An innovative partner to achieve your goals

Creating Opportunities
BBVA, an innovative & sustainable bank

BBVA is a leading force in the transformation of the financial sector. It is innovating both in the financing products and the digitalization of its solutions to enhance its business and corporate clients’ experience.

A leader in sustainable finance

BBVA, provides its clients with expert advice on sustainable finance solutions.

In 2018, **BBVA has continued to lead the Green and Sustainable Bond Market**. BBVA’s taken leading roles in landmark deals, for instance:

- Inaugural green bonds globally as TMT (Telefonica) or Oil & Gas (Repsol)
- Inaugural UK headquartered utility (SSE)
- A US Sec Register Market Green Bond (Avangrid)
- Debut for a Spanish infrastructure sector (ACS SCE)

Furthermore, **BBVA has issued its inaugural 1 billion euros Non preferred Senior Green Bond**, the first of its category in Spain and the largest ever Senior Green Bond at that time.

In the Green Loans market, **BBVA holds a leading position.** It has been a pioneer and is a driving force reflected by the transactions lead and structured in different formats and across Europe, USA & Latam such as:

- First Green Project Financing worldwide (Terna)
- Largest ESG-linked Facility worldwide (Iberdrola)
- Largest PPA project in Spain (Project Goya)
- Largest Sustainable Facility in USA (Avangrid)
- First syndicated Green Term Loan in Turkey (Akfen)

BBVA, a pioneer in corporate loans using blockchain

BBVA is currently developing different blockchain initiatives related to financing, international payments, international trade and foreign exchange transactions.

- 1st bilateral term loan and RCFs using blockchain.
- 1st syndicated loan using blockchain.
BBVA is a multinational Group providing financial services in over 30 countries to 74.5 million customers.

Its diversified business is focused on high-growth markets and it relies on technology as a key sustainable competitive advantage. We have a top-notch team at BBVA.

We are inspired by our purpose and work as a single team.

Our value proposition is based on our customers’ real needs:

- **Helping our customers** to make the best financial decisions offering relevant advice.

- **Providing the best solutions** that generate trust for our customers, being clear, transparent and based on integrity.

- **Through an easy and convenient experience** DIY through digital channels or human interaction.
BBVA CIB is a global area of the Group, which includes the activities of investment banking, markets, loans, and transactional services for international corporate clients and institutional investors.

Its strong global franchise provides services to its clients in 24 countries and brings to the table an extensive team of experts, including investment banking specialists and advisers in specific industries and sectors.

BBVA CIB offers a wide range of value-added products and solutions for the simplest to the most complex needs, supporting our clients to manage their projects and reach their goals, whether they are local, international or digital.
Clients are at the center of the BBVA CIB strategy:

**Full Coverage**
- Appropriate segmentation and industry expertise.
- Coverage teams in all **geographies**, coordinated by product specialist teams.
- **Solid relationships** for clients from our internal networks.

**Ad-hoc Product Offer**
- Value added products and advisory services.
- Cross-selling opportunities and revenue diversification.

**Client Service Excellence**
- Coordination of client interaction within our organization via a Client Service Team.
- Presence in e-commerce channels.
Discover our complete product catalog adapted to client requirements.

BBVA CIB offers a full range of financial products and services.

Daily transactions and other services

Providing solutions for efficient payments, collections & liquidity management, trade finance, security services and working capital needs through different channels and specialized services.

e-Platforms:

- Global host to host
- SWIFT
- BBVA Net Cash
- BBVA Global Net Cash

Long term financing solutions

- **Advisory, structuring and execution of financing solutions:** corporate lending, project finance, leveraged finance, etc.
- **Debt Capital Markets:** organization, structuring and allocation to investors of financing solutions through bonds and other structured debt products.
Risk hedging and investment activities

- Investing in International financial markets, structuring and risk hedging services on equity, fixed income and foreign exchange.
- BBVA eMarkets.
- DLIB BBVA <GO> (Bloomberg).

Advisory for capital structure and M&A deals

- **Equity Capital Markets**: origination, structuring and execution of equity-linked financing such as initial public offerings, follow on offerings, equity block transmissions, convertible bonds and preferred stocks.
- **Mergers & Acquisitions**: advisory and execution of mergers, acquisitions, divestitures, privatizations, corporate restructurings...