# **BBVA Bancomer**

# January - September 2016

# Financial Report BBVA Bancomer



# Index

Relevant Events	3
Management and Discussion Analysis	5
Commercial Activity	5
Performing Loans	5
Asset quality	6
Non-performing Loans	6
Loan Portfolio Credit Quality Classification	7
Deposits	8
Results	9
Net Interest Income	10
Fees and Commissions	10
Net-Interest Expenses	10
Financial Indicators	11
Capital and Liquidity	13
Ratings	14
Issuances	15
Financial Statements	16
Balance Sheets (Last 5 quarters)	16
Memorandum accounts	18
P&L (Last 5 quarters)	19
Cash Flows	20
Variation in Stakeholders' Equity	21

# **Relevant Events**

### Decree and distribution of dividends of BBVA Bancomer

During the third quarter of 2016, BBVA Bancomer S.A. Commercial Banking Institution realized the third partial payment of dividends declared in the Shareholders Board Meeting for the year 2016 at \$0.251099342750922 per share.

### Sale of Subsidiary (Avamex)

On July 29, 2016, subsidiary Avamex was sold by an amount of 433.5 million pesos, generating a profit of 421.3 million f pesos.

# Credit support to PEMEX

Official Letter No. P021/2016 dated May 2, 2016, attending a systemic situation as a consequence of the budget cuts that have affected Pemex, declares that the CNBV considers this to be a temporary situation, authorized the application of special accounting criteria regarding the following portfolios:

- Consumer and Mortgages.
- Commercial:
  - Granted to individuals and corporations with annual sales in 2015 < 250 million pesos.
  - With annual sales in 2015 < 250 million pesos and whose income comes primarily from the Mexican oil sector.
- Have their permanent residence in Campeche, Chiapas, Tabasco, Tamaulipas and Veracruz.

All cases should be classified for accounting purposes as performing at the moment of the time extension or grating of a grace period.

The implementation of the support programs to the credit owners consist in:

- Establishing support programs to defer payments not more than 12 months from the original deadline. The implementation of the programs should not exceed December 31st, 2016.
- The operations under this Official Letter, will not be considered as restructures or renovations.
- That the credits eligible to participate in the program are classified for accounting purposes as performing on the date of its execution, according to the provisions of the Paragraph 12 of the Criterion B-6 "Loan Portfolio" of the dispositions of CNBV.

Special accounting criteria applicable to BBVA Bancomer, by the type of credit, are the following:

• Loans with a "single payment of principal and periodic interest payments, as well as the loans with single payment of principal and interests at maturity", that are restructured or renewed shall not be considered nonperforming loans in terms of the Paragraph 79 of the B-6.

- For credits with "periodic payments of principal and interests" that are restructured or renewed, could be considered performing at the time such an act is carried out, without Paragraphs 82 and 84 of B-6 being applicable.
- The loans granted under a credit line, revolving or not, that are restructured or renewed, will not be considered nonperforming loans in terms of the Paragraphs 80 and 81 of the B-6.
- In relation to the loans mentioned in the previous bullets, these will not be considered as restructured according to Paragraph 40 of the Criterion B-6.

Therefore, up to September 30<sup>th</sup>, 2016, the decrease in the performing loans would have been of 233.9 million pesos (mp); as loan balances that received the support would have been registered as nonperforming loans if the deferral hadn't been applied. The impact in the bank's results of the creation of the provisions would have been of 125.3 million pesos, approximately. The NPL would have an impact of 10 basis points and Capital Index almost had no impact.

The following table shows, the loan portfolio, the amount subject to deferral and the total balance of the loans:

Type of Credit	Accounts	Balance (mp)
Commercial	4	31.3
Mortgages	877	514.3
Total CC	47	3.2
Total Consumer	902	105.9
SMEs	98	99.4
Total	1,928	754.1

# Management and Discussion Analysis

# Commercial Activity

# Performing Loans

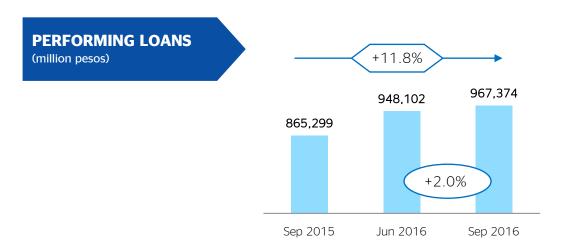
BBVA Bancomer maintains a positive evolution of the commercial activity with double digit annual growth both in the lending portfolio and the deposits. As of September 2016, the loan portfolio reached a balance of 967,374 million pesos, equivalent to an annual growth of 11.8%.

The higher dynamism was shown in the commercial portfolio (including corporate, medium enterprises, developers and SMEs) that registered an increase of 16.5% in annual terms.

Consumer loans showed an annual increase of 15.1%, the driver within this portfolio is in the payroll, personal and car loans, with a balance of 142,270 million pesos at the end of September 2016, equivalent to an annual growth of 21.2%. On the other side, the credit card portfolio begins to improve the growth trend to end the first half of the year with an annual increase of 7.3%, reaching a balance of 98,528 million pesos.

The mortgage loans increased 7.6% over the same period of the previous year. Furthermore, BBVA Bancomer remains leader in the mortgage market by granting 1 out of every 4 new mortgages in the private sector.

BBVA Bancomer Performing Loans Million pesos	Sep 2015	Jun 2016	Sep 2016	% Q-o-Q	Y-o-Y
Commercial loans	490,830	539,753	548,698	1.7%	11.8%
Business or commercial activity	336,756	380,193	392,330	3.2%	16.5%
Financial entities	12,373	20,317	21,165	4.2%	71.1%
Government entities	141,701	139,243	135,203	-2.9%	-4.6%
Consumer	209,183	232,903	240,799	3.4%	15.1%
Mortgage	165,286	175,446	177,877	1.4%	7.6%
PERFORMING LOANS	865,299	948,102	967,374	2.0%	11.8%



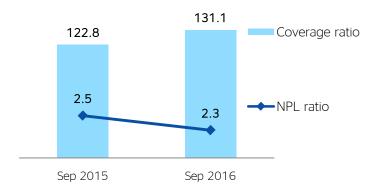
# Asset quality

# Non-performing Loans

The growth of the portfolio has been accompanied by an adequate asset quality. The NPL ratio shows an improvement of 18 basis points and stood at 2.3% at the end of September 2016.

BBVA Bancomer Non Performing Loans Million pesos	Sep 2015	Jun 2016	Sep 2016	% Q-o-Q	Y-o-Y
Commercial loans	6,297	6,203	6,403	3.2%	1.7%
Business or commercial activity	5,757	5,881	6,078	3.3%	5.6%
Financial entities	539	321	324	0.9%	-39.9%
Government entities	1	1	1	0.0%	0.0%
Consumer	7,619	7,791	8,675	11.3%	13.9%
Mortgage	8,467	8,786	8,108	-7.7%	-4.2%
NON PERFORMING LOANS	22,383	22,780	23,186	1.8%	3.6%

# COVERAGE RATIO VS NPL RATIO



# Loan Portfolio Credit Quality Classification

More than 80% of the portfolio is classified with the minimum risk level, which means that BBVA Bancomer has an adequate asset quality.

BBVA Bancomer Performing Loan Rating September 2016	Commerci Balance	al Loans Provision	Mortg Balance	age Provision	Consu Balance	mer Provision	Credit Balance	Card Provision
Million pesos								
Ratings								
A1	511,967	1,299	118,463	245	42,121	519	36,432	801
A2	46,471	456	36,138	221	29,159	724	15,450	607
B1	16,383	173	8,655	73	26,676	926	9,445	540
B2	5,689	111	3,004	36	20,548	917	8,477	613
B3	12,770	287	1,641	29	10,446	560	8,835	795
C1	1,500	88	5,065	162	3,332	227	8,832	1,046
C2	813	78	2,625	207	4,657	501	11,027	2,548
D	4,764	1,371	7,071	1,667	3,576	824	1,961	936
E	4,218	2,630	3,325	1,701	6,275	3,794	2,219	1,931
Additional		0		747		0		0
TOTAL REQUIRED	604,575	6,493	185,987	5,088	146,790	8,992	102,678	9,817

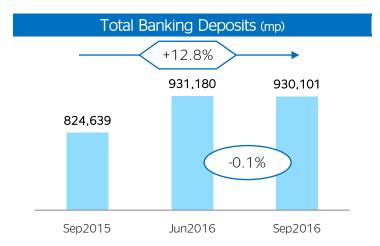
## Deposits

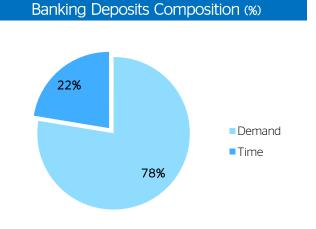
Bank deposits (defined as demand and time deposits) showed an annual growth of 12.8%. Demand deposits had a constant growth and closed the quarter with a balance of 721,918 million pesos, equivalent to an annual growth of 14.0%. While time deposits increased 8.8% in the last 12 months. This evolution allows BBVA Bancomer to maintain a very profitable funding mix with a higher relative weight of low-cost deposits.

BBVA Bancomer consolidates its market leader position in terms of bank deposits with a 23% market share and has also been the bank with the largest growth in balance of bank deposits in the last 12 months, these according to public information from the CNBV to close August 2016.

Total deposits also recorded a strong performance with an annual growth of 10.7%. Summing up all customer resources or funds, BBVA Bancomer manages 1.7 trillion pesos.

BBVA Bancomer Deposits  Million pesos	Sep 2015	Jun 2016	Sep 2016	% Q-o-Q	Y-o-Y
Demand deposits	633,342	715,336	721,918	0.9%	14.0%
Customer deposits	156,952	175,128	181,343	3.5%	15.5%
Money market	34,345	40,716	26,840	-34.1%	-21.9%
Time deposits	191,297	215,844	208,183	-3.5%	8.8%
Banking Deposits	824,639	931,180	930,101	-0.1%	12.8%
Bonds	91,509	82,837	83,962	1.4%	-8.2%
Global account of deposits w/o movements	2,578	2,935	3,293	12.2%	27.7%
TOTAL DEPOSITS	918,726	1,016,952	1,017,356	0.0%	10.7%

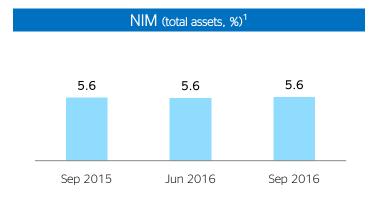


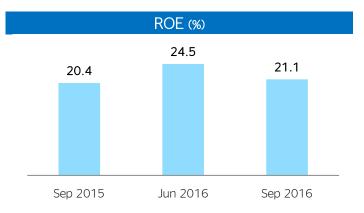


# Results

During the first 9 months of 2016, BBVA Bancomer registered solid results. The positive evolution and growth is based on the recurrent revenues, strict risk management and controlled expenses. Net income reached 26,291 million pesos (mp), which represents an annual increase of 22.3%.

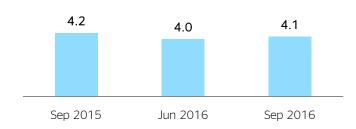
BBVA Bancomer								
Income Statement	3Q	2Q	3Q	%		9M	9M	%
Million pesos	2015	2016	2016	QoQ	YoY	2015	2016	YoY
Net interest income	23,146	24.973	25,599	2.5%	10.6%	67.813	76,465	12.8%
Provisions for loan losses	(7,183)	(8,492)	(8,539)	0.6%	18.9%	(21,244)	(24,401)	14.9%
Net interest income after provisions for loan losses	15,963	16,481	17,060	3.5%	6.9%	46,569	52,064	11.8%
Total Fees & Commission	5,470	5,742	6,151	7.1%	12.4%	15,892	17,641	11.0%
Trading income	855	627	1,178	87.9%	37.8%	2,598	2,492	-4.1%
Other operating income	212	1,677	16	n.a.	n.a.	943	1,713	81.7%
Total operating revenues	22,500	24,527	24,405	-0.5%	8.5%	66,002	73,910	12.0%
Non-interest expense	(13,185)	(13,424)	(13,820)	2.9%	4.8%	(38,058)	(40,543)	6.5%
Net operating income	9,315	11,103	10,585	-4.7%	13.6%	27,944	33,367	19.4%
Share in net income of unconsolidated subsidiaries and affiliates	27	166	(148)	n.a.	n.a.	81	20	-75.3%
Income before income tax and profit sharing	9,342	11,269	10,437	-7.4%	11.7%	28,025	33,387	19.1%
Net Taxes	(2,143)	(2,316)	(2,739)	18.3%	27.8%	(6,520)	(7,968)	22.2%
NET INCOME	7,200	9,160	8,232	-10.1%	14.3%	21,505	26,291	22.3%













<sup>&</sup>lt;sup>1</sup> Net Interest Margin (NIM) on total assets.

NIM adjusted after provisions for loan losses on productive assets.

### Net Interest Income

Net interest income is driven by higher volumes in loans and deposits, allowing the net interest income to grow at 13.8% compared with the same period of 2015. Meanwhile, the net interest income after provisions registers an increase of 11.8% compared with September 2015.

BBVA Bancomer								
Net Interest Income	3Q	2Q	3Q	%		9M	9M	%
Million pesos	2015	2016	2016	QoQ	YoY	2015	2016	YoY
Loans and deposits financial revenues	21,925	23,671	24,964	5.5	13.9	64,165	73,104	13.9
Margin fees	358	367	385	4.9	7.5	1,008	1,070	6.2
Banking net interest income	22,283	24,038	25,349	5.5	13.8	65,173	74,174	13.8
Repos financial revenues	863	935	250	(73.3)	(71.0)	2,640	2,291	(13.2)
Net interest income	23,146	24,973	25,599	2.5	10.6	67,813	76,465	12.8
Provisions for loan losses	(7,183)	(8,492)	(8,539)	0.6	18.9	(21,244)	(24,401)	14.9
Net interest income after provisions	15,963	16,481	17,060	3.5	6.9	46,569	52,064	11.8

### Fees and Commissions

Commissions increase at 11.0% in annual terms, due to a higher transaction volume of customer with credit and debit cards.

BBVA Bancomer Fees & Commissions Million pesos	3Q 2015	2Q 2016	3Q 2016	% QoQ	YoY	9M 2015	9M 2016	% YoY
Bank fees	1,717	1,475	1,634	10.8	(4.8)	4,774	4,823	1.0
Credit and debit card	2,457	3,066	3,201	4.4	30.3	7,476	9,060	21.2
Investment funds	616	701	689	n.a.	n.a.	1,821	1,992	9.4
Others	680	500	628	25.6	-7.6	1,821	1,767	(3.0)
Commissions and fee income	5,470	5,742	6,152	7.1	12.5	15,892	17,642	11.0

# Net-Interest Expenses

Throughout the year there has been a strict expense control that is reflected in an annual increase of 6.5% in this line. Even with the significant investment that has been running in BBVA Bancomer that has been reflected in the development of new digital channels and the remodeling of 1,771 branches. Also through the expansion of the self-service spaces equipped with new ATMs, ending the third quarter of the year with 11,319 units.

Furthermore, BBVA Bancomer remains one of the most efficient institutions in the system by registering an efficiency ratio, measured as expenses / income, of 41.2%.

BBVA Bancomer Non-Interest Expenses Million pesas	3Q 2015	2Q 2016	3Q 2016	% QoQ	YoY	9M 2015	9M 2016	% YoY
Administrative and operating expenses	9,018	9,123	9,268	1.6	2.8	26,088	27,213	4.3
Rent, depreciation and amortization	2,144	2,348	2,517	7.2	17.4	6,335	7,302	15.3
Taxes	933	848	879	3.7	(5.8)	2,520	2,602	3.3
Deposit guarantee fund (IPAB)	1,040	1,129	1,156	2.4	11.2	2,966	3,388	14.2
Administrative and promotional expenses	13,185	13,424	13,820	2.9	4.8	38,058	40,543	6.5

# **Financial Indicators**

BBVA Bancomer	3Q 2015	4Q 2015	1Q 2016	2Q 2016	3Q 2016	9M 2015	9M 2016
Infrastructure Indicators (#)							
Branches	1,824	1,818	1,825	1,821	1,833	1,824	1,833
ATMs	10,169	10,772	10,991	11,133	11,319	10,169	11,319
Employees	30,100	30,403	30,070	30,182	36,724	30,100	36,724
Profitability Indicators (%)							
a) NIM adjusted (interest bearing assets)	4.2	4.2	4.7	4.0	4.1	4.1	4.3
b) NIM (total assets)	5.6	5.6	6.0	5.6	5.6	5.5	5.8
c) Operating efficiency	3.2	3.2	3.1	3.0	3.0	3.1	3.1
d) Efficiency (cost to income)	44.4	45.5	41.1	40.7	41.9	43.6	41.2
e) Productivity index	41.5	42.9	43.2	42.8	44.5	41.8	43.5
f) ROE	20.4	19.7	24.6	24.5	21.1	20.7	23.2
g) ROA	1.7	1.7	2.1	2.0	1.8	1.7	2.0
Asset Quality Indicators (%)							
h) NPL ratio	2.5	2.4	2.4	2.3	2.3	2.5	2.3
i) Coverage ratio	122.8	127.9	127.4	129.3	131.1	122.8	131.1
Solvency Indicators (%)							
j) Core equity tier 1 ratio	10.7	11.0	10.7	10.8	10.7	10.7	10.7
I) Total capital ratio	14.6	14.9	14.0	14.0	13.8	14.6	13.8
m) Leverage ratio		6.6	6.5	6.8	7.0		7.0
Liquidity Indicators (%)							
n) Liquidity ratio (CNBV requirement)	87.9	78.9	74.8	75.6	73.8	87.9	73.8
o) Liquidity ratio (Loans / Deposits)	104.9	102.8	103.0	101.8	104.0	104.9	104.0
p) Liquidity Coverage Coefficient (Local LCR)	108.84	118.25	118.72	121.78	120.57	108.84	120.57

### **PROFITABILITY**

- a) Net Interest Margin adjusted (NIM adjusted): Financial margin after provisions for loan losses (annualized) / Average productive assets Average productive assets: Cash +Securities + Repo debtors + securities lending + derivatives + performing loans + Receivable benefits from securitization transactions + Valuation adjustments derived from hedges of financial assets
- b) Net Interest Margin (NIM): Net interest income (annualized) / Average total assets
- Operating efficiency: Expenses (annualized) / Average total asset
- d) Efficiency index: Administrative and promotional expenses / Net interest income + fees and commissions, net interest income + net income + other income (expense) of the operation
- e) Productivity Index: Commissions and fees, net / Promotion and administrative expenses
- *p* Return on equity (ROE): Net income (annualized) / Average capital
- g) Return on assets (ROA): Net income (annualized) / average total assets

### ASSET QUALITY

- NPL ratio: Past due loans / total gross portfolio
- D Coverage Ratio: Allowance for loan losses / portfolio overdue

### SOLVENCY

- p Fundamental Ratio: Fundamental Capital / Risk Weighted Assets to credit risk, market and operational (applied in Mexico from January 2013)
- *N* Tier 1 Capital Ratio: Tier 1 Capital / Risk Weighted Assets to credit risk, market and operational (applied in Mexico from January 2013)
- D Total Capital Ratio: Total Capita / Risk Weighted Assets to credit risk, market and operational (applied in Mexico from January 2013)
- m) Leverage Ratio: Risk Capital / Exposure

# **BBVA** Bancomer

### LIQUIDITY

- n) Liquidity Ratio: Liquid assets / Liquid liabilities
  - Liquid Assets: Cash and cash equivalents + trading (securities) + available for sale (securities)

    Liquid Liabilities: Demand deposits + interbank loans and loans from other entities payable on demand + interbank loans and loans from other entities short term
- *a*) Loans / Deposits: Performing loans / Core deposits (demand + time)
- p) CCL(Coeficiente de Cobertura de Liquidez Local LCR Liquidity Coverage Ratio): Computable Liquid Assets /Outputs Inputs

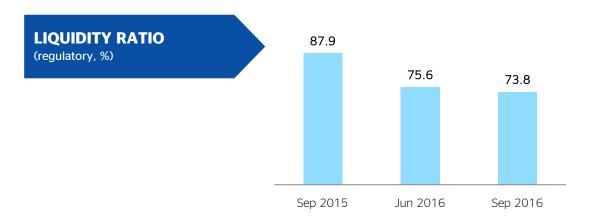
# Capital and Liquidity

Total capital ratio of BBVA Bancomer stood at 13.8% at the end of September 2016, which is composed by 11.4% of Tier 1 capital and 2.4% of Tier 2 capital.

BBVA Bancomer fully covers the minimum capital requirements. For this year 2016, derived from the additional allocation of capital for being classified as domestic systemically important entity (Grade IV), BBVA Bancomer has a minimum requirement of 10.875% for the capital ratio.

BBVA Bancomer Capitalization (estimate) Million pesos	September 2015			une 016	September 2016		
Tier 1 capital		144,381		151,779		156,621	
Tier 2 capital		37,434		32,433		32,454	
Net capital		181,815		184,212		189,075	
Risk-weighted assets	805,709	1,243,566	924,725	1,320,346	956,915	1,371,945	
	Credit	Market, Operative	Credit	Market, Operative	Credit	Market, Operative	
	Risk	& Credit Risk	Risk	& Credit Risk	Risk	& Credit Risk	
Tier 1 as % of risk-weighted assets	17.9%	11.6%	16.4%	11.5%	16.4%	11.4%	
Tier 2 as % of risk-weighted assets	4.6%	3.0%	3.5%	2.5%	3.4%	2.4%	
Net capital ratio	22.6%	14.6%	19.9%	14.0%	19.8%	13.8%	

The regulatory liquidity ratio, defined as Liquid Assets / Liquid Liabilities, stood at 73.8%. The Liquidity Coverage Ratio (Local LCR) stood at 120.57%, with a required minimum of 70%, this allows BBVA Bancomer to have comfortable levels for further growth.



# Ratings

BBVA Bancomer Ratings			
	Long Term	Short Term	Outlook
Standard and Poor's			
Issuer Credit Rating - Foreign Currency	BBB+	A-2	Negative
Issuer Credit Rating - Local Currency	BBB+	A-2	Negative
National Scale	mxAAA	mxA-1+	Stable
Stand Alone Credit Profile (SACP)	a-		
Moody's			
Bank Deposits - Foreign Currency	A3	P-2	Negative
Bank Deposits - Domestic Currency	A3	P-2	Negative
National Scale Rating Bank Deposits	Aaa.mx	MX-1	
Baseline Credit Assessment (BCA)	baa2		
Fitch			
Issuer Default Rating - Foreign Currency	A-	F1	Stable
Issuer Default Rating - Local Currency	A-	F1	Stable
National Scale Rating	AAA(mex)	F1 + (mex)	Stable
Viability Rating (VR)	a-		



# **Issuances**

BBVA Bancomer								
Issuances								
Instruments	Amount - Original Cy	Issue Date	Due/Call Date	Term (years)	Rate		Ratings	
Senior Debt						S&P	Moody's	Fitch
Bond 2nd Issuance - BCM0001	\$2,500	10-nov-06	27-oct-16	10.0	8.60%		A3/Aaa.mx	AAA(mex)
Bond 3rd Issuance UDIS (2,240) - BACOMER 07U	2,240 UDIS	02-feb-07	09-jul-26	19.4	4.36%		A3/Aaa.mx	AAA(mex)
Bond 7th Issuance UDIS (1,092) - BACOMER 10U	1,092 UDIS	06-sep-10	24-ago-20	10.0	3.70%		A3/Aaa.mx	AAA(mex)
Bond 8th Issuance - BACOMER 10	\$1,078	06-sep-10	24-ago-20	10.0	7.83%		A3/Aaa.mx	AAA(mex)
Bond 2nd Issuance 2011 - BACOMER 21145	\$1,000	15-abr-11	02-abr-21	10.0	TIIE28 + 0.80%		A3/Aaa.mx	AAA(mex)
Bond 4th Issuance 2012 - BACOMER 22224	\$1,000	07-jun-12	26-may-22	10.0	TIIE28 + 0.85%		A3/Aaa.mx	AAA(mex)
Senior Notes DIIs 2014	US\$750	10-abr-14	10-abr-24	10.0	4.38%		A3	A-
Bond 4th Issuance 2015 - BACOMER 15	\$5,000	27-mar-15	23-mar-18	3.0	TIIE28 + 0.14%		A3/Aaa.mx	AAA(mex)
Bond 1st Issuance 2015 - BACOMER 16	\$4,000	30-jun-16	27-jun-19	3.0	TIIE28 + 0.23%		A3/Aaa.mx	AAA(mex)
Subordinated Debentures								
Capital Notes Tier 1 2017 (15NC10)	US\$500	17-may-07	17-may-17	15NC10	6.008%		Ba1	BB+
Capital Notes Tier 1 2020	US\$1000	22-abr-10	22-abr-20	10.0	0.0725		Ba1	BB+
Subordinated Debentures Tier 2 2021	US\$1,250	10-mar-11	10-mar-21	10.0	6.500%		Baa2	BBB-
Subordinated Debentures Tier 2 2022	US\$1,500	19-jul-12	30-sep-22	10.2	6.75%		Baa2	BBB-
Subordinated Debentures Tier 2 2029 (15NC10)	US\$200	06-nov-14	06-nov-24	15NC10	5.35%		Baa3	BBB-
Mortgage Securitization								
1st Issuance - BACOMCB 07	\$2,540	21-dic-07	13-mar-28	20.2	9.05%	mxAAA	A3/Aaa.mx	AAA(mex)
2nd Issuance - BACOMCB 08	\$1,114	14-mar-08	14-jul-28	20.3	8.85%	mxAAA		AAA(mex)
4th Issuance - BACOMCB 08-2	\$5,509	01-dic-08	19-ago-30	21.7	9.91%	mxAAA	A3/Aaa.mx	
5th Issuance Serie 3 - BACOMCB 09-3	\$3,616	07-ago-09	24-may-29	19.8	10.48%	mxAAA		AAA(mex)
1st Issuance - BMERCB 13	\$4,192	21-jun-13	07-abr-33	19.8	6.38%	mxAAA		AAA(mex)



# **Financial Statements**

# Balance Sheets (Last 5 quarters)

BVA Bancomer					
ssets	Sep	Dec	Mar	Jun	Sep
Illion pesos	2015	2015	2016	2016	2016
CASH AND CASH EQUIVALENTS	121,434	150,102	167,219	130,262	158,524
Margin call accounts	2,122	2,774	2,426	3,005	7,816
SECURITIES	475,696	414,285	394,931	440,054	399,234
Trading	278,156	249,462	239,933	274,523	225,691
Available for sale	180,792	147,947	138,006	148,409	156,246
Held to maturity	16,748	16,877	16,992	17,122	17,297
Debtors from repurchase agreement	470	11,230	1,476	96	150
Derivatives	120,111	109,133	122,169	141,545	144,285
Trading	106,497	95,854	106,920	122,576	124,309
Hedging Transactions	13,614	13,279	15,249	18,969	19,976
Valuation adjustments derived from hedges of financial assets	2,172	2,137	2,463	2,378	2,044
PERFORMING LOANS	865,299	883,163	911,241	948,102	967,374
Commercial loans	490,830	497,339	515,817	539,753	548,698
Business or commercial activity	336,756	343,955	362,189	380,193	392,330
Financial entities	12,373	15,869	17,180	20,317	21,165
Government entities	141,701	137,515	136,448	139,243	135,203
Consumer	209,183	217,982	225,063	232,903	240,799
Mortgage	165,286	167,842	170,361	175,446	177,87
Residential Mortgages	147,594	150,959	153,843	159,367	162,52
Social Housing	17,692	16,883	16,518	16,079	15,353
NON PERFORMING LOANS	22,383	21,405	22,289	22,780	23,186
Commercial loans	6,297	5,660	5,978	6,203	6,403
Business or commercial activity	5,757	5,159	5,654	5,881	6,078
Financial entities	539	499	323	321	32
Government entities	1	1	1	1	
Consumer	7,619	7,433	7,622	7,791	8,67!
Mortgage	8,467	8,313	8,689	8,786	8,108
Residential Mortgages	7,305	7,208	7,575	7,777	7,20
Social Housing	1,162	1,105	1,114	1,009	90
TOTAL LOANS	887.682	904,568	933,530	970.882	990.560
Allowance for loan losses	(27,492)	(27,386)	(28,396)	(29,451)	(30,390
TOTAL LOANS, NET	860,190	877,182	905,134	941,431	960,170
Receivable benefits from securitization transactions	1.142	1.136	1,123	223	210
Other accounts receivable, net	102,279	61,072	90,639	100,561	91.56
Repossessed assets, net	6.100	5.662	5.337	5.099	4,552
Property, furniture and equipment, net	35,338	39,641	39,955	40,851	41,550
Equity investments	1.499	1.518	1.223	1.223	1.21
Long- Term assets available for sale	0	0	0	12	1,21
Deferred taxes, net	6,359	12,309	11,636	13,390	11,87
Other assets	12,954	7.951	12.251	14,308	8.86
Deferred charges, prepaid expenses and intangibles	11,447	6,941	11,218	13,254	7,794
Other assets , short and long term	1,507	1,010	1,033	1,054	1.075



BBVA Bancomer					
Liabilities & Stockholders' Equity	Sep	Dec	Mar	Jun	Sep
Million pesos	2015	2015	2016	2016	2016
TOTAL DEPOSITS	918,726	952,801	964,535	1.016.952	1,017,356
Demand deposits	633,342	679,254	694,226	715,336	721,918
Time Deposits	191,297	179,826	190,492	215,844	208,183
Customer deposits	156,952	150,935	161,781	175,128	181,343
Money market	34,345	28,892	28,711	40,716	26,840
Bonds	91,509	91,220	76,691	82,837	83,962
Deposits global gccount without movements	2,578	2,501	3,126	2,935	3,293
INTER BANK LOANS AND LOANS FROM OTHER ENTITIES	32,706	20,838	42,375	25,002	18,511
Payable on demand	704	1,571	24,262	10,757	3,430
Short- term	26,098	12,903	10,395	5,972	6,530
Long- term	5,904	6,364	7,718	8,273	8,551
Creditors from repurchase agreements	288,807	244,431	257,906	229,169	234,898
Securities creditors	1	1	1	1	1
COLLATERALS SOLD OR DELIVERED IN GUARANTEE	34,920	36,898	24,313	33,221	37,949
Repurchase	121,270	108,097	119,560	139,737	142,694
Securities lending	34,920	36,898	24,313	33,221	37,949
DERIVATIVES	121,270	108,097	119,560	139,737	142,694
Trading	113,456	100,229	109,361	128,074	129,138
Hedge transactions	7,814	7,868	10,199	11,663	13,556
Valuation adjustments derived from hedges of financial liabilities	5,870	4,536	7,016	8,397	8,623
OTHER PAYAB LES	115,902	97,889	112,013	136,622	119,380
Profit taxes payable	0	1,999	0	0	0
Employee profit sharing (PTU) payable	2	3	2	2	4
Transaction settlement creditors	65,294	39,742	49,022	74,782	61,880
Creditors from collaterals received in cash	25,675	26,599	28,321	33,137	30,572
Accrued liabilities and other	24,931	29,546	34,668	28,701	26,924
Subordinated debt	78,979	77,958	77,607	83,454	87,245
Deferred credits and advanced collections	7,655	7,507	8,031	7,951	7,860
TOTAL LIABILITIES	1,604,836	1,550,956	1,613,357	1,680,506	1,674,517
SUBSCRIBED CAPITAL	39,864	39,864	39.864	39,864	39,864
Paid- in capital	24.138	24,138	24,138	24,138	24,138
Share premium	15.726	15.726	15.726	15.726	15.726
EARNED CAPITAL	103,129	105,276	104,724	113,986	117,638
Capital reserves	6,881	6,881	6,881	6,881	6,881
Results of prior years	74,009	69,583	89,016	89,016	85,211
Unrealized gain on available- for- sale securities	(153)	(692)	(788)	(750)	(1486)
Result from valuation of cash flow hedging instruments	565	550	358	362	302
Accummulated effect by conversion	322	341	358	419	440
Redefined benefits to employees	0	0	0	-1	-1
Net income	21,505	28,613	8.899	18.059	26.291
MAJORITY STOCKHOLDERS' EQUITY	142,993	145,140	144,588	153,850	157.502
Non- controlling interest in consolidated subsidiaries	37	37	37	37	37
TOTAL STOCKHOLDERS' EQUITY	143,030	145,177	144,625	153,887	157,539
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	1.747.866	1,696,133	1,757,982	1,834,393	1,832,056
TOTAL LIABILITIES AND STOCKHOLDERS EQUIT	1,747,000	1,050,133	1,/3/,302	1,034,333	1,032,036



# Memorandum accounts

BBVA Bancomer Memorandum accounts Million pesos	Sep 2015	Dec 2015	Mar 2016	Jun 2016	Sep 2016
Contingent assets and liabilities	41	403	376	397	343
Credit commitments	427,140	458,700	480,834	493,165	532,941
In trusts	368,852	372,612	371,067	380,625	423,132
Under mandate	8,167,589	9,779,404	106,299	24,231	24,217
Assets in trust or under mandate	8,536,441	10,152,016	477,366	404,856	447,349
Assets in custody or under administration	191,153	193,529	198,315	186,626	186,853
Collaterals received by the institution	74,154	115,402	34,904	35,713	43,496
Collaterals received and sold or pledged as collateral by the institution	74,153	104,440	33,519	35,673	43,461
Investment banking transactions on behalf of third parties, net	59,660	62,129	898,668	1,140,703	916,030
Accrued interest on non- performing loans	10,465	11,335	12,325	13,123	10,559
Other record accounts	2,579,520	2,682,535	2,753,280	2,977,923	3,126,558

This consolidated balance sheet is prepared in accordance with the Accounting Criteria for Credit Institutions issued by the National Banking and Securities Commission, based on the Articles 99, 101 and 102 of the Mexican Credit Institutions Law, of general and compulsory observance, consistently applied, reflecting the operations conducted by the Bank up to the above date, which were realized and valued in accordance with sound banking practices and applicable legal and administrative disposals.

This consolidated financial statement was approved by the Board of Directors under the responsibility of the managers who subscribe it.

EDUARDO OSUNA OSUNA CEO JAVIER MALAGON NAVAS CFO NATALIA ORTEGA GOMEZ HEAD OF INTERNAL AUDIT



# P&L (Last 5 quarters)

BBVA Bancomer Financial Results	30	40	10	20	30	9M	9М
FINATICIAL RESUITS Million pesos	2015	2015	2016	2Q 2016	2016	2015	2016
Interest Income	30,513	31,762	33,929	32,653	34,325	88,069	100,907
Interest Expenses	(7,367)	(7,766)	(8,036)	(7,680)	(8,726)	(20,256)	(24,442)
Net interest income	23,146	23,996	25,893	24,973	25,599	67,813	76,465
Provisions for loan losses	(7,183)	(7,238)	(7,370)	(8,492)	(8,539)	(21,244)	(24,401)
Net interest income after provisions for loan losses	15,963	16,758	18,523	16,481	17,060	46,569	52,064
Total Fees & Commissions	5,470	5,959	5,748	5,742	6,151	15,892	17,641
Trading income	855	664	687	627	1,178	2,598	2,492
Other operating income	212	(89)	20	1,677	16	943	1,713
Non-interest expense	(13,185)	(13,902)	(13,299)	(13,424)	(13,820)	(38,058)	(40,543)
Operating income	9,315	9,390	11,679	11,103	10,585	27,944	33,367
Share in net income of unconsolidated subsidiaries and affiliates	27	19	2	166	(148)	81	20
Income before tax	9,342	9,409	11,681	11,269	10,437	28,025	33,387
Current income tax and profit sharing	(1,584)	(8,028)	(2,172)	(4,114)	(885)	(5,488)	(7,171
Deferred income tax and profit sharing	(559)	5,727	(741)	1,798	(1,854)	(1,032)	(797)
Income before discontinued operations	7,199	7,108	8,768	8,953	7,698	21,505	25,419
Discontinued operations	0	0	131	207	534	0	872
Income before non controlling interest	7,199	7,108	8,899	9,160	8,232	21,505	26,291
Minority Interest	1	0	0	0	0	0	C
NET INCOME	7,200	7,108	8,899	9,160	8,232	21,505	26,291

This consolidated balance sheet is prepared in accordance with the Accounting Criteria for Credit Institutions issued by the National Banking and Securities Commission, based on the Articles 99, 101 and 102 of the Mexican Credit Institutions Law, of general and compulsory observance, consistently applied, reflecting the operations conducted by the Bank up to the above date, which were realized and valued in accordance with sound banking practices and applicable legal and administrative disposals.

This consolidated financial statement was approved by the Board of Directors under the responsibility of the managers who subscribe it.

EDUARDO OSUNA OSUNA CEO JAVIER MALAGON NAVAS CFO NATALIA ORTEGA GOMEZ HEAD OF INTERNAL AUDIT



### Cash Flows

BBVA Bancomer Cash Flow Statement (from January 1st to September 30th, 2016)  Million pesos	
Net income	26,291
Adjustments derived from items not involving cash flow  Profit or loss derived from the valuation of investment and financing activities  Depreciation of property, furniture and fixtures  Amortization of intangible assets  Provisions  Income taxes  Share in net income of unconsolidated subsidiaries and affiliated companies  Noncontrolling interest	99 2,375 1,345 716 7,968 (20) 0
Operating activities	
Change in margin call accounts Change in investments in securities Change in deptors from repurchase agreement Change in derivatives (assets) Change in loan portfolio (net) Change in receivable benefits from securitization transactions Change in repossessed assets Change in other operating assets Change in deposits Change in interbank loans and other loans from other entities Change in creditors from repurchase agreements Change in collaterals sold or delivered in guarantee Change in derivatives (liabilities) Change in subordinated debt Change in other operating liabilities Change in hedging instruments (of hedge items related to operation activities) Income taxes payment	(4,854) 19,205 11,081 (28,454) (66,216) 926 1,109 (29,342) 46,886 (2,651) (9,532) 1,051 28,909 (299) 23,740 2,059 (9,676)
Net cash flows used in operating activities	(16,058)
Investment activities  Proceeds from the disposal of property, furniture and fixtures  Payments for the acquisition of property furniture and fixtures  Proceeds from the acquisition of subsidiaries and affiliates  Proceeds from cash dividends  Payments for acquisition of intangible assets	9 (4,294) 259 68 (1,110)
Net cash flows used in investment activities	(5,068)
Financing activities Cash dividends paid  Net cash flows used in financing activities	(17,411) <b>(17,411)</b>
Net increase or decrease in cash and cash equivalents Effects of changes in cash and cash equivalents Cash and cash equivalents at the beginning of the year Cash and cash equivalents at the end of the year	237 8,185 150,102 158,524

This consolidated balance sheet is prepared in accordance with the Accounting Criteria for Credit Institutions issued by the National Banking and Securities Commission, based on the Articles 99, 101 and 102 of the Mexican Credit Institutions Law, of general and compulsory observance, consistently applied, reflecting the operations conducted by the Bank up to the above date, which were realized and valued in accordance with sound banking practices and applicable legal and administrative disposals.

This consolidated financial statement was approved by the Board of Directors under the responsibility of the managers who subscribe it.

EDUARDO OSUNA OSUNA CEO JAVIER MALAGON NAVAS CFO NATALIA ORTEGA GOMEZ HEAD OF INTERNAL AUDIT



# Variation in Stakeholders' Equity

BBVA Bancomer	Subscribed (	Capital		Earned Capital							Non	
Million pesos	Paid in Capital Sha	are Premium	Capital Reserves	Results of prior years	Unrealized Gain on Available for Sale Securities	Result from Valuation of Cash Flow Hedging Instruments	Redefined benefits to employees	Result from Conversion of Foreign Subsidiaries	Net Income	Majority Stockholder's Equity	Controlling Interest in Consolidated Subsidiaries	Total Stockholder's Equity
Balances as of December 31th, 2015	24,138	15,726	6,881	69,583	(692)	550	341	-	28,613	145,140	37	145,177
HOLDERS' MOVEMENTS IN LINE WITH STOCKHOLDERS												
Transfer from net income to results of prior years				28,613					(28,613)	_		-
Payment of cash dividends				(12,985)						(12,985)		(12,985)
Total	-	-	15,628	-	-	-		-	(28,613)	-	(12,985)	-
HOLDERS MOVEMENTS IN RECOGNITION TO THE REVENUES												
Net income									26,291	26,291	÷	26291
Result from valuation of securities available for sale					(794)					(794)		(794)
Result from valuations of Cash Flow Hedging						(248)				(248)		(248)
Cummulative effect by conversion							99			99		99
Redefined benefits to employees								(1)		(1)		(1)
Total	-	-	-	-	(794)	(248)	99	(1)	26,291	25,347	-	25,347
Balances as of September 30th, 2016	24,138	15,726	6,881	85,211	(1,486)	302	440	(1)	26,291	157,502	37	157,539

This consolidated balance sheet is prepared in accordance with the Accounting Criteria for Credit Institutions issued by the National Banking and Securities Commission, based on the Articles 99, 101 and 102 of the Mexican Credit Institutions Law, of general and compulsory observance, consistently applied, reflecting the operations conducted by the Bank up to the above date, which were realized and valued in accordance with sound banking practices and applicable legal and administrative disposals.

This consolidated financial statement was approved by the Board of Directors under the responsibility of the managers who subscribe it.

EDUARDO OSUNA OSUNA CEO JAVIER MALAGON NAVAS CFO NATALIA ORTEGA GOMEZ HEAD OF INTERNAL AUDIT



# January - September 2016

# Financial Report BBVA Bancomer

Contact

Investor Relations Phone: (52 55) 5621-2718 investorrelations.mx@bbva.com www.bancomer.com