

BBVA

BBVA Colombia

“Working for a better future for people”

2013



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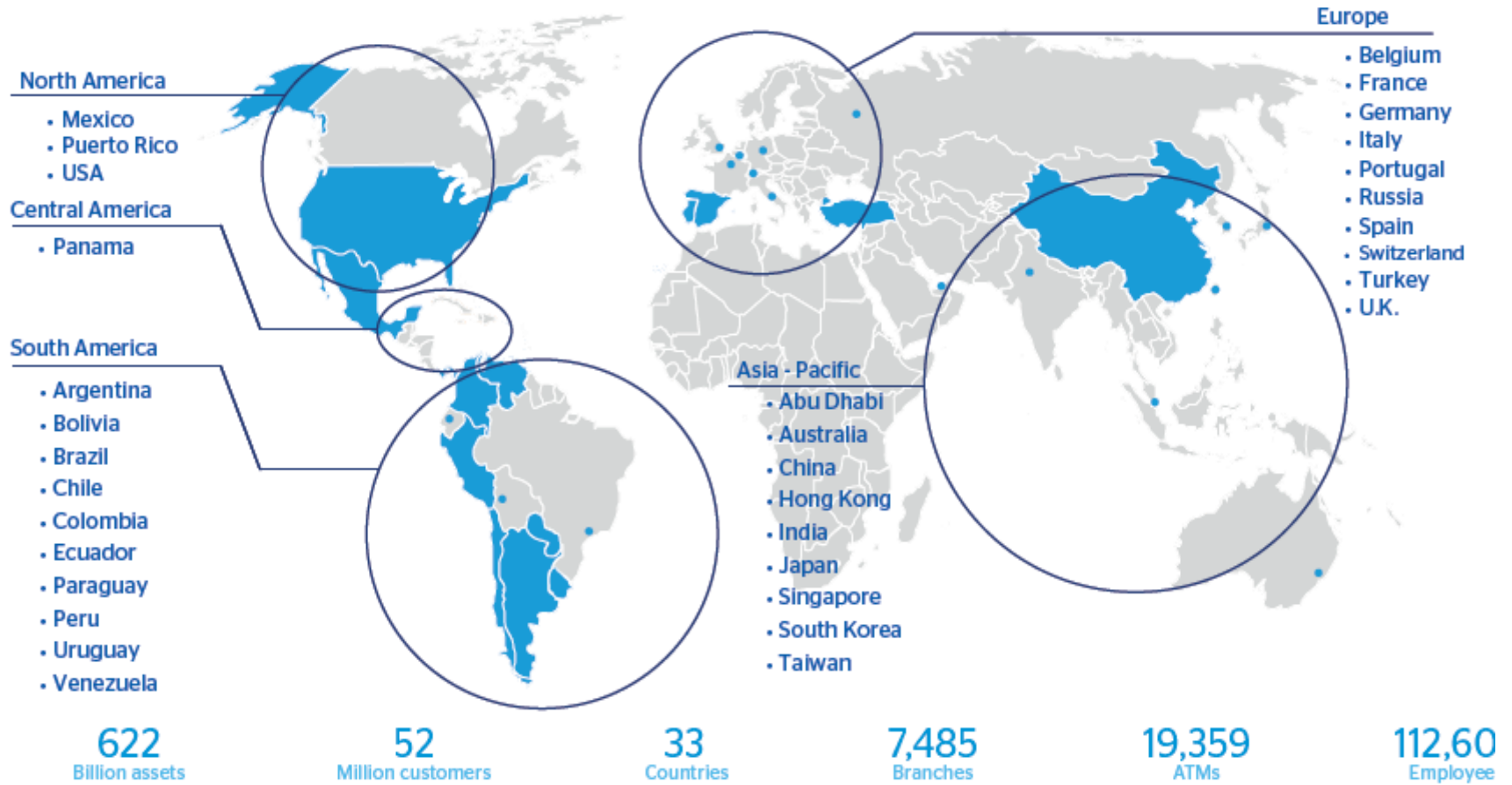
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1 BBVA Group

BBVA: A global financial group, recurrent and in expansion



155 years experience
in banking

Customer Centric
Model

Leadership in
main markets

**Dynamism and potential
of the franchise**

**Refinanced loans
under conservative
exercise**

Earnings

Risk

**Strong
fundamentals**

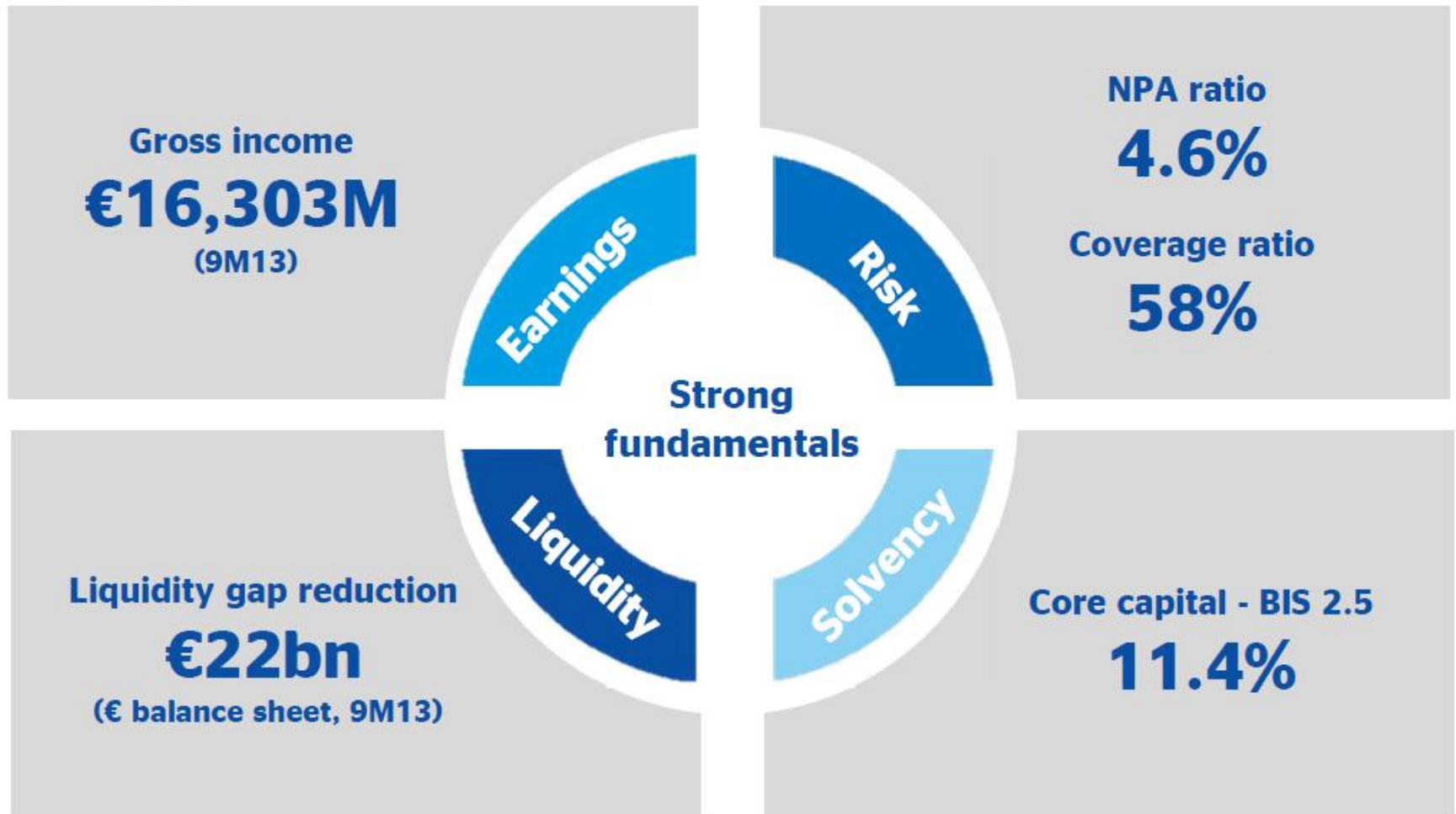
Liquidity

Solvency

**Adequate financing
structure**

**Optimum
management of
capital**

Highlights

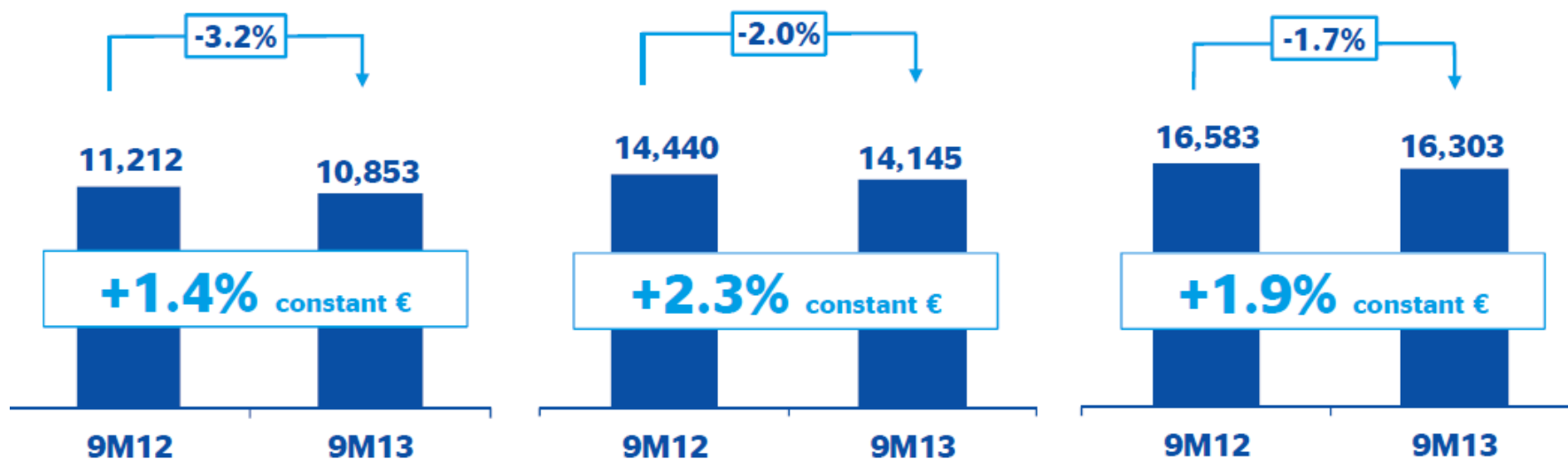


Earnings: recurring revenue despite complex environment ...

Net interest income
€m

Net interest income + fees
€m

Gross income
€m

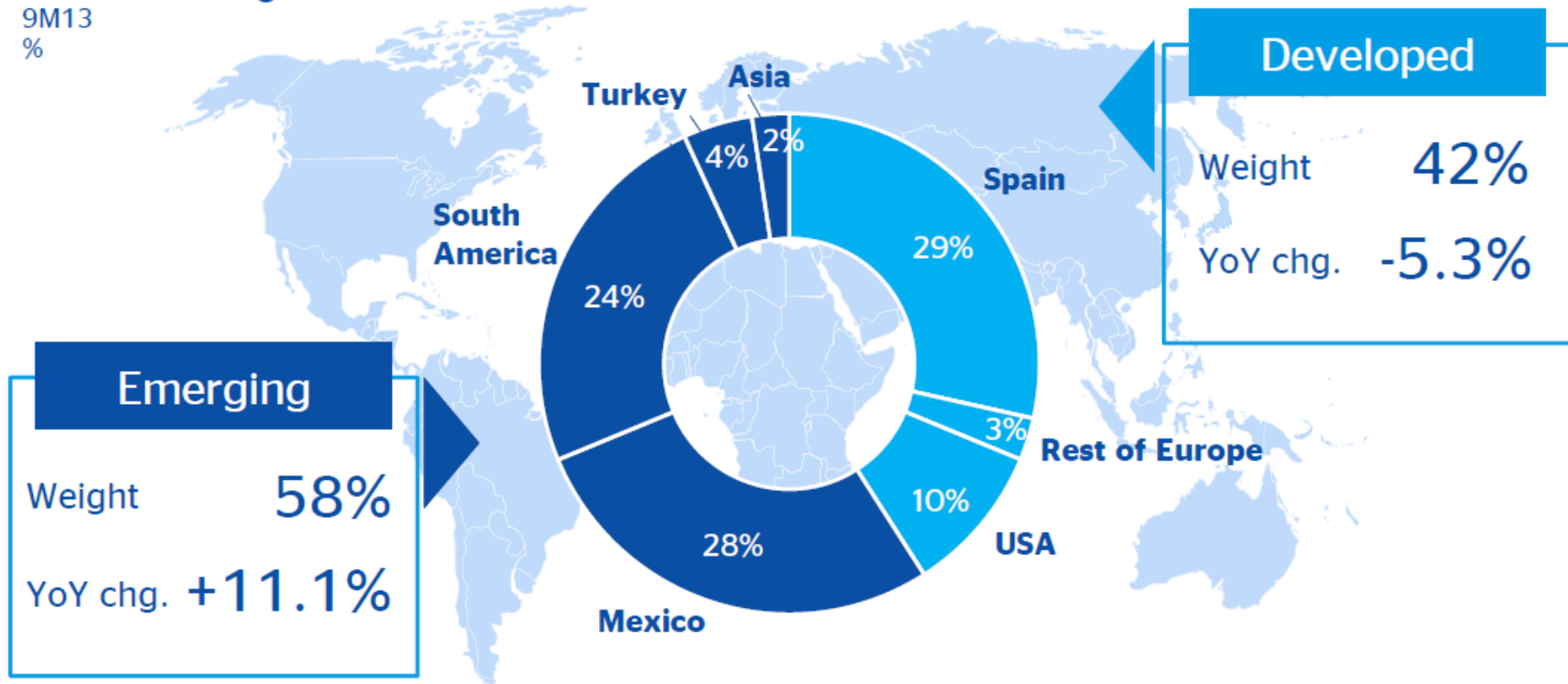


Affected by exchange rates

... thanks to a model based on diversification

Breakdown of gross income

9M13
%



Driven by emerging markets

Cost management adapted to each region

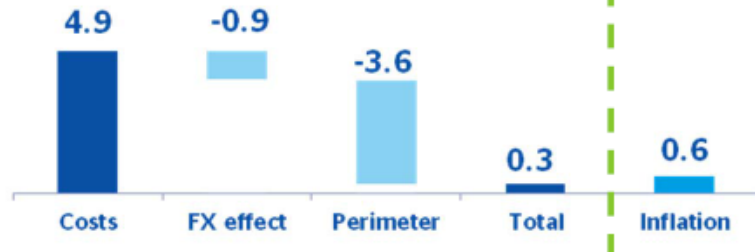
Costs
9M13 vs 9M12

+5.3%
Current €

(+8.7%)
Constant €

Developed

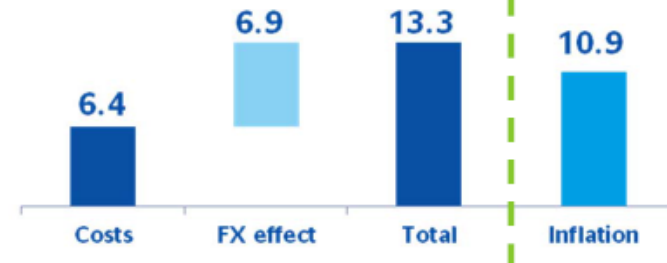
YoY change
9M13 vs 9M12
(%)



- Costs contained
- Perimeter effect

Emerging

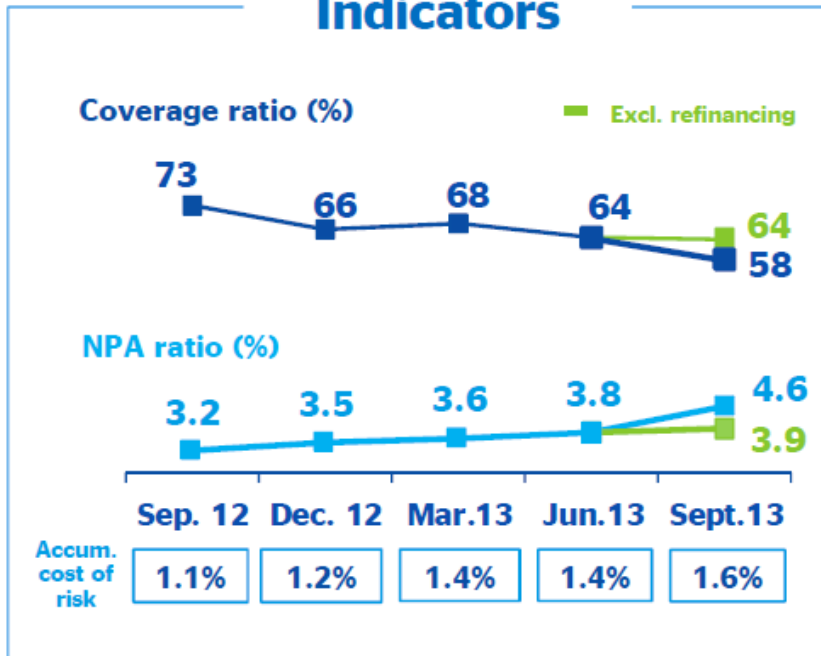
YoY change
9M13 vs 9M12
(%)



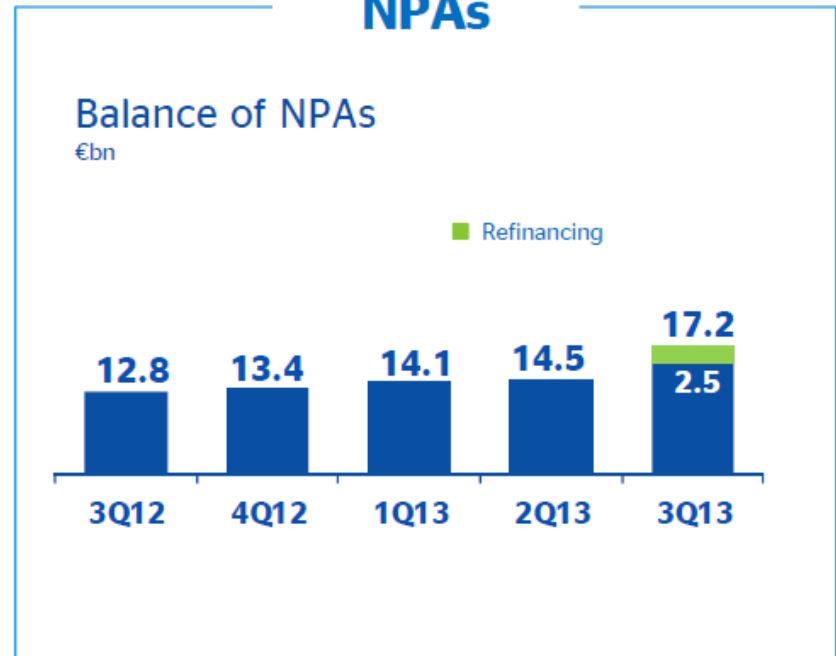
- High inflation economies
- Investment for the future

Risk: affected by reclassification of refinanced loans

Indicators



NPAs



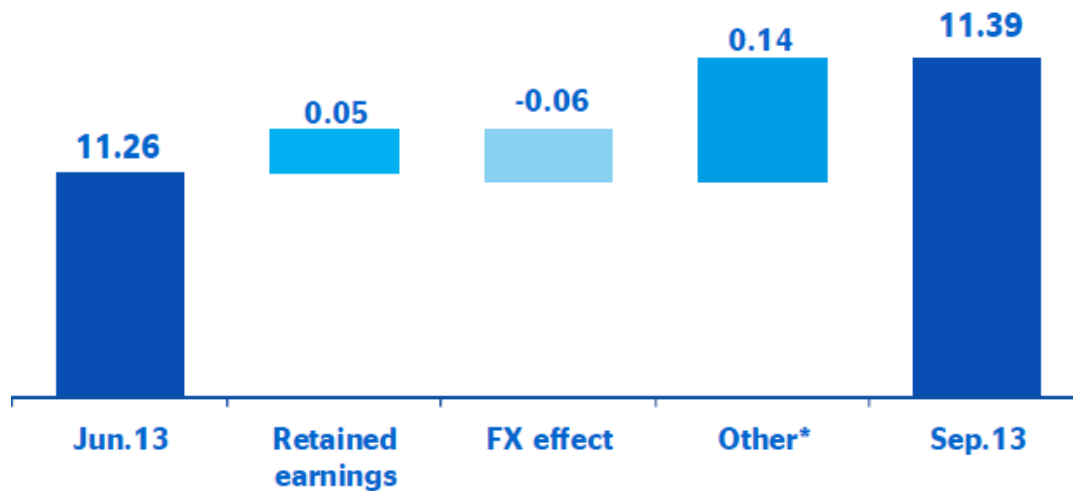
38% of all NPAs are current

Level of provisioning maintained during the year

Note: risk figures exclude real estate business. Real estate business in Spain: NPA 55.3%, coverage 62%, NPAs €9.4bn (€7.9bn ex-refis) and cost of risk 3.8%.

Capital: strong and sound

Core capital ratio (BIS 2.5)
%



And ...

BIS III fully loaded (Sept.13)

Ratio core: **8.4%**

Ratio *leverage*: **4.8%**

Comfortable capital position

* Other: mainly the treasury stock, capital losses on AFS securities and RWAs.

Once again ...

Solid results

(9M13)

Strong revenue

€16bn

**Diversified
revenue**

58%
Emerging

**Net attributable
profit**

€3.1bn

Strong structure

(9M13)

Capital

BIS 2,5

BIS III fully loaded

Ratio leverage

11.4%

8.4%

4.8%

Liquidity

▽ **liquidity gap**

€22bn

Risk

NPA ratio

Coverage ratio

4.6%

58%

2 BBVA Colombia



For BBVA Research, the expectations are positive

The economy grew up better than expected on 2Q13
Prediction to have a good performance at the end of period

Employment: indicators are stable.

The confidence starts to recover based on the good expectations, especially in the industrial system

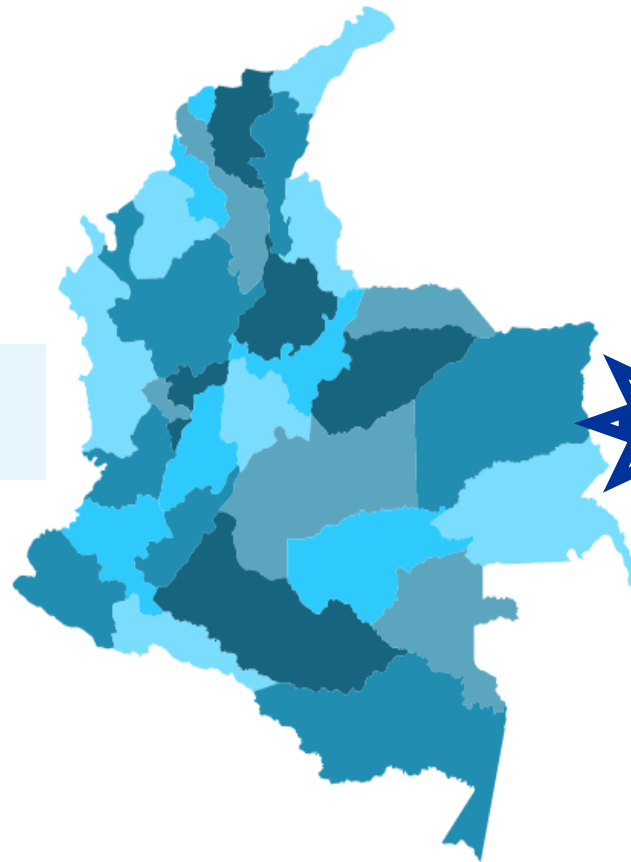
Inflation controlled and Monetary expansion

Political environment: 2014 elections and legal stability (Courthouse and legislative changes) could affect the banks results.

BBVA Colombia, 16 years committed with Colombia

The largest foreign Bank in Colombia

Presence in Colombia since 1996



Mortgages

3°

Personal Banking

4°

Assets

Transactional Deposits

Net Loans

Total Deposits

35

Bill. \$ Assets

4

Mill. Clients

444

Offices

429

Branches

1.054

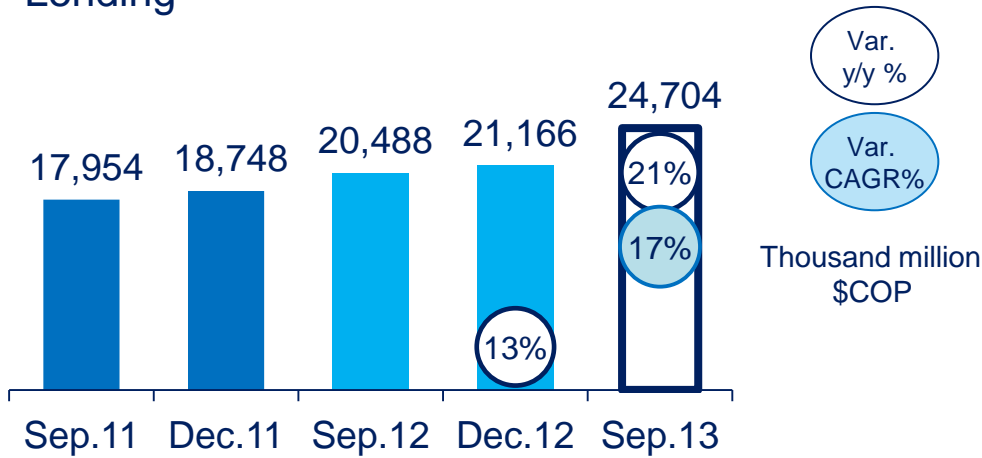
ATM's

5.165

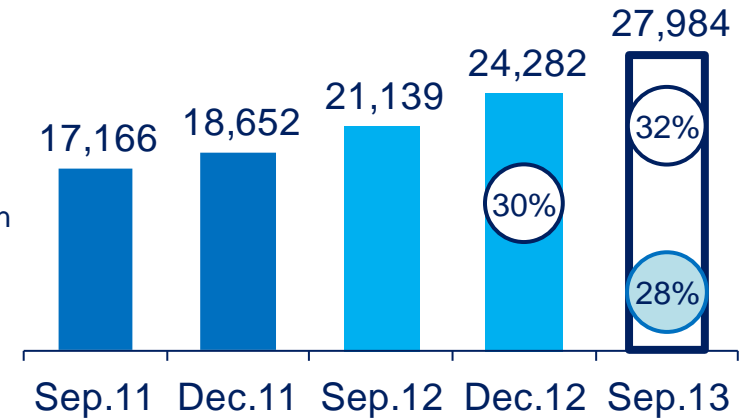
Employees

High growth in activities and results on BBVA Colombia.

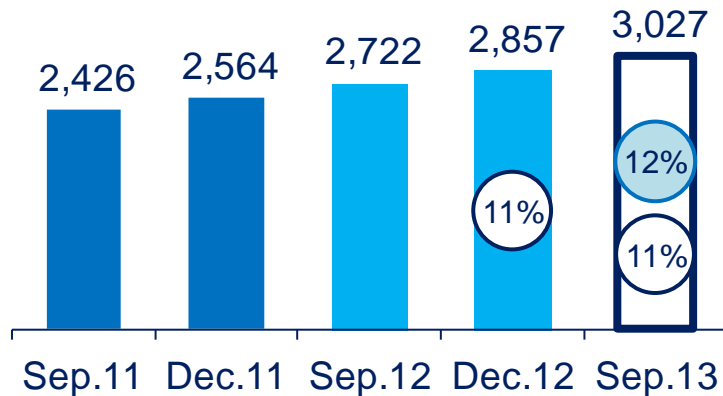
Lending



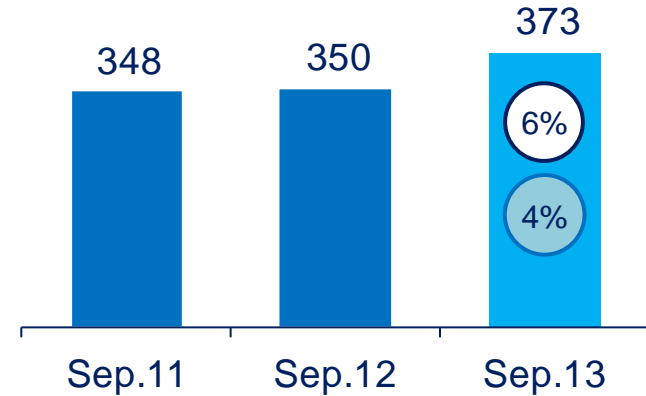
Deposits



Equity



Net Benefit



Strength in retail activity on individuals ... Customer's confidence

Lending

Thousand million COP\$	Sep.13	Var. 13/12
Consumption	7,384	24%
Credit Cards	1,042	13%
Mortgages	5,812	21%
Commercial	10,466	19%
Total Lending	24,704	21%

Clients Deposits

Thousand million COP\$	Sep.13	Var. 13/12
Checking accounts	4,128	32%
Savings	15,961	39%
Term Deposits	7,612	21%
Others	282	22%
Total Deposits	27,984	32%

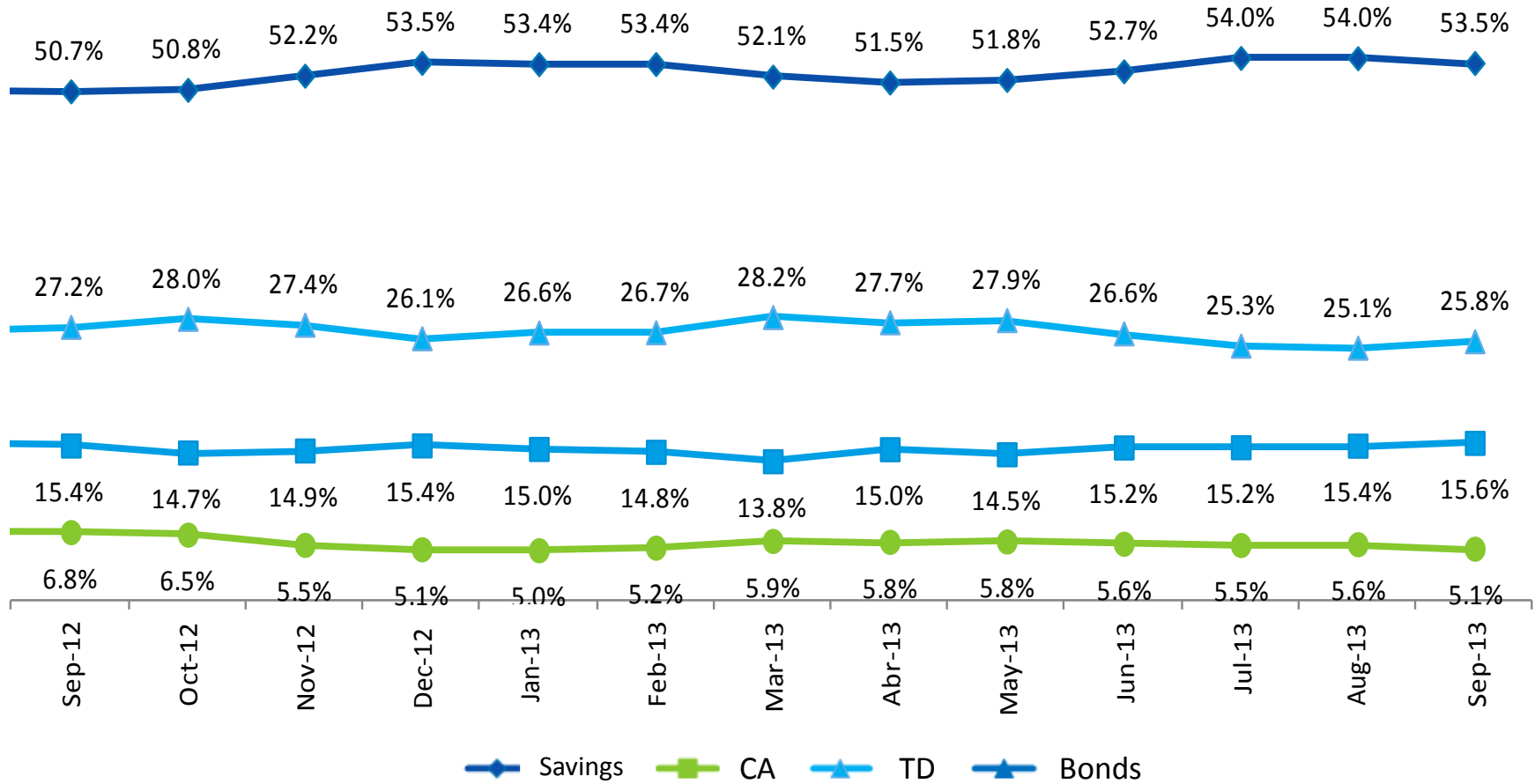
Market share - Lending (%)

Share	Aug - 13	Var. TAM (pb)
Consumption	13,11	+130
Credit cards	6,80	+5
Mortgages	18,59	+19
Commercial	6,62	-21
Total Lending	9,51	+19

Market share - Deposits(%)

Share	Aug - 13	Var. TAM (pb)
Checking Accounts	9,96	+65
Savings	12,25	+67
Term Deposits	9,95	+123
Total Deposits	10,97	+92

Liabilities structure centered on the customers resources

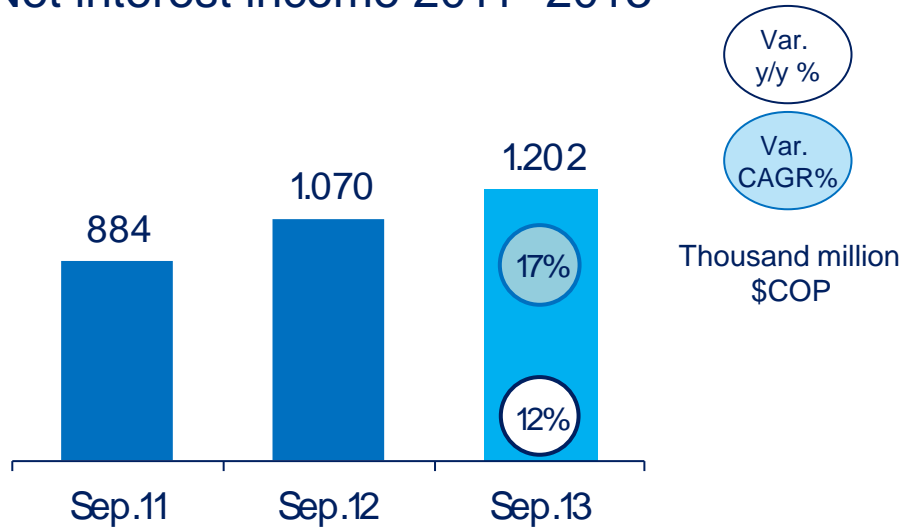


Good situation of the Bank in relation on the maturity of bonds.

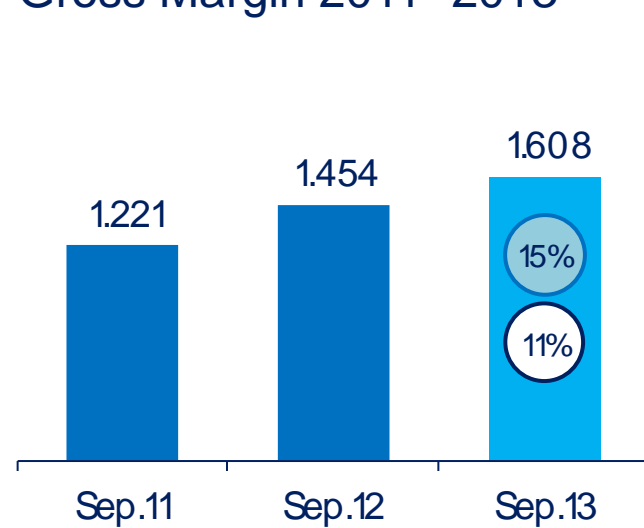
	TYPE	DATE	TERM	NOMINAL VALUE	EXPIRATION DATE	Int. Rates of
IPC / 1	Ordinary Bonds - 2008 - 04 Aug-09	26-Aug-08	6 years	43,110	26/08/2014	IPC+ 4.58%
	Ordinary Bonds - 2008 - 04 Aug-09	26-Aug-08	11 years	155,000	26/08/2019	IPC + 5.69%
	Ordinary Bonds - 2009 - 29 Sept - 10	29-Sep-10	5 years	33,600	29/09/2015	IPC + 3.05%
	Ordinary Bonds - 2009 - 29 Sept - 10	29-Sep-10	7 years	134,050	29/09/2017	IPC + 3.70%
	Subordinated Bonds - 2011 - 19 Sep - 18	19-Sep-11	7 years	102,000	19/09/2018	IPC + 4.28%
	Subordinated Bonds - 2011 - 19 Sep - 21	19-Sep-11	10 years	106,000	19/09/2021	IPC + 4.45%
	Subordinated Bonds - 2011 - 19 Sep - 26	19-Sep-11	15 years	156,000	19/09/2026	IPC + 4.70%
	Subordinated Bonds 2013 - 19 Feb 2013	19-Sep-11	10 years	200,000	19/02/2023	IPC + 3.60%
	Subordinated Bonds 2013 - 19 Feb 2014	19-Sep-11	15 years	165,000	19/02/2028	IPC + 3.89%
Total Bonds (IPC)				1,094,760		

Recurrent benefit creation...

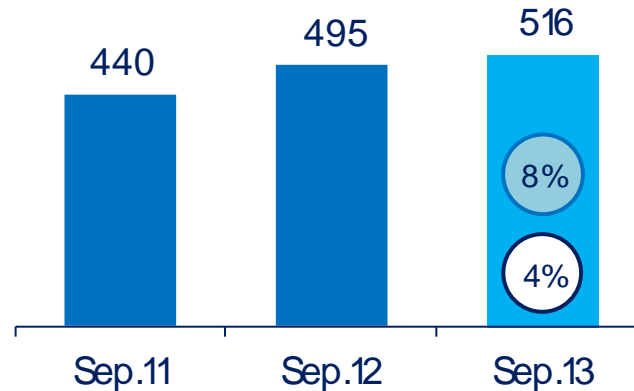
Net interest income 2011 -2013



Gross Margin 2011 -2013



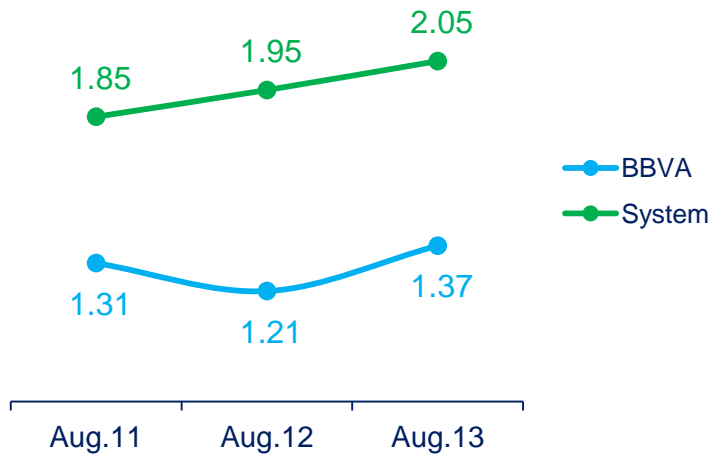
Net Margin 2011 -2013



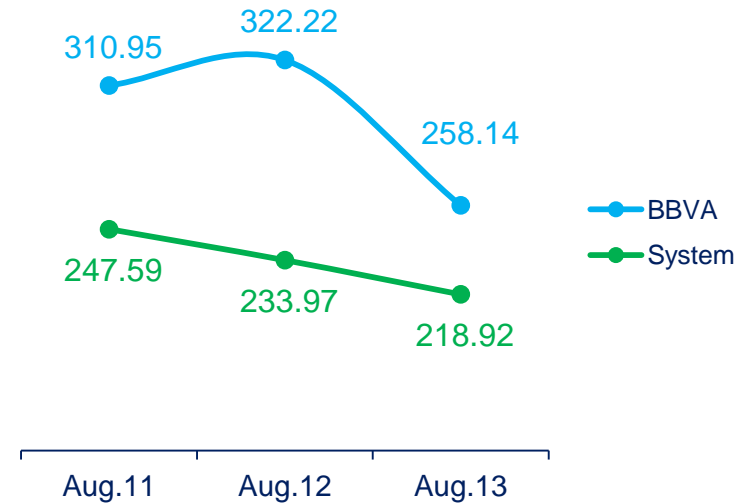
...increasing

Outstanding growth with the best quality ratios...

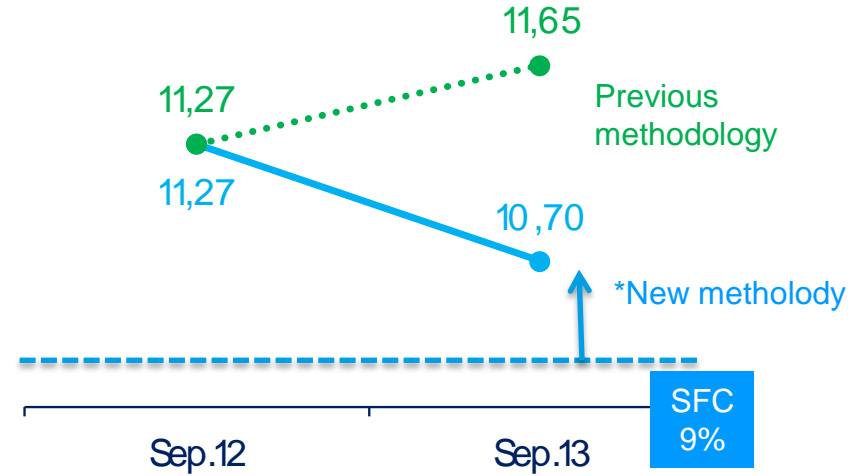
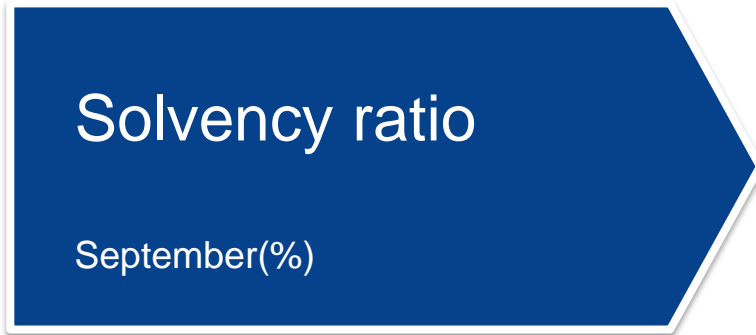
NPL ratio
2011 -2013
(%)



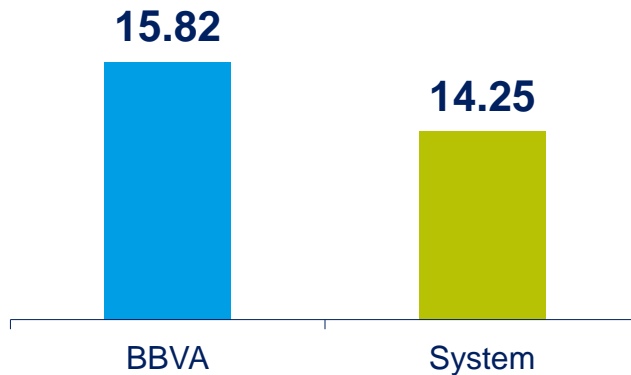
Coverage ratio
2011 -2013
(%)



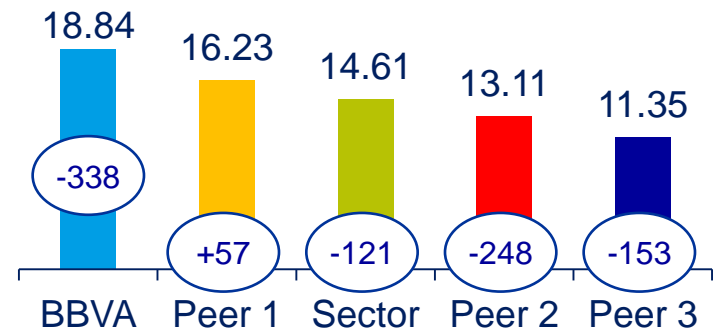
Comfortable levels in Solvency, focused on profitability



ROE BBVA vs. System
Aug. 13 (%)



ROE Ex – Goodwill Peer Group
Aug. 13 (%)



Ratings – BBVA Colombia

Internationals	Fitch	Moody's
Long term FX	BBB-	Baa3
Short term FX	F2	P3
Long term ML	BBB	Baa2
Short term ML	F2	P3

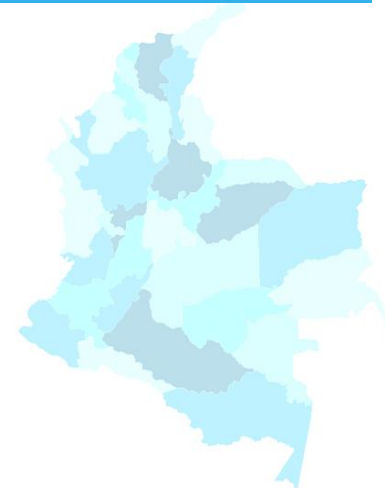
Outstanding...

- Increasing importance of the BBVA Colombia's strategy on the global BBVA Group, because the good performance
- The viability ratings has improved, by the success efforts of the bank, in the improvement of the assets quality , increased profitability , reserves and capital, which provides solidity

BBVA Colombia has the highest qualification on grade investment

Locals

Fitch Ratings Colombia S.A.	Calificación	BRC Investor Services S.A.	Calificación
Long term ML	AAA	Long term ML	AAA
Short term ML	F1+ col	Short term ML	BRC 1+



In Conclusion

Subsidiary Model (Headquarter Know How.)

Business Model based on sustained and recurrent revenues creation.

Healthy growth, with credit quality

Broad levels in solvency, focused on profitability

BBVA

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