



BPI Investor Presentation

2Q and 1H 2023



Performance Highlights

Performance Highlights



Profitability

- Record 1H income of P25.15 Bn, up 23% YoY, driven by strong net interest income and lower provisions
- Excluding gain from sale of property last year, net income was up 51%
- Profitability further improved with ROE at 15.53% and ROA at 1.92%, highest since 2016

Balance Sheet

- Funding and liquidity ratios are well above regulatory requirement; Indicative LCR at 204.19%; NSFR at 153.19%
- Slight moderation in capital position, reflecting strong pace of loan growth and capital distribution
- CET1 at 15.58%; CAR at 16.46%

Asset Quality

- Asset quality remained resilient
- NPL ratio at 1.88%, NPL cover at 167%
- Lower credit cost at 23bps

Shareholder Returns

- Sustained share value creation
- Cash dividend of P1.68 dividend per share in 1H23
- Property dividend of common shares at 1:0.89 entitlement ratio

Profitability – QoQ



In P bn	2Q 2022	1Q 2023	2Q 2023	QoQ	YoY
Net Interest Income	20.35	24.16	25.95	7.4%	27.5%
Non-Interest Income	11.93	7.55	7.92	4.9%	-33.6%
Trading Income	0.72	1.26	1.03	-17.7%	43.4%
Fee Income	11.21	6.30	6.89	9.4%	-38.5%
Net Revenues	32.28	31.71	33.87	6.8%	4.9%
Opex	13.26	15.06	16.33	8.4%	23.1%
PPOP	19.02	16.65	17.55	5.4%	-7.7%
Provisions	2.50	1.00	1.00	0.0%	-60.0%
NIBT	16.52	15.65	16.55	5.7%	0.2%
Income Taxes	4.01	3.45	3.50	1.5%	-12.8%
Net Income	12.46	12.13	13.02	7.3%	4.5%
Excluding One-Off Gain from Asset Sale					
Fee Income	6.22	6.30	6.89	9.4%	10.7%
Revenues	27.29	31.71	33.87	6.8%	24.1%
Net Income	8.72	12.13	13.02	7.3%	49.3%

Quarter-on-Quarter

- Record quarter income of P13.02 Bn notwithstanding record operating expenses

Year-on-Year

- 2Q23 net income was up 4.5% YoY on lower provisions; impact of decline in fee income and higher expenses offset the strong growth in net interest income and trading income
- Excluding the gain from asset sale last year,
 - Fee income would have been up 11%
 - Revenue, up 24%, higher than expense growth
 - Net income, up 49%

Profitability – 1H



In P bn	1H 2022	1H 2023	YoY
Net Interest Income	39.34	50.11	27.4%
Non-Interest Income	18.30	15.48	-15.4%
Trading Income	1.62	2.29	41.5%
Fee Income	16.68	13.19	-20.9%
Net Revenues	57.64	65.59	13.8%
Opex	25.85	31.39	21.4%
PPOP	31.79	34.20	7.6%
Provisions	5.00	2.00	-60.0%
NIBT	26.79	32.20	20.2%
Income Taxes	6.23	6.94	11.4%
Net Income	20.45	25.15	23.0%
Excluding One-Off Gain from Asset Sale			
Fee Income	11.69	13.19	12.8%
Revenue	52.65	65.59	24.6%
Net Income	16.71	25.15	50.6%

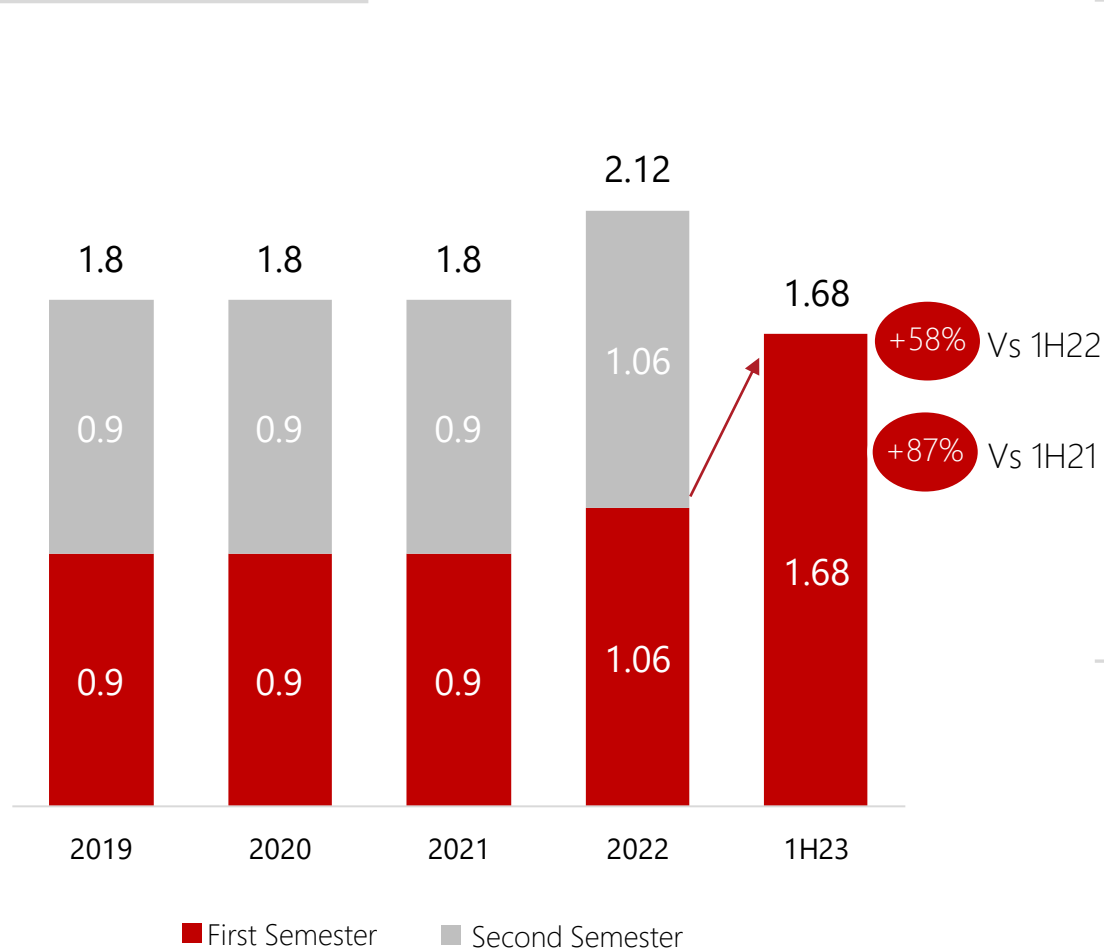
- Record net income of P25.15 Bn, up 23% YoY largely driven by revenues and lower provisions, which offset the increase in operating expenses
 - Impact of sustained expansion of loans and NIM offset the decline in fee income due to gains from asset sale last year
 - Solid trading income, up 41.5%
- Excluding gain from asset last year -
 - Fee income up 13%, on sustained volume growth in our biggest businesses
 - Revenue up 25% ahead of the 21% increase in operating expenses
 - Net income up 51%

Capital Distribution

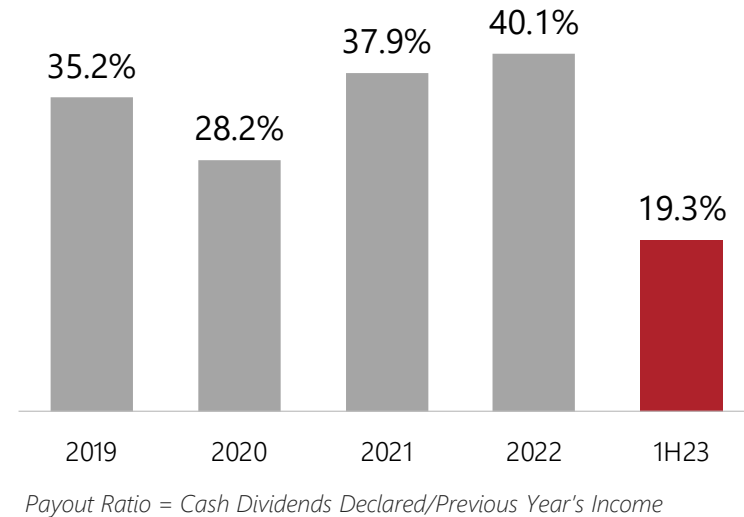


Strong organic capital generation ensured sustainability of shareholder remuneration

Dividend per Share



Dividend Payout



2023 Property Dividend

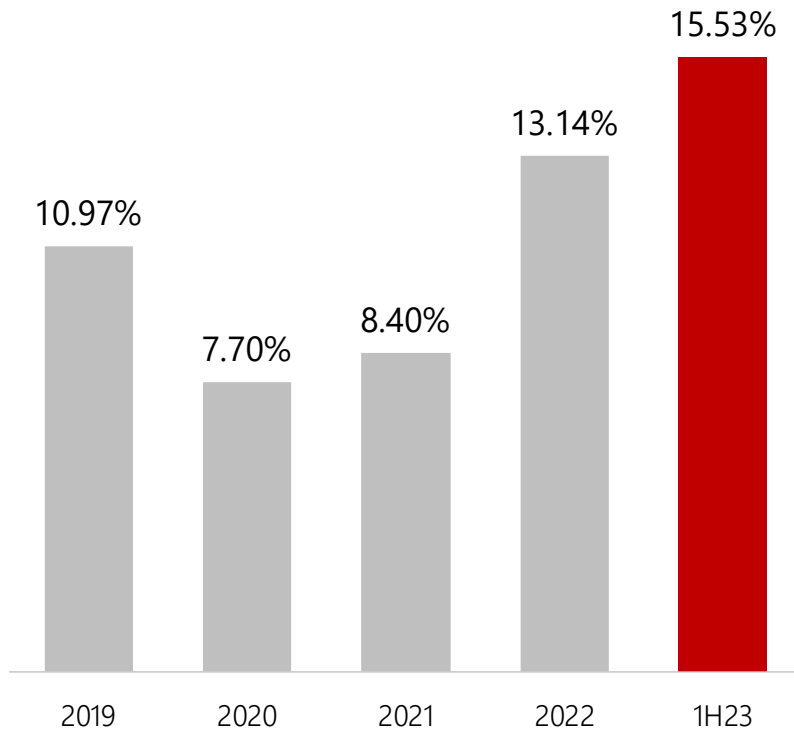
- Property Dividend : 406,179,276 Common Shares
- Rights Entitlement Ratio: 1:0.0896395563
- Record date: March 29, 2023
- Payment Date: June 16, 2023
- Distribution Date : June 21, 2023
- Cross Price: P105.00/share

Shareholder Returns

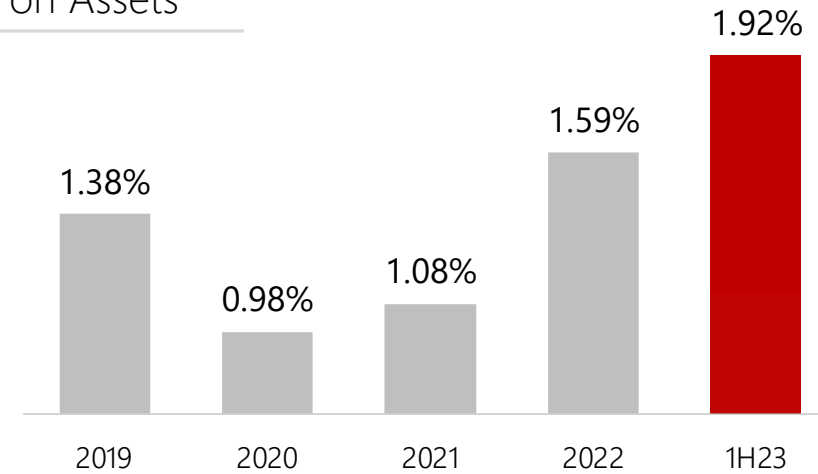


Increased profitability and share value creation

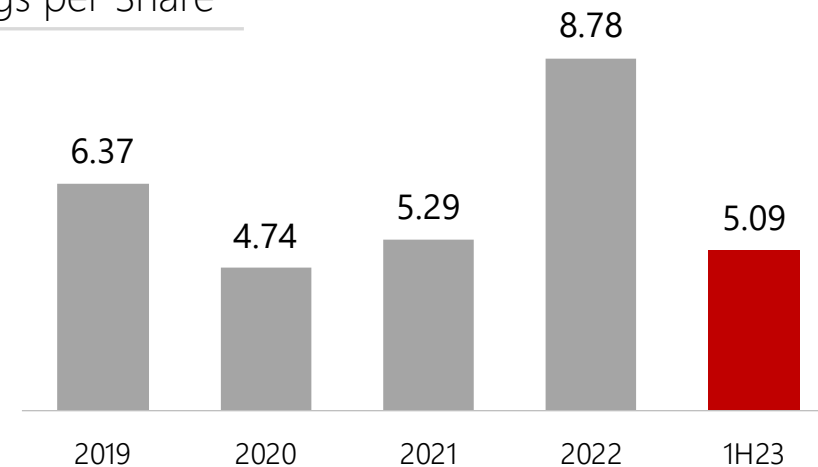
Return on Equity



Return on Assets



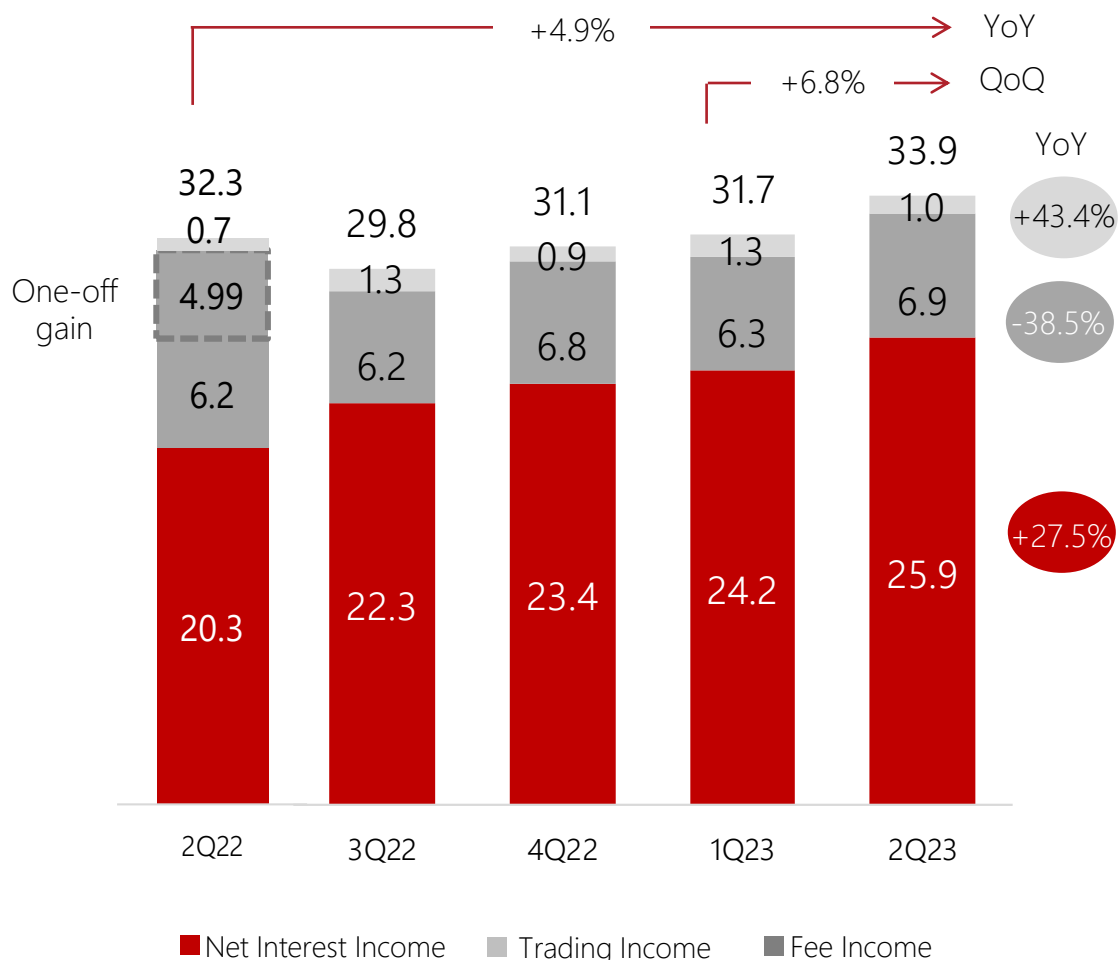
Earnings per Share



Revenues



Quarter-on-Quarter (in P bn)

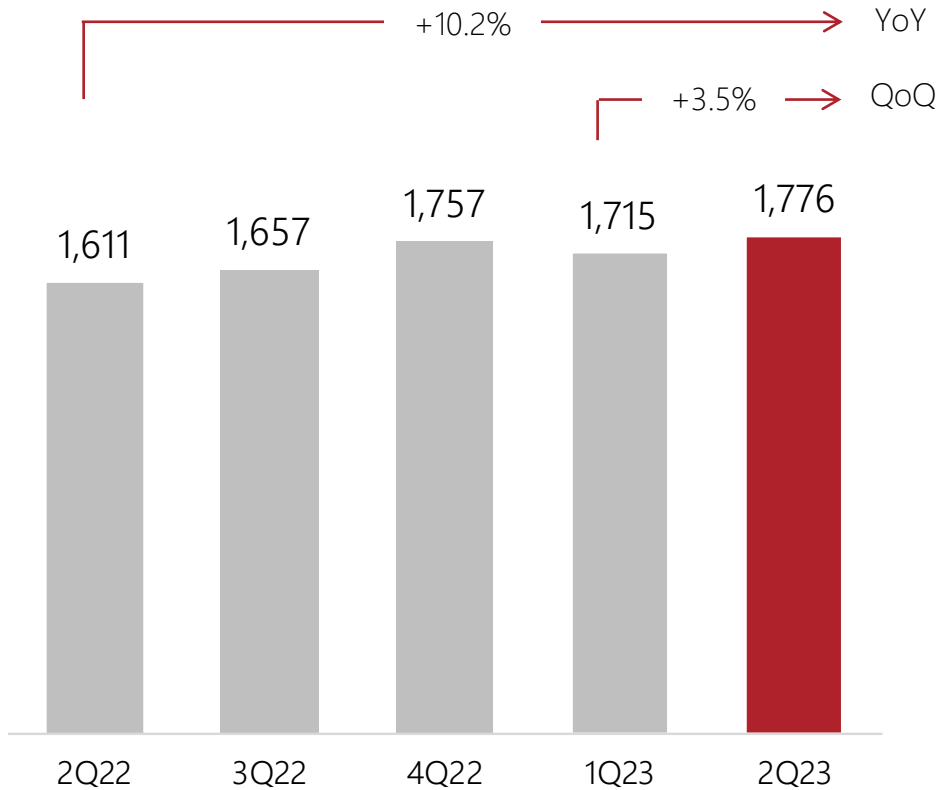


- New high in quarter revenues
- Record net interest income on sustained-above industry loan growth and highest NIM since the pandemic
- Record fee income (excluding fee income last year) on strong growth in client base and client engagement

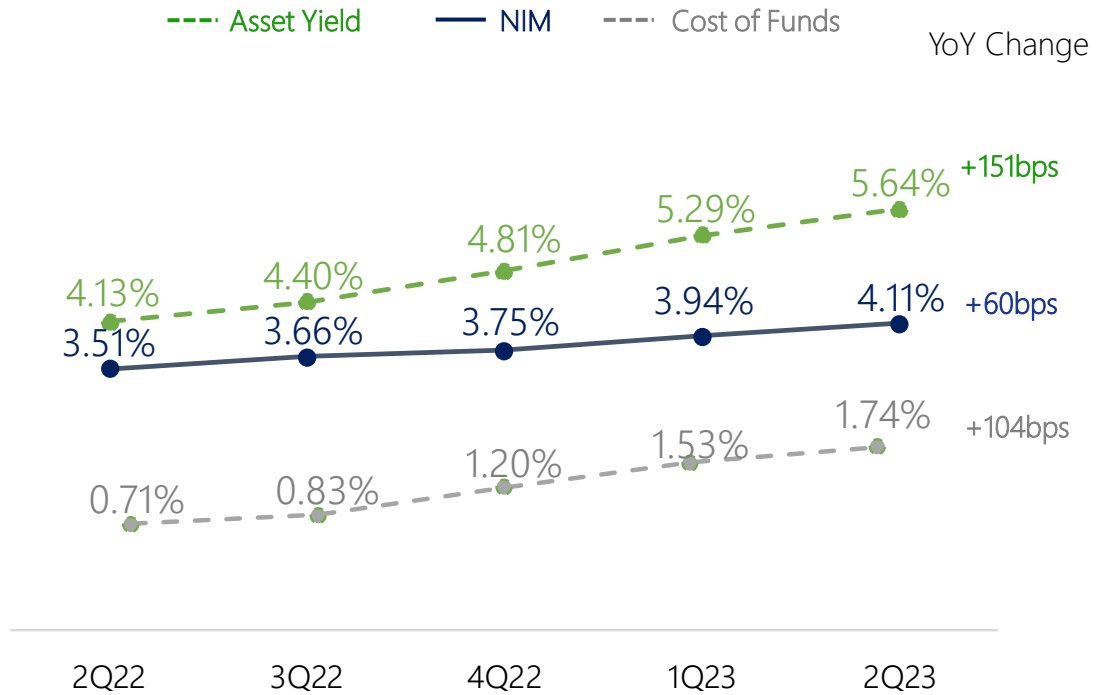
Loans and Quarter NIM

Sustained expansion in NIM and above-industry loan growth

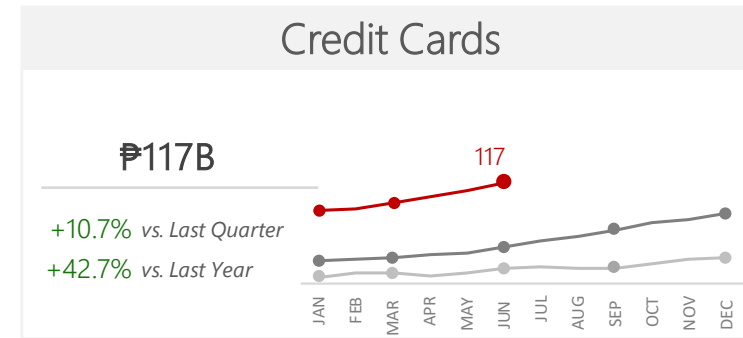
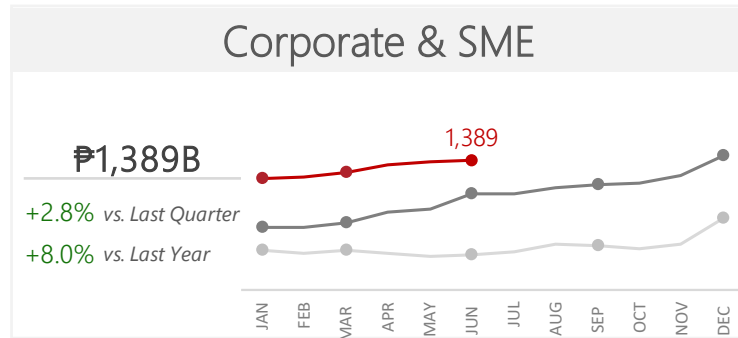
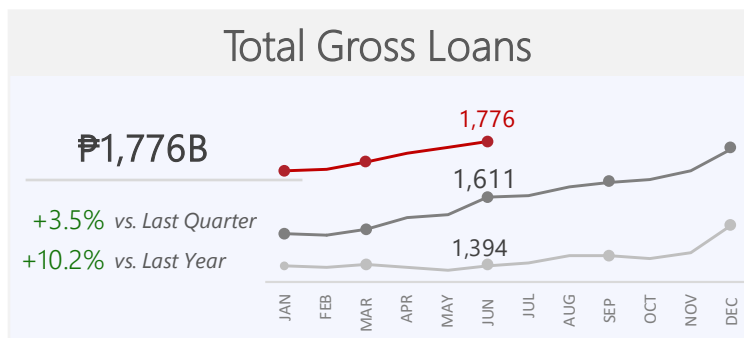
Gross Loans (in P bn)



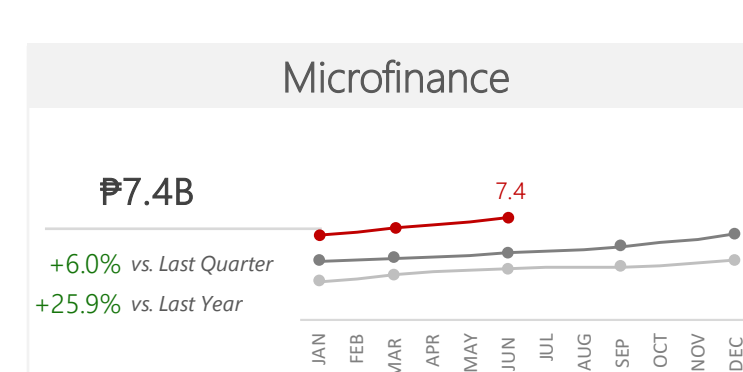
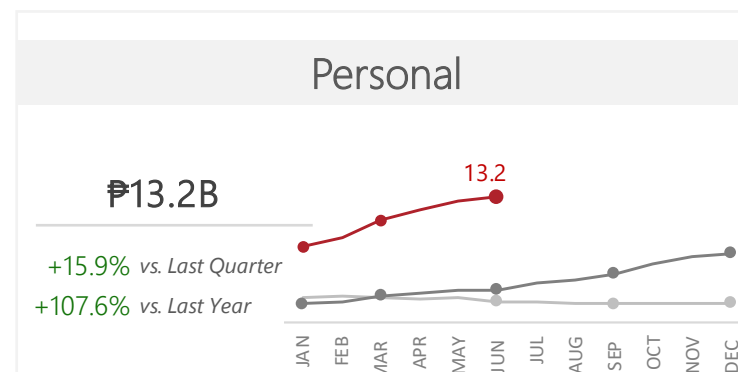
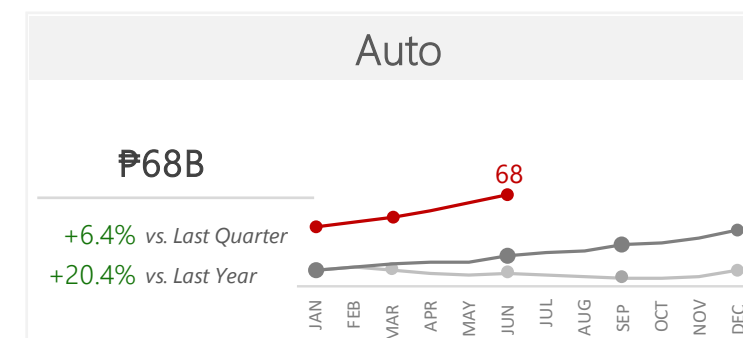
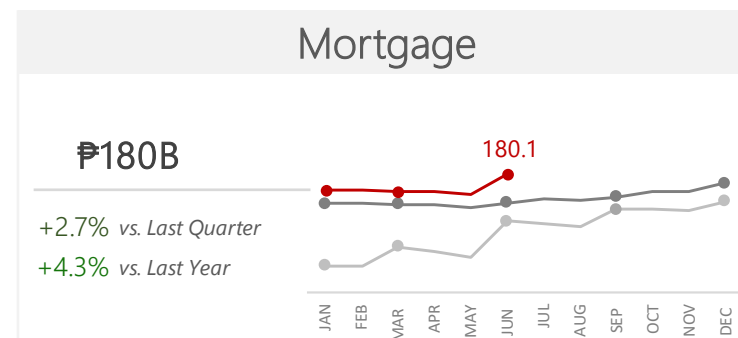
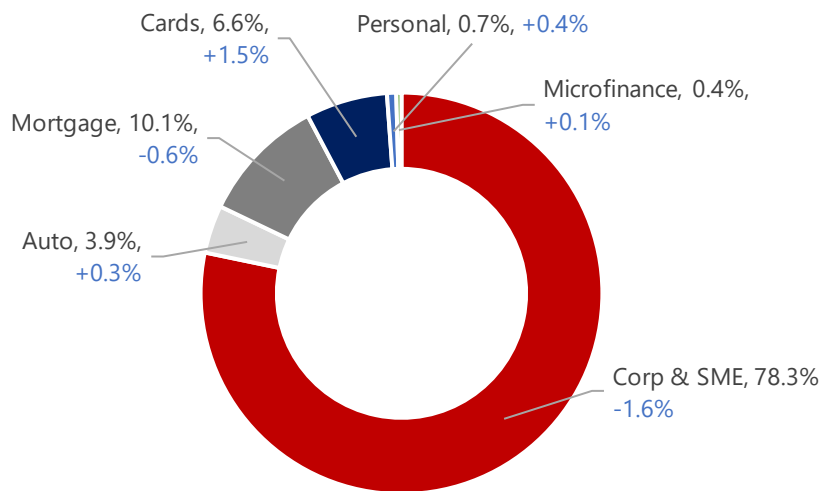
Quarter NIM



Loan Book per Segment



Loan Mix, YoY change



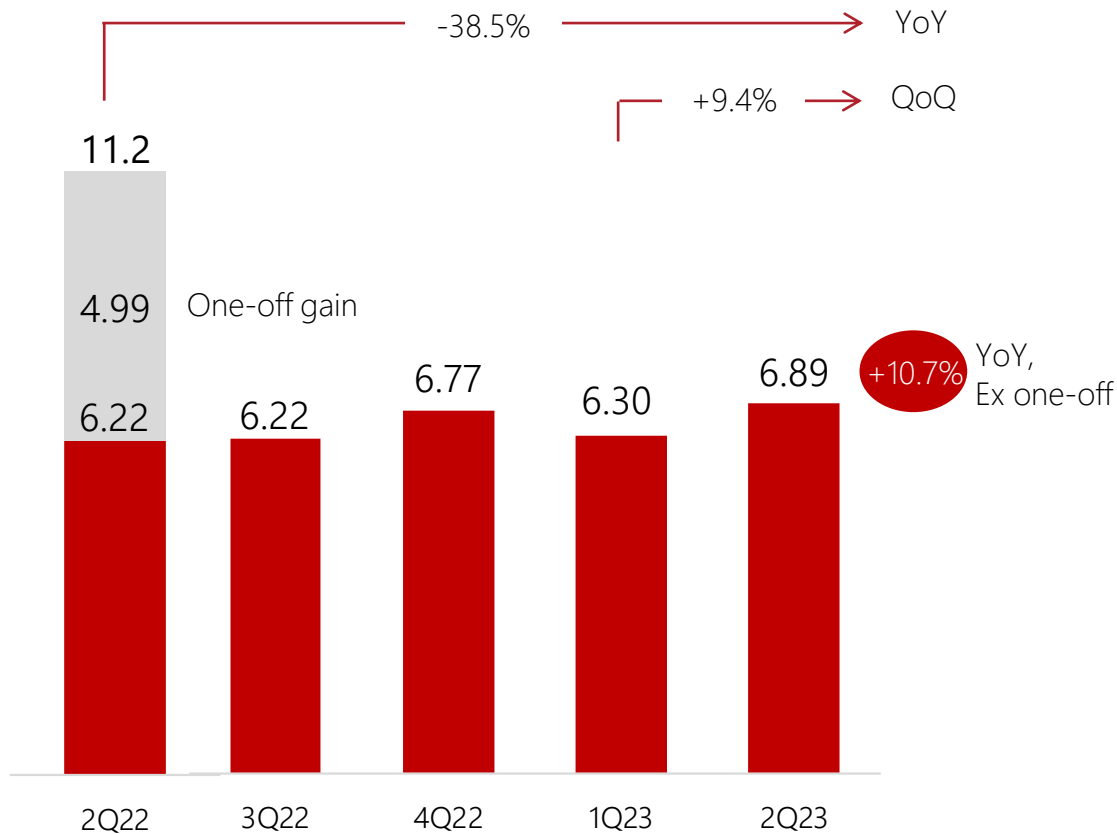
2021 2022 2023

Fee Income

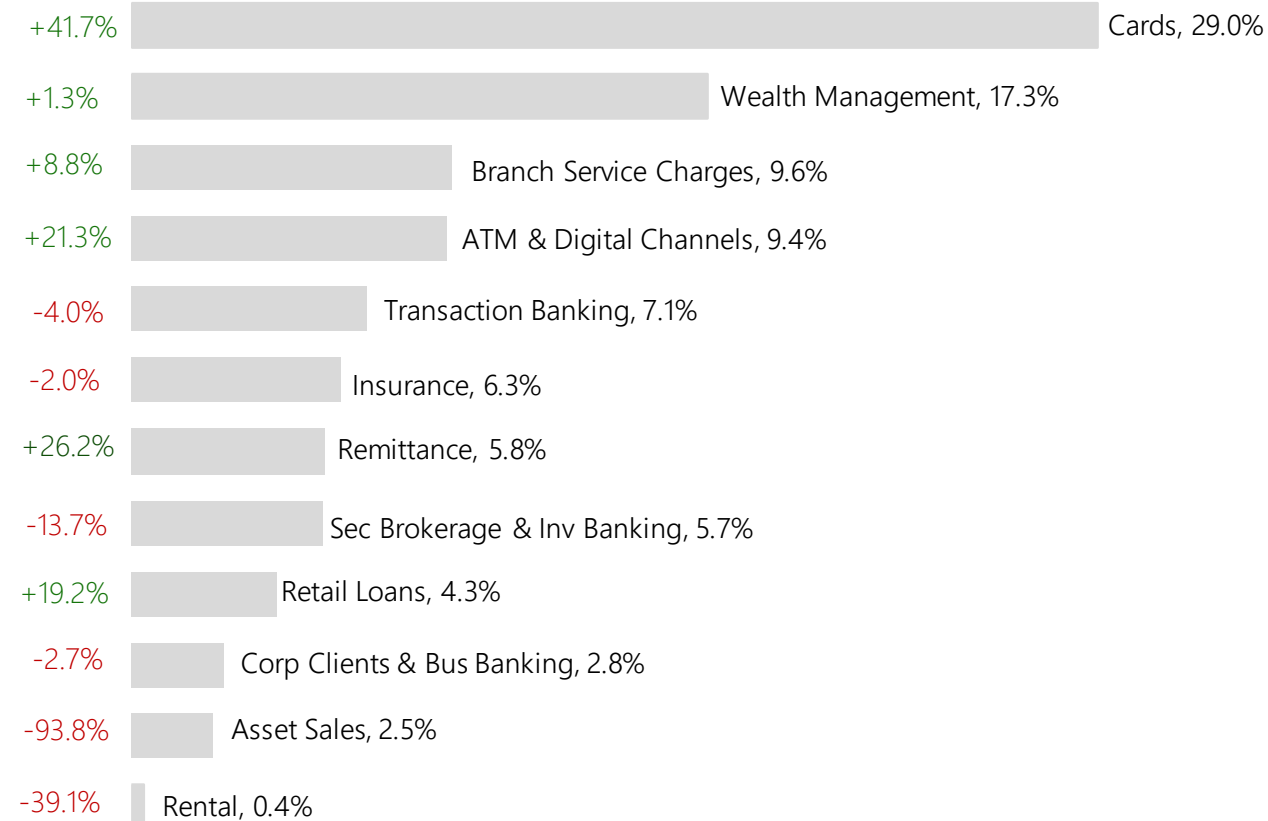
Excluding asset sale last year, fee income up 11% YoY, largely driven by Cards

Amounts in P bn

Ranked by Contribution to 1H 2023 Fee Income*



YoY Growth

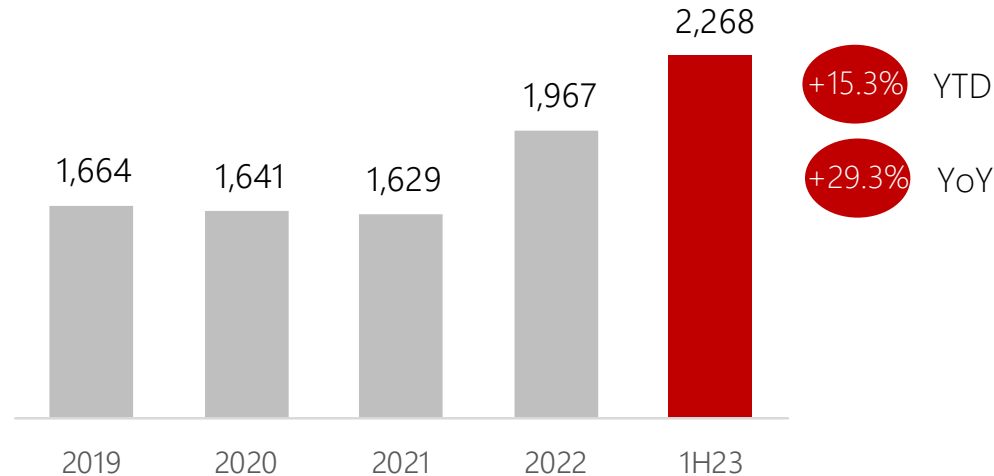


* gross of GRT and Others

Cards Business

Cards business' proof of concept demonstrates a compelling case for adoption

Card Base (*in th*)



June 2023 vs June 2022

29% increase in card base

55% increase in YTD billings

Monthly card usage up to 9x from 7x last year

NPL ratio down 110bps

Drivers

- Universe expansion initiatives
- Diversified sources of acquisition
- "Fall-of-your-seat" offers
- Pervasive communication and performance optimization across digital platforms

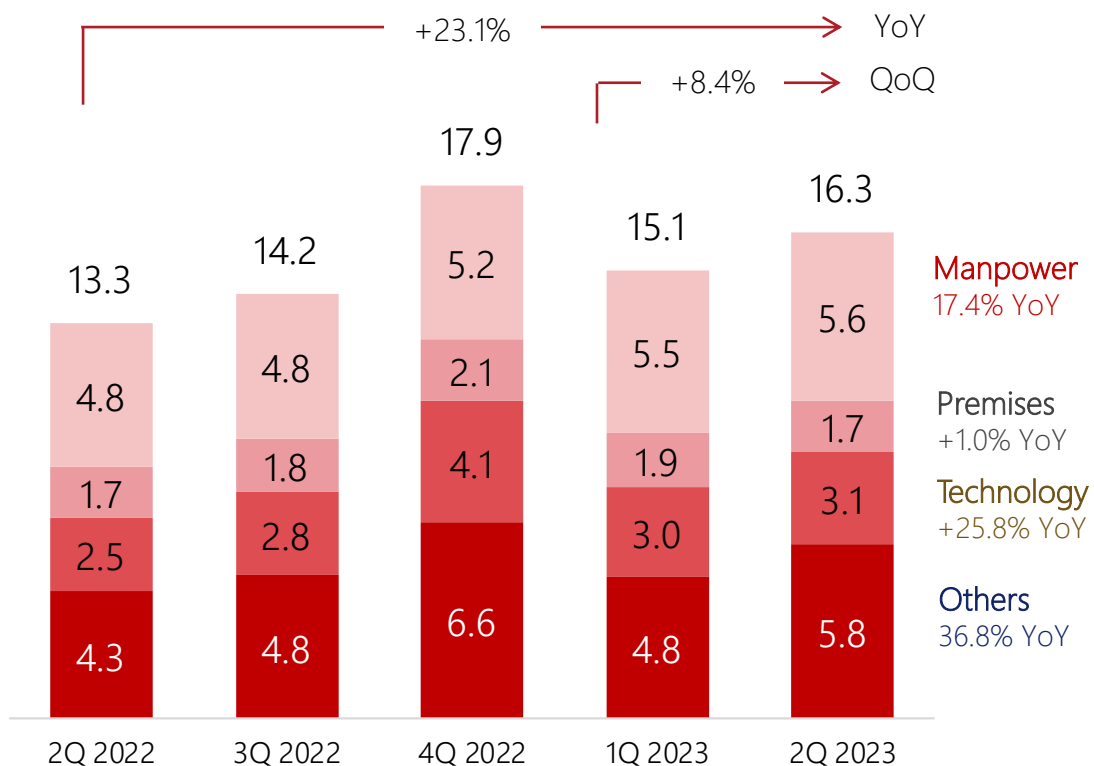
Market Share as of 1Q23

Loans	18.4% (+1.2% YoY)
Billings	18.7% (+2% YoY)
Card base	18.2% (+2% YoY)

Operating Expenses



Focused on improving cost-to-income than absolute cost target



	2019	2020	2021	2022	1H23
Cost-to-Income	52.4%	47.3%	52.1%	48.9%	47.9%
Customer Count (in mn)	8.66	8.57	8.46	9.32	9.65
Digital Customers (in mn)	0.51	1.45	1.87	2.80	3.10
Headcount	21,429	19,952	19,181	18,204	18,656
Customer Count/Headcount	404	429	441	508	517
Local Branch Count (Physical Locations)					
BPI	867	866	813	752	737
BanKo	300	304	307	317	321
Branch Headcount		8,719	8,397	7,513	7,367
Ave Deposit Per BPI Branch (in P bn)	1.96	1.98	2.40	2.79	2.91

DRIVERS:

Manpower: structural salary increase and higher headcount

Technology: continued investments in platforms and infrastructure

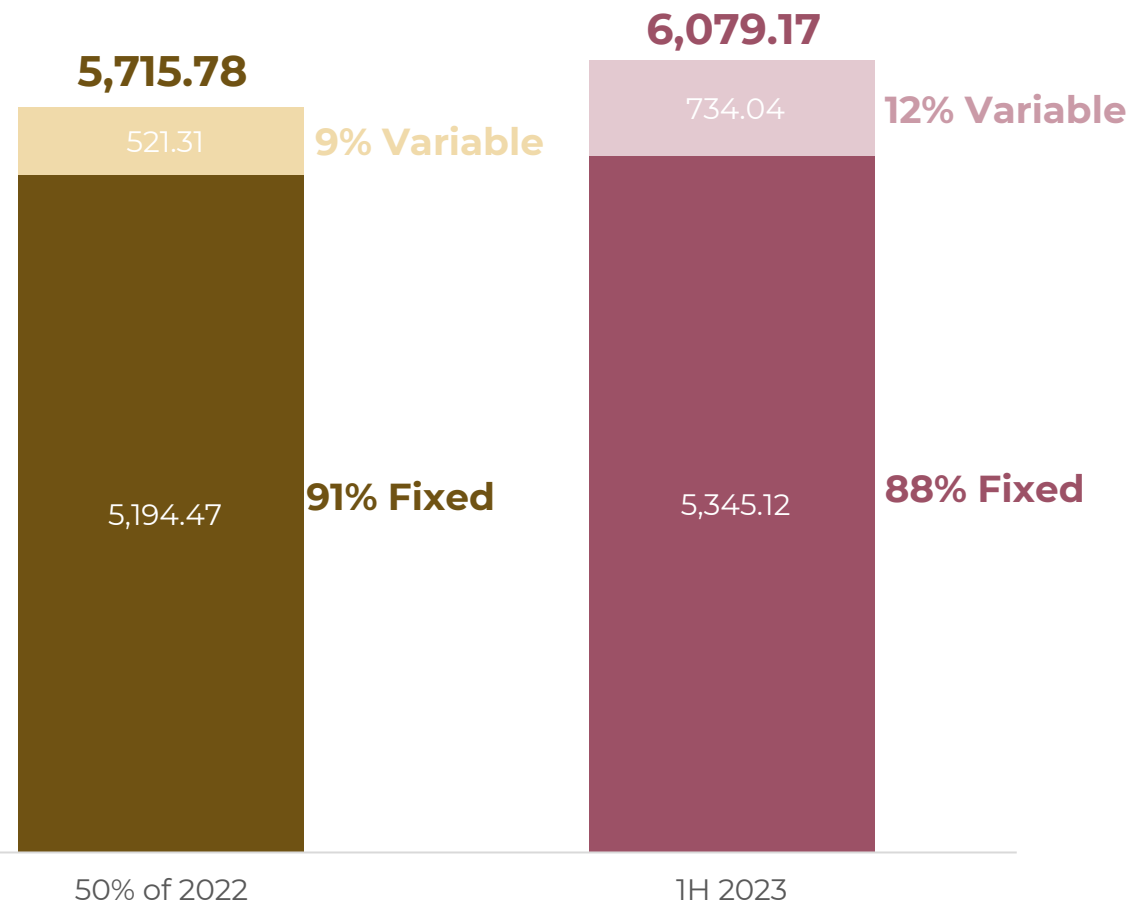
Others: marketing campaigns, rewards program and volume-related card transaction charges

Technology Expense



50% of 2022 Actual and 1H 2023 Actual

in Php Mn



- **Variable** – costs that are affected by changes in volume / no. of transactions / no. of accounts
- **Fixed** – other technology costs

Balance Sheet



In P bn	2Q 2022	1Q 2023	2Q 2023	QoQ	YoY
Assets	2,464.3	2,674.2	2,684.7	0.4%	8.9%
Gross Loans	1,611.3	1,715.3	1,775.7	3.5%	10.2%
Net Loans	1,557.0	1,661.1	1,720.5	3.6%	10.5%
Securities	536.3	586.7	582.6	-0.7%	8.6%
Deposits	1,992.9	2,148.7	2,144.1	-0.2%	7.6%
CASA	1,578.9	1,510.4	1,505.7	-0.3%	-4.6%
Time	414.1	638.3	638.3	0.0%	54.2%
Borrowings	80.2	99.7	106.5	6.9%	32.8%
Capital	304.1	331.6	336.1	1.3%	10.5%
LCR	213.96%	209.43%	204.19% ¹	-524 bps	-977 bps
LDR (Net Loans)	78.13%	77.31%	80.25%	294 bps	212 bps
CASA ratio	79.22%	70.29%	70.23%	-6 bps	-899 bps

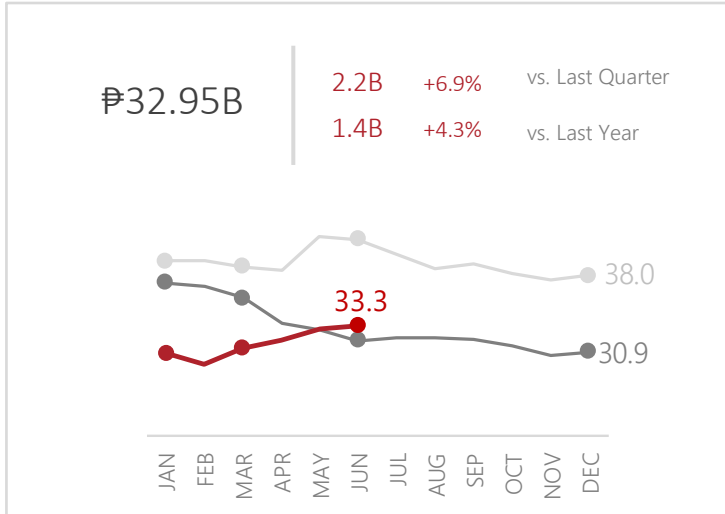
- Expansions in total assets funded largely by TD and to a smaller extent, borrowings
- High quality funding with CASA ratio at 70% and LCR at 204%
- Gradual build-up in securities, up 9% YoY, as rates increased

¹ indicative

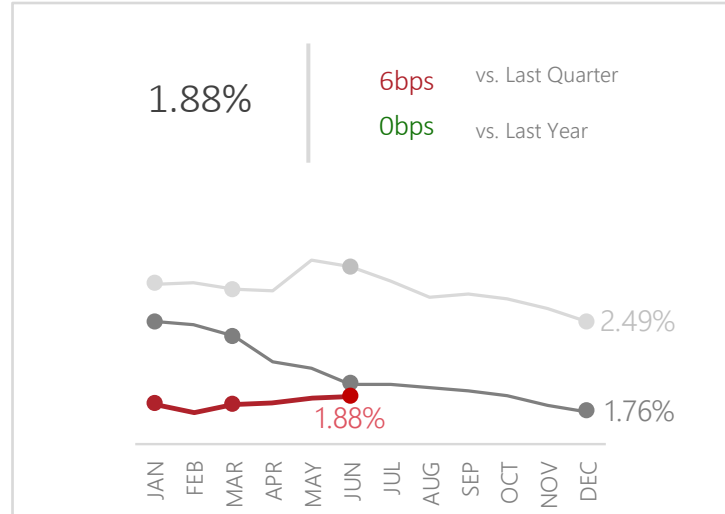
Asset Quality



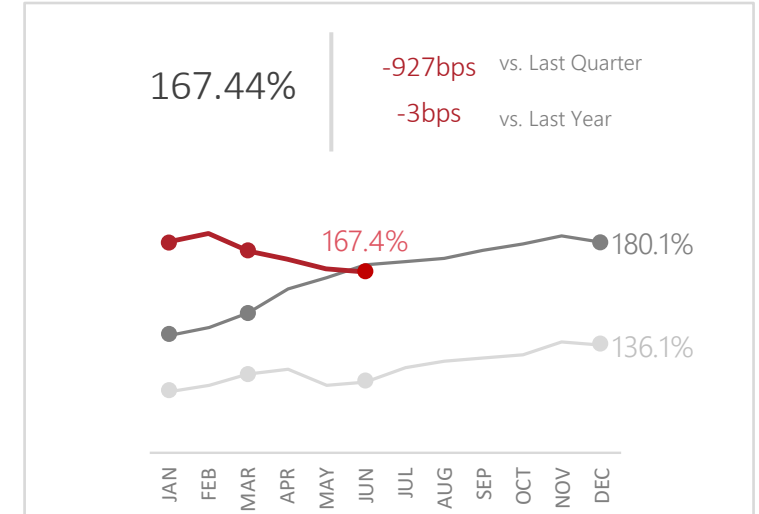
NPL Level (in ₱ bn)



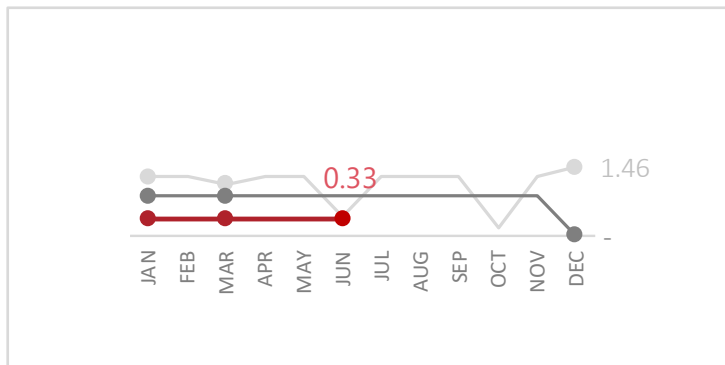
NPL Ratio



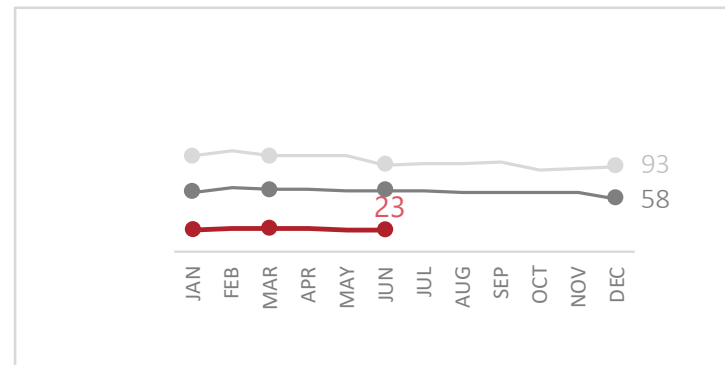
NPL Cover



Provisions (in ₱ bn)



Credit Cost (in bps)



- Asset quality remained resilient
- NPL formation largely from credit card and personal loans following huge increase in loan volume
- Slight uptick in NPL ratio but NPL cover remains more than sufficient

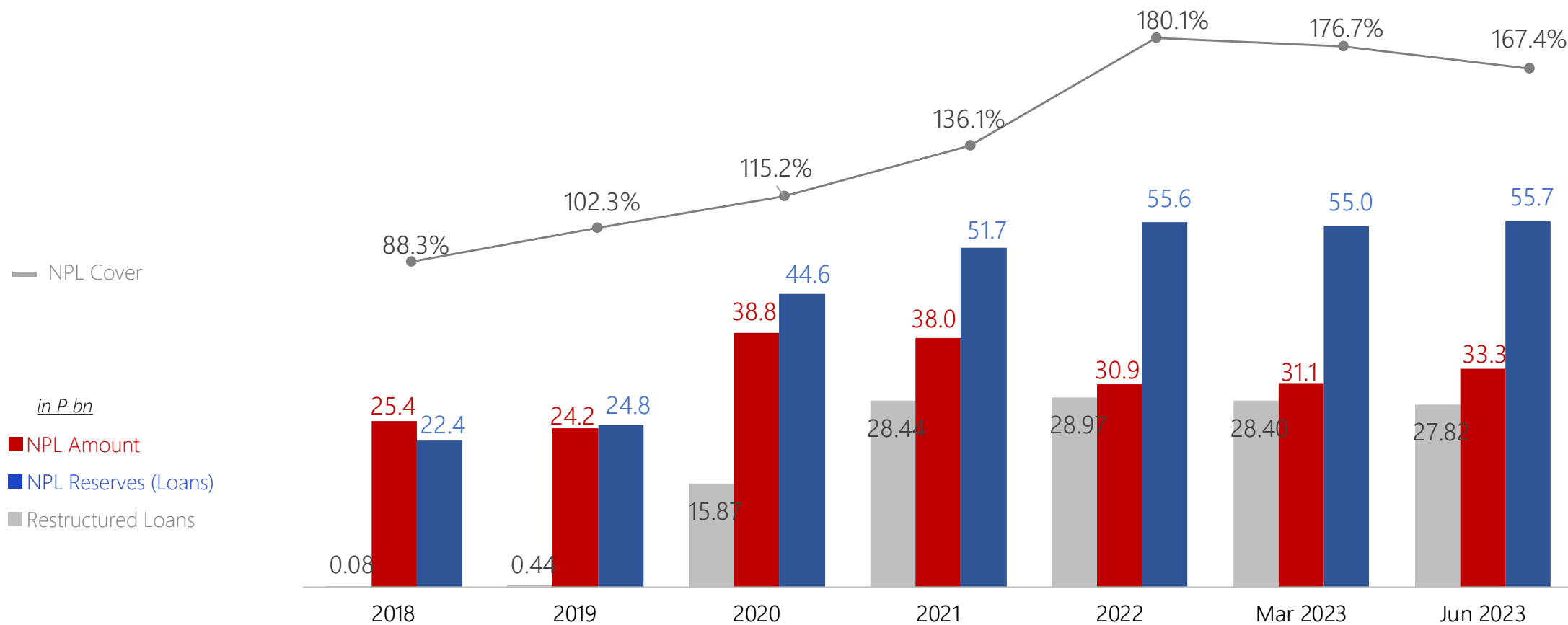
2021

2022

2023

Provisions

Strong asset quality, sufficient provisions and improving economic outlook allow for lower credit cost



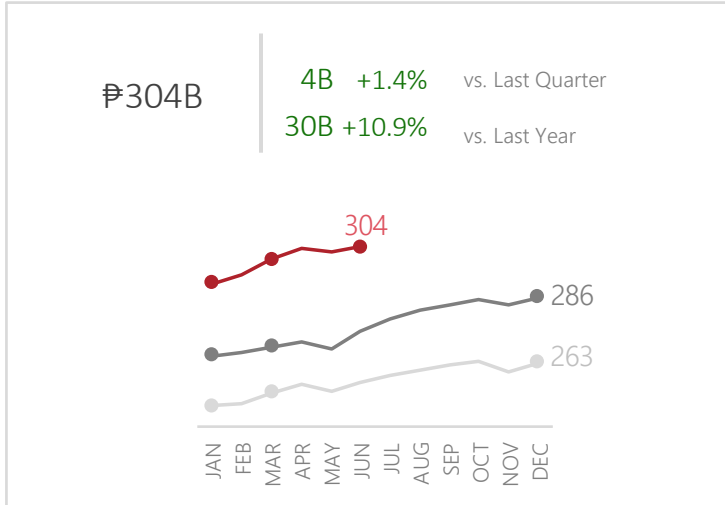
NPL Ratio	1.85%	1.63%	2.68%	2.49%	1.76%	1.82%	1.88%
Credit Cost (in bps)	40	41	196	93	58	24	23

Capital Position

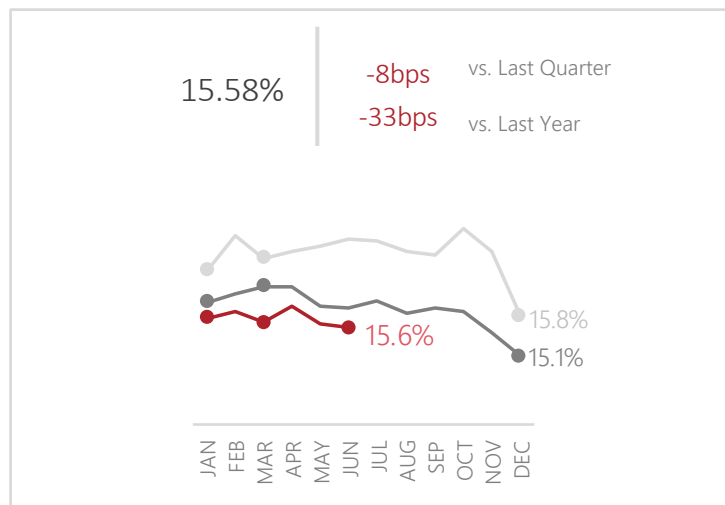


2021 2022 2023

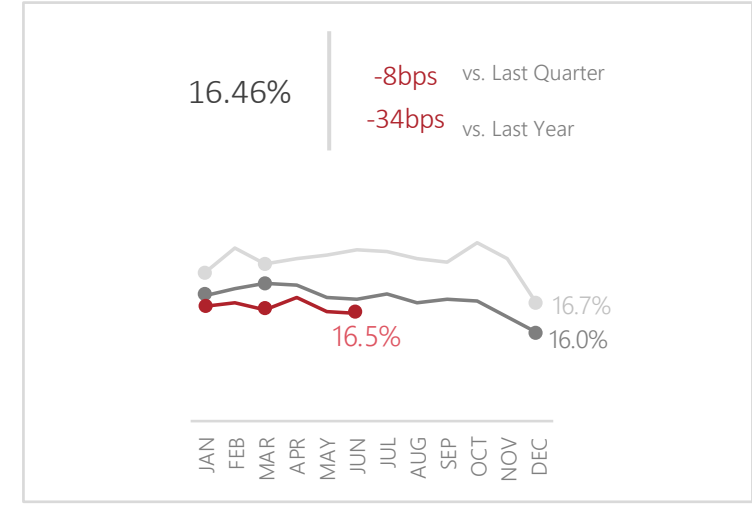
CET1 Level (in ₱ bn)



CET1 Ratio



CAR Ratio



- QoQ CET1 capital increased on net income accretion, paid-in capital from distribution of common shares as property dividend and OCI gains, partially offset by cash dividend distribution
- QoQ capital burn of 8bps from faster RWA accumulation
- Ratios comfortably above internal and regulatory thresholds



Strategic Updates

Three key aspects of our strategic focus



FINANCIAL INCLUSION

50
million customers
by 2026

Agency Banking

Branch optimization

SUSTAINABILITY

RESPONSIBLE BANKING

- Financing Sustainable Development
- Financial Inclusion
- Supporting Nation Building

RESPONSIBLE OPERATIONS

- Environmental Sustainability
- Social Responsibility

DIGITALIZATION

Banking Excellence Anchored on Trust and the Best Digital Offers

BPI **BanKo** **BPI** **BPI BizKo** **BPI BizLink** **BPI Trade**

Underpinned by our core values

N I C E

We are NURTURING. **We act with INTEGRITY.** **We are CUSTOMER OBSESSED.** **We act with EXCELLENCE.**

Financial Inclusion: Agency Banking



Branches & ATMs
Cornerstones of sales & service



700+ Branches
2,000+ ATMs
Servicing over 9M BPI clients



Rapidly evolving Technology
Changing customer behavior



Customer Convenience at the forefront
Less effort for the customer

FROM - "Come to us"
TO - "We will go to you"



Agency Banking is PHYGITAL

- Present where our customer prefers to go
- Matching the right Technology Enablers to our partners' business requirements and capabilities

Partner with existing establishments that are convenient stops for Filipinos

Physical (Brick & Mortar)

Digital

Partner with existing or new fintechs, e-commerce sites, apps, etc.

API **Product QR**

Agency Banking Platform

API **Link**

GoCart

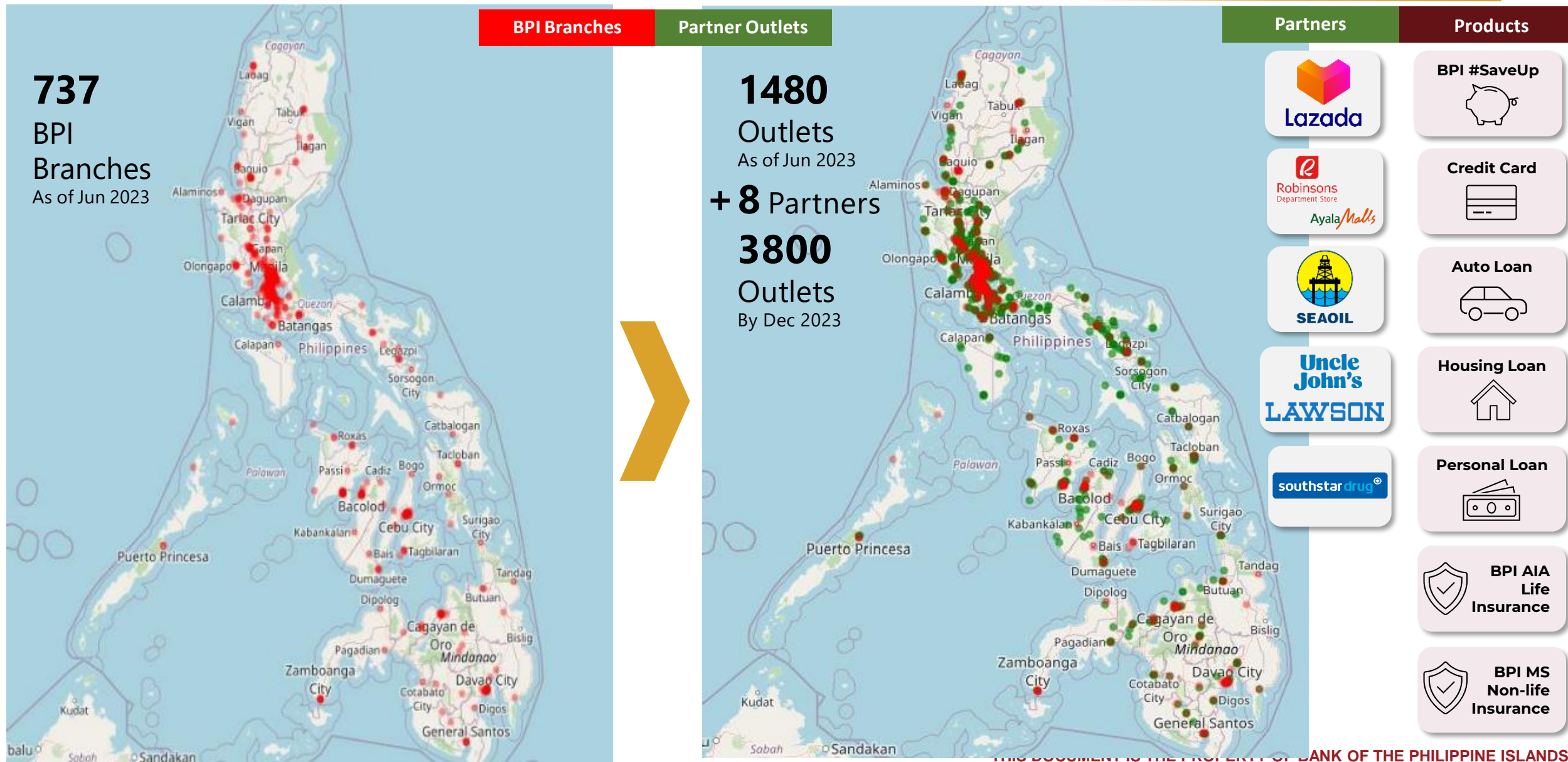
May be loaded on:



Agent's existing compatible device (for On-Boarding & Services)

Self-service Kiosk

Agency banking will boost BPI's market access strategy

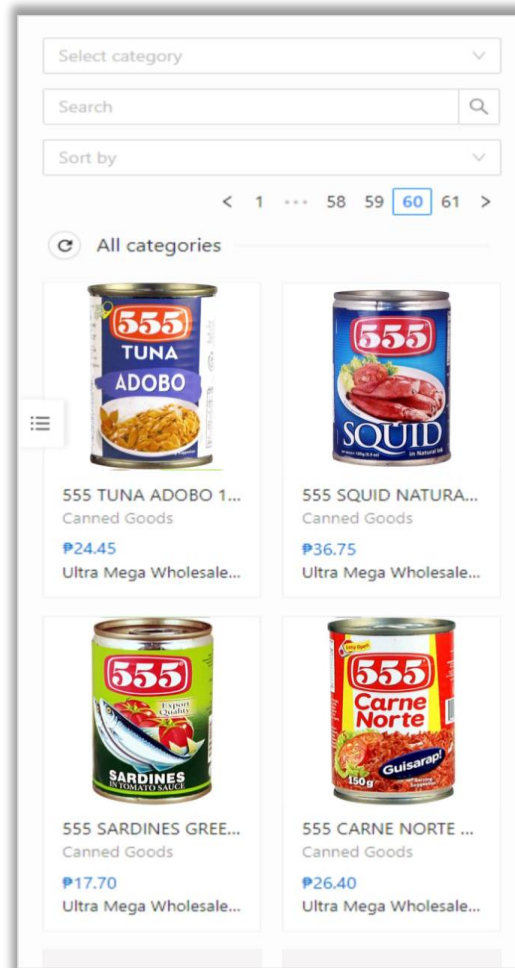


Financial Inclusion: BanKo's e'Nay App

- e'Nay app to address the needs of nearly 2M *sari-sari* stores in the Philippines
- Marketplace of small store owners, distributors, and wholesalers
- Allows linking of account, ordering of good, payments and inventory management



Pilot Launch – March 31, 2023



Pilot Areas

- North Luzon (Pampanga and Bulacan)
- South Luzon (Cavite and Laguna)



624K Amount Ordered
28,567 Ordered Quantities

Onboarding



Registration & Onboarding

Ordering



Ordering of Goods

Payments



Payments of Orders (BanKo to BanKo)

Inventory



Inventory Management



Order Sales Inventory



*As of June 30

Digitalization: Updates on Client Engagement Platforms

Functionalities

New:

- eOnboarding for New-to-Bank
- P2P Incoming (via Instapay)

Soon: Pay Bills, Cardless Withdrawal, Points Earning

New:

- Mobile app
- Online FX facility (PHP to USD)

Soon: Personal Finance Management (insights based on client's personalized activities)

New:

web app

Soon: 3Q23 launch of New BPI Trade Online and BPI Trade Mobile, complete account migration from Classic platform

Available:

- PondoKo and TODO Savings
- Apply/Pay for a Loan
- FREE Send Money, Buy Load, Pay Bills

New: BIDA Club Loyalty & Rewards

Available:

- Payroll
- Pay Bills/Gov
- Invoice/Billing

Soon:

eSOA, Mobile Check Deposit, P2M QRPH

Available:

- Payment
- Liquidity
- Collections

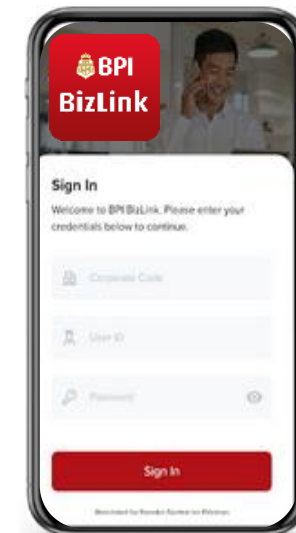
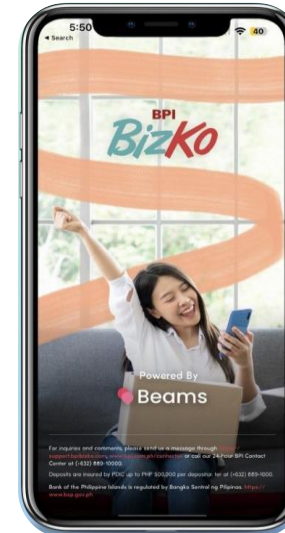
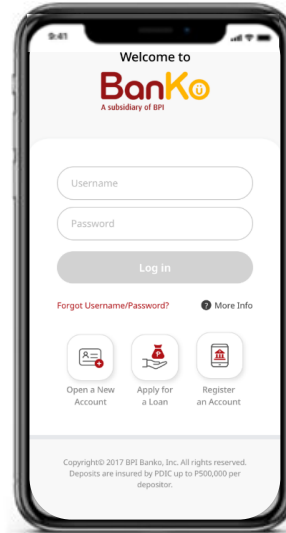
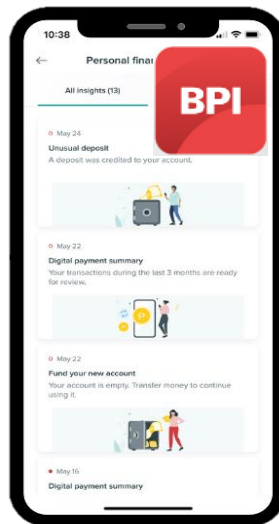
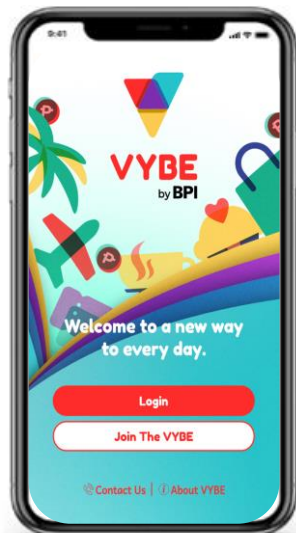
Soon:

eSOA, Mobile Check Deposit, FX Facility

Wealth Management App

Features:

- View Holdings
- Get Advice
- Transact



Metrics

393K sign ups:

98.5% VYBE Pro (existing BPI online users)
1.5% VYBE Lite (New-to-Bank clients)

5.9M

enrolled clients
+18% YoY

4.1M active users
+17% YoY

85% of BPI Securities' Clients are using BPI Trade

227K enrolled clients YTD
+48% vs LY

293K transactions YTD
+2x vs LY

14K lifetime enrolled clients

43% penetration rate

41% YoY increase in transaction value

4Q23 Launch

Sustainability Achievements 1H23



BPI continues to be an inclusive, innovative, and trusted pioneer in Responsible Banking

Sustainable Banking, Financial Inclusion, and Support for UN SDGs



Over **311,000 SMEs** served through **PHP 43.9 billion** microfinance loans since 2016¹



PHP 398.5 billion Business Banking loans disbursed to **132,183 SME** clients since 2018², as supported by continuous training and capacity building



398 projects equivalent to **PHP 252 billion** financed through Sustainable Development Finance since 2008²



4.25 million user base across all digital platforms



51% of corporate and SME portfolio support the **UN SDGs**²

2Q 2023 Sustainability Highlights



Launched an enhanced BPI App with AI-powered insights accessible to **6 million enrolled clients** with **68% active users**:

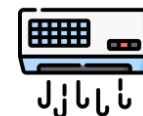
- making banking easier for the underbanked, and
- drastically reducing the carbon footprint of banking



Expanded touchpoint infrastructures via BPI Agency Banking, making financial products available to more clients through **6 brick & mortar partners** with a total of **1,480 stores**, plus an additional **3 digital partners**



Over **14,000 attendees** of the 2023 Sustainability Awareness Month over **14 external events** and **3 internal events**



Maintained 100% of BPI branches using LED lights
Increased to 90% of BPI branches using inverter air conditioning units³

¹ as of 2Q 2023 | ² as of 4Q 2022 | ³ awaiting optimal period to convert remaining units to inverter

ESG AWARDS AND RECOGNITION



8 and counting awards and recognitions received in 2023

BEST SUSTAINABLE BANK (PHILIPPINES)

International Business Magazine Awards 2023

Awarded: February 2023

BEST SUSTAINABLE BANK (PHILIPPINES)

Finance Asia Awards 2023

Awarded: May 2023

BIGGEST ESG IMPACT (PHILIPPINES)

Finance Asia Awards 2023

Awarded: May 2023

**SUSTAINABILITY BUSINESS PARTNER
OF THE YEAR (PHILIPPINES)**

Nordic Sustainability Awards

Awarded: May 2023

SUSTAINABILITY LEADER OF THE YEAR

(for BPI President and CEO Mr. TG Limcaoco)

Nordic Sustainability Awards

Awarded: May 2023

BEST DIGITAL ESG AWARDS

The Asset Triple A Treasurise Awards

Awarded: May 2023

**SUSTAINABLE FINANCE AWARDS WINNER
(PHILIPPINES)**

Global Finance Awards

Awarded: June 2023

TOP 3 BEST ESG (ASIA EX-JAPAN)

Institutional Investors Survey

Awarded: July 2023

BANK AWARDS AND RECOGNITION



BEST BANK IN THE PHILIPPINES

Euromoney Awards for Excellence

Awarded: July 2023

1st for Best CEO

BPI TG Limcaoco

Buy-side investors and analysts ranking
Institutional Investor Awards

Awarded: July 2023

Best Overall Asset & Fund Manager (Philippines)

Alpha Southeast Asia

14th Annual Fund Management Awards

Awarded: June 2023

Gold, Best CEO (Philippines)

BPI TG Limcaoco

FinanceAsia Asia's Best Managed
Companies

Awarded: May 2023

ASIA'S BEST BANK FOR CORPORATE RESPONSIBILITY

Euromoney Awards for Excellence

Awarded: July 2023

1st for Best CFO

BPI Maria Theresa Marcial

Buy-side investors and analysts ranking
Institutional Investor Awards

Awarded: July 2023

Best Trade Finance Bank (Philippines)

Alpha Southeast Asia

17th Best Financial Institutions Awards

Awarded: June 2023

Best Employer Brand on LinkedIn (above 10,000 employees)

2022 LinkedIn Talent Awards

Awarded: March 2023

Philippines Domestic Foreign Exchange Bank of the Year

Asian Banking & Finance

Wholesale Banking Awards

Awarded: July 2023

3rd Overall for Company BOD

Overall Buy- and Sell-side investors
and analysts rankings

Institutional Investor Awards

Awarded: July 2023

Best Equity House (Philippines)

Alpha Southeast Asia

17th Best Financial Institutions Awards

Awarded: June 2023

Four Golden Arrows Award for Good Corporate Governance

ASEAN Corporate Governance Scorecard
(ACGS) Golden Arrow Awards

Awarded: March 2023

BEST SME BANK (PHILIPPINES)

Alpha Southeast Asia

17th Best Financial Institutions Awards

Awarded: June 2023

3rd Overall for Best Investor Relations

Overall Buy- and Sell-side investors
and analysts rankings

Institutional Investor Awards

Awarded: July 2023

Gold, Best Financial Company (Philippines)

FinanceAsia Asia's Best Managed
Companies

Awarded: May 2023

Summary



- 1 Profitability** : Strong 2Q operating performance; improved profitability and shareholder returns
- 2 Balance Sheet** : Robust loan growth; healthy liquidity and capital position
- 3 Asset Quality** : Resilient asset quality with ample allowance
- 4 Digital and Sustainability** : Further strengthened our leadership on digitalization and sustainability

Appendices

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

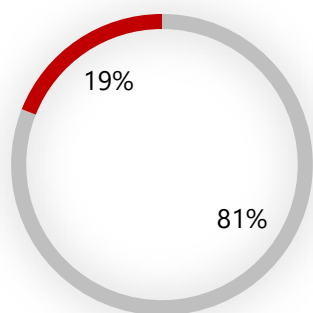
BPI at a glance



- ✓ The first bank in the Philippines and Southeast Asia, and the longest tenured bank with 172 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 9.76 million customers (inclusive of GSave clients acquired through Gcash) as of June 30, 2023 owing to the Bank's strong brand recognition

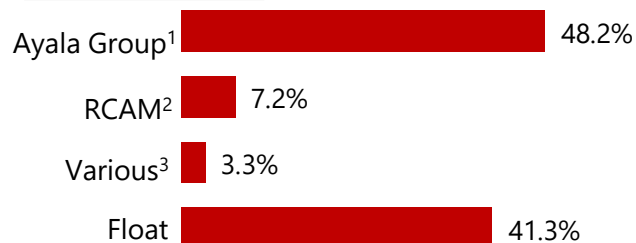
Ownership Structure, June 30, 2023

Citizenship Composition



■ Filipino ■ Non-Filipino

Shareholder Profile



¹ Includes share in Liontide Holdings Inc.

² Roman Catholic Archdiocese of Manila

³ Includes Robinsons Retail Holdings, Inc. share

Investment Information

June 30, 2023

Fundamentals

Stock Price	₱108.80 per share
BV per share	₱67.96
P-B Ratio	1.60x
P-E Ratio	12.14x
Dividends	₱1.68 per share
Market Cap (in P mn)	₱538,037

Trading Fact Sheet

Type	Common
Stock Ticker	BPI
ISIN	PHY0967S1694
Exchange	Philippine Stock Exchange
Par Value	10.00
Outstanding Shares	4,945,197,291
Foreign Ownership	19%

Investment Ratings

Credit Ratings

S&P	BBB+	Long term Issuer Credit Rating	Sep 2022
Moody's	Baa2	Baseline Credit Assessment	Aug 2023
Fitch	BBB-	Long term Issuer Default Rating	May 2023
Capital Intelligence	BBB	Long term Foreign Currency	July 2023

ESG Ratings

MSCI	BB	July 2023
Sustainalytics	28.8	June 2023
SAM (S&P)	47	Sep 2022
V.E. (Moody's)	47	Mar 2023

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 2023)

1,192 Branches:

871 BPI¹

321 BanKo²

2,064 ATMs & CAMs

18,656 Employees

Main Operating Business Segments



Elevating Financial Inclusion

INTEGRATED REPORT 2022



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

Digital Channels

As of June 2023

Total Client Count³
9.76 mn

Enrollments
6.23 mn

Active Users⁴
4.27 mn



¹ Branch licenses: 869 domestic, 2 international; Physical locations: 737 domestic (with 132 branches co-located); 2 international (composed of 1 London and 1 Hong Kong office)

² Branches and branch-lite units (BLUs)

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

Financial Highlights



	Jun 2022	Mar 2023	Jun 2023	△ QoQ	△ YoY
Balance Sheet (in P bn)					
Assets	2,464.3	2,674.2	2,684.7	0.4%	8.9%
Net Loans	1,557.0	1,661.1	1,720.5	3.6%	10.5%
Deposits	1,992.9	2,148.7	2,144.1	-0.2%	7.6%
CASA	1,578.9	1,510.4	1,505.7	-0.3%	-4.6%
Capital	304.1	331.6	336.1	1.3%	10.5%
AUM	1,121.9	1,023.9	1,092.9	6.7%	-2.6%
Key Metrics					
				△ bps	
Quarter NIM	3.51%	3.94%	4.11%	16	60
Quarter Asset Yield	4.13%	5.29%	5.64%	35	152
Quarter Cost of Funds	0.71%	1.53%	1.74%	21	104
Quarter Cost to Income	41.09%	47.50%	48.20%	70	711
YTD Cost of Deposits	0.55%	1.38%	1.50%	12	95
YTD Cost to Assets	2.16%	2.34%	2.40%	6	24
YTD ROE	13.98%	15.36%	15.53%	17	155
YTD ROA	1.71%	1.88%	1.92%	4	21
CASA Ratio	79.22%	70.29%	70.23%	(6)	(899)
Loan-to-Deposit Ratio	78.13%	77.31%	80.25%	294	212
Credit Cost (in bps)	67	24	23	(1)	(44)
NPL Ratio	1.99%	1.82%	1.88%	6	(11)
NPL Coverage Ratio	170.74%	176.71%	167.44%	(927)	(329)
CAR	16.80%	16.54%	16.46%	(8)	(34)
CET1	15.91%	15.66%	15.58%	(8)	(33)

	2Q22	1Q23	2Q23	△ QoQ	△ YoY
Profitability (in P bn)					
Net Interest Income	20.3	24.2	25.9	7.4%	27.5%
Non-Interest Income	11.9	7.6	7.9	4.9%	-33.6%
Trading Income	0.7	1.3	1.0	-17.7%	43.4%
Non-Interest Income	11.2	6.3	6.9	9.4%	-38.5%
Revenues	32.3	31.7	33.9	6.8%	4.9%
Operating Expenses	13.3	15.1	16.3	8.4%	23.1%
PPOP	19.0	16.6	17.5	5.4%	-7.7%
Provisions	2.5	1.0	1.0	0.0%	-60.0%
NIBT	16.5	15.6	16.5	5.7%	0.2%
Income Taxes	4.0	3.4	3.5	1.5%	-12.8%
Net Income	12.5	12.1	13.0	7.3%	4.5%

Financial Highlights (in USD)



	Jun 2022	Mar 2023	Jun 2023	△ QoQ	△ YoY
Balance Sheet (in USD bn)					
Assets	44.8	49.1	48.5	-1.3%	8.3%
Net Loans	28.3	30.5	31.1	1.8%	9.8%
Deposits	36.2	39.5	38.7	-1.9%	6.9%
CASA	28.7	27.7	27.2	-2.0%	-5.2%
Capital	5.5	6.1	6.1	-0.4%	9.8%
AUM	20.4	18.8	19.7	4.9%	-3.2%
Key Metrics					
				△ bps	
Quarter NIM	3.51%	3.94%	4.11%	16	60
Quarter Asset Yield	4.13%	5.29%	5.64%	35	152
Quarter Cost of Funds	0.71%	1.53%	1.74%	21	104
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Loan-to-Deposit Ratio	78.13%	77.31%	80.25%	294	212
Credit Cost (in bps)	67	24	23	(1)	(44)
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CAR	16.80%	16.54%	16.46%	(8)	(34)
CET1	15.91%	15.66%	15.58%	(8)	(33)

	2Q22	1Q23	2Q23	△ QoQ	△ YoY
Profitability (in USD mn)					
Net Interest Income	369.8	443.9	468.7	5.6%	26.7%
Non-Interest Income	216.9	138.8	143.1	3.1%	-34.0%
Trading Income	13.1	23.1	18.7	-19.1%	42.6%
Non-Interest Income	203.8	115.7	124.5	7.6%	-38.9%
Revenues	586.7	582.7	611.9	5.0%	4.3%
Operating Expenses	241.1	276.8	294.9	6.6%	22.3%
PPOP	345.7	305.9	316.9	3.6%	-8.3%
Provisions	45.4	18.4	18.1	-1.7%	-60.2%
NIBT	300.2	287.5	298.9	3.9%	-0.4%
Income Taxes	72.9	63.3	63.2	-0.2%	-13.4%
Net Income	226.5	222.9	235.2	5.5%	3.8%

Executive Management



As of June 30, 2023



JOSE TEODORO K. LIMCAOCO
President & CEO



MARIA CRISTINA L. GO
Executive Vice President
Head, Consumer Banking



MARIA THERESA D. MARCIAL
President and CEO
BPI Wealth



DINO R. GASMEN
Senior Vice President
Treasurer



MARITA SOCORRO D. GAYARES
Senior Vice President
Chief Risk Officer



JOSE RAUL E. JEREZA IV
Senior Vice President
Head, Agency Banking



MARIA JOSEPHINE M. OCAMPO
Executive Vice President
Head, Mass Retail Products



JUAN CARLOS L. SYQUIA
Executive Vice President
Head, Institutional Banking



JOSEPH ANTHONY M. ALONSO
Senior Vice President
Chief Credit Officer



ERIC ROBERTO M. LUCHANGCO
Senior Vice President
Chief Finance Officer
Chief Sustainability Officer



DOMINIQUE R. OCLIASA
Senior Vice President
Head, Business Banking



**MARY CATHERINE ELIZABETH
P. SANTAMARIA**
Senior Vice President
Chief Customer and
Marketing Officer

Sustainability Achievements 1H23



BPI continues to be an inclusive, innovative, and trusted pioneer in Responsible Banking

Sustainable Banking, Financial Inclusion, and Support for UN SDGs



Over **311,000 SMEs** served through **PHP 43.9 billion** microfinance loans since 2016¹



PHP 398.5 billion Business Banking loans disbursed to **132,183 SME** clients since 2018², as supported by continuous training and capacity building



398 projects equivalent to **PHP 252 billion** financed through Sustainable Development Finance since 2008²



4.27 million user base across all digital platforms



51% of corporate and SME portfolio support the **UN SDGs**²

2Q 2023 Sustainability Highlights



Launched an enhanced BPI App with AI-powered insights accessible to **6 million enrolled clients** with **69% active users**:

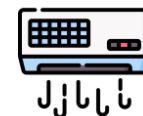
- making banking easier for the underbanked, and
- drastically reducing the carbon footprint of banking



Expanded touchpoint infrastructures via BPI Agency Banking, making financial products available to more clients through **6 brick & mortar partners** with a total of **1,480 stores**, plus an additional **3 digital partners**



Over **14,000 attendees** of the 2023 Sustainability Awareness Month over **14 external events** and **3 internal events**



Maintained 100% of BPI branches using LED lights
Increased to 90% of BPI branches using inverter air conditioning units³

¹ as of 2Q 2023 | ² as of 4Q 2022 | ³ awaiting optimal period to convert remaining units to inverter



ELEVATING FINANCIAL INCLUSION

For your comments and queries, contact us via:

investorrelations@bpi.com.ph

Tel: (02) 8663 6729

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