

## Investor Report

Presentation 1S23

### Disclaimer

This document has been elaborated as a part of the information policies and transparency of BBVA. This document contains public, own source and provided by third parties information, that can be corroborated with the specific sources.

This document is only provided for informational purposes and does not constitute, nor should it be interpreted as, an offer to sell or exchange or acquire, or an invitation for offers to buy securities issued by BBVA. Any decision to buy or invest in securities in relation to a specific issue must be made solely and exclusively on the basis of the information set out in the pertinent prospectus filed by the company in relation to such specific issue. No one who becomes aware of the information contained in this report should regard it as definitive, because it is subject to changes and modifications. This document and its contents does not constitute the basis for any contractor commitment.

This document may not be photocopied, reproduced and/or distributed in whole or in part, without prior authorization from BBVA.



## Index

O1 Peruvian Economy & Financial System

04 Ratings

02 About BBVA Peru

05 Social Responsibility and Awards

03 Financial Highlights

EXHIBIT

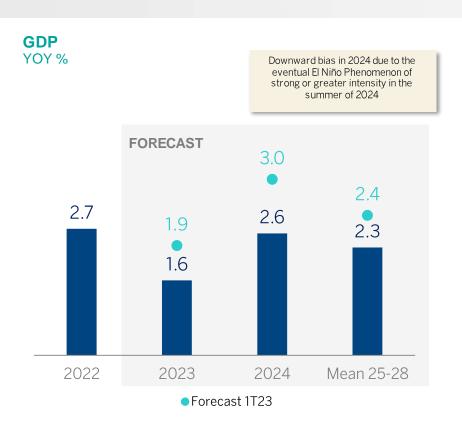
Debt Issuances



## 01

# Peruvian Economy & Financial System

## In 2023, GDP is estimated to grow 1.6%, below the previous scenario, and driven by extractive activities and a better global context



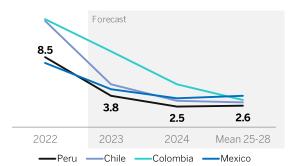


Peru's growth will be among the group of largest economies in the region with the best growth

Likewise, we maintain one of the lowest inflation rates and solid fundamentals, with low relative levels of Public Debt and high International Reserves.

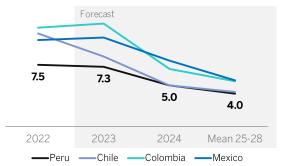
#### **INFLATION**

(%, end of period)



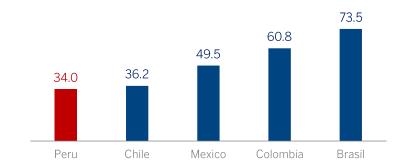
#### **POLICY RATE**

(%)



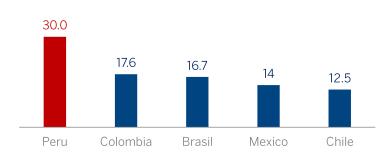
#### **GROSS PUBLIC DEBT 2022**

(% GDP)



#### NET INTERNATIONAL RESERVES 2022

(% GDP)



## Peruvian Financial System (JUNE 2023)

Peruvian Banking System	Institution (S/ millions	Net Loans		YoY (%)	Deposits	YoY (%)	Net Income	YoY (%)
Banking System	Banks (17) Banco de la Nación	338,183 8,646	328,301 10,338	-3% 20%	324,790 41,470	0% 11%	5,289 787	5% 137%
Other Financial Institutions	Cajas Municipales (12) Financieras (9) Cajas Rurales (6) Credit Business(6) COFIDE Agrobanco	28,082 11,903 2,100 2,577 5,756 236	31,809 12,763 2,005 3,086 4,963 264	13% 7% -5% 20% -14% 12%	28,795 8,265 1,732 - 118	14% 11% 7% -71%	99 101 -45 -19 26 34	-40% -55% -1591% 23% 191% 28%
Total Financial System		397,483	393,529	-1%	405,171	2%	6,271	8%

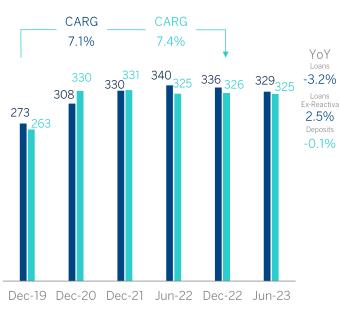


 $The 4th \, largest \, peers \, concentrate around \, 84\% \, of the \, bankloans \, and \, 83\% \, of \, deposits \, of the \, Banking \, System \, and \, 83\% \, of \, deposits \, of \, the \, Banking \, System \, and \, 83\% \, of \, deposits \, of \, the \, Banking \, System \, and \, 83\% \, of \, deposits \, of \, the \, Banking \, System \, and \, 83\% \, of \, deposits \, of \, the \, Banking \, System \, and \, 83\% \, of \, deposits \, of \, the \, Banking \, System \, and \, 83\% \, of \, deposits \, of \, the \, Banking \, System \, and \, 83\% \, of \, deposits \, of \, the \, Banking \, System \, and \,$ 

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

## Peruvian Banking System: Loans increase, supported by the Retail segment and Small Enterprises, while Deposits remain stable

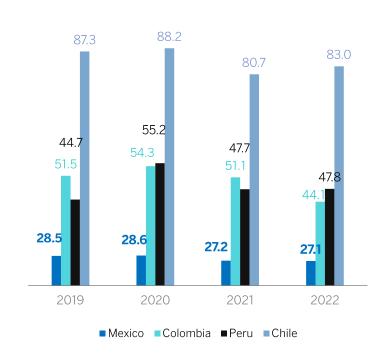
### PERFORMING LOANS AND DEPOSITS (S/THOUSAND MILLIONS)





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

## BANKING PENETRATION (PRIVATE DEBT AS A PERCENTAGE OF GDP)

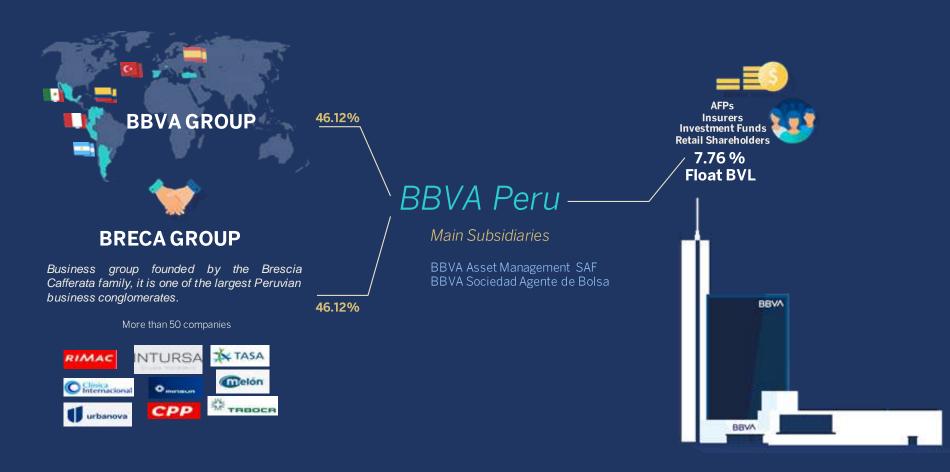




## 02

About BBVA Peru

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



## **About BBVA Group**

#### BBVA's GLOBAL PRESENCE



>25

6,008

119,070

#### **DIGITAL CAPBILITIES**

June 2023

mobile

50.1M

units

77.2%

ageof opportunity to everyone

#### **DIVERSIFICATION UNDER A DECENTRALIZED MODEL**



Rest of business South Spain 56% Turkey 8% Mexico 20%

**GROSS INCOME** 



Total Assets 762 bn € Net Attributable Profit 3.878 M €

#### SUSTAINABLE DEVELOPMENT AND **DIRECT CONTRIBUTION TO SOCIETY**



New BBVA's 2025 Goal

300 bn €

169 bn €

between 2018 and 2025

Channel between 2018 and June 2023

#### LEADING FRANCHISES Ranking and market share (%)



#2 20.5%

MEXICO #1 24.6%

TURKEY #2 19.0%



#4 11.2%

## 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 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 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

## About BBVA Group

BBVA Peru route aligned with the global strategy

#### **OUR PURPOSE**



To bring the age of opportunity to everyone

#### PRIORIDADES ESTRATÉGICAS



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

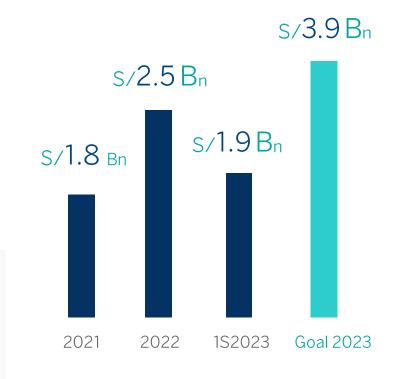
We are **one** team



In this sense, BBVA has been working on growing the sustainable business, fostering new business lines. Increasing the value offer, with inclusive growth and climate action.

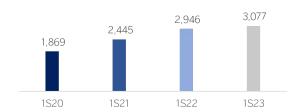


#### SUSTAINABLE BUSINESS ANNUAL GROWTH

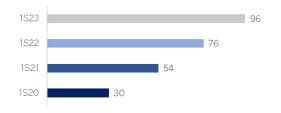


## Regarding the Digital world, we aim to be the leading bank in the region

## TARGET ACTIVE MOBILE CLIENTS, IN THOUSANDS OF PEOPLE



#### APP MONETARY TRANSACTIONS, IN MM UNITS



## Acceder con Touch IS ABRETU QUENTA DIGITAL lAborra y Gana! Participa del serten abriendo ty Cuenta Billió y etorrando desde 5/1,000

#### DIGITAL SALES<sup>1</sup> (RETAIL + SME's)



#### **FASTEST GROWING CATEGORIES**

% Digital Units	1S22	1S23		
Credit Cards	54%	54%		
FX	75%	82%		
Consumer	72%	63%		

#### **HIGHLIGHTS**

- As of 1H2O23, +96 MM monetary transactions were made, representing a growth of 25% YoY
- Mobile Banking continues to be the bank's main transactional channel with a share of 51%.
- Features: Interoperability of digital wallets (Plin and others) was deployed. In addition, new functionalities to share operations records were made, seeking to make our digital platform more intuitive.

#### **HIGHLIGHTS**

- Digital penetration in Credit Cards by 54%, leveraged in actions to maintain the approval rate and effectiveness.
- In FX, digital penetration reaches 82%, due to personalized email communication to different customer segments.
- In PLD, the fall is due to lower investment in media.

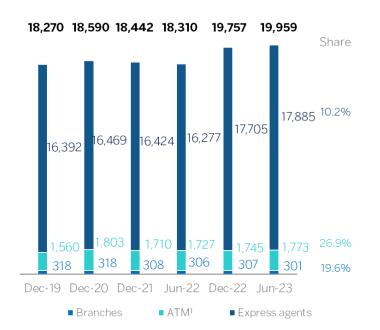
<sup>1</sup>PRV: Product Relative Value. Proxy used for the economic representation of unit sales Digital sales: does not consider assisted sales, from the beginning to the hiring, by an advisor or telemarketing channel Source: BBVA Peru

## Meanwhile, our Banking Platform continues to evolve and strengthen to improve our customers experience

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

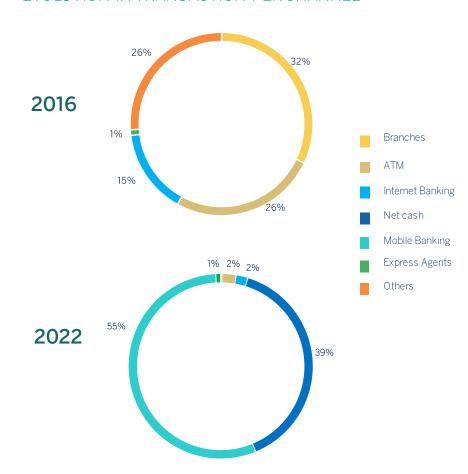
One of the largest in the country

- with 19,959 points of service
- More than 8.8 million of costumers (+6.61% YoY)



<sup>&</sup>lt;sup>1</sup> Source: Express Agent and ATMs from ASBANC <sup>2</sup>The others section includes Telephone Banking, POS, Express cash and automatic debt Source: ASBANC, SBS and BBVA

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





03

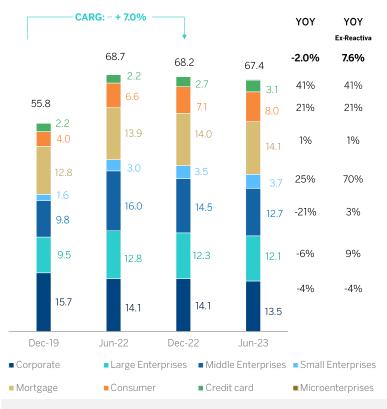
Financial Highlights

## KEY MESSAGES 2023

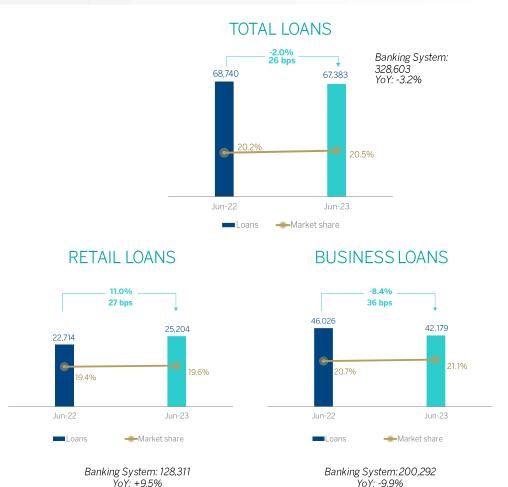
1	HIGH PROFITABILITY AND NET INCOME GROWTH		DE (%, pp) 17.8% -2.5 pp YOY	ROA (%, bps) 2.0% +2 bps YOY
2	ADECUATE EFFICIENCY	COST TO INCOME RATIO (%)  37.85% to 1S23 vs 40.	4 bps YOY .36% Banking Syst. Average	9
3	<b>SOLID</b> ASSET QUALITY	COST OF RISK (%)  1.92% vs. 0.49% in Jun-21 vs. 2.65% in Dec-20	NPL (%) 4.61% vs 4.07% Banking Syst. Average	COVERAGE RATIO (%) 142.34% vs 147.86% Banking Syst. Average
4	STRONG CAPITAL AND LIQUIDITY RATIOS	1= 00		LOAN TO DEPOSITS (%)
5	STANDING OUT IN THE DIGITAL STRATEGY		.3% YOY	APP BBVA  Digital platform benchmark in the Market.

## 2023 has been a year of growth

### Loans (S/ Millions, %)



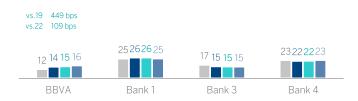
Contraction due to Reactiva amortizations and lower Corporate loans. The dynamism of Consumption, Cards and BBVASMEs stands out.



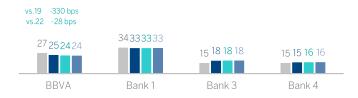
Fuente: ASBANC

### Market Share - Loans (%)

#### CONSUMER + CREDIT CARDS



#### **MORTGAGES**



We are on our way to becoming a Retail Bank, with year-onyear growth in PLD + Cards market share. In addition, we gained participation in Small and Large Enterprises.

#### SMALL ENTERPRISES AND MICROFINANCE vs.19 658 bps vs.22 138 bps 25252525 9 12 15 16 11 7 6 5 4 5 5 4 BBVA Bank 3 Bank 1 Bank 4 MEDIUM ENTERPRISES vs.19 338 bps vs.22 -16 bps 38424142 26293029 15 14 14 13 9 7 7 7 BBVA Bank 1 Bank 3 Bank 4 LARGE ENTERPRISES vs.19 161 bps vs.22 147 bps 38363533 21222123 15 14 15 15 10 11 12 12 BBVA Bank 1 Bank 3 Bank 4 **CORPORATES** vs.19 -492 bps vs.22 -43 bps 36 41 41 39 <sup>22</sup> 17 17 17 23 23 21 21 10 10 10 11

Bank 1

Bank 3

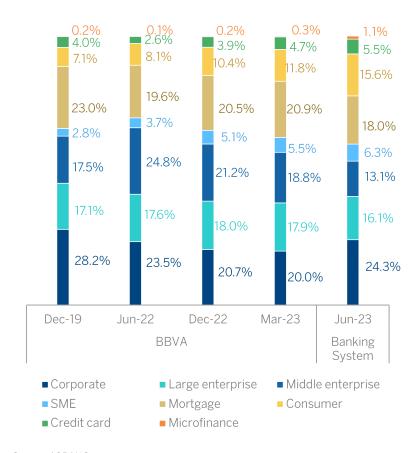
Bank 4

BBVA

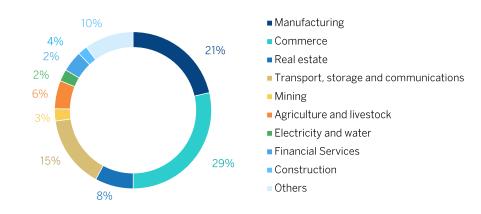
Fuente: ASBANC Dec-19 Jun-22 Dec-22 Jun-23

## A diversified loan portfolio

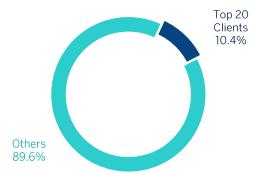
#### LOANS BREAKDOWN



#### LOANS BY ECONOMIC SECTOR (JUNE 2023)

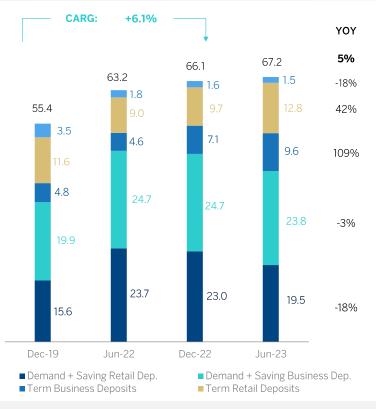


#### CONCENTRATION RISK (JUNE 2023)



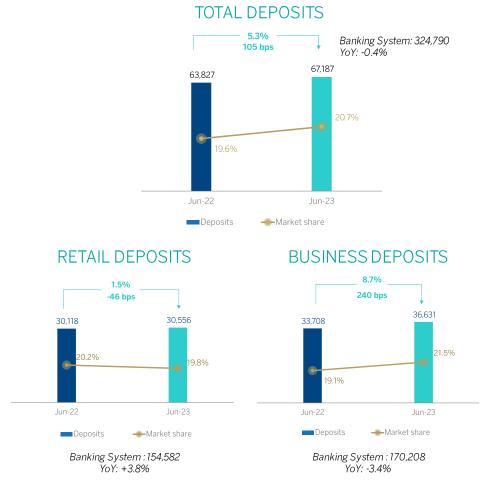
Source: ASBANC

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



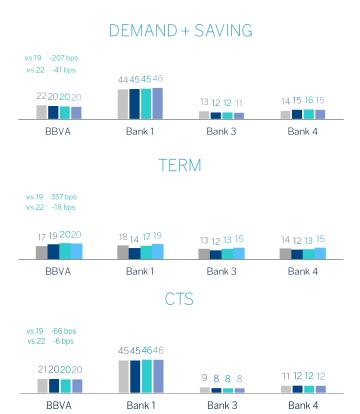
Deposits with higher Term balances both in Individuals and Companies, given the increase in remuneration rates and different campaigns to capture and retain balances.





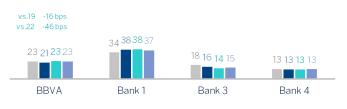
## Market Share – Deposits<sup>1</sup> (%)

#### **RETAIL DEPOSITS**

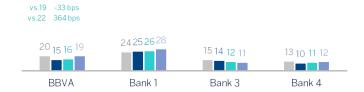


#### **BUSINESS DEPOSITS**





#### TERM

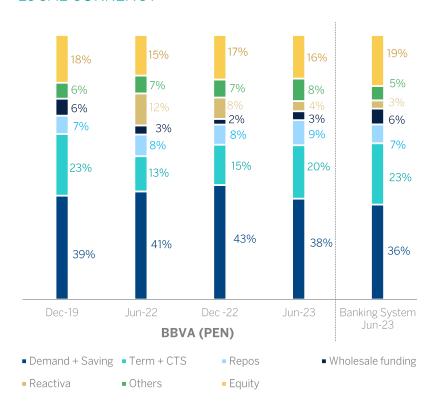


<sup>1</sup>Other obligation are excluded from deposits Source: ASBANC

Dec-19 Jun-22 Dec-22 Jun-23

## Liabilities and capital breakdown

#### LOCAL CURRENCY



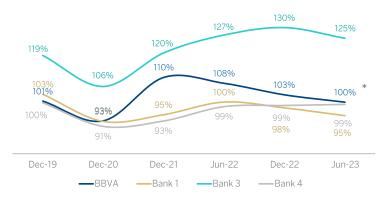
#### FOREING CURRENCY



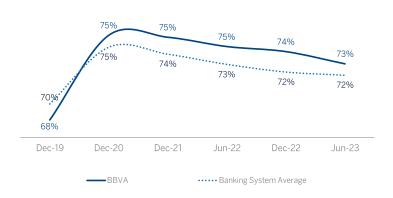
<sup>\*</sup>Estimated amount according to the Financial System Source: SBS and BCRP

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

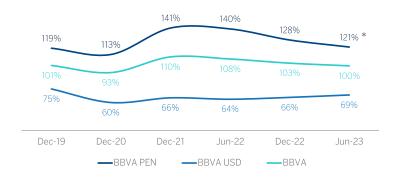
#### LOANS TO DEPOSIT<sup>1</sup> VS PEERS



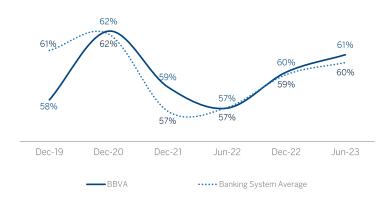
#### DOMESTIC CURRENCY PERFORMING LOANS



#### LOANS TO DEPOSIT1 BY CURRENCY



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



<sup>\*</sup> Loan to Deposits Ex-Reactiva : Total Ratio =96%; PEN Ratio=114% Source: SBS

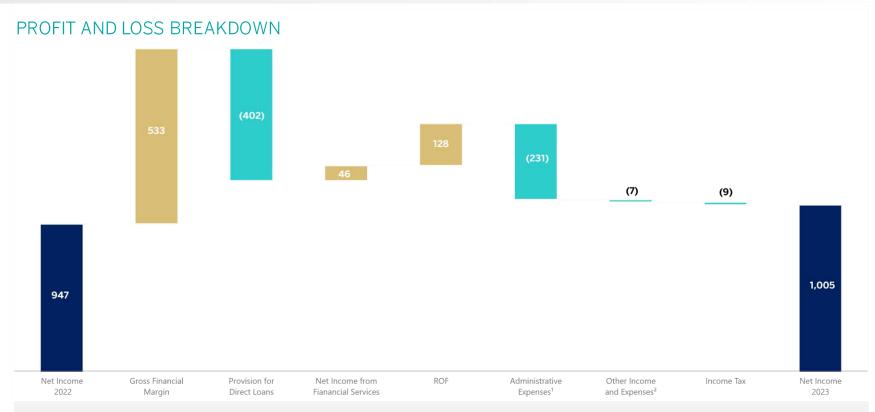
<sup>&</sup>lt;sup>1</sup>Other obligation are excluded from deposits

## BBVA Profit & Loss (S/ Millions)

	Jun-22	Jun-23	Var. %
Financial Income	2,445	3,585	46.6
Financial Expenses	(413)	(1,020)	146.9
Gross Financial Margin	2,032	2,565	26.2
Provision for Direct Loans	(348)	(750)	115.4
Net Fianancial Margin	1,684	1,815	7.8
Net Income from Fianancial Services	470	516	9.7
Gain/Loss from Financial Operations (ROF)	297	425	43.0
Operating Margin	2,452	2,757	12.4
Administrative Expenses <sup>1</sup>	(980)	(1,184)	20.8
Depreciation and Amortization	(99)	(126)	27.5
Net Operating Margin	1,373	1,446	5.4
Asset Valuation and Other Provisions <sup>2</sup>	(75)	(57)	-24.4
Other Income and Expenses	4	(22)	-621.8
Profit/Loss Before Income Tax	1,301	1,368	5.1
Income Tax	(354)	(363)	2.6
Net Profit	947	1,005	6.1

<sup>&</sup>lt;sup>1</sup> Includes administrative expenses, depreciation and amortization <sup>2</sup> Includes asset valuation, other provisions and other income and expenses Source: ASBANC

### BBVA Profit & Loss (S/ Millions)



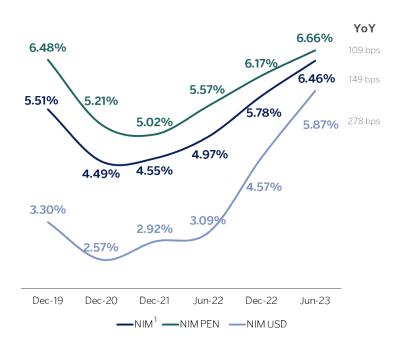
The Financial Margin grew 26.2% on a YoY basis, due to notable performance of the Financial Income, which responds to the growth of Consumer Loans, Credit Cards and SMEs; as well as the highest profitability of the available and securities portfolio.

<sup>&</sup>lt;sup>1</sup> Includes administrative expenses, depreciation and amortization

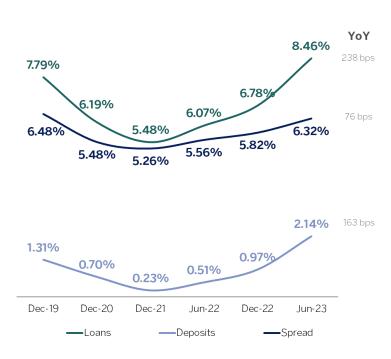
<sup>&</sup>lt;sup>2</sup> Includes asset valuation, other provisions and other income and expenses Source: ASBANC

## Profitability

#### NET INTEREST MARGIN EVOLUTION (%)



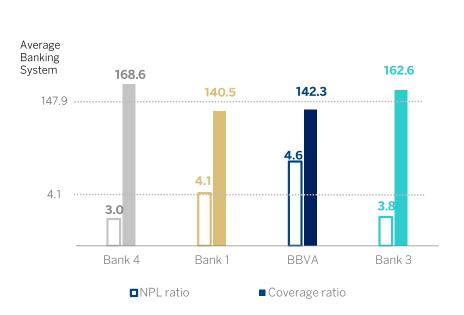
#### COSTUMER SPREAD (%)



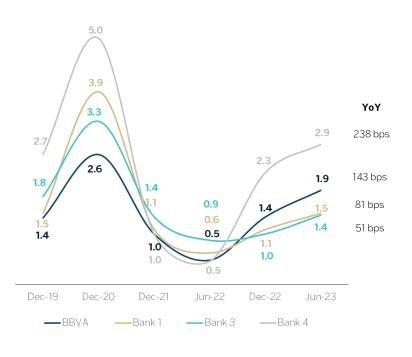
The Financial Margin grew 26.2% on a YoY basis, due to notable performance of the Financial Income, which responds to the growth of Consumer Loans, Credit Cards and SMEs; as well as the highest profitability of the available and securities portfolio.

## Risk Management of BBVA Peru vs Peer Group

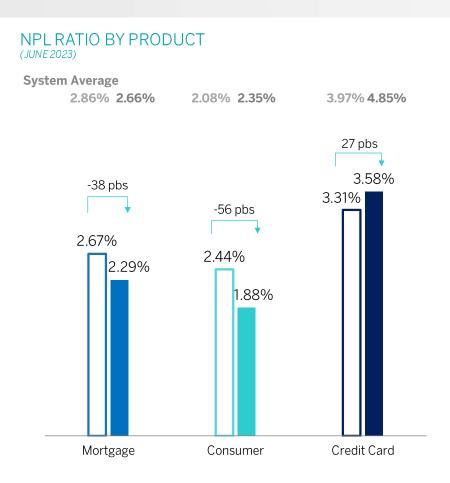
## NPL RATIO AND COVERAGE RATIO (%) (JUNE 2023)



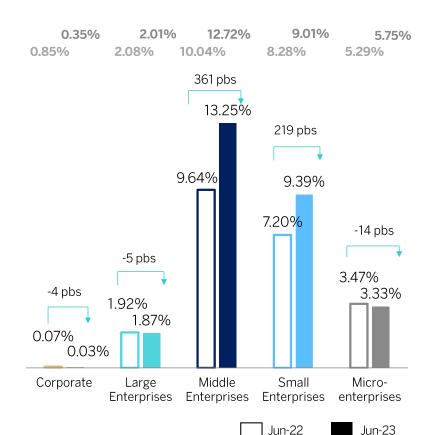
#### COST OF RISK<sup>1</sup>



### Asset quality of BBVA Peru



## NPL BY SEGMENT (JUNE 2023)



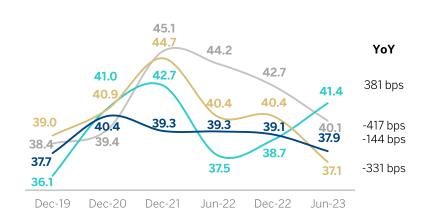
Source: SBS and ASBANC.

## Expenses Management (JUNE 2023)

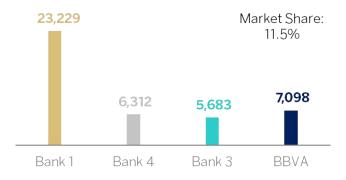
#### ADMINISTRATIVE EXPENSES<sup>1</sup> (S/MILIONS, YOY)



#### COST TO INCOME RATIO (%)



#### NUMBER OF EMPLOYEES



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

## Profitability Management (JUNE 2023)



#### RETURN ON EQUITY - ROE (%)



#### RETURN ON ASSETS - ROA (%)



## Capital Management

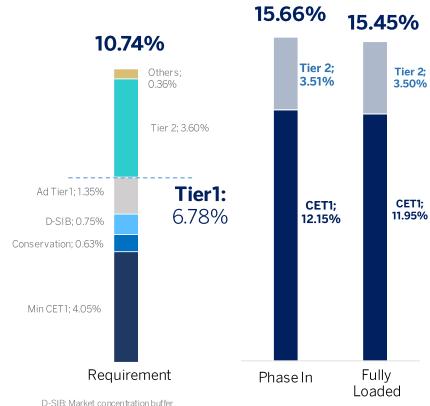
Capital ratio as of Jun-23 above regulatory requirements by more than 215 bps

CET1 (phase - in)

12.15%

- Requirement according SBS 07850 2023 10%
- Regulatory requirement: 6.78%

## REGULATORY REQUIREMENT AND AVAILABLE CAPITAL TIER1 (PHASE-IN VS FULLY-LOADED) JUNE 23:



D-SIB: Market concentration buffer Others: Buffer by credit concentration (individual, sectoral and regional)

### Conclusions 2023





04

Ratings

## International & local rating

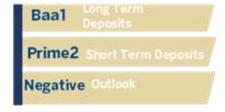
As of August 2023

#### INTERNACIONAL RATING

S&P



#### Moody's International







## 05

# Social Responsibility and Awards

## BBVA is committed to financing sustainable initiatives



#### SUSTAINABLE FINANCING

#### **BBVA GROUP**

**NEW BBVA GOAL FOR 2025**  € 300 bn

2018-1S22

€ 124 bn

#### **BBVA** Perú



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



mobilized in sustainable financing

Retail More of S/300 mm to Sep-22

More of S/900 mm to Sep-22

More of S/843 mm to Sep-22 CIB

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



Credit cards made with recycled

#### **Enterprises**



#### **Investment Funds**

Sustainable investment FMIV option to environmental, social, and corporate governance



#### **Community Commitment**

€ **550** bn

investment 2021-2025

€ 106 bn

#### Peru Fundation



"Leer es estar adelante"



Programas de Educación Financiera

Various social programs sociales "Tu dinero, tu amigo y

#### Diversity and Inclusion



Women in the organization

34 % Female Directors

BBVA Peru has inclusion programs for the LGTBIO+ community and a

## Our actions have been highlighted nationally and internationally



Bank of the Year 2021 The Banker Peru, according to the magazine "The Bankers"

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



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



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



Best bank in the country

in the contest Euromonev Awards for Excellence 2023



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

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



It received its third star in the MINAM Carbon Footprint tool.



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



The only Peruvian bankto be included for the second consecutive year in the DJSI MILA Pacific Alliance Index Dow Jones Sustainability Indices

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

Los Bóscares 2022 Award in the Forest Conservation category. together to Foundation BBVA.

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

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

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

Recognition with the Blue Shield of UNESCO installed in the Casar Jerónimo Luisde Cabrera. Heritage culture of the Nation



## **EXIBIT**

## Debt Issuance

		Bono	Fecha Emisión	Fecha Call	Fecha Vencimiento	Divisa	Emitido (miles)	Cupón	ISIN
	Internacional	Subordinado	Set-14	Set-24	Set-29	USD	300,000	5.25%	US05537GAD79-USP16236AG98
		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
BBVA		Corporativos	Dic-19		Dic-24	PEN	96,550	4.44%	PEP11600M335
		Subordinados	May-07	May-22	May-27	USD	20,000	6.00%	PEP11600D029
	Masianal	Subordinados	Jun-07		Jun-32	PEN	55,000	3.47%	PEP11600D037
	Nacional	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

#### DEBTBYCURRENCY



As of June 2023

Source: BBVA Peru.

## Promoting new sustainable businesses: We have financed large sustainable operations in BEC and CIB

#### Materiales Básicos





BBVA v Aceros Arequipa firman una alianza sostenible para impulsar la economía circular

BBVA otorga la primera línea verde de financiamiento de importación del sector siderúrgico por US\$40 millones a Aceros Arequipa.



FINANZAS SOSTENIBLES 02 feb 2023

BBVA y SIDERPERU refuerzan su compromiso para impulsar la economía circular en el sector siderúrgico

BBVA ha renovado la certificación sostenible de la línea de cartas de crédito de importación para SIDERPERU por US\$15 millones. Esta facilidad crediticia representa un mayor compromiso entre ambas instituciones al destinar un monto superior, en US\$5 millones más que el año anterior, para impulsar la economía circular en el sector siderúrgico. SIDERPERU es parte del grupo brasileño Gerdau.

## Agro 🚜



**Danper Trujillo** S/126 MM Agroexportadora Certificada. Mar-23

#### Fishing \*\*



FINANZAS SOSTENIBLES: 06 mar 2023

BBVA otorga nueva línea de factoring sostenible a Pesquera Diamante

BBVA ha firmado una nueva alianza sostenible con Pesquera Diamante por US\$10 millones. A través del acuerdo el banco otorgará a la pesquera una nueva línea de factoring sostenible para impulsar prácticas social y ambientalmente responsables en su cartera de proveedores.



## Investor Report

Presentation 1S23