

# Investor Report

Presentation

1Q23

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EXHIBIT

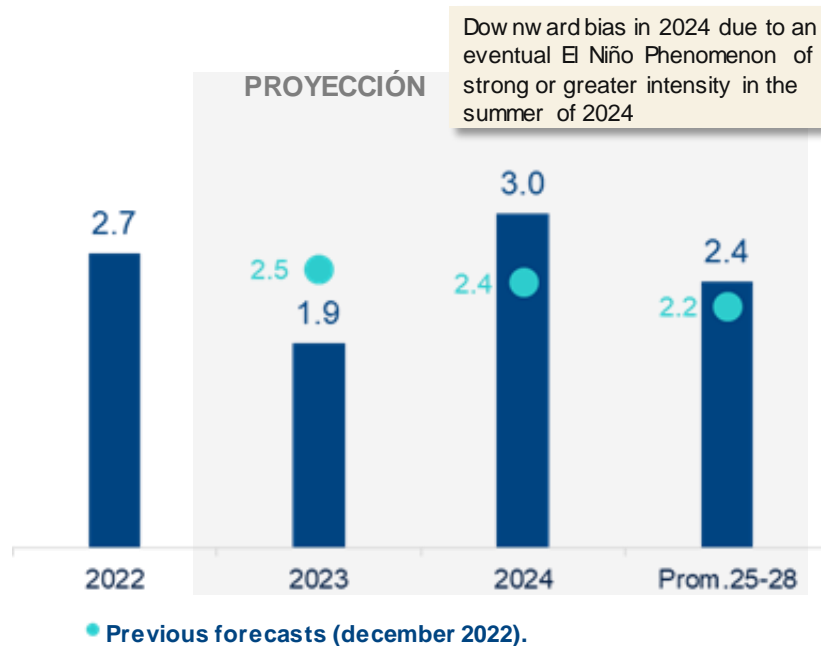
Debt Issuances

01

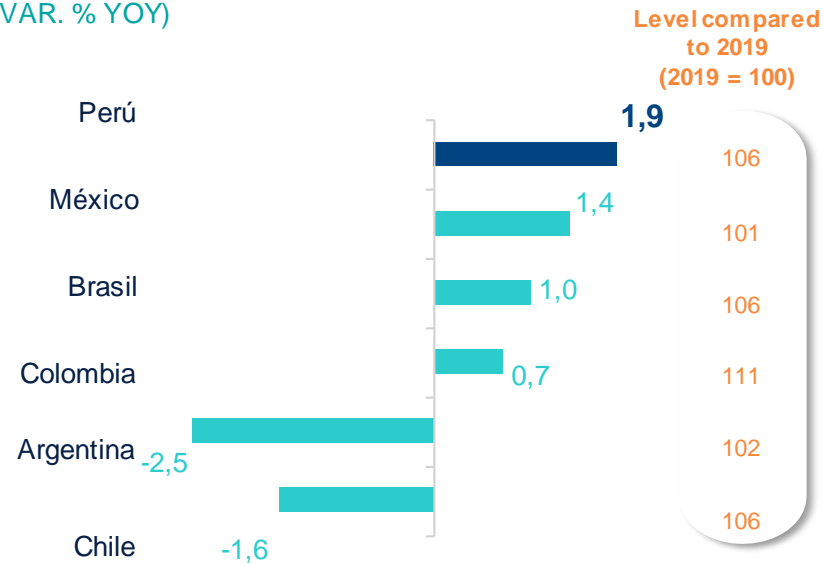
# Peruvian Economy & Financial System

# Peruvian GDP will growth 1.9% driven by extractive activities and a better global context

## GDP (VAR % YOY)



## LATAM GDP: 2023 (VAR. % YOY)

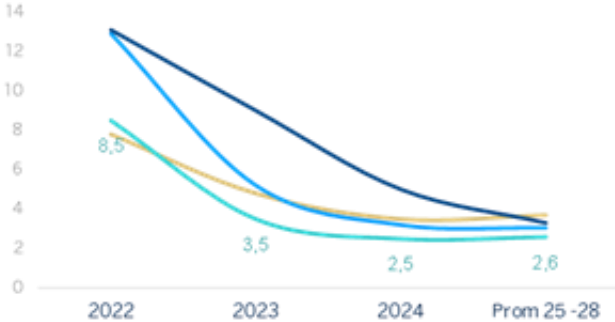


Peru's growth will be the highest among the group of largest economies in the region

# Peru will maintain one of the highest growth rates and minor inflation rates compare to other countries in the region

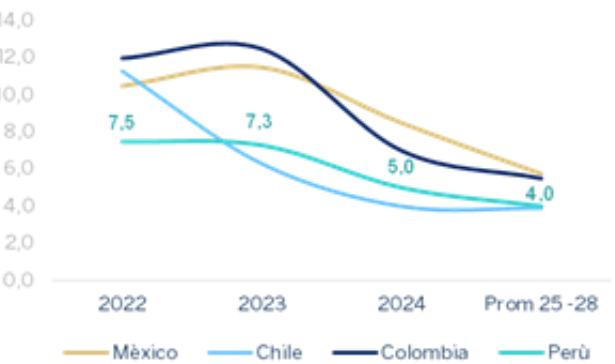
## INFLATION

(%, end to period)



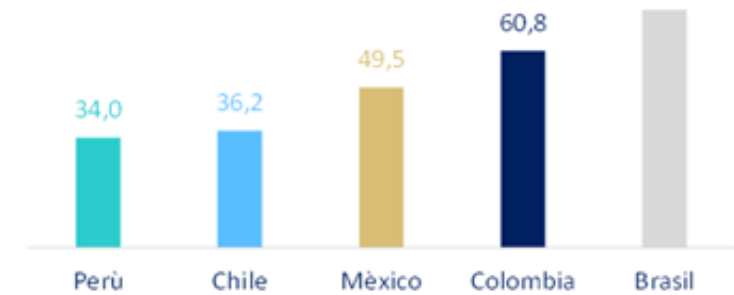
## POLICY RATE

(%)



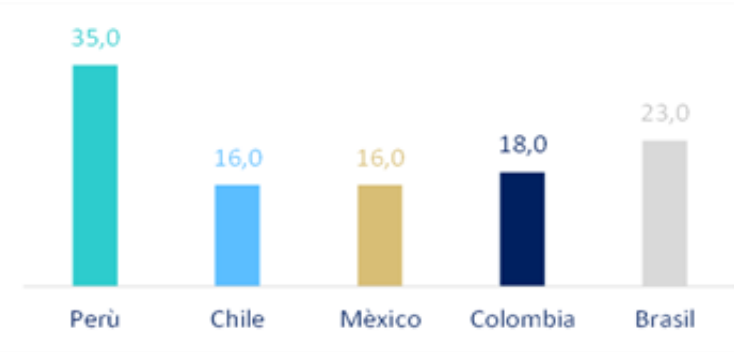
## PUBLIC DEBT 2022

(% GDP)



## NET INTERNATIONAL RESERVES 2021

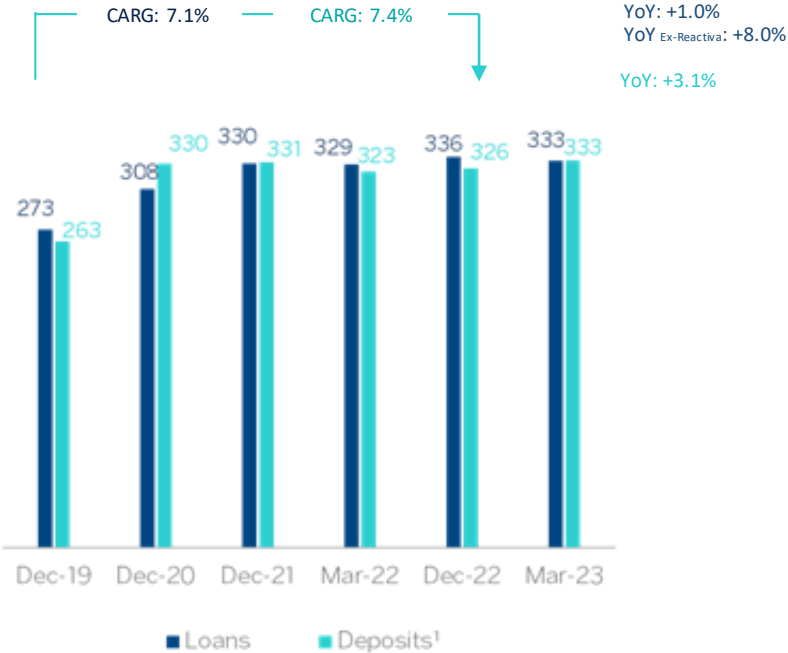
(% GDP)



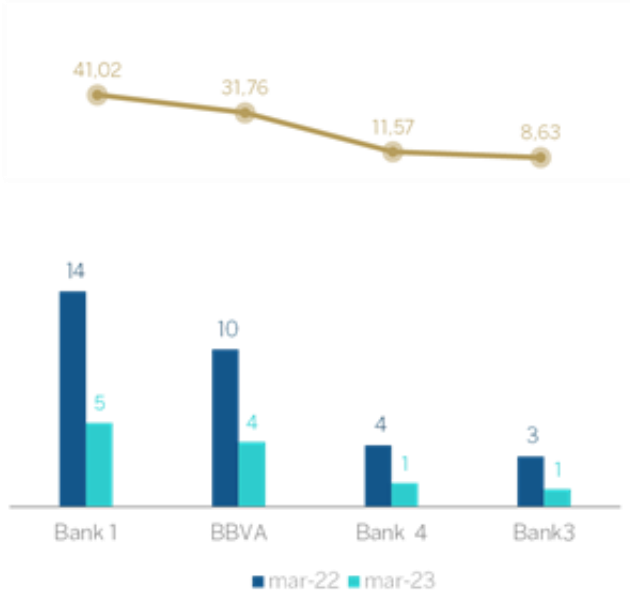
Source: BCRP and BBVAResearch.

# Banking System loans grew in Retail and Business Loans Ex Reactiva; while Deposits decreased in Business Demand and Saving

PERFORMING LOANS AND DEPOSITS<sup>1</sup>  
(S/ THOUSAND MILLIONS)



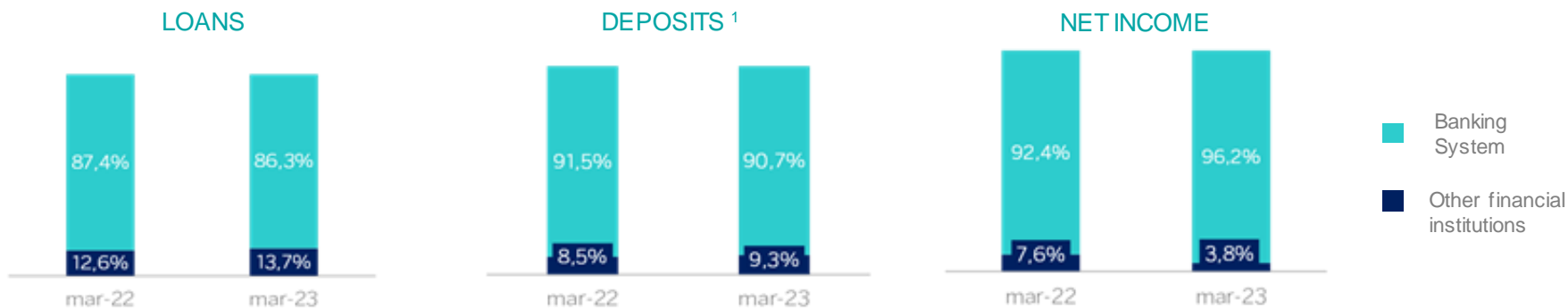
REACTIVA LOANS AND MARKET SHARE  
(S/ THOUSAND MILLIONS,% - MARCH 2022 & 2023)



<sup>1</sup> Other obligation are excluded from deposits  
Source: Superintendencia de Banca, Seguros y AFP (SBS).

# Peruvian Financial System (MARCH 2023)

Financial system	Institution S/ Million	Net loans	YoY (%)	Deposits	YoY (%)	Net Income	YoY (%)
Banking System	Banks (17)	332.037	1%	332.857	3%	2.720	9%
	Banco de la Nación	9.662	25%	39.071	1%	427	162%
Other Financial Institutions	Cajas Municipales (12)	30.970	14%	28.163	15%	49	-28%
	Financieras (9)	12.615	10%	8.108	10%	59	-53%
	Cajas Rurales (6)	2.042	0%	1.790	11%	-17	-513%
	Credit Business (7)	3.055	23%	-	0%	-3	1520%
	COFIDE	5.405	7%	241	978%	15	32%
	Agrobanco	261	23%	-	0%	22	110%
<b>Total Financial System</b>		<b>396.047</b>	<b>3%</b>	<b>410.232</b>	<b>4%</b>	<b>3.272</b>	<b>13%</b>



The 4th largest peers concentrate around 84% of the bank loans and 83% of deposits of the Banking System

<sup>1</sup> Other obligation are excluded from deposits  
Source: SBS.



# 02

## About BBVA Peru

# BBVA Peru has the support of two large groups: BBVA and Grupo Breca



BBVA Group

BRECA Group

Business group founded by the Brescia Cafferata family, it is one of the largest Peruvian business conglomerates.

> 50 enterprises



46.12%

46.12%

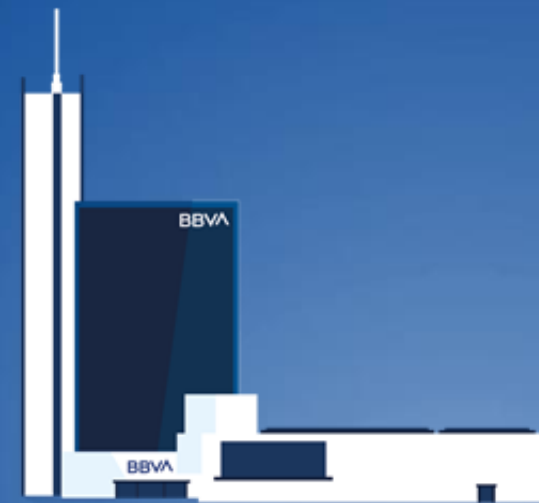
## BBVA Peru

Main Subsidiaries

BBVA Asset Management SAF  
BBVA Sociedad Agente de Bolsa



7.76%  
Float BVL



# About the BBVA Group

## BBVA's GLOBAL PRESENCE

March 2023



countries **>25**    branches **6,040**    employees **115,675**

## DIGITAL CAPABILITIES

March 2023

### CUSTOMER

digital **49.0 M**    mobile **47.4 M**

### DIGITAL SALES

units **78%**

Source: BBVA Group



## DIVERSIFICATION UNDER A DECENTRALIZED MODEL

March 2023

### TOTAL ASSETS (MARCH 2023)




Total assets **740 bn €**

### GROSS INCOME 1 (MARCH 2023)



Net Attributable Profit **1,846 M €**

## SUSTAINABLE DEVELOPMENT AND DIRECT CONTRIBUTION TO SOCIETY

New BBVA's 2025 Goal 

**300 bn €**

Between 2018 and 2025

**164 bn €**

Channel until March 2023

### LEADING FRANCHISES

Ranking and market share (%)

	SPAIN	#3	13.3%
	MEXICO	#1	24.4%
	TURKEY	#2	17.9%
	PERU	#2	20.2%
	COLOMBIA	#4	10.9%

# BBVA Peru route aligned to BBVA Group global strategy

## OUR PURPOSE

“ To bring the **age of opportunity**  
to **everyone** ”

## STRATEGIC PRIORITIES



Improve the financial health  
of our clients



Helping our clients transition  
to a sustainable future



Reach more clients



Pursue operational excellence



The best team  
and the most committed



Data and Technology

## OUR VALUES



Customer  
comes first



We think  
big



We are  
one team



# Likewise, it is governed by solid liquidity and capital management principles established by the BBVA Group.

Self-sufficient subsidiaries from a liquidity point of view, with robust supervision and control by parent company

Retail profile of BBVA Group balance sheet with limited dependence on wholesale funding

Parent and subsidiaries proven ability to access the wholesale funding markets (medium & long term) on a regular basis

Ample high quality collateral available, compliant with regulatory liquidity requirements at a Group and Subsidiary level



### Subsidiaries

- Self-sufficient balance-sheet management
- Own capital and liquidity management
- Market access with its own credit, name and rating
- Responsible for doing business locally



### Corporate Center

- Guidelines for capital and liquidity / ALCO supervision
- Common risk culture



### Advantages

- Liquidity and capital buffers in different balance sheets
- Improves risk assessment: imposes market discipline and proper incentives to reach sustainable credit growth
- It curtails the risk of contagion with proven resilience during downturns
- Absence of cross-funding or cross-subsidies
- Helps development of local capital markets
- Medium term orientation / consistent with retail banking
- Safeguards financial stability / proven resilience during the crisis

03

# Financial Highlights

# 1Q2023 KEY MESSAGES

1	<b>HIGH PROFITABILITY AND NET INCOME GROWTH</b>	NET INCOME (S/ MM,%) <b>493</b> + 17% YOY	ROE (%, bps) <b>18.4%</b> +23 pbs YOY	ROA (%, bps) <b>1.96%</b> +28 bps YOY
2	<b>ADEQUATE EFFICIENCY</b>	EFFICIENCY RATIO (%) <b>38.72%</b> to 1T23 vs -251 bps YOY +40.56% Banking System mean		
3	<b>SOLID ASSET QUALITY</b>	COST OF RISK (%) <b>1.66%</b> vs. 1.37% in 2022 vs. 1.59% Peer mean	NPL (%) <b>4.38%</b> vs 3.96% Banking System mean	COVERAGE RATIO (%) <b>145.41%</b> vs 149.80% Banking System mean
4	<b>STRONG CAPITAL AND LIQUIDITY RATIOS</b>	CAPITAL GLOBAL (%) <b>15.1%</b>	CET1 (%) <b>11.5%</b>	Loan to Deposit (%) <b>102%</b>
5	<b>STANDING OUT IN THE DIGITAL STRATEGY</b>	Mobile Clients <b>+5%</b> YOY	Digital Clients <b>+4%</b> YOY	App BBVA  Digital platform benchmark in the Market.

BBVA reports strong figures in terms of profitability

# Strong Banking platform that has evolved over the years

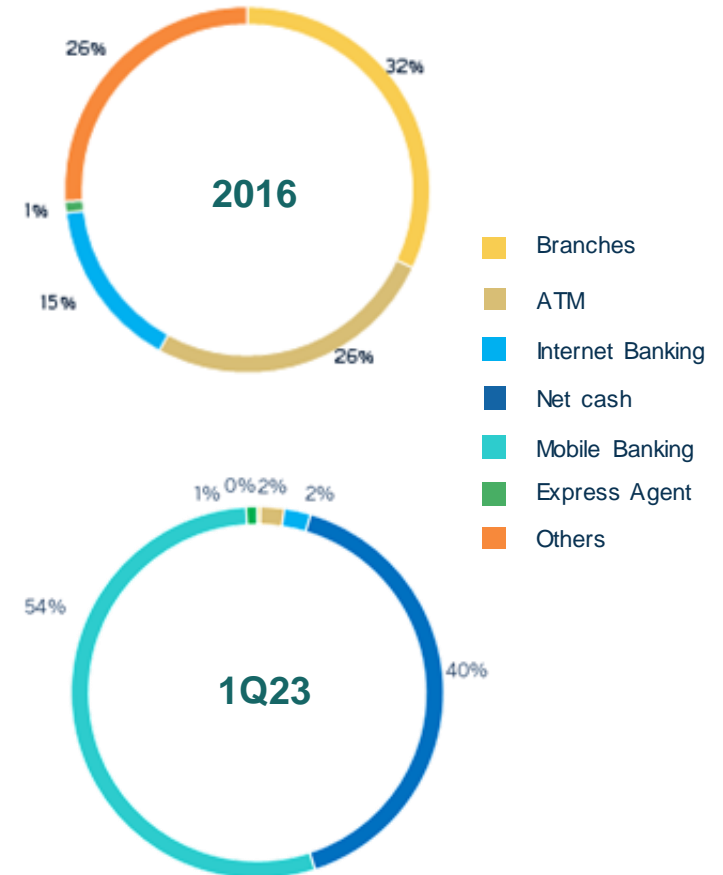
## DISTRIBUTION NETWORK <sup>1</sup> (MARCH 2023)

One of the largest in the country

- With 19,445 points of service
- More that 8.6 million of customers (+6.96% YoY)



## EVOLUTION IN TRANSACTION PER CHANNEL <sup>2</sup>



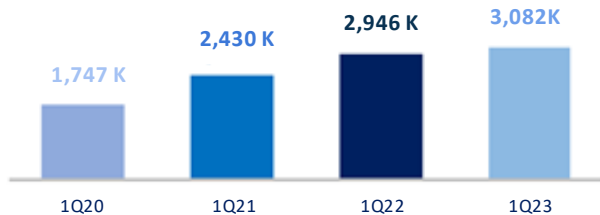
<sup>1</sup> Source: express agents and ATMs from ASBANC.

<sup>2</sup> The others section includes Telephone Banking, POS, Express cash and automatic debt  
Source: ASBANC, SBS and BBVA

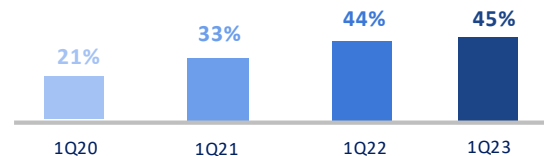


# With the purpose of being the leading bank in the region

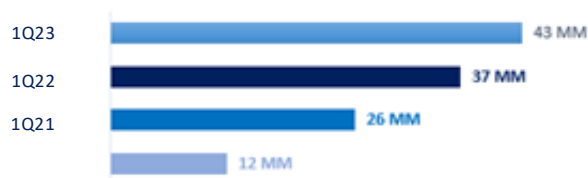
## TARGET ACTIVE MOBILE CLIENTS



## DIGITAL SALE (RETAIL + SMES) % over total loans



## APP MONETARY TRANSACTIONS



## FASTEST GROWING CATEGORIES

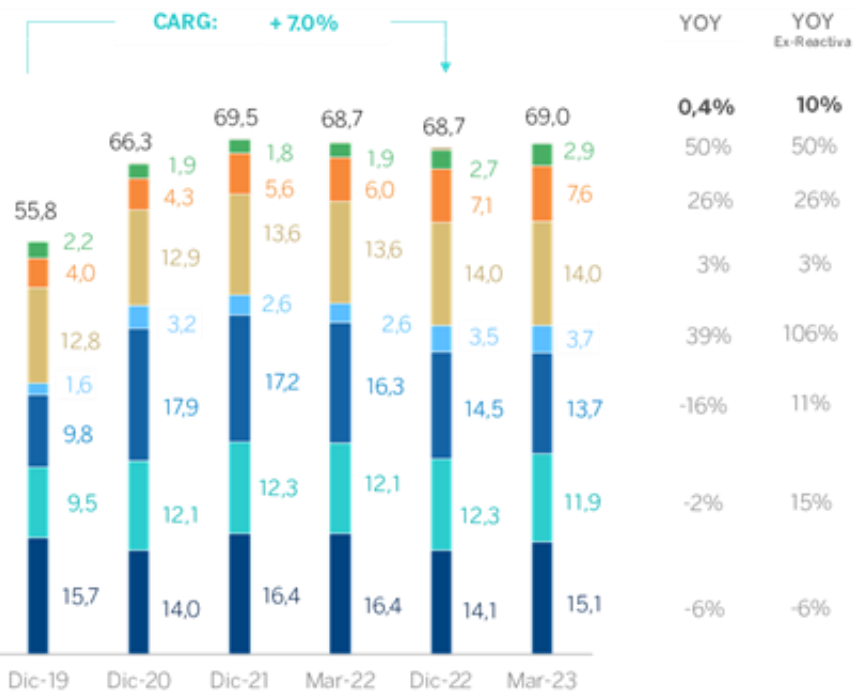
% Digital Units	1Q22	1Q23
Credit Cards	47%	48%
FX	87%	92%
Consumer	39%	41%

## HIGHLIGHTS

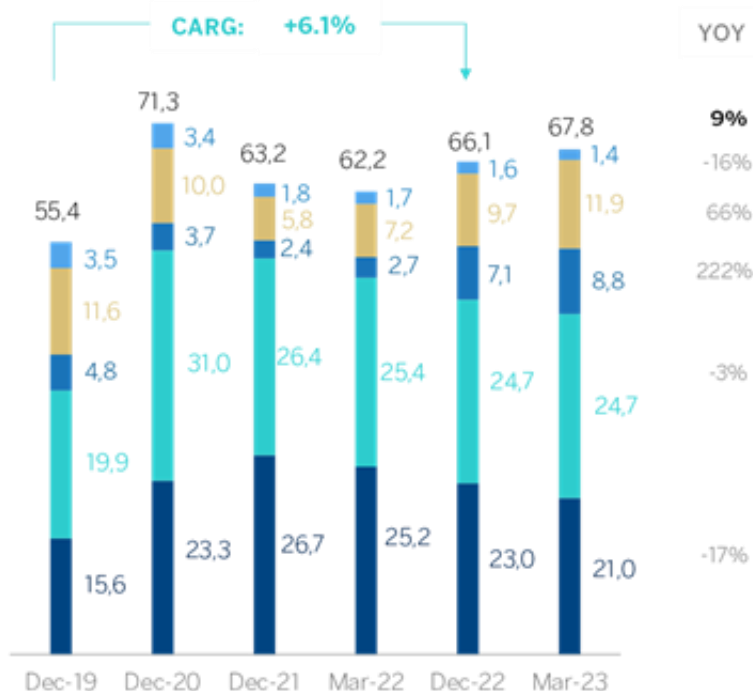
- In 1Q23, 43 million monetary transactions were made, managing to grow 18% vs.1Q22
- Mobile Banking continues to position itself as the bank's main transactional channel.
- Features: messaging in the App with better promotions, security tips, etc. Payment of Credit Cards consumption with BBVA Points.
- Digital penetration in FX and Consumer Loans improves due to funnel changes.

# Loans and Deposits Performance (\$/ Thousands million,%)

## PERFORMING LOANS



## DEPOSITS <sup>1</sup>

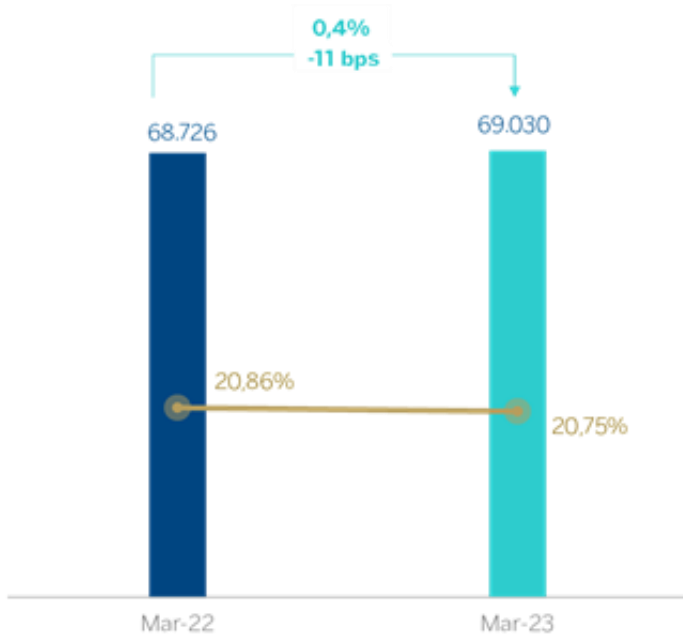


- Corporates
- Large Enterprises
- Medium Enterprises
- Small Enterprises
- Mortgages
- Consumer
- Credit Cards
- Micro Enterprises

- Demand + Saving Retail Dep.
- Demand + Saving Business Dep.
- Term Business Deposits
- Term Retail Deposits
- CTS

<sup>1</sup> Other obligation are excluded from deposits  
Source: ASBANC and SBS

# Performing Loans (S/ Millions, %)

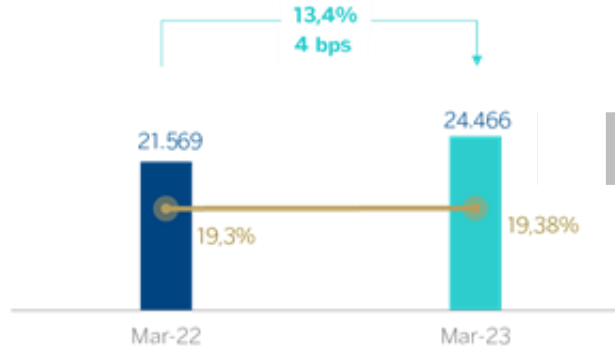


Loans Market share

System : 332,618  
YoY: +1.0%

Increase due to good performance in Individuals and Ex-Reactive Companies. **The dynamism of Consumption, Credit Cards, and SMEs stands out.**

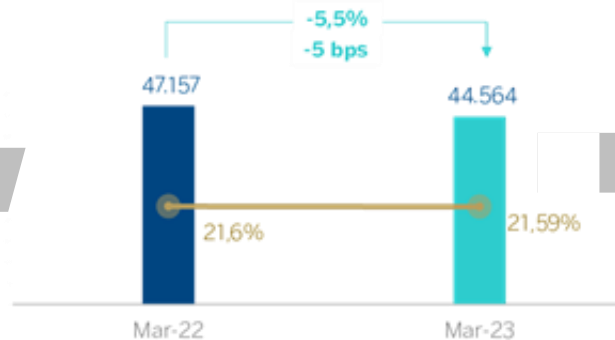
## RETAIL LOANS



Loans Market share

System : 126,245  
YoY: +13.2%

## BUSINESS LOANS

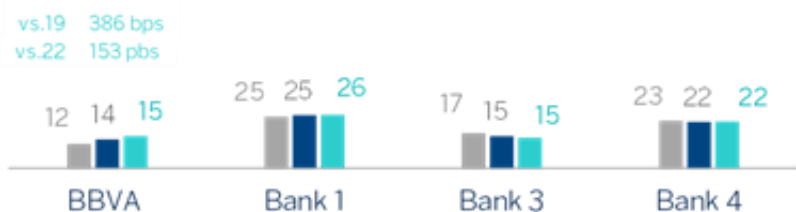


Loans Market share

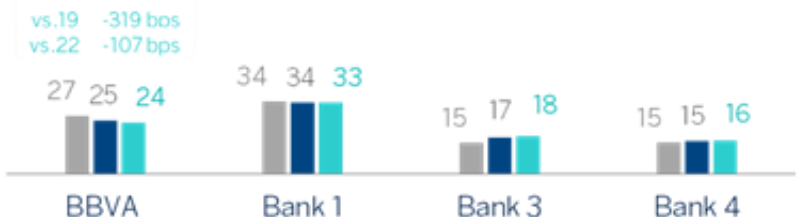
System : 206,373  
YoY: -5.3%

# Market Share – Loans (%)

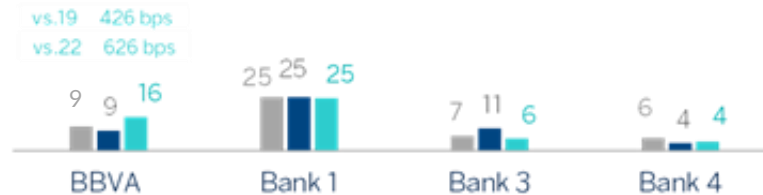
## CONSUMER + CREDIT CARDS



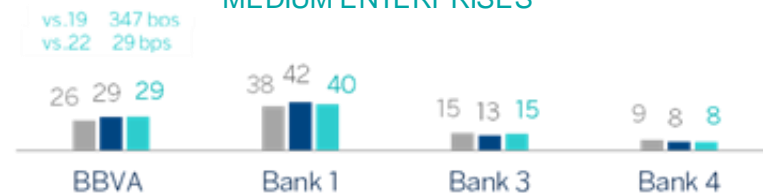
## MORTGAGES



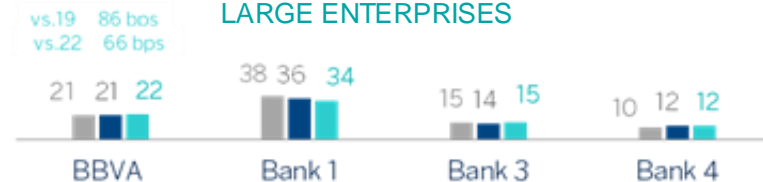
## SMALL ENTERPRISES AND MICROFINANCE



## MEDIUM ENTERPRISES



## LARGE ENTERPRISES



## CORPORATES

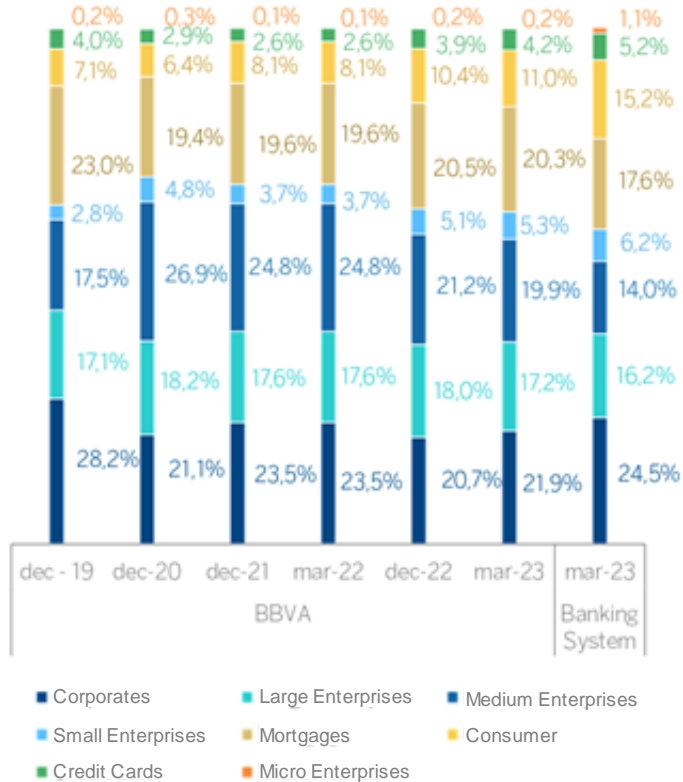


We are on the way to becoming a **Retail Bank**, with YoY growth in the share of **Consumer + Credit Cards**. Furthermore, we gain market share in **Large, Medium and Small Enterprises**.

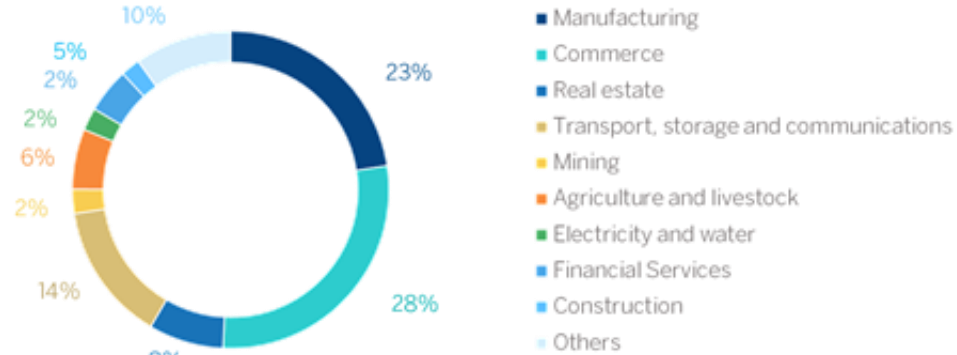
■ Dec-19   ■ Mar-22   ■ Mar-23

# Well diversified loan portfolio

## LOANS BREAKDOWN



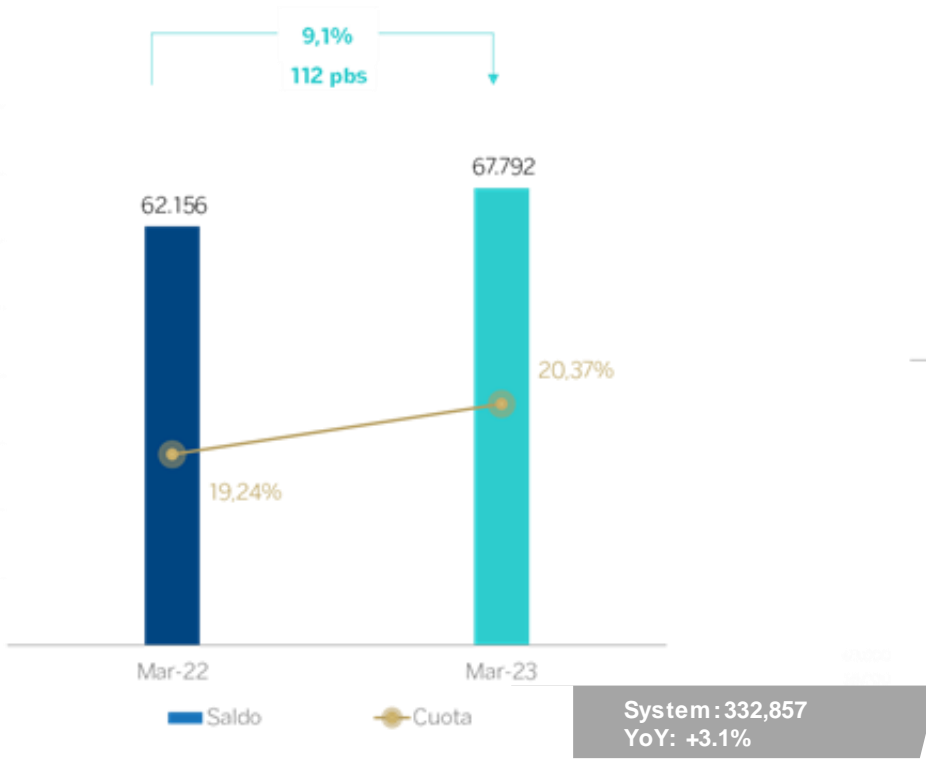
## LOANS BY ECONOMIC SECTOR (MARCH 2023)



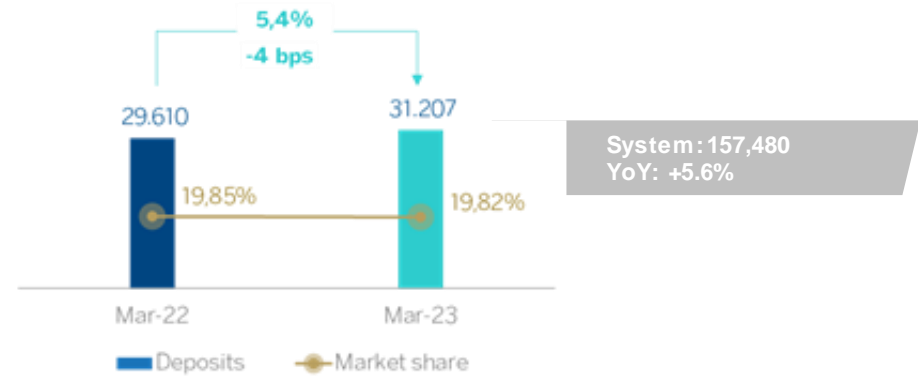
## CONCENTRATION RISK (MARCH 2023)



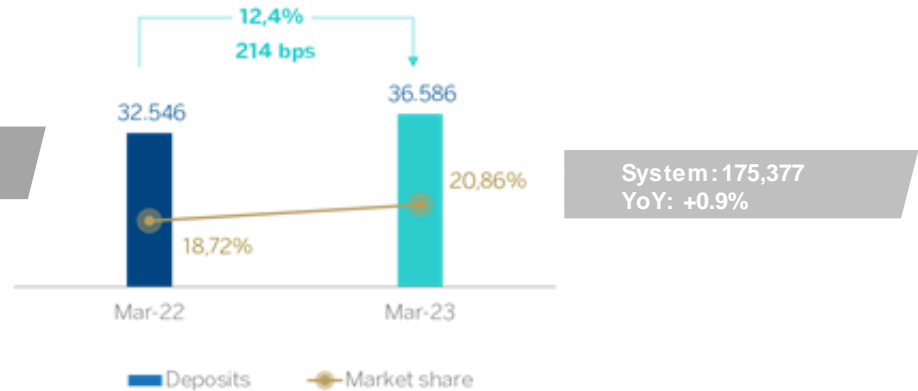
# Deposits <sup>1</sup> (S/ Millions, %)



## RETAIL DEPOSITS



## BUSINESS DEPOSITS



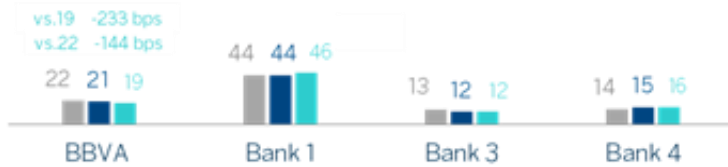
Higher Deposits due to Term in Individuals and Business, given the increase in remuneration rates and different campaigns to capture and retain deposits.

<sup>1</sup> Other obligation are excluded from deposits  
Source: SBS.

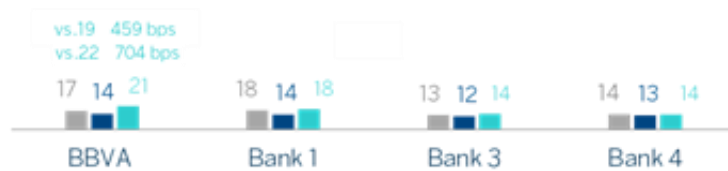
# Market Share – Deposits <sup>1</sup>

## RETAIL DEPOSITS

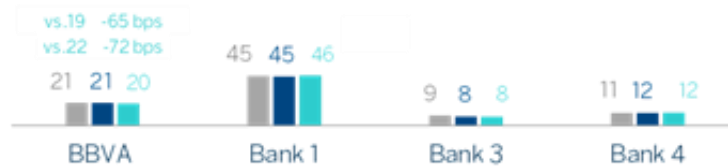
### Demand + Saving



### Term



### CTS

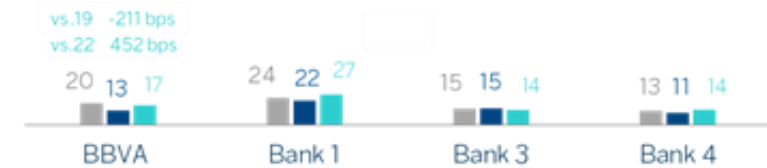


## BUSINESS DEPOSITS

### Demand + Saving



### Term

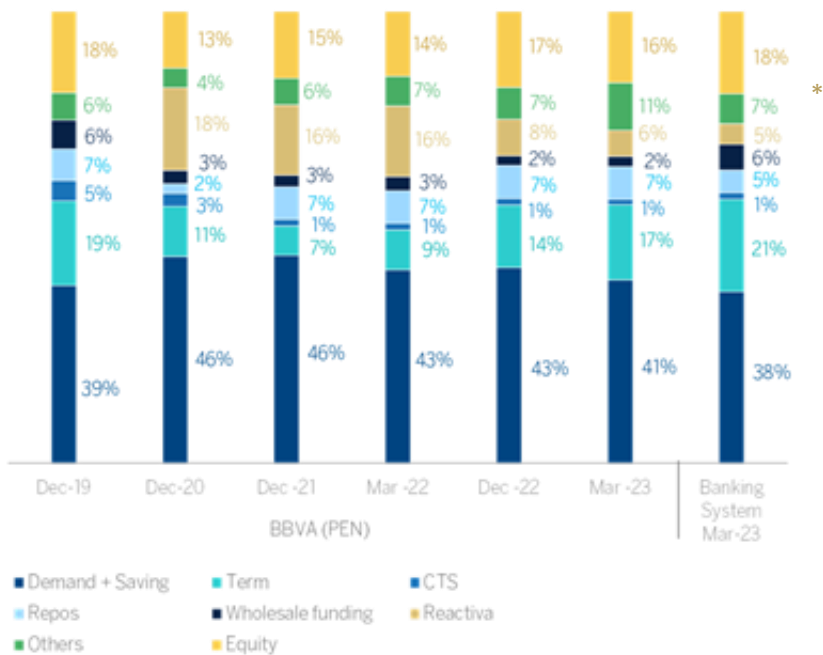


■ Dec-19   ■ Mar-22   ■ Mar-23

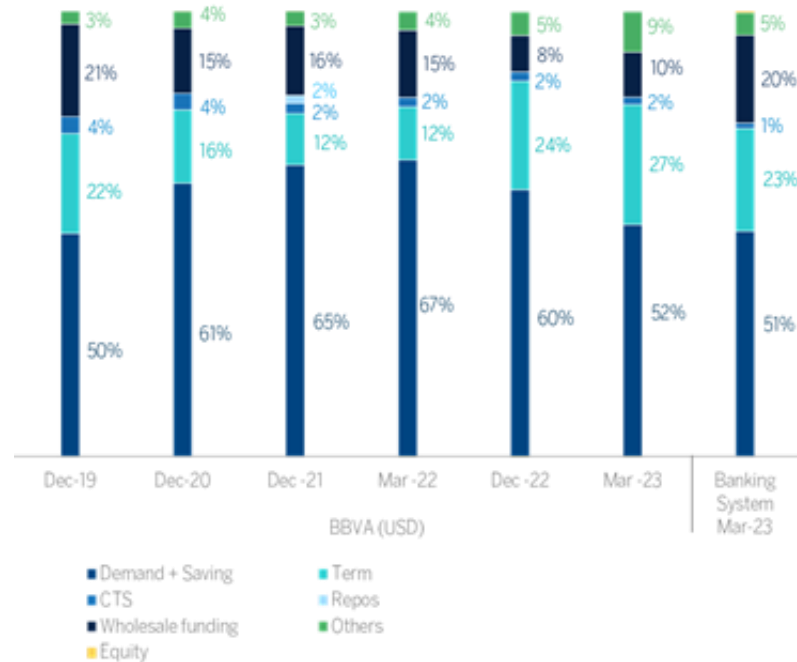
<sup>1</sup> Other obligation are excluded from deposits  
Source: ASBANC.

# Liabilities and capital breakdown

## LOCAL CURRENCY



## FOREIGN CURRENCY

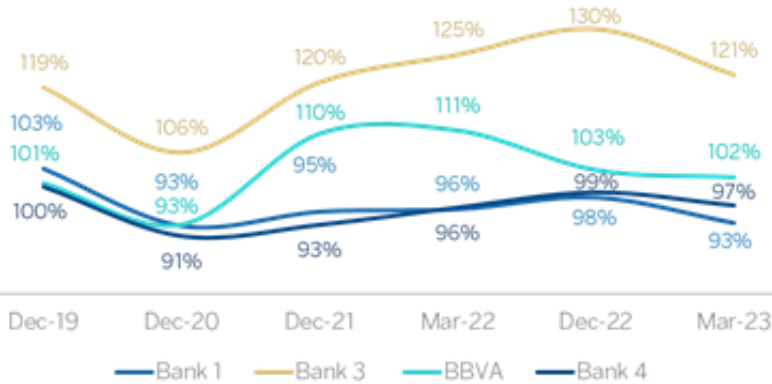


\*Estimated amount according to the Financial System  
Source: SBS y BCRP

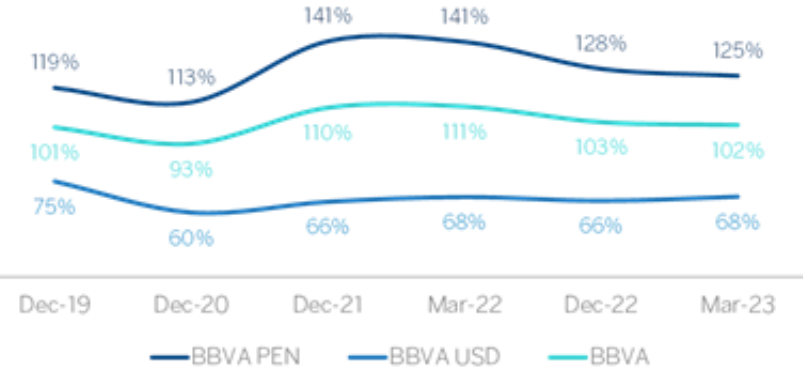


# High level of self-financing and balance sheet in local currency

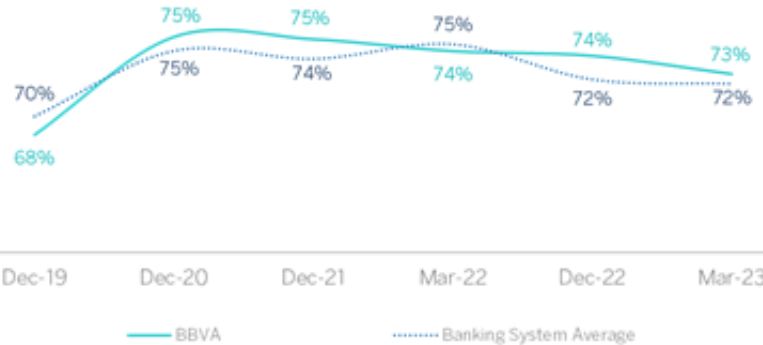
## LOAN TO DEPOSITS<sup>1</sup> VS PEERS GROUP



## LOAN TO DEPOSITS<sup>1</sup> BY CURRENCY<sup>2</sup>



## DOMESTIC CURRENCY PERFORMING LOANS



## DOMESTIC CURRENCY DEPOSITS<sup>1</sup> (% TOTAL DEPOSITS)



<sup>1</sup> Other obligation are excluded from deposits

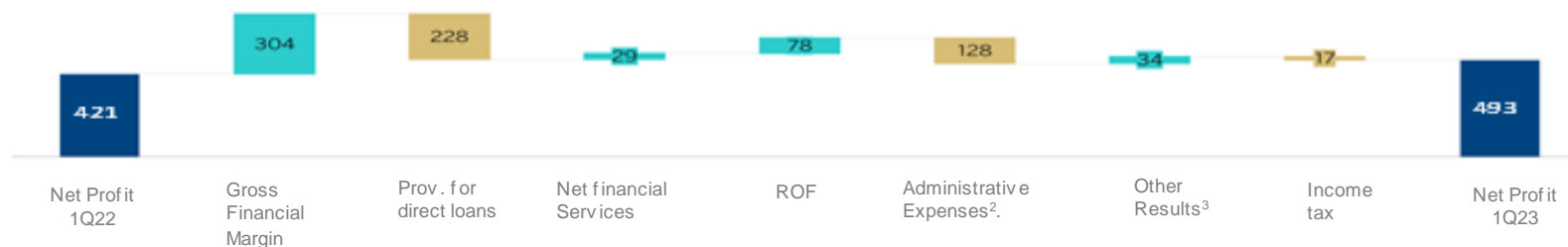
<sup>2</sup> Loan to Deposits Ratio Ex-Reactiva: Total Ratio= 96%; PEN Ratio= 115%

Source: SBS

<sup>1</sup> Other obligation are excluded from deposits

# BBVA Profit & Loss (S/ Millions)

	mar-22	mar-23	YoY %
Gross Financial Margin	943	1.246	32,2
Provisions for direct loans	(123)	(352)	185,3
<b>Net Financial Margin</b>	<b>819</b>	<b>895</b>	<b>9,2</b>
Income from financial services	367	420	14,6
Expenses from financial services	(133)	(157)	18,3
Gain / Loss From Financial Operations (ROF)	129	207	60,3
Operating Margin	1.183	1.365	15,4
Administrative expenses	(471)	(590)	25,4
Depreciation and amortization	(57)	(65)	14,6
<b>Net Operating Margin</b>	<b>655</b>	<b>710</b>	<b>8,3</b>
Asset valuation and other provisions	(77)	(19)	-75,8
Other Income and Expenses	9	(15)	-256,6
<b>Profit / Loss Before Income Tax</b>	<b>588</b>	<b>676</b>	<b>15,0</b>
Income tax	(167)	(184)	10,0
<b>Net Profit</b>	<b>421</b>	<b>493</b>	<b>17,0</b>



<sup>1</sup> Certain items of the financial statements of Dec-21 have been reclassified for comparative purposes, such changes do not affect the investment decisions made at the time.

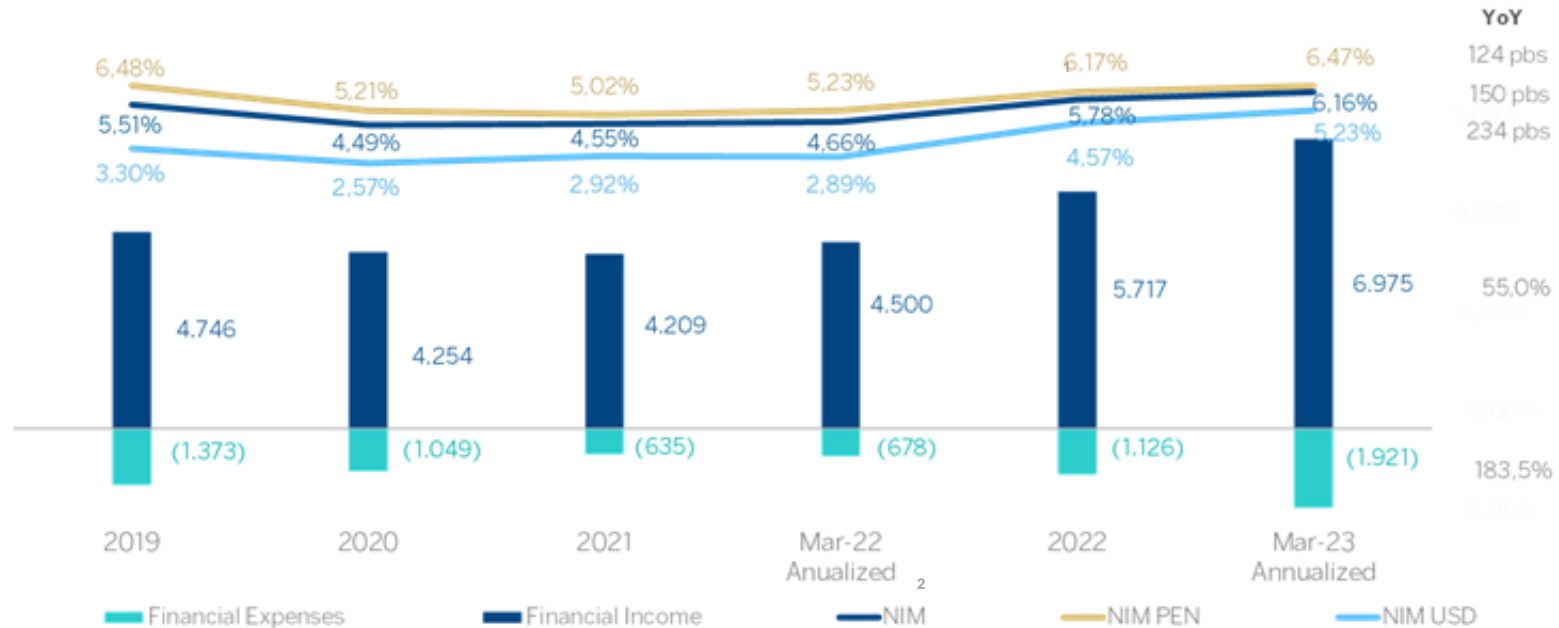
<sup>2</sup> Includes administrative expenses, depreciation and amortization

<sup>3</sup> Includes asset valuation, other provisions and other income and expenses

Source: ASBANC

# Profitability Management

## GROSS FINANCIAL MARGIN (S/MILLIONS, %)



Financial Margin of increase 32.2% due to the **outstanding performance in Financial Income** related to Retails and SMEs; as well as, the higher profitability of the cash and securities portfolio.

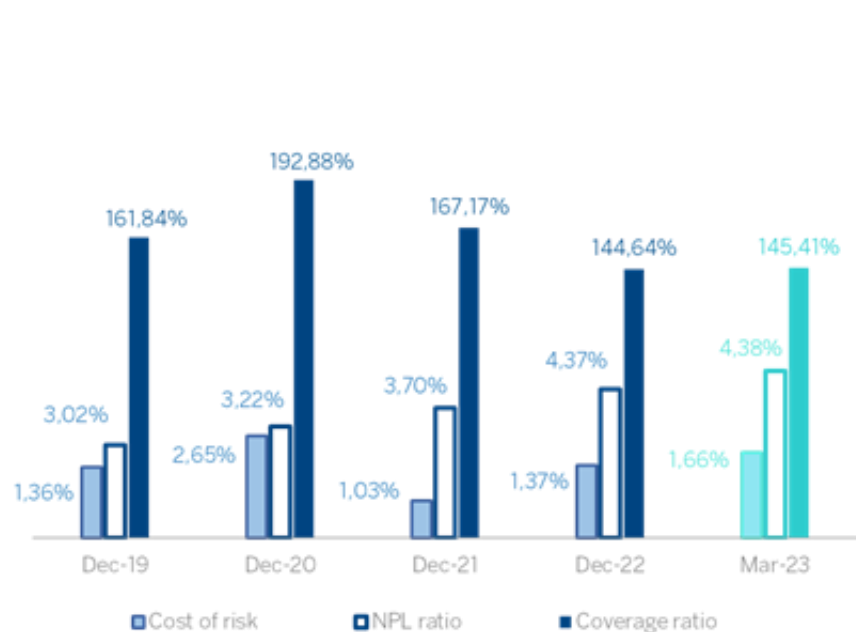
<sup>1</sup> The aggregated NIM considers the reclassification of 2021

<sup>2</sup>NIM: Gross financial margin for the last 12 months divided by average interest earning assets (interbank funds, investments and net loans)

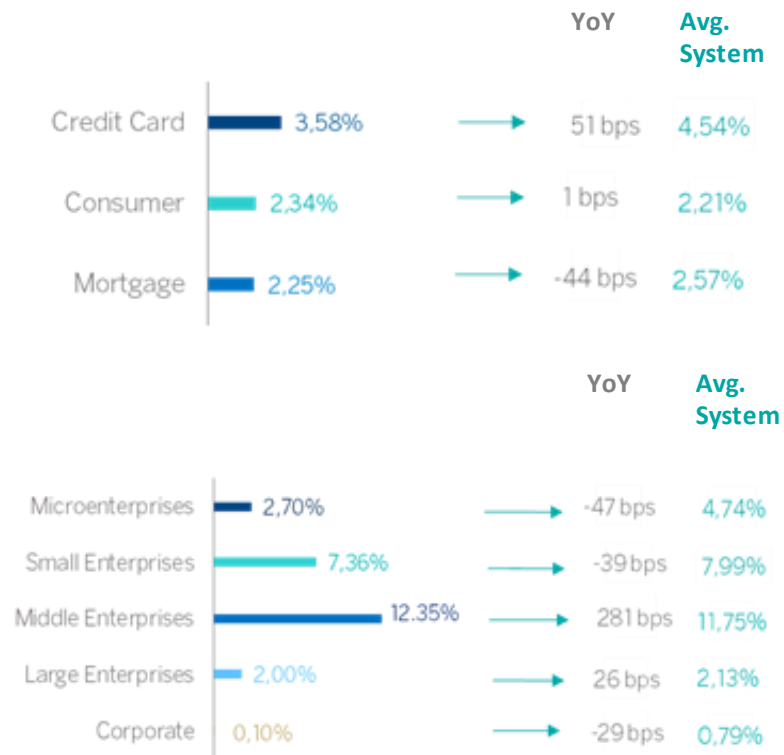
Source: SBS and ASBANC

# Asset quality of BBVA Peru

## OUTSTANDING ASSET QUALITY

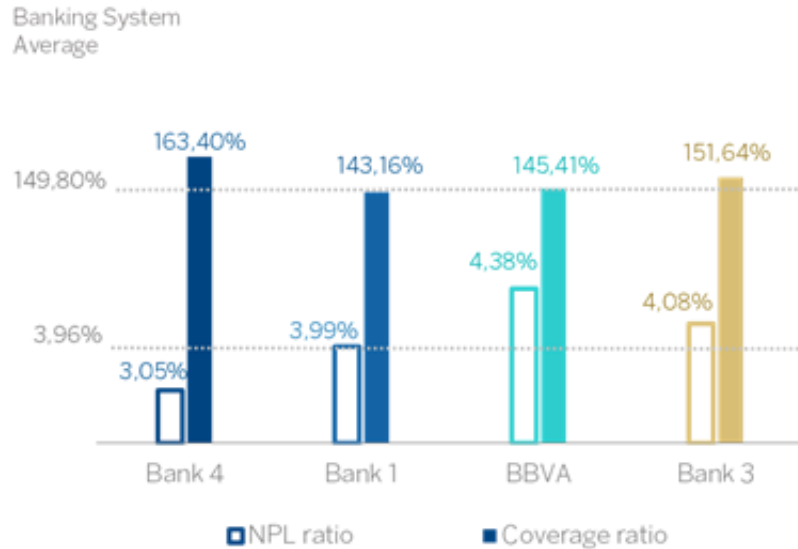


## NPL RATIO BY PRODUCT AND SEGMENT (MARCH 2023)

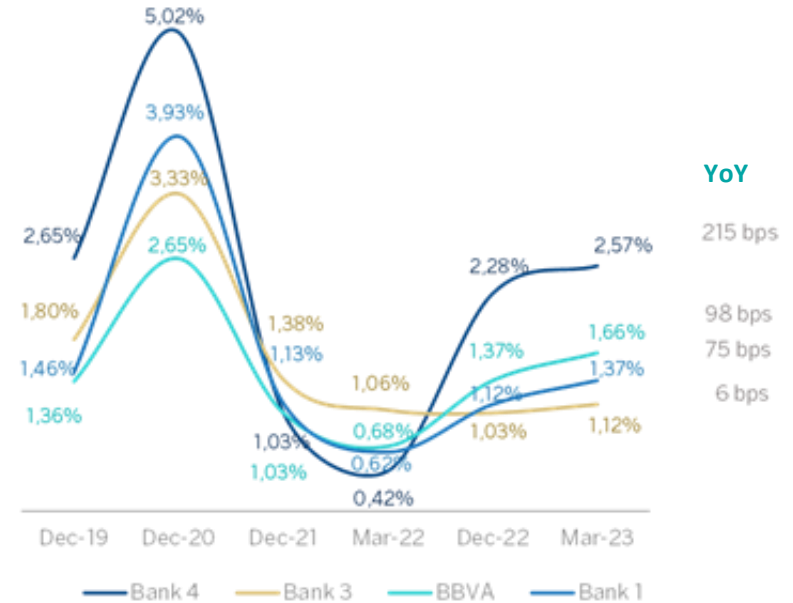


# Risk management of BBVA Peru vs. Peer Group

## NPL RATIO & COVERAGE RATIO (MARCH 2023)



## COST OF RISK <sup>1</sup> VS. PEER GROUP

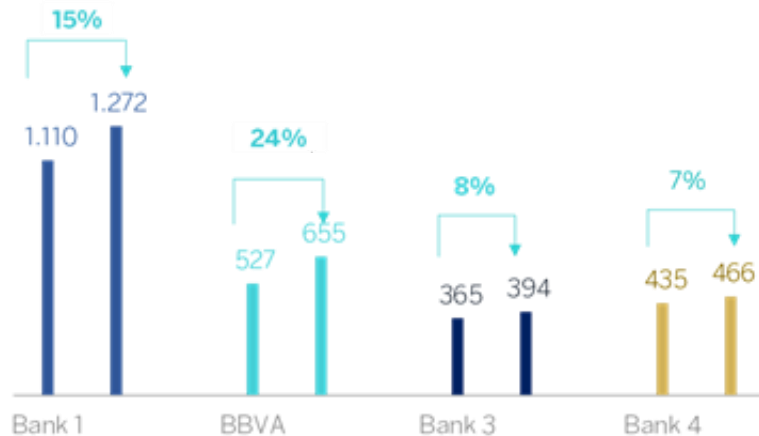


<sup>1</sup> Cost of risk Includes provisions / total credits of the last 12 months.

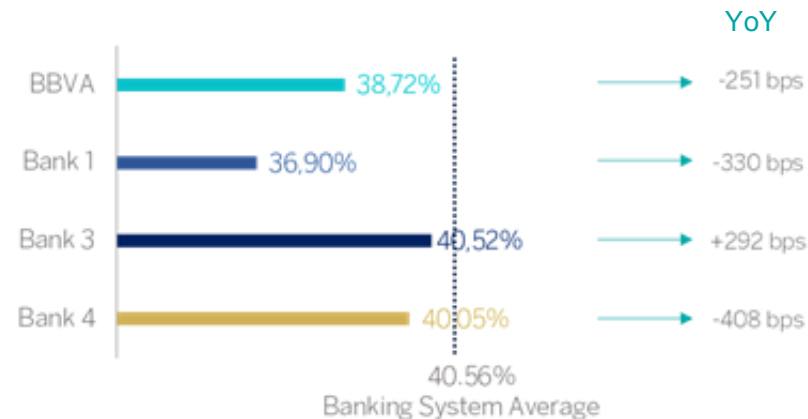
# Expenses management (MARCH 2023)

## ADMINISTRATIVE EXPENSES <sup>1</sup> (S/ MILLION,%)

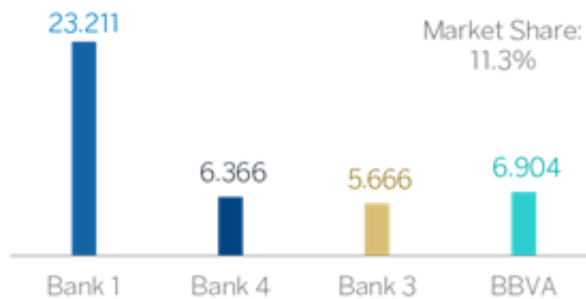
(March 22 vs 23)



## EFFICIENCY RATIO



## NUMBER OF EMPLOYEES



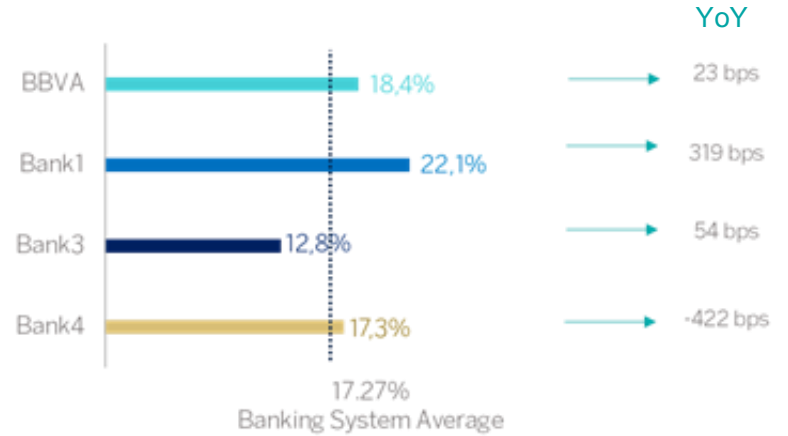
<sup>1</sup> Includes depreciation and amortization  
Source: SBS.

# Profitability management (MARCH 2023)

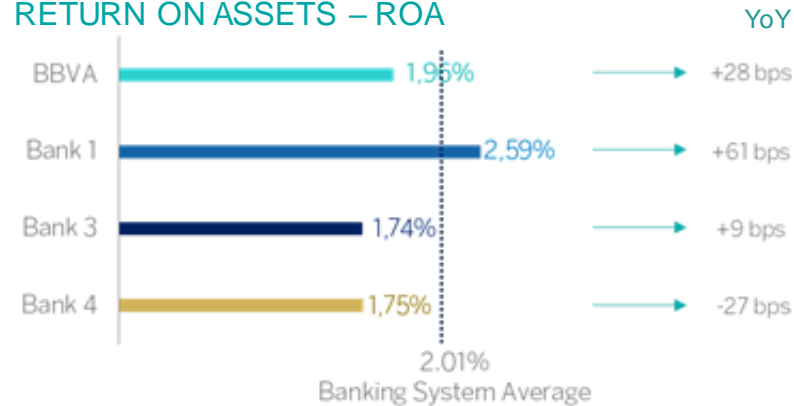
## NET PROFIT (\$/ MILLIONS,%) (March 22 vs 23)



## RETURN ON EQUITY - ROE



## RETURN ON ASSETS – ROA



# In the process of implementing Basel III, with a strong capital position

## Previous Capital Regulation

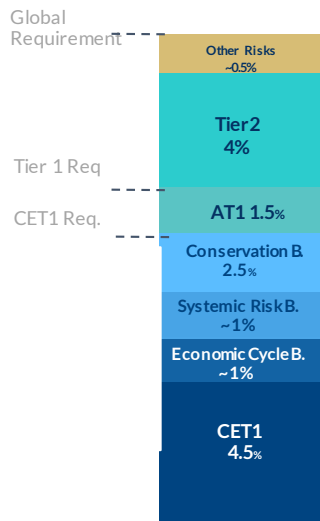
Minimum Solvency Requirement:  
- Global Requirement: 10% (currently at 8.5%)



SBS Requirement

## New Capital Regulation

Minimum Solvency Requirement:  
- Global Requirement: 10% (gradually until 2026)  
- TIER 1 minimum: 6%  
- CET1 minimum: 4.5%



SBS Requirement

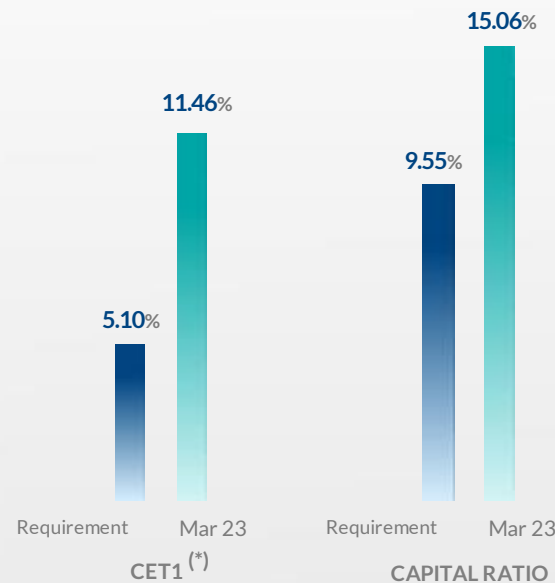
Global Ratio should cover:

- Minimum 10%
- Add. CET1 req. over the minimum
- Other Risks

CET1 must cover :

- CET Req. 4.5%
- Conservation Buffer 2.5%
- Systemic Risk
- Economic Cycle Risk

## BBVA Perú Structure and Requirements - Phase In (%)



(\*) According to Official Letter 7850-2023, a minimum CET1 of 10% is required for BBVA Perú.



# 04

## Ratings

# International & local rating

As of May 2023

## RATING INTERNACIONAL

S&P

<b>BBB</b>	Foreign currency long term issuances
<b>A-2</b>	Foreign currency short term issuances
<b>BBB</b>	Local currency long term issuances
<b>A-2</b>	Local currency short term issuances
<b>Negative</b>	Outlook

Moody's International

<b>Baa1</b>	Long Term Deposits
<b>Prime2</b>	Short Term Deposits
<b>Negative</b>	Outlook

## RATING LOCAL

	Apoyo & Asociados	Moody's
Negotiable Certificate of Deposits (CD)	CP - 1+ (pe)	ML - 1+ pe
Short term deposits	CP - 1+ (pe)	ML - 1+ pe
Term deposits > 1 year	AAA (pe)	AAA.pe
Corporate bonds	AAA (pe)	AAA.pe
Subordinated bonds	AA+ (pe)	AA+.pe
Leasing bonds	AAA (pe)	AAA.pe
Common shares	1a (pe)	1aClase.pe
Issuer rating	A+	A+

05

# Social Responsibility and Awards

# BBVA is committed to financing sustainable initiatives

## SUSTAINABLE FINANCING

### BBVA Group

New BBVA 2025 Goal € **300bn** 2018-2025

2018-1Q23 € **164bn** channeled

### BBVA Peru


 1st Bank of Peru & Latam to disburse a green loan

mobilized in sustainable financing 

Retail more of S/ **170 mm** to mar-23

BEC more of S/ **467 mm** to mar-23

CIB more of S/ **383 mm** to mar-23

BBVA Peru seeks to contribute to the fight against climate change in the most CO2 intensive sectors 

### Sustainable products we offer:

#### Retail



**Renewable energy vehicles** 72 months and no initial fee




**Mortgage loan** for the construction of eco-friendly homes and economic benefits



**Credit cards** made with recycled material - 86% PVC

#### Business

**Business loans, leasing and factoring** promoting the circular economy, resource efficiencies and social credit lines for working capital and support for SMEs 

#### Investment Funds

**Sustainable investment FMV** option to invest in the Long Term in international companies with environmental, social, and corporate governance qualification

## SOCIAL

### Community Commitment

€ **550 mn** investment 2021-2025

As of Dec-22

€ **237 mn** investment

**44 mn**

beneficiaries

### Peru Foundation



“Leer es estar adelante”

activities in 5 regions as of Dic-22



“School Kids”

Children of Huanta, Huamanga, Huancapi and Vilcashuaman (Ayacucho)

**Varioussocial programssociales** “Tu dinero, tu amigo y Finanzas”, Becas en la PUCP and support to Feria Internacional del Libro de Lima and to Hay Festival Arequipa.

### Diversity & Inclusion



**55 %** Women in the organization

**34 %** % Female Directors

BBVA Peru has inclusion programs for the LGTBIQ+ community and a program for people with different abilities is being developed.



# Recognized for maintaining our commitment to society

## Fundación BBVA



Carrying out **3 training days** via zoom, **3 rounds of accompaniment in the classroom**, **3 face to face workshops** and **2 accompaniments via telephone**



More content for the **virtual classroom (Google classroom)** and **measurement of learning**



Continuity in the development of educational resources to feed the **Reading at home** section on the foundation's website and **incorporation of the modules**

- 1) **motivation and creativity** and
- 2) **language development**



- Delivery of 2,000 school kits
- Benefited provinces: Huamanga, Huacapi, Huanta and Vilcashuaman
- Delivery of Adelante books in beneficiary schools

### GOAL 2023:

Benefit **25,000 people**



# We are recognized for maintaining our commitment to society

## Sustainability

Renewal of agreement with **the Faculty of Biomedical Engineering of the PUCP and the UPCH** in order to promote scientific and technological research with initiatives that improve life quality



Strategic alliance with the **ARBIO Amazonia Association** that allows the protection of 120 hectares of Amazon forest in Madre de Dios Region, as well as the financing of a study team and monitoring of endemic species



# Our actions have been highlighted nationally and internationally

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## AWARDS

Bank of the Year 2022 in Peru, according to the British magazine "The Bankers"



Best bank for the SME sector of the year 2023, according to Global Finance.



Best bank in the country in sustainable financing of the 2022, according to the international magazine Global Finance.



Best financial institution in providing trade finance services for the third consecutive year, according to Global Finance.



Best foreign exchange provider bank of the year 2023, recognition Awarded by Global Finance



Best Peruvian Bank in the World's Best Treasury & Cash Management Banks Awards and Providers Awards 2022



The only Peruvian bank to be included for the second consecutive year in the **DJSI MILA Pacific Alliance Index**.

**Dow Jones Sustainability Indices**

Included in the S&P/BVL Peru General ESG index, the first sustainable index stock market of Peru



"Innovation in Sustainability" Award for the Mortgage credit Green.



Best Company in Customer Experience in the banking sector in the country



Most admired companies in Peru for the seventh consecutive year, according to PwC and Magazine Gestión



Best company for female talent in Peru in 2022, according to the study "Employers For Youth (EFY) FEM Peru".



Recognized as one of the main Peruvian companies in attracting and retaining talent, by Merco Talent 2022.



Undisputed and uninterrupted leader during all months of the "Market Makers" Program.



Chosen as one of the "Companies that transform Peru", for its work in promoting financial education, together with the fintech Alfi.



Los Bóscars 2022 Award in the Forest Conservation category, together to Foundation BBVA



# EXHIBIT



# Debt Issuance

		Bond	Issue Date	Call Date	Due Date	Currency	Issued Amount (m)	Coupon Rate	ISIN
BBVA	International	Subordinado	Set-14	Set-24	Set-29	USD	300,000	5.25%	US05537GAD79-USP16236AG98
	Nacional	Corporativos	Dic-11		Dic-26	PEN	150,000	7.47%	PEP11600M186
		Corporativos	Jul-18		Jul-23	PEN	100,000	5.53%	PEP11600M277
		Corporativos	Ago-18		Ago-23	PEN	73,465	5.63%	PEP11600M285
		Corporativos	Dic-19		Dic-24	PEN	96,550	4.44%	PEP11600M335
		Subordinados	May-07	May-22	May-27	USD	20,000	6.00%	PEP11600D029
		Subordinados	Jun-07		Jun-32	PEN	55,000	3.47%	PEP11600D037
		Subordinados	Nov-07		Nov-32	PEN	50,000	3.56%	PEP11600D052
		Subordinados	Feb-08		Feb-28	USD	20,000	6.47%	PEP11600D060
		Subordinados	Jul-08		Jul-23	PEN	45,000	3.06%	PEP11600D078
		Subordinados	Set-08		Set-23	PEN	50,000	3.09%	PEP11600D086
		Subordinados	Dic-08		Dic-33	PEN	30,000	4.19%	PEP11600D094
		Subordinados	Oct-13	Oct-23	Oct-28	USD	45,000	6.53%	PEP11600D102



# Investor Report

Presentation

1T23