1. BBVA Group
2. Macroeconomic Outlook and Financial System
3. BBVA Francés
1. BBVA Group
2. Macroeconomic Outlook and Financial System
3. BBVA Francés
Business model based on

Diversification, Clients, Prudence and Principles

€ 741 billion in total assets
66 million customers
35 countries
9,173 branches
30,794 ATMs
137,968 employees

Representative Offices: Brasil, Russia, Turkey, Shangai, Beijing, Australia, India and United Arab Emirates
Strong performance in emerging markets

- **Spain**
  - Income impacted by NTI decrease
  - Loan loss provisions and impairments reduction

- **USA**
  - NII positive performance
  - P&L performance impacted by Oil&Gas

- **Mexico**
  - Outstanding top line performance
  - Sound risk indicators

- **South America**
  - Sound activity growth
  - Robust core revenues generation
  - Costs affected by hyper-inflationary economies and expansion plans

- **Turkey**
  - NII growth supported by activity
Strategic priorities in a changing environment

“Bring the age of opportunity to everyone”

6 Strategic priorities

- New standard in CX
- Drive digital sales
- New business models
- Optimize capital allocation
- Unrivalled efficiency
- A first class workforce
1. BBVA Group

2. Macroeconomic Outlook and Financial System

3. BBVA Francés
In December 2015, due to several inconsistencies detected in the information provided by the INDEC, the state of “Statistic Emergency” was declared. In order to fill the lack of CPI information, until new figures are released, we took as a proxy the CPI of the Autonomous City of Buenos Aires.

Source: INDEC and own estimations.
Macroeconomic main figures

Trade Balance (billion of USD)

- 2013: 1.5
- 2014: 3.1
- 2015: -3.0
- 2016e: -3.5
- 2017e: -6.1

Exchange Rate ($/U$S)

- 2013: 6.3
- 2014: 8.6
- 2015: 13.0
- 2016e: 16.0
- 2017e: 17.0

Unemployment (%)

- 2013: 7.1
- 2014: 7.3
- 2015e: 6.6
- 2016e: 7.7
- 2017e: 7.7

Badlar private banks (%)

- 2013: 20.2
- 2014: 20.0
- 2015: 27.5
- 2016e: 25.0
- 2017e: 15.0

Source: BCRA, INDEC and own estimations.
Financial System: profitable, liquid and with solid risk indicators....

....even though the difficult environment
With a problem of scale, but with opportunities for growth

Private deposits and loans in terms of GDP

Loans performance in the financial system

Source: BCRA
BBVA Francés History

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

BBVA Frances 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</td>
</tr>
<tr>
<td>Middle Mkt</td>
<td>34</td>
</tr>
<tr>
<td>Corporate</td>
<td></td>
</tr>
</tbody>
</table>

- Retail: 251 Branches, 2,010,420 Clients
- Premium Segment: 25 Branches
- Middle Mkt: 34 Branches
- Corporate: 19,056 Companies

ATMs: 695
ATSs: 796
Employess: 5,884
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

<table>
<thead>
<tr>
<th>Private market share</th>
<th>Deposits</th>
<th>6.94%</th>
</tr>
</thead>
<tbody>
<tr>
<td>NACION</td>
<td>25,12</td>
<td></td>
</tr>
<tr>
<td>PROVINCIA</td>
<td>9,51</td>
<td></td>
</tr>
<tr>
<td>SAN</td>
<td>8,66</td>
<td></td>
</tr>
<tr>
<td>GALI</td>
<td>7,62</td>
<td></td>
</tr>
<tr>
<td>BBVA FRANCES</td>
<td>5,60</td>
<td></td>
</tr>
<tr>
<td>MACRO</td>
<td>5,20</td>
<td></td>
</tr>
<tr>
<td>CREDICOOP</td>
<td>4,01</td>
<td></td>
</tr>
<tr>
<td>CIUDAD</td>
<td>3,80</td>
<td></td>
</tr>
<tr>
<td>HSBC</td>
<td>3,68</td>
<td></td>
</tr>
<tr>
<td>BPAT</td>
<td>2,96</td>
<td></td>
</tr>
<tr>
<td>76% of total</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Private market share</th>
<th>Loans</th>
<th>6.62%</th>
</tr>
</thead>
<tbody>
<tr>
<td>NACION</td>
<td>17,40</td>
<td></td>
</tr>
<tr>
<td>SAN</td>
<td>9,61</td>
<td></td>
</tr>
<tr>
<td>PROVINCIA</td>
<td>8,98</td>
<td></td>
</tr>
<tr>
<td>GALI</td>
<td>8,35</td>
<td></td>
</tr>
<tr>
<td>BBVA FRANCES</td>
<td>6,47</td>
<td></td>
</tr>
<tr>
<td>MACRO</td>
<td>6,43</td>
<td></td>
</tr>
<tr>
<td>CIUDAD</td>
<td>4,02</td>
<td></td>
</tr>
<tr>
<td>HSBC</td>
<td>3,99</td>
<td></td>
</tr>
<tr>
<td>BPAT</td>
<td>3,37</td>
<td></td>
</tr>
<tr>
<td>INDUSTRIAL</td>
<td>3,37</td>
<td></td>
</tr>
<tr>
<td>72% of total</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Financial system as of February 2016; Private MS as of March 2016.
Equity Ownership

Mkt data as of March 31, 2016
Exchange rate: 14.58$/US$

Mkt Data
- Mkt Cap: $53,151 MM
- US$: 3,645 MM
- Av. Volume (3 mths): NYSE US$ 2.4 MM
  - BCBA $ 8.1 MM

Indicators
- BV/ Share: $27.72
- P/E: $11.4x
# 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>Neutral</td>
</tr>
<tr>
<td></td>
<td>Negotiable Obligations Global Program (U$S 750 million)</td>
<td>AAA(arg)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Subordinated Senior Debt</td>
<td>AA+ (arg)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Senior Debt Short Term</td>
<td>A1+ (arg)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Senior Debt Long Term</td>
<td>AAA (arg)</td>
<td></td>
</tr>
<tr>
<td><strong>S&amp;P</strong></td>
<td>Institutional Rating Long Term</td>
<td>raBBB</td>
<td>Neutral</td>
</tr>
<tr>
<td></td>
<td>Institutional Rating Short Term</td>
<td>raA-2</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Negotiable Obligations Global Program (U$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 Financial Income
$1,165.1
+25.2% vs 1Q15

Risks
NPL
0.69%
Coverage
283.67%

Liquidity
Liquid Assets/Deposits
45.8%

Profitability
ROE
32.6%
ROA
4.1%
Digital transformation framework

- Digital Sales
- UX
- Distribution Model
- Digital Capabilities
- Infraestructure Development
- Organization & Culture
Digital Clients and Sales

Figures in thousand of pesos

Digital Client Evolution

- Mar.15: 517
- Dec.15: 598
- Mar.16: 674.4

Mobil Client Evolution

- Mar.15: 119.8
- Dec.15: 180.9
- Mar.16: 211.4

Digital Sales

- 1Q15: 473.0
- 4Q15: 676.6
- 1Q16: 626.1

Variation year over year:

- 17.4% 473.0 to 676.6
- 26.1% 676.6 to 626.1

Digital Sales

- 1Q15 vs 1Q16:
  - +98.6%

Ratio: Digital Sales/Total Sales

- +870 b.p.
# P&L breakdown

<table>
<thead>
<tr>
<th>Figures in million pesos</th>
<th>1°Q-16</th>
<th>4°Q-15</th>
<th>1°Q-15</th>
<th>∆ Y/Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Financial Income</td>
<td>2,980</td>
<td>2,854.9</td>
<td>2,285</td>
<td>30.4%</td>
</tr>
<tr>
<td>Provision for Loan Losses</td>
<td>(161.4)</td>
<td>(197.5)</td>
<td>(143.1)</td>
<td>12.8%</td>
</tr>
<tr>
<td>Net Income from Services</td>
<td>931.1</td>
<td>960.7</td>
<td>960.5</td>
<td>-3.1%</td>
</tr>
<tr>
<td>Administrative Expenses</td>
<td>(2,095.8)</td>
<td>(1,889.2)</td>
<td>(1,581.3)</td>
<td>32.5%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>1,653.9</td>
<td>1,728.9</td>
<td>1,521.1</td>
<td>8.7%</td>
</tr>
<tr>
<td>Income tax</td>
<td>(550.2)</td>
<td>(554.8)</td>
<td>(492.5)</td>
<td>11.7%</td>
</tr>
<tr>
<td>Net Income</td>
<td>1,165.1</td>
<td>1,188.3</td>
<td>930.9</td>
<td>25.2%</td>
</tr>
</tbody>
</table>

*During 2Q 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  YoY
+30%

Private Spread
Average spread

Mar.15  Dec.15  Mar.16
2.285  2.855  2.980

16,8%  15,0%  15,5%

YoY  - 130 bp  QoQ  50 bp
Net income from services increased 7.5% YoY. Such growth was partially offset by an increase in service charge expenses related to promotions associated with the LANPASS kilometers program.

Personnel expenses increased 34.7% YoY mainly due to the salary increase agreed with the union and a higher number of employees.

General expenses grew due to higher advertising and promotion charges, and the impact of tariff increase on electricity and communication jointly with the increase in prices, the effect of the devaluation and a higher volume of activity.
Efficiency and coverage ratios

Efficiency Ratio (1)

<table>
<thead>
<tr>
<th></th>
<th>YoY</th>
<th>QoQ</th>
</tr>
</thead>
<tbody>
<tr>
<td>pb</td>
<td>490</td>
<td>410</td>
</tr>
</tbody>
</table>

Coverage ratio (2)

<table>
<thead>
<tr>
<th></th>
<th>YoY</th>
<th>QoQ</th>
</tr>
</thead>
<tbody>
<tr>
<td>pb</td>
<td>-1,630</td>
<td>-650</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

- 20% Cash and Banks
- 12% BCRA Notes
- 4% Public sector assets
- 51% Private Loans
- 13% Others

Leverage: 6.75x
LtD Ratio: 73.8%
Liquid Assets/Deposits: 45.8%
Private loan portfolio with a diversified structure

Figures in millions of pesos

Market Share (%) 6.43 6.47 6.62

Average Lending Rate 25.0%
Retail Banking

Figures in million of pesos

**Personal Loans**

<table>
<thead>
<tr>
<th></th>
<th>Mar.15</th>
<th>Dec.15</th>
<th>Mar.16</th>
<th>YoY</th>
<th>QoQ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>6.182</td>
<td>7.344</td>
<td>7.429</td>
<td>+ 20%</td>
<td>+ 1%</td>
</tr>
<tr>
<td>Market Share (%)</td>
<td>4.91</td>
<td>4.55</td>
<td>4.36</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Car Loans**

<table>
<thead>
<tr>
<th></th>
<th>Mar.15</th>
<th>Dec.15</th>
<th>Mar.16</th>
<th>YoY</th>
<th>QoQ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>5.764</td>
<td>7.493</td>
<td>7.510</td>
<td>+ 30%</td>
<td>+ 0%</td>
</tr>
<tr>
<td>Market Share (%)</td>
<td>17.36</td>
<td>18.58</td>
<td>18.58</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

Figures in million of pesos

**Middle-Market**

<table>
<thead>
<tr>
<th>Month</th>
<th>Market Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar.15</td>
<td>9.73</td>
</tr>
<tr>
<td>Dec.15</td>
<td>9.61</td>
</tr>
<tr>
<td>Mar.16</td>
<td>11.05</td>
</tr>
</tbody>
</table>

YoY: +47.2%, QoQ: +7.9%

**Corporate**

<table>
<thead>
<tr>
<th>Month</th>
<th>Market Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar.15</td>
<td>8.946</td>
</tr>
<tr>
<td>Dec.15</td>
<td>9.235</td>
</tr>
<tr>
<td>Mar.16</td>
<td>10.858</td>
</tr>
</tbody>
</table>

YoY: +21.4%, QoQ: +17.6%
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>Mar.15</th>
<th>Dec.15</th>
<th>Mar.16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
<td>10.014</td>
<td>11.087</td>
<td>12.321</td>
</tr>
<tr>
<td>Public bonds</td>
<td>2.797</td>
<td>3.531</td>
<td>4.359</td>
</tr>
</tbody>
</table>

Total exposure to the Public Sector without repos

<table>
<thead>
<tr>
<th></th>
<th>Mar.15</th>
<th>Dec.15</th>
<th>Mar.16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Exposure</td>
<td>12,868</td>
<td>14,684</td>
<td>16,755</td>
</tr>
</tbody>
</table>

Public Sector National Government /Total Assets

<table>
<thead>
<tr>
<th></th>
<th>Mar.15</th>
<th>Dec.15</th>
<th>Mar.16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Sector</td>
<td>3.5%</td>
<td>3.3%</td>
<td>3.8%</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

<table>
<thead>
<tr>
<th>Business Area</th>
<th>NPL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>1.22%</td>
</tr>
<tr>
<td>Middle-Market</td>
<td>0.15%</td>
</tr>
<tr>
<td>Corporate</td>
<td>0.00%</td>
</tr>
</tbody>
</table>

NPL peer group and Financial System (Feb-16)

- System: 1.71%
- BBVA: 0.59%
- Peer 1: 0.9%
- Peer 2: 1.60%
- Peer 3: 1.52%
Deposits: improving the funding mix

Figures in millions of pesos

<table>
<thead>
<tr>
<th>Month</th>
<th>Mar.15</th>
<th>Dec.15</th>
<th>Mar.16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market share (%)</td>
<td>6.87</td>
<td>6.95</td>
<td>6.94</td>
</tr>
</tbody>
</table>

Sight accounts 56%

+45% YoY

Average cost of funds 9.5%
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>Coupon</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>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**

- 1Q2015: 34.50
- 4Q2015: 36.20
- 1Q2016: 32.60

**ROA**

- 1Q2015: 4.80
- 4Q2015: 4.70
- 1Q2016: 4.10

*Annualized ratios*

**Key Features**

- Intermediation with the private sector
- Good asset quality
- Efficient operating structure
- Balance sheet strength (Capital & Liquidity)