



Macroeconomic Updates



Economic Highlights



Global Growth

- **Global growth has moderated** but positive direction still intact
- Global GDP forecast for 2021 at 5.9% (IMF)
- **Inflation has increased**, driven by firming demand, input shortages, and increasing commodity prices.
- Major central banks have indicated **exit from monetary policy accommodation**

Domestic Growth

- **Phil growth forecasts were revised downwards**
- GDP growth forecast for 2021 at 4.0%
- **Vaccination remains key** to the economy's safe reopening

Interest Rates & Monetary Policy

- Monetary **policy rate left unchanged** to support growth
- Long-term inflation expectations stayed relatively anchored
- **Yield curve continued to steepen** -- lower short-term rates on accommodative monetary policy, and higher medium to long terms rates on increasing inflation expectations

Mobility Restrictions & Vaccination

- **Covid-19 infections may have passed their peak**; fast decline in cases noted in the NCR
- Improved speed of vaccination helped in the decline; **herd immunity may be achieved in April 2022**
- Targeted mobility restrictions are enforced in the NCR; October mobility index suggests **activity is back to highest since the start of the year**

Performance Highlights



Performance Highlights



Growth

- Sustained growth in **customer acquisition** and **customer engagement**
- Focus on accelerating the Bank's **digital transformation**

Profitability

- **Strong fee income growth** as the economy reopens
- Controlled cost due to **efficiency gains**

Asset Quality

- Improving in asset quality with **lower NPL** and **higher loss coverage ratio**
- **Declining cost of credit**

Strength

- Strong **balance sheet** and **high liquidity ratios**
- **Accreted capital**, with hefty buffer to invest in growth initiatives

Profitability – 9M



In P bn	9M 2020*	9M 2021	Δ YoY
Net Interest Income	54.22	51.17	-5.6%
Non-Interest Income	21.99	20.45	-7.0%
Trading Income	8.52	3.32	-61.0%
Non-Trading Income	13.47	17.13	27.2%
Revenues	76.21	71.62	-6.0%
Operating Expenses	35.25	36.49	3.5%
PPOP	40.96	35.13	-14.2%
Provisions	20.47	10.25	-49.9%
NIBT	20.49	24.88	21.4%
Taxes	3.11	7.24	132.8%
Net Income	17.17	17.47	1.8%

HIGHLIGHTS

- Earnings growth driven by lower provisions
- Fee income, up 27%
- Modest increase in operating expenses mainly on technology investments
- Excluding tax adjustments due to CREATE Law, 9M21 net income would have been higher by 11%
- 9M21 ROE at 8.25% and ROA at 1.07%

* 9M20 restated with impact of discontinued operation arising from BPICTL transaction

Profitability – 3Q



In P bn	3Q 2020*	2Q 2021	3Q 2021	Δ QoQ	Δ YoY
Net Interest Income	17.97	17.01	17.30	1.7%	-3.7%
Non-Interest Income	6.66	6.80	6.20	-8.8%	-6.8%
Trading Income	1.74	0.78	0.80	2.9%	-53.8%
Non-Trading Income	4.92	6.02	5.40	-10.3%	9.8%
Revenues	24.63	23.81	23.51	-1.3%	-4.5%
Operating Expenses	11.86	12.28	12.39	0.9%	4.5%
PPOP	12.76	11.53	11.11	-3.7%	-12.9%
Provisions	5.81	2.90	3.75	29.2%	-35.5%
NIBT	6.95	8.63	7.36	-14.7%	5.9%
Taxes	1.35	1.73	1.64	-5.2%	22.0%
Net Income	5.50	6.82	5.66	-17.0%	3.0%

QUARTER-ON-QUARTER

- Sequential increase net interest income and trading income
- Higher provisions to further strengthen loss coverage ratio

YEAR-ON-YEAR

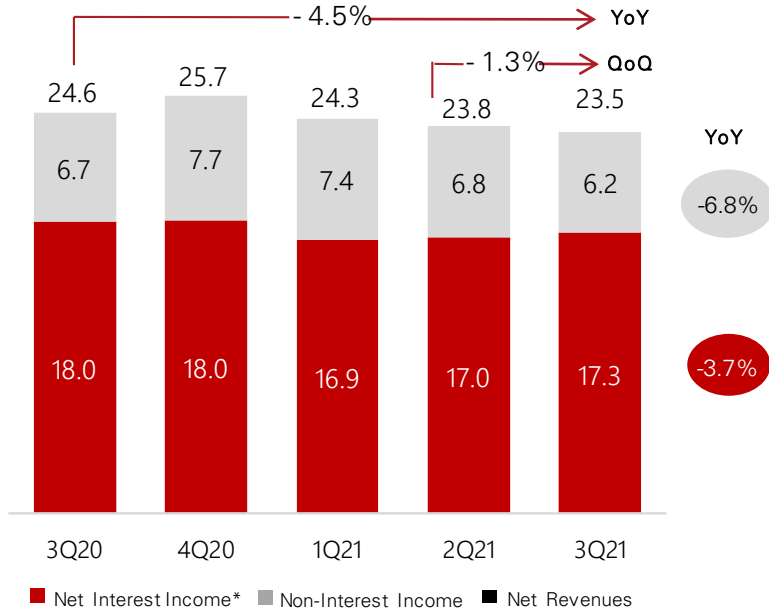
- Fee income up 9.8%
- Lower provisions
- Net Income up 3%

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

Revenue Mix

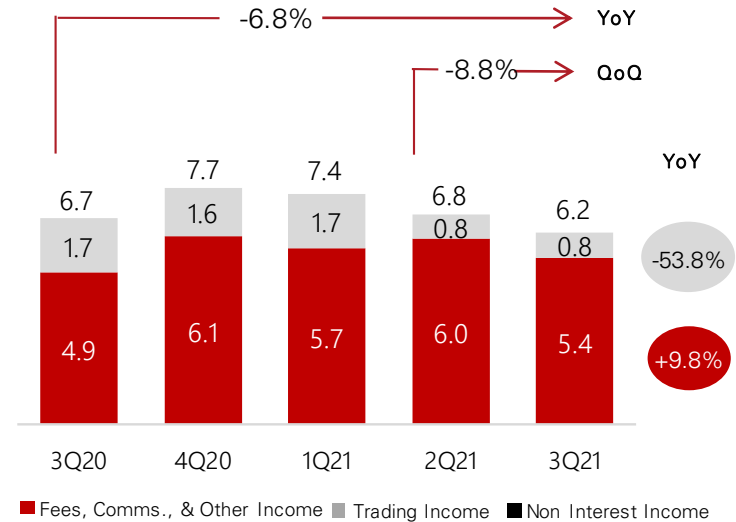


Revenue mix steady, with 26% coming from non-interest income



Amounts in Pbn

Growth in fees and commissions mitigated the impact of lower trading gains

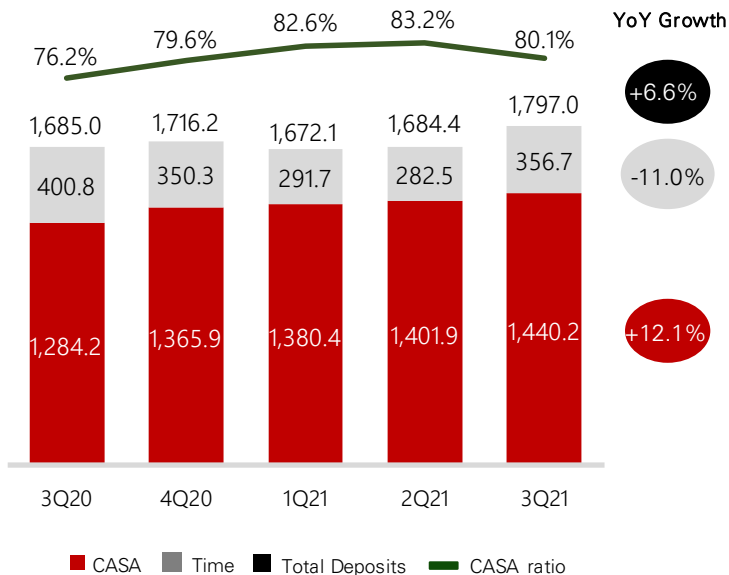


Amounts in Pbn

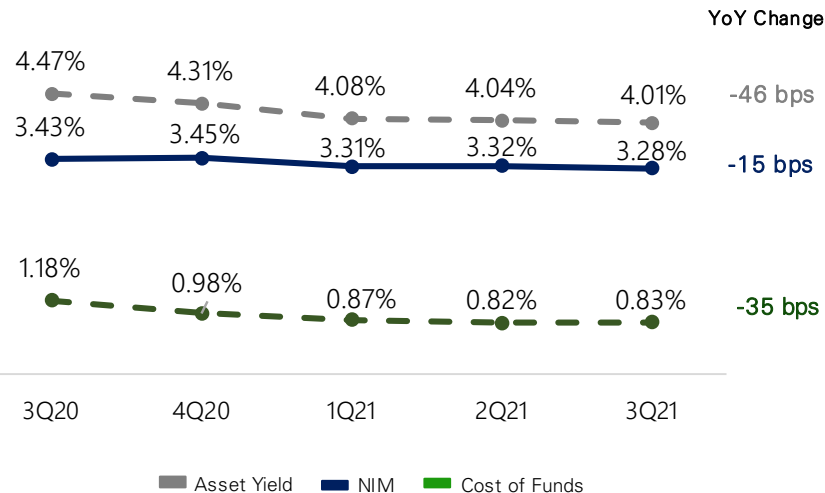
Cost of Funds and NIM



- Deposit growth supported by solid retail base, corporate and SME
- CASA higher by 12%



NIM stable in the past three quarters



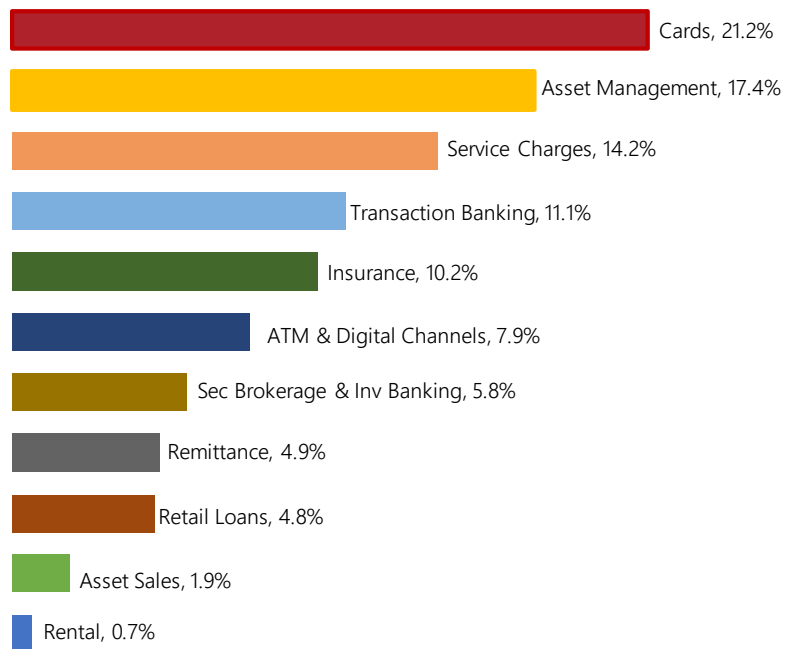
Fee Income



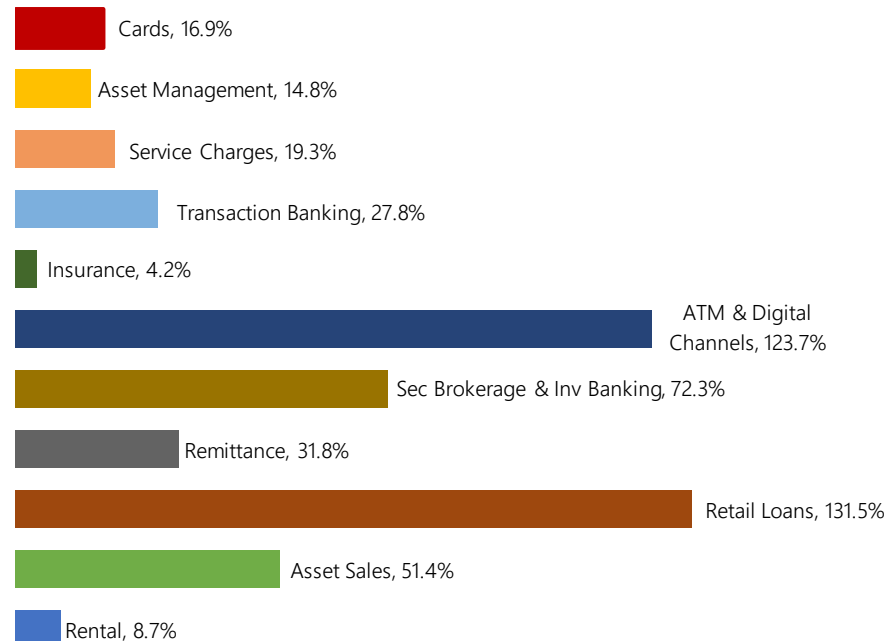
Credit cards and asset management businesses top fee income contribution; service charges up on higher banking transactions

Continued growth momentum from market-leading businesses

% Contribution to 9M21 Fee Income*



YoY Growth: 9M21 vs 9M20



Balance Sheet

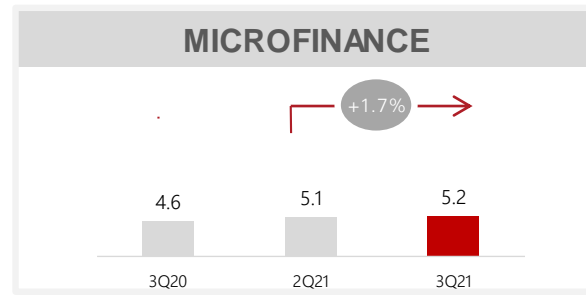
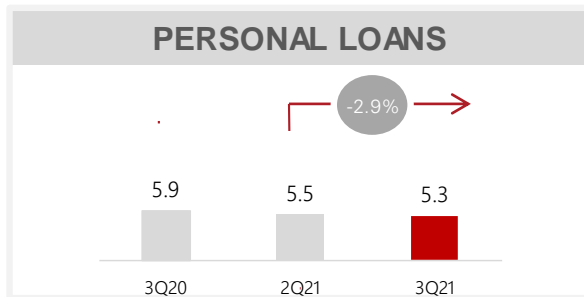
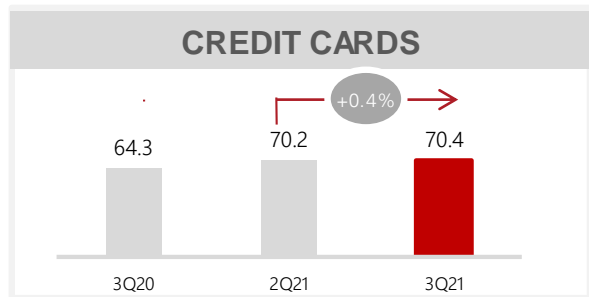
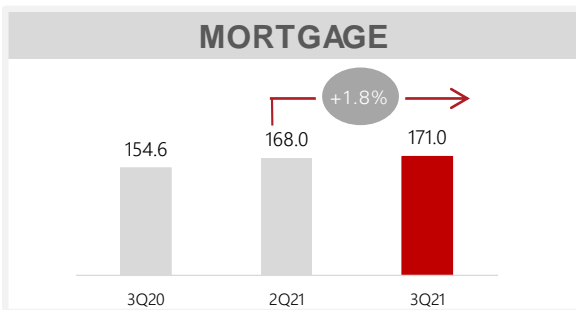
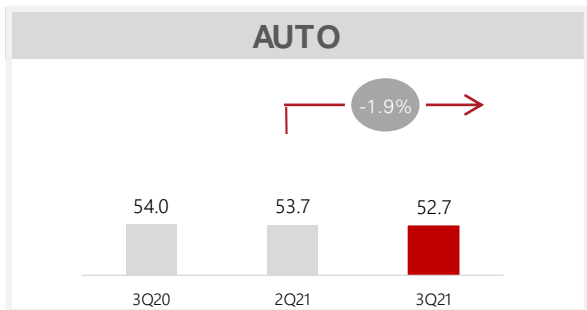
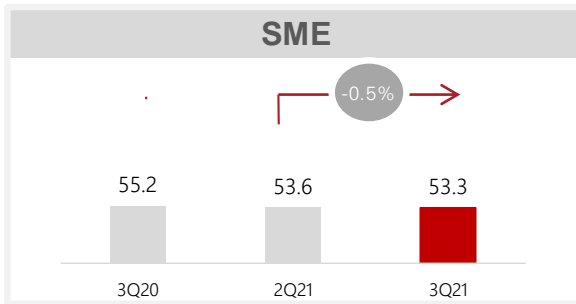
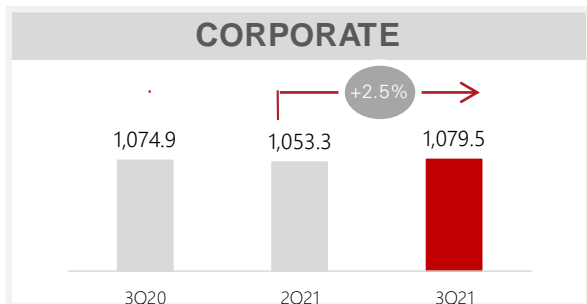


In P bn	△				
	Sep-20	Jun-21	Sep-21	QoQ	YoY
Total Assets	2,188.1	2,178.8	2,260.4	3.7%	3.3%
Due from BSP	238.7	216.5	257.3	18.8%	7.8%
Net Loans	1,374.9	1,360.6	1,387.2	2.0%	0.9%
Securities	406.9	420.5	404.1	-3.9%	-0.7%
Borrowings	144.4	131.4	93.7	-28.6%	-35.1%
Deposits	1,685.0	1,684.4	1,797.0	6.7%	6.6%
LDR	81.59%	80.78%	77.20%	-3.6%	-4.4%

HIGHLIGHTS

- Modest balance sheet expansion funded by deposits
- Borrowings declined due to CHF and PHP bond maturities
- Loan book increase after three quarters of successive decline; up 0.9% YoY, approximating industry performance (August 2021)

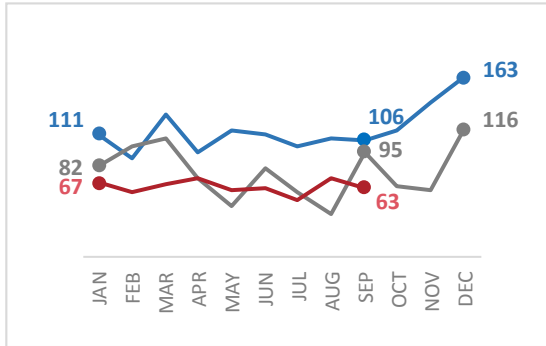
Loan Portfolio



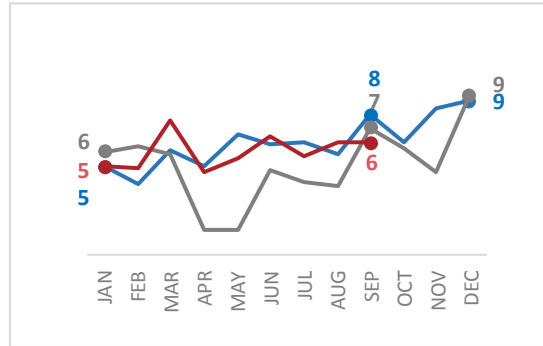
Loan Releases & Credit Card Billings



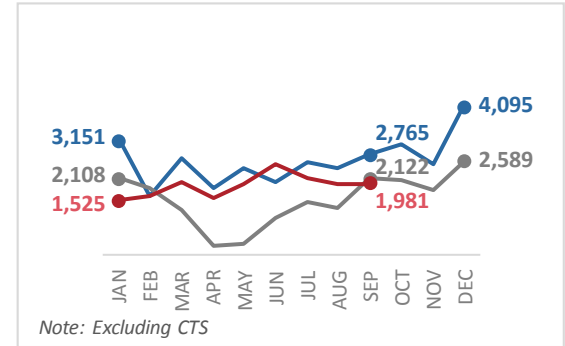
CORPORATE (in ₱ bn)



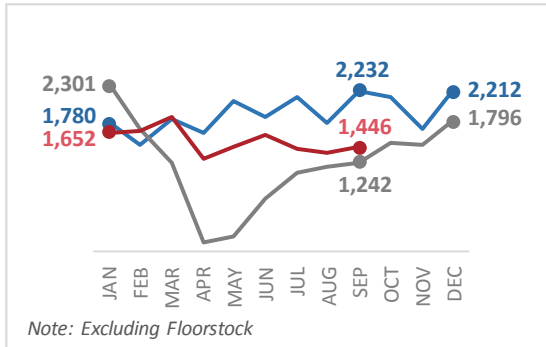
SME (in ₱ bn)



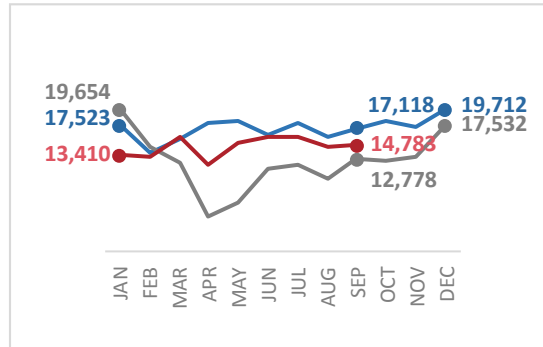
HOUSING (in ₱ mn)



AUTO (in ₱ mn)



CREDIT CARDS (in ₱ mn)



- Loan releases across most portfolios increased in September, except corporate

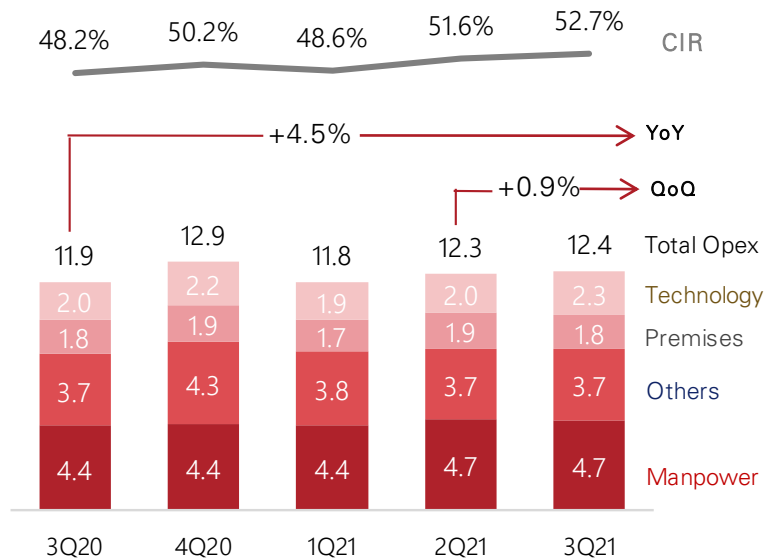
2021 2020 2019

Operating Expenses



Increase in operating expenses due to technology spend and variable expenses associated with business volume increases

Amounts in P bn



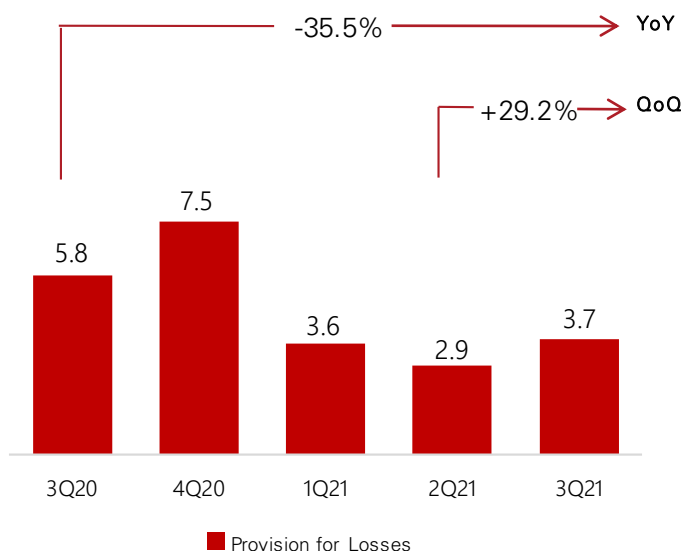
Higher digital propensity improved efficiency and allowed headcount reduction

	3Q20	2Q21	3Q21
1. Headcount	20,452	19,782	19,473
2. Total no. of local branches (Physical Locations)			
-BPI and BFB	866	846	836
-BanKo	300	307	307
-Co-located branches (BPI+BFB)	3	23	33
3. Total no. of branch licenses	869	869	869

Asset Quality



Provision slightly increased resulting in higher coverage ratios



Amounts in P bn

Asset quality remained resilient and compared favorably with the banking system averages

	3Q20	2Q21	3Q21
1. Cost of credit	1.94% >	0.94% >	0.97%
2. NPL ratio	2.98% >	2.94% >	2.73%
3. Coverage ratio	100.45% >	120.30% >	130.72%
4. Restructured Loans Ratio	0.06% >	1.82% >	1.98%

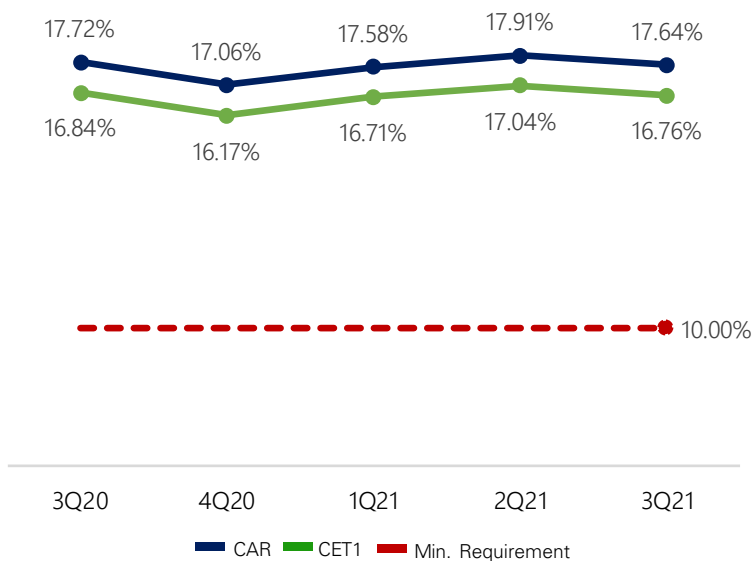
Industry Data, as of August 2021

NPL Ratio	4.7%	Coverage Ratio	83.5%	Restructured Loan Ratio	3.1%
-----------	------	----------------	-------	-------------------------	------

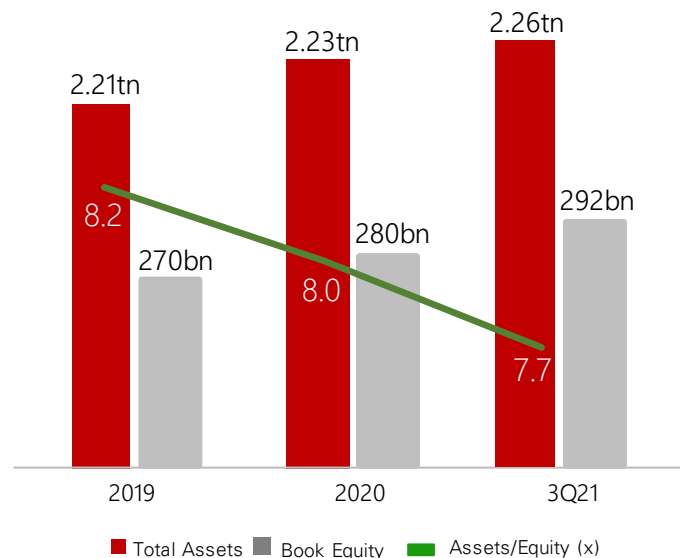
Capital Position



Strong capital generation from increased earnings and decline in RWA



Decline in leverage after bond maturities



Key Takeaways



PROFITABILITY

- 1 Core Income:** soft revenues due to low yields and still uneven recovery in loan demand; a rising interest rate environment will support NIM expansion going forward
- 2 Non-Interest Income:** sustained strong fee income growth across all businesses
- 3 Operating Expenses:** Up mainly on tech spend which boosted digital revenue growth and operating efficiency
- 4 Provisions:** slightly higher provisions in Q3 as a pre-emptive measure, NPL coverage further improved

BALANCE SHEET

- 1 Loans:** growth may continue as the economic recovery accelerates
- 2 Asset Quality:** sequential drop in NPL ratio improved asset quality, better than banking system averages
- 3 Deposits:** quarterly CASA growth intact; supported by retail and growing transaction banking services for corporate and SME
- 4 Capital:** robust capital position, supportive of strategic growth opportunities



Scan the QR code to
download the 2020 Integrated
Report or visit
<http://bit.ly/BPI-IR-2020>

Thank you

For your comments and queries
contact us via:
investorrelations@bpi.com.ph
Tel: (632) 8246 5862

<https://www.bpi.com.ph/>

Home Preferred Overseas Filipino Business About BPI Related Sites · Login

 Who we are Investor Relations Governance Disclosures Newsroom Careers Search... Q



Welcome to the Bank of the Philippine Islands

You may also reach out to BPI's complaints handling unit for other inquiries and concerns, send us a message via www.bpi.com.ph/contact or call our 24-Hour BPI Contact Center at (+632) 889-10000. BPI is regulated by the Bangko Sentral ng Pilipinas. <https://www.bsp.gov.ph>

DISCLAIMER: This presentation has been prepared by the Bank of the Philippine Islands ("BPI" or the "Company") solely for informational purposes. All contents hereof are the sole and exclusive property of BPI. Nothing in this presentation shall be considered a solicitation, offer, advice or recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products or instruments. In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this presentation. BPI makes no representation or warranty as to the accuracy or completeness of information in this presentation and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any inaccuracies or errors in, or omissions from, this presentation. This presentation may contain forward looking statements including statements regarding the Company's intent, belief or current expectations with respect to BPI's [businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices]. Readers are cautioned not to place undue reliance on these forward-looking statements. BPI does not undertake any obligation to publicly release the result of occurrence of unanticipated events. While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside BPI's control.

Appendices



Macroeconomic & Industry Indicators



Indicators, as of end-of-period in %, except USD/PHP	2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021	3Q 2021
GDP Growth (YoY)	5.9	-0.7	-16.9	-11.6	-8.3	-3.9	11.8	
Current Account (% to GDP)	-0.1	0.3	6.2	4.8	3.9	-0.7	-1.2	
Inflation	2.5	2.5	2.5	2.3	3.5	4.5	4.1	4.8
M3 Growth (YoY) ¹	11.5	12.8	14.5	12.2	9.6	8.5	6.5	6.9
91D T-bill - average	3.1	3.2	2.5	1.3	1.0	1.0	1.2	1.1
Overnight RRP	4.0	3.6	2.7	2.3	2.0	2.0	2.0	2.0
BVAL - 3 months	3.2	3.3	1.9	1.2	1.1	1.3	1.2	1.1
BVAL - 10 years	4.5	4.9	2.8	3.0	3.0	4.4	3.9	4.5
USD/PHP	50.744	51.044	49.851	48.465	48.036	48.466	48.544	50.959

Industry, as of end-of-period Amounts in Php Bn	2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021	Aug 2021
Total Assets	18,338.24	18,404.05	18,627.17	18,724.80	19,457.05	19,439.94	19,811.17	19,923.31
Customer Loans ²	10,082.25	10,159.24	9,949.40	9,647.61	9,804.64	9,589.48	9,681.04	9,761.73
Deposits	13,669.47	13,917.91	14,262.65	14,377.42	14,895.02	15,015.10	15,346.10	15,463.94
Capital	2,318.65	2,301.38	2,370.40	2,407.52	2,431.12	2,459.22	2,509.95	2,549.88
Assets Growth (YoY)	8.4%	8.1%	8.0%	5.9%	6.1%	5.6%	6.4%	6.9%
Loan Growth (YoY)	9.4%	10.9%	6.2%	0.5%	-2.8%	-5.6%	-2.7%	0.5%
Deposits Growth (YoY)	7.1%	9.6%	10.9%	9.5%	9.0%	7.9%	7.6%	8.0%
Capital Growth (YoY)	12.1%	7.4%	7.7%	6.7%	4.9%	6.9%	5.9%	6.0%

Source: Bangko Sentral ng Pilipinas & Philippine Statistics Office

¹ as of August 2021

² 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 Compañia** (present day Ayala Corp.) assumes strategic stake in 1969
- **Morgan Guaranty Trust Company** purchases stake in People's Bank, a predecessor, in 1974

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



Pesos Fuertes, 1883



BPI Iloilo, 1897



BPI ₱10 note, 1933

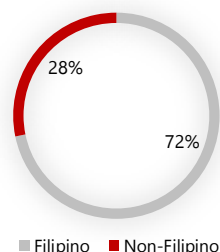
BPI at a glance



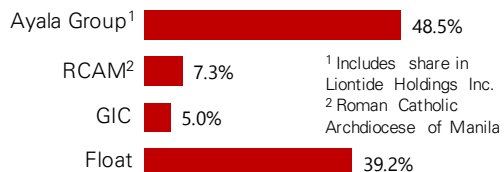
- ✓ The first bank in the Philippines and Southeast Asia, and the longest tenured bank with almost 170 years of continuous operating history, with highly reputable shareholders, the largest of which include the Ayala Group, the Roman Catholic Church and GIC
- ✓ Award winning, universal banking franchise 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 8.4 million customers in September 2021 owing to the Bank's strong brand recognition

Ownership Structure

September 30, 2021 Citizenship Composition



September 30, 2021 Shareholder Profile



Investment Information

Fundamentals	
Stock Price	P81.45 per share
BV per share	P64.66
P-B Ratio	1.3x
P-E Ratio	16.9x
Dividends	P1.80 per share
Market Cap	P367.59

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	28%

Investment Ratings

Credit Ratings			
S&P	BBB+	Long term Issuer Credit Rating	Sep 2021
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		Oct 2021

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 Sept 2021)

Main Operating Business Segments

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

1,179 Branches:
872 BPI/BFB¹
307 BanKo²
2,503 ATMs & CAMs
19,473 Employees

BPI
A trusted lifeline for a new tomorrow, today.

- Corporate Banking
- Retail Banking
- Business Banking
- Microfinance
- Asset Management
- Bancassurance

We are building an institution that will help define banking of the future, by setting new standards and higher expectations; by being ready today, ready tomorrow.
- Cesar P. Consing, President and CEO



Digital Channels
As of August 2021

Enrollments
4.7 mn

Active Users³
3.1 mn

Digital Propensity
91%

¹ 869 local branches (total branch licenses) and 3 international offices;

Total physical locations is 836, with 33 branches co-located;² Branches and branch-lite units (BLUs)

³ Rolling 3 months on a growing client base

Financial Highlights



	Sep 2020	Dec 2020	Sep 2021	△ YoY	△ YTD
Balance Sheet (in P bn)					
Assets	2,188.1	2,233.4	2,260.4	3.3%	1.2%
Net Loans	1,374.9	1,407.4	1,387.2	0.9%	-1.4%
Deposits	1,685.0	1,716.2	1,797.0	6.6%	4.7%
CASA	1,284.2	1,365.9	1,440.2	12.1%	5.4%
Capital	283.4	279.8	291.8	3.0%	4.3%
AUM	949.4	1,049.6	1,105.0	16.4%	5.3%

Key Metrics				△ bps	
Quarter NIM	3.43%	3.45%	3.28%	(15)	(17)
Quarter Asset Yield	4.47%	4.31%	4.01%	(46)	(30)
Quarter Cost of Funds	1.18%	0.98%	0.83%	(35)	(14)
Quarter Cost to Income	48.17%	50.20%	52.72%	455	253
YTD Cost of Deposits	1.25%	1.12%	0.59%	(65)	(52)
YTD Cost to Assets	2.16%	2.20%	2.23%	7	3
YTD ROE	8.32%	7.70%	8.25%	(7)	56
YTD ROA	1.05%	0.98%	1.07%	2	9
CASA Ratio	76.21%	79.59%	80.15%	393	56
Loan-to-Deposit Ratio	81.59%	82.01%	77.20%	(440)	(481)
Credit Cost	1.94%	1.96%	0.97%	(97)	(99)
NPL Ratio	2.98%	2.68%	2.73%	(25)	5
NPL Coverage Ratio	100.45%	115.21%	130.72%	3,027	1,551
CAR	17.72%	17.06%	17.64%	(8)	58
CET1	16.84%	16.17%	16.76%	(8)	59

	3Q 2020	4Q 2020	2Q 2021	3Q 2021	△ QoQ	△ YoY
Profitability (in P bn)						
Net Interest Income	18.0	18.0	17.0	17.3	1.7%	-3.7%
Non-Interest Income	6.7	7.7	6.8	6.2	-8.8%	-6.8%
Revenues	24.6	25.7	23.8	23.5	-1.3%	-4.5%
Operating Expenses	11.9	12.9	12.3	12.4	0.9%	4.5%
Pre-provision Operating Profit	12.8	12.8	11.5	11.1	-3.7%	-12.9%
Net Income	5.5	4.2	6.8	5.7	-17.0%	3.0%

Financial Highlights (in USD)



	Sep 2020	Dec 2020	Sep 2021	△ YoY	△ YTD
Balance Sheet (in USD bn)					
Assets	45.1	46.5	44.4	-1.8%	-4.6%
Net Loans	28.4	29.3	27.2	-4.0%	-7.1%
Deposits	34.8	35.7	35.3	1.4%	-1.3%
CASA	26.5	28.4	28.3	6.7%	-0.6%
Capital	5.8	5.8	5.7	-2.1%	-1.7%
AUM	19.6	21.8	21.7	10.7%	-0.8%

Key Metrics				△ bps	
Quarter NIM	3.43%	3.45%	3.28%	(15)	(17)
Quarter Asset Yield	4.47%	4.31%	4.01%	(46)	(30)
Quarter Cost of Funds	1.18%	0.98%	0.83%	(35)	(14)
Quarter Cost to Income	48.17%	50.20%	52.72%	455	253
YTD Cost of Deposits	1.25%	1.12%	0.59%	(65)	(52)
YTD Cost to Assets	2.16%	2.20%	2.23%	7	3
YTD ROE	8.32%	7.70%	8.25%	(7)	56
YTD ROA	1.05%	0.98%	1.07%	2	9
CASA Ratio	76.21%	79.59%	80.15%	393	56
Loan-to-Deposit Ratio	81.59%	82.01%	77.20%	(440)	(481)
Credit Cost	1.94%	1.96%	0.97%	(97)	(99)
NPL Ratio	2.98%	2.68%	2.73%	(25)	5
NPL Coverage Ratio	100.45%	115.21%	130.72%	3,027	1,551
CAR	17.72%	17.06%	17.64%	(8)	58
CET1	16.84%	16.17%	16.76%	(8)	59

Profitability (in USD mn)	3Q 2020	4Q 2020	2Q 2021	3Q 2021	△ QoQ	△ YoY
Net Interest Income	370.7	375.7	350.4	339.5	-3.1%	-8.4%
Non-Interest Income	137.4	159.6	140.1	121.7	-13.1%	-11.4%
Revenues	508.1	535.3	490.5	461.3	-6.0%	-9.2%
Operating Expenses	244.8	268.7	252.9	243.2	-3.8%	-0.6%
Pre-provision Operating Profit	263.3	266.6	237.6	218.1	-8.2%	-17.2%
Net Income	113.4	88.2	140.4	111.0	-20.9%	-2.1%

BPI Management Team



As of September 30, 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

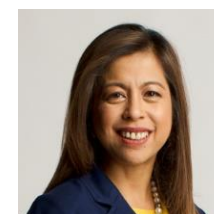
- Head of Mass Retail, Former Chief Marketing Officer
- Serving on the Boards of BPI Payment Holdings Inc, BPI Global Payments, BPI Direct Banko, AF Payments Inc, and Zalora
- Previously held several positions in Unsecured Lending Cards, Payments, Remittances, Deposits, Kiosk Banking & Customer Segments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



As of September 30, 2021



Olga Ang
SVP

33 years with BPI



Eric Luchangco
SVP

7 years with BPI



Sheila Tan
AMTC President

7 years with BPI



Dino Gasmen
SVP & Treasurer

7 years with BPI



Cathy Santamaria
SVP & CMO

9 years with BPI



Jovi Alonso
SVP & CCO

24 years with BPI



Mayette Gayares
SVP & CFO

36 years with BPI

- Head of Branches Sales and Service Channels effective August 1, 2021
- Served as Branch Division Head of Southern Manila (2018-July 2021), Southern Luzon (2015-2017), Chinese Desk (2013-2014)
- Joined the Bank as Sales Director of Divisoria Business Center upon Far East Bank merger in August 2000
- 33 years of banking experience

- 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

- 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

- 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

- 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

- 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

- 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

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

Sustainable Banking

We are committed to Responsible Banking and Responsible Operations

Becoming the most financially inclusive Bank



More than **196,00** **SEME's** supported by **Banko** through **Php 24 billion** cumulative microfinance loans since 2016

As Sept '21

Robust Business Model

- Rates: 2.3% per month
- Active Borrowers: 124.4K
- Branches and BLUs: 307
- Manpower: 2,748



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, Action Plans, and Metrics to be monitored starting 2022

Sustainability Training for all employees

- Real-time and online courses
- Learning bytes/webinars

Environmental and climate risk awareness of employees with objective of health and safety and business continuity

Sustainability Commitments



TCFD | TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

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

Preparation of **first TCFD report publication** in 2022



Zero-out coal generation financing by 2032

No additional commitments to finance greenfield coal power generation projects

Awards and Recognitions



Institutional

<p>Best Sustainable Bank 2021</p>	<p>Best Trade Finance Bank 7th consecutive year 2021</p>	<p>Best IR Program: 5th in All-Asia 3rd in Small & Midcap 2020</p>	<p>Best FX Bank Corporates, Fs-4th win Retail Clients-3rd 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 3rd 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 & 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>Best Bank For Corporate Social Responsibility in PH 2021</p>	<p>Most Distinguished Corporate Partner 2020</p>	<p>WWF Climate Support Award (Phils) 2020</p>
---	--	---

Bancassurance

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

BPI AMTC

<p>Best Managed Fund of the Year - Dollar Equity Fund (5th consecutive win) 2021</p>	<p>Best Overall Asset & Fund Manager 2021</p>	<p>Best Asset Manager (Fixed Income & Equity) 2021</p>	<p>Sustainable Investing as Asset Management Company of the Year (Highly Commended)</p>	<p>Best Asset Manager Philippines (4th straight win)</p>
--	---	--	---	--

BPI Capital

<p>Best Investment Bank Best Equity and Debt Market House 2021</p>	<p>Best Investment Bank 3rd consecutive year 2021</p>
--	---

BPI Family Savings Bank

<p>Best SME Bank in PH 8th win in 15 years 2021</p>
