

BPI Investor Presentation

4Q and FY 2022



Macroeconomic Updates



Economic Updates



Global Growth

- Inflation remained elevated, driven by firming demand and increasing commodity prices
- Global growth expectation has moderated, driven by fears of recession
- Global GDP forecast for 2022 at 3.4% (IMF)

Domestic Growth

- GDP growth at 7.6%, ahead of government target of 6.5% to 7.5%
- Growth driven by further improvement in mobility
- Consumption posted significant growth, notwithstanding soaring inflation

Interest Rates & Monetary Policy

- BSP increased monetary policy rates 350bps to 5.5% to tame inflation
- The yield curve shifted upwards and flattened – higher increases in the short end in line with the hawkish monetary policy, and lower increases in the long end on elevated inflation expectations.

Banking Industry

- Beneficiary of sustained economic growth through expansion of loan book, increase in economic activities and higher interest rates
- Asset quality continued to improve notwithstanding the increase in rates

Performance Highlights



Performance Highlights



Profitability

P39.6 Bn
Net Income
13.14% ROE

- Record net income at P39.6 Bn, up 66%, driven by loan growth, higher NIM and lower provisions
- NIM at 3.59%, up 28 bps as asset yields increased more than cost of funds
- Cost-to-income ratio at 49%, on higher revenues growth vis-a-vis opex

Balance Sheet

14.9% Gross Loans
7.2% Deposits
15.1% CET1

- Strong loans and deposits growth
- Strong capital position notwithstanding higher dividend payout and RWA
- Cash dividends increased 18%

Asset Quality

1.76% NPL Ratio
180% NPL Cover

- Sustained asset quality gains, remained more favorable than industry averages
- Reduced concerns about asset quality allowed for lower credit cost
- High NPL coverage bodes well for future income

Growth

9.3 Mn
Total Clients
2.8 Mn
Digital Clients

- Considerable increase in customer base while deepening customer engagement
- Significant progress in digitalization initiatives including launch of BPI e-wallet
- Announced merger plans with Robinsons Bank Corporation

Profitability – Full Year



In P bn	FY 2020	FY 2021	FY 2022	YoY
Net Interest Income	72.26	69.58	85.07	22.2%
Non-Interest Income	29.45	27.82	33.46	20.3%
Trading Income	10.11	3.99	3.78	-5.3%
Non-Trading Income	19.34	23.83	29.68	24.5%
Net Revenues	101.71	97.40	118.52	21.7%
Opex	48.15	50.73	57.99	14.3%
PPOP	53.56	46.67	60.54	29.7%
Provisions	28.00	13.13	9.17	-30.2%
NIBT	25.56	33.54	51.37	53.2%
Income Taxes	3.91	9.43	11.53	22.3%
Net Income	21.41	23.88	39.60	65.8%
ROE	7.70%	8.40%	13.14%	+474 bps
ROA	0.98%	1.08%	1.59%	+51 bps

- Record net income of P39.6 billion, primarily driven by record revenues
- Excluding gains from asset sale in 2Q 2022, net income at P35.9 bn, up 50.2%; excluding asset sale and tax adjustments, net income up 40.5%
- ROE at 13.14%, highest since 2017

Profitability – 4Q



In P bn	4Q 2021	3Q 2022	4Q 2022	QoQ	YoY
Net Interest Income	18.42	22.31	23.42	5.0%	27.2%
Non-Interest Income	7.37	7.51	7.65	1.8%	3.8%
Trading Income	0.67	1.29	0.88	-32.0%	30.1%
Non-Trading Income	6.69	6.22	6.77	8.8%	1.2%
Net Revenues	25.78	29.82	31.07	4.2%	20.5%
Opex	14.24	14.24	17.90	25.7%	25.7%
PPOP	11.54	15.57	13.17	-15.5%	14.1%
Provisions	2.88	2.50	1.67	-33.3%	-42.2%
NIBT	8.66	13.07	11.50	-12.0%	32.9%
Income Taxes	2.19	2.94	2.37	-19.3%	8.2%
Net Income	6.41	10.10	9.06	-10.3%	41.4%

QUARTER-ON-QUARTER

- Net income of P9.06 Bn, down 10%, QoQ due to acceleration of operating expenses

YEAR-ON-YEAR

- Net income up 41% largely on strong net interest income, up 27%, which offset the increase in operating expenses

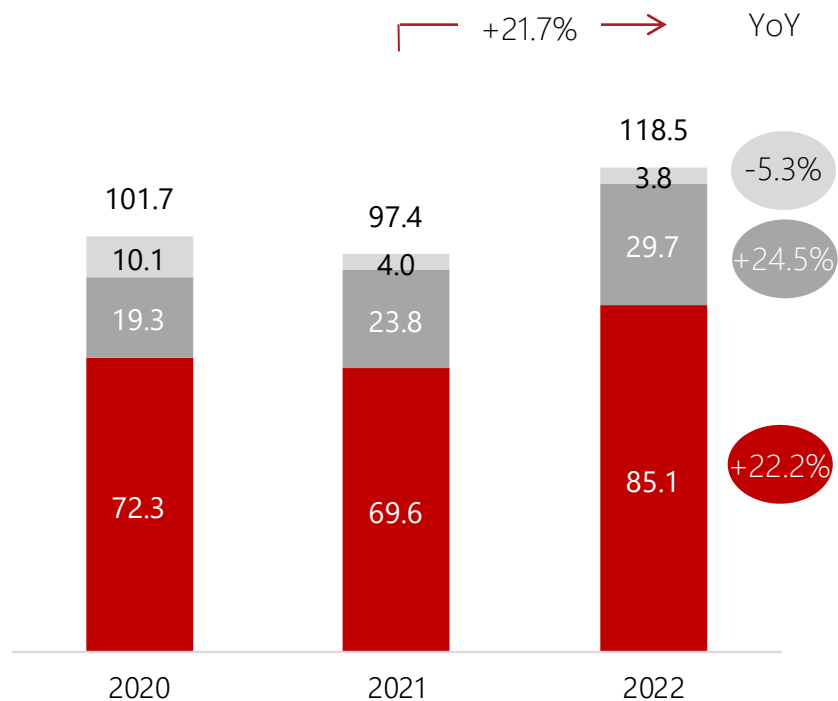
Revenues



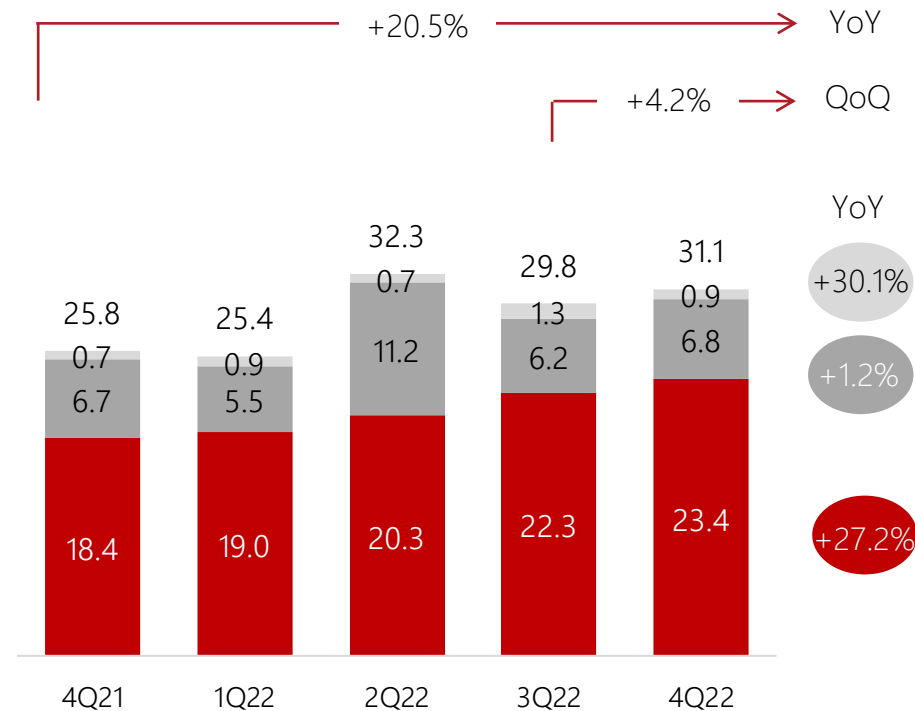
- Record revenue driven by net interest income growth on accelerating loan growth and increasing NIM
- Fee income supported by the one-off gain in asset sale, strong growth in customer base and volume from card business

Amounts in P bn

Year-on-Year

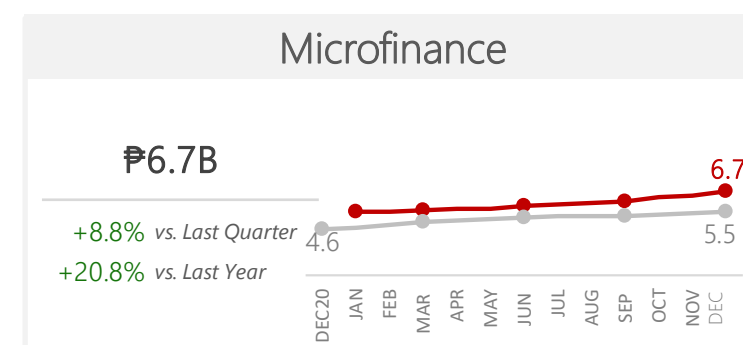
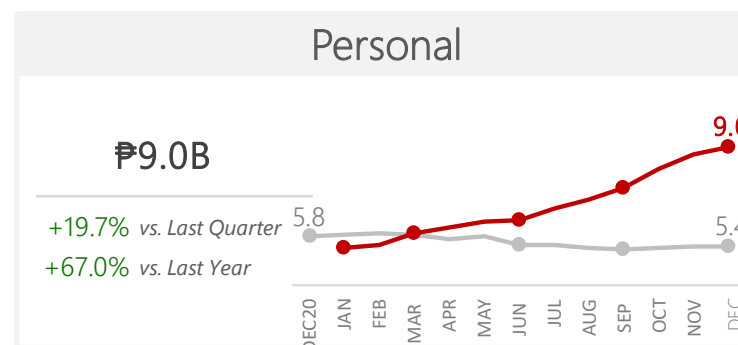
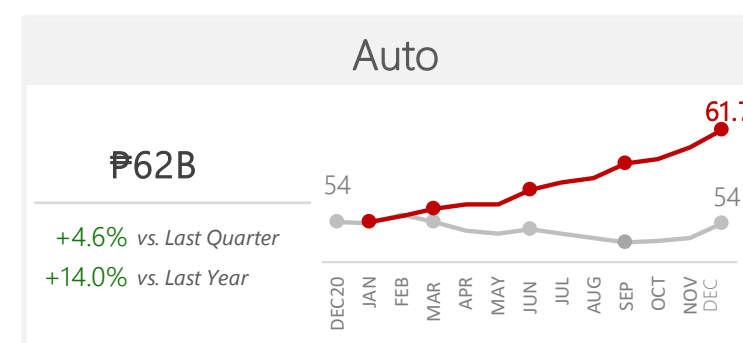
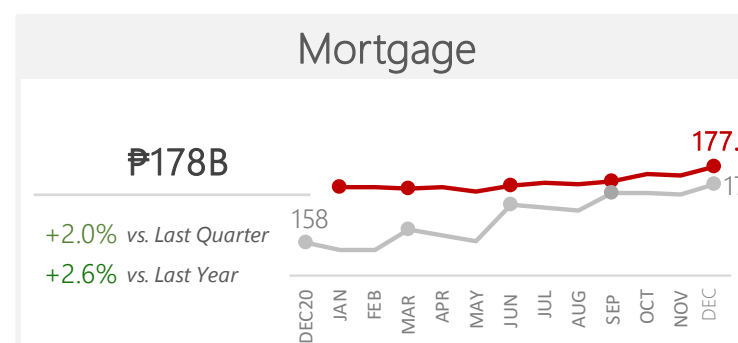
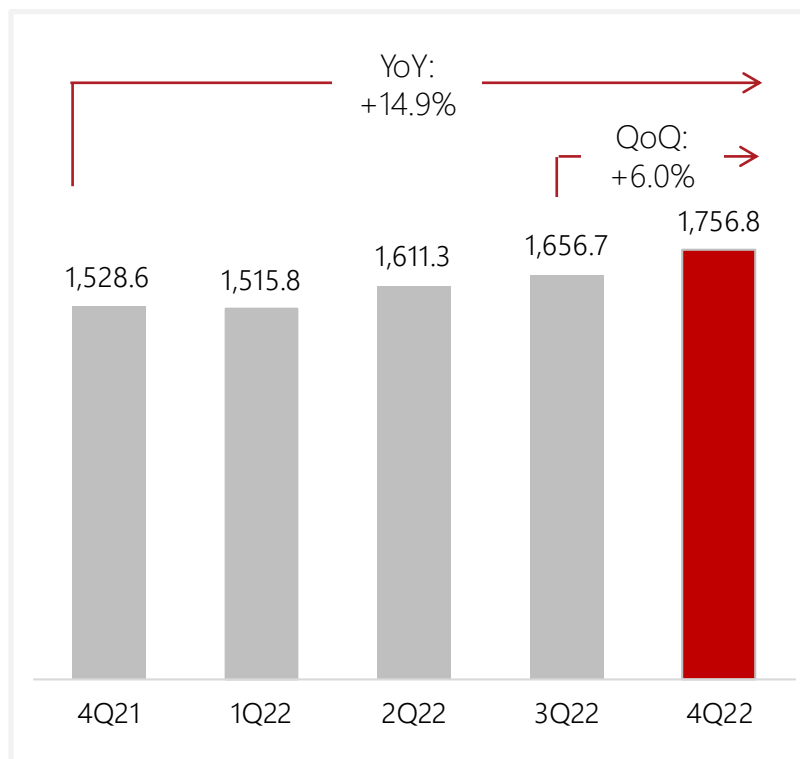
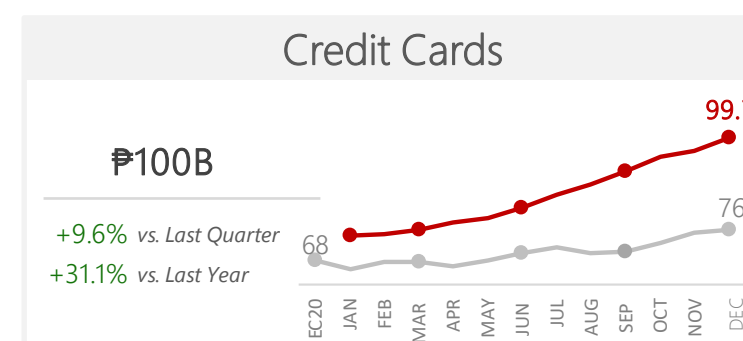
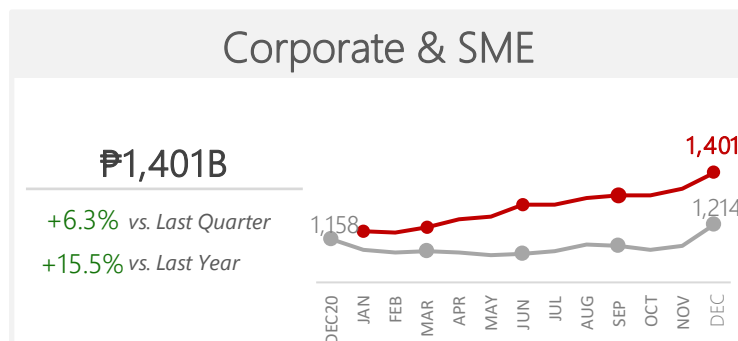
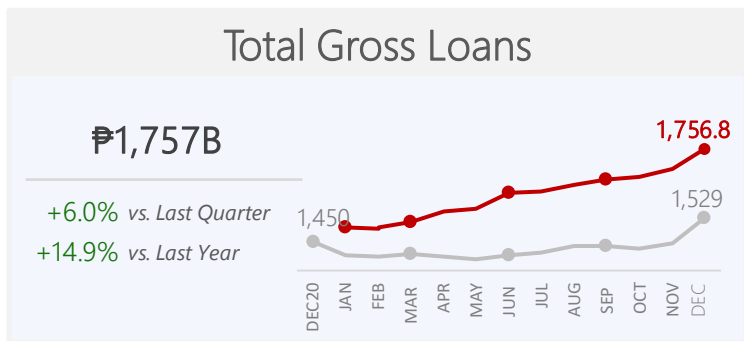


Quarter-on-Quarter



■ Net Interest Income ■ Fee Income ■ Trading Income

Loan Book

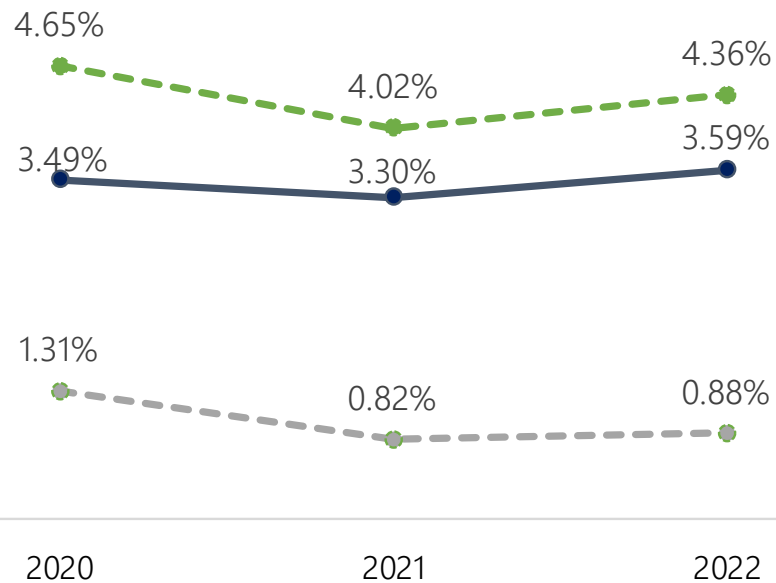


2021 2022

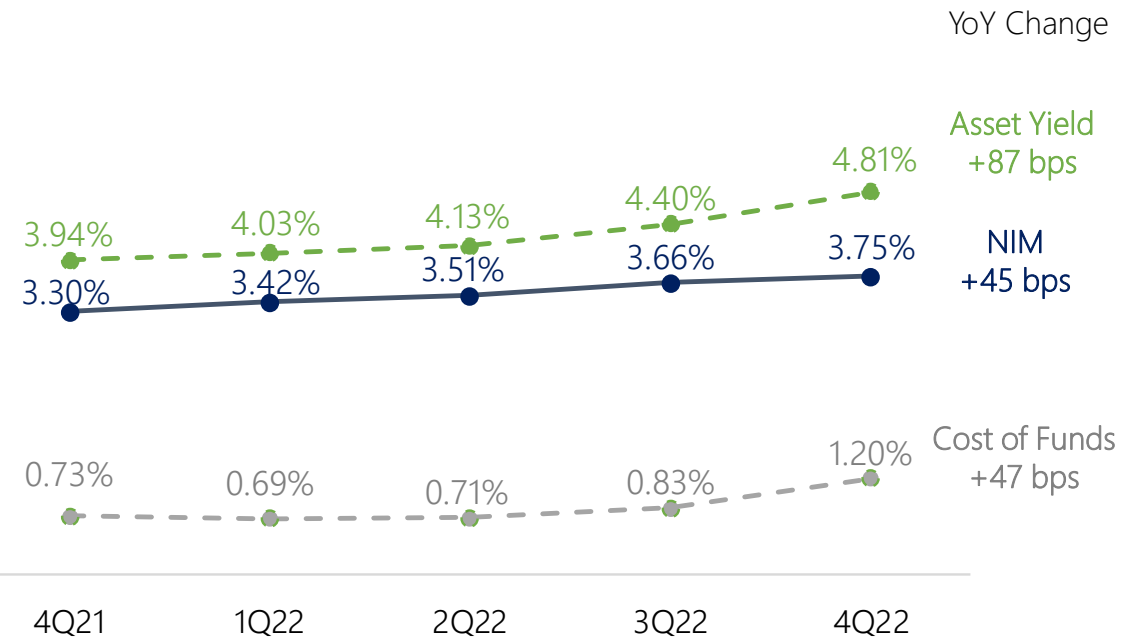
Net Interest Margin

- Improvement in NIM was ahead of expectations following sizeable increases in policy rates
- Continued expansion in quarterly NIM driven by sequential increases in asset yields
- Assets reflecting higher increases in interest rates compared to the funding book

Full Year



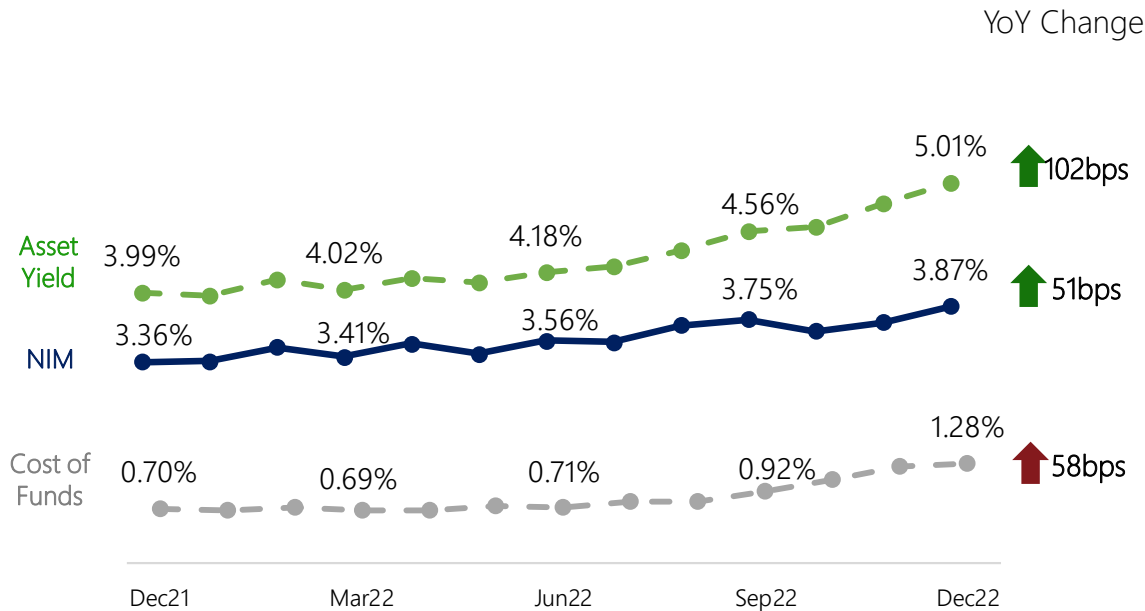
Quarterly



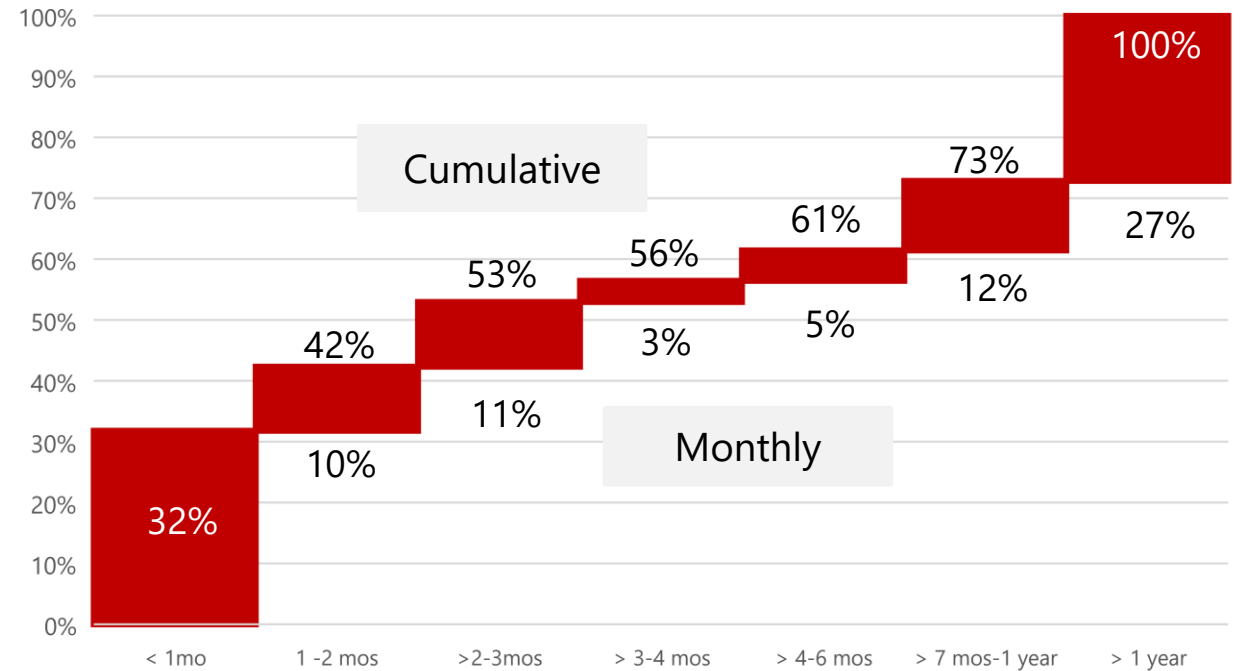
Monthly NIM & Loan Repricing Profile

- Loan portfolio is well-positioned for rising interest rates
- Mainly floating loan book bodes well for core income in 2023 when the loan portfolio has fully repriced
- Additional opportunities from rebuilding investments in securities from current low exposure

Monthly NIM



Repricing Profile of Loans

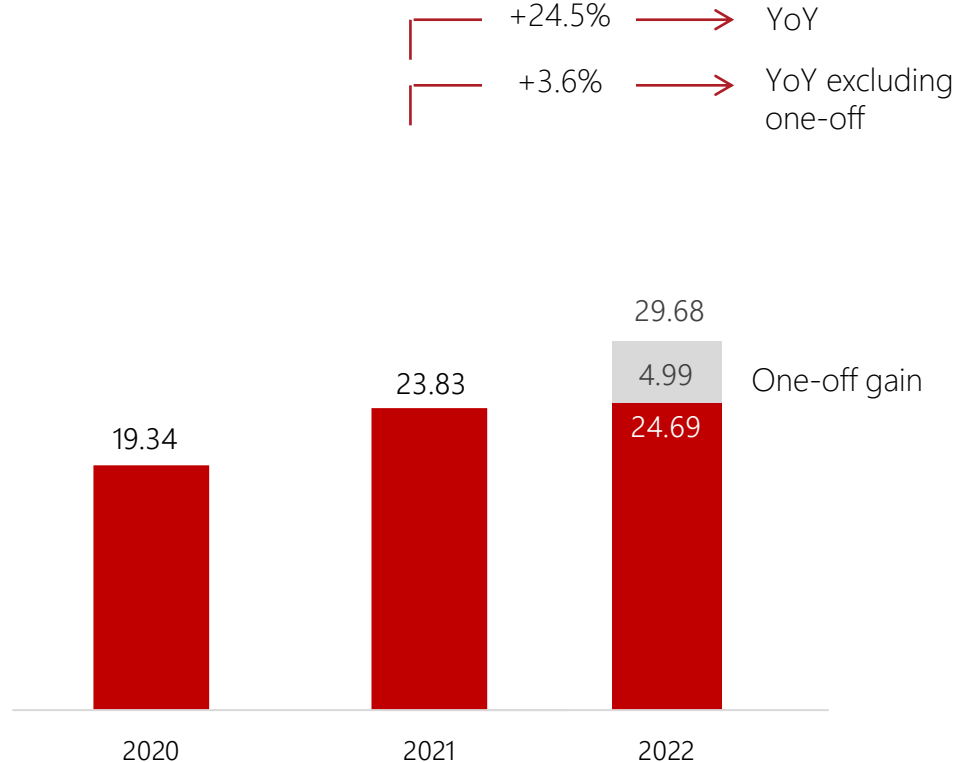


Fee Income

- Fee income up 24.5% driven by asset sale, cards and transaction banking
- Net of gain on sale of asset, fee income up 3.6% YoY
- Strong performance from Cards driven by increase in cardholder base and billings

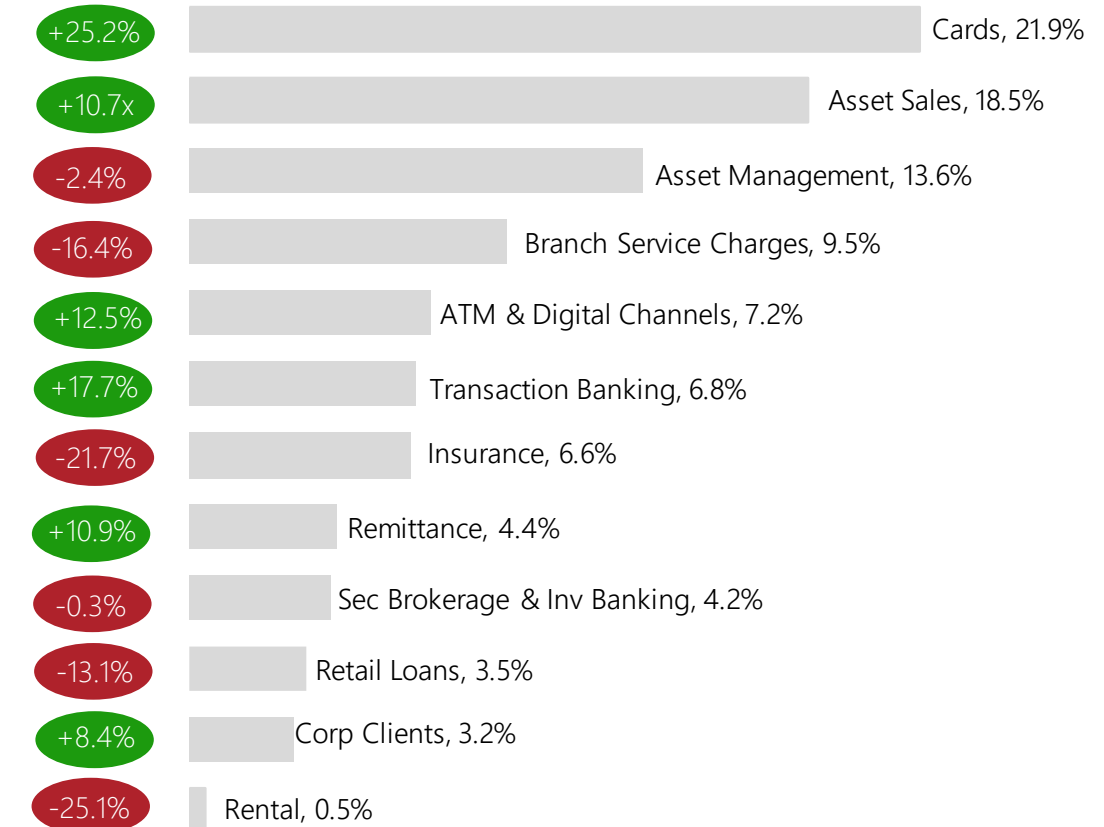
Fee Income

Amounts in P bn



Ranked According to Contribution to FY 2022 Fee Income*

YoY Growth

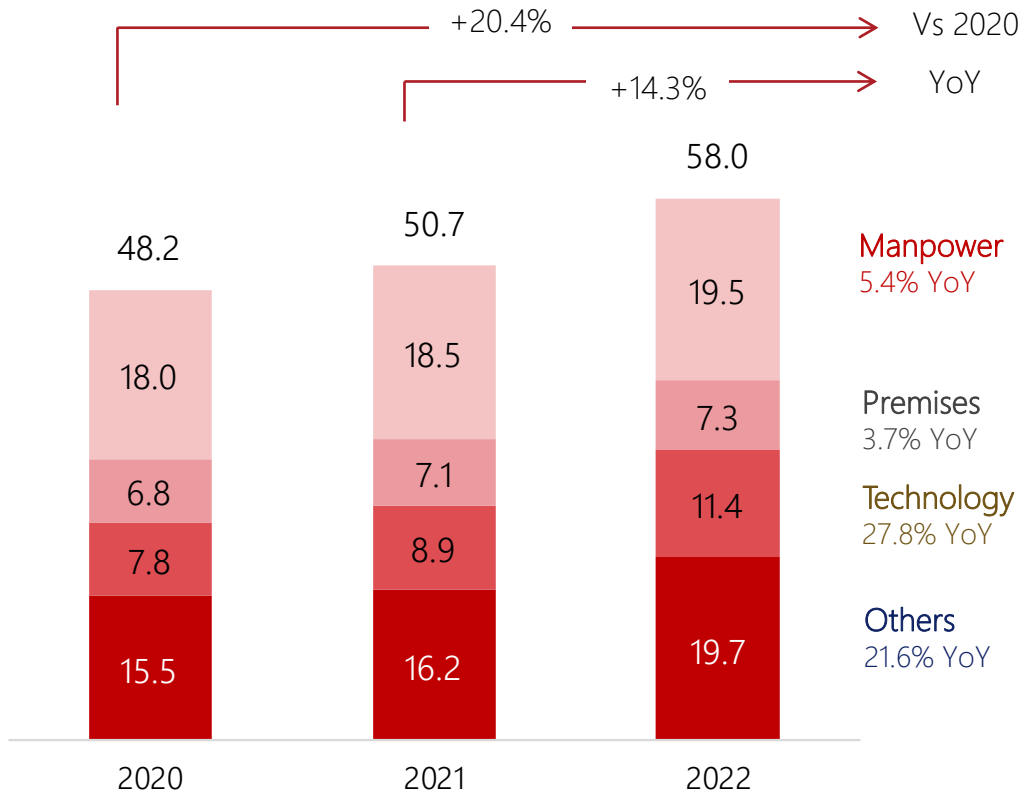


* gross of GRT and Others

Operating Expenses

- Improving efficiency while investing for growth
- Opex up 14%, reflecting higher investments in technology, manpower and marketing
- Serving more clients and doing more transactions with lesser branch footprint and headcount

Amounts in P bn



	Dec20	Dec21	Dec22
Cost-to-Income	47.3%	52.1%	48.9% ¹
1. Customer Count (in mn)	8.57	8.46	9.32
2. Retail Digital Client Count (in mn)	1.45	1.87	2.80
3. Headcount	19,952	19,181	18,204
4. Customer Count / Headcount	429	441	512
5. Local Branch Count (Physical Locations)			
-BPI ²	866	813	752
-BanKo	304	307	317
6. Average Deposits per BPI Branch	1.96	2.13	2.68

¹ CIR including impact of sale of property; 51.08% excluding revenue from sale of property

² 2020 and 2021 include BFB branches

Balance Sheet



In P bn	Dec 2021	Sep 2022	Dec 2022	QoQ	YoY
Total Assets	2,421.9	2,528.2	2,604.3	3.0%	7.5%
Gross Loans	1,528.6	1,656.7	1,756.8	6.0%	14.9%
Net Loans	1,476.5	1,600.4	1,703.0	6.4%	15.3%
Securities	491.2	568.3	530.8	-6.6%	8.1%
Total Deposits	1,955.1	2,033.9	2,096.2	3.1%	7.2%
CASA	1,506.3	1,547.7	1,558.6	0.7%	3.5%
Time	448.9	486.2	537.6	10.6%	19.8%
Borrowings	95.0	84.2	97.5	15.9%	2.6%
Capital	293.1	313.4	317.7	1.4%	8.4%
LCR	311.21%	203.14%	194.52%	-8.6 ppt	-116.7 ppt
LDR	75.52%	78.68%	81.24%	2.6 ppt	5.7 ppt
CASA ratio	77.04%	76.09%	74.35%	-1.7 ppt	-2.7 ppt

QUARTER-ON-QUARTER

- Continued balance sheet expansion

YEAR-ON-YEAR

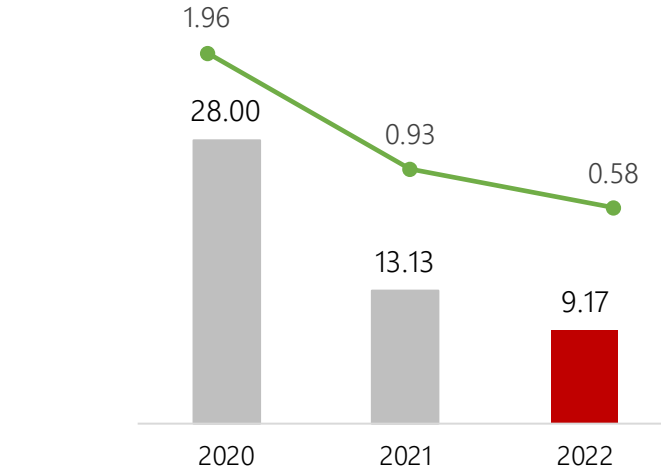
- Strong deposit and loan growth, above industry averages
- Strong liquidity position, with CASA ratio at 74.4% and LCR at 194%

Provisions & Asset Quality

- Asset quality gains have been sustained with sequential monthly improvement since June 2021
- NPL ratio at 1.76%, just 10bps above pre-pandemic level; NPL cover at 180% vs 100% pre-pandemic
- Credit cost continues to normalize

Provisions & Credit Cost

in ₱ bn, bps



NPL Level

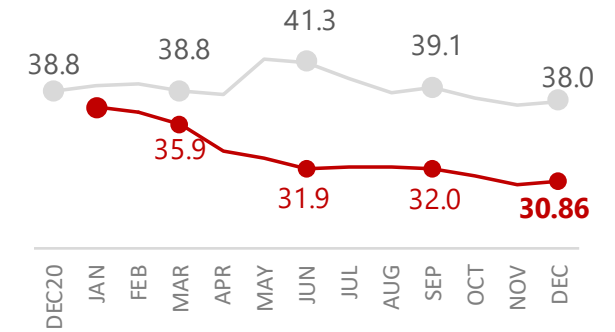
2021

2022

₱30.86B

-3.4% vs. Last Quarter

-18.7% vs. Last Year

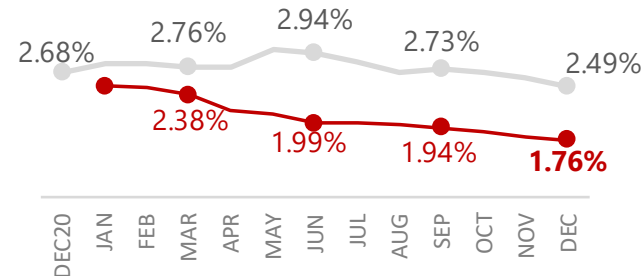


NPL Ratio

1.76%

-17bps vs. Last Quarter

-73bps vs. Last Year

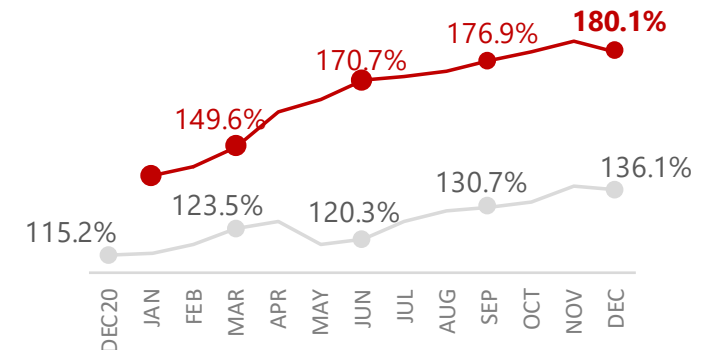


NPL Cover

180.07%

3ppts vs. Last Quarter

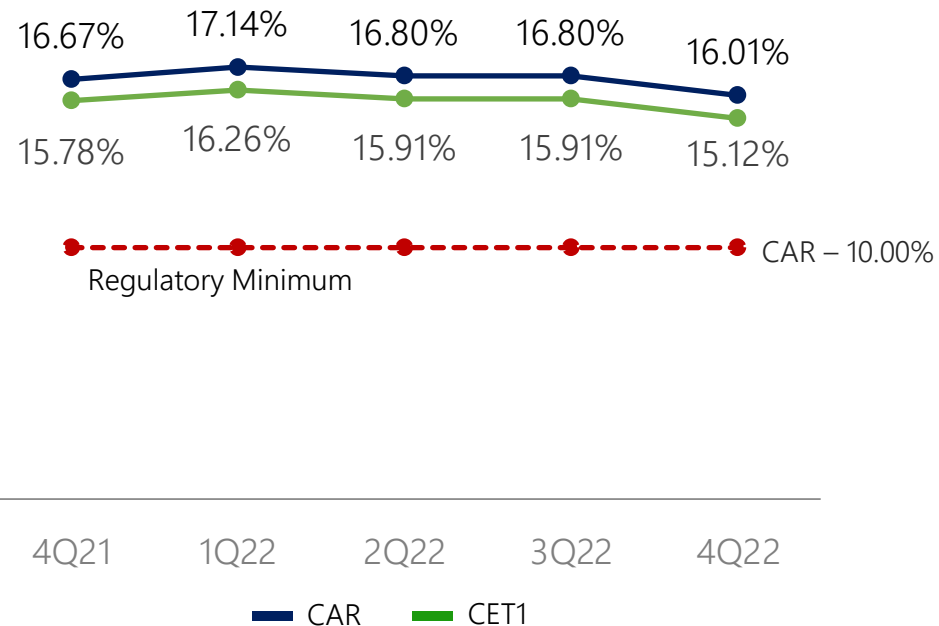
44ppts vs. Last Year



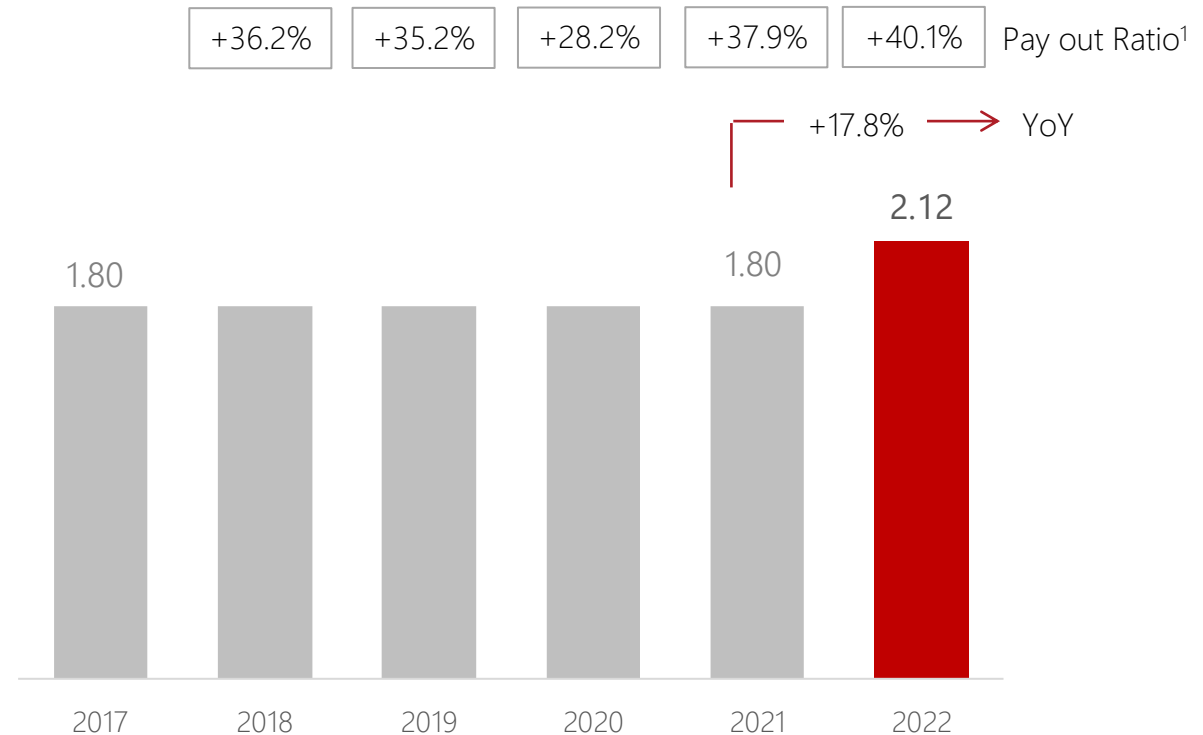
Capital Position

- Strong capital and income growth continue to drive shareholder return
- Capital burn of 64 bps YoY due to 18% increase in cash dividends and faster accumulation of RWA as loan portfolio expands
- Ratios remain well above internal and regulatory thresholds

Capital Ratios



Dividend Distribution



¹ Payout Ratio = Cash Dividends Declared/Previous Year's Income

Digital and Sustainability Updates



BPI Agency Banking

Latest in our long-line of technology-enabled innovations

Changing the Way BPI Engages with Filipinos

A network of agents that represent the Bank – “May BPI Dito!”

- Department stores
- Groceries/supermarkets
- Convenience stores
- Gas stations
- Online partners

Helping Filipinos gain entry into formal financial system

- Deposits
- Auto and Mortgage Loans
- Cards
- Soon! Insurance and Investment products



Growing the BPI Ecosystem through Digitalization



Digital Onboarding

Seamless and Secured

Data since launched



~150K
New-to-Bank



~180K
New-to-Product



~500K thru GCash
New-to-Bank



Agency Banking
Full roll-out 2023

Digital Engagement

Differentiated customer journey through
7 digital platforms

Individuals Retail 	Affluent BPI Trade 	SEME Banko App
Broad Market VYBE 	Corporate BizLink 	SME BizKo

- Deposits
- Payments
- Fund Transfers
- Investments
- Billings and Invoices
- Collection

1H 2023

HNW

BPI Trade App

Digital Partnerships

Expanding products and services with open banking

100+ Partners
2200+ Brands & Services



Agile Core Systems



Data-driven Decisions



Strong Cybersecurity

BPI Sustainability Agenda



GOAL: Inclusive, Innovative, and Trusted Leader in Responsible Banking

Sustainable Banking, Financial Inclusion, and Support for UN SDGs



Over **273,975 SEMEs** served through **PHP 37.6 billion** microfinance loans since 2016



132,183 clients served through **PHP 398.5 billion** Business Banking Loans since 2018.



398 projects equivalent to **PHP 252 Billion** financed through Sustainable Development Finance since 2008.



3.8 million active users of the BPI Online website and BPI Mobile App

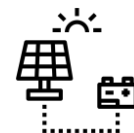


51% of corporate portfolio contributing to the **UN SDGs**

4Q 2022 Sustainability Highlights



First bank in the Philippines to have IFC-EDGE Certified branches. As of December 2022, 5 BPI branches with EDGE Certification – Iloilo Solis, Loyola Katipunan, Guiguinto, San Fernando Highway, North Greenhills.



Additional two offices shifted to **Renewable Energy** – BPI Intramuros and BPI Family Savings Bank Head Office



Launch of **Green Saver Time Deposit**. Investments will be allocated to finance/refinance green projects



Launch of **Pamilya Protect**, which offers insurance coverage at affordable terms via digital platforms



Launch of **NegosyoKo Lite** and **JFC-BanKo Farmer Financing Program** under Banko for SEMEs and farmers, respectively.

ESG Accolades

2022 Awards and Recognitions

Most Sustainable Bank (Philippines)

International Business Magazine Awards 2022

Awarded: February 2022

Financial Leadership in Sustaining Communities (Asia-Pacific)

Global Finance Sustainable Finance Awards 2022

Awarded: May 2022

House Awards Service Providers APAC: ESG Solution

Corporate Treasurer Awards 2022

Awarded: September 2022

Sustainability Company the Year – Circle of Excellence

Asia CEO Awards 2022

Awarded: October 2022

Top Sustainability Advocates in Asia

Asia Corporate Excellence and
Sustainability (ACES) Awards 2022

Awarded: November 2022

Best Bank for Sustainable Finance (Philippines)

Global Finance Sustainable Finance Awards 2022

Awarded: May 2022

Best Sustainable Bank (Philippines)

FinanceAsia Country Awards 2022

Awarded: May 2022

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

Euromoney Market Leaders

Awarded: September 2022

Awardee: Sustainable Development Finance Program

Manila Bulletin Sustainability Recognition Night 2022

Awarded: November 2022

Best Bank for Sustainable Finance – Domestic, Philippines

The Asset Triple A Country Awards
for Sustainable Finance 2022

Awarded: January 2023

Summary



- 1 Profitability** : Record net income; supported by steady growth in revenue, volumes and customers
- 2 Balance Sheet** : Strong liquidity and capital position
- 3 Asset Quality** : Sustained gains in asset quality, declining credit cost
- 4 Digital and Sustainability** : Digital initiatives driving loyalty, growth and efficiency; further strengthened our leadership on sustainability

Appendices



Macroeconomic & Industry Indicators



Indicators, as of end-of-period in %, except USD/PHP	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022
GDP Growth (YoY)	-8.2	-3.8	12.1	7.0	7.8	8.2	7.5	7.6	7.2
Current Account (% to GDP)	3.9	-0.3	-1.4	-1.0	-3.5	-5.0	-7.7	-6.2	
Inflation	3.5	4.5	4.1	4.8	3.6	4.0	6.1	6.9	8.1
M3 Growth (YoY)	9.6	8.5	6.5	8.3	7.9	7.7	7.2	5.2	6.4
91D T-bill - average	1.05	1.02	1.23	1.07	1.13	1.50	1.6	2.3	4.1
Overnight RRP	2.0	2.0	2.0	2.0	2.0	2.0	3.25	4.25	5.5
BVAL - 3 months	1.12	1.28	1.17	1.13	1.09	1.34	1.74	3.15	4.23
BVAL - 10 years	3.00	4.41	3.92	4.50	4.82	5.89	7.04	7.04	6.99
USD/PHP	48.036	48.466	48.544	50.959	50.774	51.960	55.021	58.910	56.120

Industry, as of end-of-period Amounts in Php Bn	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022
Total Assets	19,457.05	19,439.94	19,811.17	20,088.30	20,821.01	20,798.97	21,347.01	22,022.15	23,034.52
Customer Loans ¹	9,804.64	9,589.48	9,681.04	9,819.64	10,204.05	10,141.85	10,613.42	10,925.37	11,377.89
Deposits	14,895.02	15,015.10	15,346.10	15,650.76	16,236.14	16,088.96	16,492.60	16,720.02	17,767.42
Capital	2,431.12	2,459.22	2,509.95	2,549.92	2,573.92	2,527.24	2,576.58	2,652.37	2,701.99
Assets Growth (YoY)	6.1%	5.6%	6.4%	7.3%	7.0%	6.9%	7.8%	9.6%	10.6%
Loan Growth (YoY)	-2.8%	-5.6%	-2.7%	1.8%	4.1%	5.8%	9.6%	11.3%	11.5%
Deposits Growth (YoY)	9.0%	7.9%	7.6%	8.9%	9.0%	7.2%	7.5%	6.8%	9.4%
Capital Growth (YoY)	4.9%	6.9%	5.9%	5.9%	5.9%	2.8%	2.7%	4.0%	5.0%

Source: Bangko Sentral ng Pilipinas & Philippine Statistics Office

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

BPI Milestones



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



Pesos Fuertes, 1883



BPI Iloilo, 1897



BPI ₱10 note, 1933

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

Year	Firm	Description
1974	People's Bank & Trust	Retail banking
1981	Commercial Bank & Trust	Expands BPI's middle market presence
1982	Ayala Inv & Dev't (AIDC)	Adds investment banking—precursor of BPI Capital
1982	Makati Leasing	JV with U.S. Leasing—precursor of BPI Leasing
1984	Family Bank & Filinvest Credit	Expands consumer banking franchise
1996	CityTrust Banking Corp.	Former Philippine retail operations of Citibank
2000	Far East Bank & Trust	Consolidation
2000	Ayala Life, FGU Insurance	BPI becomes first bancassurance platform in Philippines
2001	DBS Philippines	Consumer and middle markets
2002	BPI/MS	51%-owned non-life insurance JV with Mitsui Sumitomo,
2005	Prudential Bank	Expands BPI's middle market presence
2009	BPI-Philam Life Assurance	49%-owned life insurance JV with Philam Life
2009	BPI Globe BankO	Microfinance JV with Globe Telecom, Ayala Corp
2011	ING Asset Management	Trust & investment management
2014	Century Tokyo Leasing	51%-owned leasing JV with Century Tokyo Leasing
2015	Global Payments	49% JV with Global Payments
2016	BPI Direct Banko	BPI acquires 100% of BPI Globe Banko, merges with BPI Direct
2022	BPI Family Savings Bank	BPI and BFSB merger
2022	Robinsons Bank	BPI and RBC merger plans announcement

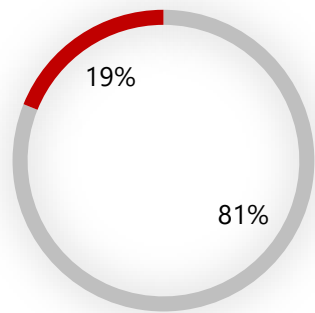
BPI at a glance

- ✓ The first bank in the Philippines and Southeast Asia, and the longest tenured bank with 171 years of continuous operating history, with highly reputable shareholders, the largest of which include the Ayala Group and the Roman Catholic Church
- ✓ Award winning, universal banking franchise licensed by the Bangko Sentral ng Pilipinas, offering a broad range of financial solutions catering to both retail and corporate clients
- ✓ Customer base now stands at 9.3 million customers (inclusive of GSave clients acquired through Gcash) as of December 31, 2022 owing to the Bank's strong brand recognition

Ownership Structure,

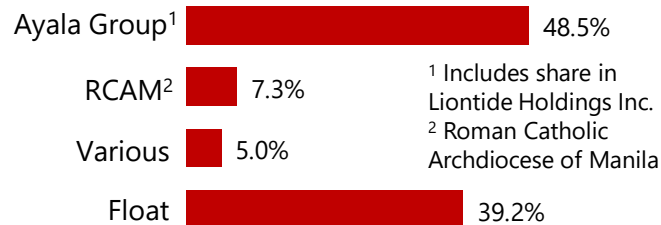
December 31, 2022

Citizenship Composition



■ Filipino ■ Non-Filipino

Shareholder Profile



Investment Information

December 31, 2022

Fundamentals	
Stock Price	₱102.00 per share
BV per share	₱69.44
P-B Ratio	1.47x
P-E Ratio	12.46x
Dividends	₱2.12 per share
Market Cap (in P mn)	₱460,339
Trading Fact Sheet	
Type	Common
Stock Ticker	BPI
ISIN	PHY0967S1694
Exchange	Philippine Stock Exchange
Par Value	10.00
Outstanding Shares	4,513,128,255
Foreign Ownership	19%

Investment Ratings

Credit Ratings			
S&P	BBB+	Long term Issuer Credit Rating	Sep 2022
Moody's	Baa2	Baseline Credit Assessment	July 2022
Fitch	BBB-	Long term Issuer Default Rating	May 2022
Capital Intelligence	BBB	Long term Foreign Currency	July 2022
ESG Ratings			
MSCI		BB	Sep 2022
Sustainalytics		29	Jan 2023
SAM (S&P)		47	Sep 2022
V.E. (Moody's)		47	Dec 2022

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 December 2022)

1,189 Branches:

872 BPI¹

317 BanKo²

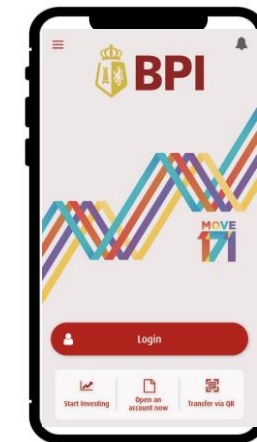
2,080 ATMs & CAMs

18,204 Employees

Main Operating Business Segments



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



Digital Channels
As of December 2022

Total Client Count³
9.32 mn

Enrollments
5.79 mn

Active Users⁴
3.95 mn

¹ Branch licenses: 869 domestic, 3 international; Physical locations: 752 domestic (with 110 branches co-located and 7 branches consolidated); 2 international (composed of 2 London branches co-located and 1 Hong Kong branch) 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



	Dec 2021	Sep 2022	Dec 2022	△ QoQ	△ YoY
Balance Sheet (in P bn)					
Assets	2,421.9	2,528.2	2,604.3	3.0%	7.5%
Net Loans	1,476.5	1,600.4	1,703.0	6.4%	15.3%
Deposits	1,955.1	2,033.9	2,096.2	3.1%	7.2%
CASA	1,506.3	1,547.7	1,558.6	0.7%	3.5%
Capital	293.1	313.4	317.7	1.4%	8.4%
AUM	1,113.4	997.9	1,023.9	2.6%	-8.0%
Key Metrics					
				△ bps	
Quarter NIM	3.30%	3.66%	3.75%	9	45
Quarter Asset Yield	3.94%	4.40%	4.81%	41	87
Quarter Cost of Funds	0.73%	0.83%	1.20%	37	47
Quarter Cost to Income	55.24%	47.76%	57.61%	985	237
YTD Cost of Deposits	0.59%	0.61%	0.74%	13	15
YTD Cost to Assets	2.28%	2.18%	2.33%	14	4
YTD ROE	8.40%	13.73%	13.14%	(59)	474
YTD ROA	1.08%	1.66%	1.59%	(7)	51
CASA Ratio	77.04%	76.09%	74.35%	(174)	(269)
Loan-to-Deposit Ratio	75.52%	78.68%	81.24%	256	572
Credit Cost (in bps)	93	63	58	(5)	(35)
NPL Ratio	2.49%	1.94%	1.76%	(17)	(73)
NPL Coverage Ratio	136.11%	176.91%	180.07%	316	4,396
CAR	16.67%	16.80%	16.01%	(79)	(66)
CET1	15.78%	15.91%	15.12%	(79)	(66)

	4Q21	3Q22	4Q22	△ QoQ	△ YoY
Profitability (in P bn)					
Net Interest Income	18.4	22.3	23.4	5.0%	27.2%
Non-Interest Income	7.4	7.5	7.6	1.8%	3.8%
Trading Income	0.7	1.3	0.9	-32.0%	30.1%
Non-Interest Income	6.7	6.2	6.8	8.8%	1.2%
Revenues	25.8	29.8	31.1	4.2%	20.5%
Operating Expenses	14.2	14.2	17.9	25.7%	25.7%
PPOP	11.5	15.6	13.2	-15.5%	14.1%
Provisions	2.9	2.5	1.7	-33.3%	-42.2%
NIBT	8.7	13.1	11.5	-12.0%	32.9%
Income Taxes	2.2	2.9	2.4	-19.3%	8.2%
Net Income	6.4	10.1	9.1	-10.3%	41.4%

Financial Highlights (in USD)



	Dec 2021	Sep 2022	Dec 2022	△ QoQ	△ YoY
Balance Sheet (in USD bn)					
Assets	47.7	42.9	46.4	8.1%	-2.7%
Net Loans	29.1	27.2	30.3	11.7%	4.4%
Deposits	38.5	34.5	37.4	8.2%	-3.0%
CASA	29.7	26.3	27.8	5.7%	-6.4%
Capital	5.8	5.3	5.7	6.4%	-1.9%
AUM	21.9	16.9	18.2	7.7%	-16.8%
Key Metrics					
				△ bps	
Quarter NIM	3.30%	3.66%	3.75%	9	45
Quarter Asset Yield	3.94%	4.40%	4.81%	41	87
Quarter Cost of Funds	0.73%	0.83%	1.20%	37	47
Quarter Cost to Income	55.24%	47.76%	57.61%	985	237
YTD Cost of Deposits	0.59%	0.61%	0.74%	13	15
YTD Cost to Assets	2.28%	2.18%	2.33%	14	4
YTD ROE	8.40%	13.73%	13.14%	(59)	474
YTD ROA	1.08%	1.66%	1.59%	(7)	51
CASA Ratio	77.04%	76.09%	74.35%	(174)	(269)
Loan-to-Deposit Ratio	75.52%	78.68%	81.24%	256	572
Credit Cost (in bps)	93	63	58	(5)	(35)
NPL Ratio	2.49%	1.94%	1.76%	(17)	(73)
NPL Coverage Ratio	136.11%	176.91%	180.07%	316	4,396
CAR	16.67%	16.80%	16.01%	(79)	(66)
CET1	15.78%	15.91%	15.12%	(79)	(66)

	4Q21	3Q22	4Q22	△ QoQ	△ YoY
Profitability (in USD mn)					
Net Interest Income	362.7	378.7	417.3	10.2%	15.1%
Non-Interest Income	145.1	127.5	136.3	6.9%	-6.1%
Trading Income	13.2	21.9	15.6	-28.6%	17.7%
Non-Interest Income	131.9	105.6	120.7	14.2%	-8.5%
Revenues	507.8	506.1	553.6	9.4%	9.0%
Operating Expenses	280.5	241.8	318.9	31.9%	13.7%
PPOP	227.3	264.4	234.6	-11.2%	3.2%
Provisions	56.8	42.4	29.7	-30.0%	-47.7%
NIBT	170.5	221.9	204.9	-7.7%	20.2%
Income Taxes	43.1	49.8	42.2	-15.3%	-2.1%
Net Income	126.2	171.4	161.4	-5.9%	27.9%

BPI Executive Management



As of February 2023



Jose Teodoro K. Limcaoco
President and CEO



Maria Theresa D. Marcial
Executive Vice President
Head, BPI Wealth



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



Dino R. Gasmen
Senior Vice President
Treasurer



Marita Socorro D. Gayares
Senior Vice President
Chief Risk Officer



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



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



Joseph Anthony M. Alonso
Senior Vice President
Chief Credit Officer



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



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

Awards and Recognitions



As of February 2023

Institutional

<p>Best Bank in the Phils.; Financial Leadership in Sustaining Communities 2022</p>	<p>Best Sustainable Bank in PH 3rd consecutive year 2022</p>	<p>Best Remittances Service Provider in PH 2022</p>	<p>4 Golden Arrow Awardee 2023</p>
<p>Best Trade Finance Bank 8th consecutive year Best SME Bank in PH 9th win in 16 years 2022</p>	<p>One of the Best Companies to Work For In Asia 2021</p>	<p>Best Domestic Bank in PH 2022</p>	<p>ASEAN Asset Class PLC Award 2022</p>
<p>LLC Bank and SME Bank For Treasury/Working Capital Management in PH 2022</p>	<p>Best FX Bank Corporates, Fis-5th win Retail Clients-4th win 2022</p>	<p>Best Digital Bank Most Sustainable Bank In PH 2022</p>	
<p>1st Bank to earn Excellence in Design for Greater Efficiencies (EDGE) Certification in PH 2022</p>	<p>Best IR Program: 5th in All-Asia 3rd in Small & Midcap 2020</p>	<p>Best Bank in the Philippines 2020</p>	

BPI Foundation

<p>Outstanding CSR Project In Financial Inclusion 2022</p>	<p>Best Bank For Corporate Social Responsibility in PH 2022</p>	<p>WWF Climate Support Award (Phils) 2020</p>	<p>Best Life Insurance Company in the Phils. BPI-Philam Life Assurance Corp. 2021</p>
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Bancassurance

BPI Wealth

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

<p>Best Investment Bank Best Equity and Debt Market House 2022</p>	<p>Best Investment Bank Best Equity House 2022</p>	<p>Best Investment Bank Best Equity Capital Markets House PH 2022</p>	<p>Best Investment Bank In PH 2022</p>	<p>Best Green Bond-Corp for Ayala Energy Best IPO for Monde Nissin 2021</p>
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