BBVA Francés
Corporate Presentation
4° Quarter 2015
1. BBVA Group
2. Macroeconomic Outlook and Financial System
3. BBVA Francés
Business model based on

Diversification, Clients, Prudence and Principles

- Europe
  - Belgium / France / Germany / Italy / Portugal / Russia / Spain / Switzerland / Turkey / U.K.
- Asia-Pacific
  - Australia / China / Hong Kong / India / Japan / Singapore / South Korea / Taiwan / UAE
- North America
  - Mexico / USA
- South America
  - Argentina / Bolivia / Brazil / Chile / Colombia / Paraguay / Peru / Uruguay / Venezuela

- €750 billion in total assets
- 66 million customers
- 35 countries
- 9,145 branches
- 30,616 ATMs
- 137,968 employees

Representative Offices: Brasil, Russia, Turkey, Shangai, Beijing, Australia, India and United Arab Emirates
With leading franchises in all markets in which it operates:

- **Spain**
  - New loan production growth
  - Loan loss provision reduction
  - Bottom line growth > 20%

- **USA**
  - Activity growth around 10%
  - Gradual interest rate hike
  - Operating income double digit growth

- **Mexico**
  - Double-digit business activity growth
  - Portfolio mix change
  - Sound risk indicators

- **South America**
  - Strong activity increase
  - Robust core revenues generation
  - Stable risk indicators

- **Turkey**
  - Excellent NII performance
  - Above average asset quality indicators
Priorities in a Changing Environment

- New standard in customer experience
- Drive digital sales
- New business models
- Optimize capital allocation
- Unrivalled efficiency
- A first class workforce
Macroeconomic main figures

GDP Growth (%)  
Base 2004

In December 2015, due to several inconsistencies detected in the information provided by the INDEC, the state of "Statistic Emergency" was declared. As a result, the publication of indexes has been discontinued and many of the reference indexes showed in this presentation are not up to date.

Source: INDEC and own estimations.
Macroeconomic main figures

Trade Balance (billion of USD)

- 2009: 17.0
- 2011: 10.3
- 2013: 8.0
- 2015e: 2.3
- 2016e: 1.4

Exchange Rate ($/U$S)

- 2009: 3.8
- 2011: 4.3
- 2013: 6.5
- 2015: 13.0
- 2016e: 15.5

Unemployment (%)

- 2009: 8.4
- 2011: 7.2
- 2013: 7.1
- 2015e: 6.6
- 2016e: 7.5

Badlar private banks (%)

- 2009: 9.8
- 2011: 18.7
- 2013: 20.2
- 2015: 27.5
- 2016e: 25.0

Source: BCRA, INDEC and own estimations.
Financial System, small but there is a growth opportunity.

Private deposits and loans in terms of GDP:
- 2009: 10.9%
- 2010: 14.5%
- 2011: 15.7%
- 2012: 13.5%
- 2013: 15%
- 2014: 19%
- 2015: 17.1%
- 2016: 15%
- 2017: 19%

Loans performance in the financial system:
- Car loans
- Personal loans
- Credit cards
- Mortgages

Source: BCRA
1. BBVA Group
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3. BBVA Francés
BBVA Francés History

- **1886**: Banco Francés del Río de la Plata
- **1980**: Customer base expansion (adding S&Ms companies and individuals)
- **1990**: Incorporation of investment banking, capital markets and international banking, while expanding its branch network throughout the country
- **1996**: BBVA GROUP becomes the controlling shareholder
- **1997**: Merger with Banco de Crédito Argentino
- **2013**: BBVA Francés acquired 23 floors of the building to be constructed by Consultatio, where the “Torre BBVA” will be established.
- **2014**: BBVA GOING DIGITAL

BBVA Francés was one of the first companies listed on the BCBA, quoting since 1888. Its shares are also listed on the New York Stock Exchange since November 1993 and LATIBEX since December 1999.
Operative Structure: wide network

<table>
<thead>
<tr>
<th>Branches</th>
<th>Clients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>251</td>
</tr>
<tr>
<td>Premium Segment</td>
<td>25 Premium spaces</td>
</tr>
<tr>
<td>Middle Mkt</td>
<td>34</td>
</tr>
<tr>
<td>Corporate</td>
<td>19,144 Companies</td>
</tr>
<tr>
<td></td>
<td>Consume - Heavy Industries - Energy</td>
</tr>
<tr>
<td></td>
<td>Large corporations 765</td>
</tr>
</tbody>
</table>

ATMs: 694
ATSs: 797
Employees: 5,784
With a diversified business model...

Auto financing
PSA Finance - Rombo VW

Mutual Funds
BBVA Francés Asset Management S.A.

Broker
BBVA Francés Valores S.A.

Insurance
BBVA Consolidar

And strategic alliances and sponsors...
An important player with capacity to increase its participation

Private market share

**Deposits**

- NACION: 28.65
- PROVINCIA: 9.02
- SAN: 7.48
- GALI: 6.98
- BBVA FRANCES: 5.27
- MACRO: 5.19
- CREDICCOP: 4.01
- HSBC: 3.60
- CIUDAD: 3.39
- PATAGONIA: 2.97

**Loans**

- NACION: 16.72
- PROVINCIA: 9.67
- SAN: 9.33
- GALI: 8.11
- MACRO: 6.59
- BBVA FRANCES: 6.26
- CIUDAD: 4.06
- HSBC: 3.95
- BPAT: 3.64
- CITIBANK: 3.20

77% of total

72% of total

Financial system as of November 2015; Private MS as of December 2015
Equity Ownership

Mkt data as of December 30, 2015
Exchange rate: 13.005$/US$

Mkt Data
- Mkt Cap: $48,856 MM
  - US$: 3,757 MM
- Av. Volume (3 mths):
  - NYSE US$: 5.6 MM
  - BCBA: $10.7 MM

Indicators
- BV/ Share: $24.55
- P/E: $10.3x
## Ratings

<table>
<thead>
<tr>
<th>Rating Agency</th>
<th>Instrument</th>
<th>Rating</th>
<th>Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fix SCR</strong></td>
<td>Shares</td>
<td>1</td>
<td>Negativa</td>
</tr>
<tr>
<td></td>
<td>Negotiable Obligations Global Program (U$S 750 million)</td>
<td>AA(arg)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Subordinated Senior Debt</td>
<td>AA- (arg)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Senior Debt Short Term</td>
<td>A1+ (arg)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Senior Debt Long Term</td>
<td>AA (arg)</td>
<td></td>
</tr>
<tr>
<td><strong>S&amp;P</strong></td>
<td>Institutional Rating Long Term</td>
<td>raBBB</td>
<td>Stable</td>
</tr>
<tr>
<td></td>
<td>Institutional Rating ShortTerm</td>
<td>raA-2</td>
<td>Stable</td>
</tr>
<tr>
<td></td>
<td>Negotiable Obligations Global Program (U$S 750 million)</td>
<td>raBBB</td>
<td></td>
</tr>
</tbody>
</table>

*In November 2013, Fitch Argentina sold 70% of its capital stock to a local investor group and changed its name to Fix Scr. This new group will be responsible for the local credit rating.*
Strong fundamentals

Income growth

Net Income
$1,188.3
+46% vs 4Q14

Liquidity

Liquid Assets/Deposits
50.8%

Risks

NPL
0.64%
Coverage
300.62%

Profitability

ROE
31.5%
ROA
4.1%
Digital transformation framework

- UX
- Distribution Model
- Digital Sales
- Digital Capabilities
- Infraestructure Development
- Organization & Culture
# P&L breakdown

<table>
<thead>
<tr>
<th></th>
<th>4°Q-15</th>
<th>3°Q-15</th>
<th>4°Q-14</th>
<th>Δ Y/Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Financial Income</td>
<td>2,854.9</td>
<td>2,326.6</td>
<td>1,977.2</td>
<td>44%</td>
</tr>
<tr>
<td>Provision for Loan Losses</td>
<td>(197.5)</td>
<td>(115.2)</td>
<td>(152.3)</td>
<td>30%</td>
</tr>
<tr>
<td>Net Income from Services</td>
<td>960.7</td>
<td>953.3</td>
<td>918.9</td>
<td>5%</td>
</tr>
<tr>
<td>Administrative Expenses</td>
<td>(1,889.2)</td>
<td>(1,645.4)</td>
<td>(1,478.8)</td>
<td>28%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>1,728.9</td>
<td>1,519.3</td>
<td>1,265.0</td>
<td>37%</td>
</tr>
<tr>
<td>Income tax</td>
<td>(554.8)</td>
<td>(549.7)</td>
<td>(420.9)</td>
<td>32%</td>
</tr>
<tr>
<td>Net Income</td>
<td>1,188.3</td>
<td>998.1</td>
<td>814.4</td>
<td>46%</td>
</tr>
</tbody>
</table>

*During 2° Q 2015, the Bank implemented a redefinition of those charges generated by credit and debit cards operations, from administrative expenses to service charge expenses,*
NIM

Figures in million of pesos

Net financial income

<table>
<thead>
<tr>
<th></th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec.14</td>
<td>1.977</td>
</tr>
<tr>
<td>Sep.15</td>
<td>2.327</td>
</tr>
<tr>
<td>Dec.15</td>
<td>2.855</td>
</tr>
</tbody>
</table>

Private Spread
Average spread

<table>
<thead>
<tr>
<th></th>
<th>Dec.14</th>
<th>Sep.15</th>
<th>Dec.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>YoY</td>
<td>17.3%</td>
<td>14.8%</td>
<td>14.3%</td>
</tr>
<tr>
<td>QoQ</td>
<td></td>
<td>▲</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- 296 bp</td>
<td>▲</td>
<td>- 43 bp</td>
</tr>
</tbody>
</table>

- ▲ represents an increase.
Fees and Expenses

Net Income from Services

<table>
<thead>
<tr>
<th></th>
<th>Dec.14</th>
<th>Sep.15</th>
<th>Dec.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>919</td>
<td>953</td>
<td>961</td>
</tr>
</tbody>
</table>

YoY 12% Adjusted ▲ QoQ n/c

Personnel expenses

<table>
<thead>
<tr>
<th></th>
<th>Dec.14</th>
<th>Sep.15</th>
<th>Dec.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>813</td>
<td>911</td>
<td>1,079</td>
</tr>
</tbody>
</table>

Personnel expenses increased 40% YoY mainly reflecting the salary increase agreed with the union and a higher number of employees (internalization).

General expenses

<table>
<thead>
<tr>
<th></th>
<th>Dec.14</th>
<th>Sep.15</th>
<th>Dec.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>666</td>
<td>735</td>
<td>810</td>
</tr>
</tbody>
</table>

General expenses grew due to higher prices, taxes, the ATM renovation program and higher amortizations related to improvement works carried out at the headquarters’ and branches.
Efficiency and coverage ratios

**Efficiency Ratio**

<table>
<thead>
<tr>
<th>Year Over Year (YoY)</th>
<th>Quarter Over Quarter (QoQ)</th>
</tr>
</thead>
<tbody>
<tr>
<td>-160 pb</td>
<td>-70 pb</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Efficiency Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec.14</td>
<td>51.1%</td>
</tr>
<tr>
<td>Sep.15</td>
<td>50.2%</td>
</tr>
<tr>
<td>Dec.15</td>
<td>49.5%</td>
</tr>
</tbody>
</table>

**Coverage ratio**

<table>
<thead>
<tr>
<th>Year Over Year (YoY)</th>
<th>Quarter Over Quarter (QoQ)</th>
</tr>
</thead>
<tbody>
<tr>
<td>-1,120 pb</td>
<td>-700 pb</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Coverage Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec.14</td>
<td>62.1%</td>
</tr>
<tr>
<td>Sep.15</td>
<td>57.9%</td>
</tr>
<tr>
<td>Dec.15</td>
<td>50.9%</td>
</tr>
</tbody>
</table>

(1) Adm. Expenses / (Net financial income + Net income from services)

(2) Net fee Income as a % of Administrative Expenses
Solid balance sheet structure

Figures in million of pesos

- 25% Cash and Banks
- 10% BCRA Notes
- 3% Public sector assets
- 51% Private Loans
- 11% Others

Assets:
- 27.970
- 56.497
- 11.809

Liabilities + Equity:
- 110,692
- 110,692
- 76.866
- 20.110
- 13.716

- Deposits: 69%
- Others: 18%
- Net Worth: 12%

Leverage: 7.1x
LtD Ratio: 73.5%
Liquid Assets/Deposits: 50.8%
Private loan portfolio with a diversified structure

Figures in millions of pesos

Average Lending Rate 23.7%

Corporate 13%
Retail 56%
Credit Cards 37%
Personal Loans 15%
Car Loans 9%
Mortgages 4%

+37% YoY

Middle-Market 31%
# Retail Banking

Figures in million of pesos

## Personal Loans

<table>
<thead>
<tr>
<th></th>
<th>Dec.14</th>
<th>Sep.15</th>
<th>Dec.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Share (%)</td>
<td>5.17</td>
<td>4.55</td>
<td>4.55</td>
</tr>
</tbody>
</table>

YoY + 21% QoQ + 8%

## Car Loans (*)

<table>
<thead>
<tr>
<th></th>
<th>Dec.14</th>
<th>Sep.15</th>
<th>Dec.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Share (%)</td>
<td>17.68</td>
<td>18.22</td>
<td>18.59</td>
</tr>
</tbody>
</table>

YoY + 29% QoQ + 10%

(*) Car loans include joint ventures
Credit cards: the strategy is to gain market share, making the product more profitable.
Commercial loan portfolio

Market Share (%)

Middle-Market

<table>
<thead>
<tr>
<th></th>
<th>Dic.14</th>
<th>Sep.15</th>
<th>Dic.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Share (%)</td>
<td>9.58</td>
<td>9.77</td>
<td>9.90</td>
</tr>
<tr>
<td>YoY</td>
<td>+45%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>QoQ</td>
<td>+11%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>YoY</td>
<td>6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>QoQ</td>
<td>0%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Corporate

<table>
<thead>
<tr>
<th></th>
<th>Dic.14</th>
<th>Sep.15</th>
<th>dic.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Share (%)</td>
<td>14.64</td>
<td>13.85</td>
<td>10.48</td>
</tr>
<tr>
<td>YoY</td>
<td>6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>QoQ</td>
<td>0%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Figures in million of pesos
Important participation of bills & notes issued by the Central Bank

Figures in millions of pesos

- Others
- BCRA Bills & Notes (own portfolio)
- Public bonds

<table>
<thead>
<tr>
<th></th>
<th>Dec.14</th>
<th>Sep.15</th>
<th>Dec.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total exposure to the Public Sector without repos</td>
<td>10,817</td>
<td>13,900</td>
<td>14,684</td>
</tr>
<tr>
<td>Public Sector National Government /Total Assets</td>
<td>3.9%</td>
<td>31%</td>
<td>3.3%</td>
</tr>
</tbody>
</table>

The bank complies with Rule 3991 from the Central Bank, which restricts public sector exposure to 35% of total assets as of July ‘07
The best asset quality in the financial system

NPL by business areas

- Retail: 1.03%
- Middle-Market: 0.19%
- Corporate: 0.00%
Deposits: improving the funding mix

Figures in millions of pesos

Average cost of funds: 9.3%

TD < 1MM: 64%
TD > 1MM: 36%

- Dec.14: 51.443
- Sep.15: 63.217
- Dec.15: 76.866

+49% YoY

Sight accounts: 57%
Saving accounts: 29%
Current accounts: 28%
Others: 2%
Time deposits: 41%
Other funding sources

Global Program for the issuance of notes of up to US$ 750,000,000.

<table>
<thead>
<tr>
<th>Class</th>
<th>Issuance</th>
<th>Maturity</th>
<th>Cupon</th>
<th>F.V.</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>08-11-13</td>
<td>36 months (2016)</td>
<td>BADLAR + 4.24%</td>
<td>$ 250.0 MM</td>
</tr>
<tr>
<td>9</td>
<td>02-11-14</td>
<td>36 months (2017)</td>
<td>BADLAR + 4.70%</td>
<td>$ 145.1 MM</td>
</tr>
<tr>
<td>10</td>
<td>07-18-14</td>
<td>18 months (2016)</td>
<td>BADLAR + 2.50%</td>
<td>$ 233.8 MM</td>
</tr>
<tr>
<td>11</td>
<td>07-18-14</td>
<td>36 months (2017)</td>
<td>BADLAR + 3.75%</td>
<td>$ 165.9 MM</td>
</tr>
<tr>
<td>12</td>
<td>11-13-14</td>
<td>18 months (2016)</td>
<td>BADLAR + 2.53%</td>
<td>$ 130.3 MM</td>
</tr>
<tr>
<td>13</td>
<td>11-13-14</td>
<td>36 months (2017)</td>
<td>BADLAR +3.75%</td>
<td>$ 107.5 MM</td>
</tr>
<tr>
<td>15</td>
<td>02-13-15</td>
<td>21 months (2016)</td>
<td>BADLAR + 4.00%</td>
<td>$ 144.9 MM</td>
</tr>
<tr>
<td>16</td>
<td>07-30-15</td>
<td>24 months (2017)</td>
<td>BADLAR + 3.75%</td>
<td>$ 204.4 MM</td>
</tr>
<tr>
<td>17</td>
<td>12-28-15</td>
<td>18 months (2017)</td>
<td>BADLAR + 3.50%</td>
<td>$ 199.7 MM</td>
</tr>
<tr>
<td>18</td>
<td>12-28-15</td>
<td>36 months (2018)</td>
<td>BADLAR + 4.08%</td>
<td>$ 152.5 MM</td>
</tr>
</tbody>
</table>
Profitability indicators

ROE

<table>
<thead>
<tr>
<th>Year</th>
<th>FY2013</th>
<th>FY2014</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROE</td>
<td>32.95%</td>
<td>36.60%</td>
<td>31.50%</td>
</tr>
</tbody>
</table>

ROA

<table>
<thead>
<tr>
<th>Year</th>
<th>FY2013</th>
<th>FY2014</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROA</td>
<td>4.02%</td>
<td>4.90%</td>
<td>4.10%</td>
</tr>
</tbody>
</table>

* Accumulated ratios

Intermediation with the private sector

Good asset quality

Efficient operating structure

Balance sheet strength (Capital & Liquidity)