



GARRET R. HEGEL: Chief Financial Officer
Compass Bancshares, Inc.

EDUCATION: B.B.A., 1973, University of Wisconsin – Whitewater
Certified Public Accountant

CAREER HISTORY: Joined Compass in 1990, from U.S. Bancorp (formerly First Bank System). He was also with the accounting firm Ernst & Young from 1973-1984.

Mr. Hegel has served as the company's Chief Financial Officer since joining Compass in 1990. Mr. Hegel's responsibilities include accounting, tax, audit, budgeting, strategic planning, asset/liability management, wholesale funding, investor relations, investment operations, and investment portfolio management. In addition, Mr. Hegel also has direct oversight of Compass' credit card, debit card, dealer financial services, merchant services and mortgage banking divisions. Prior to joining Compass, Mr. Hegel served in a variety of positions at First Bank Systems including senior vice president and controller, senior vice president of finance and senior vice president of managerial accounting. Mr. Hegel also has 11 years of experience with Ernst & Young where he specialized in serving financial institutions.

Compass Financial Services 2006 Highlights

- \$5.2 billion in total average loans
- \$3.2 billion in total average indirect loans
- \$1.3 billion in total average residential mortgages
- \$537 million in total average credit cards
- \$186.5 million pretax income before charge-offs
- 23.68% return on average equity
- 0.96% net charge-off ratio
- 33.15% direct overhead ratio
- 404 average FTE
- Over 1,400 dealer clients; Currently serving 7 core states with business in 16 states
- 725,000 active debit cards
- 129,000 active consumer & business credit cards

Compass Bank is a Sunbelt-based financial institution which operates 420 full-service banking centers including 166 in Texas, 90 in Alabama, 76 in Arizona, 44 in Florida, 33 in Colorado and 11 in New Mexico. Compass Bank is a subsidiary of Compass Bancshares, Inc., a wholly-owned subsidiary of BBVA (NYSE: BBV) (MAD: BBVA). BBVA is a global financial services company with more than \$698 billion in total assets, 44 million clients, 7,900 branches and approximately 111,000 employees in more than 30 countries. When combined with BBVA's three other U.S. banking companies, Compass will rank as the largest regional bank in the Sunbelt region and among the top 25 banks in the U.S. by total deposits.

