

# BPI Investor Presentation

3Q 2022



# Macroeconomic Updates



# Economic Highlights



## Global Growth

- **Global growth projected to slowdown to 3.2% in 2022 (IMF)** on concerns over inflation and aggressive monetary policy tightening
- **Core inflation remained well-above central banks' targets** in most countries
- **Market is pricing in further rate hikes** as central banks reaffirmed their commitment to fighting inflation

## Domestic Growth

- **Strong rebound in demand** with the easing of mobility restrictions to drive growth, despite higher inflation
- **Phil economy to grow 6.3% (BPI) this year**, lower than the 7.3% forecast at the start of the year

## Interest Rates & Monetary Policy

- **BSP delivered total of 175bps hike in rates in 3Q**, bringing policy rate to 4.25%
- Inflation is likely to remain elevated; **additional 100 to 125bps rate hike for this year**
- **Increase in domestic interest rates continued** through the 3Q22; the yield curve flattened

## Banking Sector

- **Sustained growth in loans and deposits**, and improvements in asset quality
- Monetary policy **tightening cycle has lifted banks' margins**
- Steep and rapid increases in rates may dampen for loans and weaken asset quality

# Performance Highlights



# Performance Highlights



## Profitability

- Another **quarter of strong profitability**
- Results reflect strength of core business
- P10.10 bn 3Q2022 income; ROE at 13.73%; ROA at 1.66%

## Asset Quality

- **Further improvement in asset quality**
- Normalization of credit cost
- NPL ratio at 1.94%; NPL Cover at 177%

## Balance Sheet

- **Strong loans and deposit growth;** above industry averages
- **Strong liquidity and capital position,** supportive of growth initiatives
- Indicative LCR at 205.43%, CET1 at 15.91%

## Growth

- **Considerable increase in customer base** while deepening customer engagement
- Significant progress in digitalization initiatives including **launch of BPI E-wallet**
- Announced **merger plans with Robinsons Bank** which is value accretive to BPI

# Profitability – 9M



In P bn	9M 2021	9M 2022	YoY
Net Interest Income	51.17	61.65	20.5%
Non-Interest Income	20.45	25.81	26.2%
Trading Income	3.32	2.91	-12.5%
Non-Trading Income	17.13	22.91	33.7%
Net Revenues	71.62	87.46	22.1%
Opex	36.49	40.09	9.9%
Manpower	13.78	14.35	4.1%
Premises	5.33	5.27	-1.1%
Technology	6.20	7.34	18.5%
Others	11.18	13.13	17.4%
PPOP	35.13	47.37	34.8%
Provisions	10.25	7.50	-26.8%
NIBT	24.88	39.87	60.2%
Income Taxes	7.24	9.17	26.6%
Net Income	17.47	30.55	74.8%

- 9M net income of P30.55 bn, up 75% YoY, primarily driven by record revenues
- Net income inclusive of gain on sale of Pasong Tamo property in 2Q and tax adjustments last booked year due to CREATE Law
- Excluding asset sale, net income at P26.81 bn, up 53.4%; excluding asset sale and tax adjustments, net income up 40.1%

# Profitability – 3Q



In P bn	3Q 2021	2Q 2022	3Q 2022	QoQ	YoY
Net Interest Income	17.30	20.35	22.31	9.6%	28.9%
Non-Interest Income	6.20	11.93	7.51	-37.1%	21.1%
Trading Income	0.80	0.72	1.29	78.5%	60.3%
Non-Trading Income	5.40	11.21	6.22	-44.5%	15.2%
Net Revenues	23.51	32.28	29.82	-7.6%	26.8%
Opex	12.39	13.26	14.24	7.4%	14.9%
Manpower	4.67	4.80	4.83	0.7%	3.5%
Premises	1.76	1.72	1.82	5.7%	3.2%
Technology	2.26	2.47	2.80	13.5%	24.1%
Others	3.71	4.28	4.79	12.1%	29.2%
PPOP	11.11	19.02	15.57	-18.1%	40.2%
Provisions	3.75	2.50	2.50	0.0%	-33.3%
NIBT	7.36	16.52	13.07	-20.8%	77.6%
Income Taxes	1.64	4.01	2.94	-26.8%	78.7%
Net Income	5.66	12.46	10.10	-19.0%	78.5%

## QUARTER-ON-QUARTER

- Net income of P10.1 bn, down 19%, due to one-off gain from an asset sale in 2Q
- Excluding one-off gain in 2Q
  - Record quarter income
  - Record quarter revenue at 29.82 bn

## YEAR-ON-YEAR

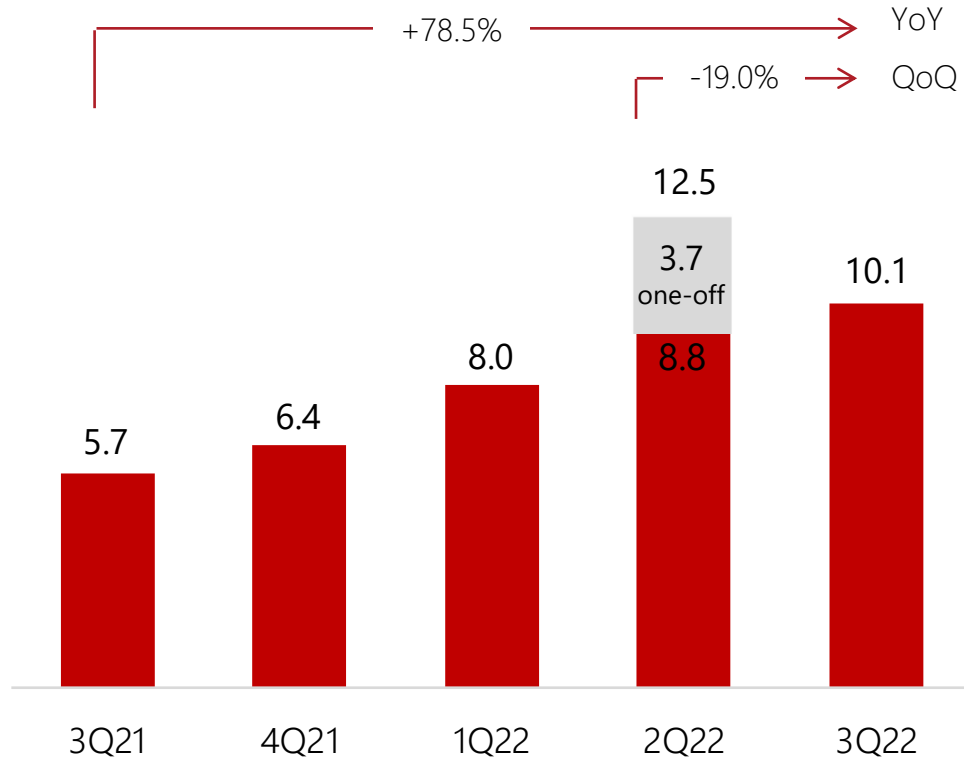
- Net income up 78.5% on strong revenue generation

# Net Income and Profitability

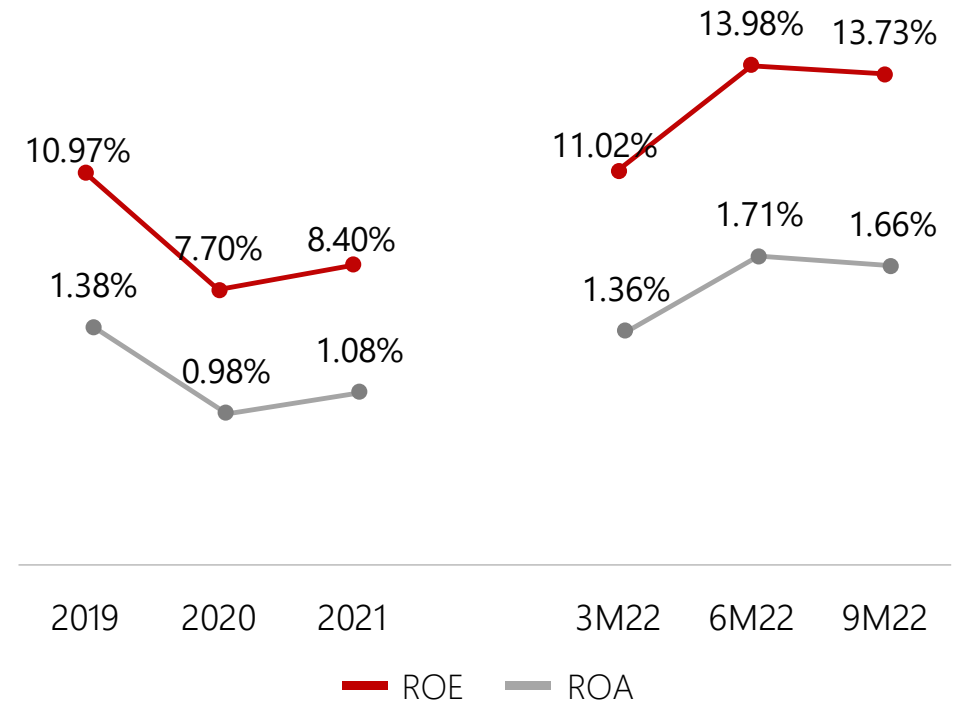
- Five consecutive quarters of income expansion
- Profitability continued to remain high
- 9M ROE and ROA highest since 2016

## Net Income

Amounts in P bn



## Return on Equity & Return on Assets



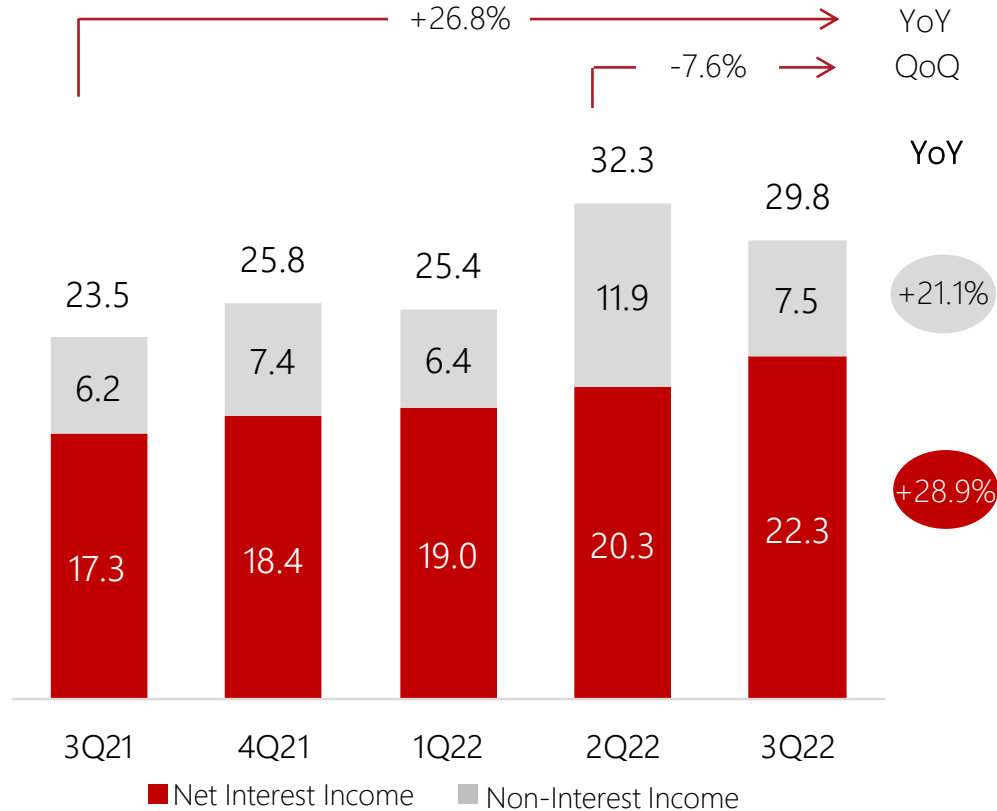


# Revenues

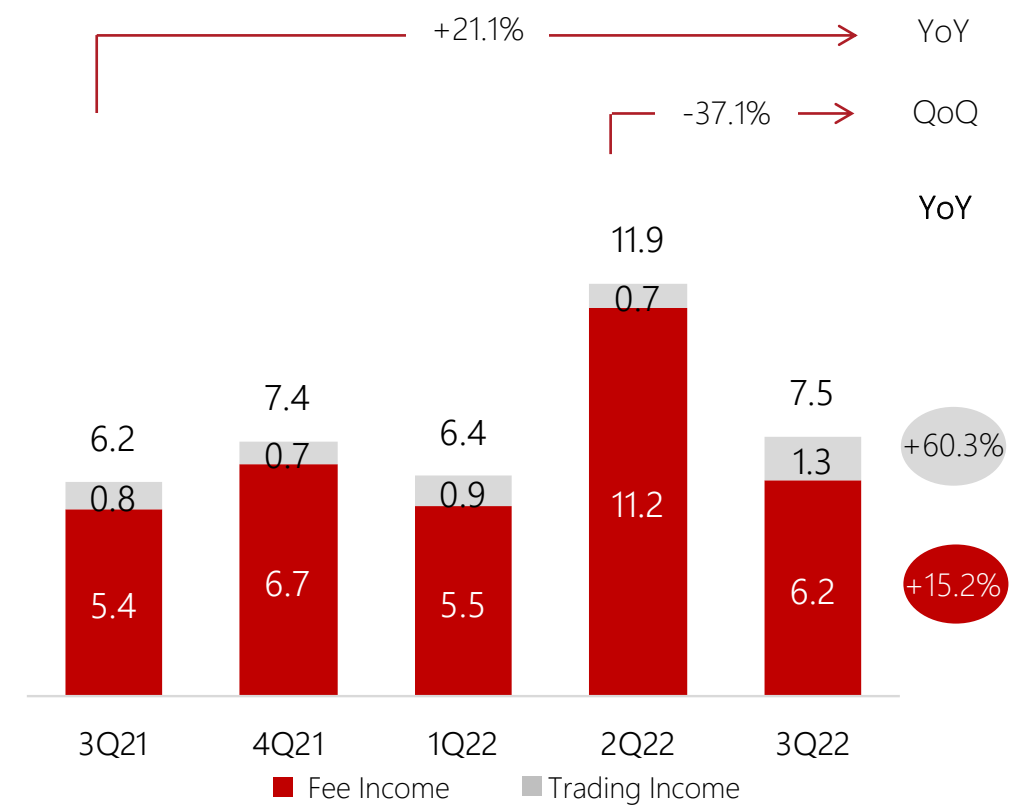
- Revenues up 27% YoY, largely from net interest income, up 29%
- Record quarter increase in net interest income on accelerated loan growth and NIM expansion
- Excluding one-off gain from sale of property in 2Q22, revenue up 9% QoQ

## Total Revenues

Amounts in P bn



## Non-Interest Income

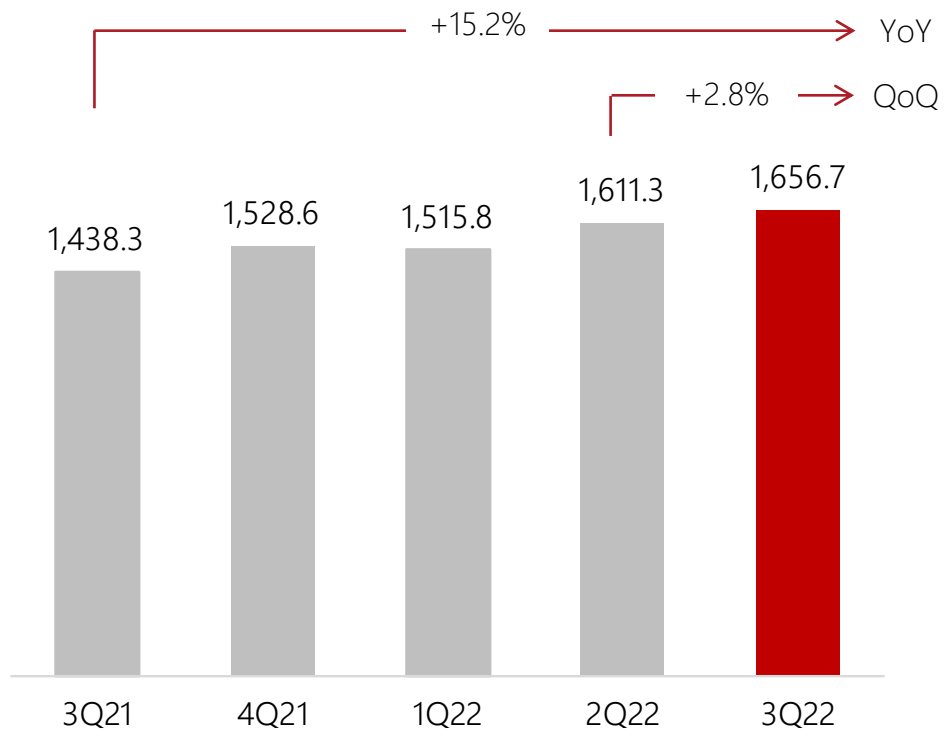


# Gross Loans and Quarter NIM

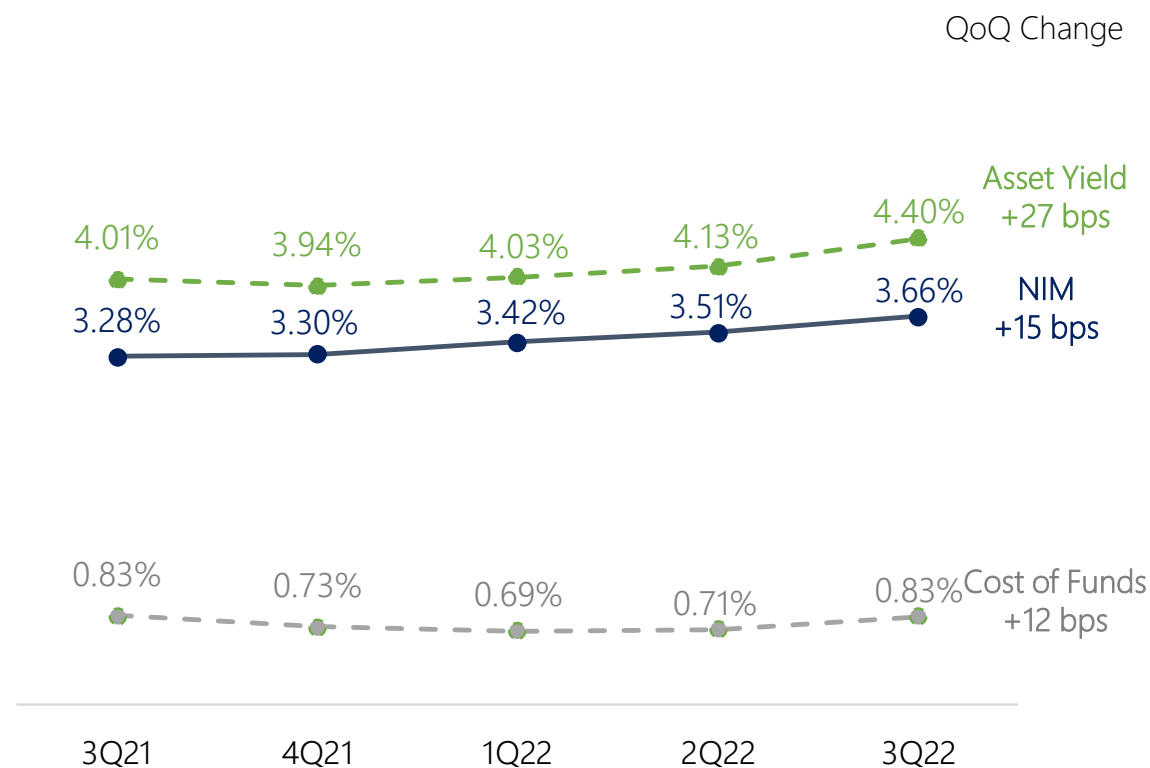
- Strong loan growth, up 3% QoQ; 15% YoY
- Continued expansion in quarterly NIM driven by sequential increases in asset yields
- Cost of funds though increasing is lower compared to previous year

## Gross Loans

Amounts in P bn



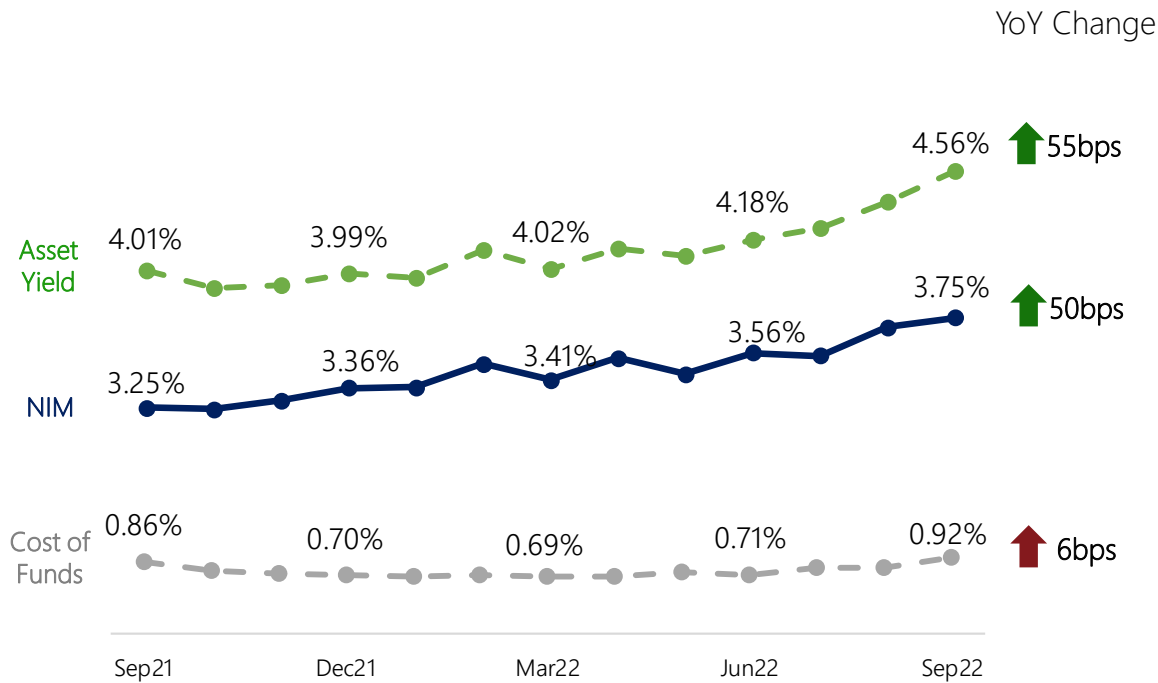
## Quarterly NIM



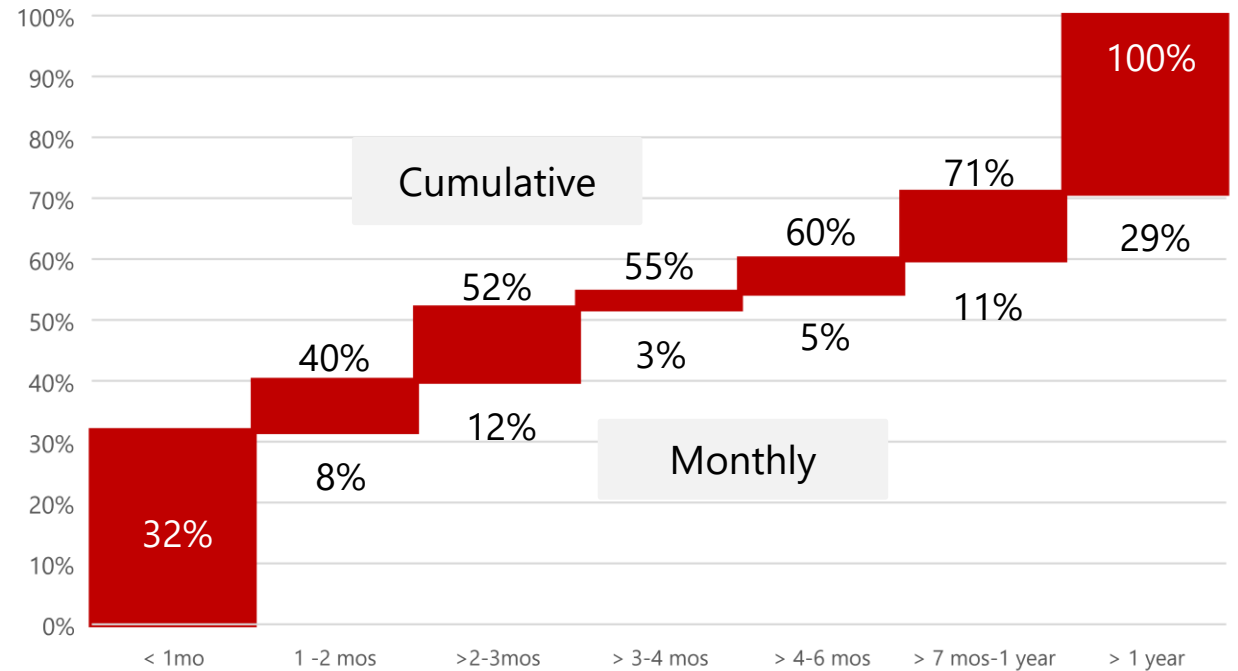
# Monthly NIM & Loan Repricing Profile

- Loan portfolio structure is positioned to benefit from increases in interest rates
- Mainly floating loan portfolio bode well for core income especially in 2023 when the loan portfolio has fully repriced
- Additional boost in NIM from rebuilding investments in securities from current low exposure

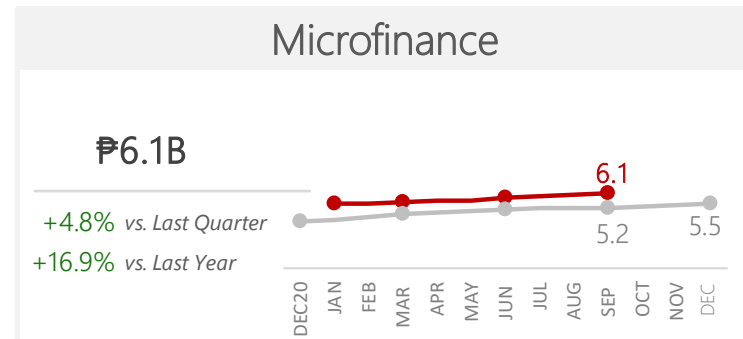
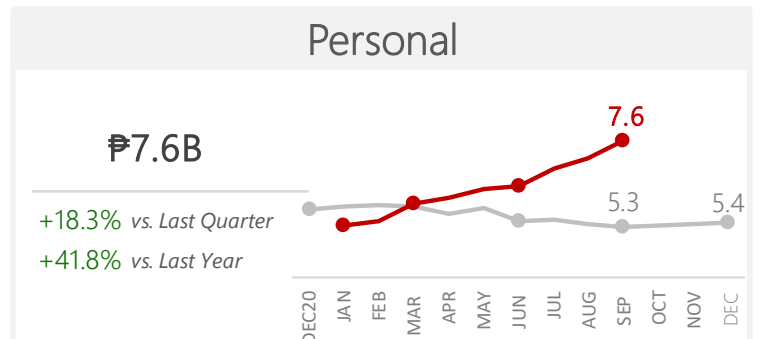
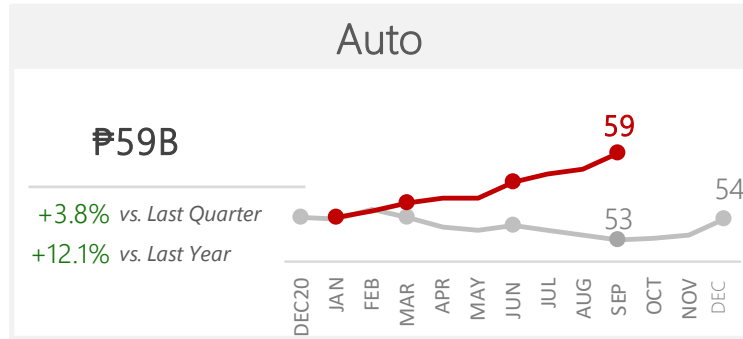
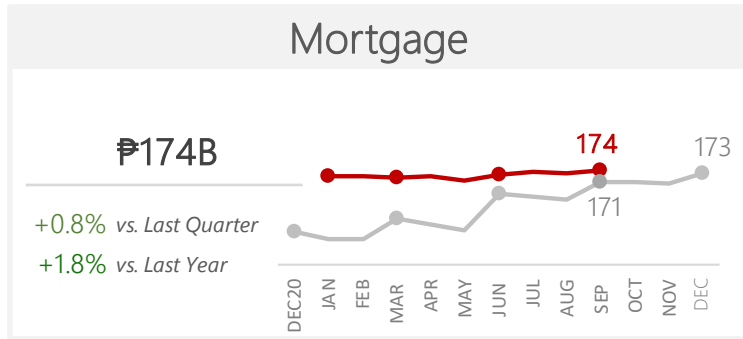
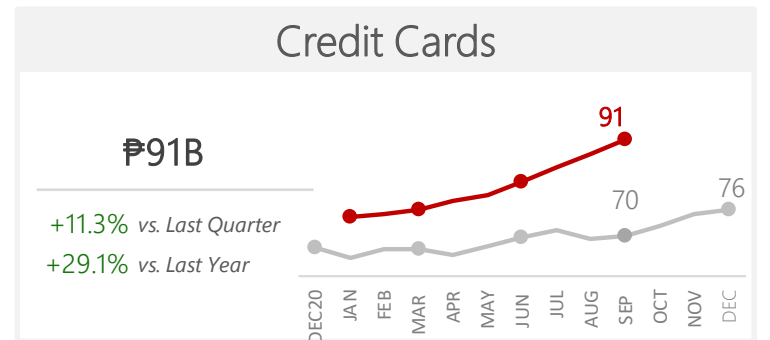
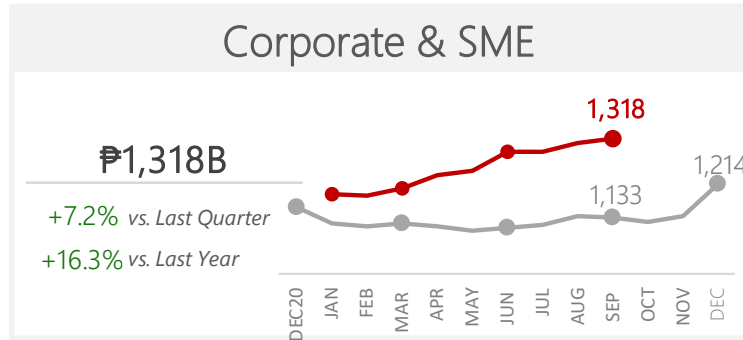
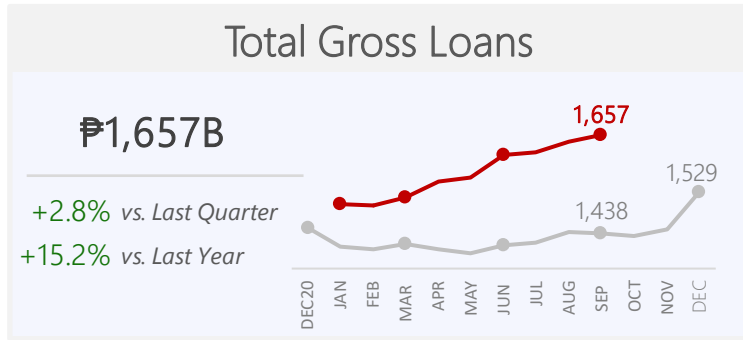
Monthly NIM



Repricing Profile of Loans



# Loan Book per Segment



- Growth in all segments
- Positive trend intact with three sequential quarters of improvement

# Balance Sheet



In P bn	3Q 2021	2Q 2022	3Q 2022	QoQ	YoY
Total Assets	2,260.4	2,464.3	2,528.2	2.6%	11.8%
Gross Loans	1,438.3	1,611.3	1,656.7	2.8%	15.2%
Securities	404.1	536.3	568.3	6.0%	40.6%
Total Deposits	1,797.0	1,992.9	2,033.9	2.1%	13.2%
Borrowings	93.7	80.2	84.2	5.0%	-10.2%
Capital	291.8	304.1	313.4	3.0%	7.4%
LCR	217.77%	213.96%	205.43%	-8.5%	-12.3%
LDR	77.20%	78.13%	78.68%	0.6%	1.5%
CASA	80.15%	79.22%	76.09%	-3.1%	-4.1%

## QUARTER-ON-QUARTER

- Continued balance sheet expansion

## YEAR-ON-YEAR

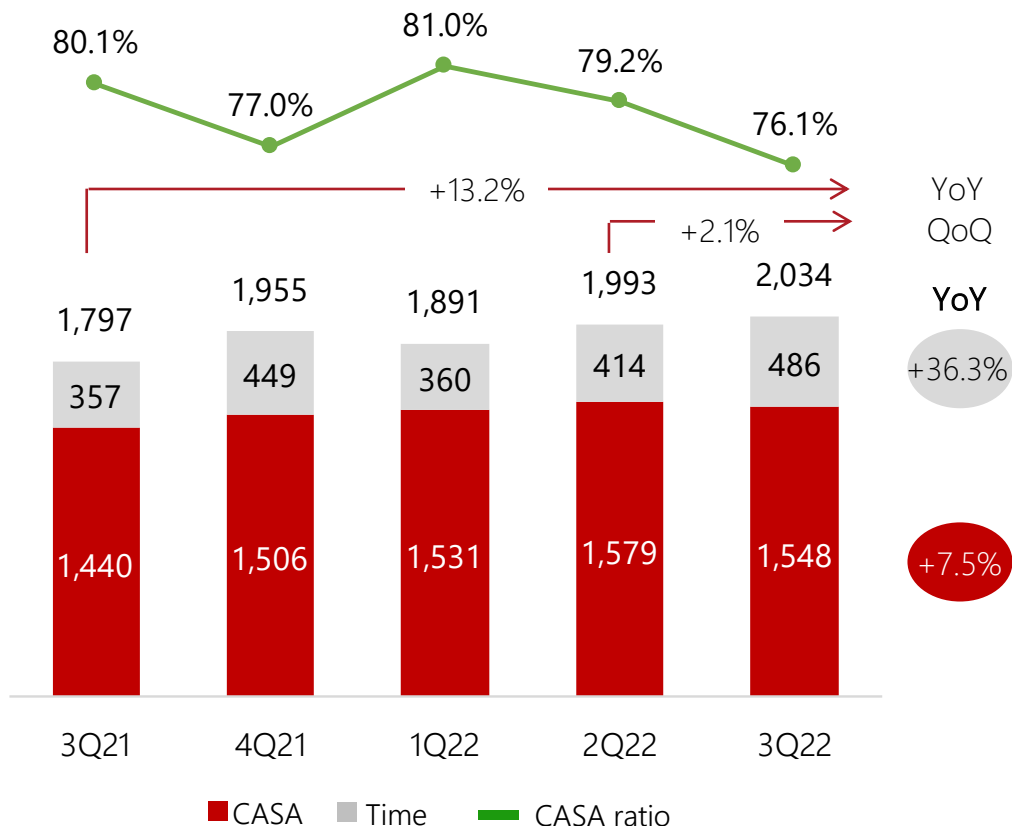
- Strong deposit and loan growth, above industry averages
- Strong liquidity and capital position supporting future growth

# Funding

- Sustained deposit growth, 13% YoY and 2% QoQ
- Deposit growth posted in all segments, led by retail clients
- Matured higher-cost borrowings were partially refinanced at lower rate and replaced by time deposits

## Deposits

Amounts in P bn



## Borrowings

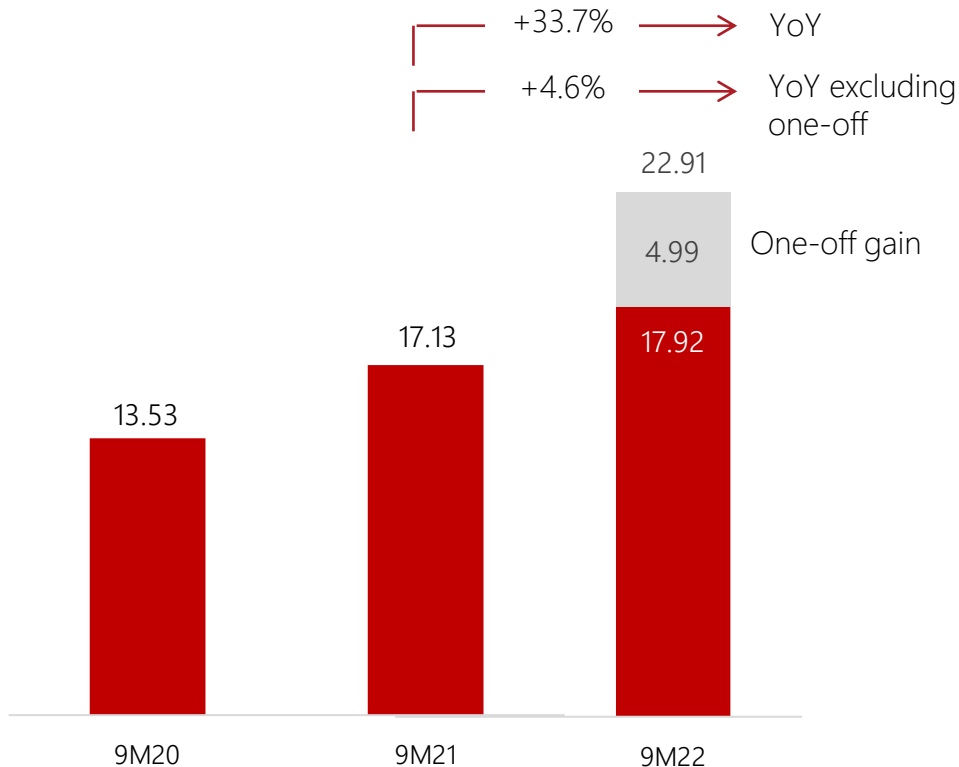
Security	Face Amount in P Mn	Coupon	Maturity Date
<b>OUTSTANDING - Peso Bonds</b>			
2yr Fixed Rate Bonds	27,000	2.8068%	Jan 31, 2024
<b>OUTSTANDING - USD Bonds</b>			
5yr senior unsecured Bonds	32,000	4.25%	Sept 4, 2023
5yr senior unsecured Green Bonds	15,572	2.50%	Sept 10, 2024
<b>MATURED - Peso Bonds, past 1 year</b>			
1.5yr BPI CArE Bond	21,500	3.05%	May 7, 2022
2.5yr Fixed Rate Bonds	9,600	4.30%	Jun 16, 2022
2yr Fixed Rate Bonds	15,328	4.2423%	Jan 24, 2022

# Fee Income

- Net of gain on sale of asset, 9M fee income up 4.6% YoY
- Increase driven by Cards, Transaction Banking and Digital Channels
- Strong performance from Cards driven by increase in active cardholder base and billings

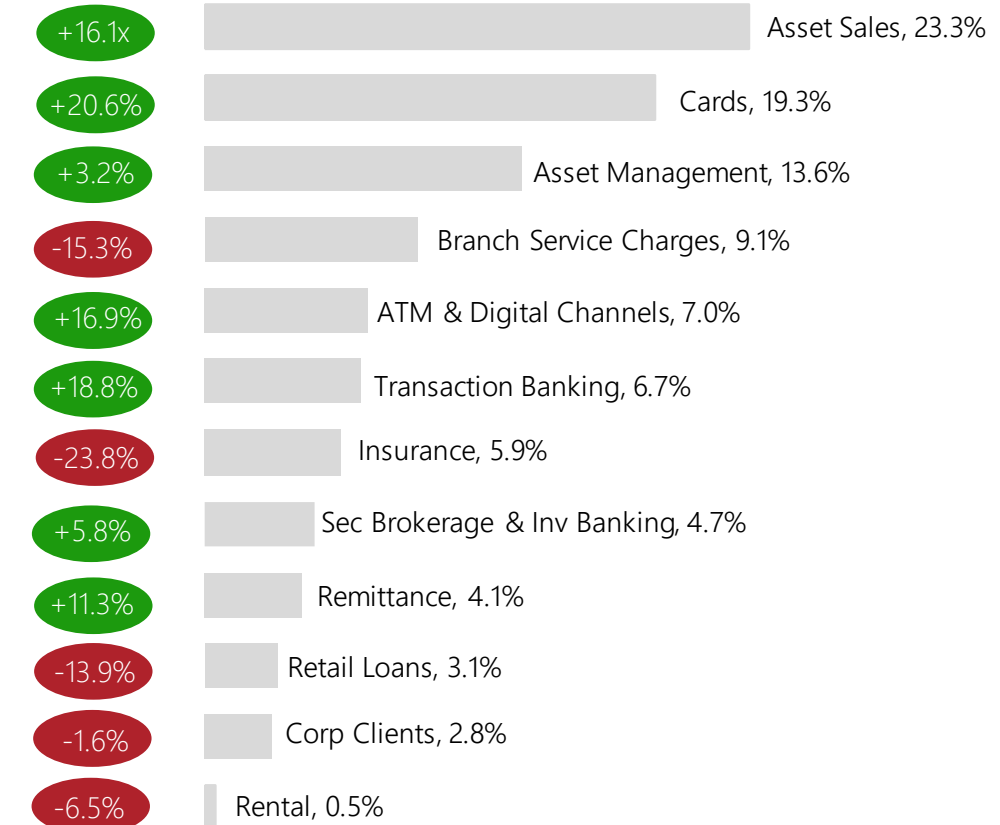
## Fee Income

Amounts in P bn



## Ranked According to Contribution to 9M 2022 Fee Income

YoY Growth

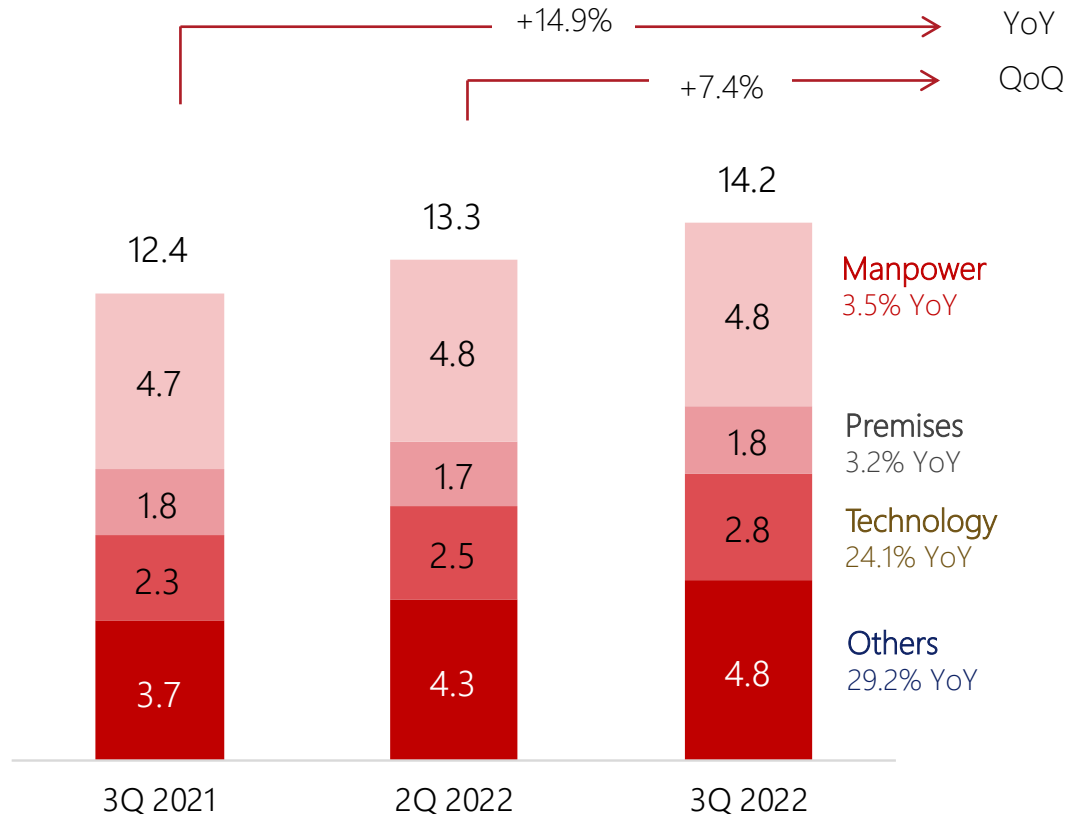


\* gross of GRT and Others

# Operating Expenses

- Expense growth is driven by investments
- Digitalization driving efficiency improvements
- Lower branch footprint and headcount serve an expanding client base

Amounts in P bn



	Dec20	Dec21	Sep22
Cost-to-Income	47.3%	52.1%	45.8% <sup>1</sup>
1. BPI Customer Count (in mn)	8.57	8.46	9.10
2. Retail Digital Client Count (in mn)	1.45	1.87	2.50
3. BPI Headcount	19,952	19,181	18,340
4. BPI Customer Count / BPI Headcount	429	441	496
5. Local Branch Count (Physical Locations) <sup>2</sup>			
-BPI	866	813	753
-BanKo	304	307	309

<sup>1</sup> CIR including impact of sale of property; 48.6% excluding revenue from sale of property  
<sup>2</sup> 2020 and 2021 include BFB branches



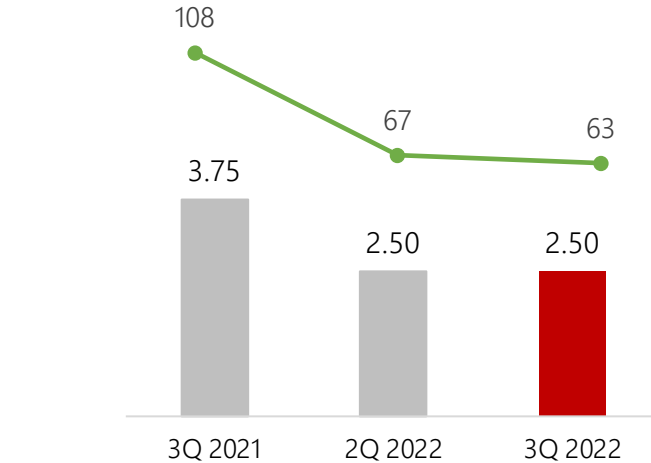
# Provisions & Asset Quality



- Continued improvements in asset quality, with credit cost normalizing
- Quarterly improvement in NPL ratio across all segments
- Conservatively provisioned for a less favorable economic forecast

## Provisions & Credit Cost

in ₱ bn, bps



## NPL Level

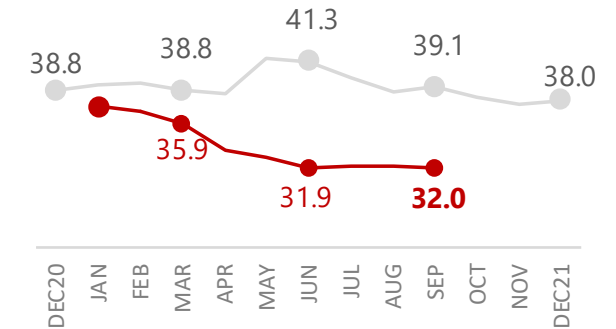
2021

2022

**₱31.95B**

+0.1% vs. Last Quarter

-18.3% vs. Last Year

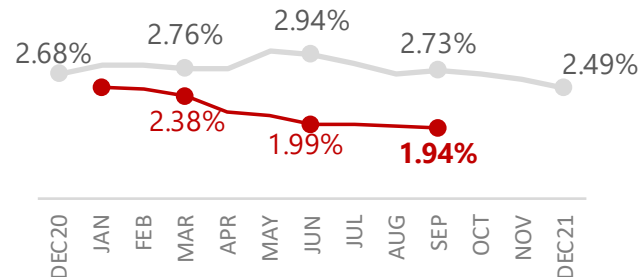


## NPL Ratio

**1.94%**

-5bps vs. Last Quarter

-79bps vs. Last Year

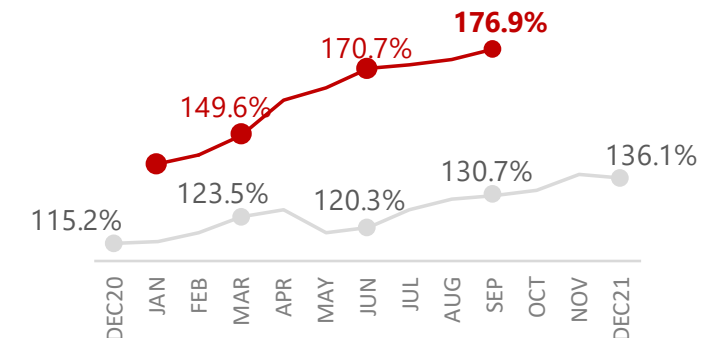


## NPL Cover

**176.91%**

6ppts vs. Last Quarter

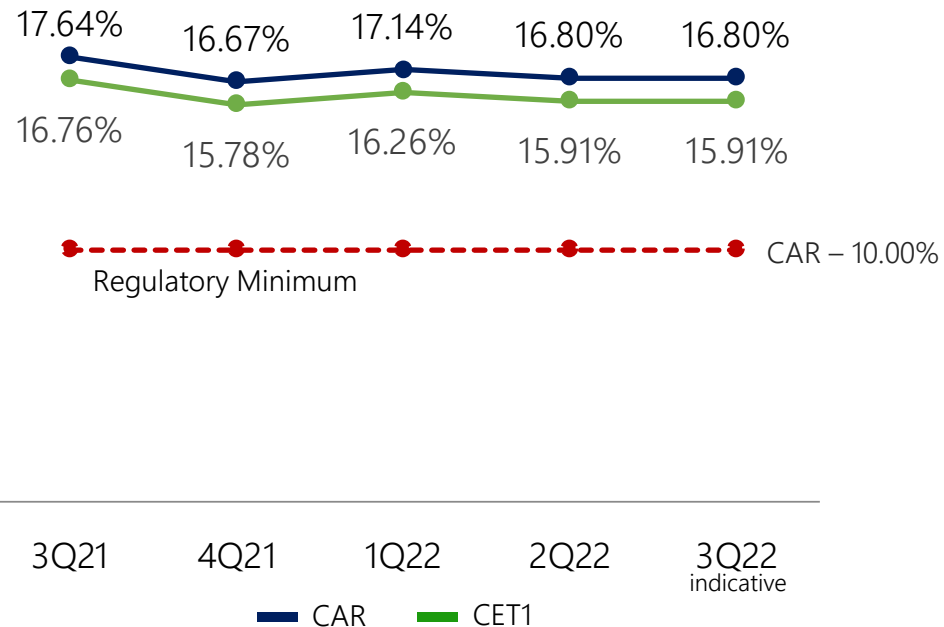
46ppts vs. Last Year



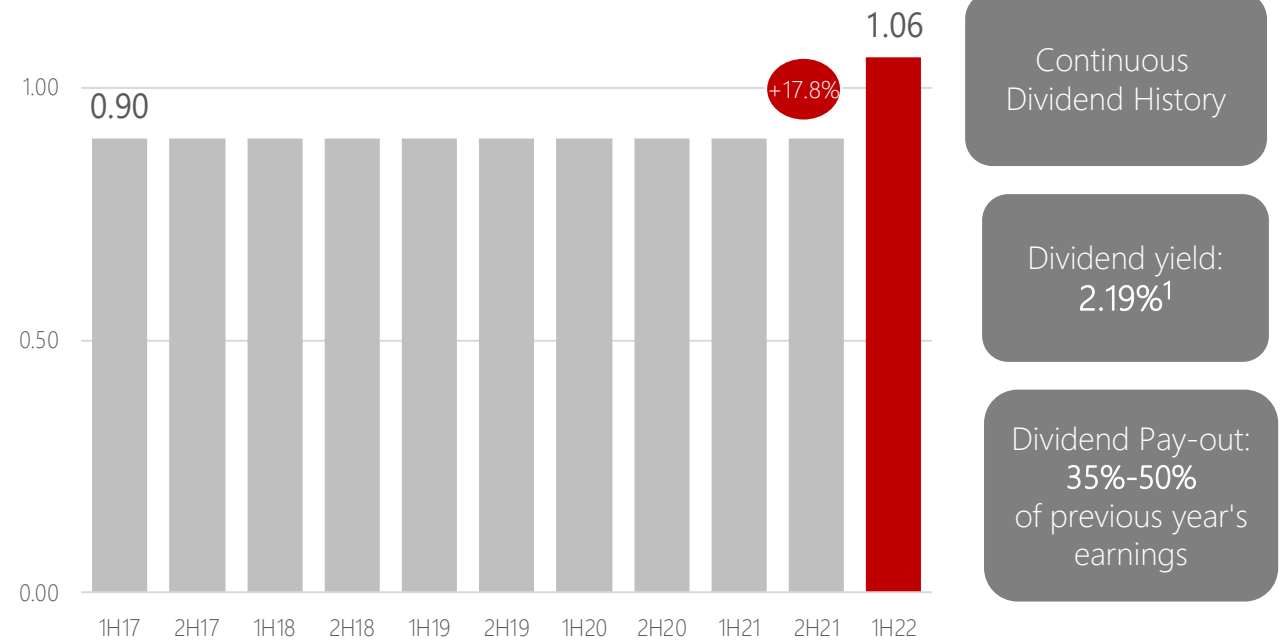
# Capital Position

- Capital ratios unchanged QoQ, as impact of higher RWA, higher dividend payment, and unfavorable FVOCI adjustments was offset by internal capital generation
- Robust capital position supportive of future growth and shareholder returns

## Capital Ratios



## Dividend Distribution



<sup>1</sup> Past twelve months Dividend Per Share divided by Closing Price as of September 30, 2022

# ESG Accolades

*Awards and recognition received in 2022*

## **Most Sustainable Bank (Philippines)**

International Business Magazine Awards 2022

*Awarded: February 2022*

## **Financial Leadership in Sustaining Communities (Asia-Pacific)**

Global Finance Sustainable Finance Awards 2022

*Awarded: May 2022*

## **House Awards Service Providers APAC: ESG Solution**

Corporate Treasurer Awards 2022

*Awarded: September 2022*

## **Best Bank for Sustainable Finance (Philippines)**

Global Finance Sustainable Finance Awards 2022

*Awarded: May 2022*

## **Best Sustainable Bank (Philippines)**

FinanceAsia Country Awards 2022

*Awarded: May 2022*

## **Market Leader in Environmental, Social, and Governance (ESG)**

Euromoney Market Leaders

*Awarded: September 2022*

## **Sustainability Company the Year – Circle of Excellence**

Asia CEO Awards 2022

*Awarded: October 2022*

# Summary



- 1 Profitability :** Strong nine-month performance, revenue generation remains strong
- 2 Balance Sheet :** Strong liquidity and capital position; excess capital provides adequate buffer from deteriorating economic outlook with room to support growth
- 3 Asset Quality :** Continued improvement in asset quality; more favorable than industry averages
- 4 Digital :** Strong progress in digital initiatives; expanding digital ecosystem

# Appendices



# Macroeconomic & Industry Indicators



Indicators, as of end-of-period in %, except USD/PHP	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022
GDP Growth (YoY)	-8.2	-3.8	12.1	7.0	7.8	8.2	7.4	
Current Account (% to GDP)	3.9	-0.3	-1.4	-1.0	-3.5	-5.0	-7.7	
Inflation	3.5	4.5	4.1	4.8	3.6	4.0	6.1	6.9
M3 Growth (YoY) <sup>1</sup>	9.6	8.5	6.5	8.3	7.9	7.7	6.9	6.8
91D T-bill - average	1.05	1.02	1.23	1.07	1.13	1.00	1.4	2.1
Overnight RRP	2.0	2.0	2.0	2.0	2.0	2.0	3.25	4.25
BVAL - 3 months	1.12	1.28	1.17	1.13	1.09	1.34	1.74	3.15
BVAL - 10 years	3.00	4.41	3.92	4.50	4.82	5.89	7.04	7.04
USD/PHP	48.036	48.466	48.544	50.959	50.774	51.960	55.021	58.910

Industry, as of end-of-period Amounts in Php Bn	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	Aug 2022
Total Assets	19,457.05	19,439.94	19,811.17	20,088.30	20,821.01	20,798.97	21,347.01	21,595.09
Customer Loans <sup>2</sup>	9,804.64	9,589.48	9,681.04	9,819.64	10,204.05	10,141.85	10,613.42	10,737.72
Deposits	14,895.02	15,015.10	15,346.10	15,650.76	16,236.14	16,088.96	16,492.60	16,577.89
Capital	2,431.12	2,459.22	2,509.95	2,549.92	2,573.92	2,527.24	2,576.58	2,664.33
Assets Growth (YoY)	6.1%	5.6%	6.4%	7.3%	7.0%	6.9%	7.8%	8.4%
Loan Growth (YoY)	-2.8%	-5.6%	-2.7%	1.8%	4.1%	5.8%	9.6%	10.0%
Deposits Growth (YoY)	9.0%	7.9%	7.6%	8.9%	9.0%	7.2%	7.5%	7.2%
Capital Growth (YoY)	4.9%	6.9%	5.9%	5.9%	5.9%	2.8%	2.7%	4.5%

Source: Bangko Sentral ng Pilipinas & Philippine Statistics Office

<sup>1</sup> As of August 2022

<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 Compañia** (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
2022	BPI Family Savings Bank	BPI and BFSB merger
2022	Robinsons Bank	BPI and RBC merger plans announcement

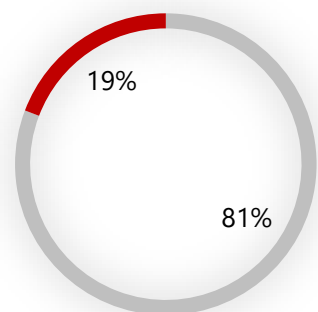
# BPI at a glance



- ✓ The first bank in the Philippines and Southeast Asia, and the longest tenured bank with 171 years of continuous operating history, with highly reputable shareholders, the largest of which include the Ayala Group and the Roman Catholic Church
- ✓ 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 now stands at 9.10 million customers (inclusive of GSave clients acquired through Gcash) as of September 30, 2022 owing to the Bank's strong brand recognition

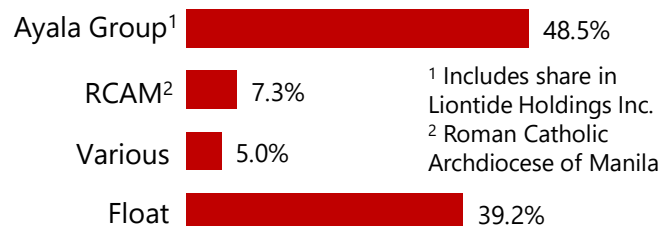
## Ownership Structure, September 30, 2022

### Citizenship Composition



■ Filipino ■ Non-Filipino

### Shareholder Profile



## Investment Information

Fundamentals	
Stock Price	P89.50 per share
BV per share	₱67.38
P-B Ratio	1.33x
P-E Ratio	12.42x
Dividends	P1.06 per share
Market Cap (in P mn)	403,925

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	19%

## Investment Ratings

Credit Ratings			
S&P	BBB+	Long term Issuer Credit Rating	Sep 2022
Moody's	Baa2	Baseline Credit Assessment	July 2022
Fitch	BBB-	Long term Issuer Default Rating	May 2022
Capital Intelligence	BBB	Long term Foreign Currency	July 2022

ESG Ratings		
MSCI	BB	Sep 2022
Sustainalytics	26.8	Oct 2022
SAM (S&P)	47	Sep 2022
V.E. (Moody's)	49	Aug 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 September 2022)

1,181 Branches:

872 BPI<sup>1</sup>

309 BanKo<sup>2</sup>

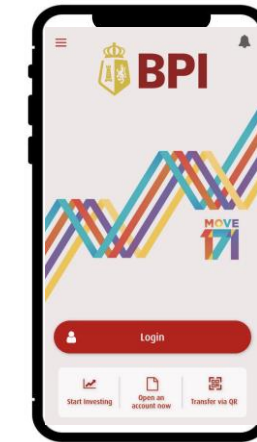
2,077 ATMs & CAMs

18,340 Employees

Main Operating Business Segments



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



Digital Channels  
As of September 2022

Total Client Count<sup>3</sup>  
9.10 mn

Enrollments  
5.57 mn

Active Users<sup>4</sup>  
3.85 mn

<sup>1</sup> Branch licenses: 869 domestic, 3 international; Physical locations: 753 domestic (with 109 branches co-located and 7 branches consolidated); 2 international (composed of 2 London branches co-located and 1 Hong Kong branch) <sup>2</sup> Branches and branch-lite units (BLUs)

<sup>3</sup> Inclusive of GSave clients acquired through Gcash <sup>4</sup> Rolling 3 months on a growing client base

# Financial Highlights



	Sep 2021	Jun 2022	Sep 2022	△ YoY	△ QoQ
<b>Balance Sheet (in P bn)</b>					
Assets	2,260.4	2,464.3	2,528.2	11.8%	2.6%
Net Loans	1,387.2	1,557.0	1,600.4	15.4%	2.8%
Deposits	1,797.0	1,992.9	2,033.9	13.2%	2.1%
CASA	1,440.2	1,578.9	1,547.7	7.5%	-2.0%
Capital	291.8	304.1	313.4	7.4%	3.0%
AUM	1,104.9	1,061.8	997.9	-9.7%	-6.0%
<b>Key Metrics</b>					
				△ bps	
Quarter NIM	3.28%	3.51%	3.66%	38	15
Quarter Asset Yield	4.01%	4.13%	4.40%	39	27
Quarter Cost of Funds	0.83%	0.71%	0.83%	-	12
Quarter Cost to Income	52.72%	41.09%	47.76%	(496)	668
YTD Cost of Deposits	0.59%	0.55%	0.61%	1	6
YTD Cost to Assets	2.23%	2.16%	2.18%	(5)	3
YTD ROE	8.25%	13.98%	13.73%	547	(25)
YTD ROA	1.07%	1.71%	1.66%	59	(5)
CASA Ratio	80.15%	79.22%	76.09%	(405)	(313)
Loan-to-Deposit Ratio	77.20%	78.13%	78.68%	149	56
Credit Cost (in bps)	108	67	63	(45)	(3)
NPL Ratio	2.73%	1.99%	1.94%	(79)	(5)
NPL Coverage Ratio	130.72%	170.74%	176.91%	4,618	617
CAR	17.64%	16.80%	16.80%	(84)	-
CET1	16.76%	15.91%	15.91%	(85)	-

	3Q21	4Q21	2Q22	3Q22	△ QoQ	△ YoY
<b>Profitability (in P bn)</b>						
Net Interest Income	17.3	18.4	20.3	22.3	9.6%	28.9%
Non-Interest Income	6.2	7.4	11.9	7.5	-37.1%	21.1%
Trading Income	0.8	0.7	0.7	1.3	78.5%	60.3%
Non-Interest Income	5.4	6.7	11.2	6.2	-44.5%	15.2%
Revenues	23.5	25.8	32.3	29.8	-7.6%	26.8%
Operating Expenses	12.4	14.2	13.3	14.2	7.4%	14.9%
PPOP	11.1	11.5	19.0	15.6	-18.1%	40.2%
Provisions	3.7	2.9	2.5	2.5	0.0%	-33.3%
NIBT	7.4	8.7	16.5	13.1	-20.8%	77.6%
Income Taxes	1.6	2.2	4.0	2.9	-26.8%	78.7%
Net Income	5.7	6.4	12.5	10.1	-19.0%	78.5%

# Financial Highlights (in USD)



	Sep 2021	Jun 2022	Sep 2022	△ YoY	△ QoQ
<b>Balance Sheet (in USD bn)</b>					
Assets	44.4	44.8	42.9	-3.2%	-4.2%
Net Loans	27.2	28.3	27.2	-0.2%	-4.0%
Deposits	35.3	36.2	34.5	-2.1%	-4.7%
CASA	28.3	28.7	26.3	-7.0%	-8.4%
Capital	5.7	5.5	5.3	-7.1%	-3.8%
AUM	21.7	19.3	16.9	-21.9%	-12.2%
<b>Key Metrics</b>					
				△ bps	
Quarter NIM	3.28%	3.51%	3.66%	38	15
Quarter Asset Yield	4.01%	4.13%	4.40%	39	27
Quarter Cost of Funds	0.83%	0.71%	0.83%	-	12
Quarter Cost to Income	52.72%	41.09%	47.76%	(496)	668
YTD Cost of Deposits	0.59%	0.55%	0.61%	1	6
YTD Cost to Assets	2.23%	2.16%	2.18%	(5)	3
YTD ROE	8.25%	13.98%	13.73%	547	(25)
YTD ROA	1.07%	1.71%	1.66%	59	(5)
CASA Ratio	80.15%	79.22%	76.09%	(405)	(313)
Loan-to-Deposit Ratio	77.20%	78.13%	78.68%	149	56
Credit Cost (in bps)	108	67	63	(45)	(3)
NPL Ratio	2.73%	1.99%	1.94%	(79)	(5)
NPL Coverage Ratio	130.72%	170.74%	176.91%	4,618	617
CAR	17.64%	16.80%	16.80%	(84)	-
CET1	16.76%	15.91%	15.91%	(85)	-

	3Q21	4Q21	2Q22	3Q22	△ QoQ	△ YoY
<b>Profitability (in USD mn)</b>						
Net Interest Income	339.5	362.7	369.8	378.7	2.4%	11.5%
Non-Interest Income	121.7	145.1	216.9	127.5	-41.2%	4.7%
Trading Income	15.8	13.2	13.1	21.9	66.7%	38.7%
Non-Interest Income	106.0	131.9	203.8	105.6	-48.2%	-0.3%
Revenues	461.3	507.8	586.7	506.1	-13.7%	9.7%
Operating Expenses	243.2	280.5	241.1	241.8	0.3%	-0.6%
PPOP	218.1	227.3	345.7	264.4	-23.5%	21.2%
Provisions	73.6	56.8	45.4	42.4	-6.6%	-42.3%
NIBT	144.5	170.5	300.2	221.9	-26.1%	53.6%
Income Taxes	32.2	43.1	72.9	49.8	-31.7%	54.6%
Net Income	111.0	126.2	226.5	171.4	-24.3%	54.4%

# BPI Executive Management



As of September 30, 2022



**Jose Teodoro K. Limcaoco**  
President and CEO



**Ramon L. Jocson**  
Executive Vice President  
Chief Operating Officer



**Maria Theresa D. Marcial**  
Executive Vice President  
Head, Wealth Management



**Marie Josephine M. Ocampo**  
Executive Vice President  
Head, Mass Retail Products



**Dino R. Gasmen**  
Senior Vice President  
Treasurer



**Marita Socorro D. Gayares**  
Senior Vice President  
Chief Risk Officer



**Juan Carlos L. Syquia**  
Executive Vice President  
Head, Corporate Clients Segment



**Maria Cristina L. Go**  
Executive Vice President  
Head, Consumer Banking



**Joseph Anthony M. Alonso**  
Senior Vice President  
Chief Credit Officer



**Eric Roberto M. Luchangco**  
Senior Vice President  
Chief Finance Officer  
Chief Sustainability Officer



**Mary Catherine Elizabeth P. Santamaria**  
Senior Vice President  
Chief Customer and Marketing Officer

# BPI's Unique Sustainability Formula

Incorporate ESG + E2 in the core business strategy

**ESG + E<sub>2</sub>**

**E**nvironmental

**S**ocial

**G**overnance +

**E**conomic Benefits (*increase revenues, reduce costs, reduce risks*)

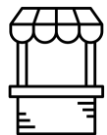


# BPI Sustainability Agenda



BPI aims to be an inclusive, innovative, and trusted leader in Responsible Banking

## Becoming the most financially inclusive and sustainable bank



Over **257,000 SEMEs** served through **PHP 34.6 billion** microfinance loans since 2016 through **BanKo**  
A subsidiary of BPI



**3.85 million** active users of the BPI Retail and Corporate Digital Platforms  
**90%** of transactions are digital



**48% of corporate portfolio** contributing to the **UN SDGs**<sup>1</sup>

FinanceAsia Country Awards 2022  
▪ **Best Sustainable Bank (Philippines)**

Global Finance Sustainable Finance Awards 2022

- **Financial Leadership in Sustaining Communities (Asia-Pacific)**
- **Best Bank for Sustainable Finance (Philippines)**



## Embedding ESG in our culture



Board-approval and implementation of the **BPI Sustainability Agenda** and **Environmental & Social Risk Management System (ESRMS)**



**ESG KRA Setting** based on short-, medium-, and long-term goals, action plans, and metrics to be implemented across BPI starting 2022



**Sustainability Training** for all employees

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



**Environmental and climate risk awareness and education** of employees and clients for health, safety, and business continuity through the first Philippine Sustainability Awareness Month

## Sustainability commitments and innovations

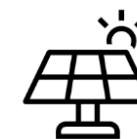


First Philippine bank to sign up as a **supporter of the Task-Force on Climate-related Financial Disclosures**

First bank to incorporate a **TCFD segment in the Integrated Report**



**Zero-out coal generation financing by 2032** and **no additional greenfield** coal power generation projects



**Energy Transition Finance Facility (ETFF)** to enable early retirement of coal plants and shift to renewable energy technologies

<sup>1</sup> As of year-end 2021

# Awards and Recognitions



As of September 30, 2022

## Institutional

<p>Best Bank in the Phils.; Financial Leadership in Sustaining Communities 2022</p>	<p>Best Sustainable Bank in PH 3<sup>rd</sup> consecutive year 2022</p>	<p>Best Remittances Service Provider in PH 2022</p>
<p>Best Trade Finance Bank 8<sup>th</sup> consecutive year Best SME Bank in PH 9<sup>th</sup> win in 16 years 2022</p>	<p>One of the Best Companies to Work For In Asia 2021</p>	<p>Best Domestic Bank in PH 2022</p>
<p>LLC Bank and SME Bank For Treasury/Working Capital Management in PH 2022</p>	<p>Best FX Bank Corporates, Fis-5<sup>th</sup> win Retail Clients-4<sup>th</sup> win 2022</p>	<p>Best Digital Bank Most Sustainable Bank In PH 2022</p>
<p>Best Cash Management Best Trade Finance Provider – PH 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 Bank in the Philippines 2020</p>

## BPI Foundation

<p>Outstanding CSR Project In Financial Inclusion 2022</p>	<p>Best Bank For Corporate Social Responsibility in PH 2022</p>	<p>WWF Climate Support Award (Phils) 2020</p>
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## Bancassurance

<p>Best Life Insurance Company in the Phils. BPI-Philam Life Assurance Corp. 2021</p>
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## BPI AMTC

<p>Best Asset Manager Philippines (6<sup>th</sup> consecutive win) 2022</p>	<p>Best Overall Asset &amp; Fund Manager (6<sup>th</sup> win in 7 years) 2022</p>	<p>Best Asset Manager (Fixed Income &amp; Equity) 2022</p>	<p>Best Managed Fund of the Year – Dollar Equity Fund (6<sup>th</sup> consecutive win) 2022</p>	<p>Sustainable Investing as Asset Management Company of the Year (Highly Commended)</p>
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## BPI Capital

<p>Best Investment Bank Best Equity and Debt Market House 2022</p>	<p>Best Investment Bank Best Equity House 2022</p>	<p>Best Investment Bank Best Equity Capital Markets House PH 2022</p>	<p>Best Investment Bank In PH 2022</p>	<p>Best Green Bond-Corp for Ayala Energy Best IPO for Monde Nissin 2021</p>
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# Reinventing banking for a more inclusive and sustainable tomorrow

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[investorrelations@bpi.com.ph](mailto:investorrelations@bpi.com.ph)  
Tel: (632) 8246 5862  
<https://www.bpi.com.ph/>

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