



BBVA Creating
Opportunities

BBVA Francés 1Q18

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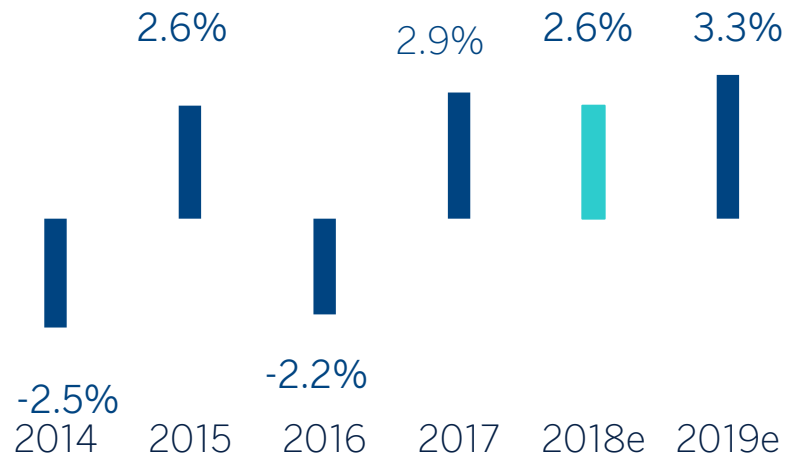
01

**Macroeconomic
environment and
Financial System**

Good performance in the 1Q18, but drought and current uncertainty will affect activity growth

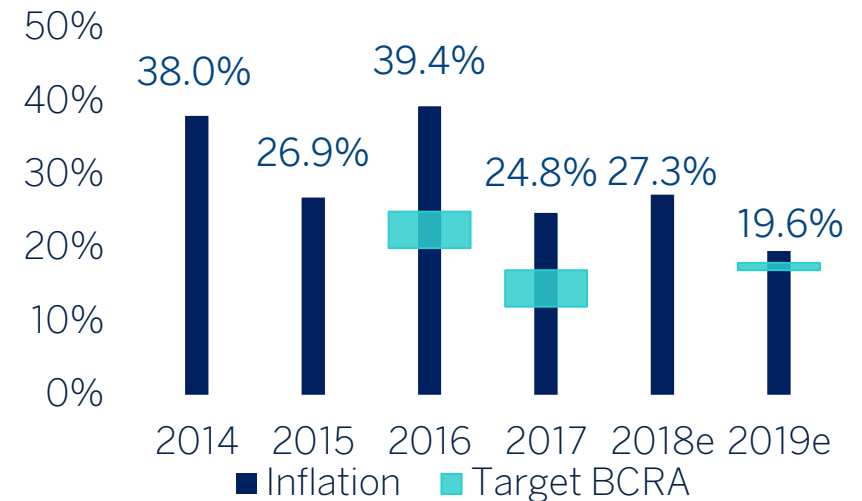
GDP Growth

% yoy (base 2004)



CPI

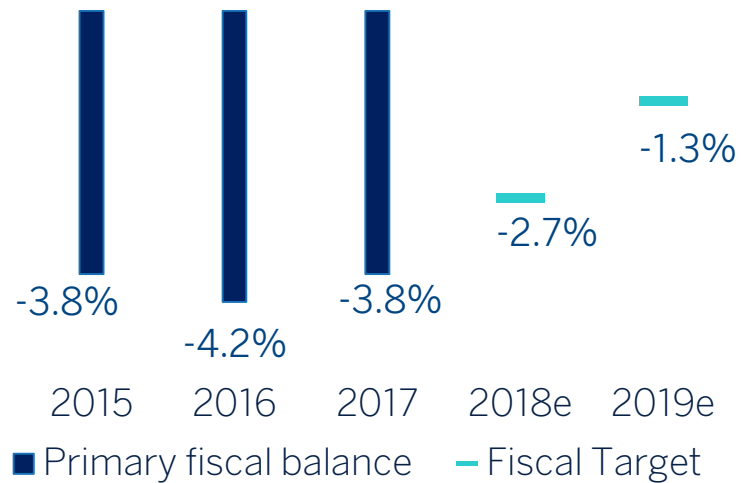
Monthly variation (%)



Fiscal Performance: Primary deficit targets were reduced for 2018

Primary fiscal balance

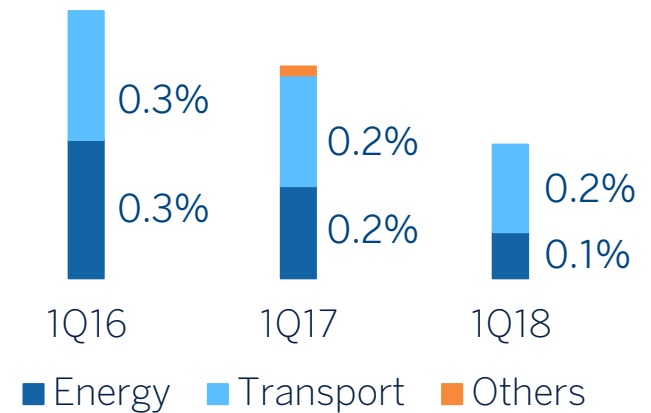
% GDP



Source: Ministry of Economy / 2018- 2019 Targets

Subsidies to economic sectors

Monthly variation (%)



Source: Ministry of Finance

External Sector: Slower deterioration of trade deficit in 2018

Exports and Imports

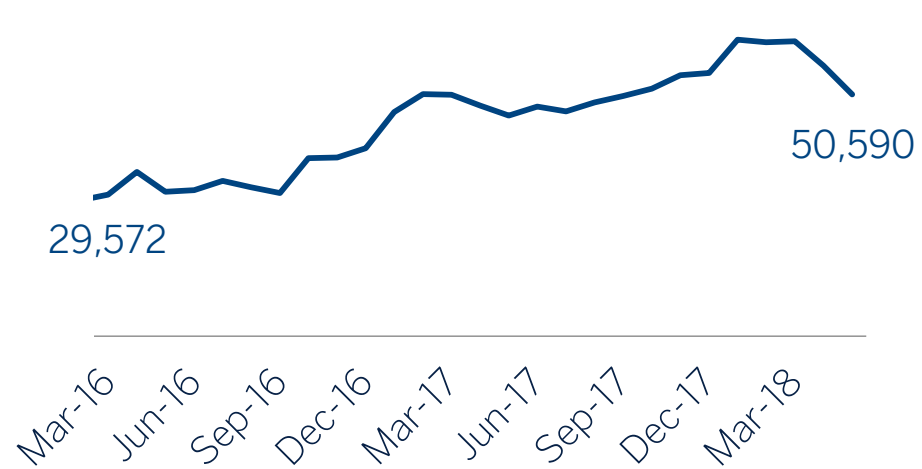
% yoy variation



Source: INDEC

International Reserves

(million USD)

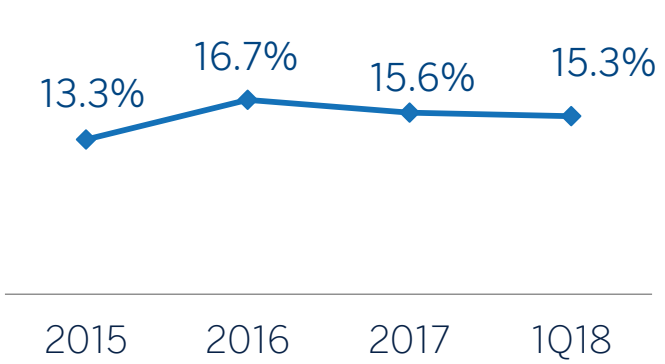


Source: Central Bank

Financial System: Adequate levels of liquidity and solvency and healthy asset quality indicators

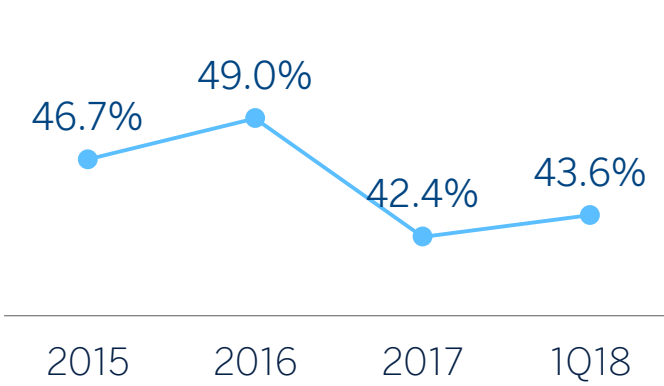
Capital

Capital Integration / RWA according to BCRA regulation

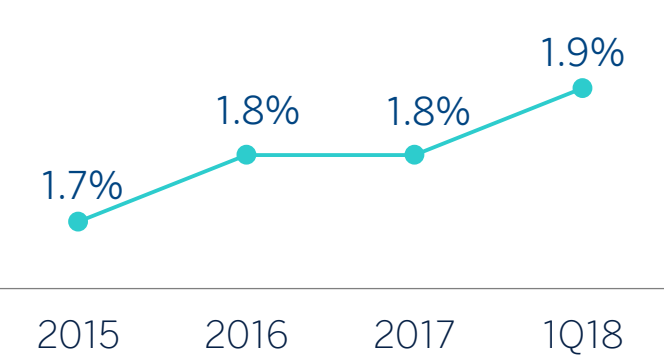


Liquidity

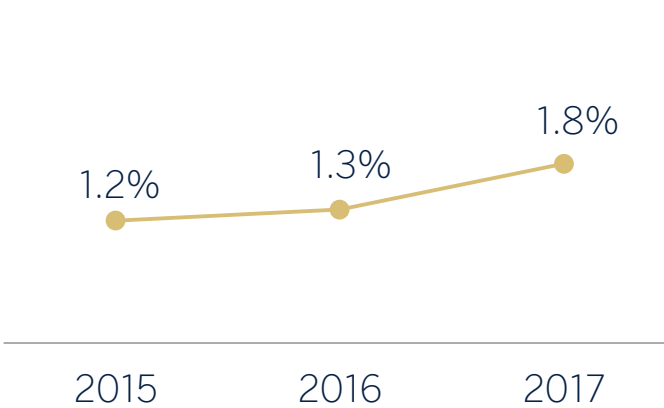
Cash + net repos with BCRA+BCRA bills / Total Deposits



NPL



Cost of Risk

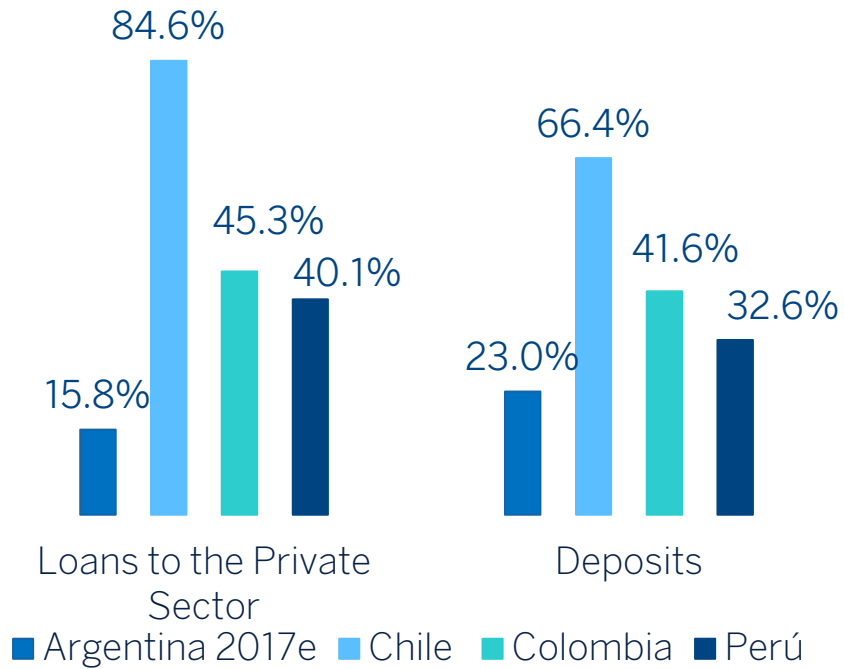


Source: Central Bank

A small financial system, but with a good infrastructure to face growth

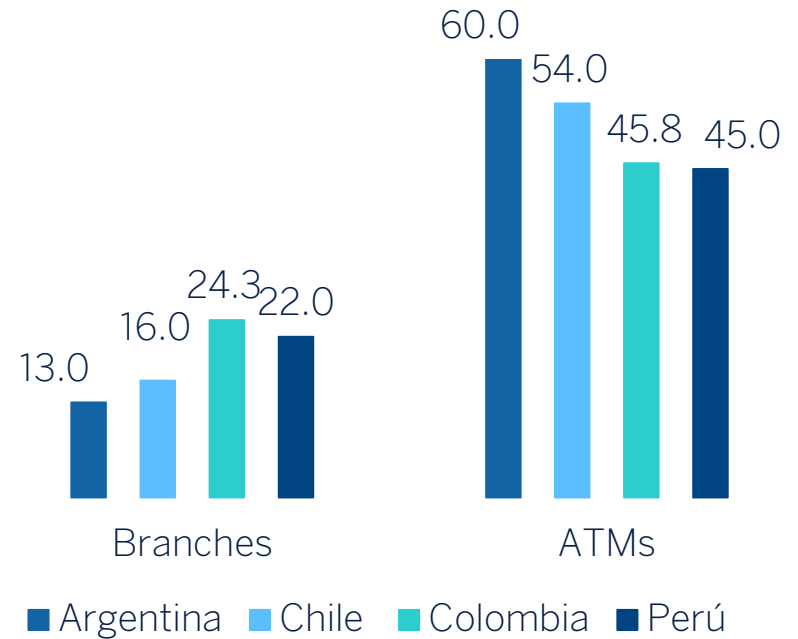
Latam Private Loans and Total Deposits % GDP

Figures as of November 2017



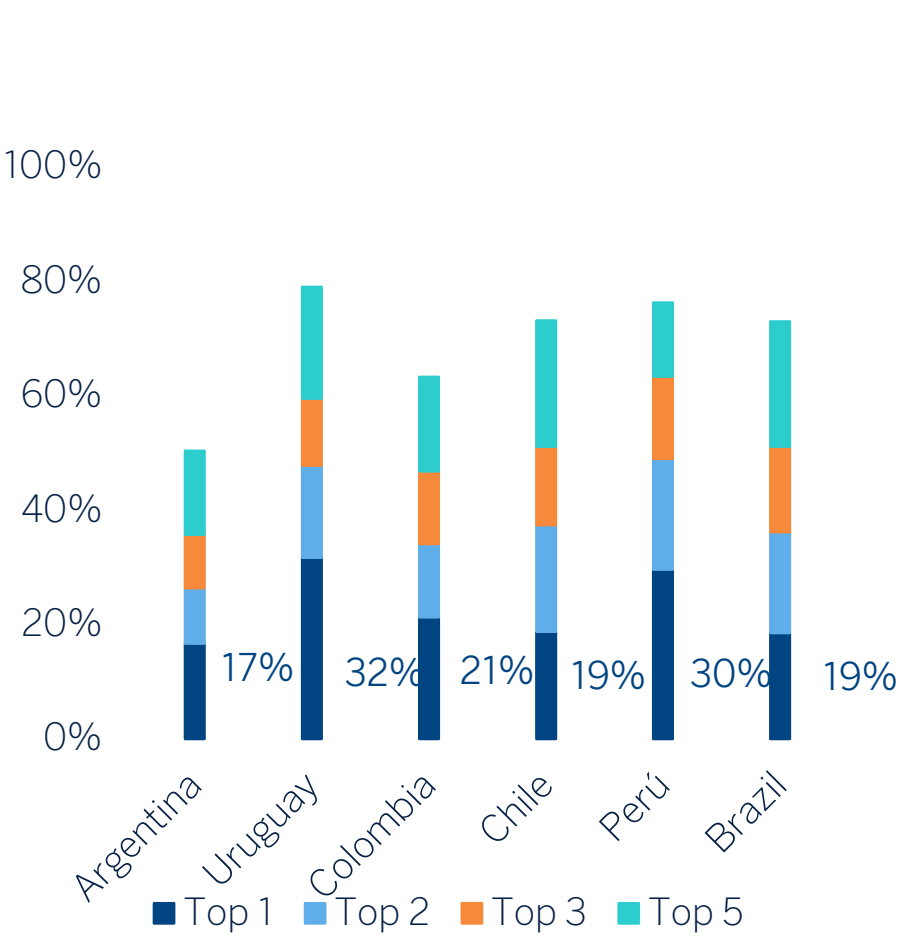
Branches and ATMs / 100,000 adult population

Figures as of December 2016



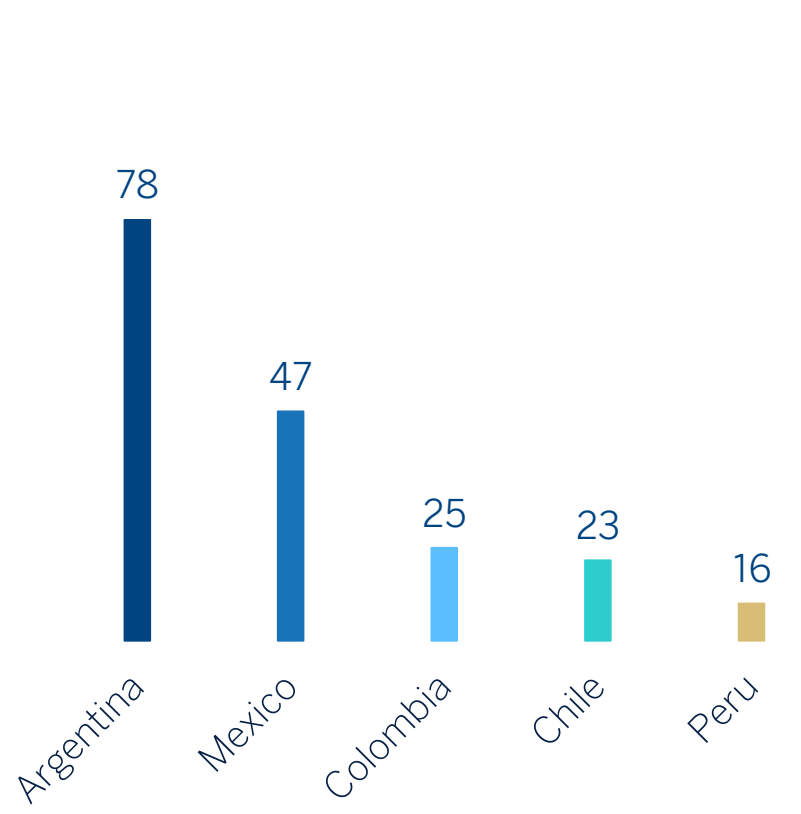
Argentina has the less concentrated financial system in the region

Total loans market share in Latam



Number of financial entities per country

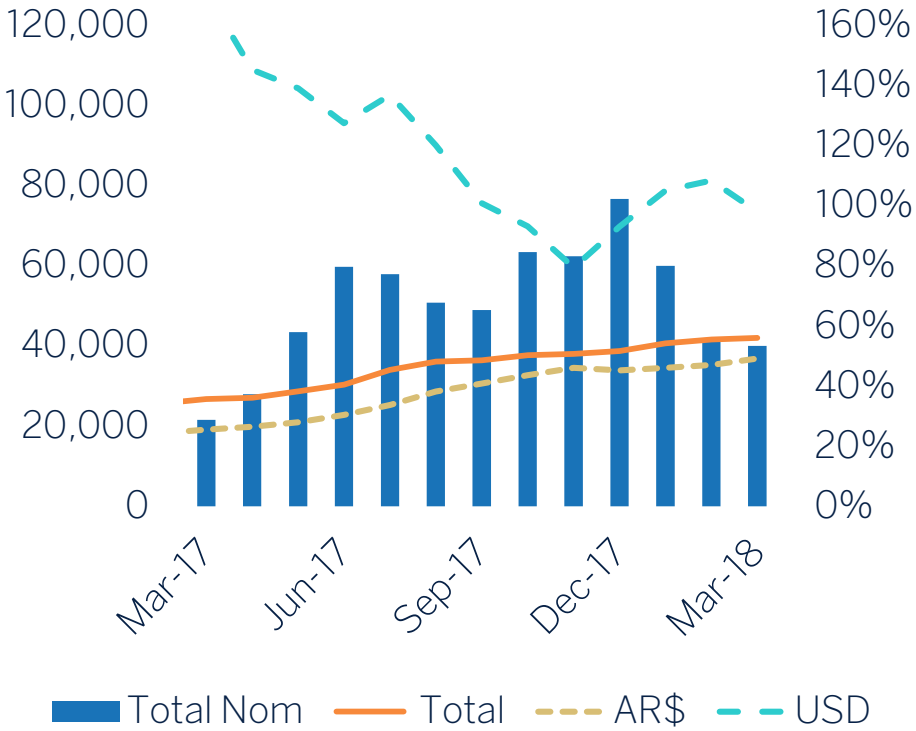
As of 2016



Private loans trend

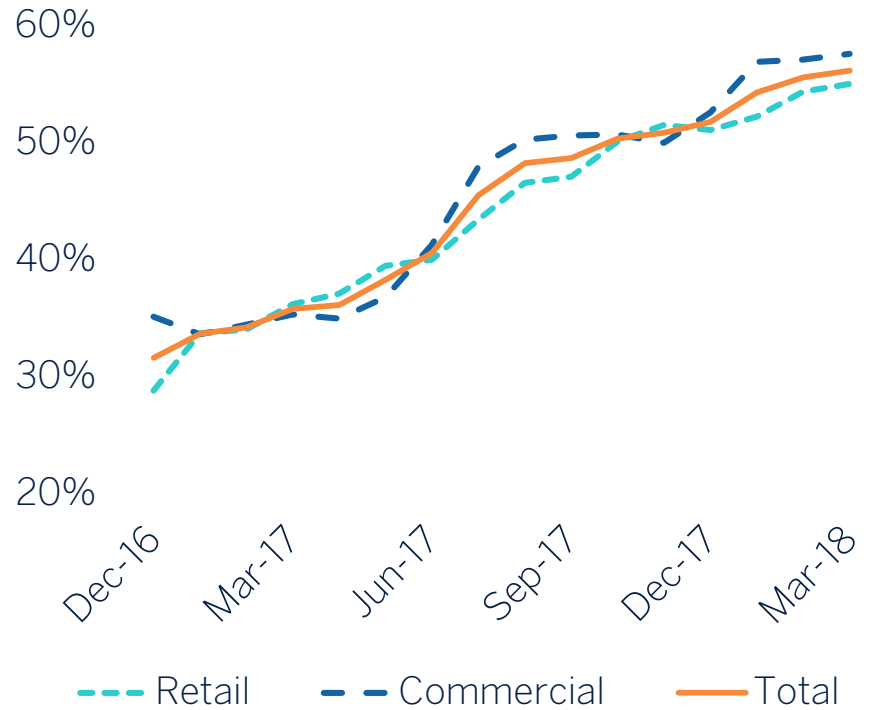
Total Private Loans growth

(var yoy % - million AR\$)



Retail and Commercial Loans

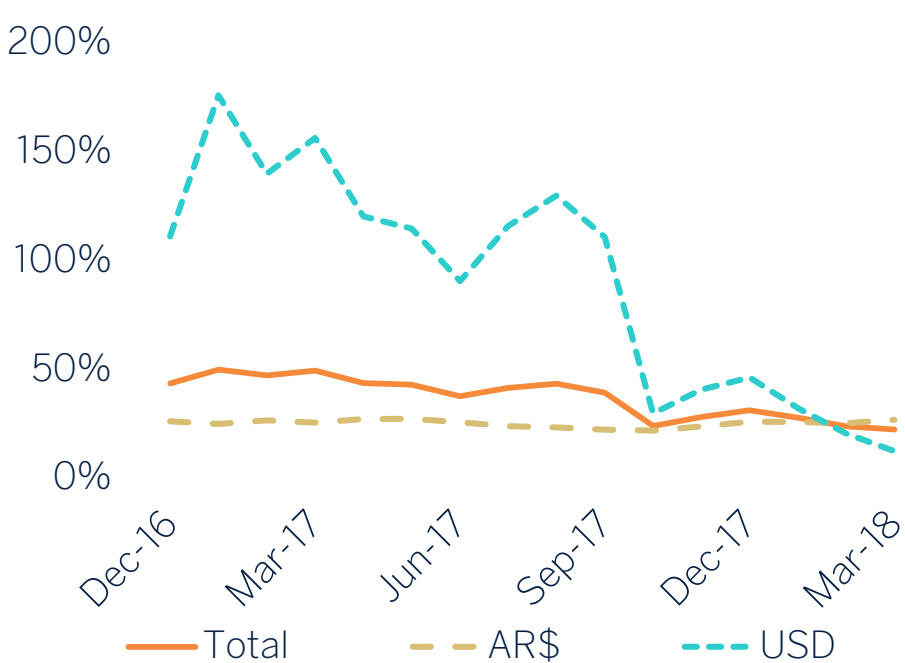
AR\$ + USD (var yoy %)



Private deposits trend

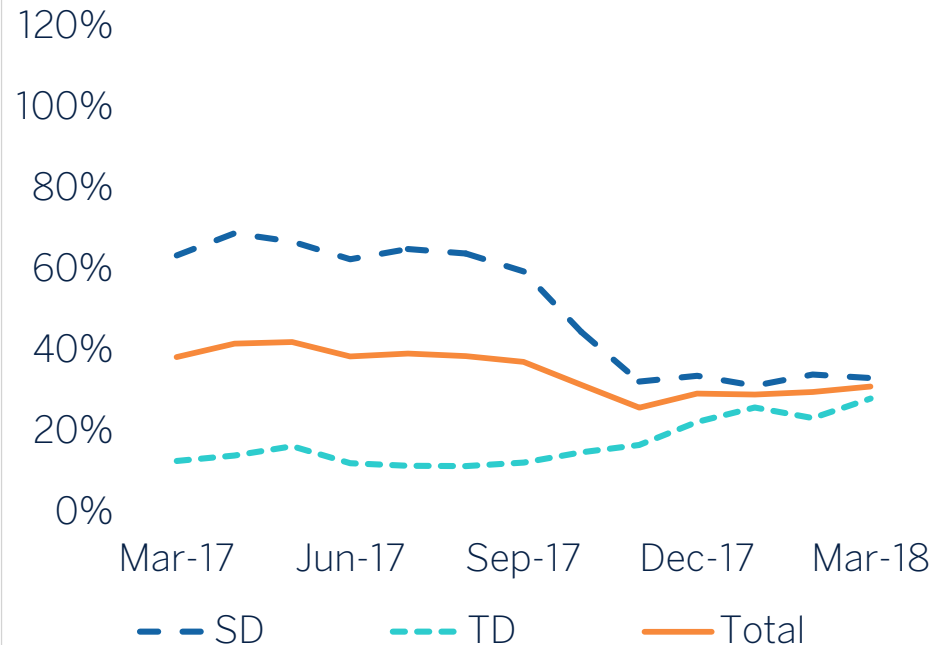
Total Private Deposits growth

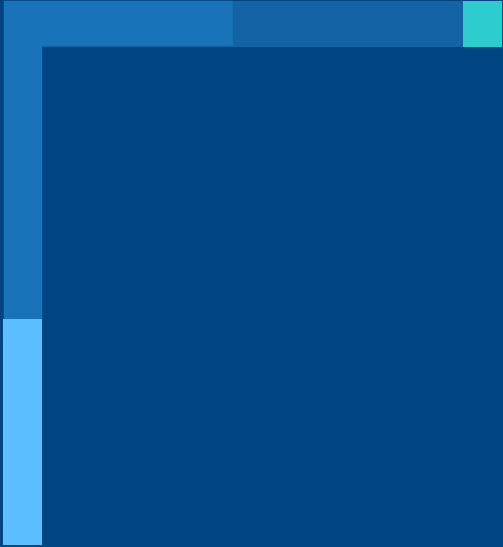
(var yoy %)



Sight Deposits and Time Deposits

AR\$ + USD (var yoy %)

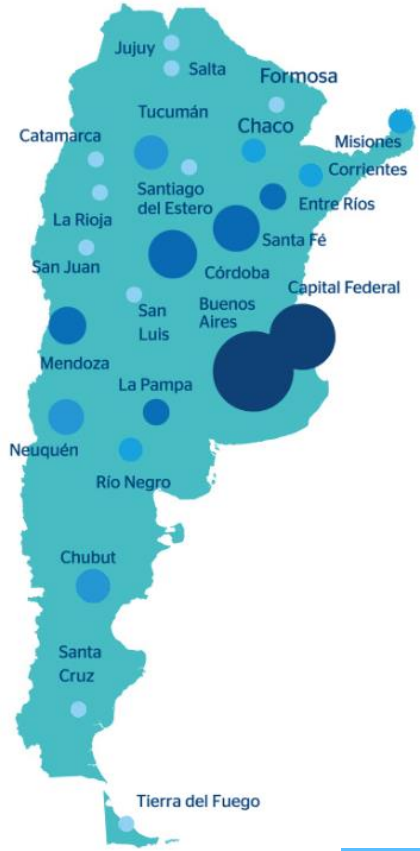




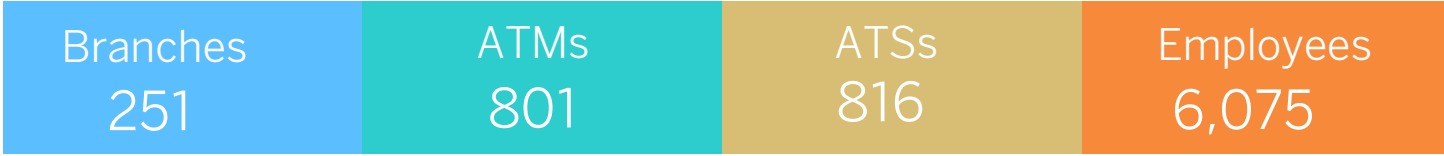
02

BBVA Francés

A universal bank with a countrywide presence

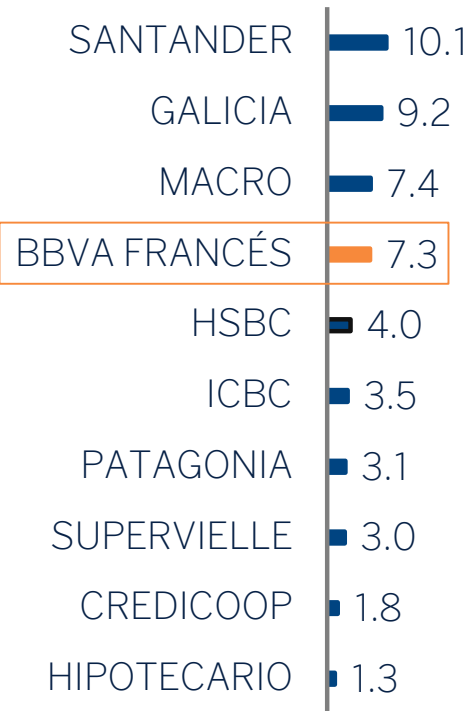


Clients

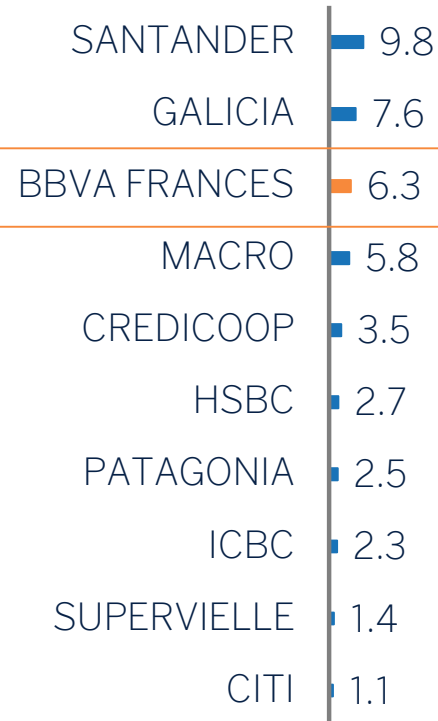


One of the leader private banks in terms

Total loans



Total deposits



Private
Loans *

8.3%

Mutual
Funds

6.3%

Private
Deposits *

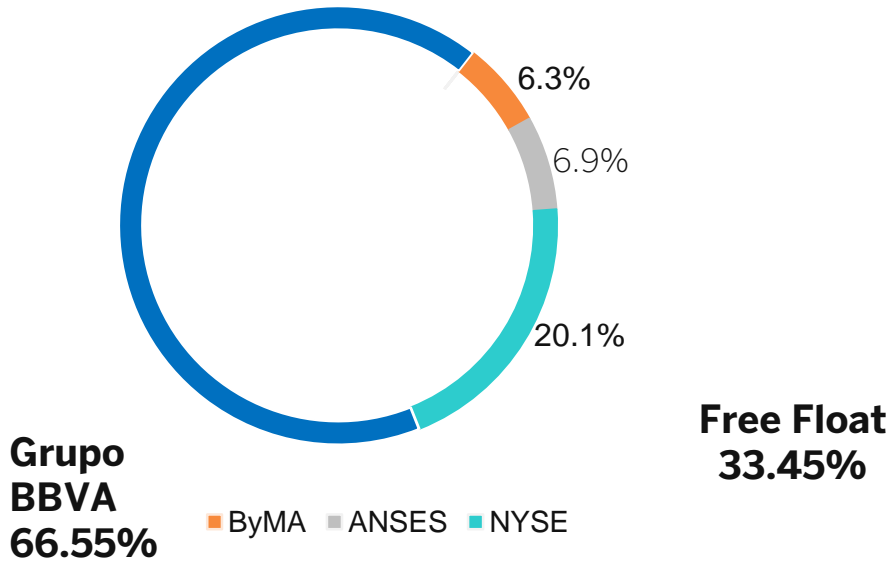
7.8%

Branches

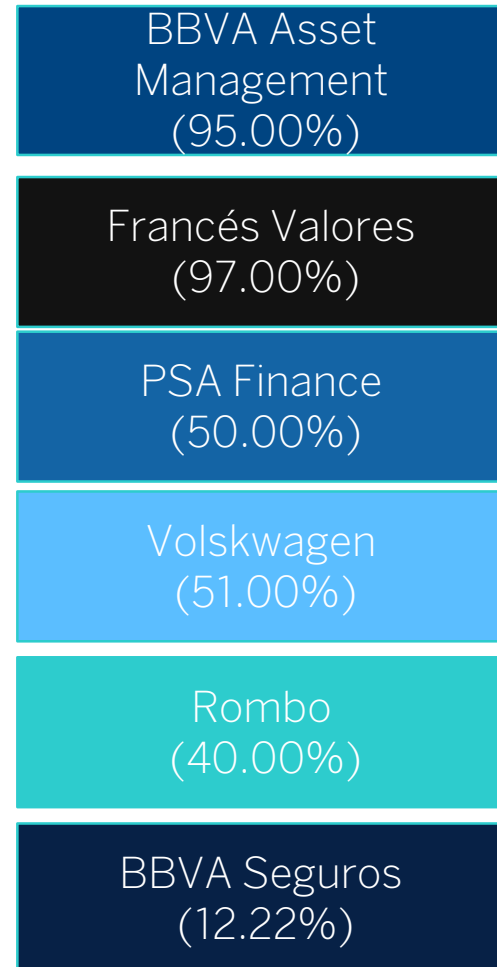
5.5%

Equity Ownership

Ownership structure



Subsidiaries and equity participations

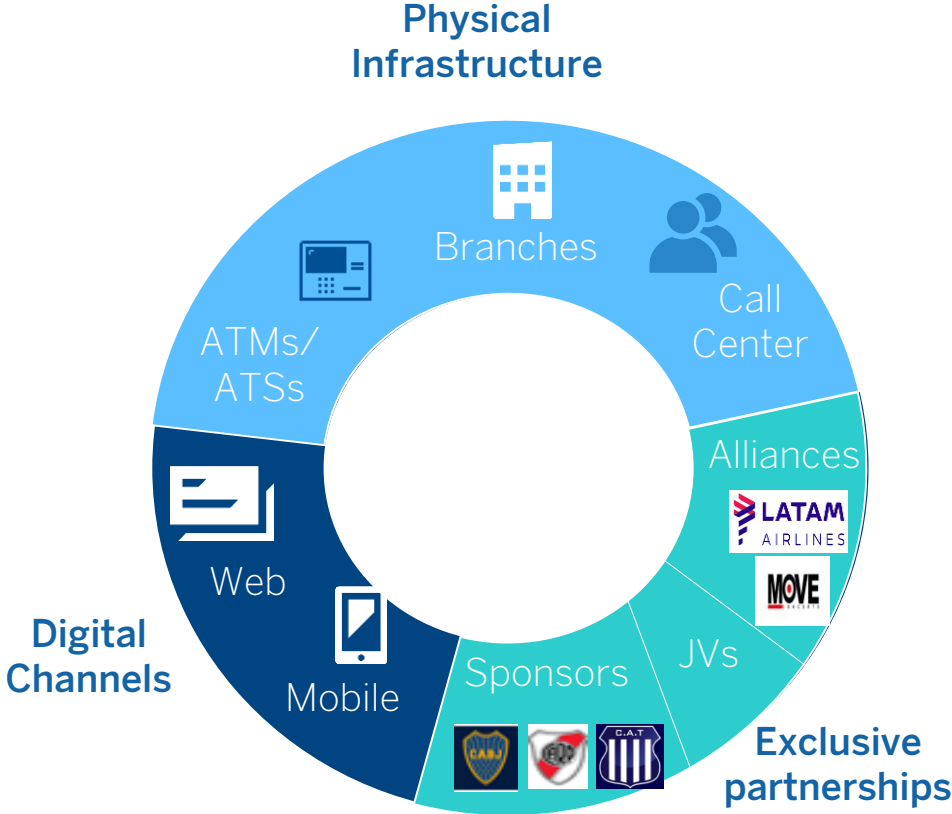


One of the leader private banks in terms

Diversified business model



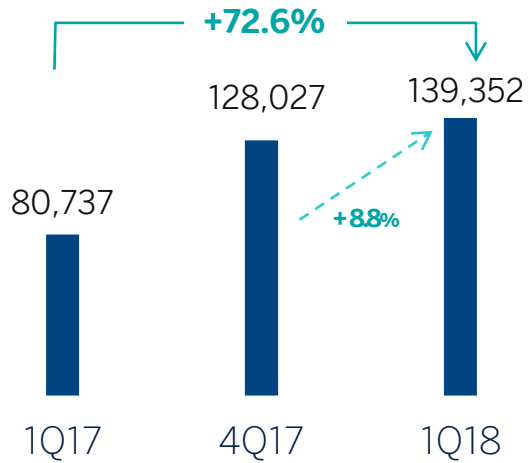
Multichannel structure and exclusive partnerships



Loans

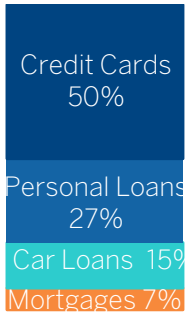
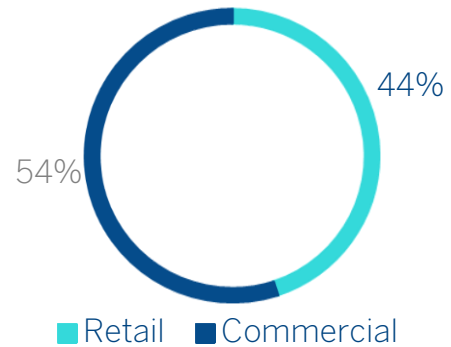
Private loans

(million AR\$)



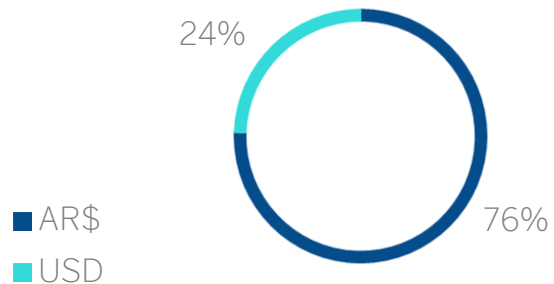
Private loans structure *

* Private loans includes loans of BBVA Francés + VW



Market share	1Q17	4Q17	1Q18
	7.6	8.3	8.3

Private loans by currency



Leverage

6x

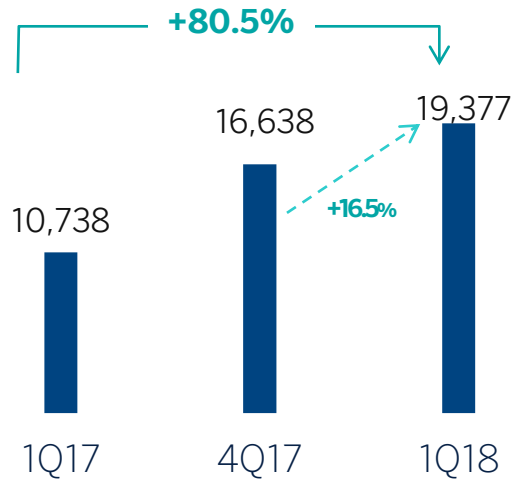
Loans to Deposits

87.2%

Retail banking

Personal loans

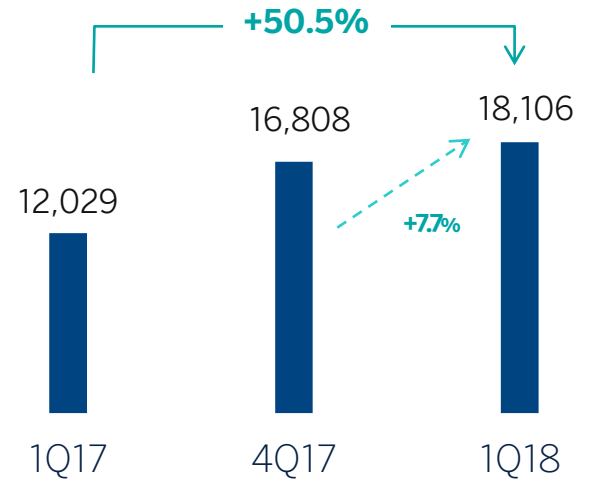
(million AR\$)



Market share	1Q17	4Q17	1Q18
	4.2	4.6	4.9

Car loans

(million AR\$)



Market share	1Q17	4Q17	1Q18
	19.2	17.9	17.8

Retail banking

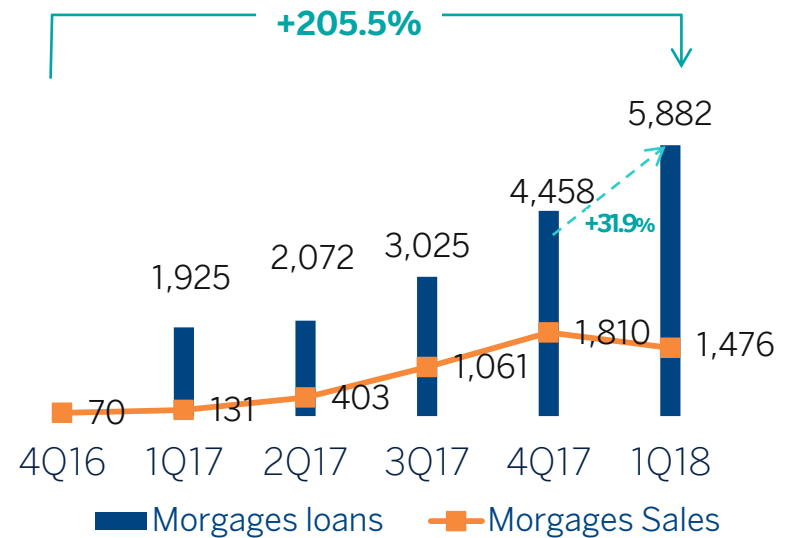
Credit Cards

(million AR\$)



Mortgages

(million AR\$)

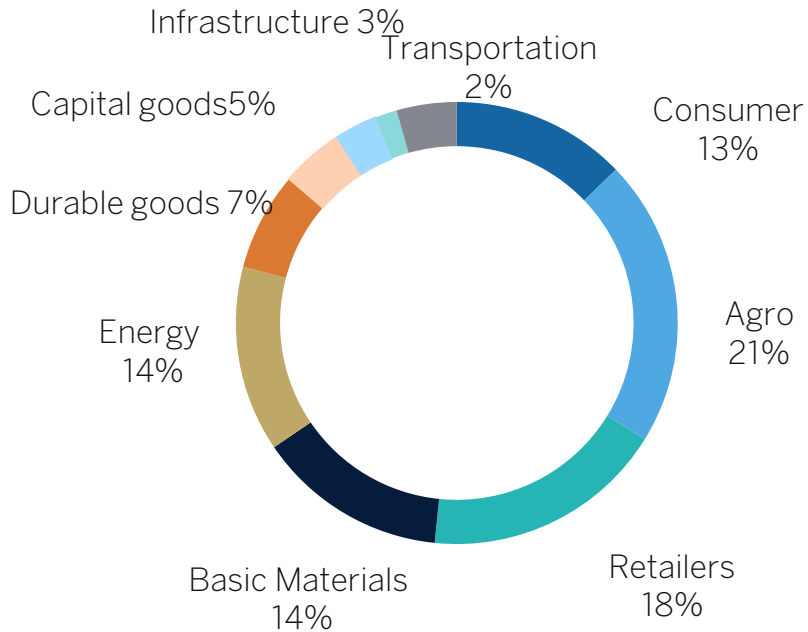


Market share consumption	12.2	12.7	13.0
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The Bank has 6.3% market share in mortgages sales, non-considering state owned banks the share is 25%

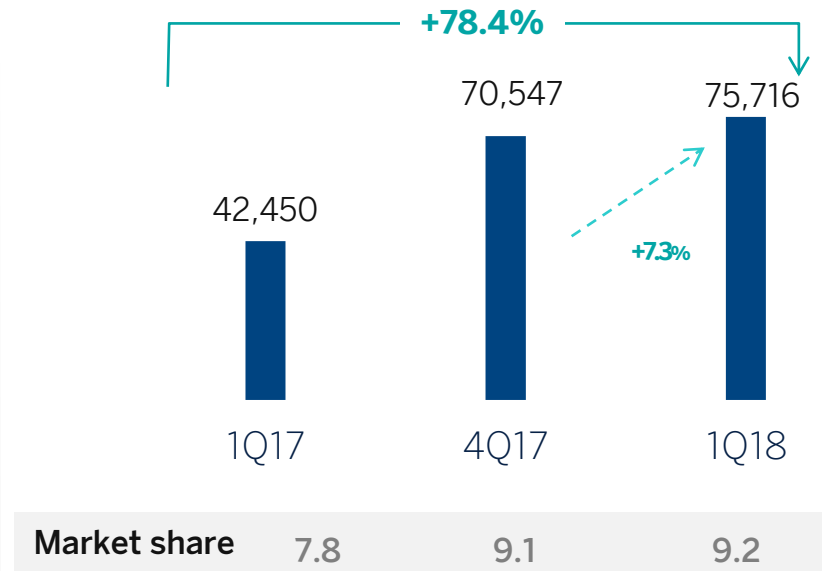
Commercial banking

Distribution by industry

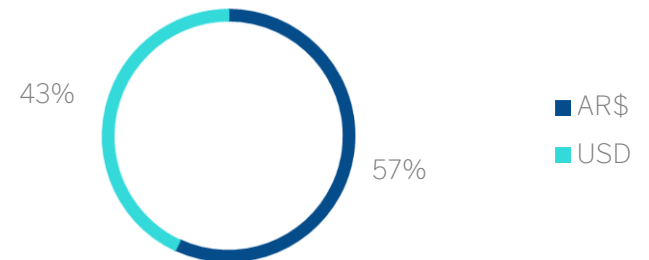


Commercial Loans

(million AR\$)



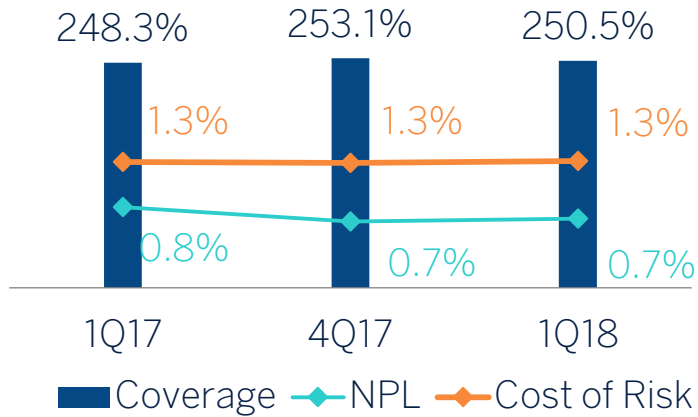
Commercial Loans by currency



Sound risk indicators

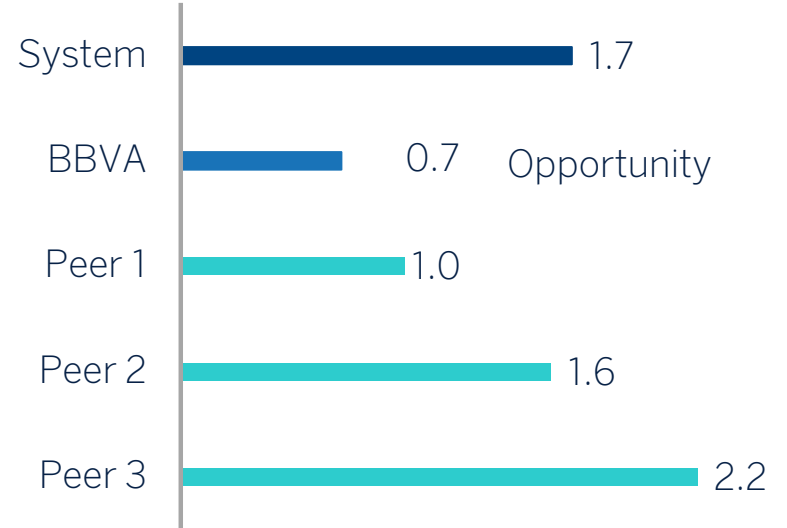
NPL, Coverage and Cost of risk

(%)



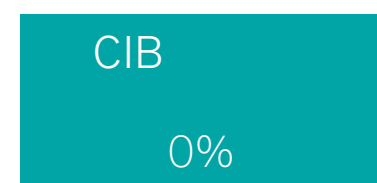
NPL peer group and Financial System

(%)



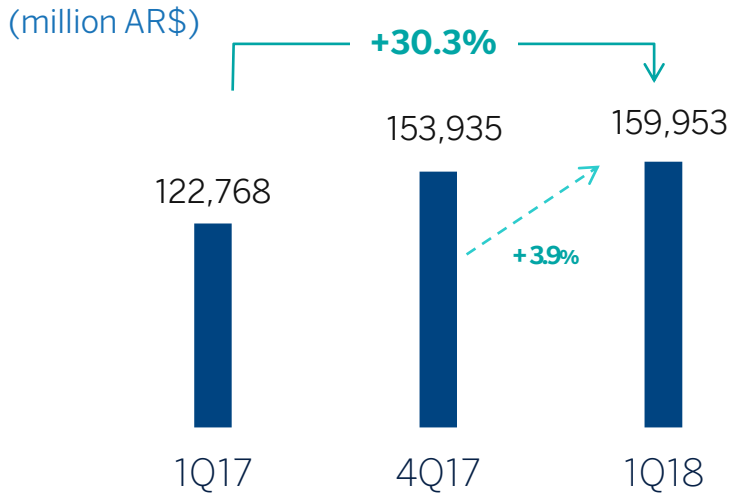
NPL by segment

(%)

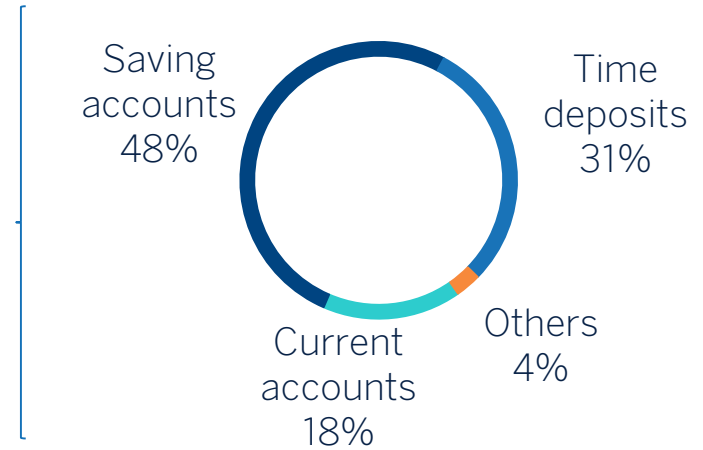


Deposits

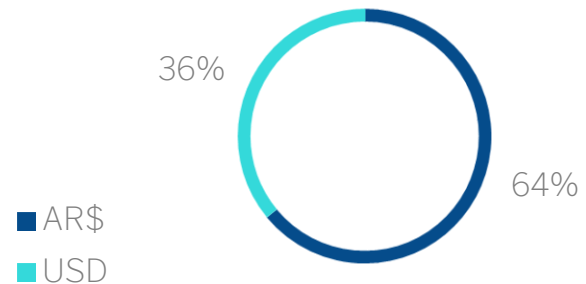
Total Deposits



Deposits Structure



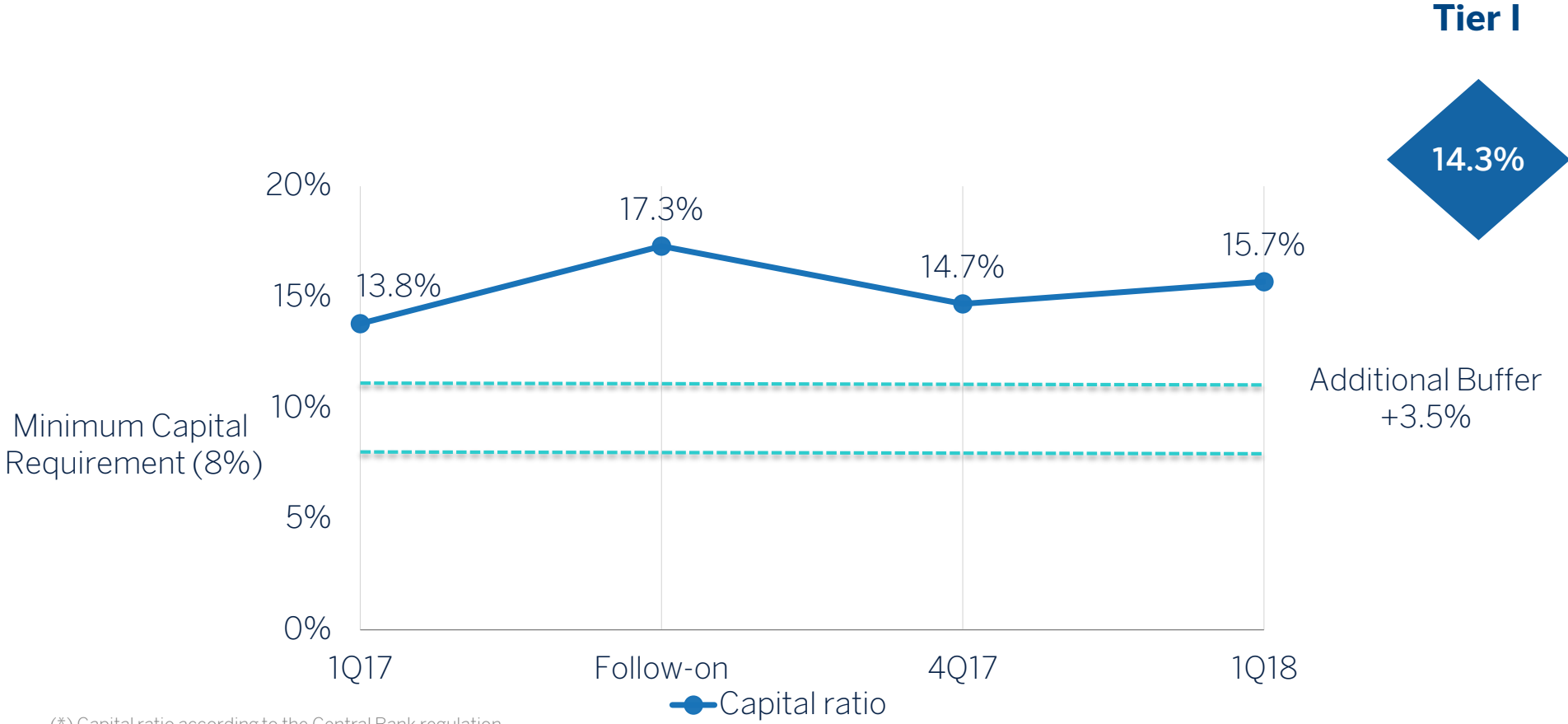
Deposits by currency



Market share	7.6	7.7	7.8

Strong capital position

Capital Ratio

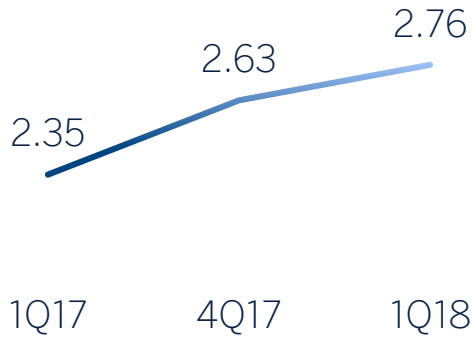


(*) Capital ratio according to the Central Bank regulation

Clients evolution

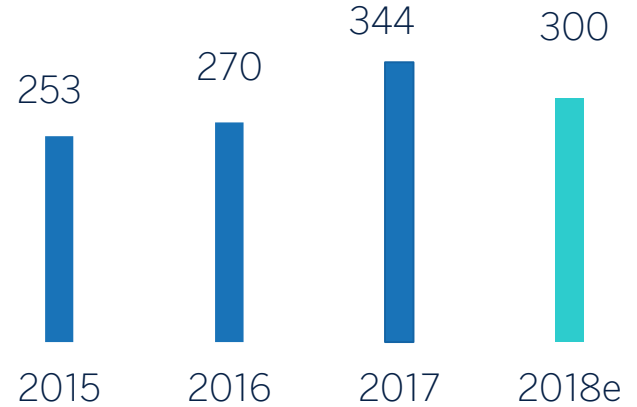
Total retail clients

(million)

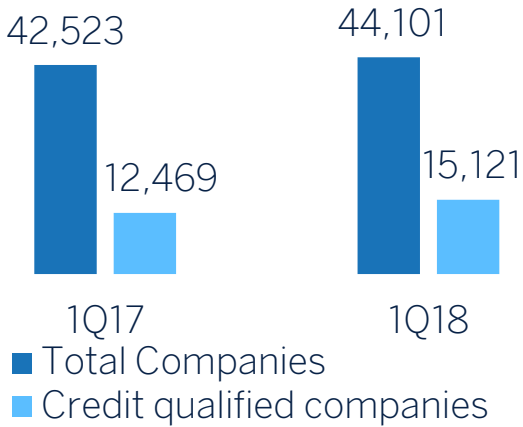


New retail clients

(thousand)

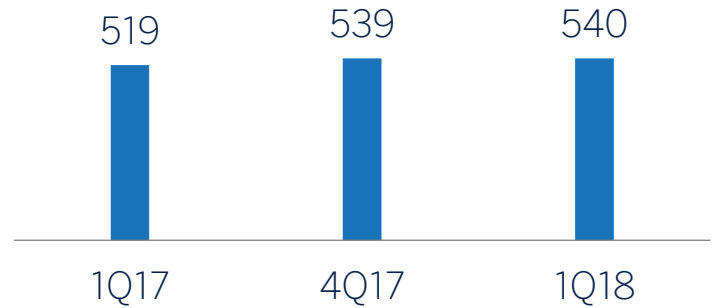


SMEs by segment



Payroll accounts

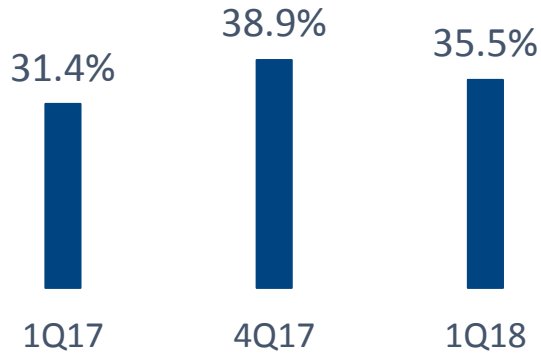
(thousand)



Digital performance

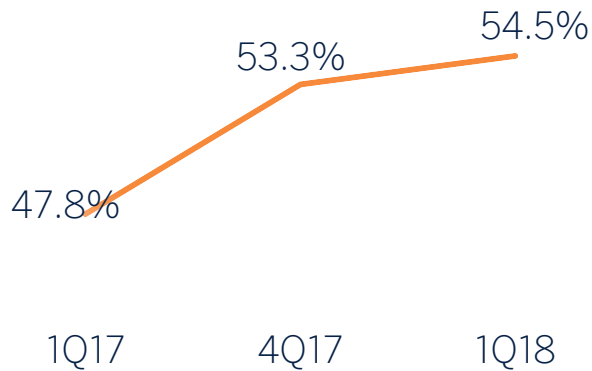
% Digital Sales

(digital sales/total sales)

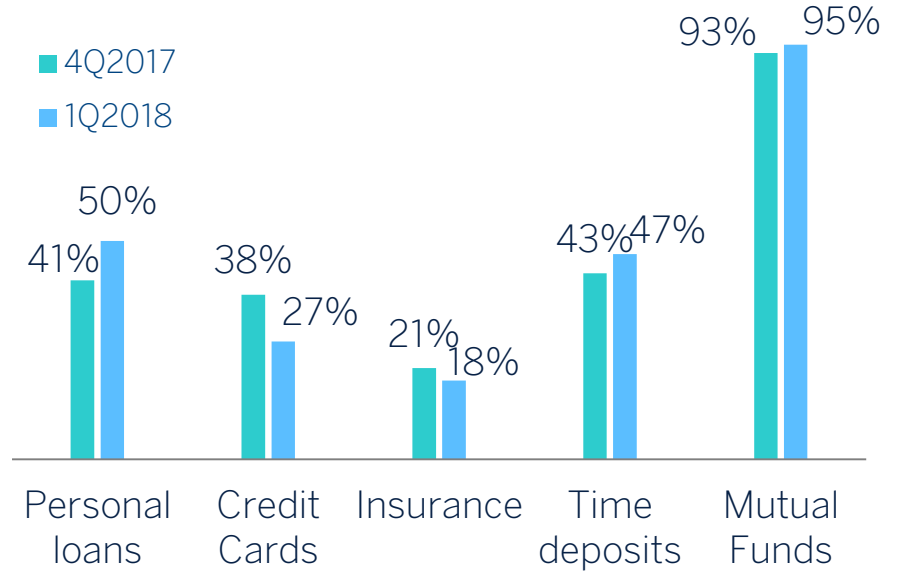


% Digital clients

(digital clients/retail clients)



% Digital Sales by Product



1Q18 Highlights

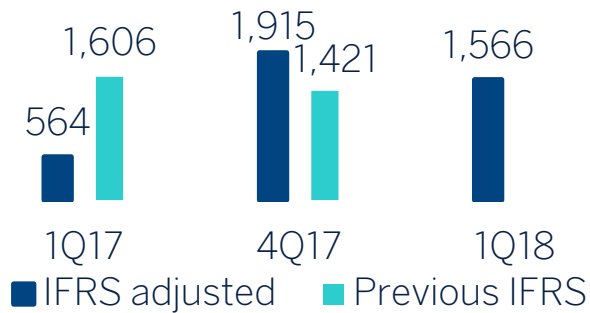
01 Net Income	AR\$ 1,545	+178.3% vs. 1Q17
02 Net Financial Income	AR\$ 5,522	+52.2% vs. 1Q17
03 Net Income from services	AR\$ 860	+36.2% vs. 1Q17
04 Administrative Expenses	AR\$ 3,664	+25.8% vs. 1Q17
05 Sound risk indicators	NPL ratio 0.7%	Coverage ratio 250.5%
06 Strong capital position	Capital Ratio 15.7%	TIER I 14.3%
07 Focus on shareholder value	ROE 20.3% Mar-18	ROA 2.9% Mar-18

The consolidated financial statements as of March 31, 2018 are the first quarterly financial statements presented in accordance with Communication "A" 6114 of the Central Bank of Argentina (BCRA) ("financial statements under IFRS regulations").

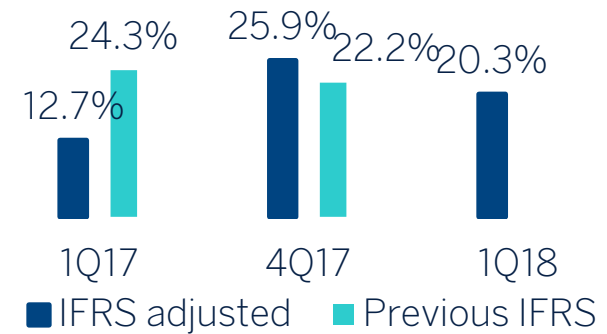
Net income and main indicators

Net Income

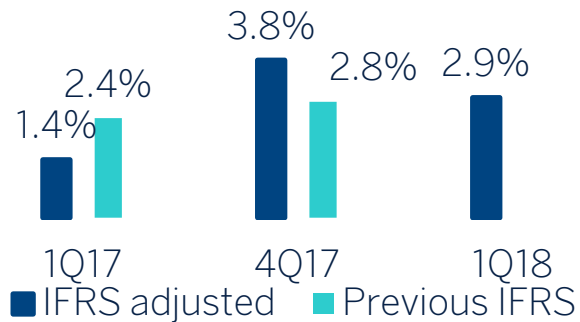
million AR\$



ROE



ROA



Efficiency

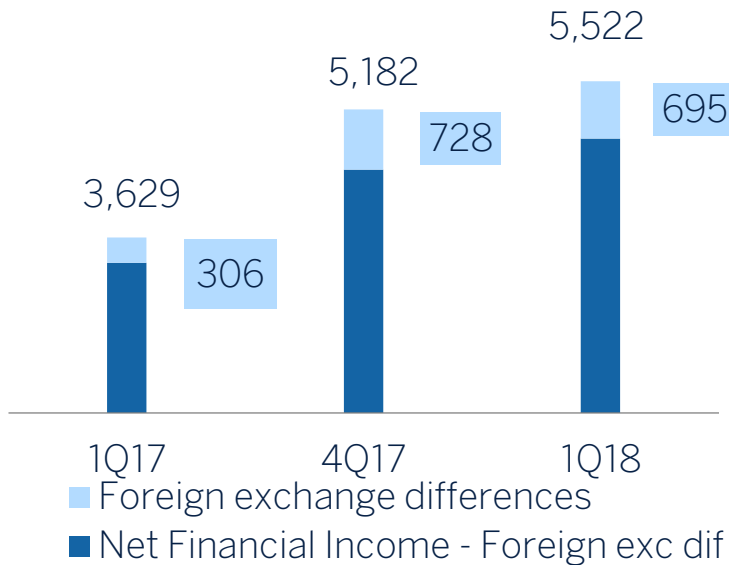
Administrative expenses / (Net Financial Income + Net Income from Services)



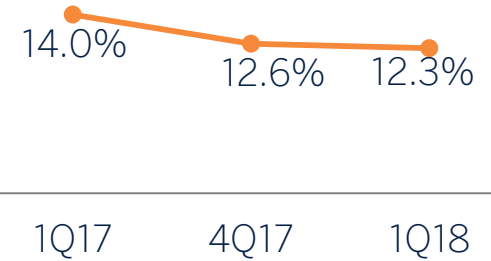
Net Interest Margin and NIM

Figures in million AR\$

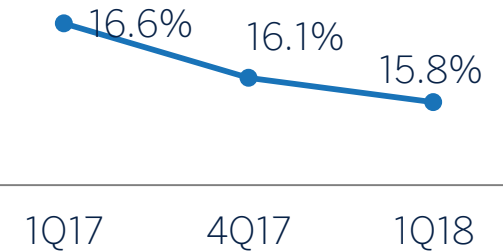
Net Financial Income



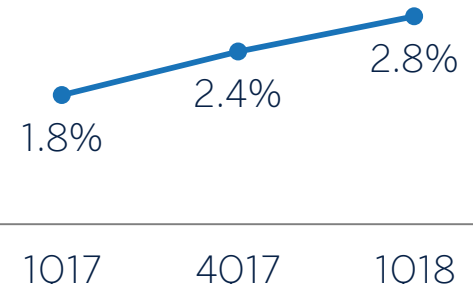
Total NIM (AR\$+USD)



Total NIM AR\$



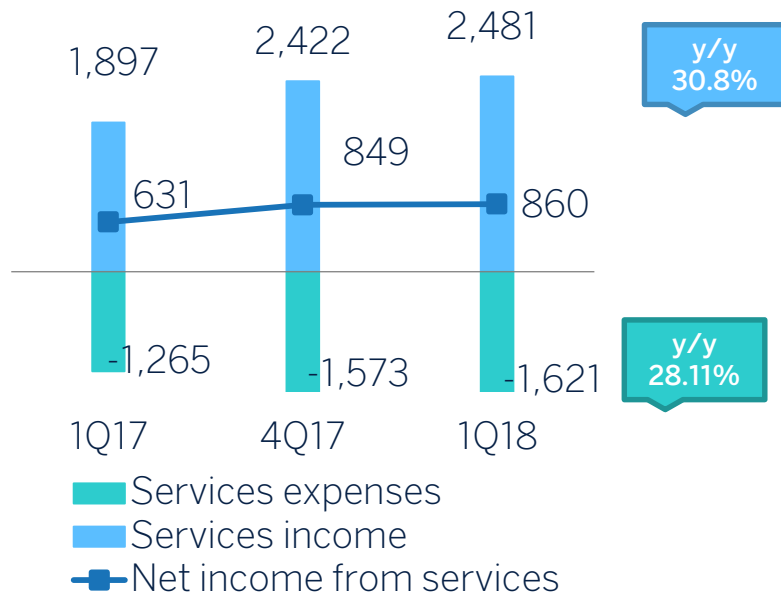
Total NIM USD



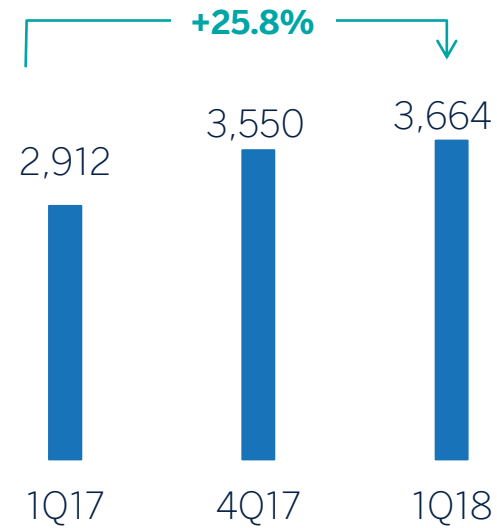
Fees and Expenses

Figures in million AR\$

Net Income from services



Administrative expenses





Annex

BBVA Francés P&L Breakdown

Figures in million \$	1Q-17	4Q-17	1Q-18	Δ Q/Q	Δ Y/Y
Net Financial Income	3,629	5,182	5,522	6.6	52.2%
Provision for Loan Losses	(314)	(373)	(526)	41.0%	67.3%
Net Income from Services	631	849	860	1.3%	36.2%
Administrative Expenses	(2,912)	(3,550)	(3,664)	3.2%	25.8%
Operating Income	1,033	2,107	2,192	4.0%	102.5%
Income (Loss) from equity investments	73	52	40	-23.4%	-45.3%
Other Income/Expenses	(299)	(166)	(3)	98%	n/a
Income Tax	(244)	(79)	(663)	741%	171%
Net Income	564	1,421	1,566	-18.2%	177.9%
Income (Loss) from minority Interest	8	10	21	109%	149.0%
NET INCOME	555	1,905	1,545	-18.9%	178.3%



BBVA Creating
Opportunities

BBVA Francés 1Q18