

A trusted lifeline for a new tomorrow, today.



"We are building an institution that will help define banking of the future; by setting new standards and higher expectations; by being ready today, ready tomorrow."

- Cezar P. Consing, President and CEO

### INVESTOR PRESENTATION 1Q 2021



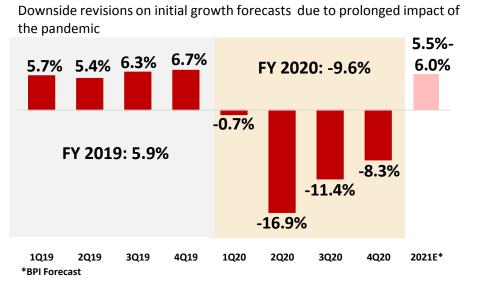
# **Macroeconomic Updates**

BPI

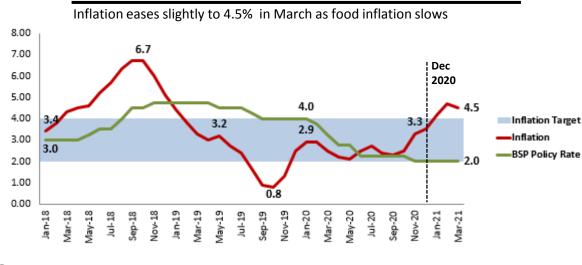
### **Macroeconomic Updates**



#### GDP

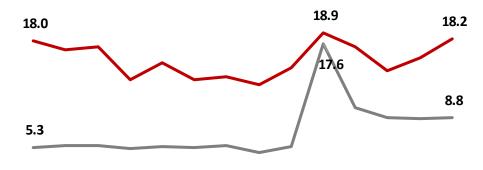


**Inflation & Monetary Policy** 



#### Unemployment

Unemployment increased a month before the government tightened lockdown restrictions in NCR and nearby provinces

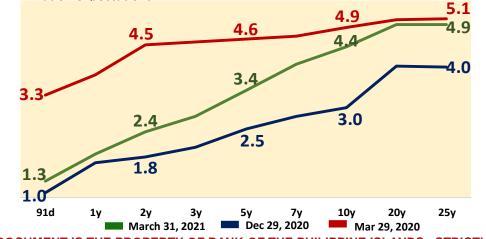


Jan18 Apr18 Jul18 Oct18 Jan19 Apr19 Jul19 Oct19 Jan20 Apr20 Jul20 Oct19 Jan21 Feb21

Underemployment Unemployment

#### Higher rates across the yield curve

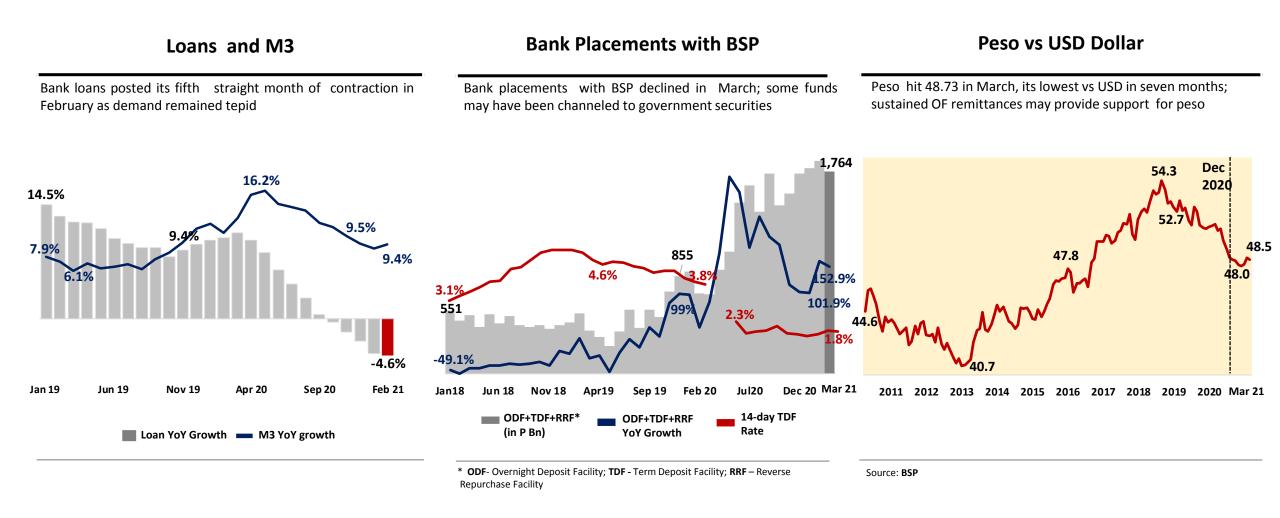
Interest rates are off their recent peaks but remain elevated on higher inflation expectations



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### **Macroeconomic Updates**

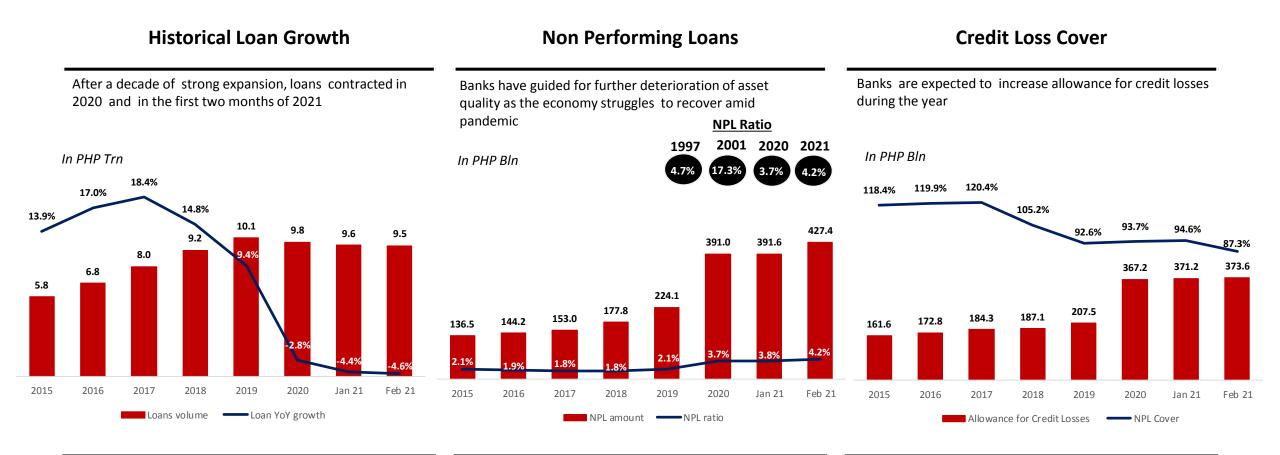




### **Banking Industry – Asset Quality**

Challenges in asset quality due to pandemic persists in 2021





Source: BSP



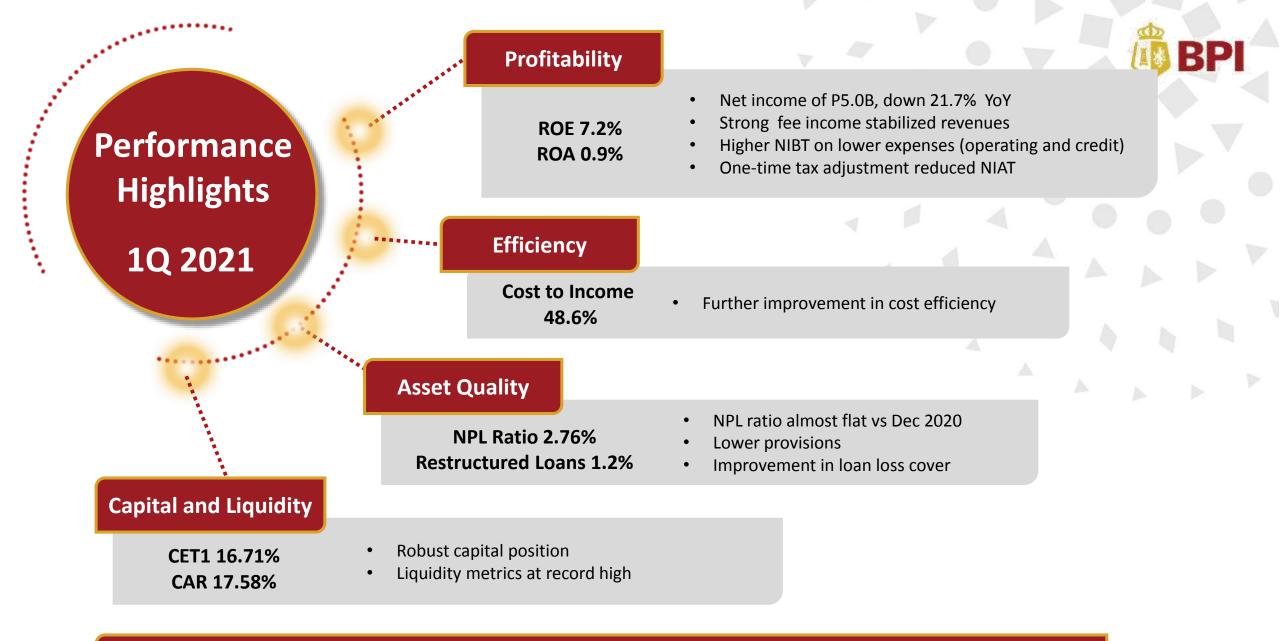
### **Banking Industry Updates**

### **Recent Developments**

- Moody's upgraded Philippine banking system outlook to "stable", cautioned asset risks remain high
- S&P expects banking lending will likely grow by 6.5% in 2021
- IMF issued a report on Financial System Stability Assessment and cited risks economic, credit risk and bank connectedness with corporates, AML risks, climate risks – and recommended strengthening bank capital if downside risks materialize
- BSP maintained ceiling on credit card transactions at 2% per month, subject to review after six months
- Citi to exit retail banking in 13 countries a cross Europe and Asia, including Philippines

# Financial and Operating Performance

BPI



**Re-balancing of Traditional and Digital Channels** 

## **Profitability**



In P bn				$\Delta$	
III P DII	1Q 2020	4Q 2020	1Q 2021	QoQ	YoY
Net Interest Income	18.03	18.05	16.86	-6.6%	-6.5%
Non-Interest Income	6.64	7.58	7.45	-1.8%	12.1%
Trading Income	2.18	1.59	1.74	9.0%	-20.1%
Non-Trading Income	4.47	5.99	5.71	-4.7%	27.8%
Revenues	24.68	25.63	24.31	-5.2%	-1.5%
<b>Operating Expenses</b>	12.10	12.91	11.82	-8.4%	-2.3%
РРОР	12.58	12.72	12.49	-1.9%	-0.8%
Provisions	4.12	7.53	3.60	-52.2%	-12.7%
NIBT	8.46	5.20	8.89	71.0%	5.1%
Taxes	2.11	0.80	3.86	384.5%	83.3%
Net Income	6.39	4.24	5.00	18.0%	-21.7%

\*Without the tax adjustments, NIAT would have been up 8% YoY

### Highlights

### Quarter-on-Quarter

- One-time adjustment due to reversal in deferred tax assets with the reduction in corporate income tax rate from 30% to 25% (CREATE Law)
- Sequential increase in net income due to lower provisions and lower expenses

Year-on-Year

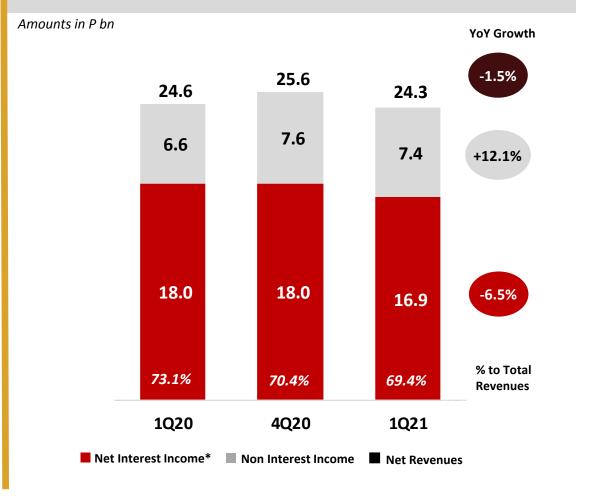
- Decline in net interest income due to contraction in loans and lower NIM
- Better fee income

### Lower provisions

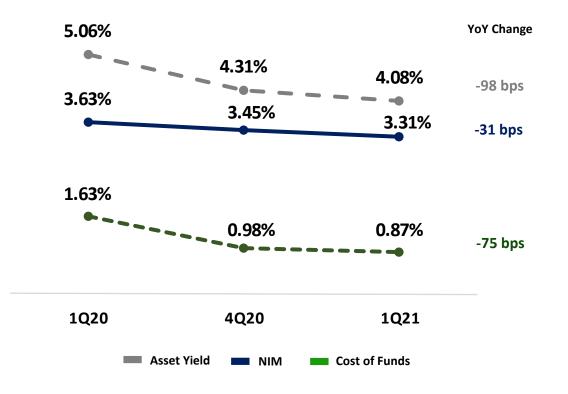
### **Revenue Mix and NIM**



Increase in non interest income was largely offset by decline in net interest income



Decline in net interest income due to lower loan balances and asset yield



\* Includes DST; Net of GRT

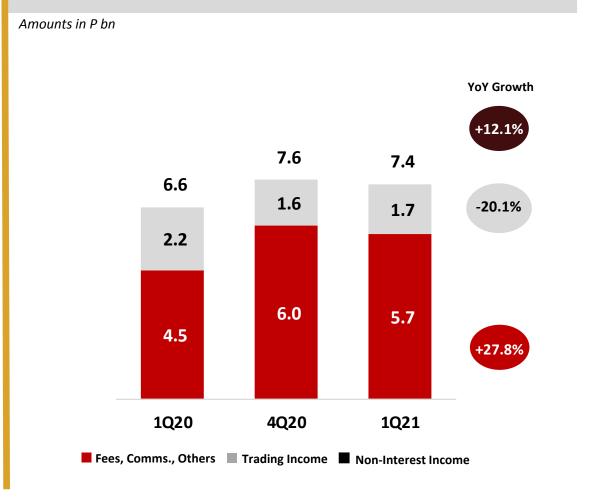
10 \*\* 1Q20 restated with impact of discontinued operation arising from BPICTL transaction

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## **Non Interest Income**

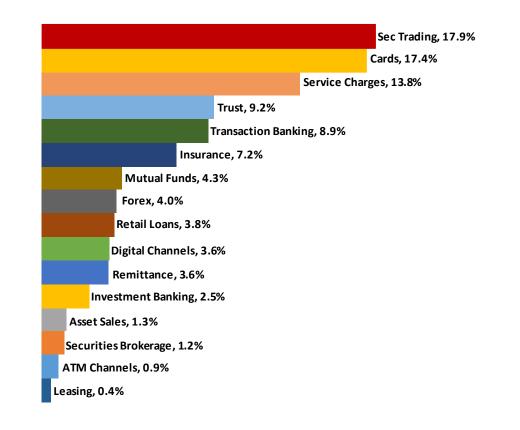


Strong performance across business franchises offset decline in trading income



**Diversified sources of fees and commissions** 

% Contribution to Non Interest Income\*



\* Includes DST; Net of GRT

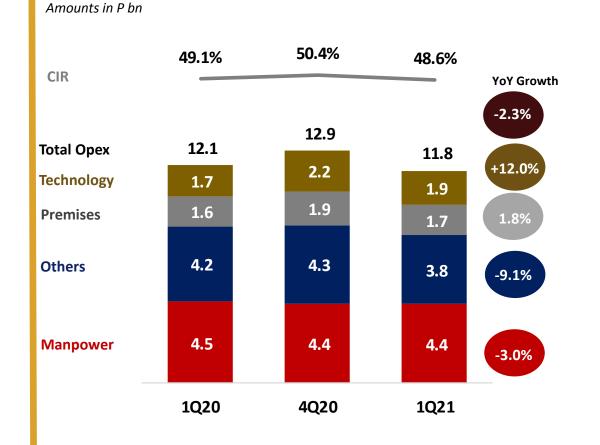
\*\* 1Q20 restated with impact of discontinued operation arising from BPICTL transaction

\* gross of GRT THIS DOCUMENT IS THE PROPERTY OF BANK OF THE PHILIPPINE ISLANDS. STRICTLY CONFIDENTIAL.

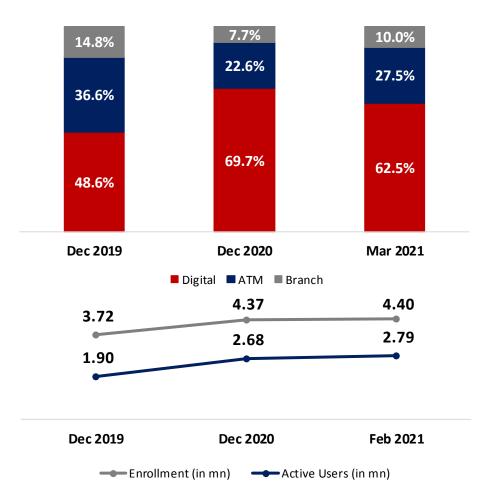
## **Operational Efficiency**



Cost management initiatives kept spending within target range

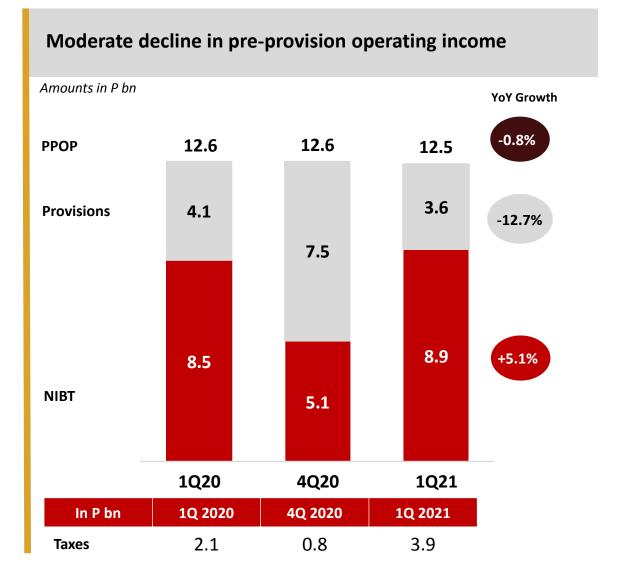


### Doing more and reducing cost with digitalization

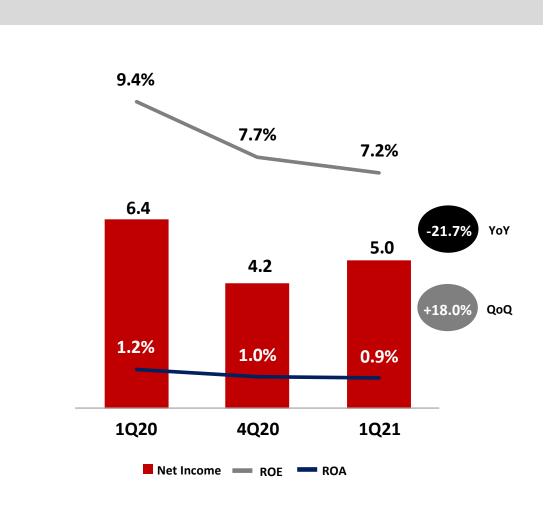


## **Income and Profitability**





### Net income defined by lower provision and higher income tax



## **Balance Sheet**



In P bn			$\Delta$
	Mar-2020	Mar-2021	YoY
Total Assets	2,175.0	2,164.4	-0.5%
Net Loans <sup>1</sup>	1,437.1	1,364.7	-5.0%
Gross Loans <sup>2</sup>	1,463.8	1,412.1	-3.5%
Securities	338.1	430.2	27.2%
Borrowings	132.2	131.2	-0.7%
Deposits	1,677.8	1,672.1	-0.3%
Equity – BPI	272.7	280.8	3.0%
LDR	85.65%	81.62%	-4.0%
CASA	73.48%	82.55%	9.1%
CAR	16.25%	17.58%	1.3%
CET1	15.35%	16.71%	1.4%

<sup>1</sup> Net of UDI and Allowance, includes Manpower Loans; <sup>2</sup> Gross of UDI and Allowance, includes Manpower Loans

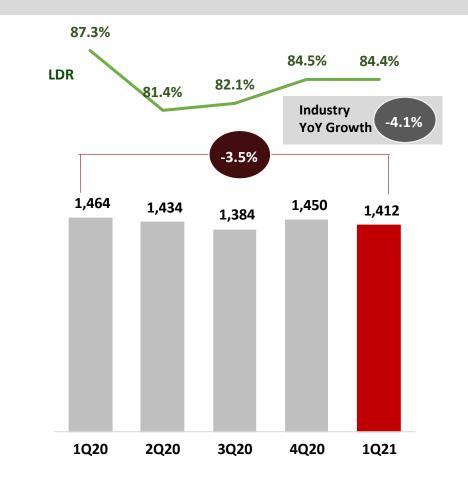
### Highlights

- □ Modest Balance Sheet contraction
- Decline in loan portfolio driven by corporates while consumer and microfinance loans posted modest growth
- With declining loan book, liquidity was parked in short term securities
- Deposits slightly lower; increase in CASA largely offset decline in TD
- Stronger capital ratios due to decline in risk-weighted assets (loan book)

## **Loan Portfolio**



### Decline in loan portfolio slower than industry

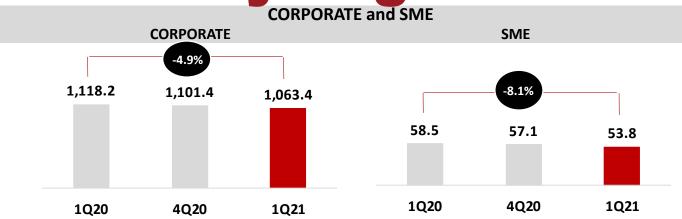


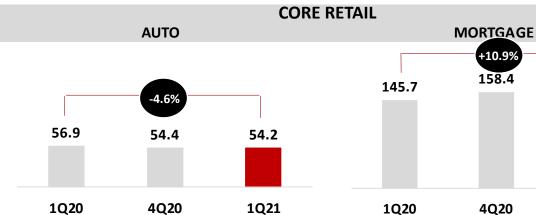
### Steady increase in share of Consumer and SME in loan mix

Gross Customer Loans	1Q20	4Q20	1Q21
Corporate	76.4%	75.9%	75.3%
Consumer/SME	23.3%	23.7%	24.3%
Consumer	19.3%	19.8%	20.5%
SME	4.0%	3.9%	3.8%
Microfinance	0.3%	0.3%	0.3%

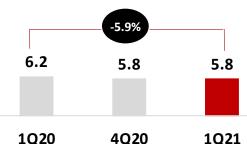
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## **Loan Portfolio by Segments**







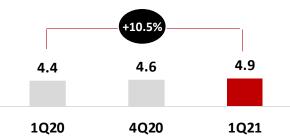




161.6

1Q21

RP





**CREDIT CARDS** 

-7.5%

68.7

4020

68.3

1021

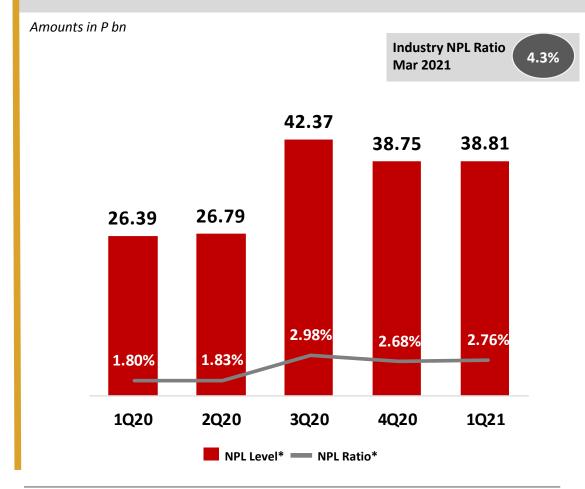
73.8

1020

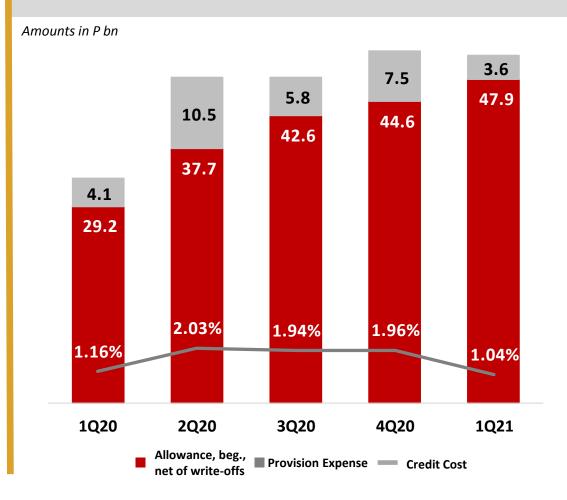
## **Asset Quality**



Increase in NPL ratio driven mainly by contraction in loan portfolio



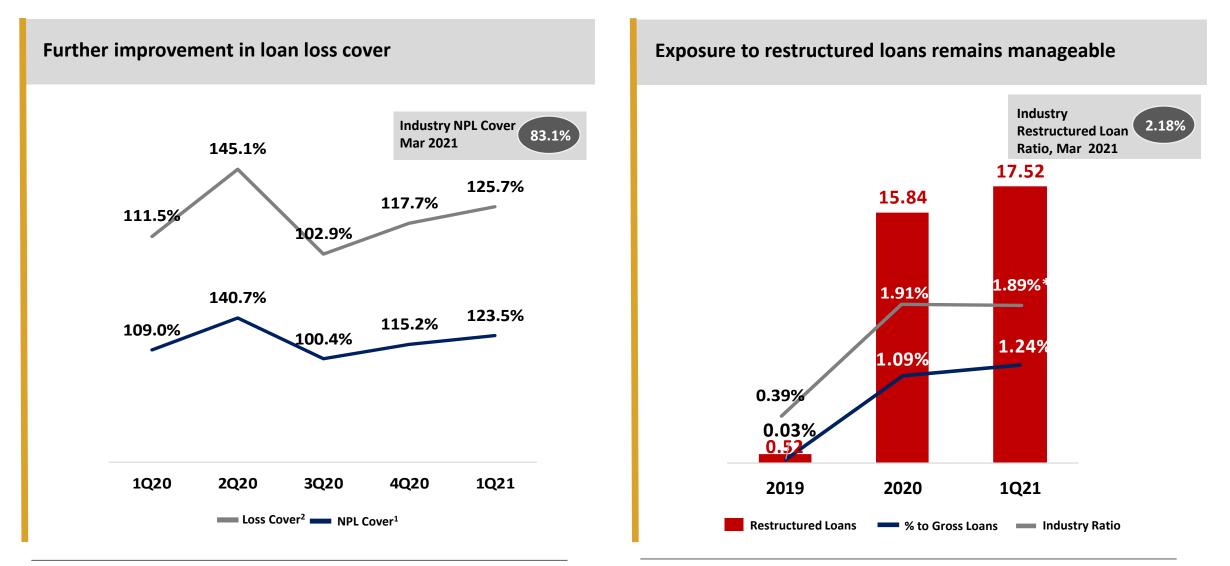
### Tempered increase in provisions for potential credit losses



\* Level and Ratios with Bayanihan

## **Asset Quality**





<sup>1</sup> NPL cover excludes reserves for contingent exposures

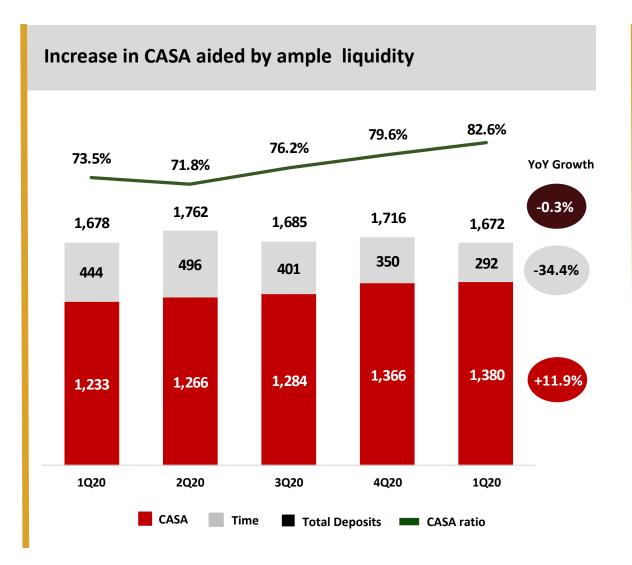
<sup>2</sup> Loss cover includes reserves for contingent exposures

Note: Prior quarters restated with impact of discontinued operation arising from BPICTL transaction THIS DOCUMENT IS THE PROPERTY OF BANK OF THE PHILIPPINE ISLANDS. STRICTLY CONFIDENTIAL.

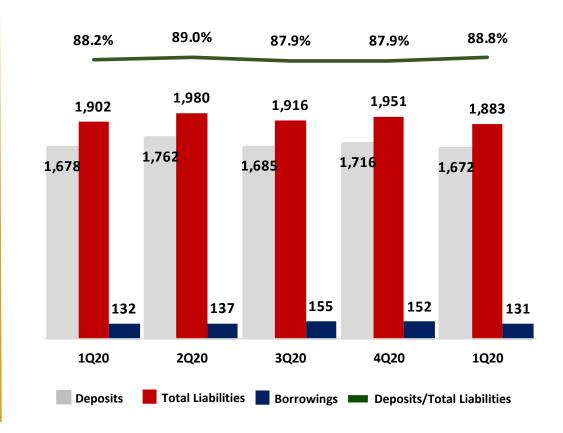
18

Funding





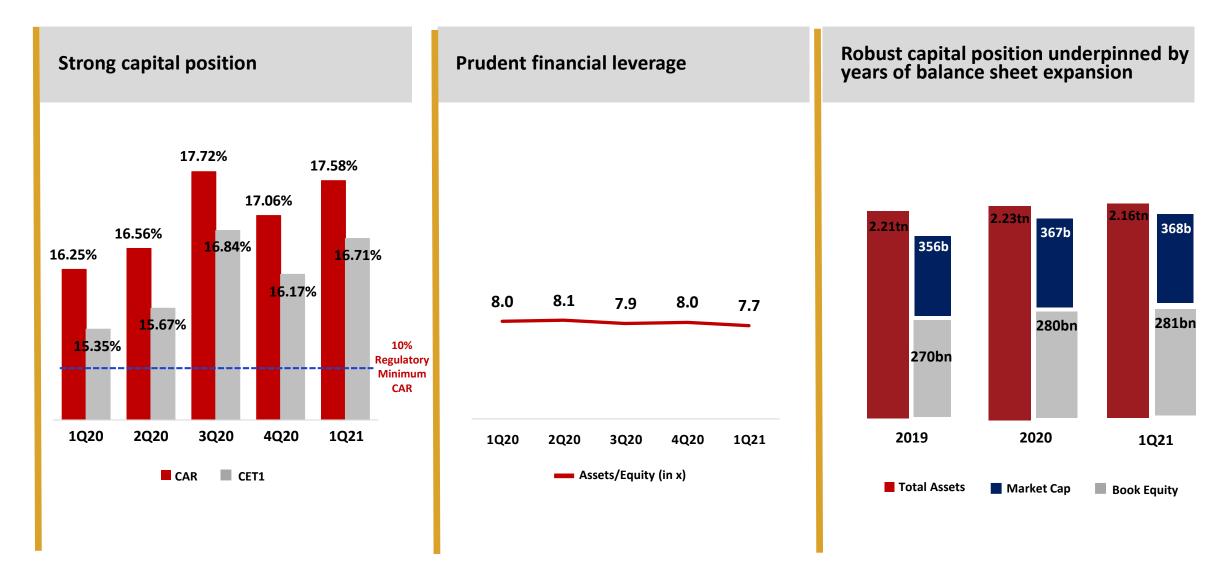
Increase in share of CASA in total funding mix



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## **Capital Position**





# Key Takeaways



- 1. <u>Net Income of 5B for Q1 2021</u>, while lower than last year, is better than Q4 2020, and demonstrates resilience of the bank's earnings engine, despite challenges posed by the recent surge in Covid infections
- 2. <u>First quarter earnings would have been higher by 8%</u> YoY if we remove the impact of the one-time tax adjustments resulting from the implementation of CREATE Law
- **3.** <u>Non-Interest Income</u> has shown signs of improvement in line with the pick up in economic activities and banking transactions fee income from diversified businesses trending higher, and further boosted by trading income from securities portfolios
- 4. <u>Net Interest Income</u> was weighed down by lower NIMs resulting from lower asset yields and loan book contraction but that is in line with our expectations; growth in mortgage and microfinance loans are encouraging

# Key Takeaways



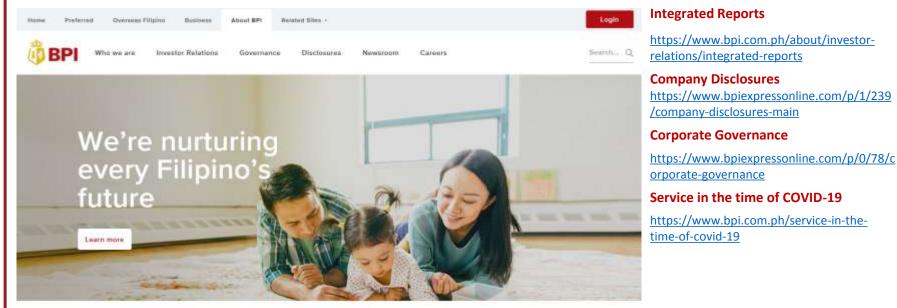
- 5. <u>Loan growth</u> remains challenged, a result of lower loan demand due to deferred corporate capex, excess capacity and inventories leading to reduced working capital requirements, operational challenges of SMEs, as well constrained consumer demand
- 6. <u>Lower provisions</u> from recent decline in ECL- while pre-emptive provisioning continues to be a priority, any slow down in NPL formation relative to stressed scenario assumptions will provide room to further dial down provisions; meanwhile, <u>higher NPL cover</u> reflects the bank's asset quality
- 7. <u>Cost discipline</u> is maintained through productivity improvement and gains from branch transformation providing room for continued <u>investments in digital infrastructure</u>
- 8. <u>High capital buffer, funding and liquidity</u>, a reflection of fortress balance sheet, puts the bank in a strong position to lead the economic recovery through strategic growth opportunities

### For your comments and queries contact us via:

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### https://www.bpi.com.ph/



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### **Appendices**

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# **Macroeconomic & Industry Indicators**

Indicators, as of end-of-period in %, except USD/PHP	2016	2017	2018	2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021
GDP Growth (YoY)	6.8	6.7	6.2	5.9	-0.7	-16.9	-11.6	-8.3	-4.2
Current Account (% to GDP)	-0.4	-0.7	-2.7	-0.1	0.3	5.3	4.8	3.9	
Inflation	1.3	2.9	5.2	2.5	2.5	2.5	2.3	3.5	4.5
M3 Growth (YoY)	12.8	11.9	9.5	11.5	12.8	14.5	12.2	9.5	9.4
90D T-bill - average	1.4	2.0	5.1	3.1	3.2	2.5	1.3	1.0	1.0
Overnight RRP	3.0	3.0	4.8	4.0	3.6	2.7	2.3	2.0	2.0
BVAL - 3 months	2.1	2.4	5.8	3.2	3.3	1.9	1.2	1.1	1.3
BVAL - 10 years	4.6	5.7	7.1	4.5	4.9	2.8	3.0	3.0	4.4
USD/PHP	49.813	49.923	52.724	50.744	51.044	49.851	48.465	48.036	48.466

Industry, as of end-of-period Amounts in Php Bn	2016	2017	2018	2019	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021
Total Assets	13,591.20	15,166.16	16,916.14	18,338.24	18,404.05	18,627.17	18,724.80	19,457.05	19,439.94
Customer Loans <sup>1</sup>	7,612.12	8,865.60	9,215.26	10,082.25	10,159.24	9,949.40	9,647.61	9,804.64	9,587.63
Deposits	10,506.56	11,726.97	12,764.13	13,669.47	13,917.91	14,262.65	14,377.42	14,895.02	15,006.01
Capital	1,548.09	1,756.79	2,068.10	2,318.65	2,301.38	2,370.40	2,407.52	2,431.12	2,458.23
Assets Growth (YoY)	12.4%	11.6%	11.5%	8.4%	8.1%	8.0%	5.9%	6.1%	5.6%
Loan Growth (YoY)	16.6%	16.5%	13.7%	9.4%	10.9%	6.2%	0.5%	-2.8%	-5.6%
Deposits Growth (YoY)	13.8%	11.6%	8.8%	7.1%	9.6%	10.9%	9.5%	9.0%	7.8%
Capital Growth (YoY)	10.3%	13.5%	17.7%	12.1%	7.4%	7.7%	6.7%	4.9%	6.8%

Source: Bangko Sentral ng Pilipinas & Philippine Statistics Office

<sup>1</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 ٠
- 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

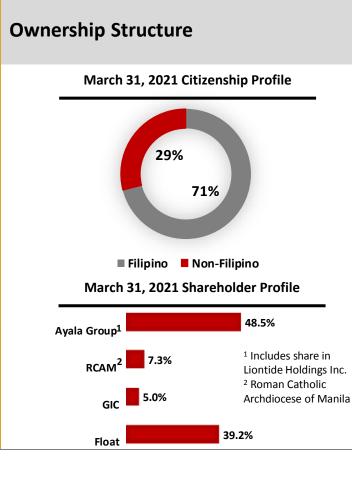
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## **BPI at a glance**



- The first bank in the Philippines and Southeast Asia, and the longest tenured bank with almost 170 years of continuous operating history, with highly reputable shareholders, the largest of which include the Ayala Group, the Roman Catholic Church and GIC
- Award winning, universal banking franchise licensed by the Bangko Sentral ng Pilipinas, offering a broad range of financial solutions catering to both retail and corporate clients
- Customer base has almost doubled since 2010 to 8.4 million customers in March 2021 owing to the Bank's strong brand recognition

Invoctment Information



Investment inforr	nation
Fundamentals	Description
Stock Price	P81.50 per share
BV per share	P62.21
P-B Ratio	1.3x
P-E Ratio	18.4x
Dividends	P1.80 per share
Market Cap	P367.82
Trading Fact Sheet	Description
Туре	Common
Stock Ticker	BPI
ISIN	PHY0967S1694
Exchange	Philippine Stock Exchange
Par Value	10.00
Outstanding Shares	4,513,103,261
	/= =/ ==/ =

### Credit and Sustainability Ratings

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



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

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## **Financial Highlights**



	Mar 2020	Mar 2021	$\triangle$ YoY	
Balance Sheet (in P bn)				Profitability (in P bn)
Assets	2,175.0	2,164.4	-0.5%	Net Interest Income
Net Loans	1,437.1	1,364.7	-5.0%	Non-Interest Income
Deposits	1,677.8	1,672.1	-0.3%	Revenues
CASA	1,232.8	1,380.4	12.0%	Operating Expenses
Capital	272.7	280.8	3.0%	Pre-provision Operating F
AUM	842.2	1,049.6	24.6%	Net Income

	1Q 2020	4Q 2020	1Q 2021	$\triangle \mathbf{QoQ}$	∆YoY
	18.0	18.0	16.9	-6.6%	-6.5%
	6.6	7.6	7.4	-1.8%	12.1%
	24.7	25.6	24.3	-5.2%	-1.5%
	12.1	12.9	11.8	-8.4%	-2.3%
Profit	12.6	12.7	12.5	-1.9%	-0.8%
	6.4	4.2	5.0	18.0%	-21.7%

Key Metrics			$\triangle$ bps
NIM	3.63%	3.31%	(32)
Asset Yield	5.06%	4.08%	(98)
Cost of Deposits	1.45%	2.85%	140
Cost of Funds	1.63%	0.87%	(76)
Cost to Assets	2.30%	2.20%	(10)
Cost to Income	49.02%	48.63%	(39)
ROE	9.38%	7.21%	(216)
ROA	1.31%	0.93%	(38)
CASA Ratio	73.48%	82.55%	908
Loan-to-Deposit Ratio	85.65%	81.62%	(404)
Credit Cost	1.16%	1.04%	(12)
NPL Ratio	1.80%	2.76%	96
NPL Coverage Ratio	109.00%	123.50%	1,450
CAR	16.25%	17.58%	133
CET1	15.35%	16.71%	136

## **Financial Highlights (in USD)**



	Mar 2020	Mar 2021	∆ YoY		1Q 2020	4Q 2020	1Q 2021	$\triangle$ QoQ	$\triangle$ YoY
Balance Sheet (in USD bn)				Profitability (in USD mn)					
Assets	42.6	44.7	4.8%	Net Interest Income	353.3	372.4	347.8	5.4%	-72.9%
Net Loans	28.2	28.2	0.0%	Non-Interest Income	130.2	156.5	153.7	20.2%	-70.6%
Deposits	32.9	34.5	5.0%	Revenues	483.5	528.9	501.5	9.4%	-72.3%
CASA	24.2	28.5	17.9%	Operating Expenses	237.0	266.3	243.9	12.4%	-74.3%
Capital	5.3	5.8	8.4%	Pre-provision Operating Profit	246.5	262.6	257.6	6.5%	-70.1%
AUM	16.5	21.7	31.3%	Net Income	125.1	87.4	103.2	-30.1%	-81.7%

Key Metrics			$\triangle$ bps
NIM	3.63%	3.31%	(32)
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Cost of Deposits	1.45%	2.85%	140
Cost of Funds	1.63%	0.87%	(76)
Cost to Assets	2.30%	2.20%	(10)
Cost to Income	49.02%	48.63%	(39)
ROE	9.38%	7.21%	(216)
ROA	1.31%	0.93%	(38)
CASA Ratio	73.48%	82.55%	908
Loan-to-Deposit Ratio	85.65%	81.62%	(404)
Credit Cost	1.16%	1.04%	(12)
NPL Ratio	1.80%	2.76%	96
NPL Coverage Ratio	109.00%	123.50%	1,450
CAR	16.25%	17.58%	133
CET1	15.35%	16.71%	136

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Source: https://www.bsp.gov.ph; Mar 2021 USD/PHP 48.466; Mar 2020: 51.044

## **BPI Management Team**





Jose Teodoro "TG" Limcaoco President & CEO

#### 13 years with BPI

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



Tere Marcial EVP & CFO

#### 26 years with BPI

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



John-C Syquia EVP

#### 5 years with BPI

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



Jojo Ocampo EVP

#### 25 years with BPI

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



Mon Jocson EVP & COO

#### 5 years with BPI

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



Ginbee Go BFB President 17 years with BPI

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

## **BPI Management Team**



An-an King SVPEric Luchangco SVP35 years with BPI7 years with BPI	Sheila Tan AMTC President7 years with BPI	Dino Gasmen SVP & Treasurer 7 years with BPI	Cathy Santamaria         SVP & CMO         9 years with BPI	Jovi Alonso SVP & CCO 24 years with BPI	Wayette Gayares         SVP & CRO         36 years with BPI
<ul> <li>Head of Branch Sales and Service Channels since October 2018</li> <li>Served as BFB Director (2015- 2017), Chairman of BPI Remittance Centre (HK) Ltc. (2016-2018)</li> <li>Chair, Unibank WoW Committee and Excellence Retail Awards Committee</li> <li>35 years of banking experience</li> <li>Head of Business Banking since June 2019</li> <li>Previously headed Corporate Credit Products Group, was head of Debt Capital Markets for BPI Capital and served on the Board of BPI Securities</li> <li>Previously worked with Daiwa Capital Markets</li> <li>24 years of experience in financial services</li> </ul>	<ul> <li>3 years with BPI Asset Management and Trust Corp; Chief Operating Officer (2017-2018)</li> <li>Previously headed Strategic Advisory at BPI Capital (2013-2017)</li> <li>Former Co- Managing Director of Ayala Group Legal and Chief Legal Counsel of Ayala Land, Inc</li> <li>In the practice of law for more than 26 years</li> </ul>	<ul> <li>Assumed position of Treasurer and Head of the BPI's Global Markets in January 2020</li> <li>Chairman of BPI's Asset &amp; Liability Committee</li> <li>17 years in HSBC Manila with stints in the UK, Indonesia, and Vietnam</li> <li>27 years of banking experience</li> </ul>	<ul> <li>Chief Marketing Officer since November 2018</li> <li>Previously segment head of Globe Telecom Touch Mobile and Mobile Business</li> <li>Former Marketing Director, Kraft Food Philippines; Kraft Foods International Head of Business Development and General Manager</li> <li>Vice President, Bank Marketing Association of the Philippines (2018)</li> <li>Over 31 years of marketing experience</li> </ul>	<ul> <li>Chief Credit Officer since January 2017</li> <li>Previously involved in Corporate Relationship Management Asian Corporations and PEZA Divisions</li> <li>Serving on the Boards of BPI Century Tokyo Lease &amp; Rental Corps</li> <li>Formerly Japan Desk Head in the World Corporation Group of Citibank, N.A. Manila Branch</li> <li>31 years of banking experience</li> </ul>	<ul> <li>Chief Risk Officer since January 2018, Former Chief Compliance Officer (2012-2017)</li> <li>Member, Risk Management Committee of the Bankers Association of the Philippines</li> <li>Previously served as Director and Treasurer of ABCOMP, Voting Member of the Bankers Institute of the Philippines</li> <li>36 years of banking experience</li> </ul>

## **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

#### USE OF PROCEEDS

#### Green Bond and/or Loans

- Net proceeds will be allocated to Eligible Green Projects in the following categories: Renewable Energy, Energy Efficiency, Sustainable Water & Wastewater Management, Pollution Prevention & Control, Green Buildings
- Net proceeds of any BPI Green Bond and/or Loan shall not be used towards financing and/or refinancing of fossil fuel related assets and activities.

#### Social Bonds and/or Loans

- Net proceeds will be allocated to Eligible Social Projects in the following categories: MSME Lending
- Net proceeds of any BPI Social and Sustainability Bond and/or Loan shall not be used towards financing and/or refinancing of activities related to alcohol, gambling, tobacco, and weaponry.

Projects financed or refinanced may be at BPI or at any of the BPI Group entities

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#### MANAGEMENT OF PROCEEDS

- > An amount equal to the proceeds will be allocated to finance designated Eligible Green and Social Projects across the BPI Group
- Internal systems in place governing:
  - Tracking of proceeds via a separate register
  - Policy for deployment of unallocated proceeds
  - Substitution of assets an amount equal to the net proceeds will be allocated to projects that comply with the Eligibility Criteria, reallocating to replacement projects in the event that a previous project is sold, paid in full, or no longer eligible



#### PROJECT EVALUATION AND SELECTION

- We will follow the guidelines below in evaluating and selecting the Eligible Green and Social Projects:
  - Pre Qualification: Projects are identified, evaluated and nominated by BPI's Sustainable Development Finance Team ("SDF") for Green Projects; and the Business Banking Strategy and Portfolio Analytics Group for Social Projects
  - Inclusion in the Green Finance Portfolio: SDF Head validates and signs off on the Eligible Green Projects list; and Business Banking Strategy and Portfolio Analytics Group Head validates and signs off on the Eligible Social Projects list
  - Sustainable Funding Committee: On a semi-annual basis, validate and approve historical enrolments, review monitoring and reporting of issued Green Bonds and deployment of net proceeds
- BPI ensures that all loans included for allocation under the Green Finance and Social Finance Portfolio comply with national, local, and environmental laws at the time of issuance

#### REPORTING

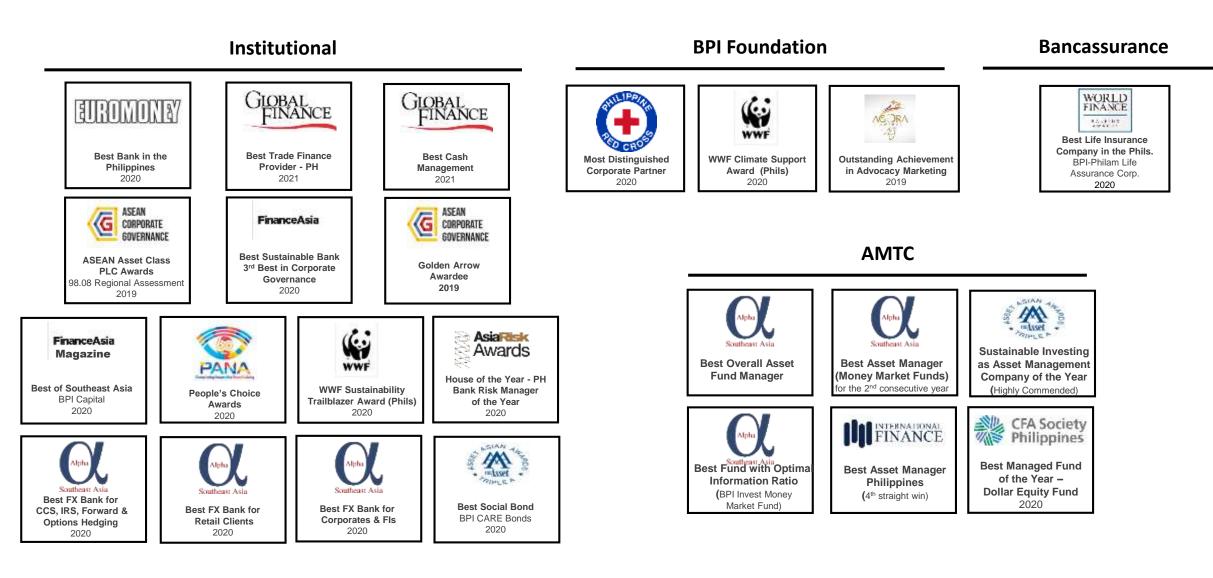
- We will provide annual progress reports to be reviewed and approved by the Sustainable Funding Committee and Senior Management, covering:
  - A list of approved Eligible Green/Social Projects, including amounts allocated; and
  - Remaining balance of unallocated proceeds

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- External auditor will be engaged to provide independent verification on our reporting and management of proceeds in accordance with this Framework
- > Impact Reporting will be completed where relevant and possible

## **Awards and Recognitions**





As of March 31, 2021