sep-23) and High Quality Liquid Assets portfolios (€10.0bn as of Sep-22, €3.3bn as of Jun-23 and €3.2bn as of Sep-23)

### EURO ALCO PORTFOLIO MATURITY PROFILE $(\in \mathsf{BN})$



EURO ALCO YIELD (Sep-23, %)



HTC PORTFOLIOS<sup>2</sup> (% TBV, Sep-23)

% NET UNREALIZED LOSSES TO TBV



(2) Note: includes ALCO and any other HTC bond exposure, including hedges.

### **NII sensitivity** to interest rates movements

ESTIMATED IMPACT ON NII IN THE NEXT 12 MONTHS TO PARALLEL INTEREST RATE MOVEMENTS<sup>(1)</sup>

(TO +100 BPS INTEREST RATES INCREASE, %)





(1) NII sensitivities to parallel interest rates movements as of Aug-23, using our dynamic internal model.
 (2) Mexico NII sensitivity for +100 bps breakdown: MXN sensitivity +1.6%; USD sensitivity +0.7%

### Liquidity and funding ratios

#### **BBVA GROUP AND SUBSIDIARIES LCR & NSFR** (SEP-23)

Total Group	LCR 181% / 143% <sup>1</sup>	NSFR 130%	Loan To Deposits
BBVA, S.A.	166%	<b>120</b> %	<b>90</b> %
Mexico	163%	133%	<b>100</b> %
Turkey <sup>2</sup>	230%	182%	<b>. . . . . . . . . .</b>
S. America All countries	>100%	>100%	<b>95</b> % <sup>3</sup>

(1) Using a more restrictive criterion on this ratio (limiting the LCRs of all of BBVA, S.A.'s subsidiaries to 100%), the resulting consolidated ratio reaches 143%.
(2) Bank-only.
(3) S. America.

Both LCR and NSFR significantly above the 100% requirements at a Group level and in all banking subsidiaries





## CET1 Sensitivity to market impacts

### **CET1 Sensitivity** to market impacts<sup>1</sup>

### TO A 10% CURRENCY DEPRECIATION <sup>2</sup> (SEP-23)

TRY-5<sub>bps</sub>

USD +18<sub>bps</sub>

## TO A 10% DECLINE IN TELEFONICA'S SHARE PRICE

(SEP-23)



### TO +100 BPS MOVEMENT IN THE SPANISH SOVEREIGN BOND (SEP-23)



(1) CET1 sensitivity considering the FL capital ratio as of September 30<sup>th</sup>, 2023.

(2) This sensitivity does not include the cost of capital hedges, which are currently estimated at 3 bp per quarter for MXN and 4 bp per quarter for TRY.





# CET1 YTD evolution & RWAs by business area

## Capital YtD evolution

#### CET1 FULLY-LOADED – BBVA GROUP YTD EVOLUTION (%, BPS)



(1) Includes the reversal of the NPL backstop deduction (+19 bps) in January 2023, resulting in a P2R increase of +21 bps.

(2) Includes, among others, minority interests, market related impacts, regulatory impacts and the credit in OCIs that offsets the debit in P&L due to the hyperinflation accounting.

### Risk-weighted assets by business area

	Fully-Loaded RWAs		
Breakdown by business area (€M)	Sep-22	Jun-23	Sep-23
Spain	108,733	116,767	117,112
Mexico	80,491	85,111	88,290
Turkey	53,435	50,672	53,056
South America	51,484	50,144	50,255
Argentina	7,574	7,309	6,678
Chile	2,164	2,316	2,176
Colombia	17,134	17,787	18,616
Peru	21,316	19,396	19,436
Others	3,296	3,337	3,349
Rest of business	35,559	32,728	35,087
Corporate Center	11,746	12,021	14,173
BBVA Group	341,448	347,442	357,972





# Book Value of the main subsidiaries

### Book Value of the main subsidiaries<sup>1,2</sup>



(1) Includes the initial investment + BBVA's undistributed results + FX impact + other valuation adjustments. The Goodwill associated to each subsidiary has been deducted from its Book Value (2) Turkey includes Garanti BBVA subsidiaries





# TBV per share & dividends evolution

### Shareholder's return:

### TBV per share & dividends evolution

### **TBV PER SHARE & DIVIDENDS<sup>1</sup>** (€ PER SHARE) Dividends TBV +17.7% 8.6 8.15 7.96 0.47<sup>2</sup> 7.43 0.31<sup>2</sup> 7.3 **0.31**<sup>2</sup> 8.13 7.84 7.65 Sep-22 Dec-22 Mar-23 Jun-23 Sep-23

(1) 2022 figures restated for IFRS17. Including the deduction of the whole Share Buy Back program.
 (2) April 2023 dividend per share paid 0.31 € (gross) and October 2023 dividend per share paid 0.16 € (gross)







### Sound MREL position

### POSITION AS OF SEP-23

MREL REQUIREMENT<sup>2</sup> + CBR

(% RWA<sup>1</sup>)



#### SUBORDINATION REQUIREMENT + CBR



Note: Preliminary Data.

(1) Position as of September 2023 as % LRE: MREL 11.31% (vs 7.27% Requirement); Subordination 9.35% (vs 5.61% Requirement).

(2) On June 14, 2023, BBVA announced the reception of a new MREL Requirement applicable from Jan 1st 2024 (22.11% RWA and Subordination Requirement of 13.50% RWA). As of September, 2023, BBVA already comfortably complies with these new requirements.

(3) Own funds and eligible liabilities to meet both MREL in RWAs or subordination requirement in RWAs, as applicable, and the combined capital buffer requirement, which would be 3.32%, without prejudice to any other buffer that may apply at any time. The CBR includes the CCyB calculated on the basis of exposures as of June 2023. The M-MDA buffer stands at 404bps (€20.2bn) in LRE.

### >80% of MREL eligible with subordination > or = to SNP





### **Digital metrics**

## **Digital metrics** mobile customers & digital sales

**MOBILE CUSTOMERS** (MILLION CUSTOMERS, %)



### CUSTOMER PENETRATION RATE<sup>1</sup>



Note: data excludes USA, Paraguay and Chile. (1) Mobile customer penetration rates over active clients.

#### **DIGITAL SALES - UNITS** % OF TOTAL SALES YTD, # OF TRANSACTIONS)



**DIGITAL SALES - PRV<sup>2</sup>** % OF TOTAL SALES YTD, PRV)



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

