

The BBVA logo is displayed in a bold, white, sans-serif font. The letters 'B', 'B', and 'V' are connected, and the 'A' is separate. The background is a dark blue gradient that transitions into a blurred image of a city at night with bokeh lights on the right side.

BBVA

Corporate &  
Investment Banking

Equity Flow Derivatives

A partner  
to rely on.

## What we are

Europe is our core market, and we will deliver that to you.

BBVA is active in the core areas of the Equity Derivatives spectrum - Index, Single Stocks, Sectors, Dividends and Delta1, both via Platforms and Voice channels.

We provide Client solutions to Institutional Clients, Asset Managers and Hedge Funds looking for Equity Derivative pricing as well as regular high conviction ideas, white papers and comprehensive market commentary.

As a major player in Structured Products we can offer our clients more competitive pricing and strong axes from our Exotic books.

We will work diligently to be your most consistent market Counterparty.



# BBVA Flow Sales

## **Our team of experts – Your sounding board**

- Our dedicated flow sales team works with European Institutional, Asset Management and Hedge Funds world-wide.
- Its members average over 20 years in equity derivatives.
- Tapping their experience gives you certainty in controlling operational details.
- They listen to your ideas, to better help you optimize your performance over time.

## **Single Stocks Options Trading**

- Our dedicated traders share their in-depth knowledge of key stocks.
- Pricing capabilities in 100 European names, categorized for more efficient management.
- Plus liquidity on an additional 100 names from our Structured Products suite.

## **Index Options Trading**

- Actively trading with pan-European indices.
- Top liquidity provider in SX5E and UKX.
- Highly competitive pricing in DAX, CAC, SMI, IBEX and FTSEMIB.



# Three pillars underpin our offering to you

## I.- Reliability

- Rely on us to clearly define what we deliver.
- Transparent 2-way pricing in all markets.
- Frequent updates to customize strategy to your changing needs.

## II.- Consistency

- Trackable key performance indicators.
- Regular performance reviews.
- Action-point discussions on any gaps perceived.
- Annual sit-down review with you.

## III.- Service & Content

- Granularity and insights to match your requirements.
- Privileged access to expertise of our sales staff and traders.
- Innovative ideas for directional and volatility trading.



# I. Reliability

## Our commitment to you

We undertake to offer you transparent timing and pricing in all our *Core Products*.

- Fast, consistent and competitive 2-way pricing in all markets.
- Tightened spreads for best-in-class prices in the top 100 European names for up to 2 years.
- Added value on key second- and third-tier indices: DAX, SMI, CAC, IBEX, FTSEMIB.
- Price spread inside market width or skewed to Buy or Sell.

What *'Competitive Prices'* means for us?

- Price spread inside market width or Skewed to Buy or Sell.



Reliability

## II. Consistency ...

*Traffic lights for consistent, frictionless trade flows*

We undertake to customize a **Traffic Light Early Warning Indicator** system for each client account

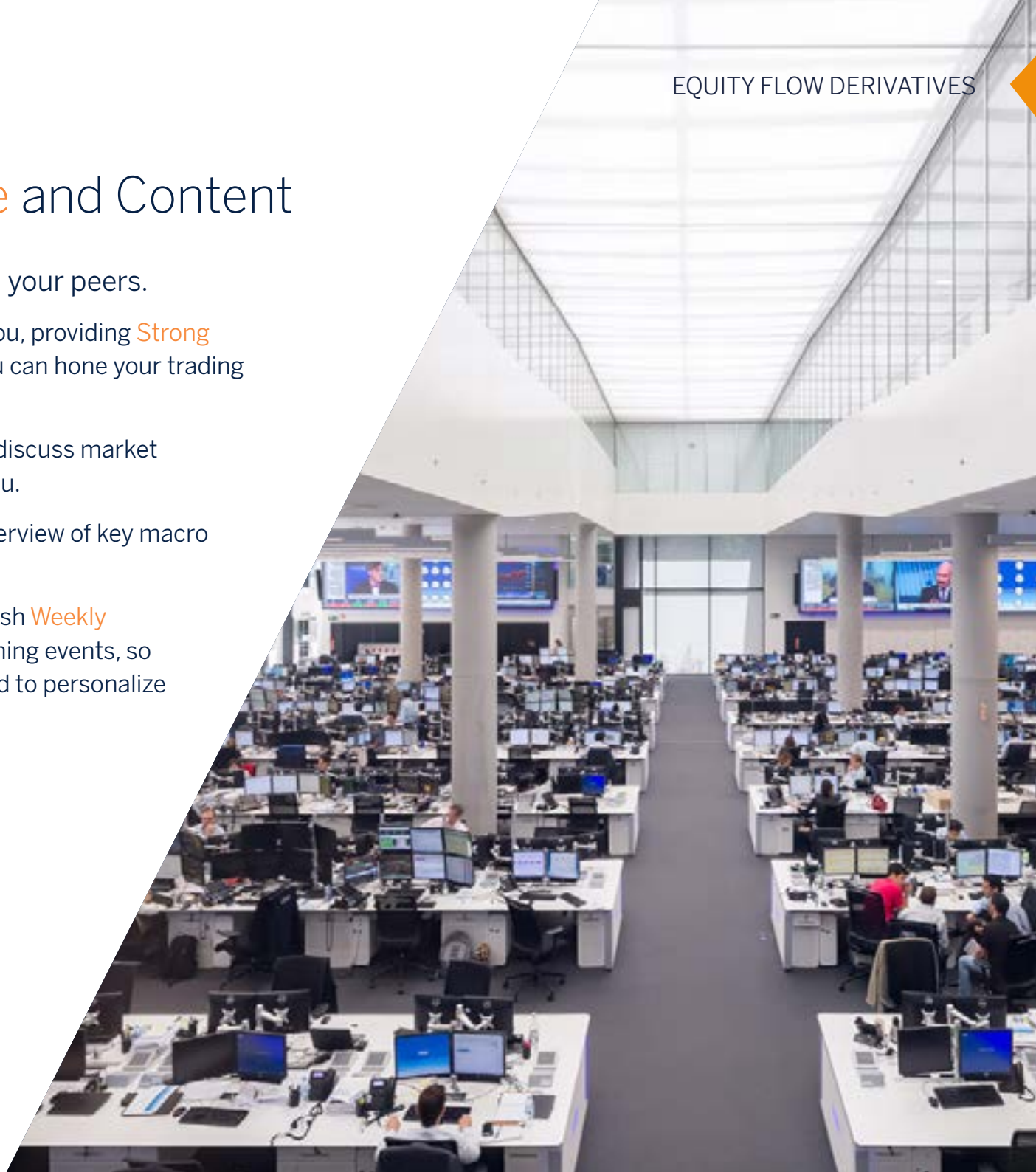
- Each new client request generates a color code to track the number of consecutive missed trades (green, amber or red).
- Trading and Sales receive an alert on ticket flagging the Traffic Light.
- Indicator helps minimise short runs of missed trades.



### III. Excellence in Service and Content

Our market insights help you outperform your peers.

- Our Sales Team are in regular contact with you, providing **Strong Conviction Ideas for Indices and Stocks** so you can hone your trading strategy accordingly.
- **Regular meetings with our senior traders** to discuss market themes, flows and trading opportunities for you.
- **Our Daily Snapshot** gives you a privileged overview of key macro and sectoral news.
- Our Sales, Trading and Research teams publish **Weekly Highlights**, flagging trending topics and upcoming events, so you never miss out on the latest details needed to personalize and optimize your portfolio.



# Client Committee Supervisory Board

The **Client Committee** directs and oversees our performance:

- It meets at least once a week.
- It establishes a systematic approach to delivery against clients' goals.
- It monitors the track record for each individual client and establishes **specific Action Points** for continuous improvement.
- It sets targets and service levels for each client (KPIs).
- It regularly reviews the KPIs, to ensure optimal performance.
- It adapts our **Commitment** to maintain the best fit for your changing needs.

At least once a year, we conduct an **Annual Review**, getting together with you and your Flow Managers to check that you like what we are doing and are satisfied with our service to you. Our commitment to you is to consistently outperform your **expectations**.







 **Telephones:**

**Group**

+44 (0) 207 397 6112

**London**

+ 44 (0) 207 397 6112

**Paris**

+ (33) 14 296 8181

**Madrid**

+ (34) 91 374 5136

 **Email:**

[flow.group@bbva.com](mailto:flow.group@bbva.com)

 **Website:** [www.bbvacib.com](http://www.bbvacib.com)

