



Creating Opportunities

BBVA Mexico

Continuously leading growth
3Q23

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We are part of a solid international financial group

BBVA Group Information



GLOBAL PRESENCE BBVA

SEPTEMBER 2023



Countries
>25

Branches
6,017

Employees
120,457



DIGITAL CAPABILITIES

SEPTEMBER 2023

Digital Sales
62.3 %

Mobile Clients
51.5 million



FINANCIAL MAGNITUDES

SEPTEMBER 2023

Net Income

5,961 million euros

Total Assets

757,736 million euros

Performing Loans

376,336 million euros

Deposits

403,861 million euros

OUR PURPOSE

“To bring the age of opportunity to everyone”



SUSTAINABLE DEVELOPMENT AND CONTRIBUTION TO SOCIETY

Tripling original commitment 2025 BBVA

300 million euros
between 2018 and 2025

BBVA Mexico with a success history...

- 1932 **Bancomer** is founded under the name of *Banco de Comercio*
- 1991 creation of Grupo Financiero Bancomer
- 1996-1997 Afore, Seguros y Pensiones Bancomer were created
- 2000 Grupo Financiero BBVA Bancomer (GFBB) born as a result of the merger of Grupo Financiero BBV-Probursa with Grupo Financiero Bancomer

- 2000 GFBB acquires Banca Promex and consolidates itself as the largest financial institution in Mexico
- 2005 GFBB acquires Hipotecaria Nacional
- 2021 Name change (BBVA México)
- 2022 BBVA Mexico celebrates 90 year contributing to the development of mexican economy



BBVA
Creating Opportunities

Business Model & Strategy

OUR PURPOSE

“To bring the age of opportunity to everyone”

WE FOLLOW BBVA GROUP STRATEGIC PRIORITIES



Improving our
clients' financial health



Driving operational
excellence



Helping our clients
transition towards a
sustainable future



The best and most engaged
team



Reaching more clients



Data and Technology

OUR VALUES

Customer comes first



We think big



We are one team



BBVA Mexico's Footprint

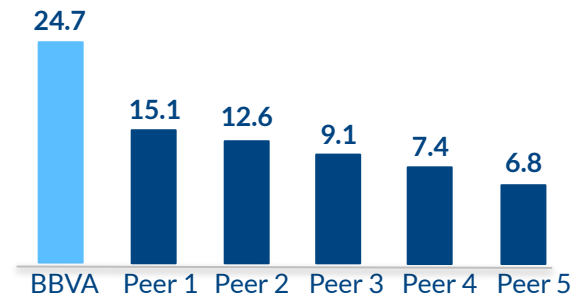
(SEPTEMBER 23)

★ #1



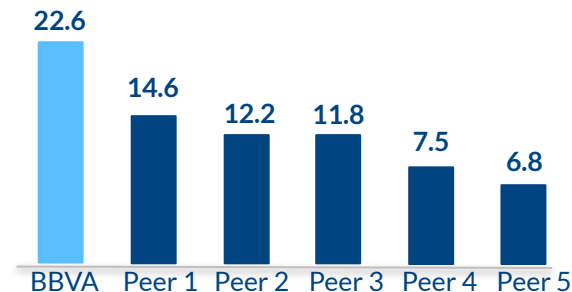
Performing Loans Market Share

(Stage 1,2, Aug-23, %)



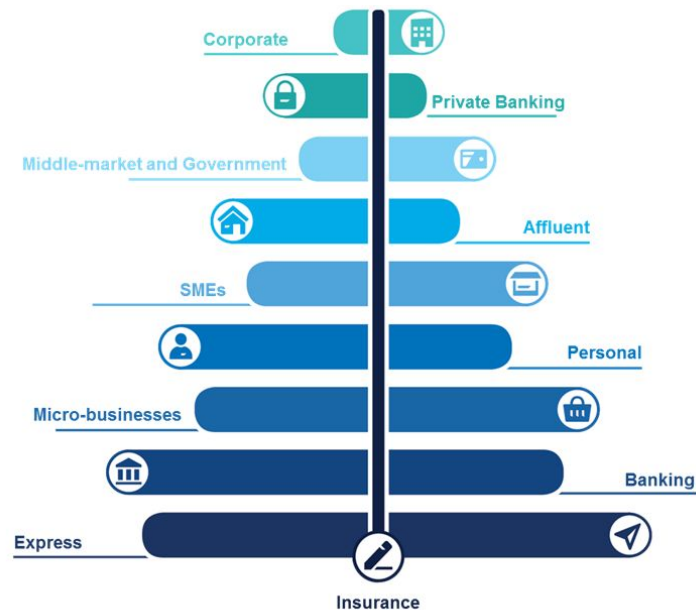
Deposits Market Share

(Demand + Time deposits, Aug-23, %)



Source CNBV (with subsidiaries with sofomes) as of August 2023

One of the main strengths, our customer base
29.9 M customers

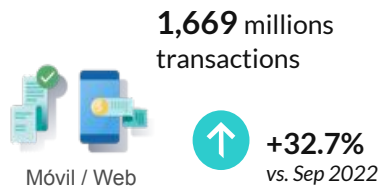
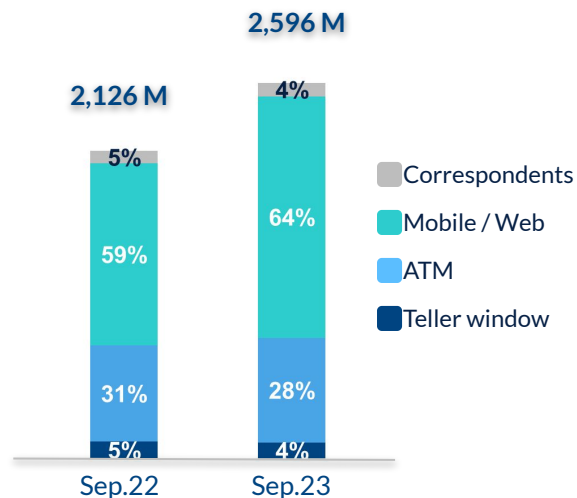


Investment as a pillar and key driver to continue transformation and innovation
(create new technology, digital channels, products and services)

Specialized and personalized attention for each customer segment
(provide a higher quality service)

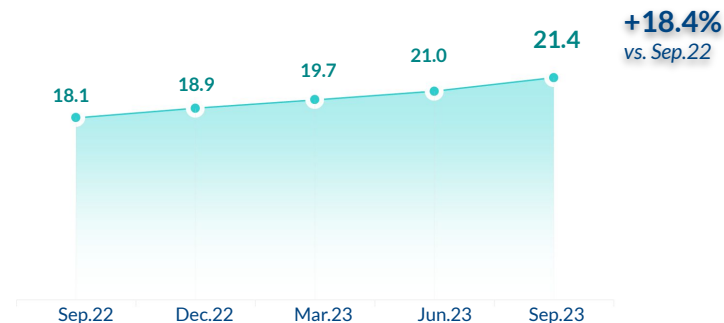
Total financial transactions, 9M23 (excludes POS)

% financial transactions



Mobile Clients

millions



Sales E2E Digital

Digital Sales

76.6%

+3.22pp
vs. Sep.22

Consumer credit



885 k

+23%
vs. Sep.22

Credit Card



738 k

+65%
vs. Sep.22

New Accounts



1,586 k

+34%
vs. Sep.22

We continue to promote the **financing of "green" and social projects.**

ENVIRONMENT



101,054mp

↑ **+20%**
vs. sep'22

INCLUSIVE GROWTH



37,790mp

↑ **+31%**
vs. sep'22

TOTAL

138,844mp

↑ **+23%**
vs. sep'22




We reaffirm our commitment to society through the Foundation: **today the first “SER BBVA” school is a reality.**

First “Chavos que Inspiran” School

August 2023

SER School's educational model, **focused on academic excellence and character development.**



**1st generation of 60
socioeconomically vulnerable
1st grade elementary school
students in Acolman, State of
Mexico.**

And with the support of our collaborators,
we launched the...

Inspiratón **BBVA 2023**

“CHAVOS QUE INSPIRAN” SCHOOL
LET'S FINISH ELEMENTARY SCHOOL TOGETHER



34,770
Founders
(74% of our collaborators)

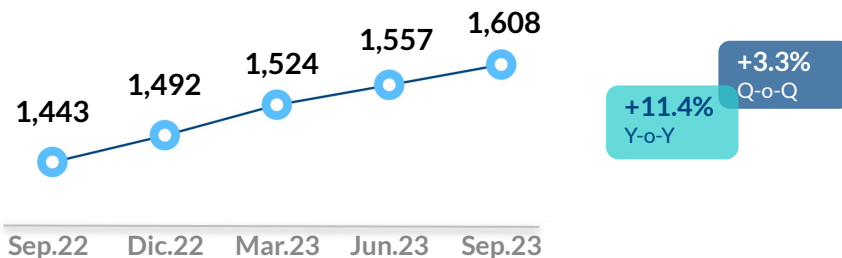


Creating Opportunities

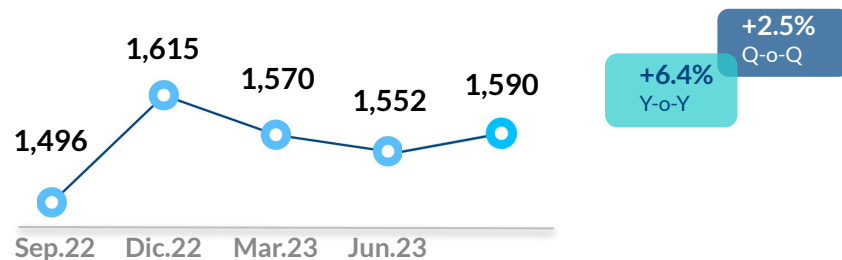
BBVA Mexico Financial Performance 9M 2023



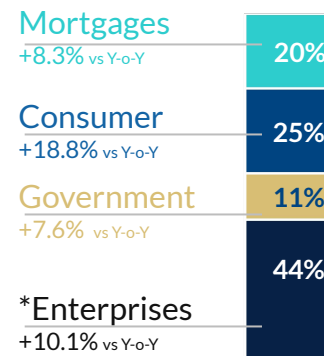
Performing loans (mp, Sep. 23)



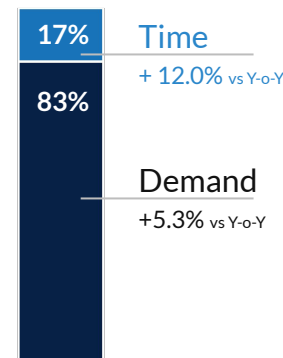
Deposits(mp, Sep. 23)



Loans Mix (% , September 23)



Deposits Mix(% , September 23)



Profitable mix of loans and deposits

BBVA MEXICO

	9M22	9M23	Y-o-Y(%)
Net Interest Income	120,542	150,718	25.0
Provisions for loan losses	(24,457)	(31,401)	28.4
Net Interest Income after provisions	96,085	119,317	24.2
Fees & Commissions	25,677	30,426	18.5
Trading Income	7,888	6,978	(11.5)
Other Income	(5,067)	(5,961)	17.6
Gross Income	124,583	150,760	21.0
Non-Interest Expenses	(49,994)	(58,889)	17.8
Net Operating Income	74,589	91,871	23.2
Income Before Tax	74,692	92,129	23.3
Net Attributable Profit	56,169	67,435	20.1

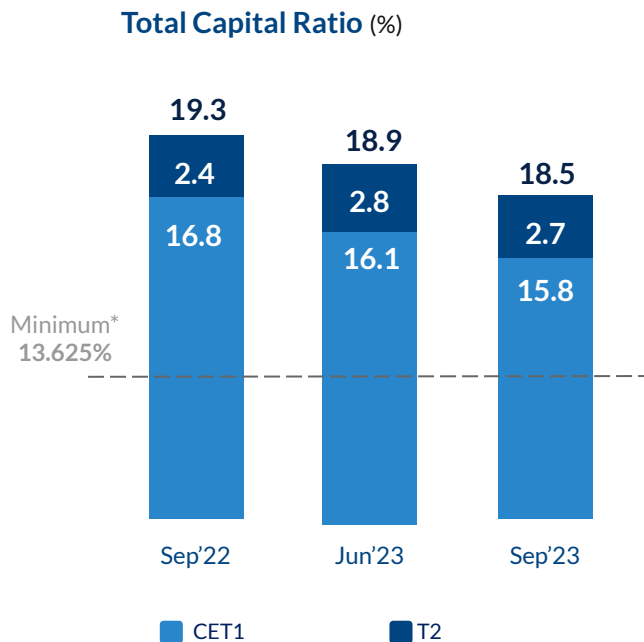
- **Net interest income** with positive evolution explained by the constant portfolio growth, positive management of the funding cost and higher interest rates.

- **Provisions** increase in line with lending growth.

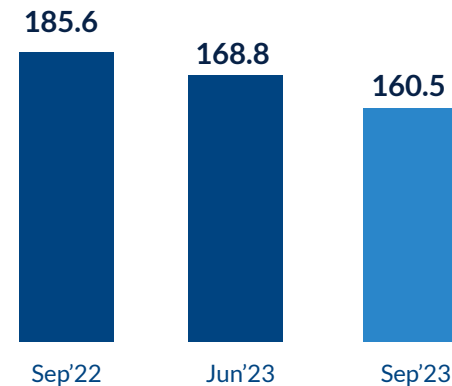
- **Higher commissions** driven by a constant increase in transactions, mainly of customers with credit cards and mutual funds.

- **Expenses** driven by high levels of inflation, technology expenses related to the growth of the business itself. In terms of personnel expenses

Shielded by solid liquidity and capital ratios **well above minimum required**



Local Liquidity Coverage Ratio(%)



BBVA México Investor Relations

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