



BPI

**Investor
Presentation
4Q 2020**

Macroeconomic Overview

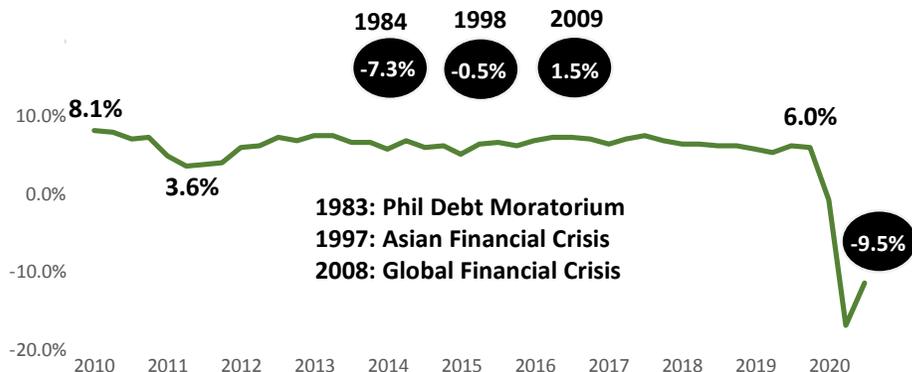
Philippine Economic Environment



Relative to previous crises, the Philippines was in a strong position prior to the Covid-19 pandemic

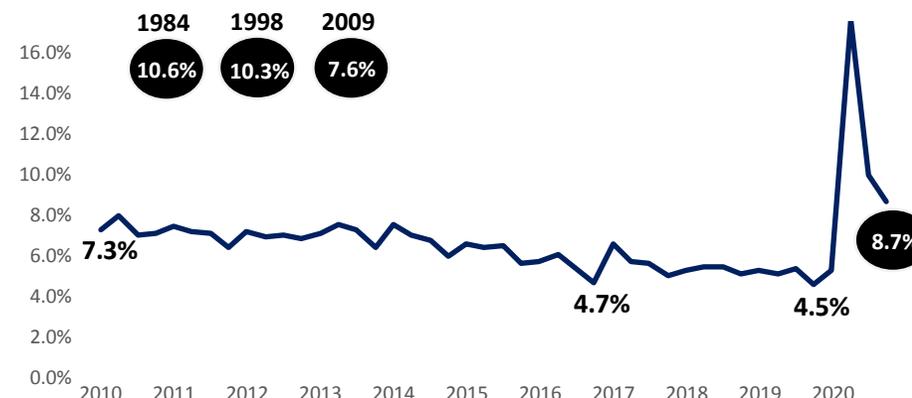
GDP

Prolonged lockdown led to slump in capital formation and consumer spending; GDP contracted by 9.5% in 2020



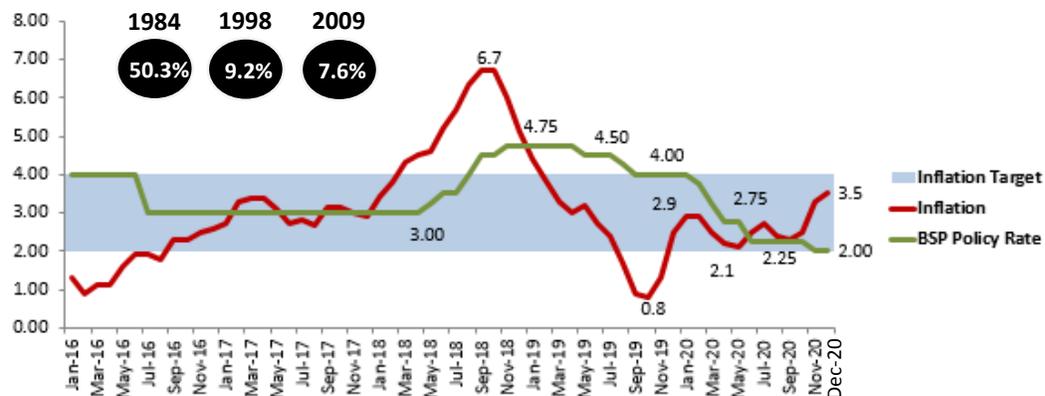
Unemployment Rate

Unemployment surged to record high of 17.7% due to mobility restrictions



December inflation at 3.5%

Low inflation provided space for monetary adjustments; FY 2021 inflation at 2.6% vs BSP's target of 2-4%



Interest rates at record lows

Interest rates at record lows amid accommodative monetary policy, benign inflation expectation and flight to quality



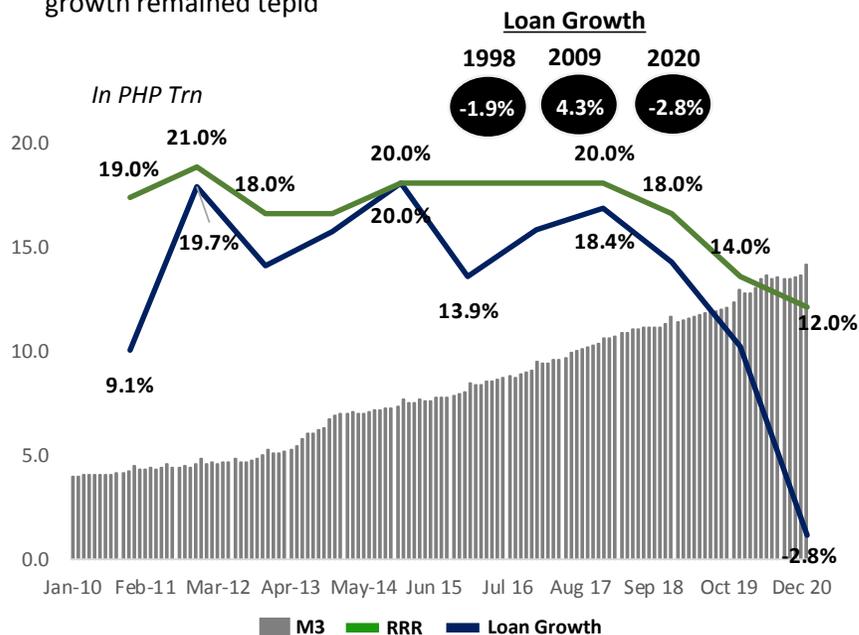
Philippine Economic Environment



Relative to previous crises, the Philippines was in a strong position prior to the Covid-19 pandemic

M3 and Monetary Policy

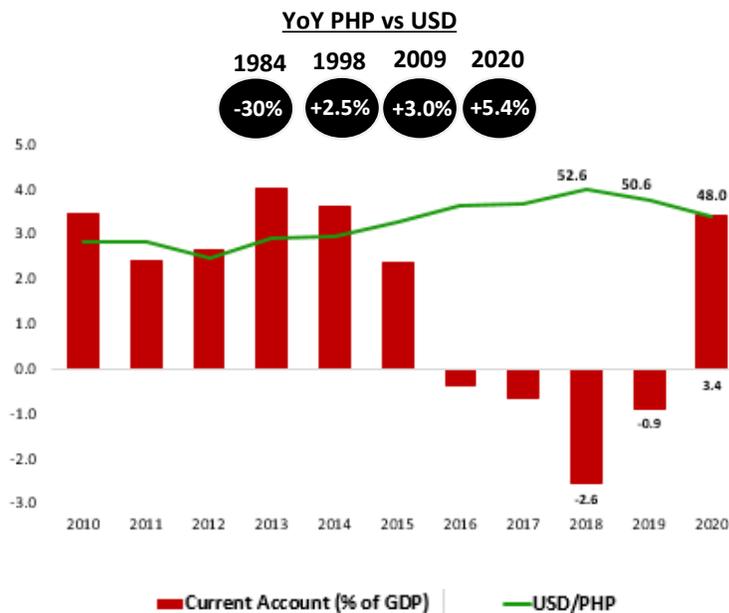
Money supply expanded as BSP infused PHP1.9T worth of liquidity into the system, equivalent to 10% of GDP, and loan growth remained tepid



Source: BSP, Bloomberg

Strong peso given current account surplus

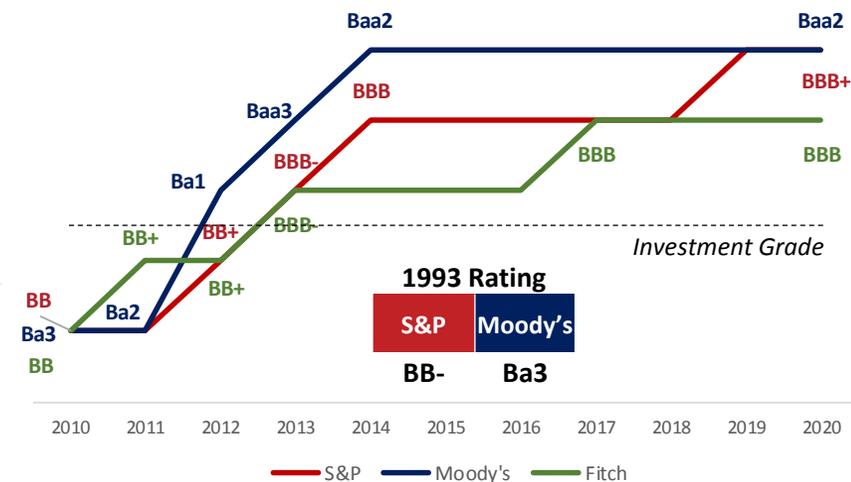
Decline in imports has pulled down the demand for US Dollars, causing the Peso to strengthen



Source: CEIC

Sovereign Credit Rating

Sovereign credit rating at its highest and remained steady despite wave of downgrades



Downgrades included economies with high investment grade rating: UK, Canada, Japan, Spain, Australia & Hong Kong

Source: World Government Bonds website

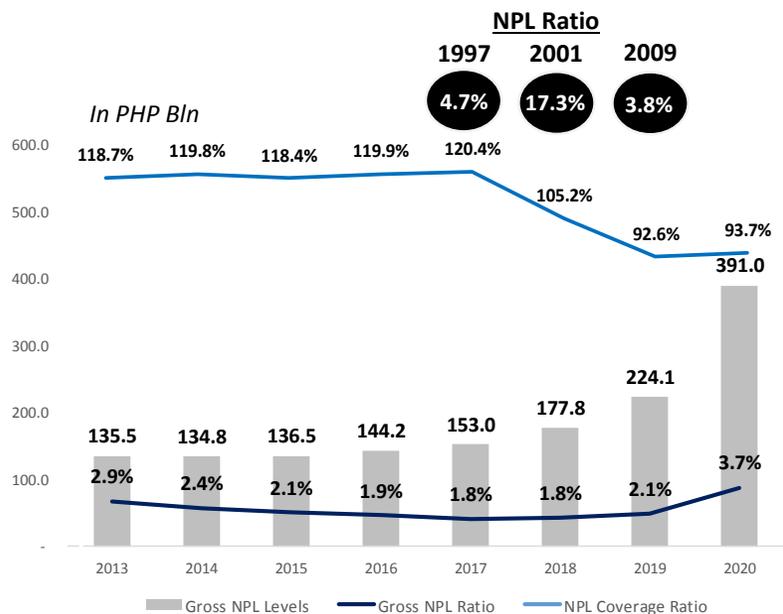
Banking Industry

The banking industry is expected to withstand the risks posed by Covid-19



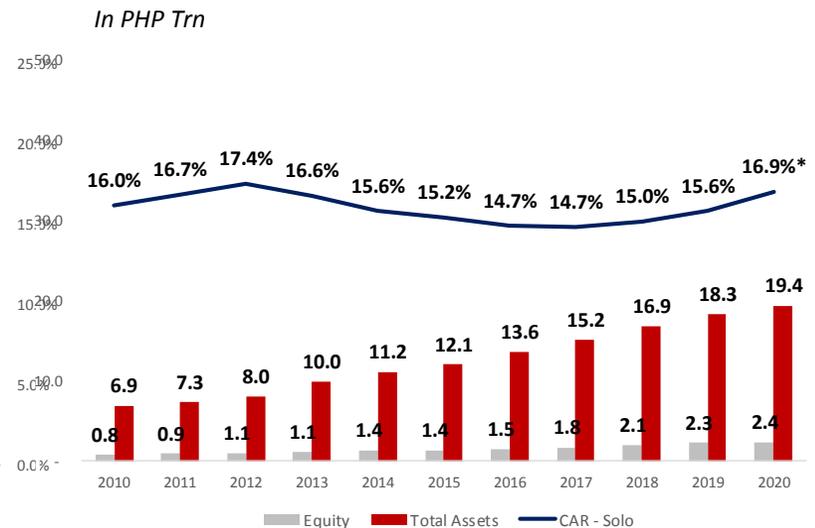
Asset Quality

NPL ratio lower than initial expectations, may reach 4% in December 2020



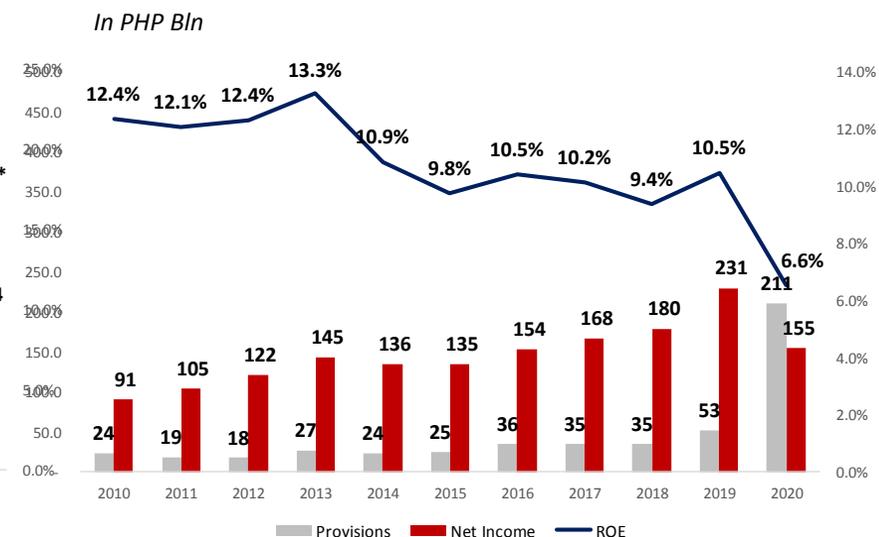
Capital Adequacy

Basel III adoption ushered in a stable banking industry with strong capital position, adequate liquidity buffer, and moderate leverage



Loan Provision and Profitability

Buoyant earnings performance despite huge provisioning



Source: BSP

*CAR - Solo - as of Sep 2020

Financial and Operating Performance

Performance Highlights 2020



Re-balancing of Traditional and Digital Channels

- Acceleration of digital adoption
- Branch network rationalization

Profitability

ROE 7.7%
ROA 1.0%

- Net income of P21.4B, down 25.7%
- Record high revenue of P101.9B, up 10.5%
- NIM expansion, strong securities trading income
- Strong CASA growth
- Slight decline in loans

Efficiency

Cost to Income
47.2%

- Flat operating expenses

Asset Quality

NPL Ratio 2.68%
Restructured Loans 1.1%

- Better than expected NPL
- Elevated provision expense of P28B
- Improved NPL cover

Capital and Liquidity

CET1 16.17%
CAR 17.06%

- Robust capital position
- Liquidity metrics at record high
- Cash dividends of P1.80 per share or P8.1B

Profitability

In P bn	FY 2019	FY 2020	YoY Δ
Net Interest Income	65.57	72.26	10.2%
Non-Interest Income	26.69	29.66	11.1%
Trading Income	6.12	10.11	65.2%
Non-Trading Income	20.57	19.55	-5.0%
Revenues	92.26	101.92	10.5%
Operating Expenses	48.34	48.15	-0.4%
PPOP	43.92	53.77	22.4%
Provisions	5.56	28.00	403.4%
NIBT	38.36	25.77	-32.8%
Net Income	28.80	21.41	-25.7%
EPS	6.4	4.7	-1.7

Net Income is net of minority interest and impact of discontinued operation arising from BPICTL transaction

Highlights

- Record revenue driven by NIM expansion and record trading income
- Controlled operating expenses
- Record pre-provision operating profits
- Huge pre-emptive provisioning on anticipated credit loss
- Net income and EPS capped by provisioning
- Stable dividend per share payout to shareholders

Profitability

In P bn	△				
	4Q 2019	3Q 2020	4Q 2020	QoQ	YoY
Net Interest Income	17.20	17.97	18.05	0.4%	4.9%
Non-Interest Income	5.65	6.72	7.58	12.8%	34.3%
Trading Income	0.53	1.74	1.59	-8.2%	201.5%
Non-Trading Income	5.12	4.99	5.99	20.2%	17.0%
Revenues	22.85	24.69	25.63	3.8%	12.2%
Operating Expenses	12.63	11.86	12.91	8.8%	2.2%
PPOP	10.22	12.83	12.72	-0.8%	24.5%
Provisions	1.20	5.81	7.53	29.6%	525.3%
NIBT	9.02	7.02	5.20	-25.9%	-42.4%
Net Income	6.77	5.50	4.24	-22.9%	-37.4%

Net Income is net of minority interest and impact of discontinued operation arising from BPICTL transaction

Highlights

Quarter-on-Quarter

- ❑ Decline in net income as increase in revenues was offset by acceleration in expenses and provisions

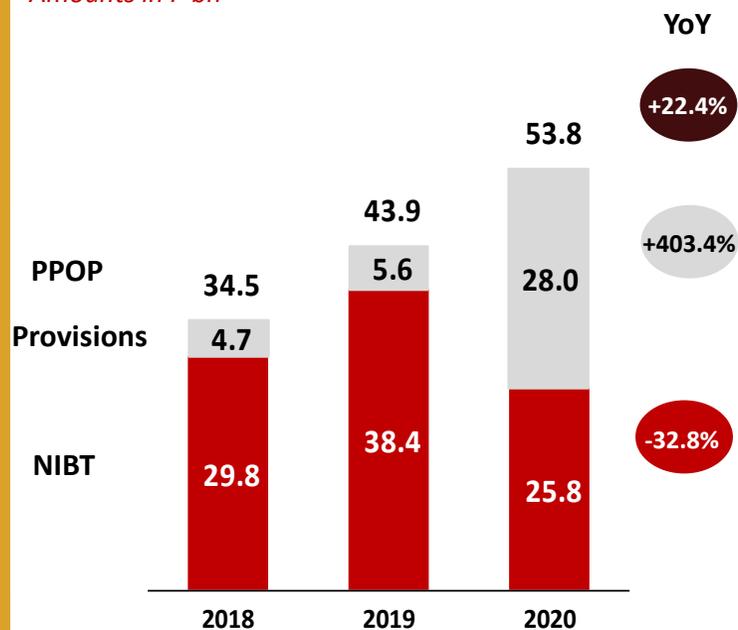
Year-on-Year

- ❑ Decline in net income largely due to provisions
- ❑ Strong revenue on higher net interest income, trading income and fees
- ❑ Managed cost relative to revenues generated
- ❑ Accelerated provisions to address effect of pandemic to asset quality

Returns and Dividends

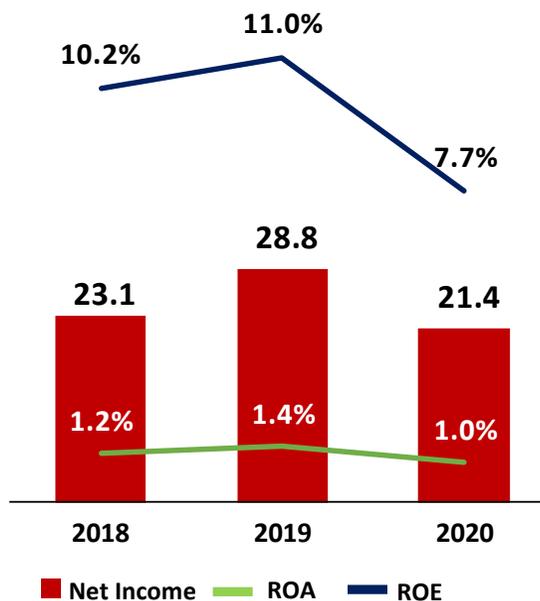
Higher pre-provision operating profit allowed for acceleration of provisions

Amounts in P bn



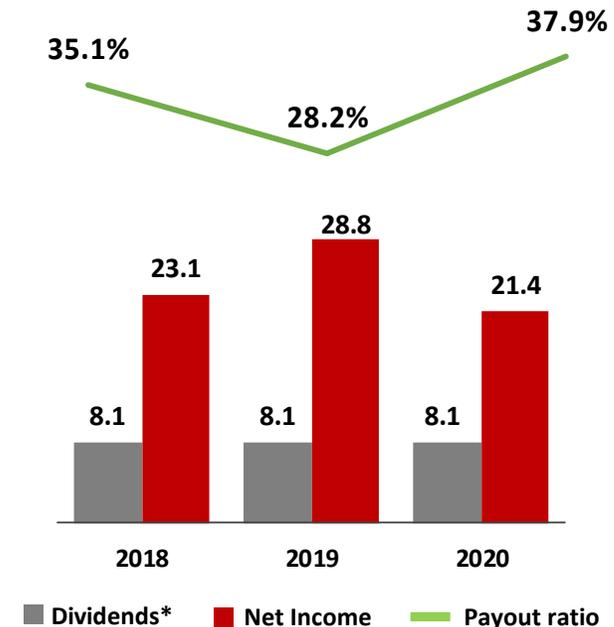
Profitability metrics and bottom line affected by provisioning

Amounts in P bn



Stable cash dividend payment

Amounts in P bn

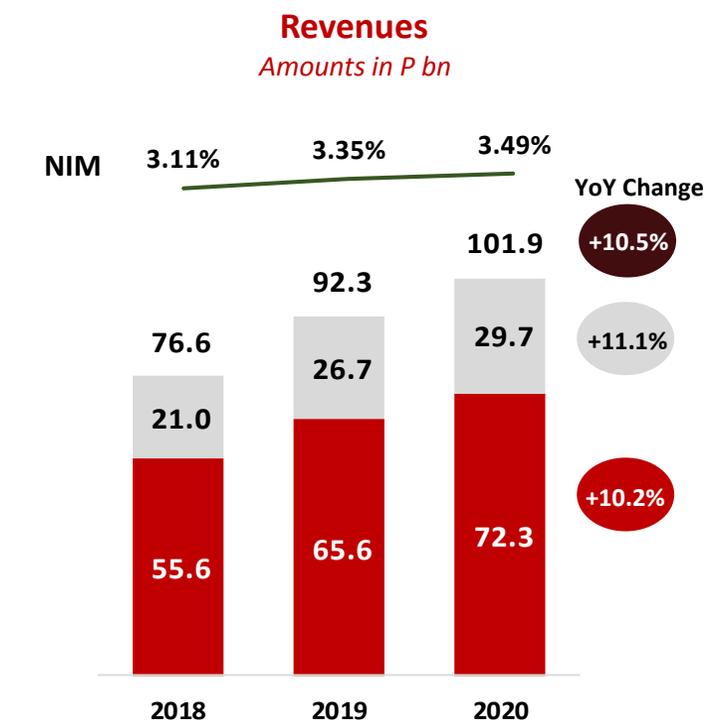


Note: PPOP = Net Revenues less Operating Expenses

* Declared dividends

Revenues and Expenses

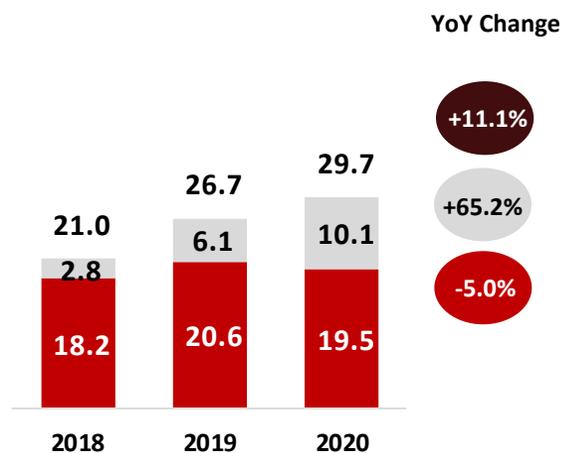
Increase in Net Interest Income and NIM on account of lower funding cost



Non-Interest Income flat, robust trading gains compensated for the decline in fee income

Non-Interest Income

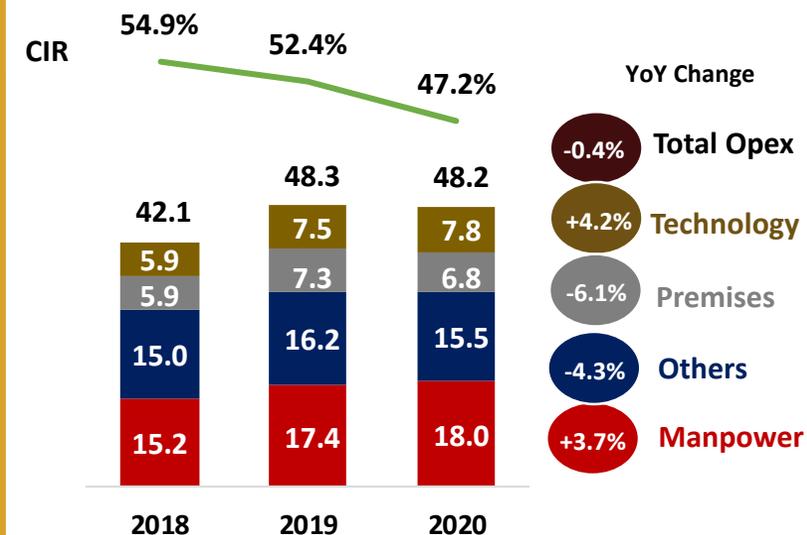
Amounts in P bn



Decline in Opex due to limited business activity and deconsolidation of BPI CTL

Operating Expenses

Amounts in P bn

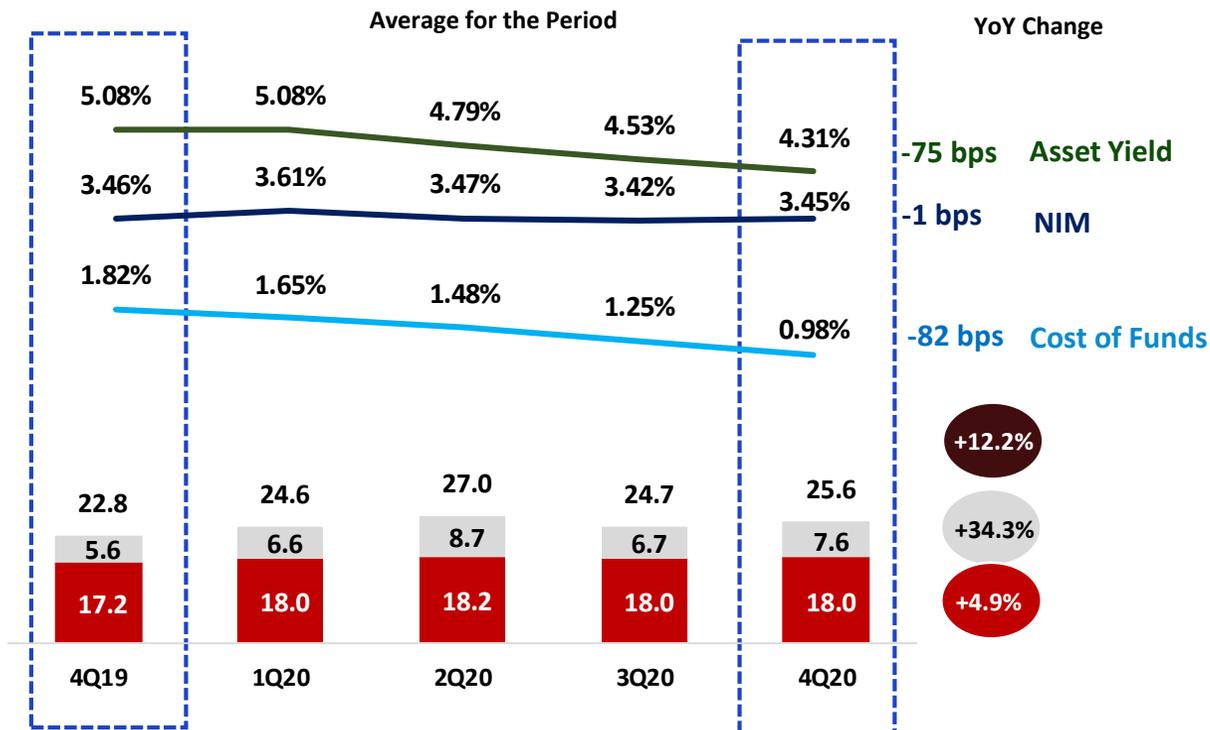


■ Net Interest Income* ■ Non-Interest Income ■ Net Revenues ■ Fees, Comms., Others ■ Trading Income ■ Non-Interest Income

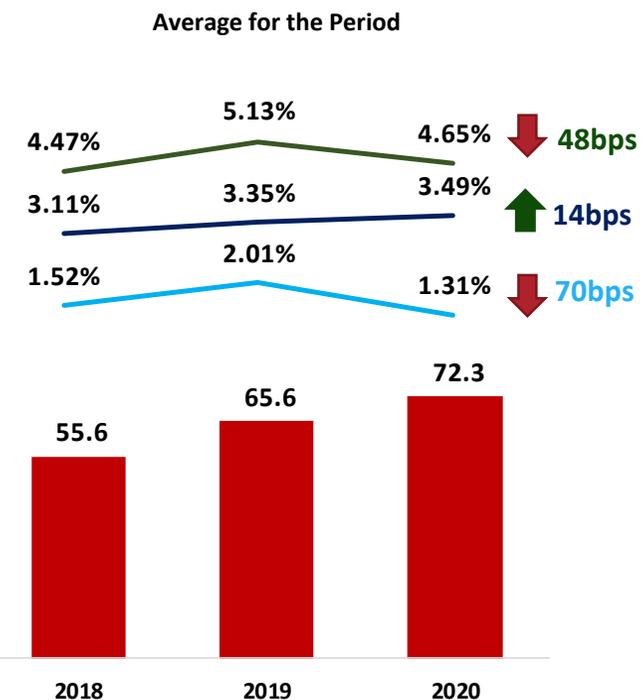
Net Interest Margins

Compression in certain segments due to rate cuts and competitive pressure

NIM expansion as cost of funds declined faster than asset yields



NIM expansion maintained in the last 3 years



Amounts in P bn ■ Net Interest Income* ■ Non Interest Income ■ Net Revenues

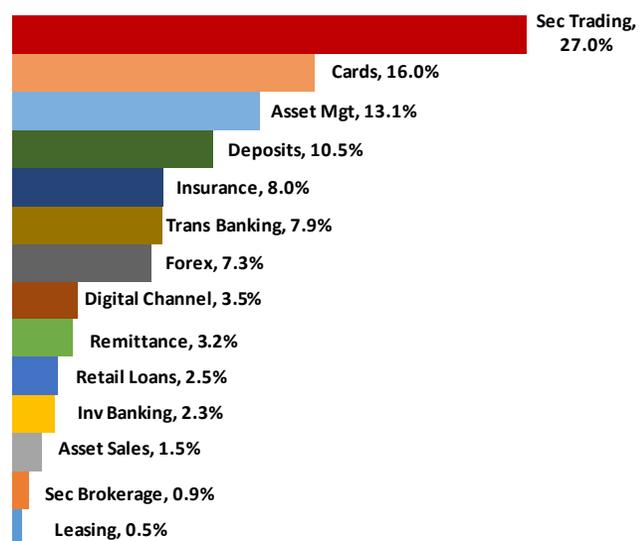
*Includes DST; Net of GRT

Non-Interest Income

Stable quarterly fee income

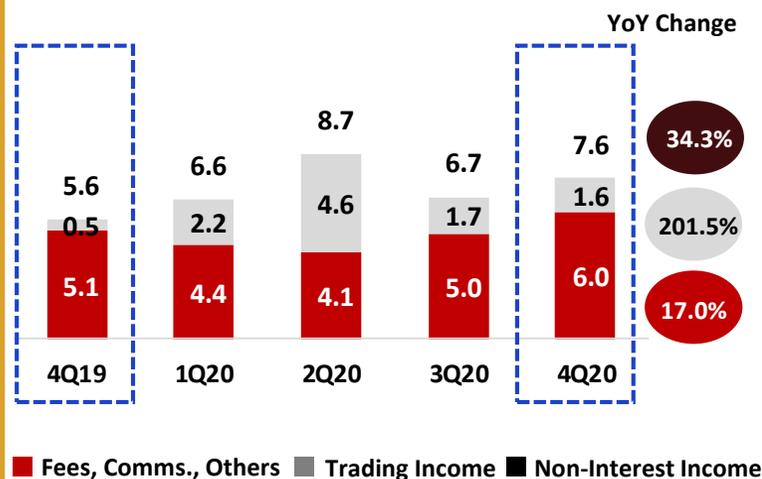
Diversified sources of fees

% to December 2020
Total Non-Interest Income

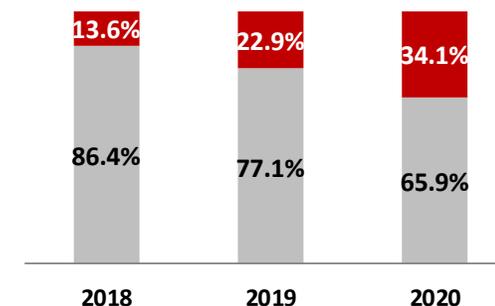


Decline in fee income due to lower transaction volumes and fee waivers

Quarterly
Amounts in P bn



Taking advantage of trading opportunities while growing fee-income base

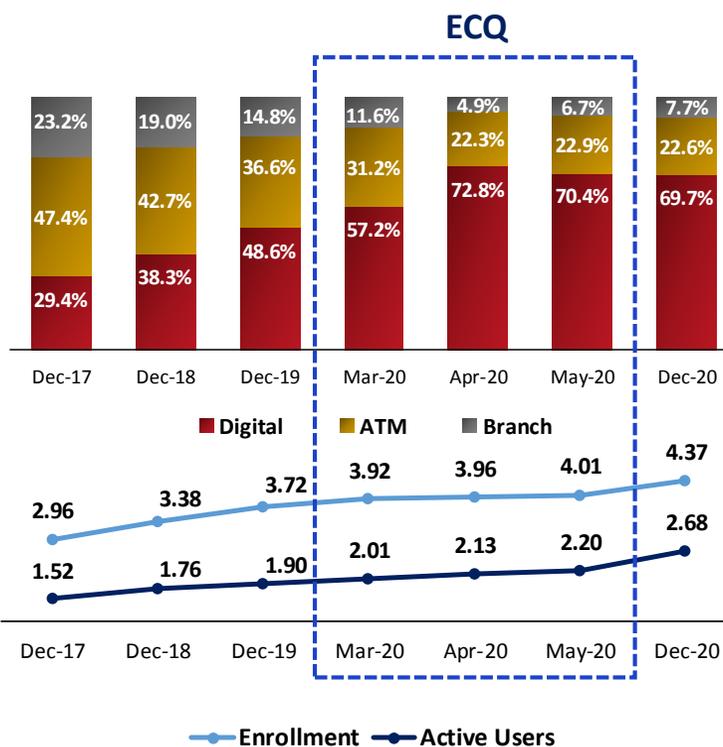


% to Total Non-Interest Income	Trading	Non - Trading
2020	34.1	65.9
2019	22.9	77.1
2018	13.6	86.4
2017	14.6	85.4
2016	30.4	69.6
2015	13.8	86.2
2014	16.1	83.9
2013	31.0	69.0
2012	38.1	61.9

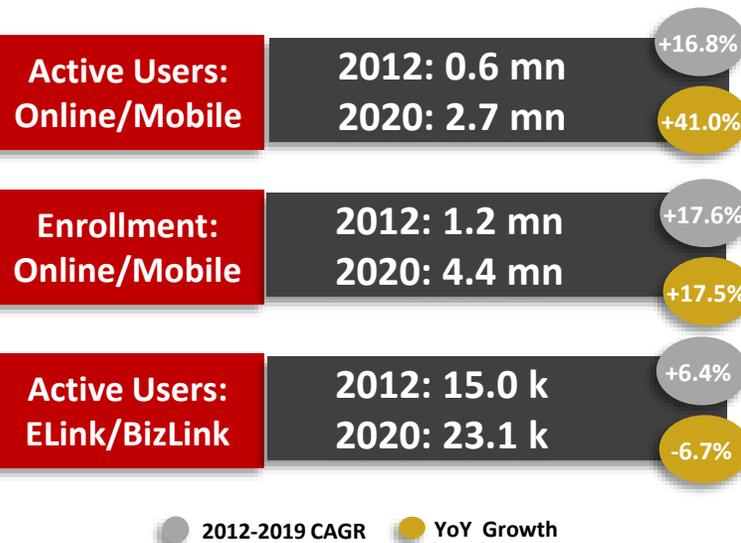
Digital as a Transformation Catalyst

The pandemic has accelerated digital banking adoption

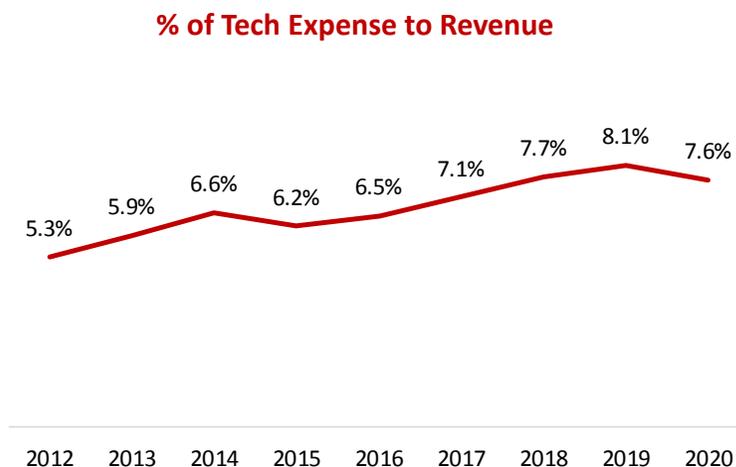
Rapid adoption of digital banking during ECQ; share of digital transactions is higher than pre-ECQ levels



Increase in client onboarding and engagement



Growing investments in digital transformation



Balance Sheet

In P bn	Dec-2019	Dec-2020	△ YoY
Total Assets	2,205.0	2,233.4	1.3%
Gross Loans	1,486.0	1,450.2	-2.4%
Net Loans	1,475.3	1,407.4	-4.6%
Securities	350.2	407.3	16.3%
Borrowings	150.8	151.9	0.7%
Deposits	1,695.3	1,716.2	1.2%
Equity – BPI	269.6	279.8	3.8%
LDR	87.0%	82.0%	-5.0%
CAR	16.07%	17.06%	1.0%
CET1	15.17%	16.17%	1.0%
LCR	167.06%	231.86%	64.8%
NSFR	130.74%	151.78%	21.0%
BV per share	59.8	62.0	2.2

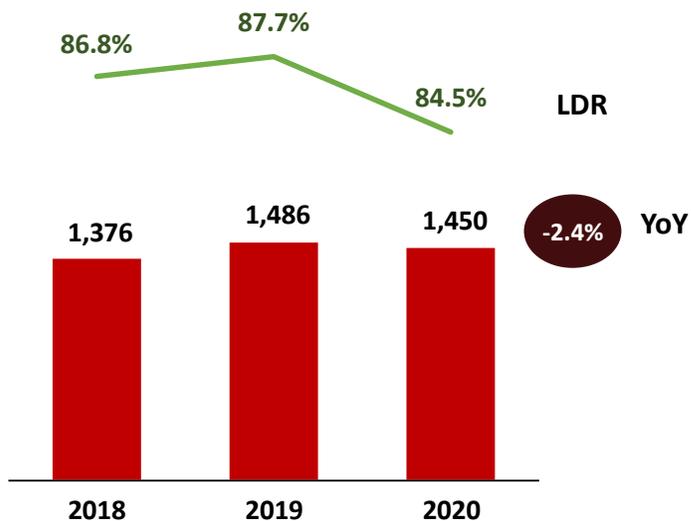
Highlights

- ❑ Modest expansion in Total Assets by 1.3% to Php 2.23T
- ❑ Contraction on loan portfolio on muted loan demand
- ❑ Increase in CASA deposits driven by abundant market liquidity
- ❑ Increased capitalization on strong earnings capacity
- ❑ Liquidity and capital metrics well-above regulatory limits

Loan Portfolio

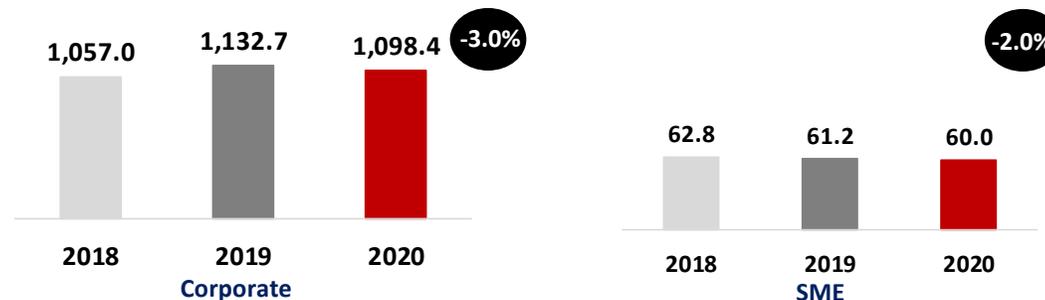
Dec 2020	In P bn	Δ YoY
Industry Loans	10,739.4	-1.6%

Loan portfolio mix tilted to corporate; consumer and SME are gaining traction

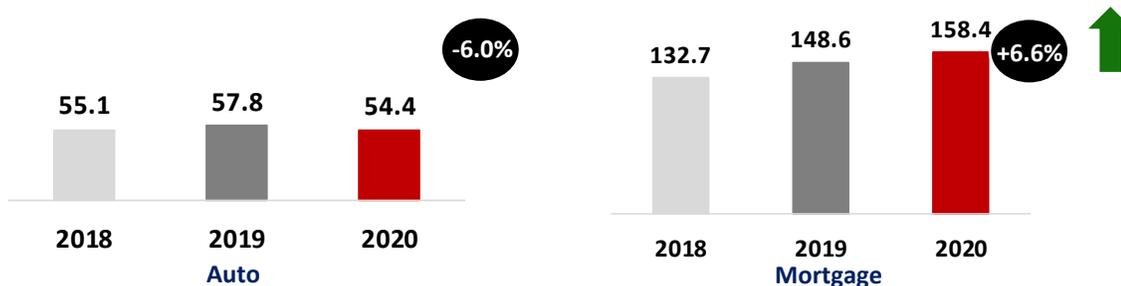


Loan Mix	2018	2019	2020
Corporate	76.8%	76.2%	75.7%
Consumer/SME	23.2%	23.8%	24.3%
Consumer	18.6%	19.7%	20.1%
SME	4.6%	4.1%	4.1%
Microfinance	0.2%	0.3%	0.3%

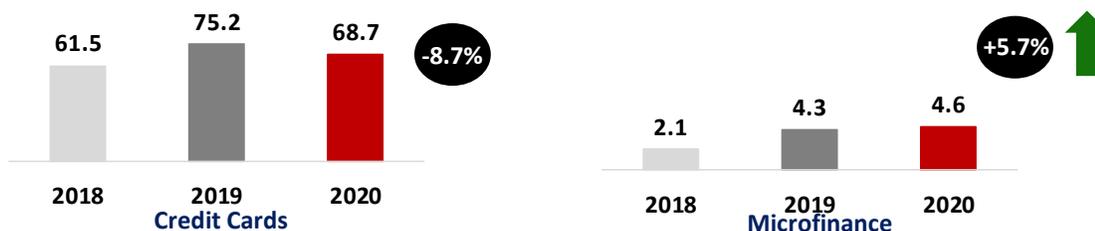
Corporate and SME



Core Retail



Mass Retail

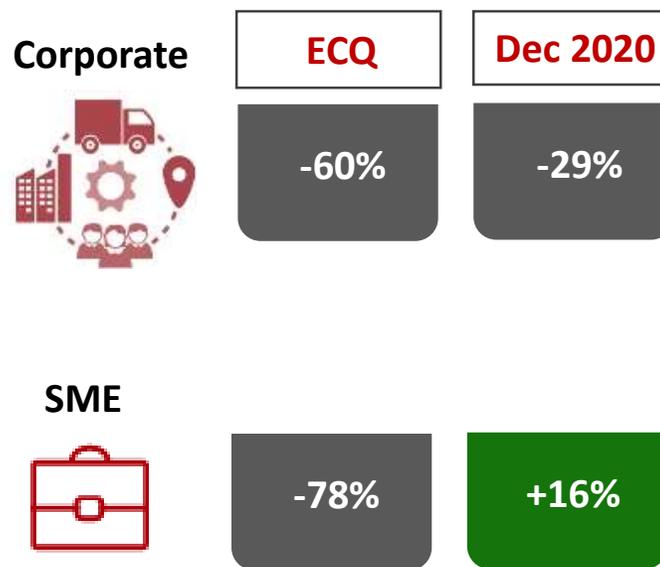


Loan Segment Performance

Declining yields and impact of interest rate cap on credit cards already evident

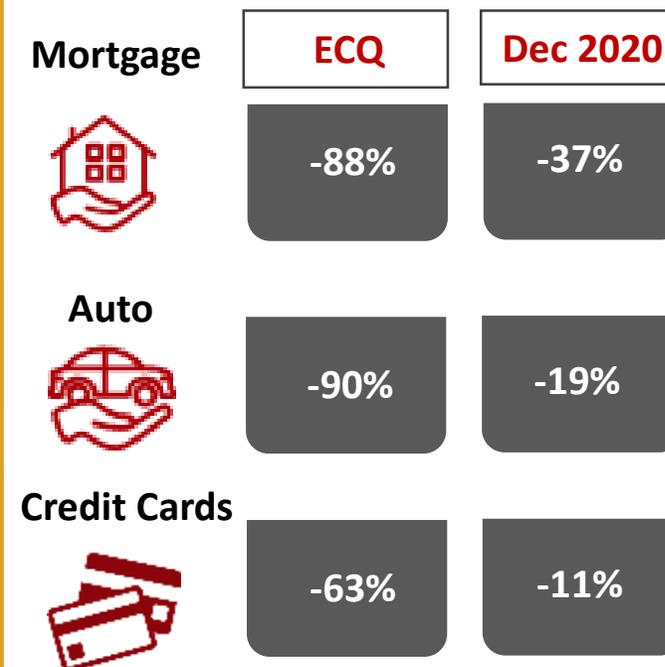
Loan Yields	2018	2019	2020
Corporate	4.61%	5.29%	4.59%
Mortgage	6.80%	7.57%	7.42%
Auto	9.36%	9.35%	9.46%
Credit Cards	19.24%	19.08%	18.57%
Personal	22.27%	24.20%	23.92%
Microfinance	48.96%	47.60%	35.35%
Total Earning Asset Yield	4.47%	5.13%	4.65%

SME releases back to pre-ECQ levels, Corporate releases improving



Year-on-Year Change

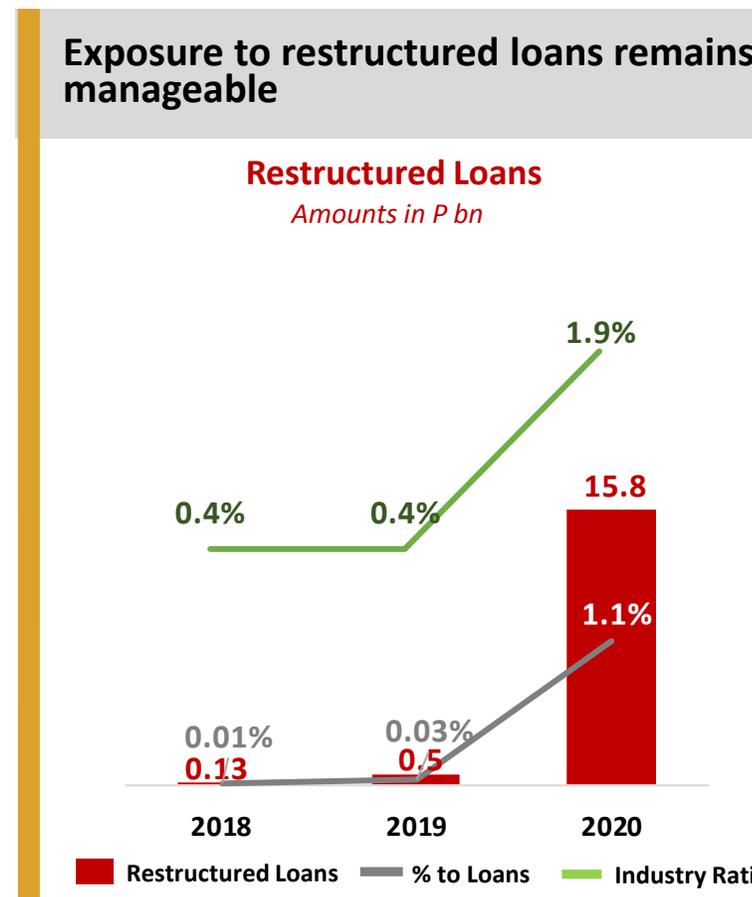
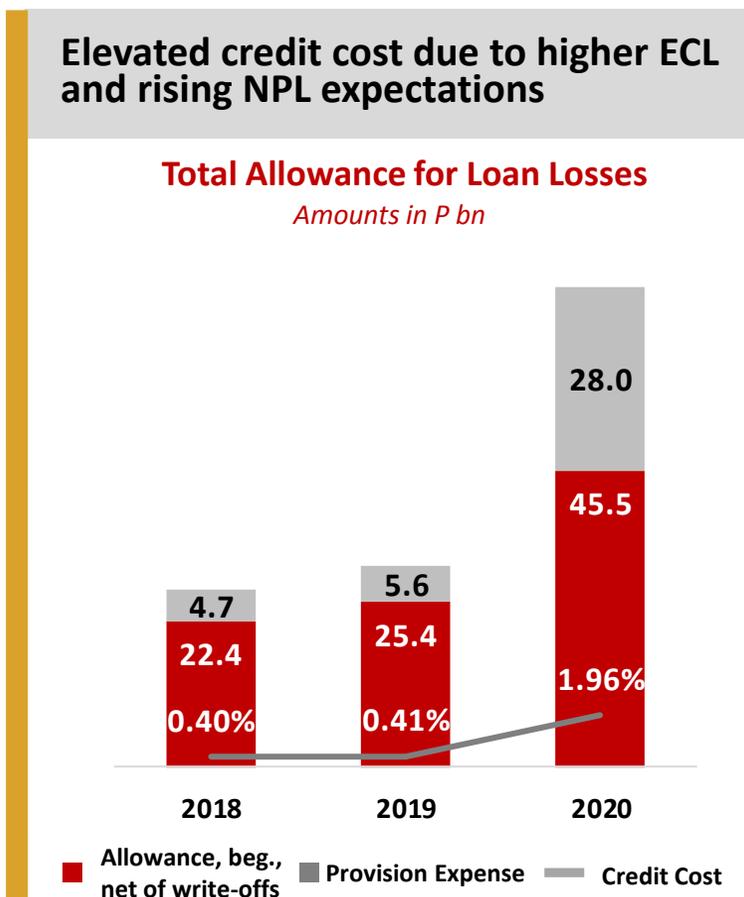
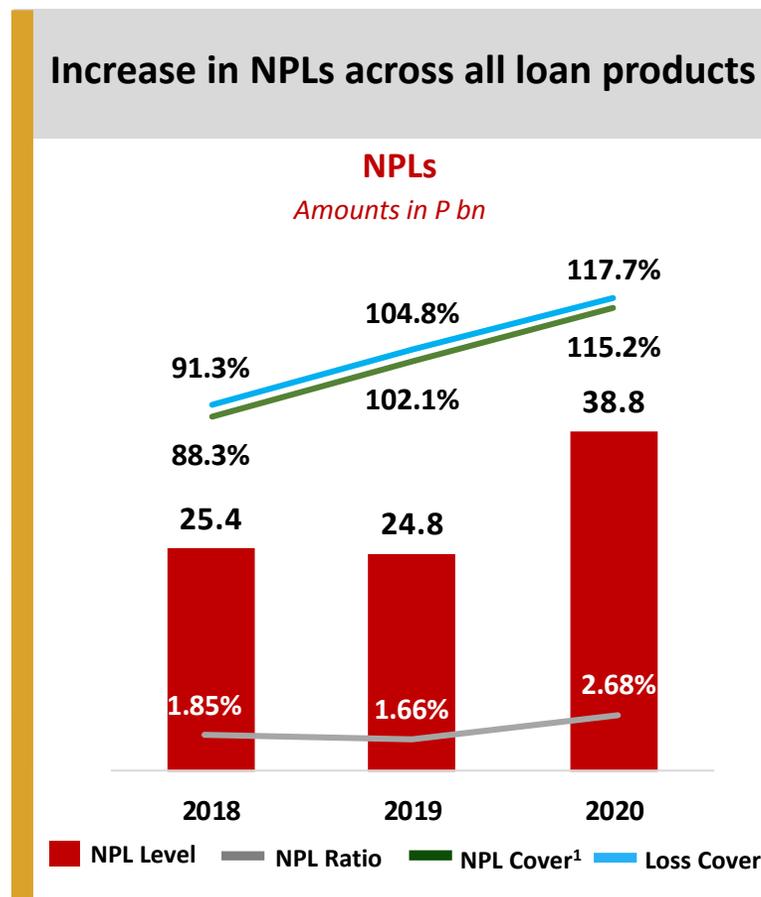
Consumer loans releases on the path to recovery



Year-on-Year Change

Asset Quality

Elevated provisioning on higher expected NPLs



¹ NPL cover excludes reserves for contingent exposures

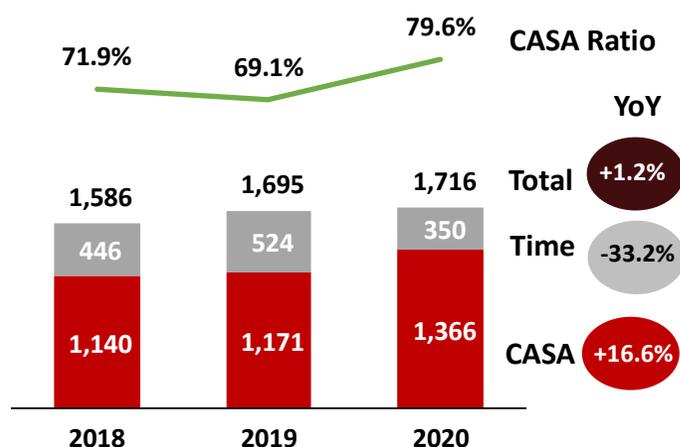
² Loss cover includes reserves for contingent exposures

Funding

Diversified funding mix ensuring ample liquidity and optimized cost of funds

CASA growth in line with industry

Amounts in P bn

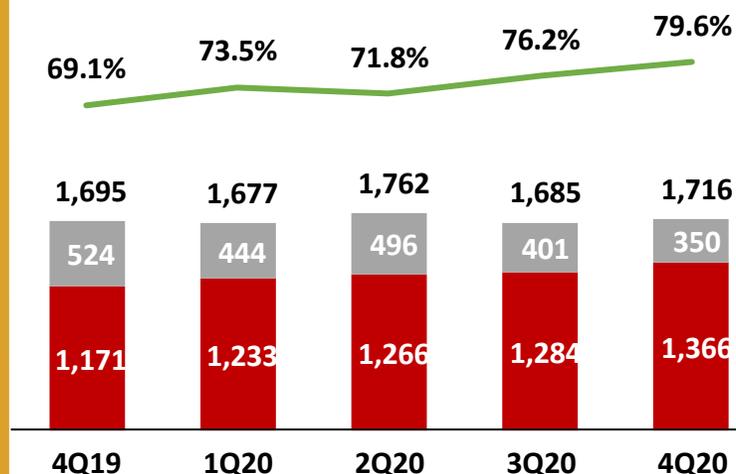


Industry Deposits

	Dec 2020	Δ YoY
Total	14,889	+8.9%
Time	3,607	-11.8%
CASA	11,281	+17.8%

Ample market liquidity allowed flexibility to improve CASA mix

Amounts in P bn



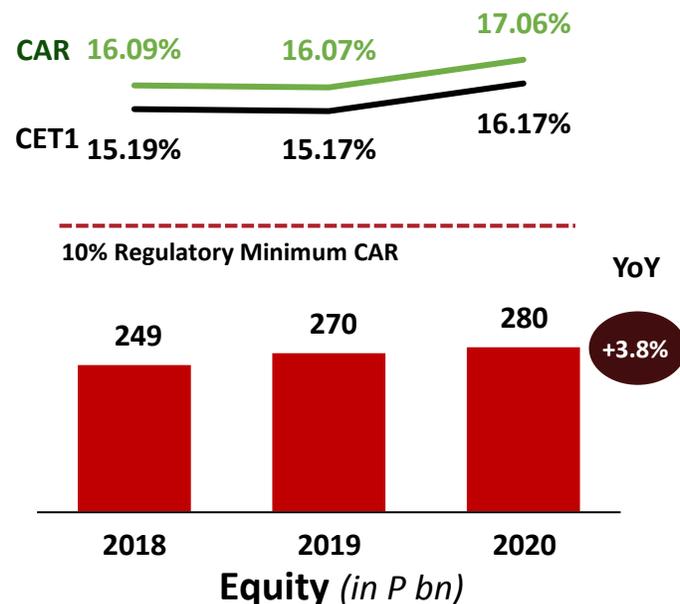
Strong demand from debt capital markets despite lockdown

P15.3B Bonds 4.2423% p.a.	<ul style="list-style-type: none"> January 13, 2020 2 years Payable quarterly
P33.9B Bonds 4.05% p.a.	<ul style="list-style-type: none"> March 27, 2020 1.5 years Payable quarterly
P21.5B CARE Bonds 3.05% p.a.	<ul style="list-style-type: none"> 1st PH Social Bonds August 7, 2020 1.75 years Payable quarterly
P70.7B	YTD Total Bond Issuances

Capital Position

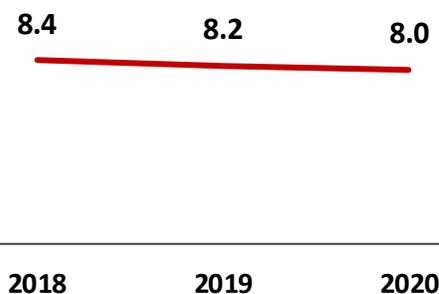
Comfortable capital buffer

Sufficient loss-absorption buffer for potential adverse scenario



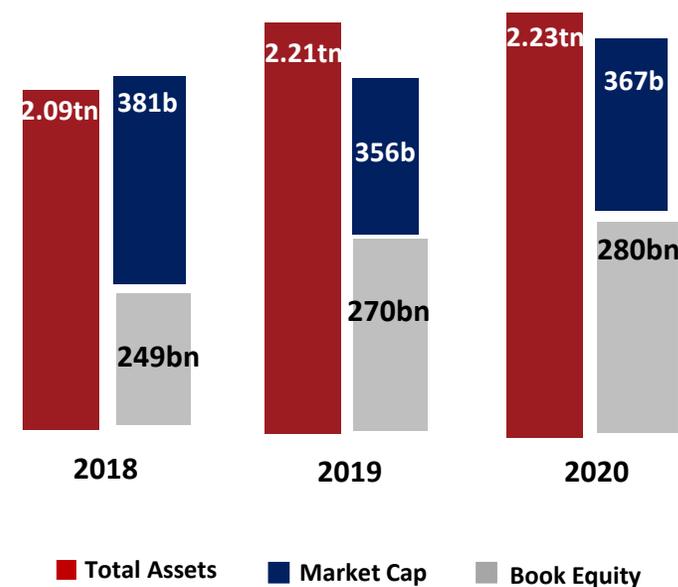
SRO (P bn)	Aug 2010	Jan 2014	May 2018
	10	25	50

Prudent financial leverage



— Assets/Equity (in x)

Robust capital position underpinned by stable internal capital generation capacity



Credit Ratings

All 3 agencies reaffirmed BPI's credit ratings

FitchRatings

Report Date: October 26, 2020

Rating: **BBB-**

Outlook: **Stable**

- ❑ Asset quality masked by moratorium; significant downside ahead
- ❑ Revenue growth drivers likely to fade
- ❑ Credit costs to determine earnings prospects in 2021
- ❑ Capital buffers adequate and likely to remain stable
- ❑ Funding and Liquidity improve and likely to be steady

S&P Global Ratings

Report Date: November 3, 2020

Rating: **BBB+**

Outlook: **Negative**

- ❑ Outlook revision is mainly macro driven, after S&P revised GDP 2020 forecast to 9.5% contraction (from 3% contraction)
- ❑ Business position: Leading bank with an established track record
- ❑ Capital and earnings: Strong capital buffers
- ❑ Risk position: Asset quality under pressure from COVID-19
- ❑ Funding and liquidity: Sound funding underpinned by stable pool of customer deposits
- ❑ Support: No uplift from extraordinary government support

MOODY'S INVESTORS SERVICE

Report Date: November 23, 2020

Rating: **Baa2**

Outlook: **Stable**

- ❑ Strong capital which provides adequate buffers against financial shocks
- ❑ Good but deteriorating asset quality because of the disruption caused by the coronavirus pandemic
- ❑ Robust profitability that remains under pressure due to higher credit costs and slower loan growth
- ❑ Stable funding and liquidity, underpinned by a solid franchise

ESG Ratings

Upgraded scores from various agencies

Provider	Rating Basis	Scale	BPI Rating
	Availability of quantitative and policy-related ESG disclosure	100 (best) to 1 (laggard) relative to standards and industry peers	44.3 (October 2020)
	Management of ESG risk and opportunities	AAA (best) to CCC (laggard) relative to standards and industry peers	A (December 2020)
	Assessment of ESG risks and effect to long-term investment performance	Five risk levels: 0-9.99 (negligible), 10-19.99 (low), 20-29.99 (medium), 30-39.99 (high) and 40 + (severe)	27 (September 2020)
 Now a Part of 	Evaluation of companies' sustainability practices (basis for Dow Jones Sustainability Index)	100 (best) to 1 (laggard) relative to standards and industry peers.	29 (February 2020)
	Measures strategic and managerial commitment in integrating ESG factors	Score over 100, which is a weighted average of the scores obtained on all sustainability criteria analyzed for the company	48 (October 2020)

Key Takeaways

PROFITABILITY

1. **Core Earnings:** strong Net Interest Income, NIM expansion
2. **Non-Interest Income:** hefty trading gains, weakness in fee income
3. **Provisions:** aggressive and pre-emptive, elevated credit costs
4. **Operating Expenses:** shift in branch spending to COVID-19-related expenses, continued digital investment, improved cost efficiency

BALANCE SHEET

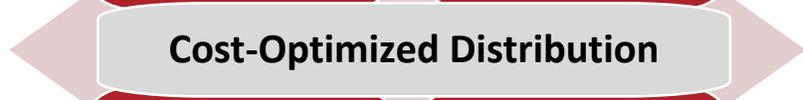
1. **Loans:** muted growth from weakened demand due to lockdowns
2. **Asset Quality:** impact of Bayanihan 1 and 2 expirations already reflected
3. **Funding:** strong CASA growth, tapped the debt capital markets through peso bond issuance
4. **Capital and earnings:** comfortable capital buffer, dividend payments sustained

BPI Strategic Imperatives

Cross selling
Dynamic pricing

Be the main operating bank

Capture the ecosystem

SME **Consumer** **Microfinance**



BanKo
A subsidiary of BPI

BPI

Focus on asset quality preservation given weak market demand

MOBILE FIRST

SHAPE THE EXPERIENCE

HI-TECH x HI-TOUCH

OPEN BANKING

INDUSTRY CLASS INFRA



Deposits
Working capital account (CASA)

Borrowings
Opportunistic funding to reduce cost

Total Funds Intermediated
Trust, Mutual Funds and Capital Markets

Appendices

Macroeconomic & Industry Indicators

Indicators, as of end-of-period in %, except USD/PHP	2015	2016	2017	2018	2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020
GDP Growth (YoY)	5.8	6.8	6.7	6.2	5.9	-0.7	-16.9	-11.4	-8.3
Current Account (% to GDP)	2.5	-0.4	-0.7	-2.7	-0.1	0.3	5.3	4.8	
Inflation	0.7	1.3	2.9	5.2	2.5	2.5	2.5	2.3	3.5
M3 Growth (YoY)	9.4	12.8	11.9	9.5	11.5	12.8	14.5	12.2	9.5
90D T-bill - average	1.7	1.4	2.0	5.1	3.1	3.2	2.5	1.3	1.0
Overnight RRP	4.0	3.0	3.0	4.8	4.0	3.6	2.7	2.3	2.0
BVAL - 3 months	2.7	2.1	2.4	5.8	3.2	3.3	1.9	1.2	1.1
BVAL - 10 years	4.1	4.6	5.7	7.1	4.5	4.9	2.8	3.0	3.0
USD/PHP	47.166	49.813	49.923	52.724	50.744	51.044	49.851	48.465	48.036

Industry, as of end-of-period Amounts in Php Bn	2015	2016	2017	2018	2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020
Total Assets	12,089.14	13,591.20	15,166.16	16,916.14	18,338.24	18,404.05	18,627.17	18,724.80	19,449.45
Customer Loans ¹	6,527.27	7,612.12	8,865.60	9,215.26	10,082.25	10,159.24	9,949.40	9,647.61	9,798.46
Deposits	9,231.34	10,506.56	11,726.97	12,764.13	13,669.47	13,917.91	14,262.65	14,377.42	14,888.71
Capital	1,403.57	1,548.09	1,756.79	2,068.10	2,318.65	2,301.38	2,370.40	2,407.52	2,430.74
Assets Growth (YoY)	8.2%	12.4%	11.6%	11.5%	8.4%	8.1%	8.0%	5.9%	6.1%
Loan Growth (YoY)	11.9%	16.6%	16.5%	13.7%	9.4%	10.9%	6.2%	0.5%	-2.8%
Deposits Growth (YoY)	8.3%	13.8%	11.6%	8.8%	7.1%	9.6%	10.9%	9.5%	8.9%
Capital Growth (YoY)	2.7%	10.3%	13.5%	17.7%	12.1%	7.4%	7.7%	6.7%	4.8%

Source: Bangko Sentral ng Pilipinas & Philippine Statistics Office

¹ Customer Loans (Loans and Receivables, net of Allowance for Credit Losses)

Historical Milestones of BPI

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



Pesos Fuertes, 1883



BPI Iloilo, 1897



BPI ₱10 note, 1933

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

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

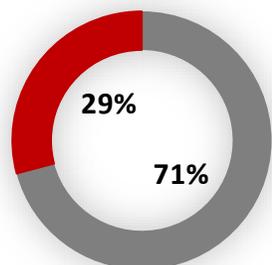
BPI at a glance



- ✓ The first bank in the Philippines and Southeast Asia, and the longest tenured bank with almost 170 years of continuous operating history, with highly reputable shareholders, the largest of which include the Ayala Group, the Roman Catholic Church and GIC
- ✓ Award winning, universal banking franchise licensed by the Bangko Sentral ng Pilipinas, offering a broad range of financial solutions catering to both retail and corporate clients
- ✓ Customer base has almost doubled since 2010 to 8.6 million customers in December 2020 owing to the Bank's strong brand recognition

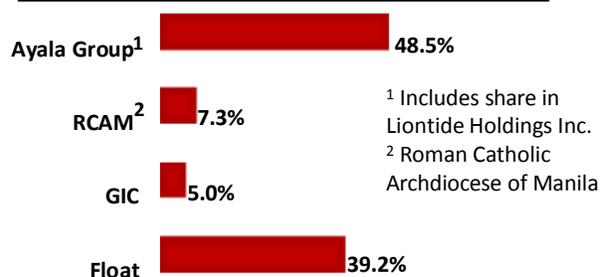
Ownership Structure

December 31, 2020 Citizenship Profile



■ Filipino ■ Non-Filipino

December 31, 2020 Shareholder Profile



¹ Includes share in Liontide Holdings Inc.

² Roman Catholic Archdiocese of Manila

Investment Information

Fundamentals	Description
Stock Price	P81.35 per share
BV per share	P62.80
P-B Ratio	1.3x
P-E Ratio	15.3x
Dividends	P1.80 per share
Market Cap	P367.14

Trading Fact Sheet	Description
Type	Common
Stock Ticker	BPI
ISIN	PHY0967S1694
Exchange	Philippine Stock Exchange
Par Value	10.00
Outstanding Shares	4,513,101,605

Credit and Sustainability Ratings

Credit Ratings	Rating		Date
S&P	BBB+	Long term Issuer Credit Rating	Oct 2020
Moody's	Baa2	Long term Deposit Foreign Currency	Nov 2020
Fitch	BBB-	Long term Issuer Default Rating	Oct 2020
Capital Intelligence	BBB	Long term Foreign Currency	July 2020
MSCI	A	ESG Rating	Aug 2020

Operating Franchise

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



¹ 869 local branches and 3 international offices ² Branches and branch-lite units (BLUs), ³ Rolling 3 months on a growing client base

Financial Highlights



	Dec 2019	Dec 2020	△ YoY
Balance Sheet (in P bn)			
Assets	2,205.0	2,233.4	1.3%
Net Loans	1,475.3	1,407.4	-4.6%
Deposits	1,695.3	1,716.2	1.2%
CASA	1,171.2	1,365.9	16.6%
Capital	269.6	279.8	3.8%
AUM	831.6	1,049.6	26.2%

Profitability (in P bn)	
Net Interest Income	17.2
Non-Interest Income	5.6
Revenues	22.8
Operating Expenses	12.6
Pre-provision Operating Profit	10.2
Net Income	6.8

	4Q 2019	FY 2019	4Q 2020	FY 2020	△ YoY Q	△ YoY FY
Net Interest Income	17.2	65.6	18.0	72.3	4.9%	10.2%
Non-Interest Income	5.6	26.7	7.6	29.7	34.3%	11.1%
Revenues	22.8	92.3	25.6	101.9	12.2%	10.5%
Operating Expenses	12.6	48.3	12.9	48.2	2.2%	-0.4%
Pre-provision Operating Profit	10.2	43.9	12.7	53.8	24.5%	22.4%
Net Income	6.8	28.8	4.2	21.4	-37.4%	-25.7%

Key Metrics			△ bps
NIM	3.35%	3.49%	14
Asset Yield	5.13%	4.65%	(48)
Cost of Deposits	1.54%	0.89%	(65)
Cost of Funds	2.01%	1.31%	(70)
Cost to Assets	2.32%	2.20%	(12)
Cost to Income	52.40%	47.25%	(515)
ROE	10.97%	7.70%	(327)
ROA	1.38%	0.98%	(40)
CASA Ratio	69.08%	79.59%	1,051
Loan-to-Deposit Ratio	87.02%	82.01%	(501)
Credit Cost (in bps)	0.41%	1.96%	155
NPL Ratio	1.66%	2.68%	102
NPL Coverage Ratio	102.14%	115.21%	1,307
CAR	16.07%	17.06%	99
CET1	15.17%	16.17%	100

Financial Highlights (in USD)



	Dec 2019	Dec 2020	△ YoY
Balance Sheet (in USD bn)			
Assets	43.5	46.5	7.0%
Net Loans	29.1	29.3	0.8%
Deposits	33.4	35.7	6.9%
CASA	23.1	28.4	23.2%
Capital	5.3	5.8	9.7%
AUM	16.4	21.9	33.3%

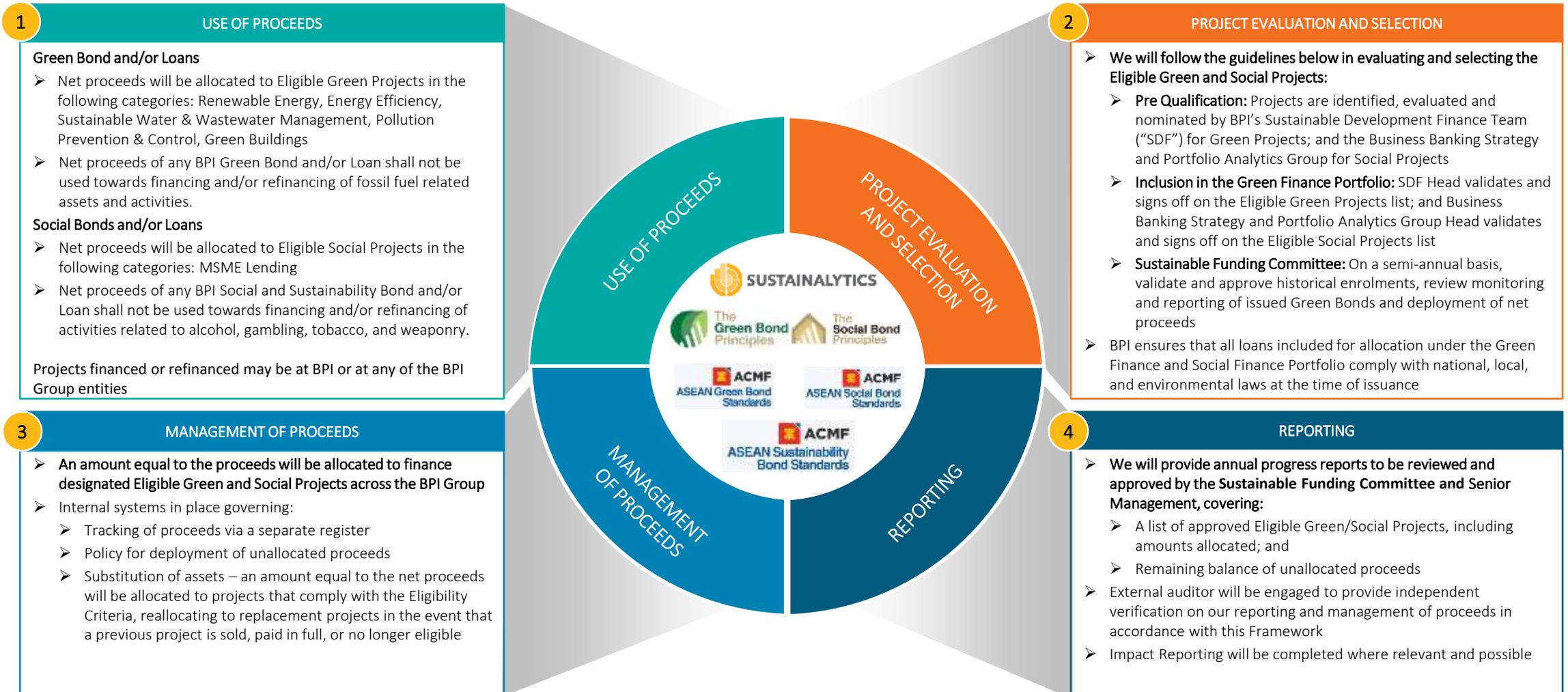
	4Q 2019	FY 2019	4Q 2020	FY 2020	△ YoY Q	△ YoY FY
Profitability (in USD mn)						
Net Interest Income	339.0	1,292.3	375.7	1,504.4	10.8%	16.4%
Non-Interest Income	111.3	525.9	157.9	617.4	41.9%	17.4%
Revenues	450.3	1,818.2	533.6	2,121.8	18.5%	16.7%
Operating Expenses	248.8	952.7	268.7	1,002.5	8.0%	5.2%
Pre-provision Operating Profit	201.4	865.5	264.9	1,119.3	31.5%	29.3%
Net Income	133.5	567.6	88.2	445.7	-33.9%	-21.5%

			△ bps
Key Metrics			
NIM	3.35%	3.49%	14
Asset Yield	5.13%	4.65%	(48)
Cost of Deposits	1.54%	0.89%	(65)
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Sustainable Finance Framework



- We have developed a Sustainable Finance Framework under which we intend to issue:
 - Green Bonds and/or Loans – proceeds allocated to selected Eligible Green Projects
 - Social Bonds and/or Loans – proceeds allocated to selected Eligible Social Projects
- The Framework has been established to continue our thrust to promote positive environmental and social practices in our core markets



BPI Management Team



Effective January 1, 2021



**Cezar "Bong"
Consing**
President & CEO

24 years with BPI

- Elected President and CEO since 2013
- Director of BPI from 1995-2000, 2004-2007 and 2010-present
- Former Head of Investment Banking, J.P. Morgan Asia Pacific
- Currently also serving on the boards of various subsidiaries of BPI



**Tere
Marcial**
EVP & CFO

26 years with BPI

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



**John-C
Syquia**
EVP

5 years with BPI

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



**Jojo
Ocampo**
EVP

25 years with BPI

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



**Mon
Jocson**
EVP & COO

5 years with BPI

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



**Ginbee
Go**
BFB President

17 years with BPI

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

BPI Management Team



Effective January 1, 2021



An-an King
SVP

35 years with BPI

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



Eric Luchangco
SVP

7 years with BPI

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



Sheila Tan
AMTC President

7 years with BPI

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



Dino Gasmen
SVP & Treasurer

7 years with BPI

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



Cathy Santamaria
SVP & CMO

9 years with BPI

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



Jovi Alonso
SVP & CCO

24 years with BPI

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



Mayette Gayares
SVP & CRO

36 years with BPI

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

2020 Citations



Institutional

	<p>Best Bank in the Philippines 2020</p>	<p>ASEAN Asset Class PLC Awards 98.08 Regional Assessment</p>
<p>Best Social Bond BPI CARE Bonds 2020</p>	<p>Best of Southeast Asia BPI Capital 2020</p>	<p>People's Choice Awards 2020</p>
	<p>Best Sustainable Bank 3rd Best in Corporate Governance 2020</p>	
<p>Best Trade Finance Provided 2020</p>	<p>Best FX Bank for CCS, IRS, Forward & Options Hedging 2020</p>	<p>WWF Sustainability Trailblazer Award (Phils) 2020</p>
	<p>Best FX Bank for Retail Clients 2020</p>	<p>Best FX Bank for Corporates & FIs 2020</p>
		<p>House of the Year - PH Bank Risk Manager of the Year 2020</p>

BPI Foundation

<p>WWF Climate Support Award (Phils) 2020</p>	<p>Outstanding Achievement in Advocacy Marketing 2019</p>
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Bancassurance

<p>BPI-Philam Life Assurance Corp. Best Life Insurance Company in the Phils. 2019</p>

AMTC

<p>Best Overall Asset Fund Manager</p>	<p>Best Asset Manager (Money Market Funds) for the 2nd consecutive year</p>	<p>Sustainable Investing as Asset Management Company of the Year (Highly Commended)</p>
<p>Best Fund with Optimal Information Ratio (BPI Invest Money Market Fund)</p>	<p>Best Asset Manager Philippines (4th straight win)</p>	<p>Best Managed Fund of the Year – Dollar Equity Fund 2020</p>

As of December 31, 2020