

BBVA Mexico 2Q19 Results

Disclaimer

This document has been drafted for information purposes and for the use of BBVA Bancomer, S.A., Institución de Banca Múltiple, Grupo Financiero BBVA Bancomer (BBVA Mexico) investors to whom it is addressed, in order to facilitate their understanding of certain information regarding BBVA Mexico, and only refers to the businesses of BBVA in Mexico. For detailed financial information about BBVA Mexico please visit the Bank's website www.bbva.mx.

The information contained herein (hereinafter "Information") shall not be deemed to be considered in any case as financial advice, investment advice, tax/legal advice or otherwise nor an offer to sell or a solicitation to acquire or dispose of an interest in securities, nor a recommendation to buy or sell securities or enter into any transaction nor should it be relied upon to make any sort of Decision in any direction. BBVA Mexico does not assume any obligation whatsoever to communicate any changes to this document or to update its contents.

BBVA Mexico has obtained the information included in this document from sources considered to be reliable. However, notwithstanding the fact that reasonable measures were taken to assure that the Information contained herein is not mistaken or misleading, BBVA Mexico does not represent or warrant, either express or implicit, its accuracy, integrity or correctness.

Investors or potential investors who have access to this document should be aware that the securities, instruments or investments to which it may refer may not be appropriate for them due to their specific investment goals, financial positions or risk profiles, as these have not been taken into account to prepare this report. Therefore, investors should make their own investment Decisions considering said circumstances and obtaining such specialized advice as may be necessary.

BBVA Mexico accepts no liability of any type for any losses arising from the use of this report or its contents. In no case BBVA Mexico, its branches, and/or its directors, officers, employees and authorised personnel shall be held responsible for any damage, losses, claims, or any sort of expenses that could result from the use of this document or from its contents.

The Information must be treated as confidential and no part of this document may be (i) copied, photocopied or duplicated by any other form or means (ii) redistributed (iii) quoted or (iv) furnished to any other person or entity without the prior written consent of BBVA Mexico. It is understood that its recipients accept all of the warnings and conditions contained herein in its integrity. All the data contained in this document is set forth as an example and is due to change."

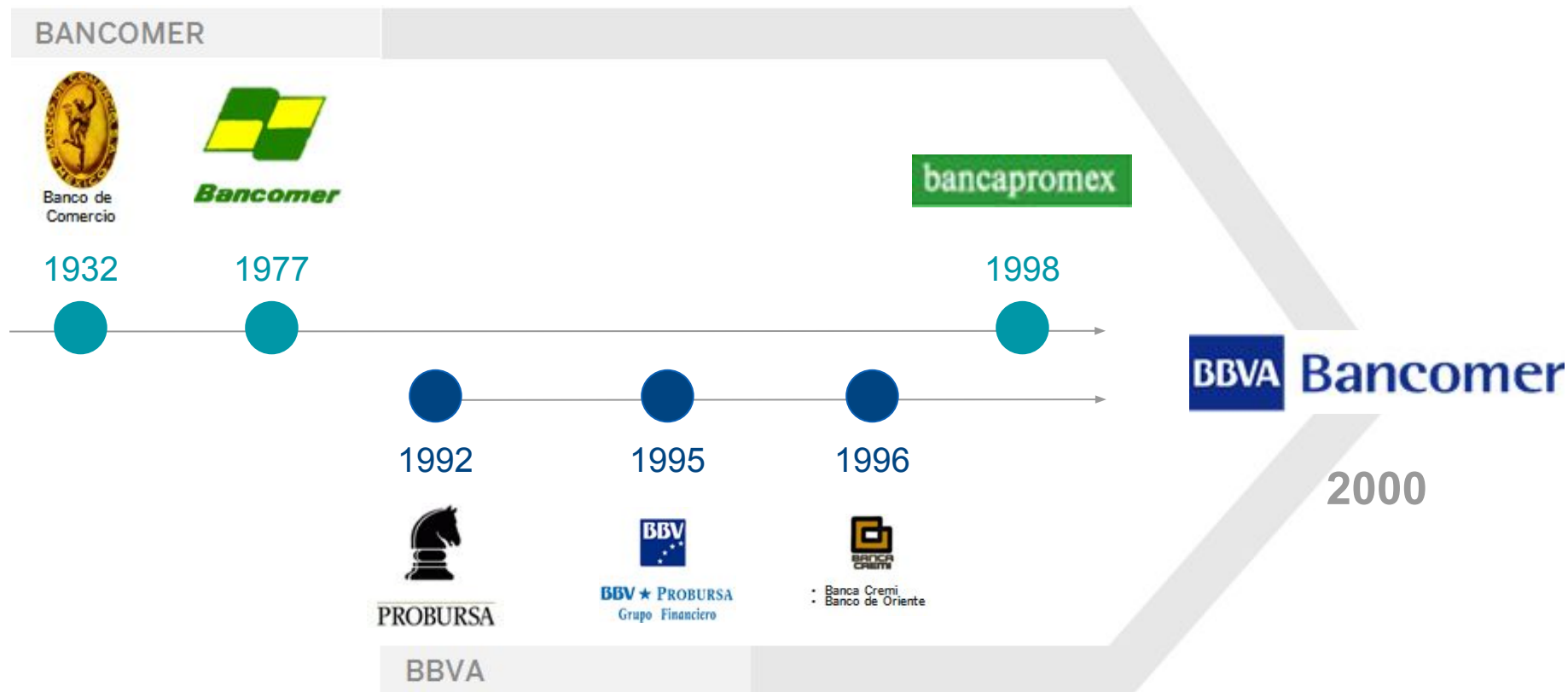
This document is the property of BBVA Mexico. Any denominations, designs, and logos are registered trademarks of BBVA Mexico.



Creating Opportunities

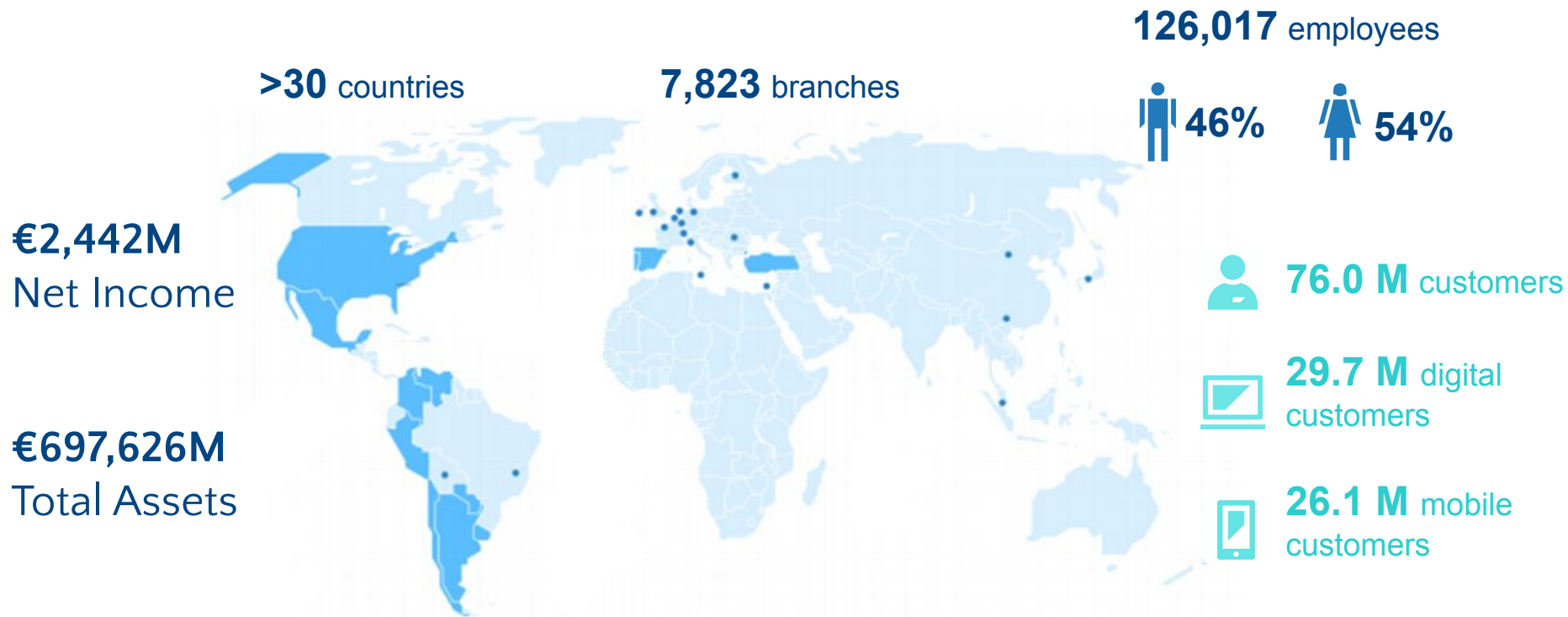
History

BBVA Mexico, a history of success...

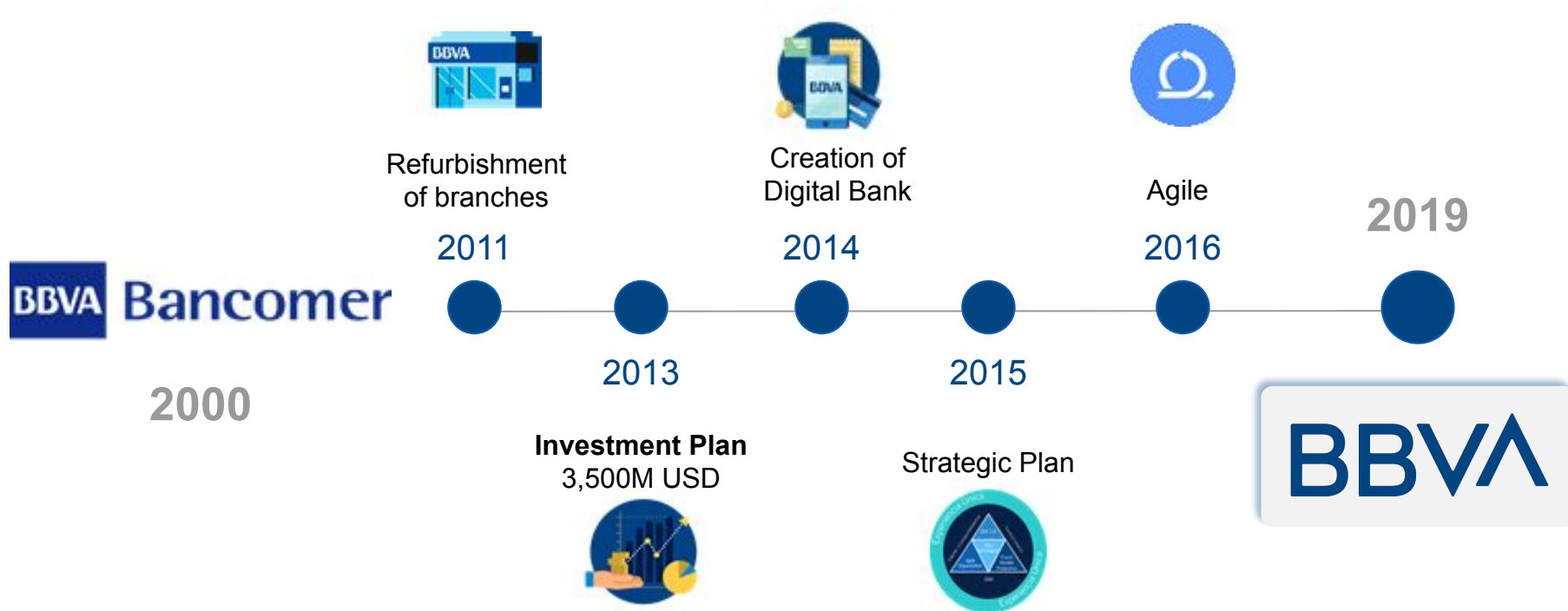


... and is part of an international Group that has a solid positioning

Figures as of June 2019



Solid transformation execution in order to offer the best service to all customer segments



Business Model

BBVA Mexico has a solid strategy

“To bring the age of opportunity to everyone”

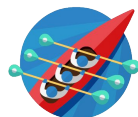
BBVA'S GROUP VALUES



Customer comes first

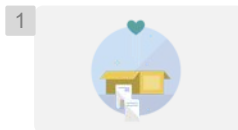


We think big

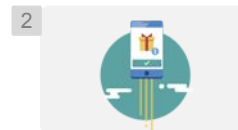


We are one team

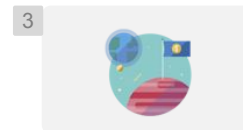
BBVA'S GROUP STRATEGIC PRIORITIES



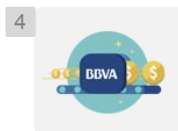
Customer experience



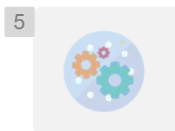
Digital sales



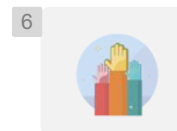
New business models



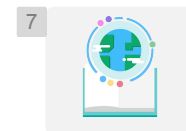
Optimize capital allocation



Unrivaled efficiency



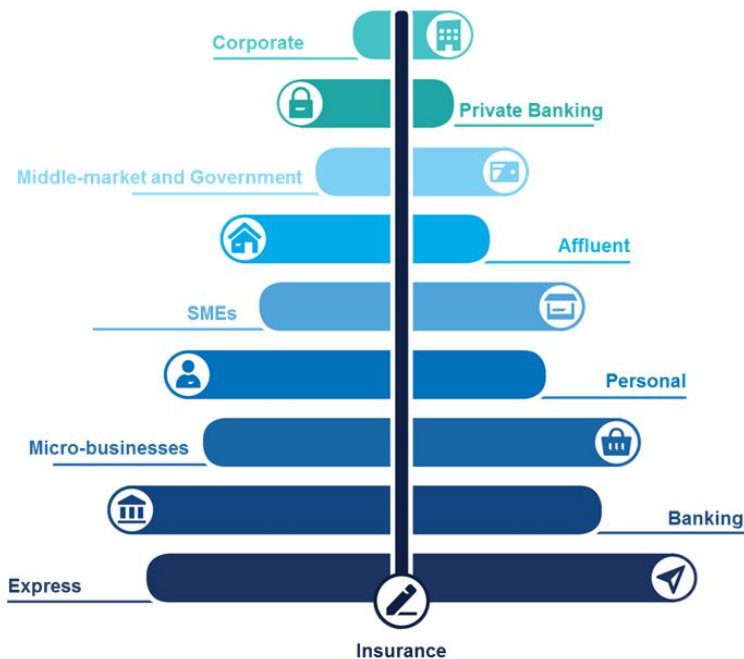
A first class workforce



Social Responsibility

Creating Opportunities

Business model focused and specialized in each of the customer segments..



- Specialized and personalized attention for each one of the customer segments that allows to provide a higher quality service.
- Extensive key distribution network to provide easy and secure access to financial services.
- Betting on technology with important investments in transformation and innovation projects.

... to continue creating opportunities and consolidate the positioning of the institution in Mexico

Consolidating its leadership in the Mexican sector

Market Share (June 2019, %)

Performing Loans:

BBVA Mexico **22.3%**



Peer 1 14.3

Peer 2 13.1

Peer 3 12.7

Peer 4 7.6

Peer 5 7.4

Customer Deposits:

BBVA Mexico **23.4%**

Peer 1 14.4

Peer 2 14.1

Peer 3 13.3

Peer 4 7.9

Peer 5 6.0

Financial Indicators (%) Jun-19



Efficiency

38.19

54.37

ROE

24.01

13.98

NPL

2.05

2.17

■ BBVA Mexico

■ Market excluding BBVA Mexico

With a solid commitment to Mexico

- Investment: **USD 3,500 M** (2013-2018) and **USD 3,000 M** from 2019 to 2024. Objective: **branch maintenance and refurbishment**, continuous innovation through the **development of digital products and services**, **cybersecurity** and **social programs** to enhance financial education.
- The **contribution to social initiatives** is doubled, contributing with **2% of the net income**.
- The **first private bank in Mexico** to issue a **green bond**, aligned with the 2025 commitment of the BBVA Group, an initiative to **combat climate change**.



Branches
1,821



ATMs
12,811



POS Terminals⁽¹⁾
293,332



Correspondents⁽²⁾
34,639

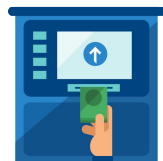
Figures as of June 2019.

(1) POS Terminals figure as of May 2019.

(2) Correspondents figure as of April 2019.

Seeking to strengthen the relationship with the customer

Through efficient attention across digital channels.



**First place in
NPS**

Digital customers



Mobile customers





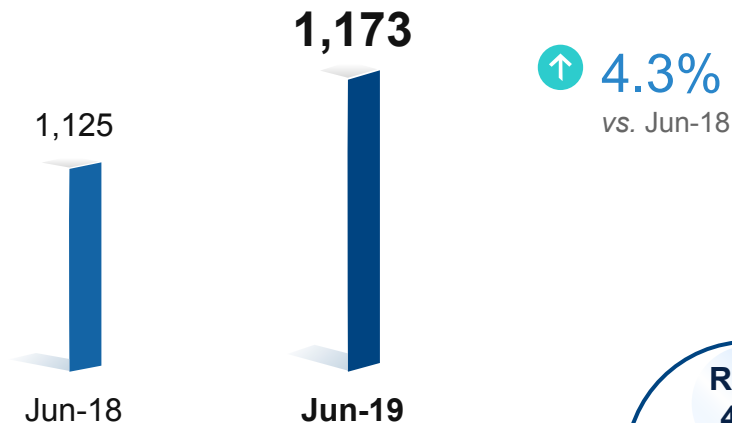
Creating Opportunities

Results June 2019

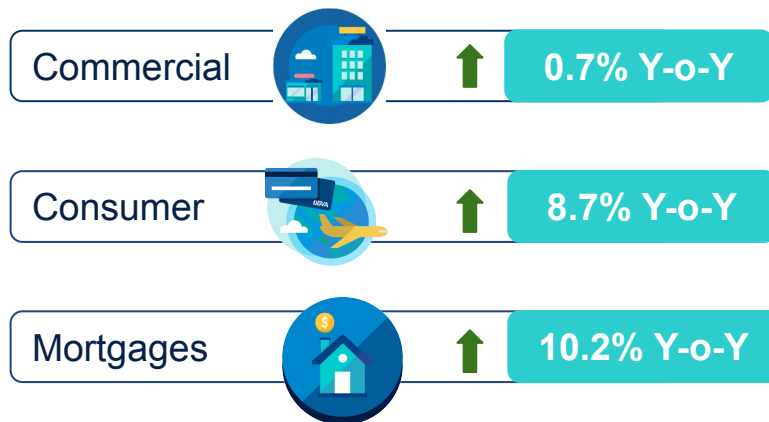
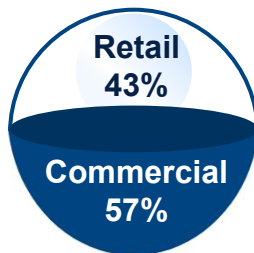
Constant growth in lending activity

Performing Loans

(billion pesos, Y-o-Y %)



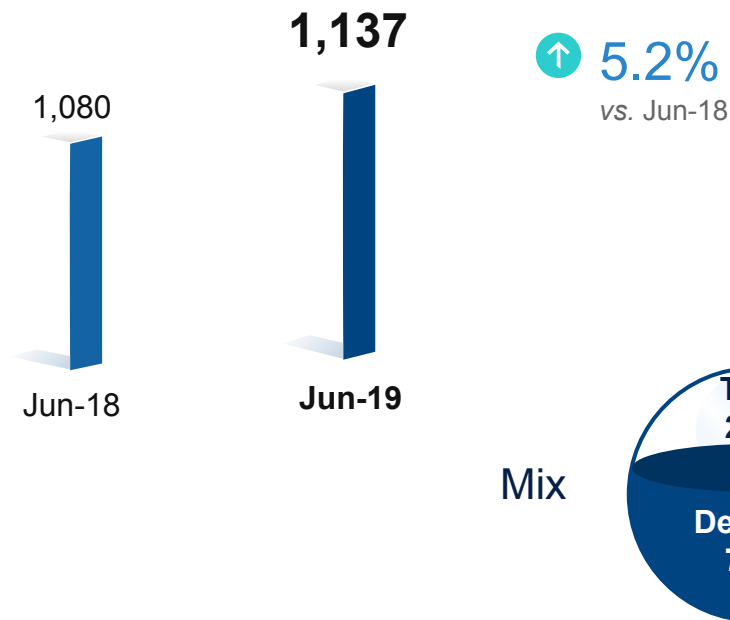
Mix



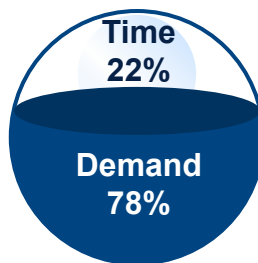
Maintaining a profitable mix of the resources

Bank Deposits

(billion pesos, Y-o-Y %)



Mix



Demand



3.0% TAM

Time (customer deposits)



13.8% TAM

CCL (Local LCR)¹

138.1%

Solid and resilient results within a complex environment

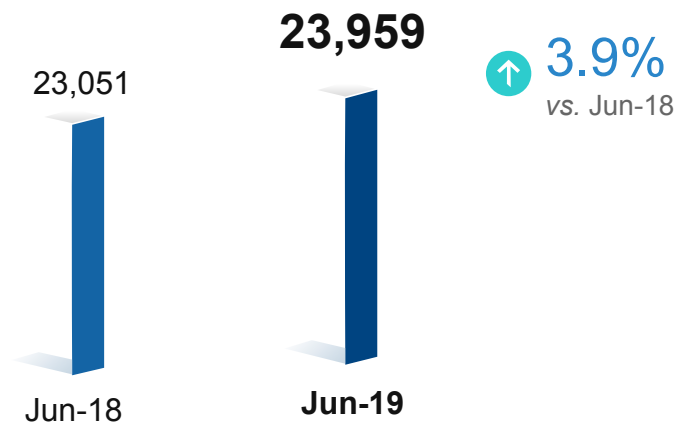
BBVA Mexico (million pesos)	6M18	6M19	Y-o-Y %
Net Interest Income	59,507	63,975	7.5
Provisions for loan losses	(16,331)	(16,903)	3.5
Net Interest Income after provisions	43,176	47,072	9.0
Fees & Commissions	13,767	13,953	1.4
Trading Income	3,304	3,184	(3.6)
Other Income	909	(134)	n.a.
Expenses	(29,463)	(30,970)	5.1
Operating Income	31,693	33,105	4.5
Net Profit	23,051	23,959	3.9

- Net Interest Income driven by a **more profitable portfolio mix**.
- Moderate growth in commissions, driven mainly by a **higher volume of transactions**.
- **Controlled expenses** that allow a good evolution of the operating efficiency.
- **The above leads to a favorable growth in profits**, which is accompanied by an adequate risk management, thus achieving good asset quality.

Solid results in a complex environment

Net income

(million pesos, Y-o-Y %)



Efficiency

(%)



Figures under local accounting standards with BBVA Mexico data.

Efficiency index: Administrative and promotional expenses / Net Interest Income + commissions and fee income + trading income + other operating income (expense).

Contact info

BBVA Mexico Investor Relations

<https://investors.bbva.mx>

email: investorrelations.mx@bbva.com



BBVA Mexico 2Q19 Results