





**Carlos Torres Vila**  
Chair



**Onur Genç**  
Chief Executive Officer

“ 2023 was a year of significant growth and attractive profitability for BBVA, which has allowed us to increase our positive impact on society, in all the countries where we have a presence, creating opportunities for all our stakeholders. Our loan portfolio grew 7.6 percent from the previous year, and we added more than 11 million new customers around the world.

From a financial standpoint, 2023 was a very good year for BBVA: We posted our best results ever, €8.02 billion.

Our winning strategy focused on innovation and sustainability has made our major accomplishments in 2023 possible, and it will ensure that 2024 is another great year for BBVA - a year in which we expect to continue growing with high profitability, and contributing to social and economic development.

“ BBVA’s net attributable profit rose to €8.02 billion, the highest result in history, thanks to the excellent performance of recurring revenue and the good evolution of our franchises in Spain and Mexico.

BBVA remains, yet another year, as one of the leading banks in terms of profitability and efficiency among European peers, with a return on tangible equity (ROTE) of 17 percent, and an efficiency ratio of 41.7 percent.

These results were possible thanks to BBVA’s significant strengths: our leading franchises in the markets where we are present; our successful strategy based on digitization, innovation and sustainability, and finally, the best team.

# Our Purpose

“ To bring the age of opportunity to everyone.

At BBVA we want to help people, families, entrepreneurs, the self-employed and businesspeople, employees and society in general to take advantage of the opportunities brought by innovation and technology. To do so, we have a committed team with a distinctive culture and way of thinking, and values that guide us to be better every day.

## OUR VALUES



**Customer comes first**



**We think big**



**We are one team**

Guided by our Purpose and values, our strategy is structured around **our strategic priorities**:



Improving our clients' financial health



Reaching more clients



The best and most engaged team



Helping our clients transition towards a sustainable future



Driving operational excellence



Data and Technology

# BBVA in brief

BBVA is a global financial group founded in 1857, with an extensive international presence and leading franchises in very attractive markets. BBVA has a leadership position in the Spanish market, is the largest financial institution in Mexico, and has leading franchises in Turkey and South America.

## Global Presence

(December 2023)

>25

COUNTRIES

5,949

BRANCHES

71.5<sup>M</sup>

ACTIVE CUSTOMERS

121,486

EMPLOYEES

52%

WOMEN

48%

MEN

## Financial Highlights

(December 2023)

€8,019<sup>M</sup>

NET ATTRIBUTABLE PROFIT

12.67%

CET 1 FL

€775,558<sup>M</sup>

TOTAL ASSETS

€388,912<sup>M</sup>

LOANS AND ADVANCES TO CUSTOMERS - GROSS

€413,487<sup>M</sup>

DEPOSITS FROM CUSTOMERS

## Firm commitment to digitization

We will continue to invest in technology and data to introduce new services as well as enhance existing ones, to help our customers make better decisions and continue to lead the digital transformation.

NEW CUSTOMERS IN 2023<sup>(1)</sup>

11.1M

65% OF CUSTOMERS ACQUIRED THROUGH DIGITAL CHANNELS

(1) Gross customer acquisition through own channels for retail segment.

## Innovation is a fundamental part of our strategy

At BBVA, the quality and **advanced integration of data**, together with **Artificial Intelligence**, are key drivers to achieve the differential positive impact on clients' lives which our Purpose summarizes. We count on a team of **5,400 data scientists, specialists and engineers** committed to develop our differential value proposal.



BBVA Italy has almost 375

thousand clients at the end of 2023 thanks to support of BBVA's infrastructure and mobile app in Spain.



BBVA Spark is now present in four countries

after expanding from Spain and Mexico, to Colombia and Argentina in 2023. It has more than **800 clients**, has provided more than **€250M of financing** and accumulated at the end of the year, **€675M committed** to private equity funds.



## We channel sustainable financing over the target path

### SUSTAINABLE BUSINESS

TOTAL CHANNLED IN 2023

€70Bn

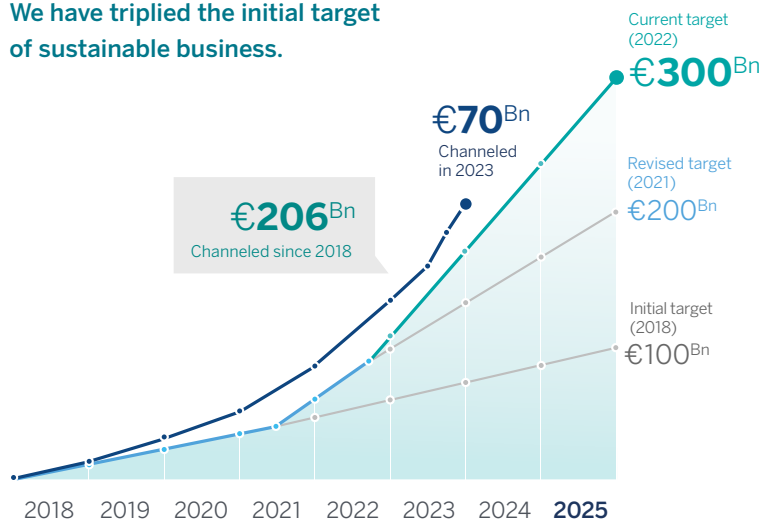
78% CLIMATE CHANGE 22% INCLUSIVE GROWTH



#1 Member of Dow Jones Sustainability Indices Powered by the S&P Global CSA

FOR FOURTH YEAR IN A ROW EUROPEAN BANKS RANKING

We have tripled the initial target of sustainable business.



Note: Sustainable business channeled is considered to be any mobilization of funds, cumulatively, in relation with activities, clients or products considered to be sustainable or promoting sustainability in accordance with internal standards and market standards, existing regulations, and best practices. It includes FMBBVA within retail segments.

## Portfolio alignment towards Net Zero 2050

In 2023 BBVA announced the expansion of its intermediate targets of emission reduction for 2030 with the incorporation of two CO<sub>2</sub> intensive industries to the existing six.

- POWER GENERATION
- AUTO
- STEEL
- CEMENT
- COAL <sup>(1)</sup>
- OIL & GAS <sup>(2)</sup>

NEW 2023

- AVIATION
- SHIPPING

(1) In 2030 for developed countries and in 2040 for emerging countries, in terms of the Environmental and Social Framework published by BBVA. (2) For upstream related financing.

# Significant increase of Shareholder Distributions

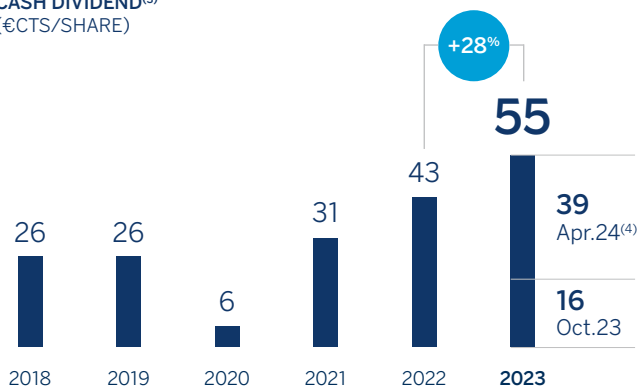
TOTAL PAY-OUT 2023

**4,010M€**

**50%**<sup>(1)</sup>  
of Net Attributable Profit

**€68**cts.<sup>(2)</sup>  
per share

CASH DIVIDEND<sup>(3)</sup>  
(€CTS/SHARE)



NEW SHARE BUY BACK PROGRAM

**€781M**

Since 2021 the total amount distributed to our shareholders will reach €13.2 Bn

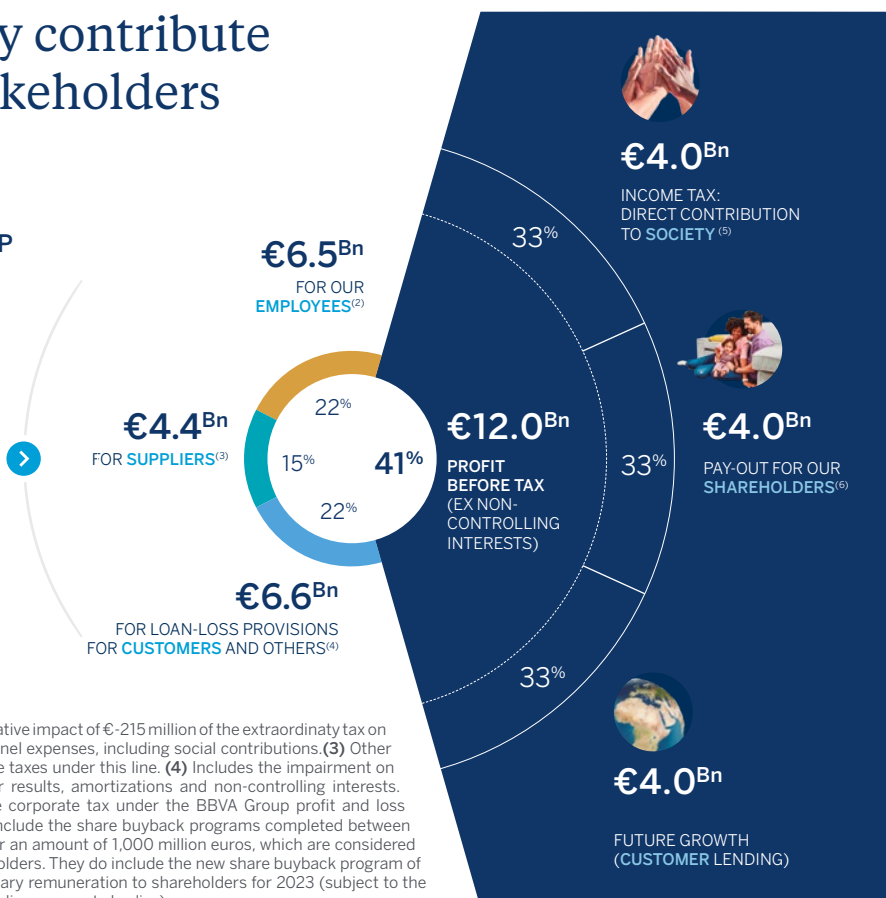
(1) Pay-out percentage calculated taking into account the following: (i) 2023 Reported results (€ 8,019 M) and (ii) considering outstanding shares as of January 30, 2024. (2) Amount calculated taking into account that the equivalent cash amount of the new Share Buy Back program is €13 cents per share. (3) Gross figures. (4) Pending approval from the governing bodies.

## We positively contribute to all our stakeholders

WHERE DO BBVA GROUP EARNINGS GO?

GROSS INCOME<sup>(1)</sup>

**€29.5Bn**



(1) This figure already includes the negative impact of €-215 million of the extraordinary tax on credit institutions in Spain. (2) Personnel expenses, including social contributions. (3) Other administration expenses, including the taxes under this line. (4) Includes the impairment on financial assets, provisions and other results, amortizations and non-controlling interests. (5) 2023 accounting expense for the corporate tax under the BBVA Group profit and loss account. (6) These numbers do not include the share buyback programs completed between October 2 and November 29, 2023, for an amount of 1,000 million euros, which are considered extraordinary remuneration to shareholders. They do include the new share buyback program of 781 million euros included in the ordinary remuneration to shareholders for 2023 (subject to the pertinent approval from the corresponding corporate bodies).

# BBVA Group main data

Consolidated Figures	31-12-23	Δ %	31-12-22	31-12-21
<b>Balance sheet (millions of euros) <sup>(1)</sup></b>				
Total assets	775,558	8.9	712,092	662,885
Loans and advances to customers (gross)	388,912	5.5	368,588	330,055
Deposits from customers	413,487	4.8	394,404	349,761
Total customer funds	577,853	6.1	544,576	496,954
Total equity	55,265	9.4	50,517	48,760
<b>Income statement (millions of euros) <sup>(1)</sup></b>				
Net interest income	23,089	20.7	19,124	14,686
Gross income	29,542	19.4	24,743	21,066
Operating income	17,233	22.7	14,042	11,536
Net attributable profit (loss)	8,019	26.1	6,358	4,653
Net attributable profit (loss) excluding non-recurring impacts <sup>(2)</sup>	8,019	22.3	6,559	5,069
<b>The BBVA share and share performance ratios</b>				
Number of shares issued (million)	5,838	(3.2)	6,030	6,668
Share price (euros)	8.23	46.0	5.63	5.25
Earning (loss) per share (euros) excluding non-recurring impacts <sup>(1)(2)(3)</sup>	1.32	26.8	1.04	0.71
Earning (loss) per share (euros) <sup>(1)(4)</sup>	1.29	32.0	0.98	0.67
Book value per share (euros) <sup>(1)(2)</sup>	8.86	13.9	7.78	6.86
Tangible book value per share (euros) <sup>(1)(2)</sup>	8.46	13.9	7.43	6.52
Market capitalization (millions of euros)	48,023	41.4	33,974	35,006
<b>Significant ratios (%)</b>				
ROE (net attributable profit (loss) excluding non-recurring impacts / average shareholders' funds +/- average accumulated other comprehensive income) <sup>(1)(2)</sup>	16.2		14.4	11.4
ROTE (net attributable profit (loss) excluding non-recurring impacts / average shareholders' funds excluding average intangible assets +/- average accumulated other comprehensive income) <sup>(1)(2)</sup>	17.0		15.1	12.0
ROA (profit (loss) for the period excluding non-recurring impacts / average total assets - ATA) <sup>(1)(2)</sup>	1.12		0.99	0.94
RORWA (profit (loss) for the period excluding non-recurring impacts / average risk-weighted assets - RWA) <sup>(1)(2)</sup>	2.38		2.12	2.01
Efficiency ratio <sup>(1)</sup>	41.7		43.2	45.2
Cost of risk <sup>(1)</sup>	1.15		0.91	0.93
NPL ratio <sup>(1)</sup>	3.4		3.4	4.1
NPL coverage ratio <sup>(2)</sup>	77		81	75
<b>Capital adequacy ratios (%)</b>				
CET1 fully-loaded	12.67		12.61	12.75
CET1 phased-in <sup>(5)</sup>	12.67		12.68	12.98
Total ratio phased-in <sup>(5)</sup>	16.58		15.98	17.24
<b>Other information</b>				
Number of active customers (million)	71.5	6.3	67.3	60.8
Number of shareholders <sup>(6)</sup>	742,194	(7.4)	801,216	826,835
Number of employees	121,486	5.0	115,675	110,432
Number of branches	5,949	(1.5)	6,040	6,083
Number of ATMs	30,301	1.7	29,807	29,148

**(1)** Balances as of 31-12-2022 restated according to IFRS 17 - Insurance contracts. **(2)** Excludes: (i) the net impact of the purchase of offices in Spain as of 31-12-2022; (ii) the results generated by BBVA USA and the rest of the societies in the United States sold to PNC on June 1, 2021 and the net costs related to the restructuring process as of 31-12-2021. **(3)** Adjusted for remuneration of additional tier 1 capital instruments. Calculated considering the average number of shares, taking into account the treasury shares and the shares acquired in the buyback program. **(4)** For the calculation of the earning per share, the remuneration of additional tier 1 capital instruments has been adjusted. Moreover: (i) in 2023 the average number of shares is included, taking into account the two redemptions carried out pertaining to the programs announced in said exercise; (ii) in 2022 the average number of shares is included, talking into account the two redemptions carried out pertaining to the program announced

in the 2021 exercise; and (iii) in 2021 112 million shares acquired within the share buyback program were included, and the estimation of the number of shares pending repurchase as of December 31, 2021 in the first tranch of the share buyback program in execution at said year end. **(5)** Phased-in ratios include the temporary treatment on the impact of IFRS 9, calculated in accordance with Article 473 bis amendments of the Capital Requirements Regulation (CRR), introduced by the Regulation (EU) 2020/873. As of December 31, 2023, there are no differences between phased-in and fully-loaded ratios due to the aforementioned temporary treatment. **(6)** In the case of shares kept by investors through a custodian placed outside Spain, only the custodian will be considered as a shareholder, which is who appears registered in the accounting record of book entries, so the number of shareholders stated does not consider those indirect holders.

# BBVA exceeds €8,000M annual profit for the first time

In 2023, the Group grew significantly organically, thanks to a strategy based on innovation, digitization and sustainability.

## RECURRING INCOME<sup>(1)</sup>

(€ MILL. at constant exchange rates)

# €29,377<sup>M</sup>

**+27.0%** vs. 2022

(1) Net interest income + Commissions.

## NET ATTRIBUTABLE PROFIT

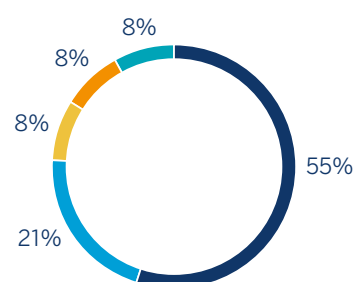
(€ MILL. at constant exchange rates)

# €8,019<sup>M</sup>

**+40.1%** vs. 2022

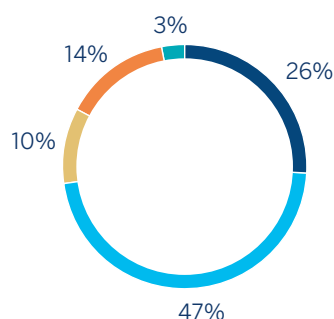
## 🌐 GEOGRAPHICAL DIVERSIFICATION<sup>(2)</sup>

**Total Assets** breakdown by business area



■ Spain ■ Mexico ■ Turkey ■ South America ■ Rest of Business

**Gross income** breakdown by business area



(2) Excludes Corporate Center.

Consolidated Income Statement (Millions of Euros)	2023	Δ%	Δ % at constant exchange rates	2022
<b>Net interest income</b>	<b>23,089</b>	<b>20.7</b>	<b>28.6</b>	<b>19,124</b>
Net fees and commissions	6,288	17.0	21.3	5,372
Net trading income	2,183	12.6	31.8	1,938
Other operating income and expenses	(2,018)	19.4	(4.9)	(1,691)
<b>Gross income</b>	<b>29,542</b>	<b>19.4</b>	<b>30.3</b>	<b>24,743</b>
Operating expenses	(12,308)	15.0	19.7	(10,701)
<b>Operating income</b>	<b>17,233</b>	<b>22.7</b>	<b>39.1</b>	<b>14,042</b>
Impairment on financial assets not measured at fair value through profit or loss	(4,428)	31.1	33.8	(3,379)
Provisions or reversal of provisions and other gain (losses)	(386)	48.0	85.1	(261)
<b>Profit (loss) before tax</b>	<b>12,419</b>	<b>19.4</b>	<b>40.0</b>	<b>10,402</b>
Income tax	(4,003)	16.4	33.0	(3,438)
<b>Profit (loss) for the period</b>	<b>8,416</b>	<b>20.8</b>	<b>43.6</b>	<b>6,965</b>
Non-controlling interests	(397)	(2.1)	n.s.	(405)
<b>Net attributable profit (loss) excluding non-recurring impacts</b>	<b>8,019</b>	<b>22.3</b>	<b>35.4</b>	<b>6,559</b>
Discontinued operations and Other <sup>(1)</sup>	-	-	-	(201)
<b>Net attributable profit (loss)</b>	<b>8,019</b>	<b>26.1</b>	<b>40.1</b>	<b>6,358</b>

General note: 2022 figures have been restated according to IFRS 17 - Insurance contracts.

(1) Includes the net impact arisen from the purchase of offices in Spain for -201 million euros.

# Business areas

■ NPL coverage ratio (%) ■ NPL ratio (%) ■ Cost of risk (%)

## Spain

### ACTIVITY<sup>(1)</sup>

Year on year changes. Balances as of 31-12-2023.

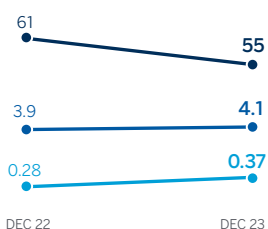
Performing loans and advances to customers under management

**-0.9%**

Customer funds under management

**+1.7%**

### RISKS



- Growth in consumer loans, SMEs and public sector during the year.
- Favorable evolution of recurring income.

### RESULTS

2023. Millions of euros. Year on year changes.

NET INTEREST INCOME	€5,620M	+48.9%
GROSS INCOME	€7,888M	+29.1%
OPERATING INCOME	€4,743M	+47.7%
NET ATTRIBUTABLE PROFIT	€2,755M	+65.3%

- Very relevant improvement of the efficiency ratio during the year.
- Cost of risk remains at low levels.

## Mexico

### ACTIVITY<sup>(1)</sup>

Year on year changes. Balances as of 31-12-2023.

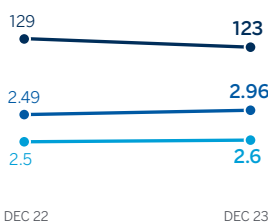
Performing loans and advances to customers under management

**+10.9%**

Customer funds under management

**+12.2%**

### RISKS



- Growth of all the segments in the loan portfolio, with greater dynamism of the retail segment.
- Double digit year-on-year growth in all the income statement margins.

### RESULTS

2023. Millions of euros. Year on year changes at constant exchange rate.

NET INTEREST INCOME	€11,054M	+19.5%
GROSS INCOME	€14,267M	+20.4%
OPERATING INCOME	€9,883M	+22.0%
NET ATTRIBUTABLE PROFIT	€5,340M	+17.1%

- Favorable evolution of the efficiency ratio.
- Excellent performance of the net attributable profit throughout the year.

## Turkey

### ACTIVITY<sup>(1)</sup>

Year on year changes. Balances as of 31-12-2023.

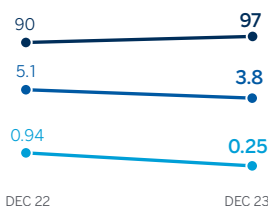
Performing loans and advances to customers under management

**+64.2%**

Customer funds under management

**+77.8%**

### RISKS



- The dedollarization of the balance sheet continues.
- Progressive improvement of the NPL ratio in the year.

### RESULTS

2023. Millions of euros.

NET INTEREST INCOME	€1,869M	+8.0%
GROSS INCOME	€2,981M	+140.3%
OPERATING INCOME	€1,581M	+206.9%
NET ATTRIBUTABLE PROFIT	€528M	n.s

- The cost of risk remains at low levels during 2023.
- Net attributable profit improvement.



## South America

### ACTIVITY<sup>(1)</sup>

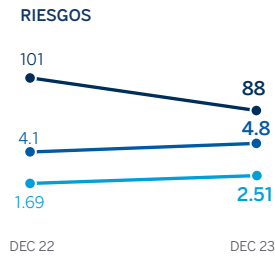
Year on year changes at constant exchange rates. Balances as of 31-12-2023.

Performing loans and advances to customers under management

+8.1%

Customer funds under management

-9.3%



### RESULTS

2023. Millions of euros. Year on year changes at constant exchange rates.

NET INTEREST INCOME	€4,394M	+47.5%
GROSS INCOME	€4,331M	+43.9%
OPERATING INCOME	€2,397M	+63.8%
NET ATTRIBUTABLE PROFIT	€613M	+43.2%

- Growth in lending activity focused on the retail segments.
- Excellent evolution of the net interest income and of the net trading income.
- Improvement in the efficiency of the area.
- Higher adjustment for hyperinflation in Argentina.

## Rest of Business

### ACTIVITY<sup>(1)</sup>

Year on year changes at constant exchange rates. Balances as of 31-12-2023.

Performing loans and advances to customers under management

+5.7%

Customer funds under management

+32.5%



### RESULTS

2023. Millions of euros. Year on year changes at constant exchange rates.

NET INTEREST INCOME	€539M	+63.6%
GROSS INCOME	€1,103M	+40.7%
OPERATING INCOME	€507M	+84.9%
NET ATTRIBUTABLE PROFIT	€389M	+63.7%

- Growth in lending activity during the year, favored by the recovery during the quarter.
- Dynamism in net interest income and net trading income in the year.
- The cost of risk remains at low levels.
- Significant improvement of the efficiency ratio.

## Other information: Corporate & Investment Banking

### ACTIVITY<sup>(1)</sup>

Year on year changes at constant exchange rates. Balances as of 31-12-2023.

Performing loans and advances to customers under management

+2.5%

Customer funds under management

+22.0%

Client's revenue

€ Mill. Year on year changes at constant exchange rates.

€4,190M +33.2%

Wholesale banking recurrent business<sup>(2)</sup>

87% of revenues given by our relations with clients

### RESULTS

2023. Millions of euros. Year on year changes at constant exchange rates.

GROSS INCOME	€4,804M	+34.6%
OPERATING INCOME	€3,544M	+42.6%
NET ATTRIBUTABLE PROFIT	€2,253M	+44.5%

- Increase in lending activity.
- Excellent performance of net trading income and favorable evolution of recurring income.
- Efficiency improvement.
- Year-on-year increase in net attributable profit.

General note: the application of hyperinflation accounting in those countries where the Group applies it, is not included.

(1) Excluding repos.

(2) Client's revenue / Gross income.



**More information:**

Shareholder's line +34 912 249 821

[accionistas@bbva.com](mailto:accionistas@bbva.com)

<https://shareholdersandinvestors.bbva.com/>

Shareholder's office:

Ciudad BBVA. Calle Azul, 4. 28050 Madrid (Spain)