

Morgan Stanley

European Banks & Financials

London, 29th March 2007



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BBVA has delivered strong and profitable growth



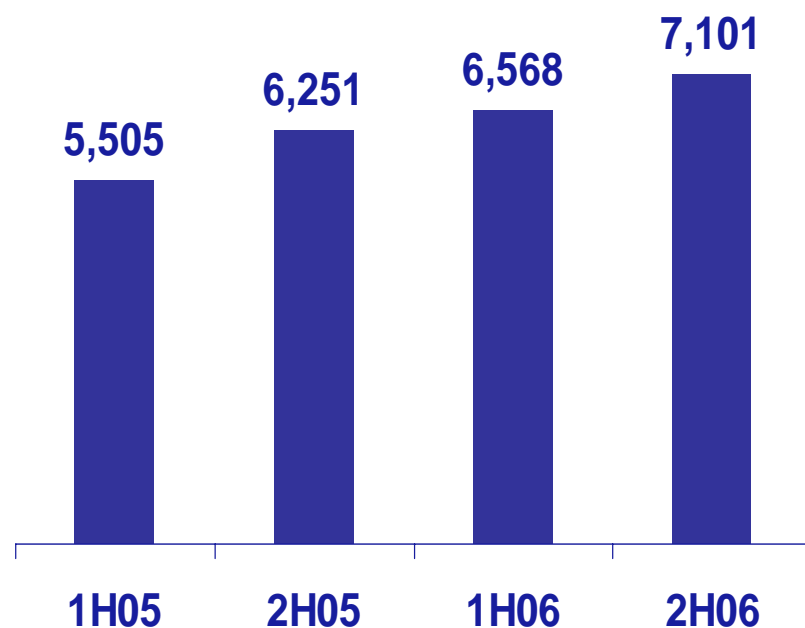
	2002	2006		2002-2006 CAGR
Assets	279,472	411,916	x 1.5	10.2%
Attributable Profit	1,719	4,580	x 2.7	27.8%
EPS	0.54	1.34	x 2.5	25.5%
DPS	0.348	0.637	x 1.8	16.3%

ROE 37.6%

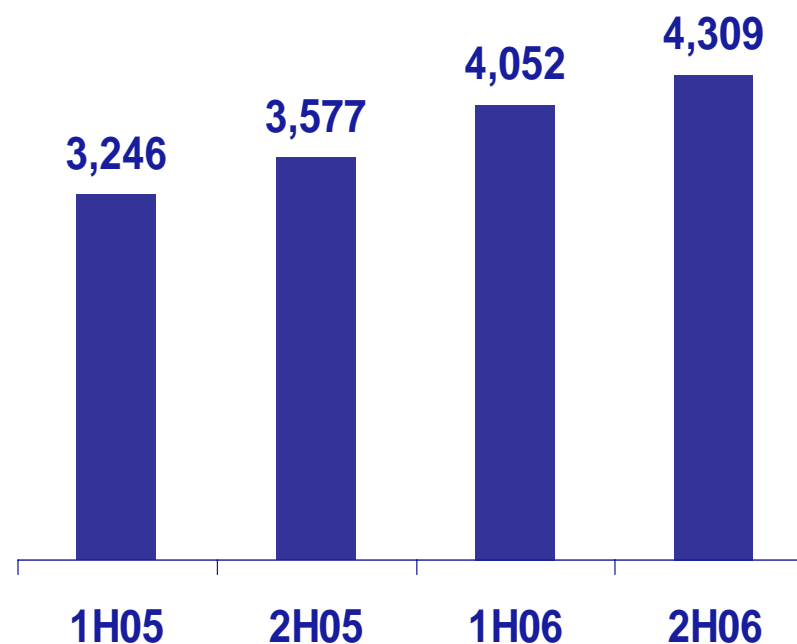
ROA 1.22%

Strong generation of recurrent revenues and operating profit ...

Core revenues
Quarter by quarter
(€m)



Operating profit excl. one-off items
Quarter by quarter
(€m)

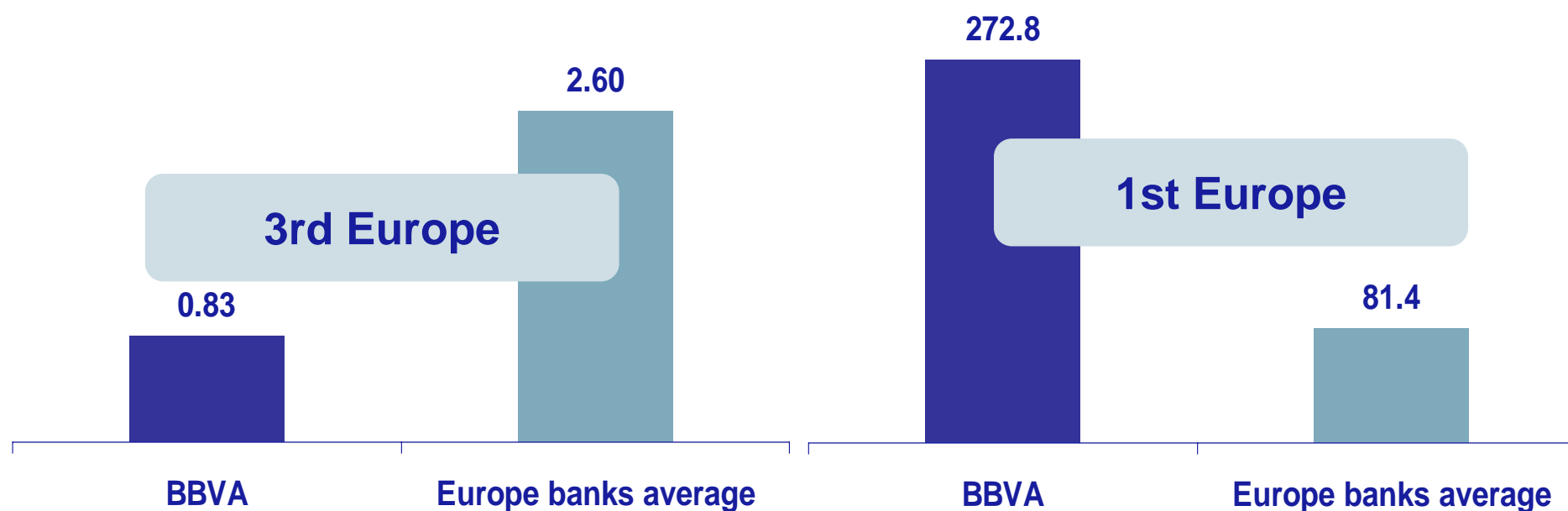


... based on high volume growth and good pricing ...

... with a moderate risk profile, ...

NPL ratio
(%)

Coverage ratio
(%)



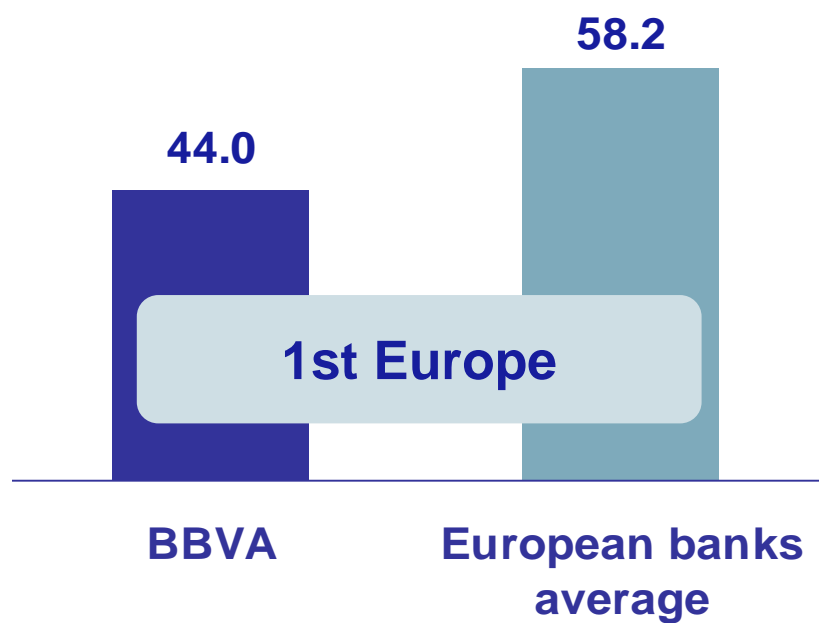
**95% assets
investment grade**

**44% of lending
collateralized**

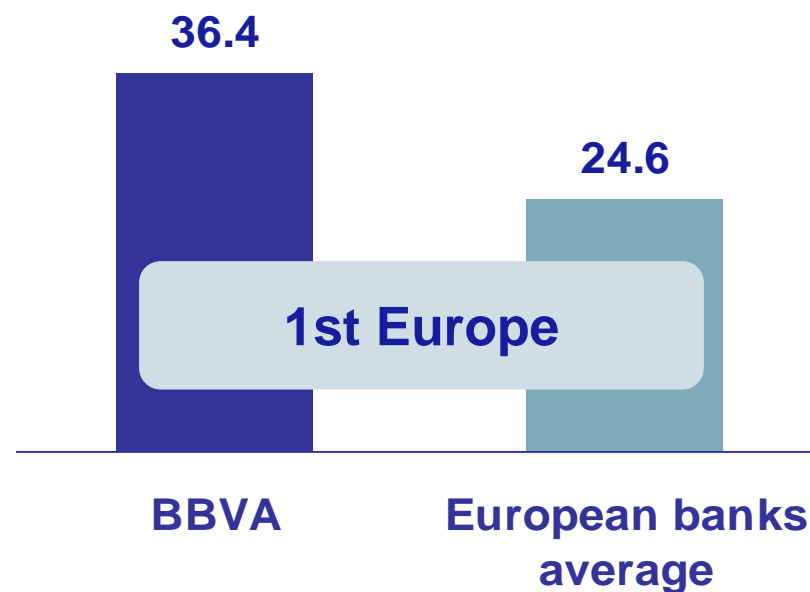
... and best in class efficiency and profitability



Cost: income ratio excl. one-off items
(%)



ROE excl. one-off items
(%)



... to deliver superior EPS growth than the sector

Superior growth based on ...

1

Current operations

Growth markets with
solid franchises

Spain and Portugal

Global Businesses

Mexico

South America

2

Delivering in the new markets

New growth engines

Asia

USA

1

In our current operations we are applying ...

... Innovation ...

Organization

Products

Distribution

Segments

... to increase growth

In Spain, immigrants

The opportunity

**New
segment**

**4m people
in Spain**

**10% spanish
population**

BBVA's approach

**New
value
propo-
sition**

**Full product
offering**

**New products: financial
and non-financial**

**Money transfers
780,000 in 2006 (x 2.3)**

**Loans
103,600 in 2006 (x2.9)**

**Phone Calls
2.5m in 2006 (x3.3)**

New distribution model

Dual and complementary



The results

**552,000 clients
+40% in 2006**

20% Mkt share

**2007 target
700,000 clients**

... and young people

The opportunity

New segment

35% spanish population

9m under 20 to enter financial market

BBVA's approach

New brand

Change of brand

blueBBVA

New web



Interactive marketing

Young visitors to Bluebbva.com multiplied by 10 (400,000 monthly)

Sponsorships

"Star Academy"

The results

8m web visits in last 4 months

91,000 new young customers to reach a segment total of 1.2m

Goal > to increase 500,000 new customers in 2 years

Mexico and South America: bancarization ...

Mexico

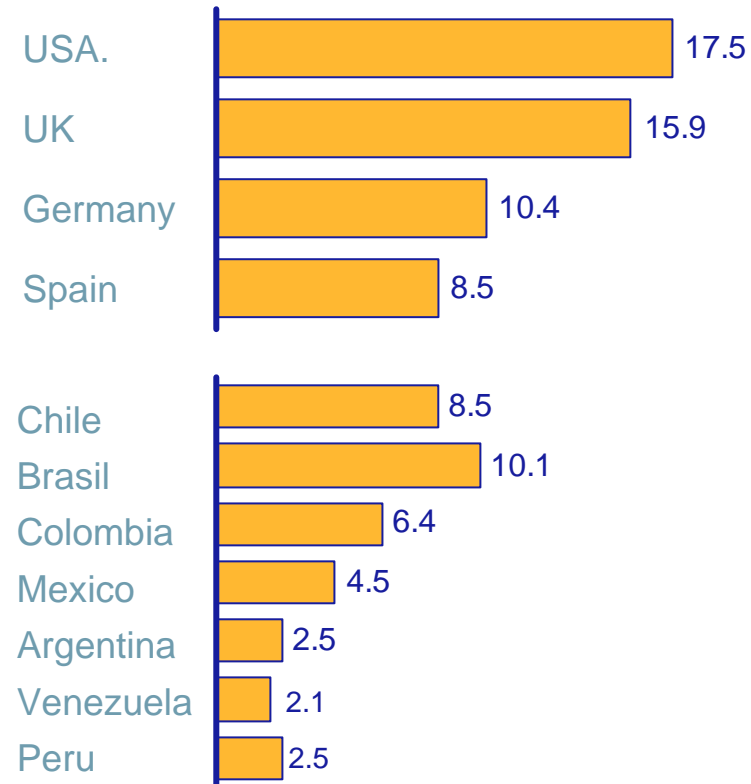
**More than 30m people
entering the financial market
in the next years**

South America

**80% of the population do not
have a current account**

Consumer finance / GDP

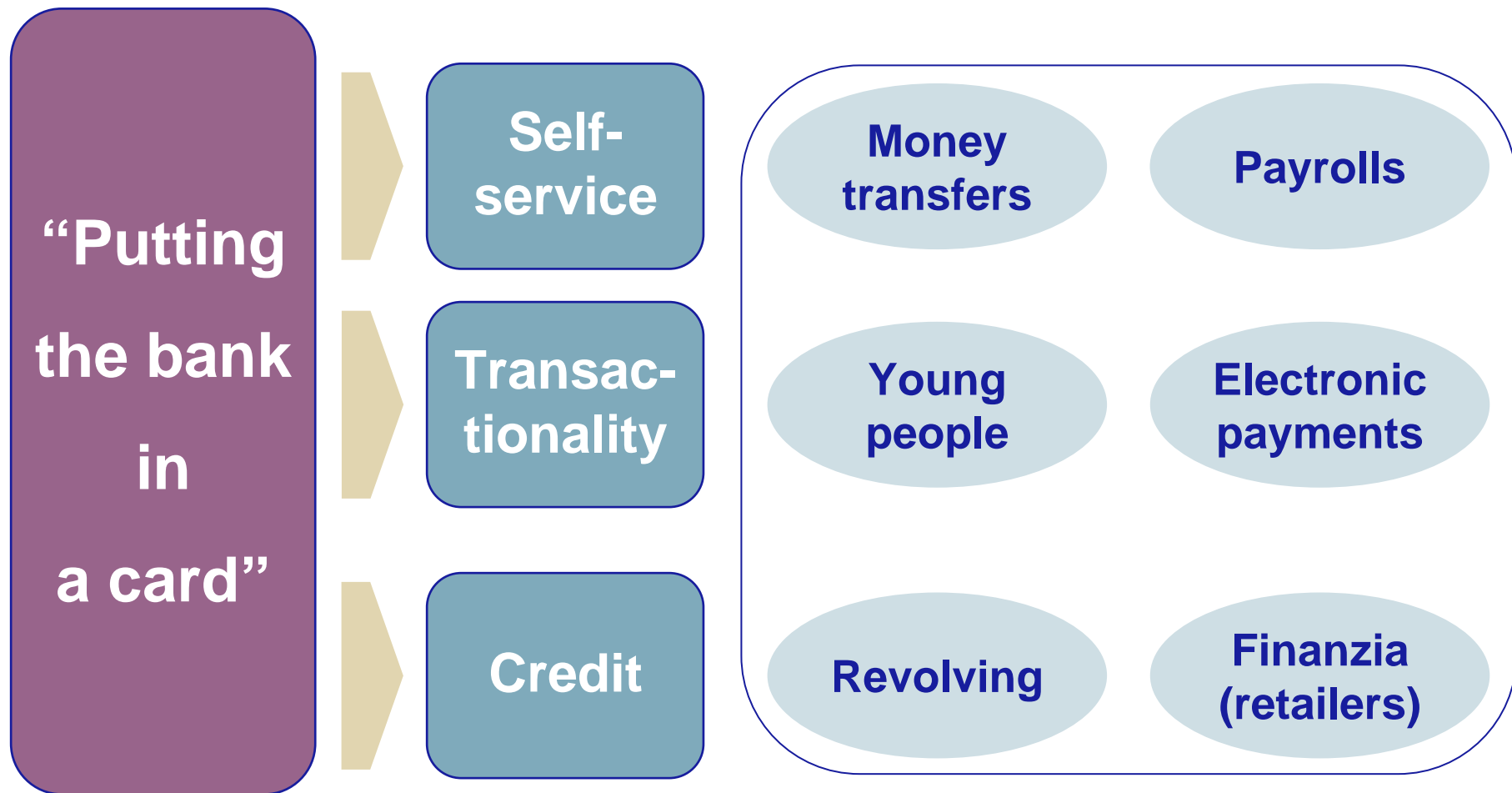
%. 2005



Source: EFIC Profit Pools, EIU, Estadísticas nacionales

A great opportunity to capture this growth but ...

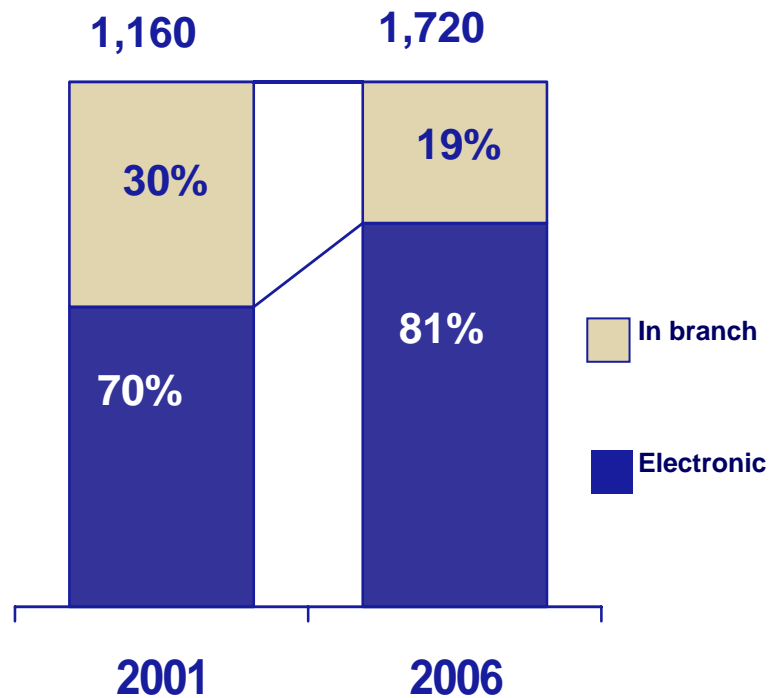
... with a different business model ...



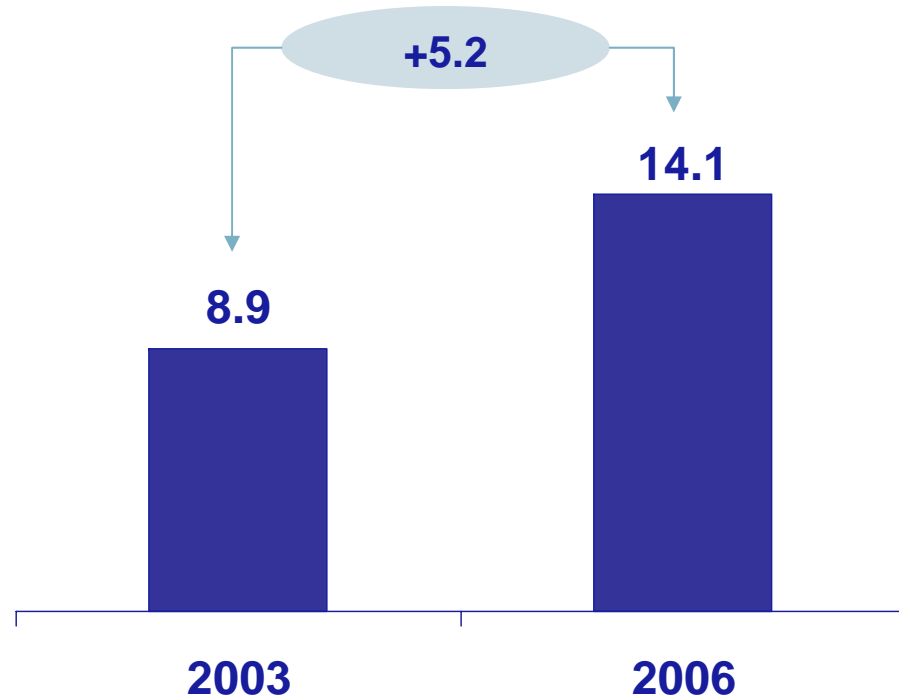
4,850 ATM (+10% 2006) and 80,594 PoS (+57% 2006)

... and excellent results

Transactions
(m)



Bancomer Clients in Mexico
(m)



**Opportunity to increase 50%
number of clients in the next 6 years**

Superior growth based on ...

1

Current operations

Growth markets with
solid franchises

Spain and Portugal

Global Businesses

Mexico

South America

2

Delivering in the new markets

New growth engines

Asia

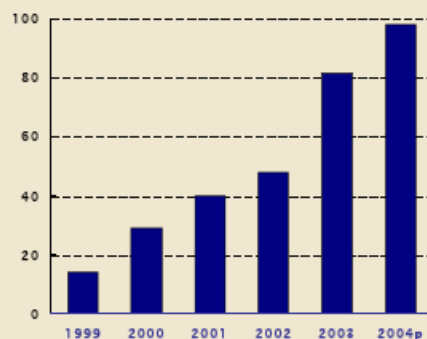
USA

2

New growth engines with clear priorities ...

...and Asia is an opportunity to leverage our Latin America franchise

Latin America Exports to China
(rebased to 100, constant US\$)



Trade Finance League Table
Mandated Arranger L

Rank	Institution
1	BBVA
2	Deutsche Bank
3	Citigroup
4	ABN AMRO
5	Société Générale
6	Standard Chartered
7	ING
8	Natexis
9	West LB
10	HSBC
...	

Source: Dealogic, January 2005

...and a 45,6% market share

BBVA is making a steady progress in its approach

Merrill Lynch European Banks Conference, 2005

This is not a theory: we did it during 2004

Consolidating
our leading
positioning in
Mexico

Buyout of BBVA
Bancomer
minorities

Reinforcing
high
potential
businesses

Hipotecaria
Nacional

Penetrating
new markets

USA

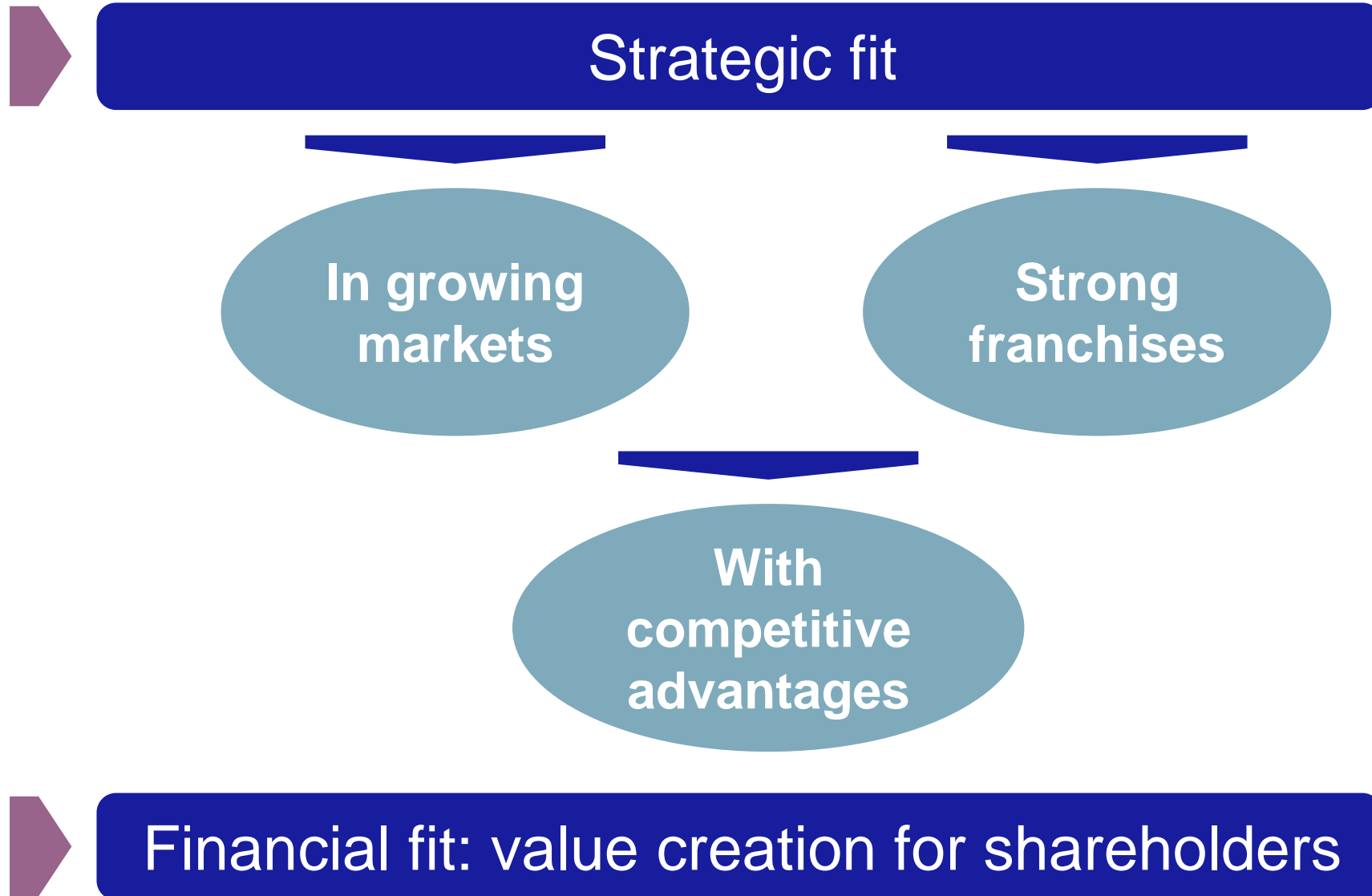
Total Investment 2004: €4,3 Bn

23

BBVA

Morgan Stanley European Banks Conference, 2005

... and the following premises



Consistent strategy of investing in growing economies

	GDP (\$ Tr)	GDP Growth 06e (%)	Population (m)	Risk (NPL %) ⁽⁴⁾
Spain ⁽¹⁾	1.1	3.6	40	0.6
México ⁽¹⁾	1.1	4.5	107	1.7
Latam ⁽²⁾	3.9	5.2	417	3.7
BBVA USA ⁽³⁾	2.2	4.3	60 ⁽⁵⁾	0.7

And China

(1) The World Factbook 2007
(2) Global Insight
(3) Aggregation excluding California

(4) IMF, last data available, Latam Ex Brazil
(5) In counties of BBVA pro forma

China, an important milestone in BBVA's expansion strategy



BBVA´s history in the USA



Laredo National Bank



2004

Texas Regional Bank



2006

State National Bank



2006

Compass Bank



2007

Compass, an excellent franchise



Unique growth positioning

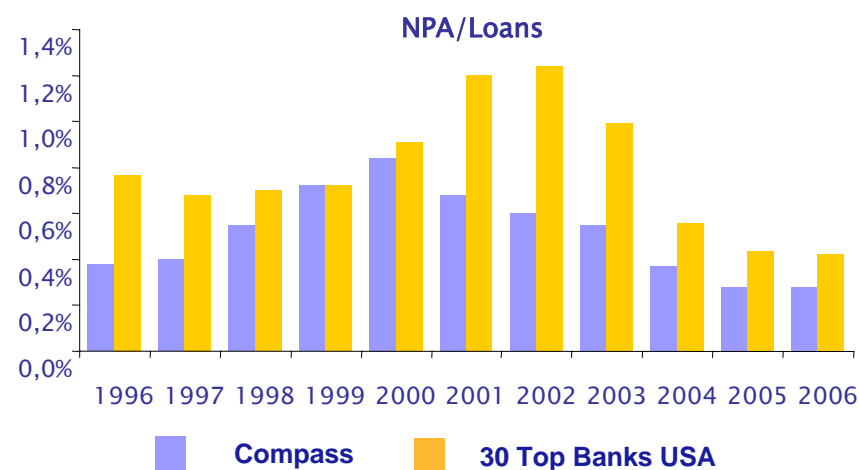
Universal banking model

High network productivity

Better fundamentals than peers

	Compass	Peers (1)
Net Interest Income / Average Assets (%)	3.40	3.62
Total Revenues / Average Assets (%)	5.60	5.25
ROA (%)	1.39	1.32
ROE (%)	17.7	13.3

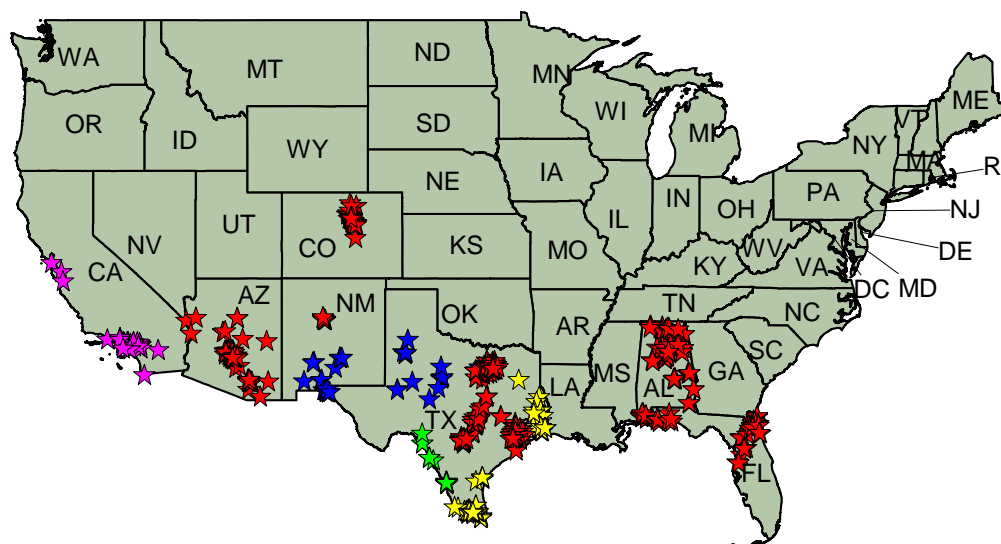
A trackrecord for asset quality



Source: SNL

(1) Comparable Banks: Cullen/Frost Bankers, First Financial Bankshares, First Horizon National Corporation, International Bancshares Corporation, Marshall & Ilsley Corporation, Prosperity Bancshares, Regions Financial Corporation, Sterling Bancshares, Synovus Financial Corp., Zions Bancorporation, First State Bancorporation, SunTrust Banks

We are building a unique platform in the USA



★ Compass ★ Texas Regional ★ Laredo National ★ State National ★ BBVA USA

BBVA USA

\$47,000m assets

\$33,000m deposits

662 branches

Serving a more than 100m potential market

19th US largest bank

2006-2011 average population growth +11.7% (US average +6.7%)

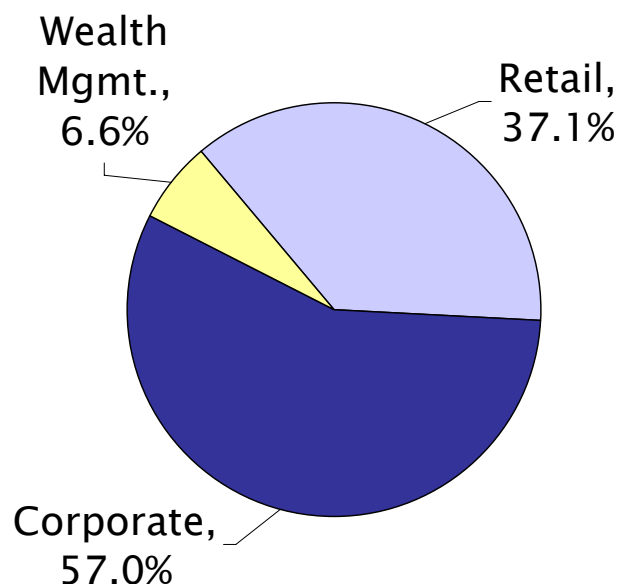
Compass, a universal banking model with 3 product lines

**Retail Banking
(Personal Services)**

**Corporate Banking
(Business Services)**

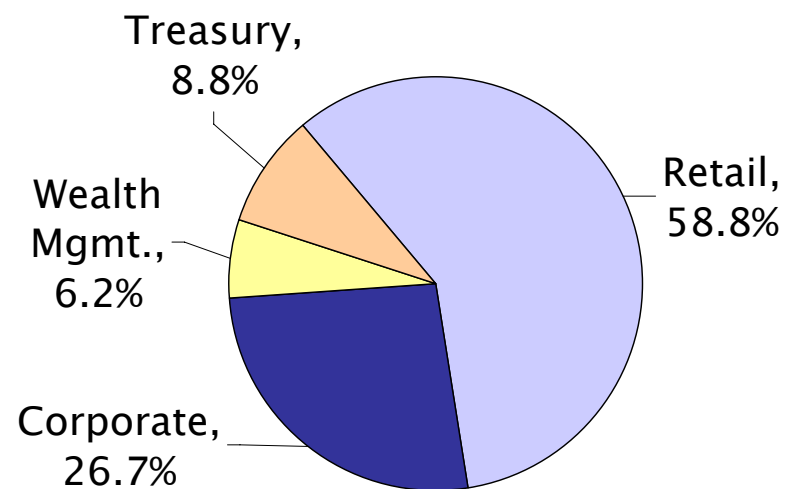
**Wealth Management
(Private Client Services)**

Loans-Dec.06
(%)



\$24.4Bn

Deposits-Dec.06
(%)



\$23.04Bn

A deal with an attractive operating synergies potential and value creation

Operating synergies			
PRE-TAX (US\$m)	2008e	2009e	2010e
TOTAL REVENUE INCREASE	21.4	57.9	97.0
TOTAL COST REDUCTION + FUNDING SYNERGIES	11.3	62.7	141.9
TOTAL SYNERGIES	32.8	120.6	237.9
PHASING-IN TOTAL SYNERGIES	13.8%	50.7%	100%

Revenue synergies
5.8% of combined base

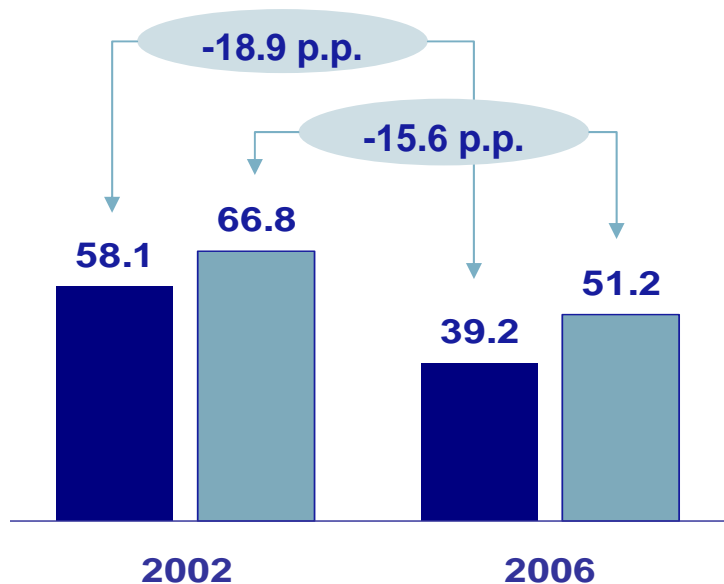
Cost synergies
7.1% of combined base

Value creation

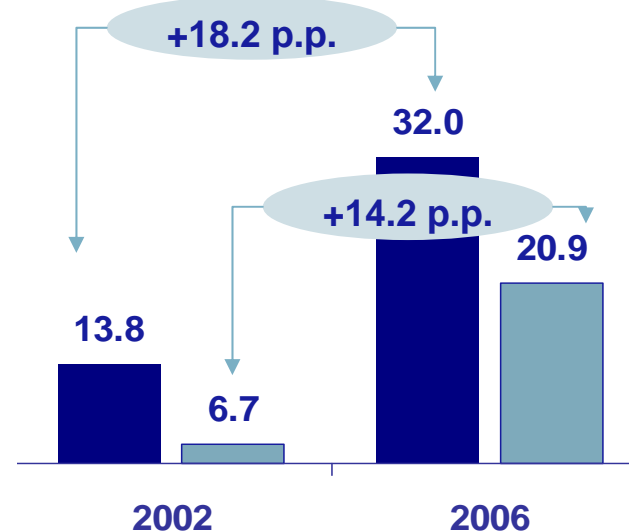
We have an excellent track-record integrating acquisitions ...

In Mexico ...

Cost: income ratio
(%)



ROE
(%)



Data in local currency

■ BBVA Bancomer ■ Mexican banks average

**... and in South America improving efficiency by 17%
whilst ROE is also up by 24%**

BBVA, an attractive investment case



**Corporate
positioning**

**Growth
superior to the
sector**

Business model

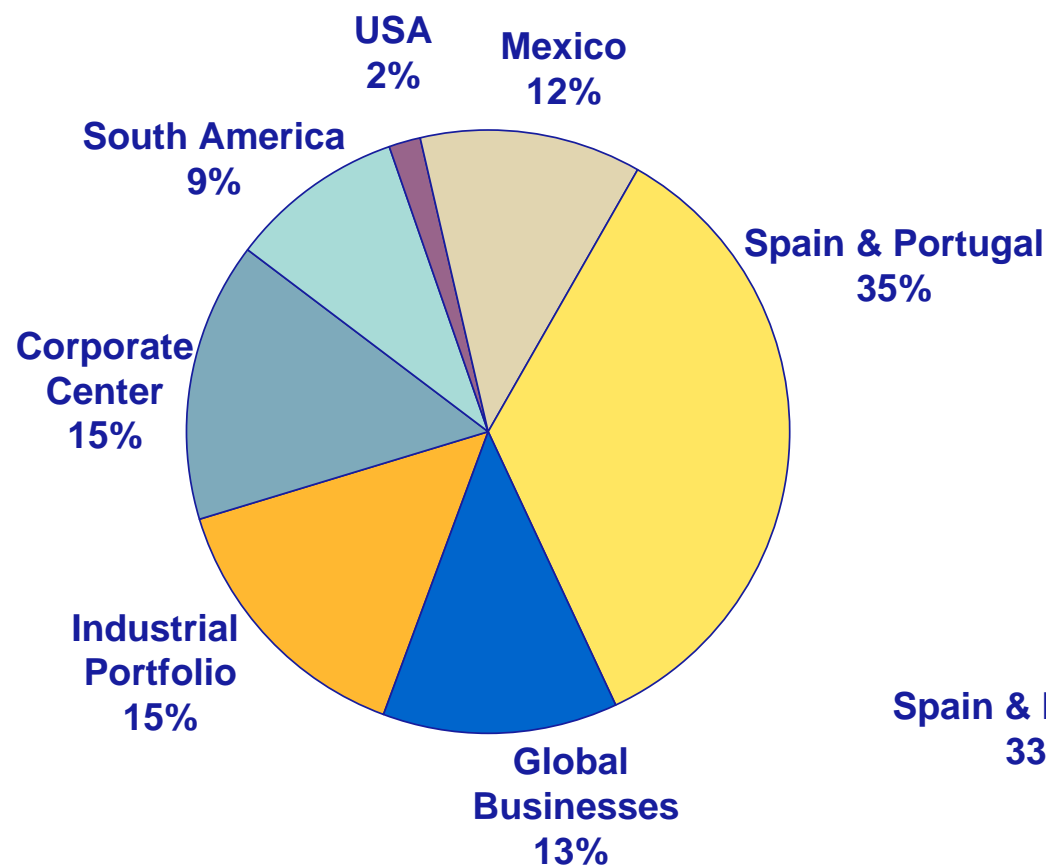
**Best in class
profitability
with low risk**

And a management committed to value creation

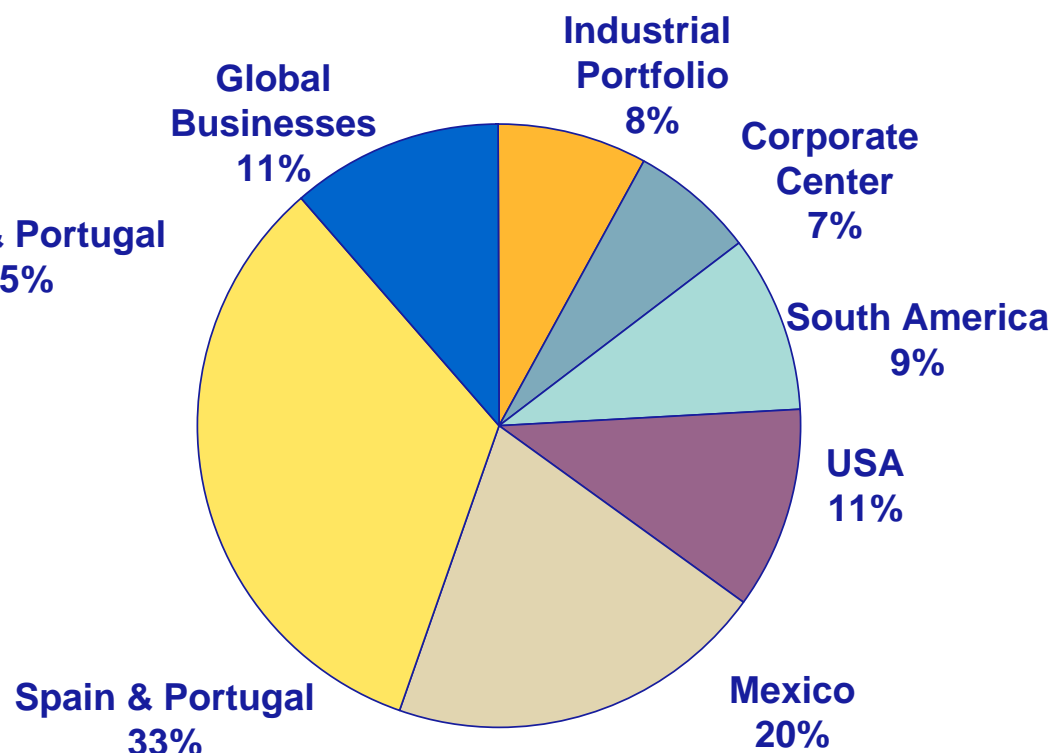
In short, BBVA continues “turning around” its portfolio towards growing markets



Economic capital 2002



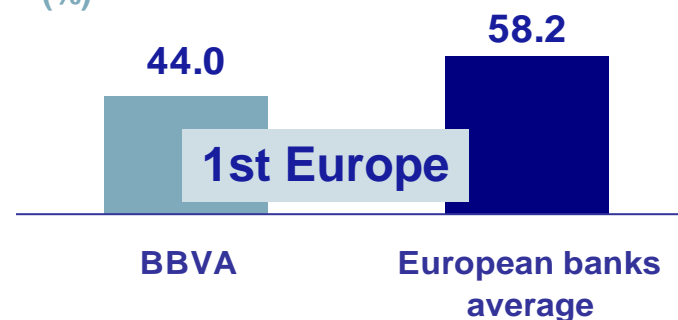
Economic capital 2007



With a very solid business model

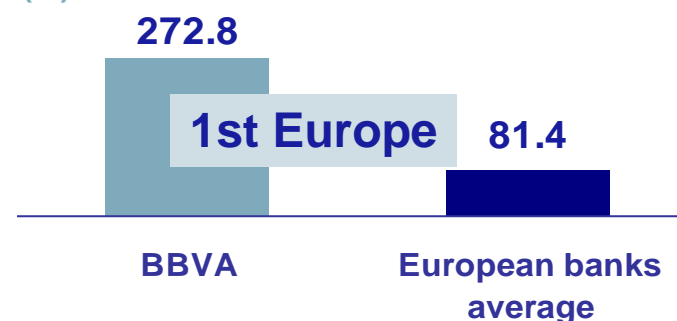
Efficiency

Cost: income ratio excl. one-off items (%)



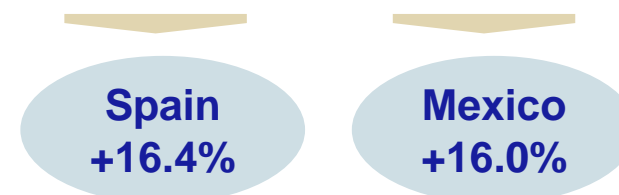
Risk management

Coverage ratio (%)



Distribution networks management

Increase in productivity 06/05



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