BBVA Compass

Fixed Income Investor Call

Ed Bilek, Director Shareholder Relations
Chris Marshall, Treasurer

March 3, 2016

“Safe Harbor” Forward Looking Statements

The following should be read in conjunction with the financial statements, notes and other information contained in BBVA Compass Bancshares, Inc.’s (BBVA Compass) Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

This presentation includes non-GAAP financial measures to describe BBVA Compass’ performance. Reconciliation of those non-GAAP measures are provided within or in the appendix of this presentation. Additionally, certain ratios are presented on an annualized basis for comparison, which is the preferred industry standard.

Certain statements in this presentation may contain forward-looking statements about BBVA Compass and its industry that involve substantial risks and uncertainties. Statements other than statements of current or historical fact, including statements regarding our future financial condition, results of operations, business plans, liquidity, cash flows, projected costs, and the impact of any laws or regulations applicable to BBVA Compass, constitute forward-looking statements as defined by the Private Securities Litigation Reform Act of 1995.

Words such as “anticipates,” “believes,” “estimates,” “expects,” “forecasts,” “intends,” “plans,” “projects,” “may,” “will,” “should,” and other similar expressions are intended to identify these forward-looking statements. These forward-looking statements reflect BBVA Compass’ views regarding future events and financial performance. Such statements are subject to risks, uncertainties, assumptions and other important factors, many of which may be beyond BBVA Compass’ control, that could cause actual results to differ materially from anticipated results. If BBVA Compass’ assumptions and estimates are incorrect, or if BBVA Compass becomes subject to significant limitations as the result of litigation or regulatory action, then BBVA Compass’ actual results could vary materially from those expressed or implied in these forward-looking statements.

The forward-looking statements are and will be based on BBVA Compass’ then current views and assumptions regarding future events and speak only as of their dates made. BBVA Compass assumes no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by securities law.

For further information regarding risks and uncertainties associated with BBVA Compass’ business, please refer to the “Risk Factors” section of BBVA Compass’ Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission on March 2, 2016, as updated by BBVA Compass’ subsequent SEC filings.

BBVA Compass

Sections

1 BBVA Compass Strategic Overview

2 Financial Performance

3 Credit Quality Overview

4 Loan Portfolio Overview

5 Liquidity and Funding

6 Capital and Capital Planning

BBVA Compass: Culmination of Deliberate Strategy

1

2004	2005	2006	2007	2009	2014 ⇨

Landing → Texas → Leadership in the Sunbelt → Digital

valleyBANK

LNB Laredo National Bank

TEXAS STATE BANK

STATE NATIONAL BANK

Compass Bank

Guaranty BANK

SIMPLE

SpringStudio

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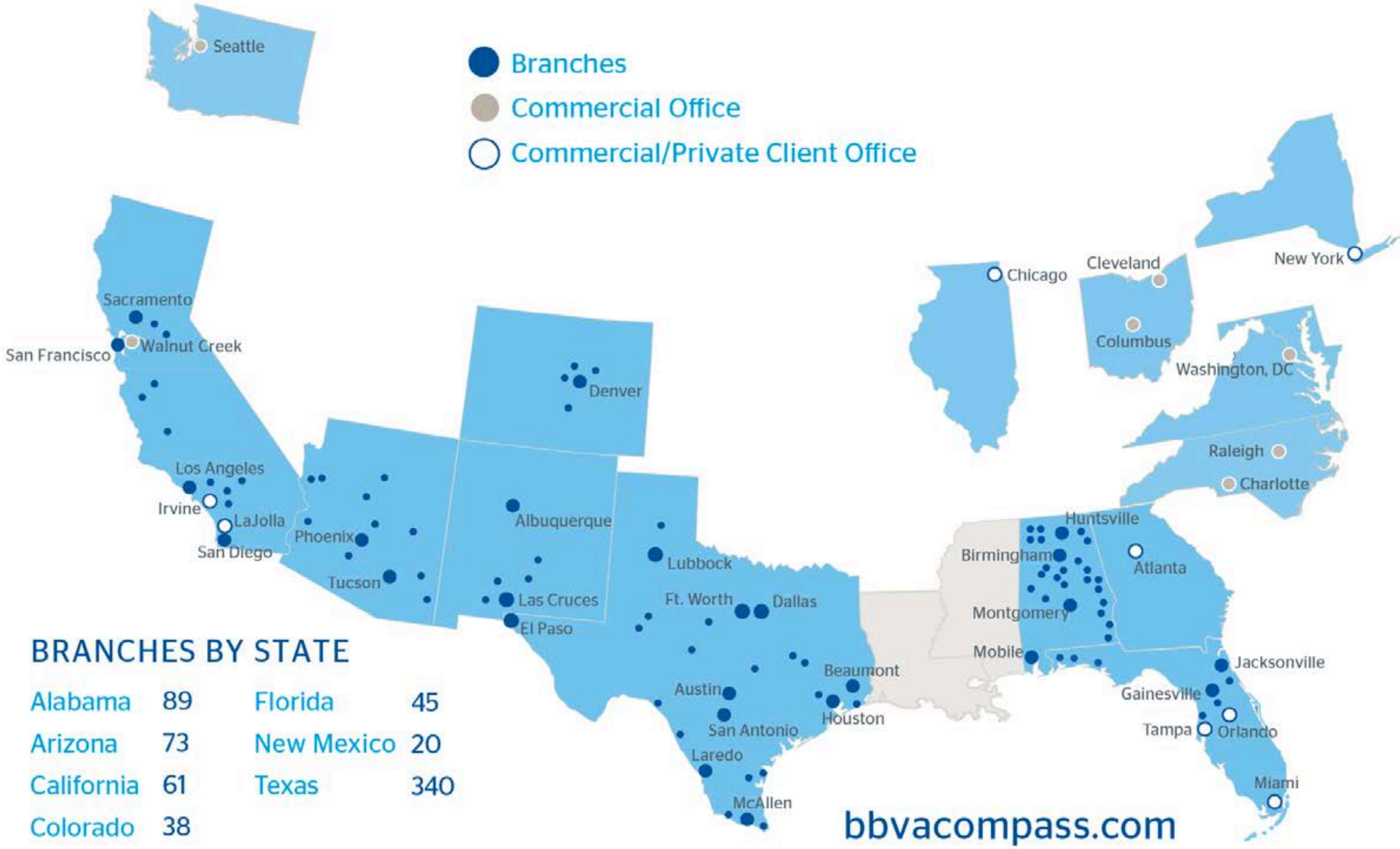
Leveraging BBVA's proven customer-centric business model to build an enviable franchise

BBVA Compass

A Strong U.S. Banking Franchise



BRANCHES BY STATE

Alabama	89	Florida	45
Arizona	73	New Mexico	20
California	61	Texas	340
Colorado	38		

bbvacompass.com

$90.0 Billion In Assets

$61.4 Billion In Loans

$66.0 Billion In Deposits

666 Branches

10,553 Employees

Balances as of 12/31/15

BBVA Compass

A Sweeping Transformation

1

From

CRE concentration

Legacy risk practices

Outdated systems

Product-oriented

Inefficient retail network

Limited brand awareness

A regional commercial bank

Today

Diversified portfolio

Reinforced risk infrastructure

Real time proprietary platform

Relationship Banking

Productive and integrated network

Global capabilities up-tiered

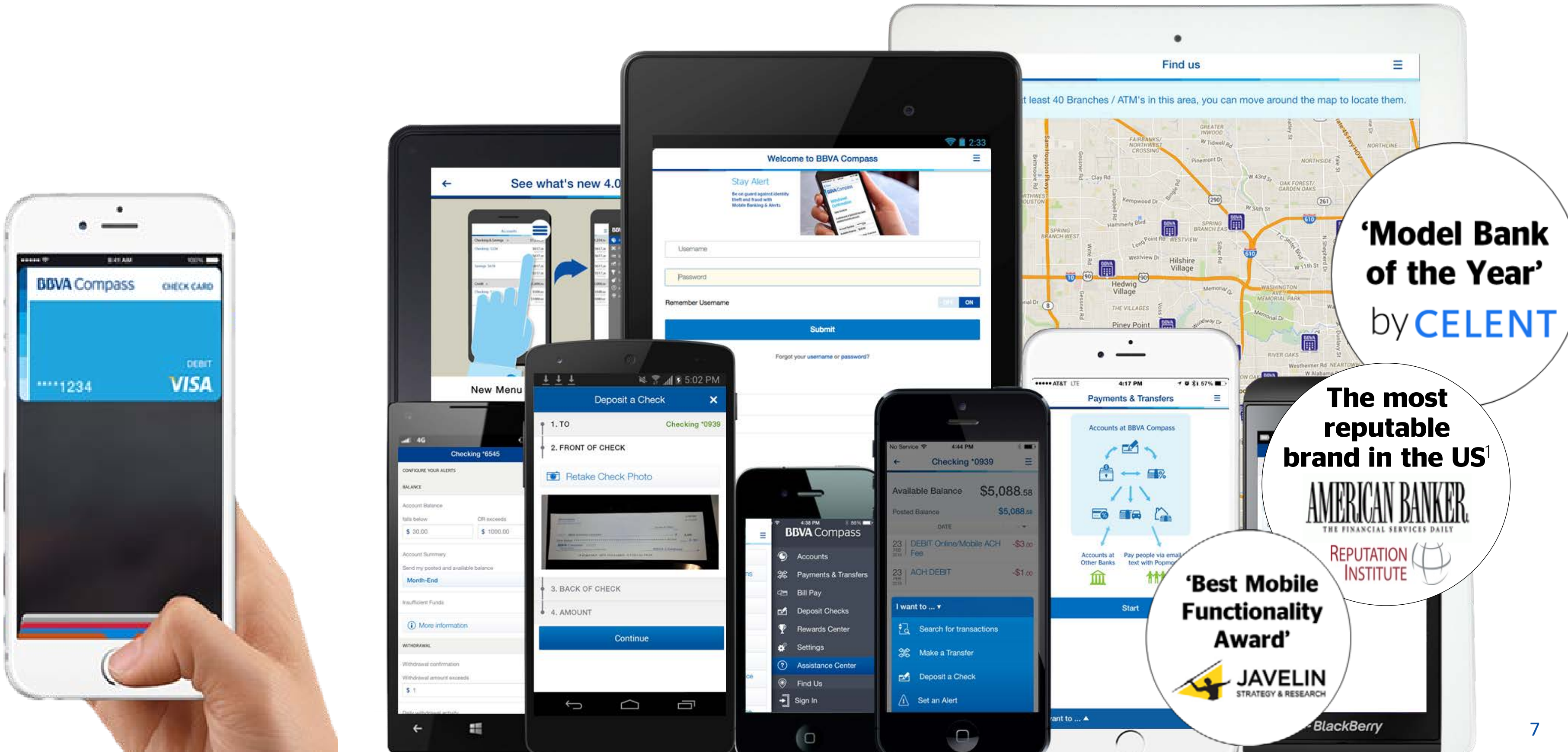
Rising recognition

BBVA Compass

One of the Largest Mobile Platforms

1

"We want to give our clients access to banking services anywhere, any time, and on the device of their choice…"



(1) American Banker/ Reputation Institute Survey of Bank Reputations, 2014. Ranking based on customer scores

BBVA Compass

Financial Summary

$ in millions	4Q14	3Q15	4Q15	% Change QoQ	% Change YoY	2014 FY	2015 FY	% Change YoY
Net interest income (Non-FTE)	509.5	507.9	504.1	-1	-1	1,985.5	2,013.0	1
Noninterest income	236.2	233.4	235.3	1	0	917.4	976.5	6
Revenues	**745.7**	**741.2**	**739.3**	**0**	**-1**	**2,902.9**	**2,989.4**	**3**
Noninterest expense	583.5	536.3	557.9	4	-4	2,180.8	2,136.5	-2
Operating income	**162.2**	**205.0**	**181.5**	**-11**	**12**	**722.2**	**852.9**	**18**
Provision	19.9	29.2	76.3	161	283	106.3	193.6	82
Pre-Tax Income	142.3	175.8	105.2	-40	-26	615.9	659.3	7
Tax expense	39.9	50.1	17.5	-65	-56	147.3	167.5	14
Noncontrolling interest	0.2	0.5	0.5	0	150	2.0	2.2	10
Net Income	**102.2**	**125.2**	**87.2**	**-30**	**-15**	**466.6**	**489.6**	**5**
Total Assets ($B)	83.2	89.4	90.0	1	8	83.2	90.0	8
Total Loans ($B)	57.5	60.9	61.4	1	7	57.5	61.4	7
Total Deposits ($B)	61.2	64.5	66.0	2	8	61.2	66.0	8

Solid loan and deposit growth, led by a 12% increase in noninterest bearing deposits

Stable Net Interest Income despite covered loan run-off and challenging rate environment

Expense growth well-contained but as expected, increase in 4th quarter provision driven by Energy

Covered loan runoff refers to Guaranty Bank (GB) Loans acquired from the FDIC subject to loss sharing agreements; GB commercial loan portfolio removed from covered loans in 4Q14
FTE – Fully Taxable Equivalent

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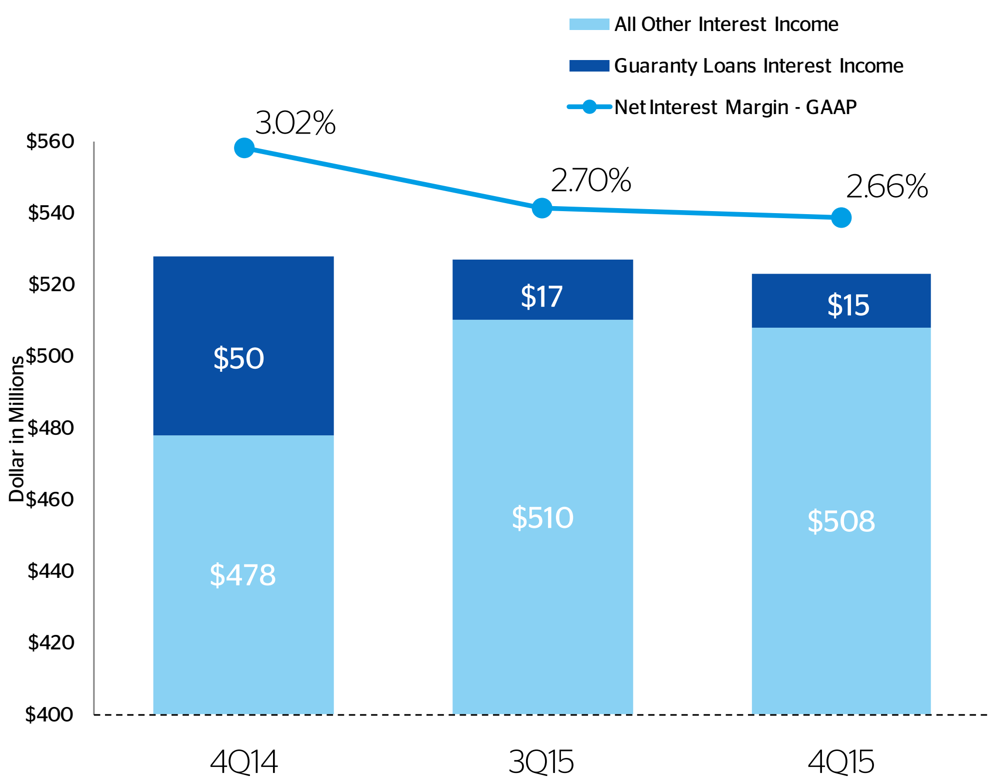
Margin Decline Driven by Covered Loan Portfolio

2

Interest Income Trends
Dollars in Millions



Key Points

1. **Covered loan portfolio less than $500 million**, smaller and shorter duration book causing volatility with NIM
2. **Yield on covered loans for 2015 was 10.9% versus 22.7% for 2014**
3. Percent margin change driven by Guaranty and matched U.S. Treasury Repo book at Section 20 securities sub.

Growth in core margin, exclusive of Guaranty Bank loan runoff

GB commercial loan portfolio removed from covered loans in 4Q14
Guaranty Loan Interest Income and All Other Net Interest Income are non-GAAP measures, see appendix page 30 for reconciliation

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Noninterest Income

2

$ in millions	4Q14	3Q15	4Q15	% Change QoQ	% Change YoY		2014 FY	2015 FY	% Change YoY
Service Charges On Deposits	56.8	54.9	54.4	-1	-4		222.7	216.2	-3
Card/Merchant Processing Fees	26.4	29.0	28.9	0	9		107.9	112.8	5
Retail Investment Sales	25.4	26.1	24.0	-8	-6		108.5	101.6	-6
Investment banking & advisory fees	24.2	17.8	20.3	14	-16		87.5	105.2	20
Asset management fees	10.8	7.9	8.7	10	-19		42.8	33.2	-22
Corporate and correspondent investment sales	7.6	6.0	9.7	62	28		29.6	30.0	1
Mortgage banking income	5.6	0.5	6.0	1100	7		24.6	27.3	11
Bank owned life insurance	5.8	4.3	5.1	19	-12		18.6	18.7	1
Other income	68.0	80.0	65.3	-18	-4		222.6	257.8	16
	230.8	**226.7**	**222.5**	**-2**	**-4**		**864.7**	**902.8**	**4**
Securities & Other Gains	5.4	6.7	12.8	91	137		52.7	73.6	40
Total Noninterest Income	**236.2**	**233.4**	**235.3**	**1**	**0**		**917.4**	**976.5**	**6**

Healthy growth in Client-centric businesses like Mortgage Banking and Investment Banking

Retail investment sales impacted by lower customer demand for products in low rate environment

Asset management fees negatively impacted by sale of wealth management firm CIC

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Noninterest Expense

2

$ in millions	4Q14	3Q15	4Q15	% Change QoQ	% Change YoY	2014 FY	2015 FY	% Change YoY
Salaries, benefits, and commissions	281.1	268.4	274.9	2	-2	1,072.3	1,071.2	0
Professional services	59.0	54.8	63.9	17	8	207.7	216.3	4
Equipment	58.4	58.2	57.5	-1	-2	224.0	231.0	3
Net occupancy	39.9	39.5	41.1	4	3	158.4	160.3	1
Marketing	5.9	10.6	9.4	-11	59	36.0	41.8	16
Communications	6.0	5.7	5.3	-7	-12	24.6	22.0	-11
Other expense	74.4	81.2	91.2	12	23	292.0	299.6	3
	524.6	**518.3**	**543.3**	**5**	**4**	**2,014.8**	**2,042.2**	**1**
FDIC Indemnification	34.3	8.5	5.5	-35	-84	115.0	55.1	-52
Amortization of intangibles	24.6	9.5	9.1	-4	-63	50.9	39.2	-22
Total NIE	**583.5**	**536.3**	**557.9**	**4**	**-4**	**2,180.8**	**2,136.5**	**-2**

Ex. FDIC indem. & amort. of intangibles, improved efficiencies and disciplined management helped contain expenses up 1% versus 2014

Expense growth impacted by Simple & Spring Studio, including $17mm Simple impairment in 2015

Growth in marketing primarily reflects launch of the NBA Sponsorship and Digital expansion

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Asset Quality Summary

3

NPLs NPAs	✓ Continued low levels in non-performers with NPL and NPA at 0.78% and 0.82%, respectively.
Charge Offs	✓ Net Charge Offs remain at low levels, 0.23% in 4Q15 versus 0.22% in 4Q14.
Coverage Ratio	✓ ALLL as a percent of NPLs at 160% as of 4Q15.

Asset quality trends remain stable with NPL and NCO ratios at very low-levels

Notes:
Troubled Debt Restructuring (TDR) totals include accruing loans 90 days past due classified as TDR.
Nonperforming loans include nonaccrual loans and loans held for sale (including nonaccrual loans classified as TDR), accruing loans 90 days past due and accruing TDRs 90 days past due.
Nonperforming assets include nonperforming loans, other real estate and other repossessed assets.

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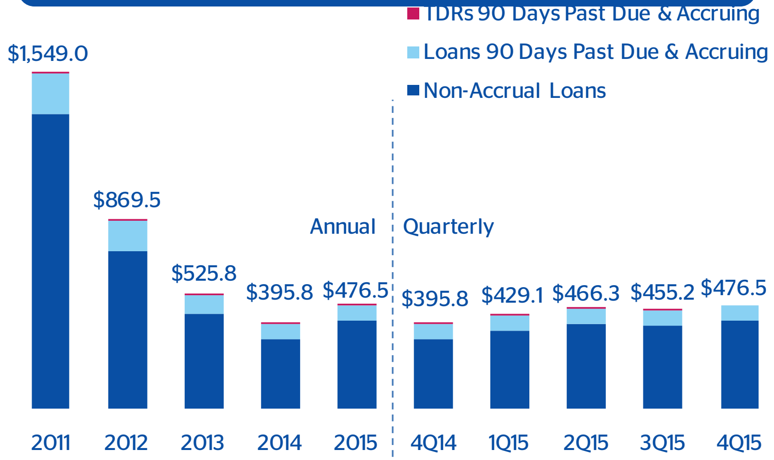
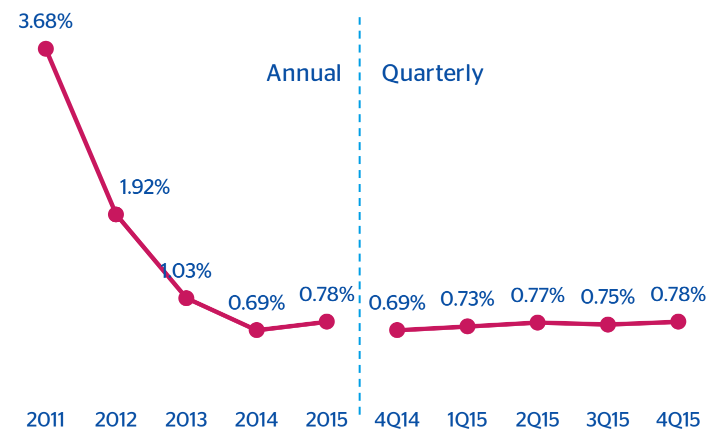
Nonperforming Loans Remain at Low Levels

3

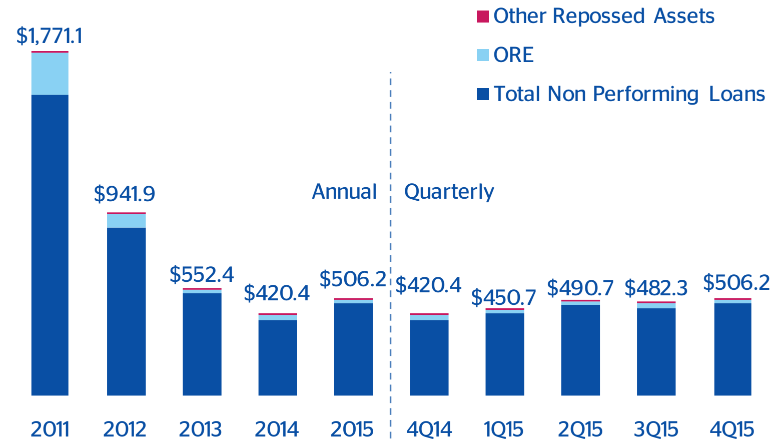
Nonperforming Loans
Nonaccrual loans + Past dues 90d



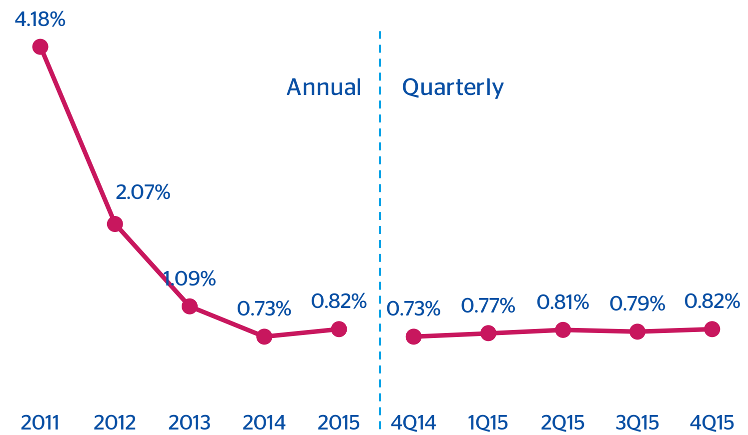
Nonperforming Loans
Nonaccrual loans + Past dues 90d



Nonperforming Assets
NPL + ORE + Other Repossessed Assets



Nonperforming Assets
NPL + ORE + Other Repossessed Assets



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Coverage Ratios Remain Very Healthy

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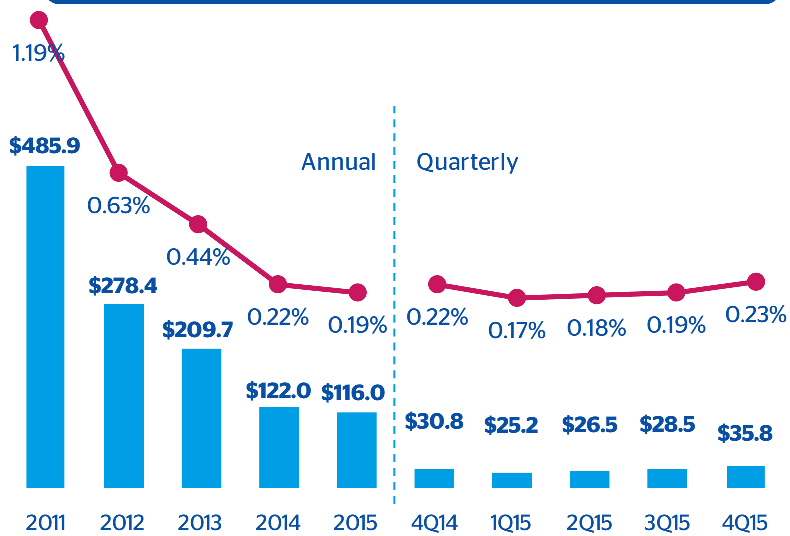
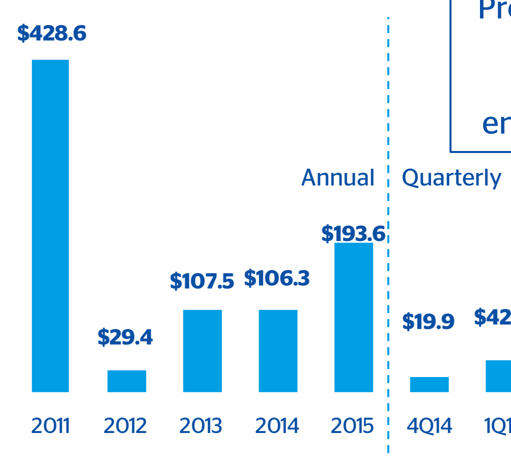
Net Charge Offs
Quarters Percentage Annualized as a % of average loans

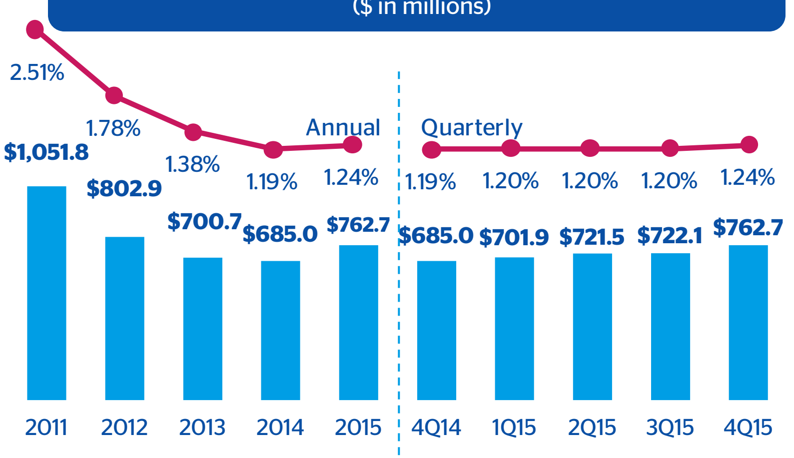


Provision Expense
($ in millions)

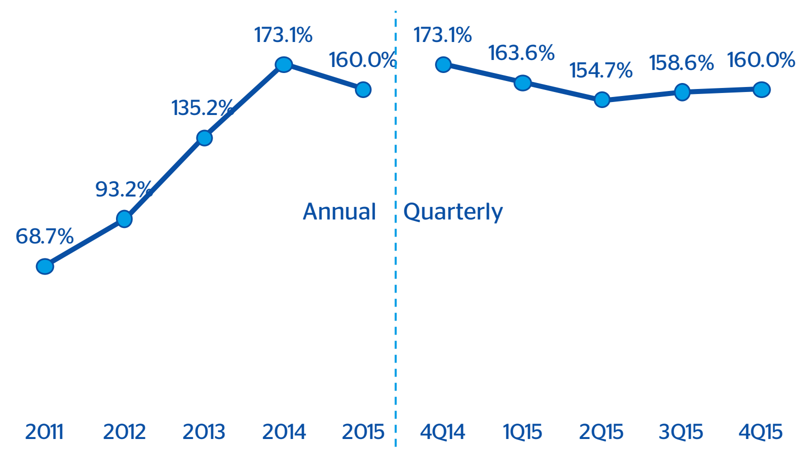


Provision was negatively impacted by recent downgrades in the energy lending portfolio

ALLL and ALLL / Total Loans
($ in millions)



ALLL to NPLs



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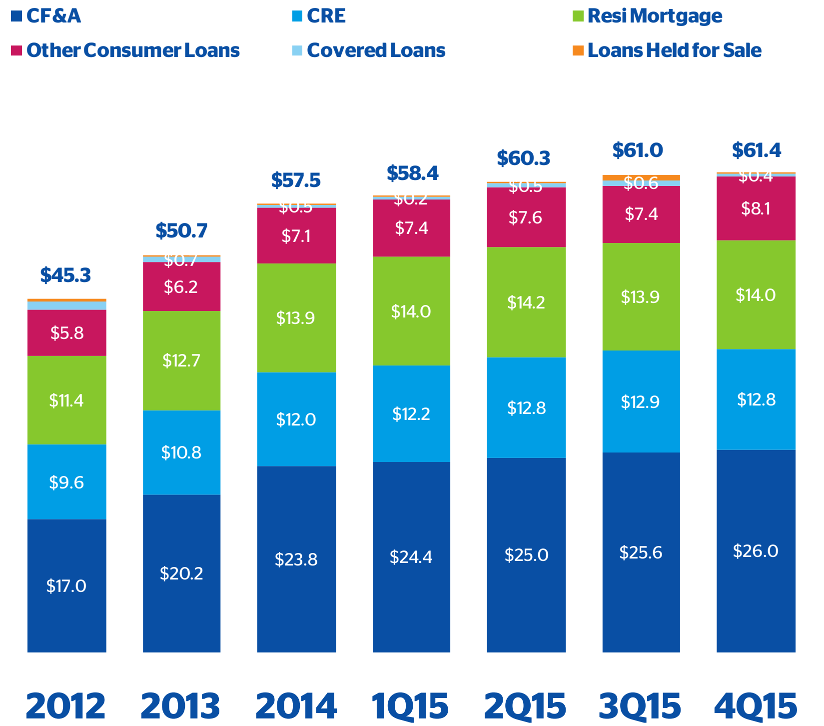
Consolidated Loan Portfolio

4

Loan Portfolio Historical

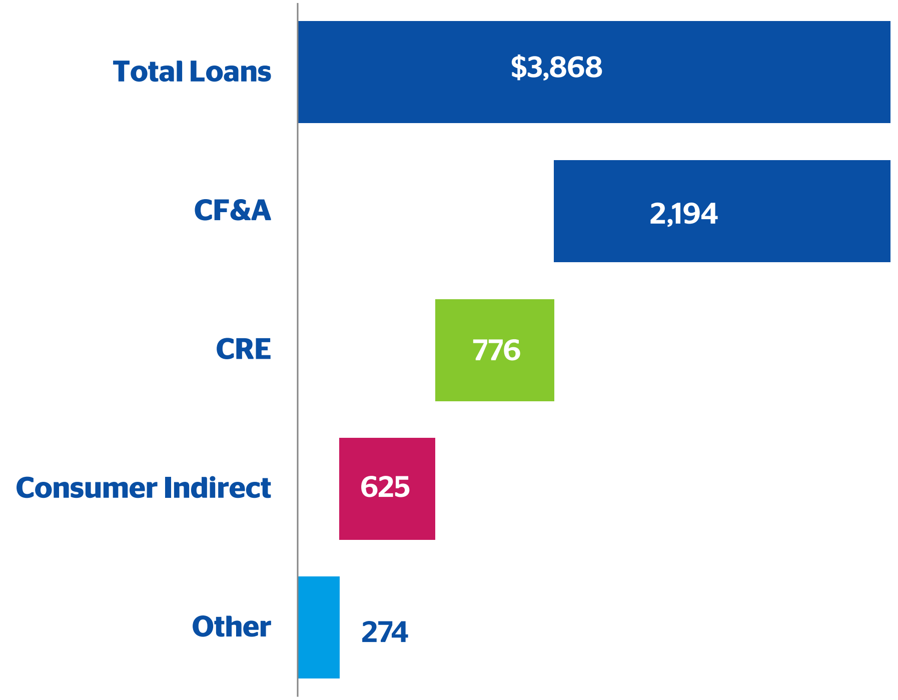


$ in Billions. Period-end balances

"CRE" reflects summation of Commercial Real Estate Mortgage and Commercial Real Estate Construction per the 10-K filing

YoY Loan Growth

(12/31/15 EoP vs. 12/31/14EoP)



$ in Millions. Period-end balances; Other includes net growth of all other loan categories per the 10-K filing

Demonstrated ability to transform and grow the loan portfolio while maintaining a strong risk profile

CF&A stands for Commercial, Financial & Agricultural

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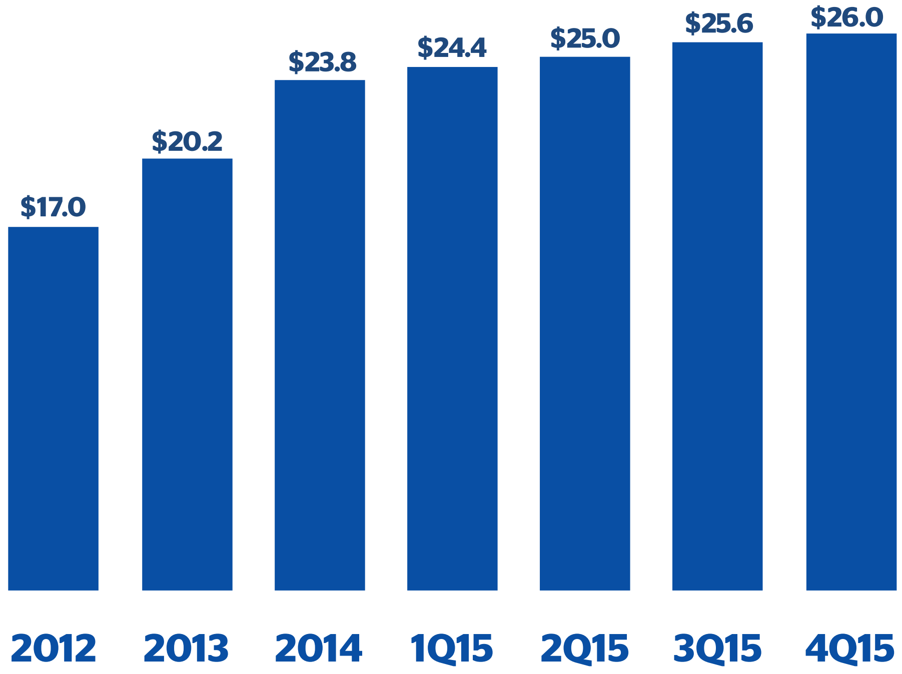
CF&A Loan Portfolio Profile

4

CF&A Portfolio Historical Perspective

$ in Billions. Period-end balances



Key Points

1. **Loan Production Offices (LPO) and Specialty Groups driving loan growth** –recent LPO expansion and Specialty Line build-out yielding results with sizable contribution to loan growth
2. **Solid CF&A loan growth** as bank has migrated from CRE dominant business model
3. Commercial lending focusing on relationships with **cross-sell opportunity**

Generally solid loan growth trends in 4Q15, but expectations for more moderate growth reflecting recent market volatility

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CF&A Loan Growth Detail by Industry

4

$ in Billions. Period-end balances

Loans by Industry	Period			YoY Change	
	4Q14	3Q15	4Q15	$	%
Energy	3,612	3,732	3,840	228	6%
Consumer & Healthcare	2,788	3,192	3,224	436	16%
Retailers	2,333	2,408	2,375	42	2%
Institutions	2,219	2,489	2,542	323	15%
Capital Goods & Industrial Services	2,156	2,483	2,587	431	20%
Leisure	1,833	2,022	2,119	286	16%
Real Estate	1,428	1,712	1,584	155	11%
Financial Services	1,403	1,090	1,075	-328	-23%
General Corporates	1,202	1,260	1,411	208	17%
Basic Materials	1,007	905	858	-149	-15%
Telecoms, Technology & Media	1,178	1,362	1,461	283	24%
Other Categories[1]	2,670	2,983	2,948	278	10%
Total	**23,829**	**25,636**	**26,022**	**2,194**	**9.2**

Key Drivers

1. **Modest energy portfolio (6%*)**; experienced lending team and conservative underwriting standards
2. Solid growth in Consumer & Healthcare and Capital Goods & Industrial Services.
3. Telecom growth driven by Corporate & Investment Banking division.

Broad growth across sectors and geographies reflecting Bank's increasingly diverse footprint

[1] Other Categories includes Construction & Infrastructure, Transportation, Utilities, and Autos, Components and Durable Goods as shown in 10-K filing
* Energy Portfolio of $3.8 billion represents 6.3% of total loans outstanding at 12/31/15

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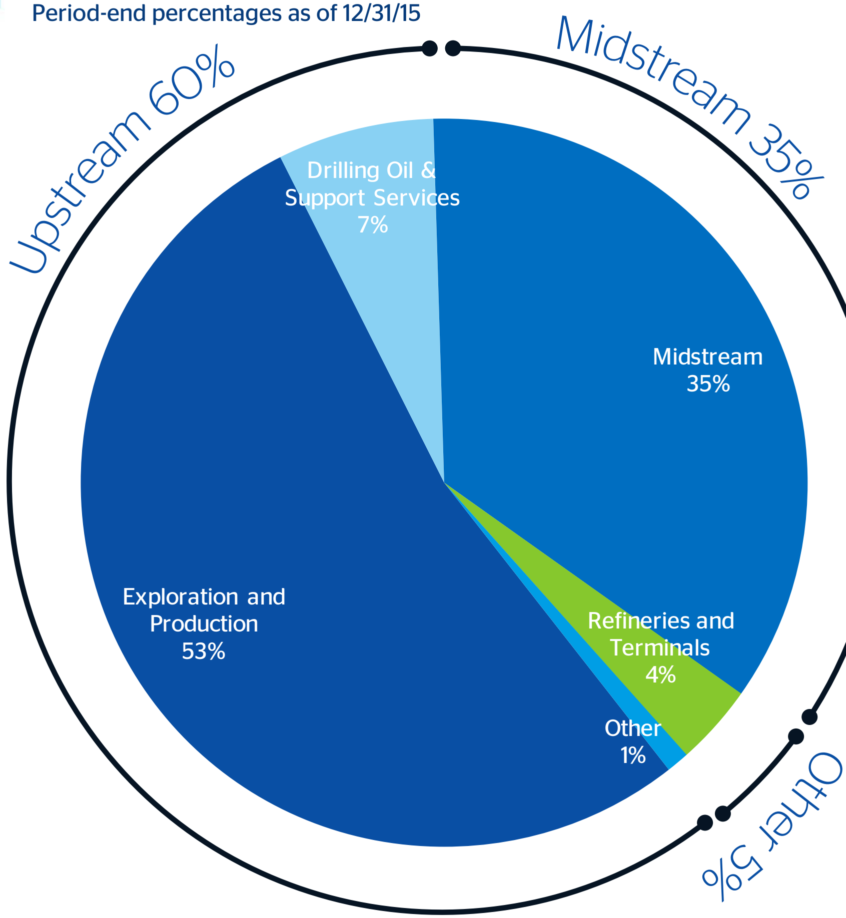
Oil & Gas: Conservative Portfolio Composition

Additional Oil & Gas Breakout

Period-end percentages as of 12/31/15



Key Points

1. **Experienced** energy lending team in place since 1994
2. **In-house engineering staff with average 20 years experience.** Currently, employ four engineers and three engineer techs
3. **Over 87% of** Exploration and Production balances are **secured by engineered reserves**
4. **Balanced portfolio** representing **~50%** Crude Oil and **~50%** Natural and Liquid Natural Gas*

Prudent underwriting guidelines has resulted in conservative Energy portfolio

*based on clients that have provided detailed engineering information and when applying the bank's current pricing policies.

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Oil & Gas: Growth in Energy Driven by Midstream

4

Oil & Gas Sector Loan Growth

$ in Billions. Period-end balances

Sector	4Q14		4Q15		YoY Change Loans	
	Loans	Non-accrual	Loans	Non-accrual	$	%
Exploration and Production	2,257	0	2,041	92	-216	-10%
Drilling Oil & Support Services	242	5	267	0	25	10%
Midstream	950	0	1,356	0	406	43%
Refineries and Terminals	124	1	138	1	14	11%
Other	38	0	39	0	1	3%
Total	**3,612**	**6**	**3,840**	**93**	**228**	**6%**

Key Point

Scheduled draws from project finance loans related to Natural Gas Liquefaction facilities drove Midstream growth.

In-line with broader market, anticipate moderating Midstream growth as scheduled LNG project loans near completion

LNG: Liquefied Natural Gas

Oil&Gas: Favorable Risk Profile

Energy Exposure Among Regional Banks

Regional Banks that have publicly disclosed energy Criticized Loans

Publicly Traded Banks with Energy Exposure Greater than 3%

Firm	Energy Loans as % of Total	Exposure (% of Funded Energy Loans)					% Criticized Loans	% ALLL Coverage
		Exploration & Production	Mid-stream	Down-stream	Drilling & Support Services	Other		
Peer 1	19.1%	82%	6%	-	9%	3%	10.5%	2.9%
Peer 2	15.3%	71%	10%	-	16%	4%	9.1%	3.1%
Peer 3	10.0%	52%	7%	21%	21%		28.6%	5.0%
Peer 4	8.6%	87%	13%	-	-	-	22.7%	2.3%
Peer 5	7.1%	70%	-	-	14%	14%	16.9%	2.7%
Peer 6	6.4%	31%	23%	5%	39%	2%	23.0%	5.0%
Peer 7	6.3%	70%	16%	-	14%	-	40.0%	4.0%
BBVA Compass	6.3%	53%	35%	4%	7%	1%	16.3%	2.3%
Peer 8	4.8%	47%	18%		36%		22.0%	3.9%
Peer 9	4.0%	100%	-	-	-	-	27.9%	5.6%
Peer 10	3.1%	35%	16%	3%	39%	6%	32.5%	6.0%

Key Points

1. Loans rated special mention or lower in this portfolio were only 16.3%, comprised of 4.3% rated special mention and 12.0% rated substandard or lower.
2. ALLL Coverage ratio for Energy book 2.3%[1]
3. Minimal exposure to Oilfield Services companies with **no nonaccrual loans from that sector at year-end.**

Small Exposure to Drilling Oil and Support Services

1 Does not include any portion of the allowance that has not been identified by the Company as related to a specific loan category

Data as of 4Q15; Numbers may not round to 100% due to rounding

Source: Company Filings, J.P. Morgan Research; Regional Banks for Peer purposes include BOK, CFR, HBHC, LTXB, TCBI, ZION, CMA, IBKC, ASB, RF

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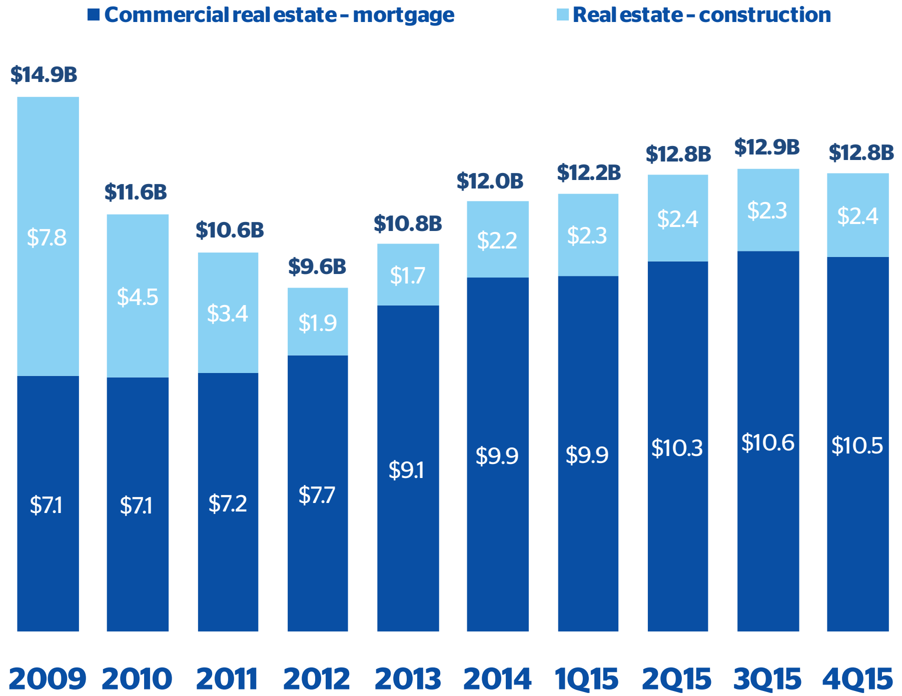
Commercial Real Estate Profile

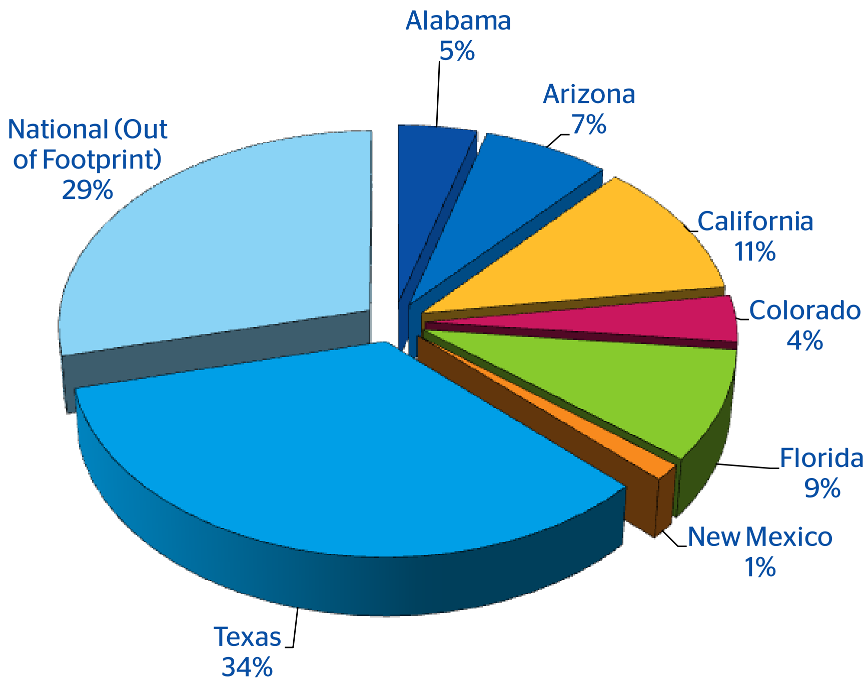
4

CRE Portfolio Historical Perspective



$ in Billions. Period-end balances

CRE Composition by Geography



% based on 4Q15 period-end balances
Geography based on zip code of collateral
Balances shown represent CRE-Mortgage; CRE-construction available in 10-K

Recent growth across regions; diversified portfolio across segments and geographies

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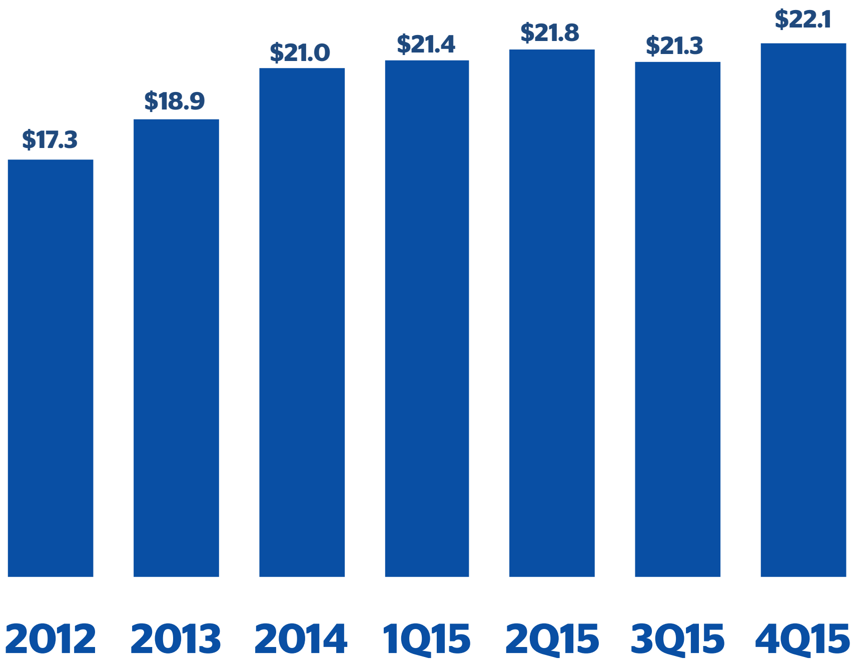
Consumer Loan Portfolio Profile

4

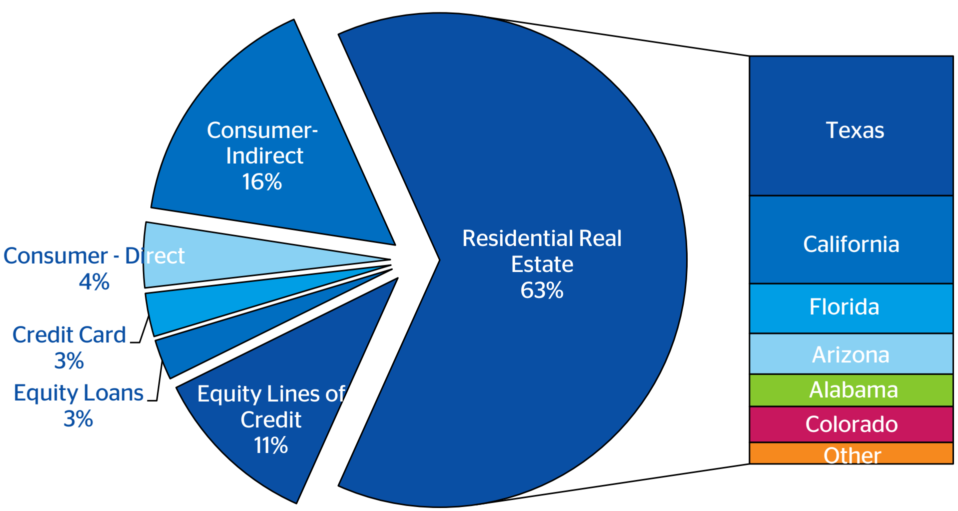
Consumer Portfolio Historical Perspective

$ in Billions. Period-end balances
Includes Residential Equity and Real-estate Mortgage



Consumer Loan Portfolio Composition

% based on 4Q15 period-end balances



Increased focus on consumer lending portfolio, recent growth driven by consumer indirect and direct lending

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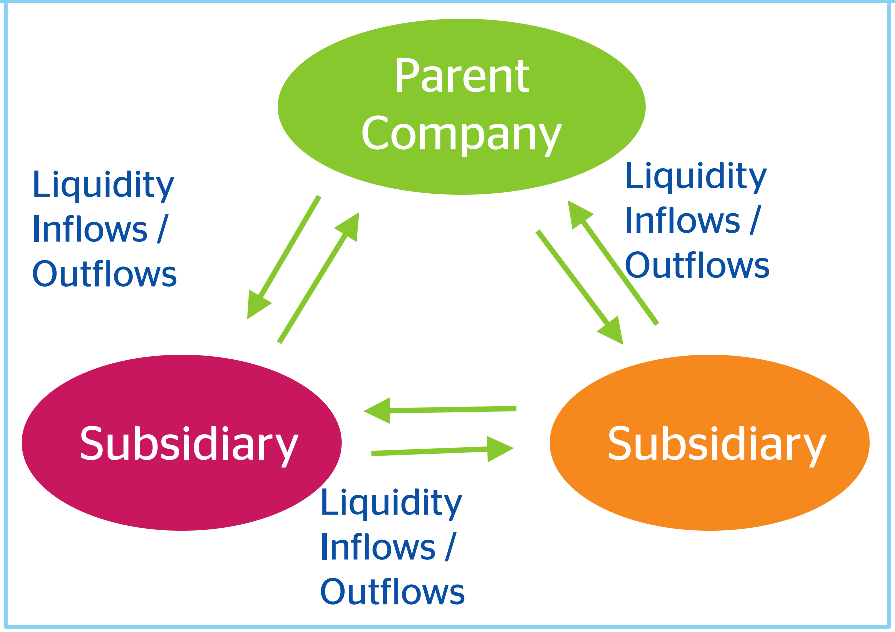
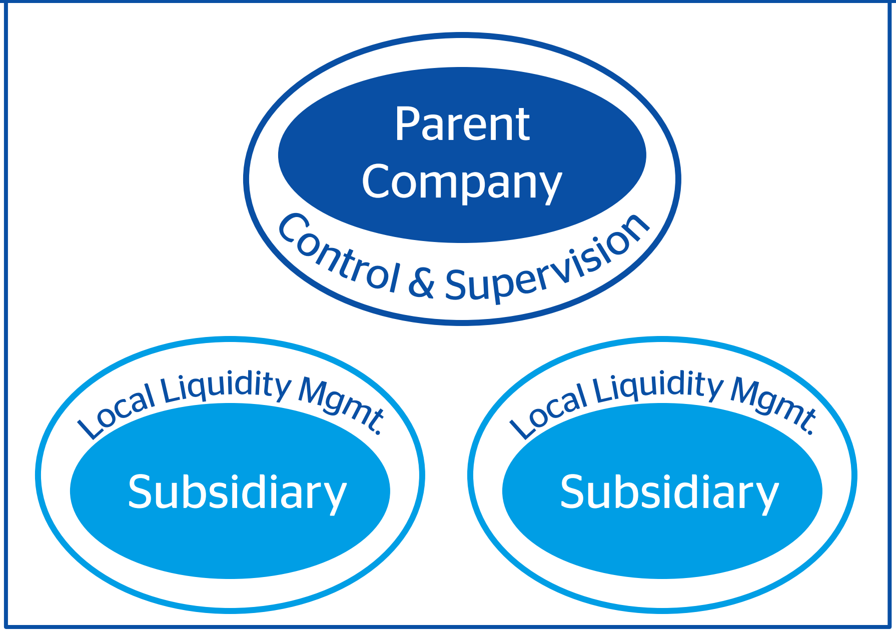
BBVA Utilizes Decentralized Management Model

5

While other business models **allowed contagion** within units…



…**BBVA's** model **ring-fences** risks within subsidiaries



Subsidiaries are separate legal entities that are incorporated locally in the countries in which they operate. "Think globally but act locally"

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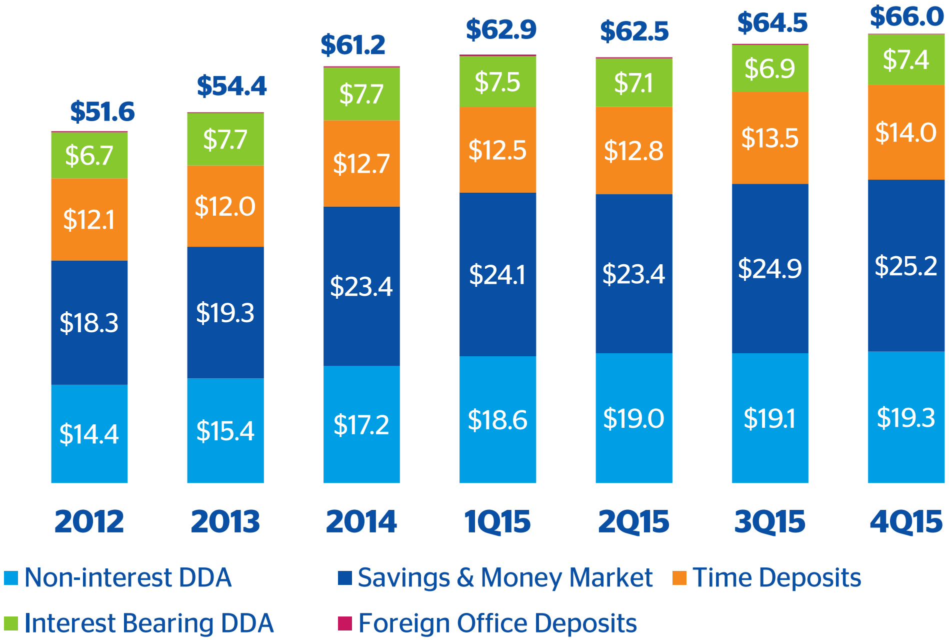
Balanced Deposit Mix

5

Historical Deposit Mix



$ in Billions. Period-end balances as of 12/31/15

Key Points

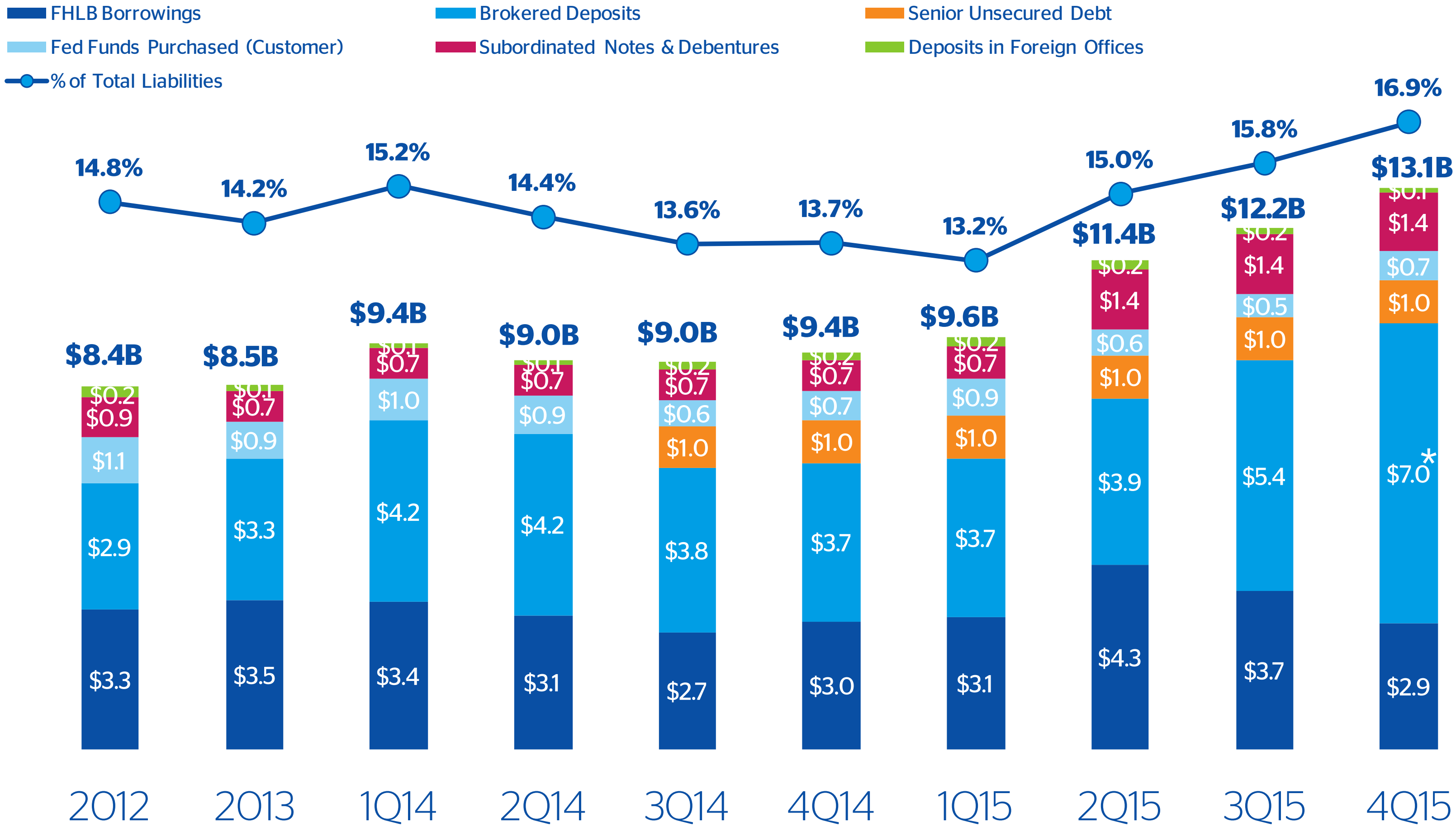
1. **Sustained growth** in non-consumer DDA across lines of business
2. **Focus on retail & transactional relationships** for favorable Liquidity Coverage Ratio (LCR) posture
3. **Attractive deposit mix**
   - 29% are noninterest bearing
4. **Deposit growth of 8% versus last year above peer average[1] of 5%**

Focus on building account base with multiple relationships

(1) Peer comparison as of 4Q15. Peer group includes: CMA, HBAN, FITB, RF, STI, SNV, USB, PNC, KEY
MTB excluded from calculation reflecting acquisition of Hudson City
DDA: Demand Deposit Account

BBVA Compass

Increased Funding of HQLA for LCR Purposes



Successful placement of senior and subordinated debt has built credit curve comparable to other large U.S. regionals

Period end balances in billions
* $0.8B of Equity Linked CDs and other deposit accounts re-classified as Brokered Deposits, prior quarters not restated.
Exclusive of BBVA Securities Inc (BSI) matched Treasury repo book
FHLB: Federal Home Loan Bank

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Strong Liquidity Profile with Large Pool of HQLA

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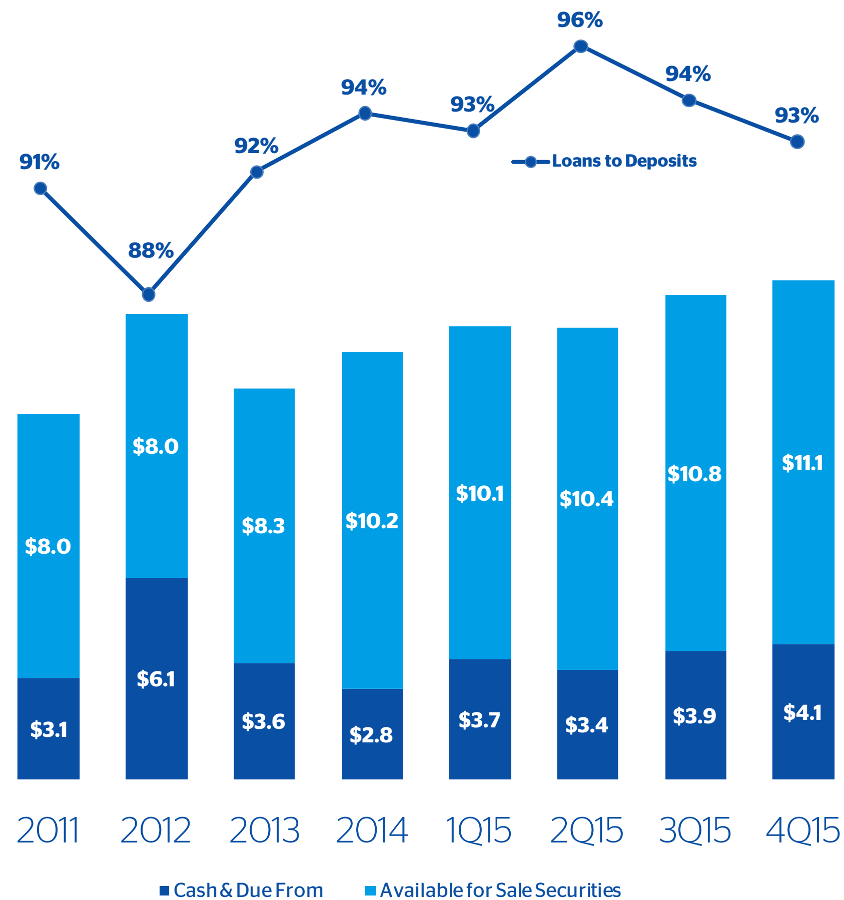
Liquidity Overview

Solid customer deposit franchise and diversified funding base.

Building significant stock of High Quality Liquid Assets (HQLA) and cash for LCR ratio in the U.S. and for BBVA Group.

For liquidity purposes, the holding company and Compass Bank are self-funded subs of BBVA Group.



[1]Period end balances in billions

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Interest Rate Sensitivity

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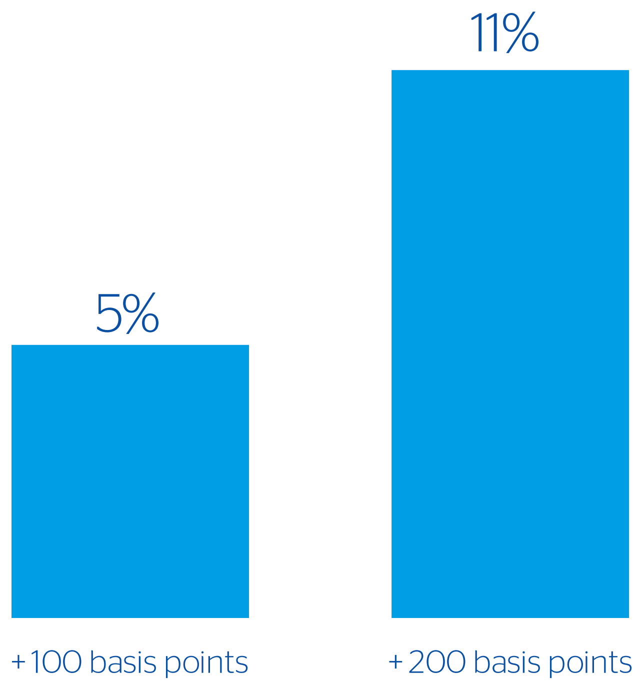
Estimated % Change in NII



Data as of December 31, 2015

Key Points

1. **Asset sensitive** ; well positioned for rising rate environment
2. **Sizable loan book tied to Libor** or other variable rates
3. **Majority of deposits are non-interest bearing or non-term with managed rates**

Asset sensitive portfolio positioned for rising rates environment

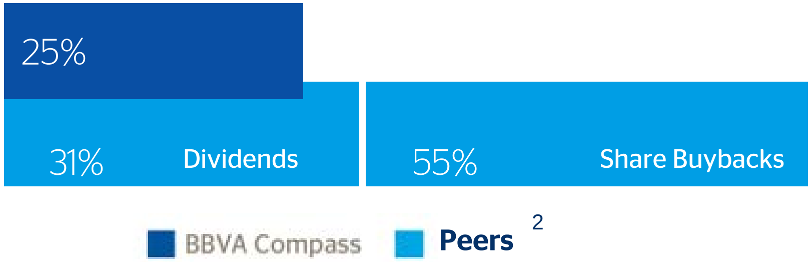
Assumes a gradual and sustained parallel shift in interest rates

Solid Capital Reflecting Improved Planning Process

Healthy Capital Ratios Distributions Limited to Dividends

4Q15 Common Equity Tier 1 (Transitional)

Capital Distributions[1]

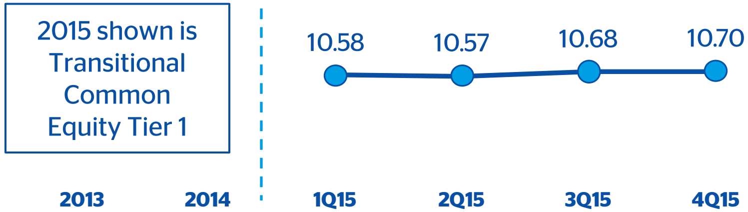


Tier 1 qualifying $230mm perpetual preferred stock issued late 4Q15

Solid Capital Ratios

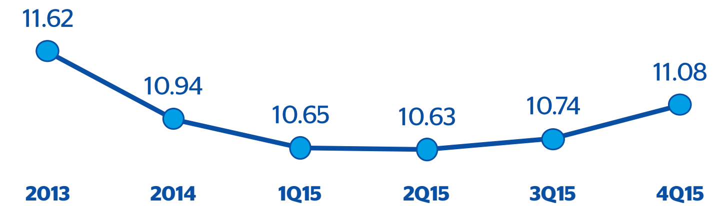
Tier 1 Common Equity Ratio (%)

Period End - Holding Company



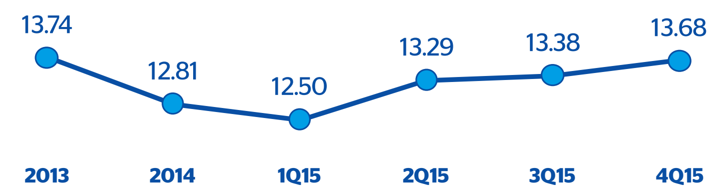
Tier 1 Capital Ratio (%)

Period End - Holding Company



Total Capital Ratio (%)

Period End - Holding Company



1 Dividend payout is from BBVA Compass Bancshares, Inc. 2015 CCAR submission request; peer ratios are based on LTM distributions as % of LTM net income.
2 Peer comparison includes: ASBC, BBT, HBAN, MTB, FITB, RF, STI, SNV, USB, PNC, KEY, WFC

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Appendix: Ratings

BBVA Compass Bancshares, Inc.

	Fitch	Moody's	S&P
Long-term	BBB+	Baa3	BBB+
Short-term	F2	-	A-2
Outlook	Stable	Stable	Negative

BBVA Compass (Compass Bank)

	Fitch	Moody's	S&P
Long-term	BBB+	Baa3	BBB+
Long-term deposit	A-	A3	NA
Subordinated debt	BBB-	Baa3	BBB
Short-term	F2	P-2	A-2
Outlook	Stable	Stable	Negative

NA – not applicable

Last Updated February 19, 2016

Ratings recently affirmed by Moody's and Standard & Poor's

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Appendix: GAAP Interest Income Reconciliation

Non-GAAP Reconcilement - Interest Income
$ in Millions

	4Q14	3Q15	4Q15
Guaranty Bank Interest Income	50	17	15
less Guaranty Bank Income Not-Covered by LSA	(34)	(5)	(4)
Covered loans	**16**	**12**	**11**
All Other Interest Income	575	612	621
plus Guaranty Bank Income Not-Covered by LSA	34	5	4
All Other Interest Income	**609**	**617**	**625**
Covered Loans	16	12	11
plus All Other Interest Income	609	617	625
Total Interest Income (GAAP)	**625**	**629**	**636**
less total interest expense (GAAP)	97	102	113
Total Net Interest Spread (GAAP)	**528**	**527**	**523**
FTE Adjustment	19	19	19
Total Net Interest Income (GAAP)	**509**	**508**	**504**

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Fixed Income Investor Call

Ed Bilek, Director Shareholder Relations
Chris Marshall, Treasurer

March 3, 2016