

# 2Q 2021 INVESTOR PRESENTATION



# Macroeconomic Updates

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## Global Growth

- Global **economic data continued to be strong**, led by developed countries
- Global GDP forecast for 2021 at **5.6% (WB) to 6.0% (IMF)**
- Strong **growth has led to higher inflation**
- The Fed is keeping monetary **policy rate accommodative**, with interest rates projected to increase starting 2023

## Domestic Growth

- **Philippines GDP growth weaker** than initially expected with the slow reopening of the economy
- **Broad-based downward revision** of 2021 GDP forecasts, with lower estimates at 4.5% to 6.0%
- Progress in the vaccination rollout will help restore business and consumer confidence

## Interest Rates & Monetary Policy

- Monetary **policy rate left unchanged** at 2% despite inflation hovering above the 4% target in the past six months
- **Yield curve steepened** -- lower short-term rates on accommodative monetary policy, and higher medium to long terms rates on increasing inflation expectations

## Mobility Restrictions & Vaccination

- **Covid-19 cases declined in NCR** while infections surged in the provinces
- Vaccination continues to gain speed; at current rate, **herd immunity may be achieved in Jan 2023**
- Mobility restrictions were eased in NCR, June **mobility index suggests highest activity since the start of the year**

# Performance Highlights

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# Performance Highlights



## Growth

- Results highlight the strength of our **diversified business model**
- Performance has been **enhanced by our digital capabilities** and our client's strong digital adoption

## Profitability

- **Solid fee income** from market-leading businesses mitigates impact of lower net interest income
- Controlled cost to income ratio from **efficiency gains**
- **Improved profitability** with ROE at 8.44% and ROA at 1.10%

## Asset Quality

- **Resilient asset quality**
- **Declining cost of credit**
- NPL ratio at 2.94%; and very comfortable **loss coverage** at 120.3%

## Strength

- Strengthened balance sheet
- **Capital ratios further improved** with continued organic growth
- CET1 at 17.04% and CAR at 17.91%

# Profitability – 1H



In P bn	△		
	1H 2020	1H 2021	YoY
Net Interest Income	36.25	33.87	-6.6%
Non-Interest Income	15.33	14.25	-7.1%
Trading Income	6.78	2.52	-62.9%
Non-Trading Income	8.55	11.73	37.2%
Revenues	51.58	48.12	-6.7%
Operating Expenses	23.38	24.10	3.0%
PPOP	28.20	24.02	-14.8%
Provisions	14.66	6.50	-55.7%
NIBT	13.54	17.52	29.4%
Taxes	1.76	5.60	217.6%
Net Income	11.68	11.82	1.2%

## HIGHLIGHTS

- Increase in net income due to lower provisions
- Record high fee income, up 37%
- 1H21 net income inclusive of tax adjustments due to CREATE Law
- Operating expenses include increase in volume-related expenses and technology investments

# Profitability – 2Q



In P bn	2Q 2020*	1Q 2021	2Q 2021	△ QoQ	△ YoY
Net Interest Income	18.21	16.86	17.01	0.9%	-6.6%
Non-Interest Income	8.69	7.45	6.80	-8.7%	-21.7%
Trading Income	4.66	1.74	0.78	-55.1%	-83.3%
Non-Trading Income	4.03	5.71	6.02	5.5%	49.5%
Revenues	26.90	24.31	23.81	-2.0%	-11.5%
Operating Expenses	11.29	11.82	12.28	3.9%	8.8%
PPOP	15.62	12.49	11.54	-7.6%	-26.1%
Provisions	10.54	3.60	2.90	-19.4%	-72.5%
NIBT	5.08	8.89	8.63	-2.8%	70.0%
Taxes	-0.35	3.86	1.73	-55.1%	602.0%
Net Income	5.29	5.00	6.82	36.3%	28.8%

Highest quarterly income since the start of the pandemic

## QUARTER-ON-QUARTER

- Sequential increase in net income, up 36.3% on lower provisions and lower tax bill

## YEAR-ON-YEAR

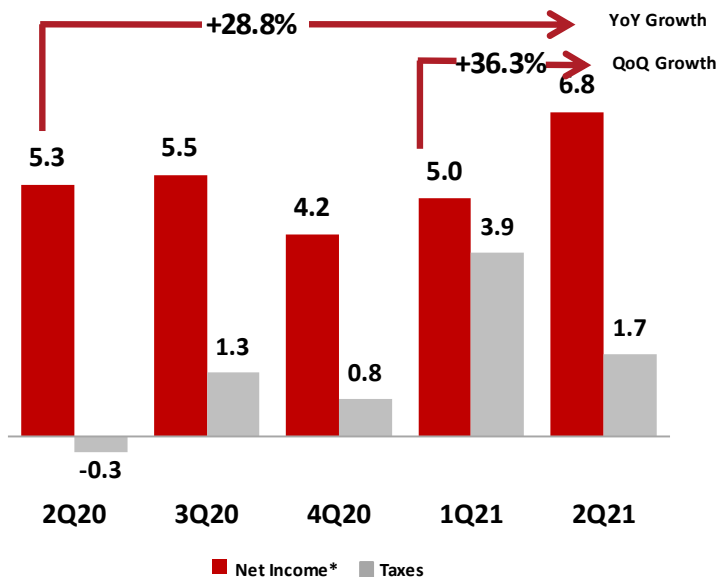
- Strong fee income, up 49.5%
- Lower provisions
- Net Income up 28.8%

\* 2Q20 restated with impact of discontinued operation arising from BPICTL transaction

# Profitability Metrics

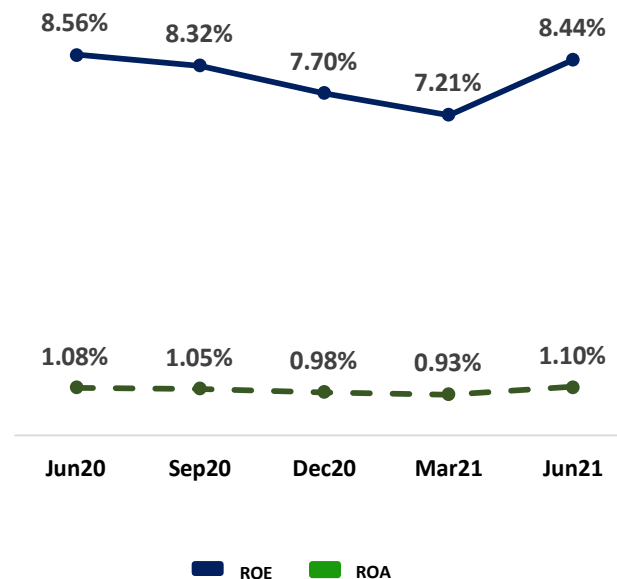


Net income driven by lower credit cost, higher fee income, and normalized taxes



Amounts in Pbn

ROE and ROA improved after four successive quarters of decline



\* 2Q20-3Q20 restated with impact of discontinued operation arising from BPICTL transaction



# Balance Sheet



Modest increase in assets and deposits QoQ

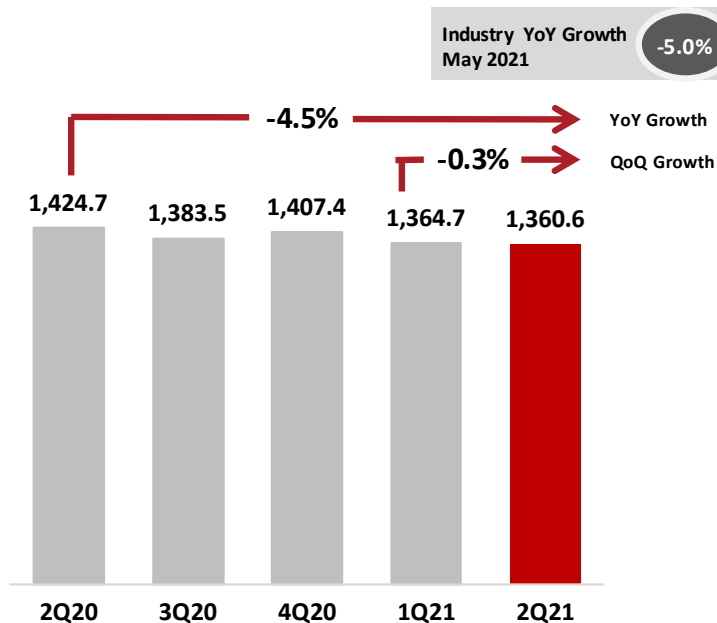
	Jun-20	Mar-21	Jun-21	△	
				QoQ	YoY
<b>Total Assets</b>	2,246.0	2,164.4	2,178.8	0.7%	-3.0%
<b>Due from BSP</b>	295.3	189.4	216.5	14.3%	-26.7%
<b>Net Loans</b>	1,424.7	1,364.7	1,360.6	-0.3%	-4.5%
<b>Securities</b>	356.0	430.2	420.5	-2.3%	18.1%
<b>Borrowings</b>	125.3	131.2	131.4	0.1%	4.8%
<b>Deposits</b>	1,762.9	1,672.1	1,684.4	0.7%	-4.5%
<b>LDR</b>	80.82%	81.62%	80.78%	-0.8%	-0.0%

Amounts in Pbn

# Loan Book and NIM

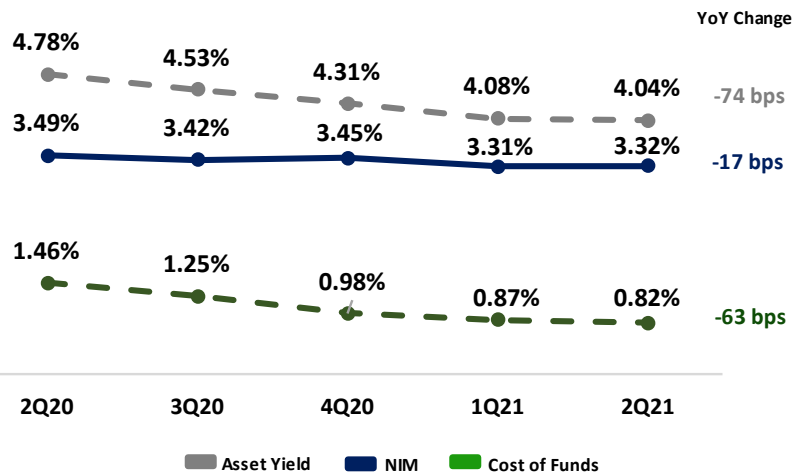


Loan book stabilized in June



Amounts in Pbn

NIM improved after successive quarters of decline

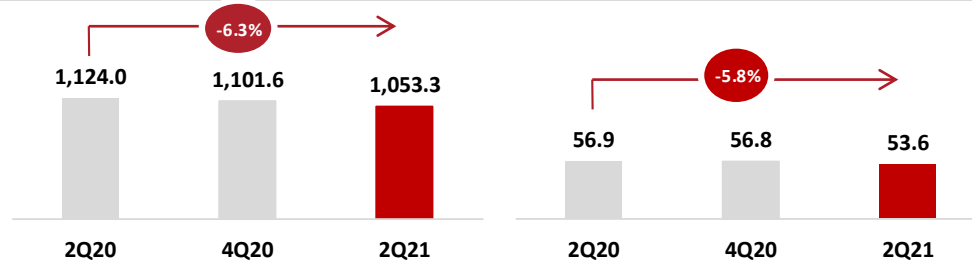


# Loan Portfolio per Segment



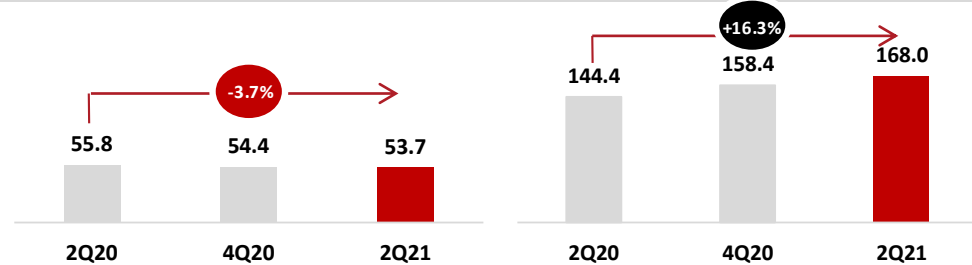
## CORPORATE SME

### Corporate & SME



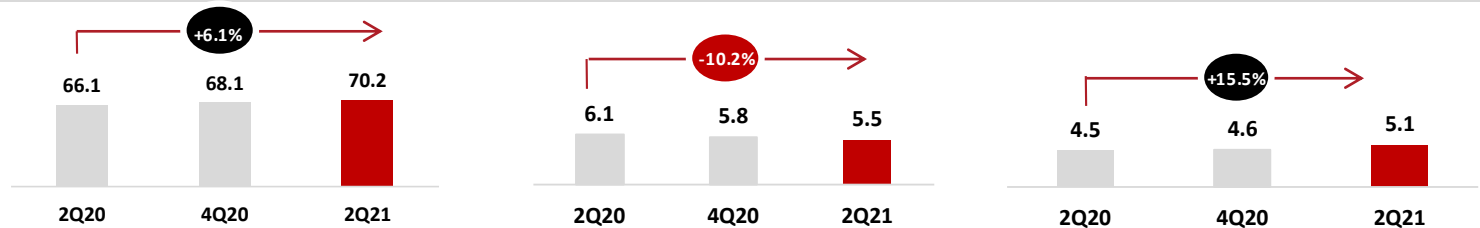
## AUTO MORTGAGE

### Core Retail



## CREDIT CARDS PERSONAL LOANS MICROFINANCE

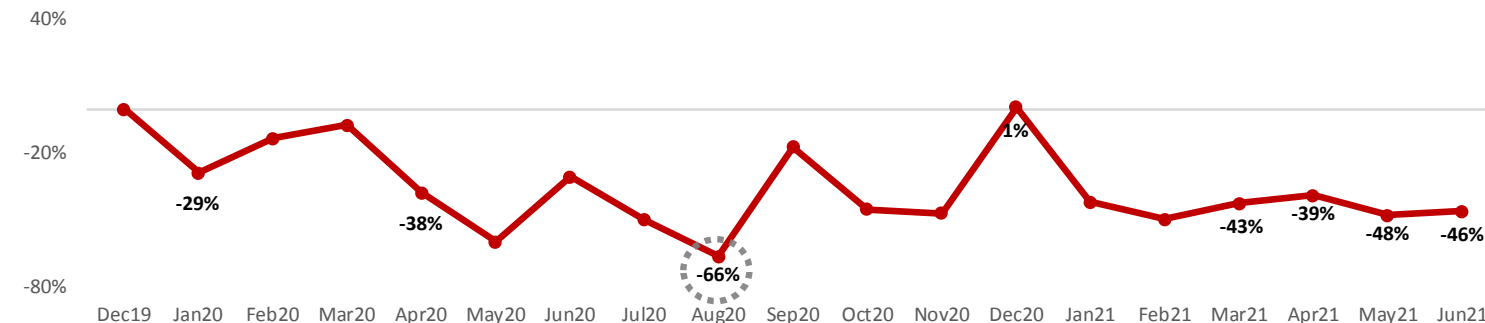
### Mass Retail



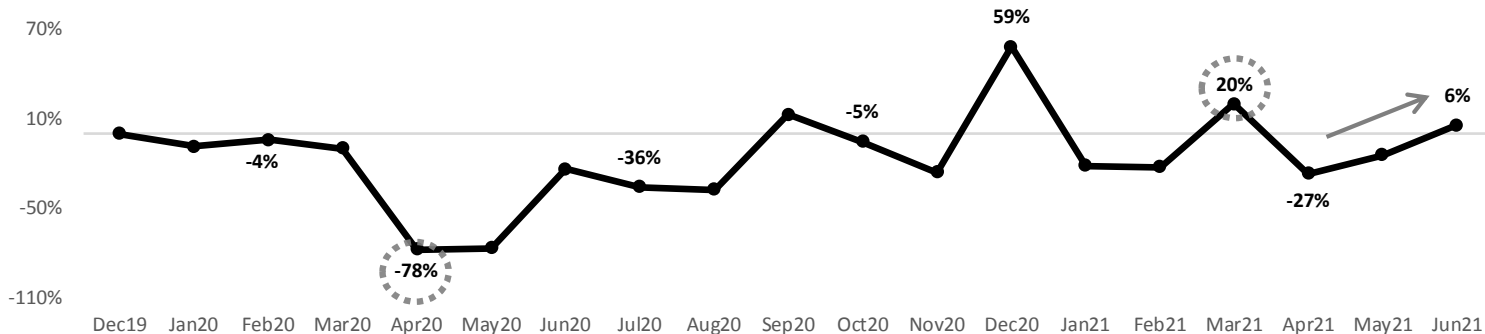
# Loan Releases – Corporate & SME

Monthly loan releases indexed to 2019 monthly average releases

## Corporate



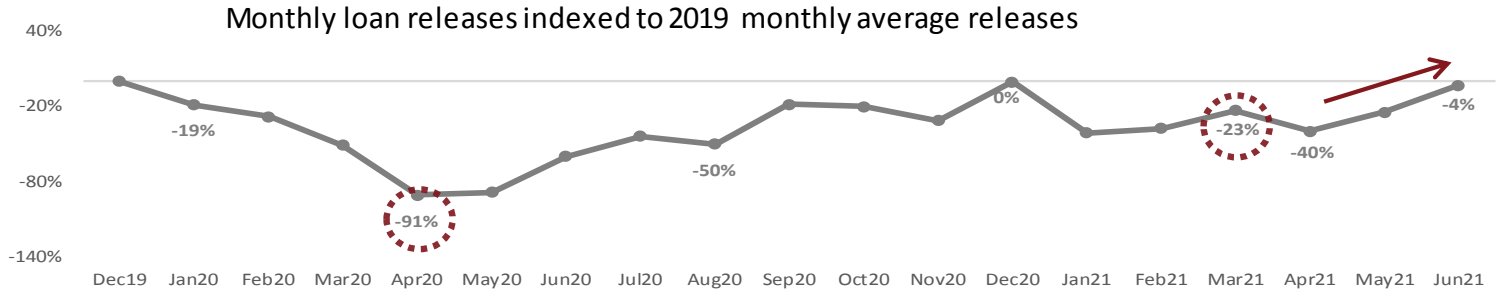
## SME



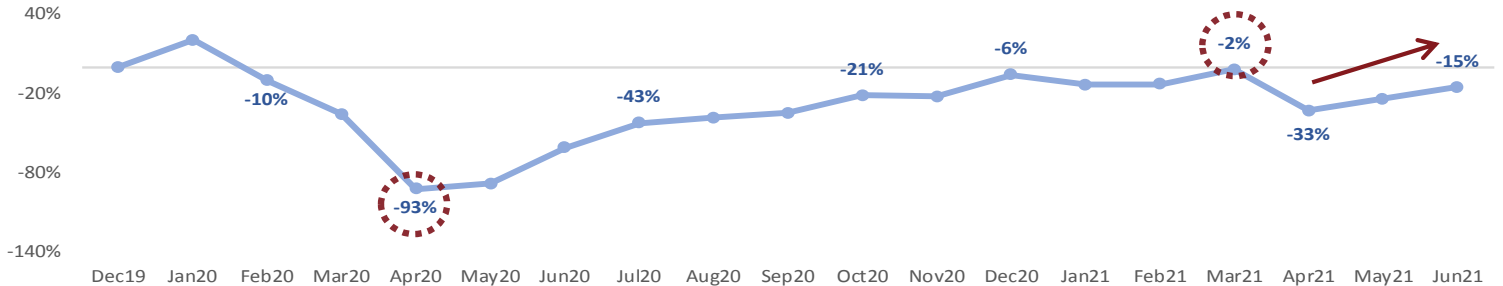
# Loan Releases – Consumer



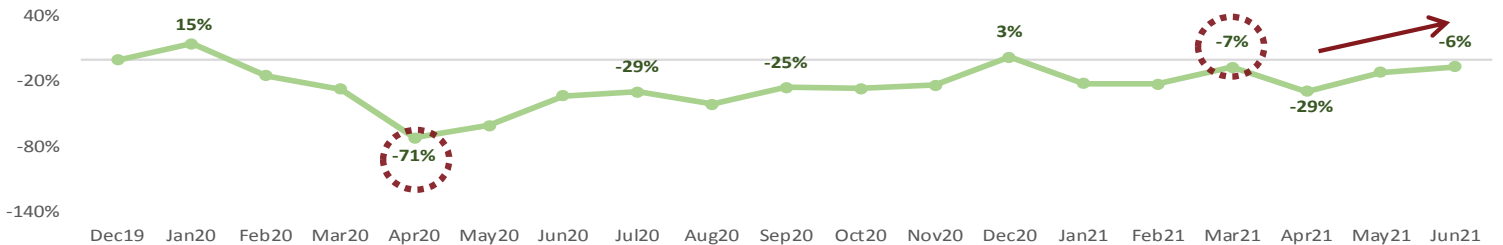
## Mortgage



## Auto



## Credit Card Billings



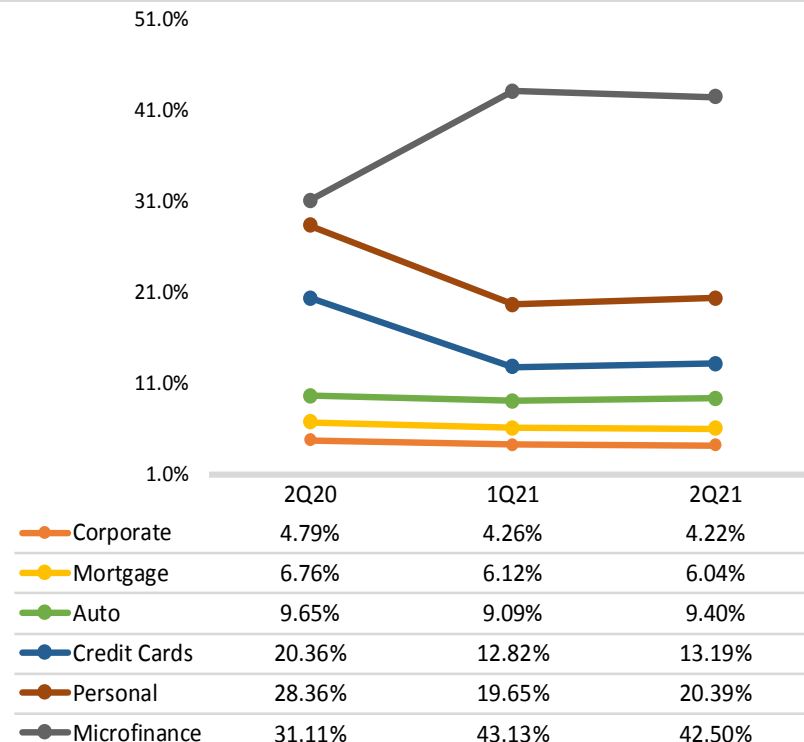
# Loan Portfolio Mix and Asset Yields



Shifting the portfolio mix - increasing allocation to high-margin consumer and SME loans

Gross Customer Loans	2019	2020	2Q21
Corporate	76.2%	76.0%	74.7%
SME	4.1%	3.9%	3.8%
Consumer	19.4%	19.8%	21.1%
Auto	3.9%	3.7%	3.8%
Mortgage	10.0%	10.9%	11.9%
Credit Cards	5.1%	4.7%	5.0%
Personal Loans	0.4%	0.4%	0.4%
Microfinance	0.3%	0.3%	0.4%
<b>Total Loans</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

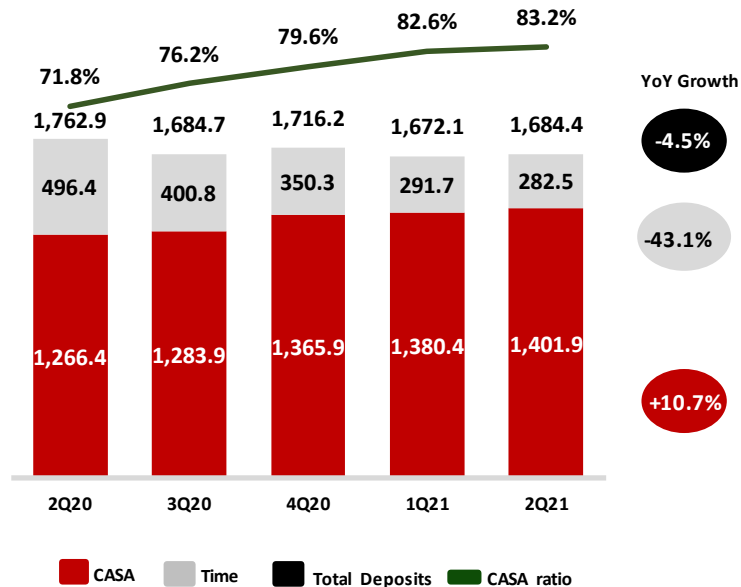
Improvement in asset yield from changes in the loan mix and recovery in loan yields



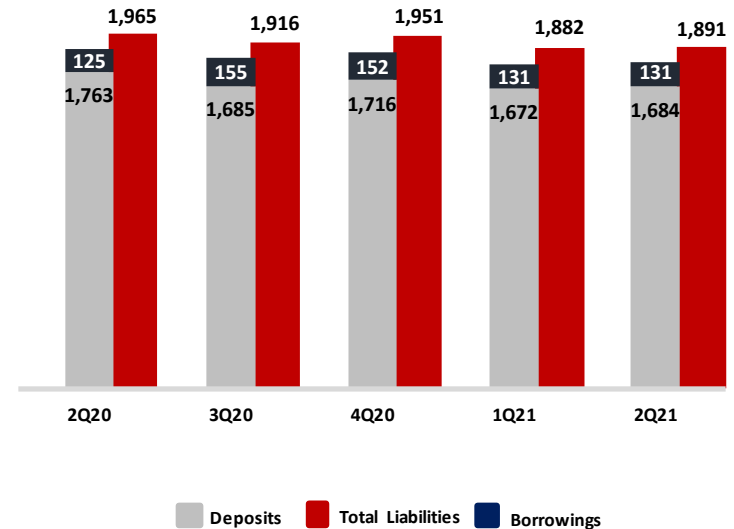
# Funding and Cost of Funds



Stable funding from solid retail deposit base with high level of CASA



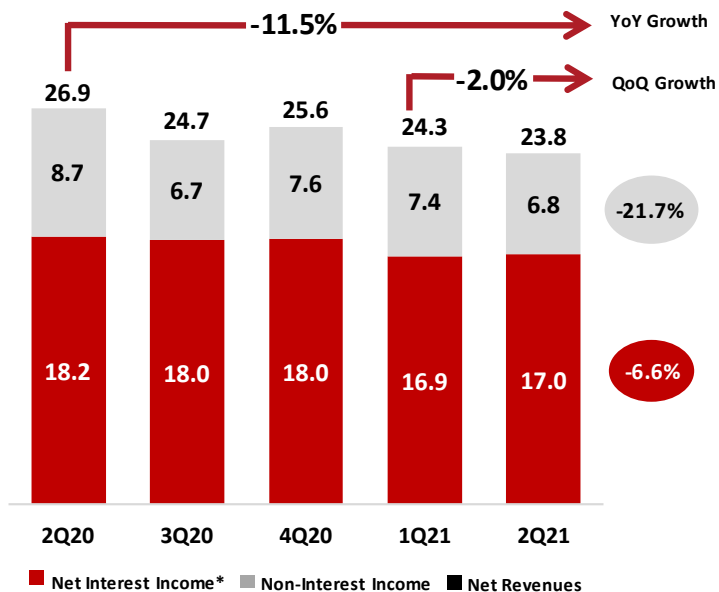
Improvement in cost of funds from lower cost of deposits and maturity of higher-cost borrowings



# Non-Interest Income

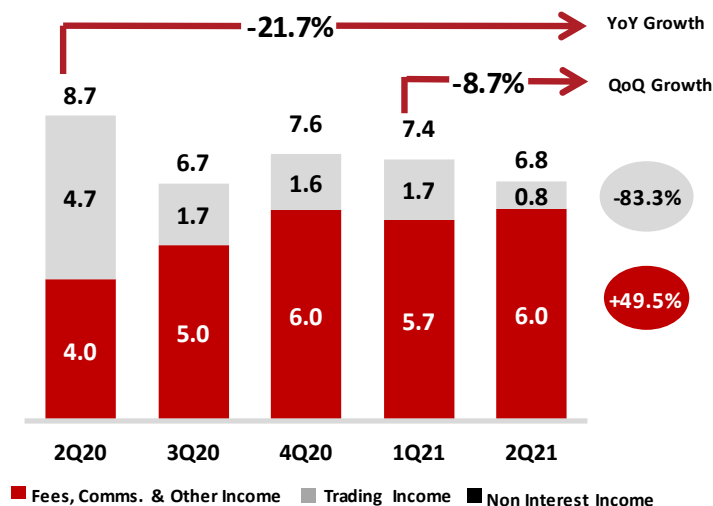


Non-interest income declined due to lower trading income



Amounts in P bn

Strong rebound in fees and commissions mitigates the impact of lower trading gains



Amounts in P bn

\* Includes DST; Net of GRT

Note: 2Q20-3Q20 restated with impact of discontinued operation arising from BPICTL transaction



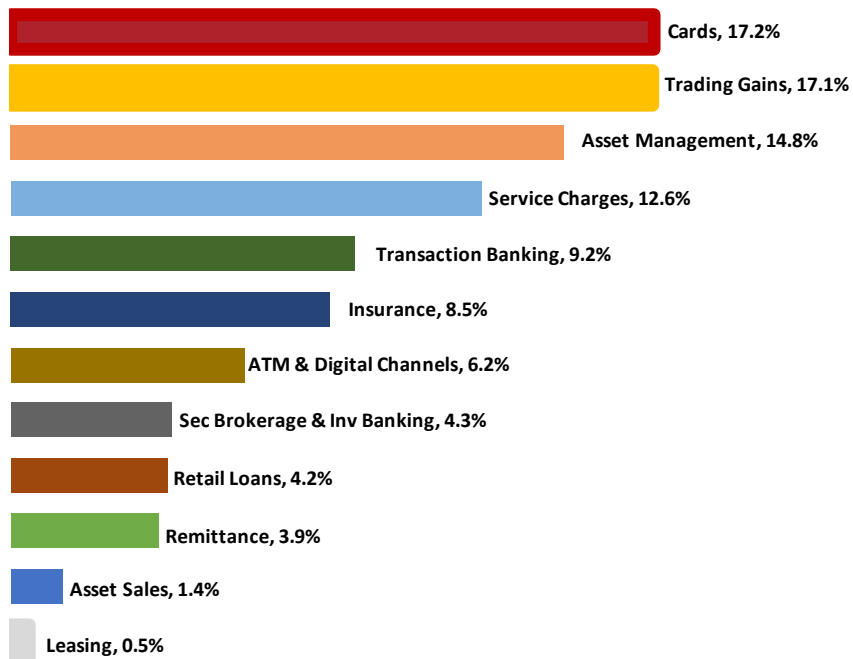
# Fee Income



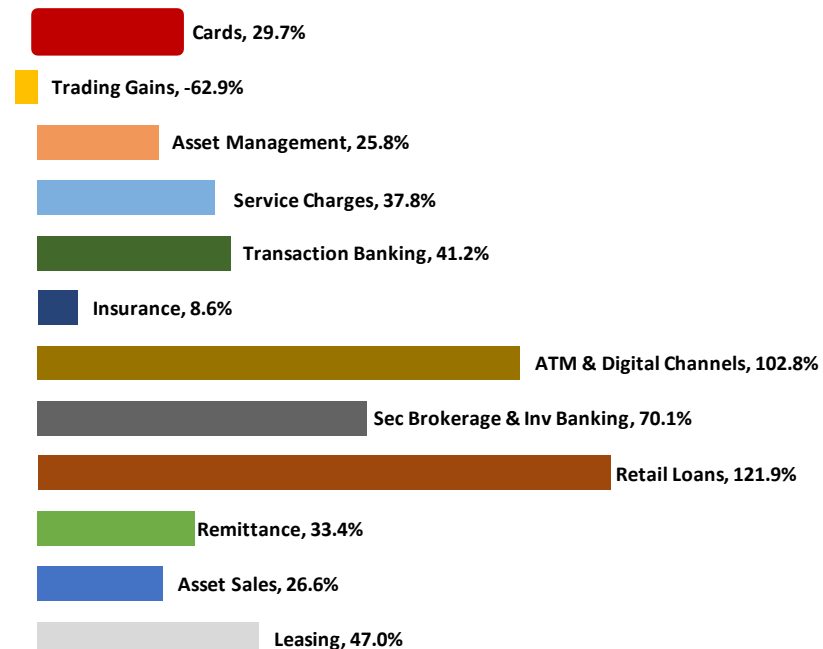
1H21 fee income at record high; diversified businesses captured growth as the economy recovers

All fee-based businesses reported strong performance

% Contribution to 1H21 Non Interest Income\*



YoY Growth: 1H21 vs 1H20

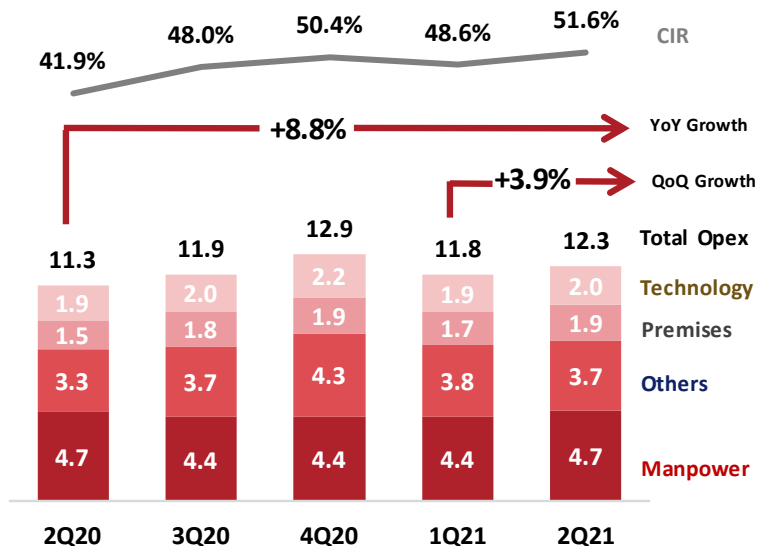


# Operating Expenses



Increase in operating expenses due to higher tech spend and volume-related expenses

Amounts in Pbn



Continued progress in efficiency initiatives through digitalization

	2Q20	1Q21	2Q21
1. Headcount	21,349	19,949	19,782
2. Total no. of local branches (Physical Locations)			
-BPI and BFB*	868	862	846
-BanKo	300	306	307
3. No. of total transactions <i>in Mn</i>	43.95	46.67	47.49
4. % of digital transactions	90.3%	90.0%	91.2%
5. No. of Active Users <i>in Mn</i>	2.30	2.85	2.93

\* BPI+BFB licenses and co-located branches:

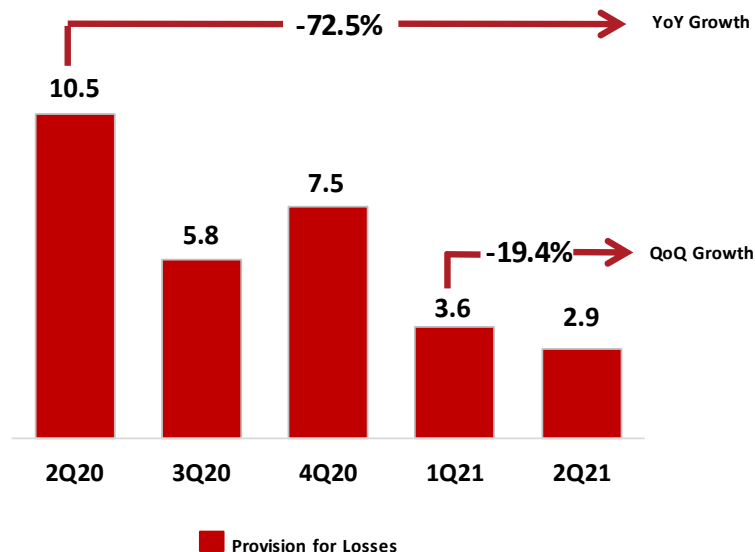
2Q21: 869, 23; 1Q21: 869, 7; 2Q20: 869, 1

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# Asset Quality



Lowest provision in the past five quarters reflects improving outlook on asset quality



Amounts in P bn

Asset quality stays resilient and compares favorably with the banking system averages

	2Q20	4Q20	2Q21
1. Cost of credit	2.03%	1.96%	0.94%
2. NPL ratio	2.78%	2.68%	2.94%
3. Coverage ratio	92.47%	115.21%	120.30%
4. Restructured Loans Ratio	0.05%	1.10%	1.82%

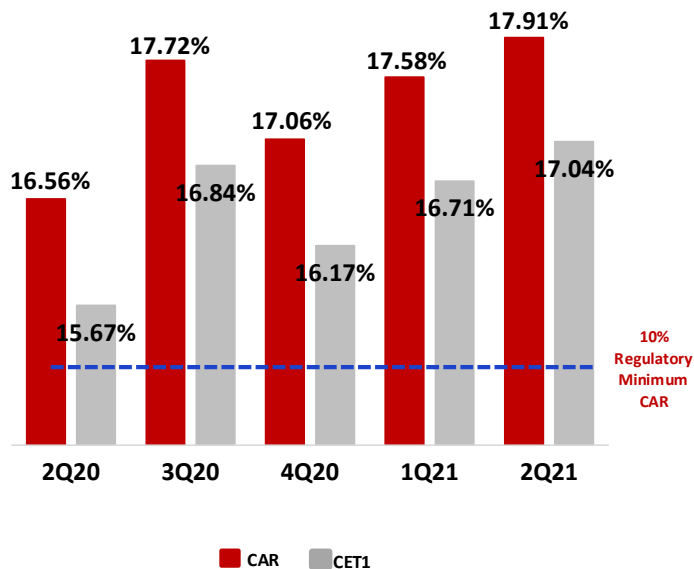
Industry Data, as of June 2021

NPL Ratio	4.6%	Coverage Ratio	82.4%	Restructured Loan Ratio	3.0%
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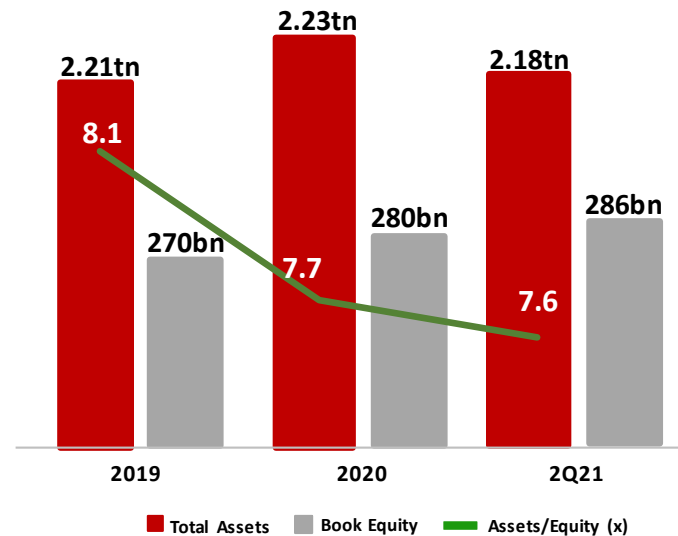
# Capital Position



Strong capital position further improved with earnings accretion and declining RWA



Leverage prudently managed



# Sustainable Banking



*Mission: We are committed to Responsible Banking and Responsible Operations*

**Becoming the most financially inclusive Bank**



A subsidiary of BPI

**2<sup>nd</sup> among microfinance banks**, after CARD MRI, 17% market share



As of Dec-20

More than **145,000 SEME's** supported by BanKo through **Php 18 billion** cumulative microfinance loans since 2016

### Robust Business Model

	As of Jun-21
Range of Rates	3.5-4.4% per mo
NPL Ratio	17.0%
Active Borrowers	119.5K
Branches and Branch-Lite Units	307
Manpower	2,836



**BanKo Mobile App:**  
Digitalizing Microfinance

**Embedding ESG in our culture**



**Board approval of the BPI Sustainability Agenda**

**ESG KRA Setting of our Short, Medium-, and Long-term Goals**



**Sustainability Training for all employees**

- Online courses
- Learning bytes/webinars



**BPI Foundation**

- Projects & Initiatives
- BPI Bayan: employee volunteerism

**Making commitments for a better Philippines**



**1st Philippine bank to sign up as a supporter of the Task-Force on Climate-related Financial Disclosures**

**Preparation of first TCFD disclosure**



**Zero-out coal financing by 2032**

**No additional commitments to finance greenfield coal power generation projects**



## PROFITABILITY

- 1 Core Income** : lower net interest income on muted loan demand but NIM may have bottomed
- 2 Non-Interest Income** : record fee income reflecting broad-based recovery
- 3 Operating Expenses**: driven by tech spend and growth in volume of transactions
- 4 Provisions**: lowest since the pandemic, reflecting slower NPL formation

## BALANCE SHEET

- 1 Loans** : consumer loan releases approximating pre-COVID levels
- 2 Asset Quality** : resilient and better than banking system averages
- 3 Deposits** : strong CASA growth from solid retail base
- 4 Capital** : further improved and supportive of strategic growth opportunities

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# **Appendices**

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# Macroeconomic & Industry Indicators



Indicators, as of end-of-period in %, except USD/PHP	2017	2018	2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021
GDP Growth (YoY)	6.7	6.2	5.9	-0.7	-16.9	-11.6	-8.3	-4.2	
Current Account (% to GDP)	-0.7	-2.7	-0.1	0.3	5.3	4.8	3.9	-0.7	
Inflation	2.9	5.2	2.5	2.5	2.5	2.3	3.5	4.5	4.1
M3 Growth (YoY) <sup>1</sup>	11.9	9.5	11.5	12.8	14.5	12.2	9.6	8.4	4.7
90D T-bill - average	2.0	5.1	3.1	3.2	2.5	1.3	1.0	1.0	1.2
Overnight RRP	3.0	4.8	4.0	3.6	2.7	2.3	2.0	2.0	2.0
BVAL - 3 months	2.4	5.8	3.2	3.3	1.9	1.2	1.1	1.3	1.2
BVAL - 10 years	5.7	7.1	4.5	4.9	2.8	3.0	3.0	4.4	3.9
USD/PHP	49.923	52.724	50.744	51.044	49.851	48.465	48.036	48.466	48.544

Industry, as of end-of-period Amounts in Php Bn	2017	2018	2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021	May 2021
Total Assets	15,166.16	16,916.14	18,338.24	18,404.05	18,627.17	18,724.80	19,457.05	19,439.94	19,536.48
Customer Loans <sup>2</sup>	8,865.60	9,215.26	10,082.25	10,159.24	9,949.40	9,647.61	9,804.64	9,587.63	9,602.92
Deposits	11,726.97	12,764.13	13,669.47	13,917.91	14,262.65	14,377.42	14,895.02	15,006.01	15,113.52
Capital	1,756.79	2,068.10	2,318.65	2,301.38	2,370.40	2,407.52	2,431.12	2,458.23	2,498.64
Assets Growth (YoY)	11.6%	11.5%	8.4%	8.1%	8.0%	5.9%	6.1%	5.6%	4.1%
Loan Growth (YoY)	16.5%	13.7%	9.4%	10.9%	6.2%	0.5%	-2.8%	-5.6%	-5.0%
Deposits Growth (YoY)	11.6%	8.8%	7.1%	9.6%	10.9%	9.5%	9.0%	7.8%	5.7%
Capital Growth (YoY)	13.5%	17.7%	12.1%	7.4%	7.7%	6.7%	4.9%	6.8%	5.2%

Source: Bangko Sentral ng Pilipinas & Philippine Statistics Office

<sup>1</sup> As of May 2021

<sup>2</sup> Customer Loans (Loans and Receivables, net of Allowance for Credit Losses)

# Historical Milestones of BPI



- Founded in **1851**, as Banco Español Filipino de Isabel II, by Catholic charities
  - Antonio de Ayala inaugural member of board
- Named **Bank of the Philippine Islands** (Banco de las Islas Filipinas) after Treaty of Paris (1898)
- **Ayala y Compañía** (present day Ayala Corp.) assumes strategic stake in 1969
- **Morgan Guaranty Trust Company** purchases stake in People's Bank, a predecessor, in 1974



*Pesos Fuertes, 1883*



*BPI Iloilo, 1897*



*BPI ₱10 note, 1933*

## Strategic Partnerships formed over the years, actively entering into diverse business joint ventures in the last decade

Year	Firm	Description
1974	People's Bank & Trust	Retail banking
1981	Commercial Bank & Trust	Expands BPI's middle market presence
1982	Ayala Inv & Dev't (AIDC)	Adds investment banking—precursor of BPI Capital
1982	Makati Leasing	JV with U.S. Leasing—precursor of BPI Leasing
1984	Family Bank & Filinvest Credit	Expands consumer banking franchise
1996	CityTrust Banking Corp.	Former Philippine retail operations of Citibank
2000	Far East Bank & Trust	Consolidation
2000	Ayala Life, FGU Insurance	BPI becomes first bancassurance platform in Philippines
2001	DBS Philippines	Consumer and middle markets
2002	BPI/MS	51%-owned non-life insurance JV with Mitsui Sumitomo,
2005	Prudential Bank	Expands BPI's middle market presence
2009	BPI-Philam Life Assurance	49%-owned life insurance JV with Philam Life
2009	BPI Globe BankO	Microfinance JV with Globe Telecom, Ayala Corp
2011	ING Asset Management	Trust & investment management
2014	Century Tokyo Leasing	51%-owned leasing JV with Century Tokyo Leasing
2015	Global Payments	49% JV with Global Payments
2016	BPI Direct BankO	BPI acquires 100% of BPI Globe BankO, merges with BPI Direct

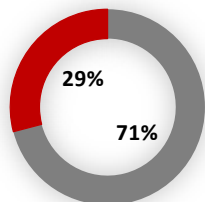
# BPI at a glance



- ✓ The first bank in the Philippines and Southeast Asia, and the longest tenured bank with almost 170 years of continuous operating history, with highly reputable shareholders, the largest of which include the Ayala Group, the Roman Catholic Church and GIC
- ✓ Award winning, universal banking franchise licensed by the Bangko Sentral ng Pilipinas, offering a broad range of financial solutions catering to both retail and corporate clients
- ✓ Customer base has almost doubled since 2010 to 8.3 million customers in June 2021 owing to the Bank's strong brand recognition

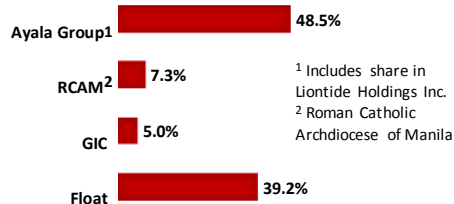
## Ownership Structure

June 30, 2021 Citizenship Profile



■ Filipino ■ Non-Filipino

June 30, 2021 Shareholder Profile



## Investment Information

### Fundamentals

Stock Price	P88.70 per share
BV per share	P63.34
P-B Ratio	1.4x
P-E Ratio	20.0x
Dividends	P1.80 per share
Market Cap	P400.31

### Trading Fact Sheet

Type	Common
Stock Ticker	BPI
ISIN	PHY0967S1694
Exchange	Philippine Stock Exchange
Par Value	10.00
Outstanding Shares	4,513,128,255
Foreign Ownership	29%

## Investment Ratings

### Credit Ratings

S&P	BBB+	Long term Issuer Credit Rating	Nov 2020
Moody's	baa2	Baseline Credit Assessment	May 2021
Fitch	BBB-	Long term Issuer Default Rating	July 2021
Capital Intelligence	BBB	Long term Foreign Currency	July 2021

### ESG Ratings

MSCI	BBB	June 2021
Sustainalytics	27	Sep 2020

# Operating Franchise



*BPI has a leading deposit franchise and expansive reach through its network of traditional channels and unparalleled digital banking platform*

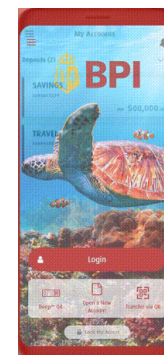
One of the largest branch & ATM networks (as of June 2021)

Main Operating Business Segments

BPI's digital banking platform is amongst the best in the country



**1,179 Branches:**  
**872 BPI/BFB<sup>1</sup>**  
**307 BanKo<sup>2</sup>**  
**2,535 ATMs & CAMs**  
**19,782 Employees**



**Digital Channels**  
*As of June 2021*

**Enrollments**  
4.5 mn

**Active Users<sup>3</sup>**  
2.9 mn

**#7** finance app on



**#17** finance app on



<sup>1</sup> 869 local branches (total branch licenses) and 3 international offices;  
Total physical locations is 845, with 24 branches co-located

<sup>2</sup> Branches and branch-lite units (BLUs), <sup>3</sup> Rolling 3 months on a growing client base

# Financial Highlights



	Jun 2020	Dec 2020	Jun 2021	Δ YoY	Δ YTD
<b>Balance Sheet (in P bn)</b>					
Assets	2,246.0	2,233.4	2,178.8	-3.0%	-2.4%
Net Loans	1,424.7	1,407.4	1,360.6	-4.5%	-3.3%
Deposits	1,762.9	1,716.2	1,684.4	-4.5%	-1.9%
CASA	1,266.4	1,365.9	1,401.9	10.7%	2.6%
Capital	278.8	279.8	285.8	2.5%	2.1%
AUM	923.2	1,049.6	1,087.2	17.8%	3.6%

				Δ bps	
<b>Key Metrics</b>					
Quarter NIM	3.49%	3.45%	3.32%	(17)	(13)
Quarter Asset Yield	4.78%	4.31%	4.04%	(74)	(27)
Quarter Cost of Funds	1.46%	0.98%	0.82%	(64)	(16)
Quarter Cost to Income	41.95%	50.36%	51.56%	961	120
YTD Cost of Deposits	1.36%	1.12%	0.60%	(76)	(52)
YTD Cost to Assets	2.17%	2.20%	2.24%	7	4
YTD ROE	8.56%	7.70%	8.44%	(12)	75
YTD ROA	1.08%	0.98%	1.10%	2	12
CASA Ratio	71.84%	79.59%	83.23%	1,139	364
Loan-to-Deposit Ratio	80.82%	82.01%	80.78%	(4)	(123)
Credit Cost	2.03%	1.96%	0.94%	(110)	(102)
NPL Ratio	2.78%	2.68%	2.94%	16	26
NPL Coverage Ratio	92.47%	115.21%	120.30%	2,783	509
CAR	16.56%	17.06%	17.91%	135	85
CET1	15.67%	16.17%	17.04%	137	87

	2Q 2020	4Q 2020	1Q 2021	2Q 2021	Δ QoQ	Δ YoY
<b>Profitability (in P bn)</b>						
Net Interest Income	18.2	18.0	16.9	17.0	0.9%	-6.6%
Non-Interest Income	8.7	7.6	7.4	6.8	-8.7%	-21.7%
Revenues	26.9	25.6	24.3	23.8	-2.0%	-11.5%
Operating Expenses	11.3	12.9	11.8	12.3	3.9%	8.8%
Pre-provision Operating Profit	15.6	12.7	12.5	11.5	-7.6%	-26.1%
Net Income	5.3	4.2	5.0	6.8	36.3%	28.8%

# Financial Highlights (in USD)



	Jun 2020	Dec 2020	Jun 2021	Δ YoY	Δ YTD
<b>Balance Sheet (in USD bn)</b>					
Assets	45.1	46.5	44.9	-0.4%	-3.5%
Net Loans	28.6	29.3	28.0	-1.9%	-4.3%
Deposits	35.4	35.7	34.7	-1.9%	-2.9%
CASA	25.4	28.4	28.9	13.7%	1.6%
Capital	5.6	5.8	5.9	5.3%	1.1%
AUM	18.5	21.8	22.4	20.9%	2.5%

				Δ bps	
<b>Key Metrics</b>					
Quarter NIM	3.49%	3.45%	3.32%	(17)	(13)
Quarter Asset Yield	4.78%	4.31%	4.04%	(74)	(27)
Quarter Cost of Funds	1.46%	0.98%	0.82%	(64)	(16)
Quarter Cost to Income	41.95%	50.36%	51.56%	961	120
YTD Cost of Deposits	1.36%	1.12%	0.60%	(76)	(52)
YTD Cost to Assets	2.17%	2.20%	2.24%	7	4
YTD ROE	8.56%	7.70%	8.44%	(12)	75
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	2Q 2020	4Q 2020	1Q 2021	2Q 2021	Δ QoQ	Δ YoY
<b>Profitability (in USD mn)</b>						
Net Interest Income	365.4	375.7	347.8	350.4	0.7%	-4.1%
Non-Interest Income	174.3	157.9	153.7	140.1	-8.8%	-19.6%
Revenues	539.7	533.6	501.5	490.5	-2.2%	-9.1%
Operating Expenses	226.4	268.7	243.9	252.9	3.7%	11.7%
Pre-provision Operating Profit	313.3	264.9	257.6	237.6	-7.8%	-24.2%
Net Income	106.1	88.2	103.2	140.4	36.1%	32.3%

# BPI Management Team



Effective April 22, 2021



**Jose Teodoro**  
**"TG" Limcaoco**  
*President & CEO*

**13 years with BPI**

- Elected President and CEO on April 22, 2021
- Previously served as President of BPI Family Bank from 2010-2015
- Former President of BPI Capital Corporation from 2007-2010
- Officer-in-Charge for Ayala Life Assurance, Inc. in 2009 and Director and Chairman of Ayala Plans, Inc. in 2010-2011



**Tere Marcial**  
*EVP & CFO*

**26 years with BPI**

- Chief Finance Officer and Head of Strategy and Finance since April 2017
- Serving on the Board of BPI Europe, PLC., BPI MS, BPI Global Payments, BPI Payment Holdings
- Previously served on the BPI Trust Committee and Board of BPI Investment Management, Inc.
- Previously held senior positions in Corporate Banking and Asset Management & Trust
- 26 years of banking experience



**John-C Syquia**  
*EVP*

**5 years with BPI**

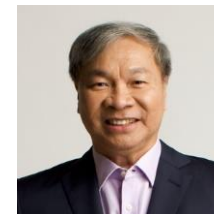
- Head of Corporate Banking since January 2018
- Former President of BPI Capital Corp.
- Previously, Country Head of Corporate Clients for Standard Chartered Bank, Head of Corporate Finance at ING Bank Manila, and Head of Strategy and Business Development at ING Asia Pacific Ltd
- Over 29 years of experience in financial services



**Jojo Ocampo**  
*EVP*

**25 years with BPI**

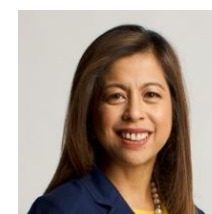
- Head of Mass Retail, Former Chief Marketing Officer
- Serving on the Boards of BPI Payment Holdings Inc, BPI Global Payments, BPI Direct Banko, AF Payments Inc, and Zalora
- Previously held several positions in Unsecured Lending Cards, Payments, Remittances, Deposits, Kiosk Banking & Customer Segments
- 25 years of banking experience



**Mon Jocson**  
*EVP & COO*

**5 years with BPI**

- Chief Operating Officer since January 2019, and Head of Enterprise Services
- Formerly Vice President & General Manager of IBM Global Services and Managing Director of IBM Philippines
- Served on the Economic Development Board of Singapore
- Vice-Chairman, CyberSecurity Committee of the Bankers Association of the Philippines



**Ginbee Go**  
*BFB President*

**17 years with BPI**

- President of BPI Family Savings Bank since June 2017
- Headed Credit Cards, Payments and Unsecured Lending, Preferred and Personal Segments, and Retail Loans in her 17 years with BPI
- Director of Transunion Phils & Chairman of BPI Payment Holdings, Inc.
- Secretary & Trustee of Chamber of Thrift Banks
- 20 years of banking experience

# BPI Management Team



Effective April 22, 2021



**An-an King**  
SVP

35 years with BPI

- Head of Branch Sales and Service Channels since October 2018
- Served as BFB Director (2015-2017), Chairman of BPI Remittance Centre (HK) Ltd. (2016-2018)
- Chair, Unibank WoW Committee and Excellence Retail Awards Committee
- 35 years of banking experience



**Eric Luchangco**  
SVP

7 years with BPI

- Head of Business Banking since June 2019
- Previously headed Corporate Credit Products Group, was head of Debt Capital Markets for BPI Capital and served on the Board of BPI Securities
- Previously worked with Daiwa Capital Markets
- 24 years of experience in financial services



**Sheila Tan**  
AMTC President

7 years with BPI

- Joined BPI Asset Management and Trust Corp in 2017; Chief Operating Officer (2017-2018)
- Previously headed Strategic Advisory at BPI Capital (2013-2017)
- Former Co-Managing Director of Ayala Group Legal and Chief Legal Counsel of Ayala Land, Inc
- In the practice of law for more than 26 years



**Dino Gasmen**  
SVP & Treasurer

7 years with BPI

- Assumed position of Treasurer and Head of the BPI's Global Markets in January 2020
- Chairman of BPI's Asset & Liability Committee
- 17 years in HSBC Manila with stints in the UK, Indonesia, and Vietnam
- 27 years of banking experience



**Cathy Santamaria**  
SVP & CMO

9 years with BPI

- Chief Marketing Officer since November 2018
- Previously segment head of Globe Telecom Touch Mobile and Mobile Business
- Former Marketing Director, Kraft Food Philippines; Kraft Foods International Head of Business Development and General Manager
- Vice President, Bank Marketing Association of the Philippines (2018)
- Over 31 years of marketing experience



**Jovi Alonso**  
SVP & CCO

24 years with BPI

- Chief Credit Officer since January 2017
- Previously involved in Corporate Relationship Management Asian Corporations and PEZA Divisions
- Serving on the Boards of BPI Century Tokyo Lease & Rental Corps
- Formerly Japan Desk Head in the World Corporation Group of Citibank, N.A. Manila Branch
- 31 years of banking experience



**Mayette Gayares**  
SVP & CRO

36 years with BPI

- Chief Risk Officer since January 2018, Former Chief Compliance Officer (2012-2017)
- Member, Risk Management Committee of the Bankers Association of the Philippines
- Previously served as Director and Treasurer of ABCOMP, Voting Member of the Bankers Institute of the Philippines
- 36 years of banking experience



# BPI Sustainable Funding Framework

## USE OF PROCEEDS

**Green Bond** : used for eligible green projects e.g. Renewable Energy, Energy Efficiency, Sustainable Water, Pollution Prevention/Control & Green Buildings

**Social Bond** : eligible social projects e.g MSME Lending

## MANAGEMENT OF PROCEEDS

Internal systems for:

- **tracking of proceeds**
- policy for deployment of **unallocated proceeds**
- **substitution of assets**



## PROJECT EVALUATION AND SELECTION

Involves:

- Pre-qualification
- Inclusion in the Green and Social Finance Portfolio
- Governance by **Sustainable Funding Committee**

## REPORTING

- **Annual** progress and impact reporting
- **External audit** on BPI's reporting and management of proceeds in accordance with this Framework

# Awards and Recognitions



## Institutional

<p>Best Sustainable Bank 2021</p>	<p>Best Trade Finance Bank 7<sup>th</sup> consecutive year 2021</p>	<p>Best IR Program: 5<sup>th</sup> in All-Asia 3<sup>rd</sup> in Small &amp; Midcap 2020</p>	<p>Best FX Bank Corporates, Fis-4<sup>th</sup> win Retail Clients-3<sup>rd</sup> win 2021</p>
<p>Best Trade Finance Provider - PH 2021</p>	<p>Best Bank in the Philippines 2020</p>	<p>Best Cash Management 2021</p>	<p>Best Sustainable Bank 3<sup>rd</sup> Best in Corporate Governance 2020</p>
<p>WWF Sustainability Trailblazer Award (Phils) 2020</p>	<p>House of the Year - PH Bank Risk Manager of the Year 2020</p>	<p>ASEAN Asset Class PLC Awards 98.08 Regional Assessment 2019</p>	<p>Golden Arrow Awardee 2019</p>
<p>People's Choice Awards 2020</p>	<p>Best FX Bank for CCS, IRS, Forward &amp; Options Hedging 2020</p>	<p>Best of Southeast Asia BPI Capital 2020</p>	<p>Best Social Bond BPI CARE Bonds 2020</p>

## BPI Foundation

<p>Most Distinguished Corporate Partner 2020</p>	<p>WWF Climate Support Award (Phils) 2020</p>	<p>Outstanding Achievement in Advocacy Marketing 2019</p>
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## Bancassurance

<p>Best Life Insurance Company in the Phils. BPI-Philam Life Assurance Corp. 2020</p>
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## BPI AMTC

<p>Best Overall Asset &amp; Fund Manager 2021</p>	<p>Best Asset Manager (Fixed Income &amp; Equity) 2021</p>	<p>Sustainable Investing as Asset Management Company of the Year (Highly Commended)</p>	<p>Best Asset Manager Philippines (4<sup>th</sup> straight win)</p>	<p>Best Managed Fund of the Year – Dollar Equity Fund 2020</p>
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## BPI Capital

<p>Best Investment Bank Best Equity and Debt Market House 2021</p>	<p>Best Investment Bank 3<sup>rd</sup> consecutive year 2021</p>
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## BPI Family Savings Bank

<p>Best SME Bank in PH 8<sup>th</sup> win in 15 years 2021</p>
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As of June 30, 2021