



BPI Investor Presentation



Macroeconomic Updates

Economic Updates



Global Growth

- Inflation continued to ease over the quarter, on the back of low energy prices
- Global GDP forecast for 2023 at 2.8% from 3.4% in 2022 (IMF)
- Economic slowdown will be more pronounced in advanced than developing economies, amid high inflation and financial sector stress

Domestic Growth

- Phil GDP to grow 5.9% in 2023, lower than government target of 6.0% to 7.0%
- Expansion driven by continued growth in private consumption and government spending

Interest Rates & Monetary Policy

- BSP further increased monetary policy rate by 75bps to 6.25% by end of 1Q23
- The yield curve flattened – rates on short tenors increased in anticipation of more hikes in policy rate; rates for medium to long tenors decreased as inflation eased considerably in March

Banking Industry

- Banks to benefit from higher asset repricing if elevated inflation and interest rates persist
- Amid series of rate hikes from BSP, loan growth has slowed and NPL ratio has increased
- Collapse of Silicon Valley Bank led to major sell-off in US and Europe financial sectors; Philippine Banks appear largely insulated



Performance Highlights

Performance Highlights



Profitability

P12.1 Bn
Net Income
15.4% ROE

- Increased profitability and shareholders value
- Record net income at P12.1 Bn, up 52%, driven by loan growth, higher NIM and lower provisions

Balance Sheet

13.2% Gross Loans
13.6% Deposits
15.7% CET1

- Further strengthened our balance sheet
- Loans and deposit growth remained ahead of industry averages
- Robust capital position on solid income generation and OCI gains

Asset Quality

1.82% NPL Ratio
176.7% NPL Cover

- Asset quality remained strong across all metrics
- High NPL and collateral cover allowed for lower credit cost

Growth

9.53 Mn
Total Clients
2.95 Mn
Digital Clients

- Strong growth in customer base and customer engagement
- Continued progress in digitalization initiatives including launch of new BPI mobile app
- Investments in customer experience resulted in higher market share and NPS

Profitability – YoY



In P bn	1Q 2022	1Q 2023	YoY
Net Interest Income	18.99	24.16	27.2%
Non-Interest Income	6.37	7.55	18.6%
Trading Income	0.90	1.26	40.0%
Fee Income	5.47	6.30	15.1%
Net Revenues	25.36	31.71	25.1%
Opex	12.59	15.06	19.7%
PPOP	12.77	16.65	30.3%
Provisions	2.50	1.00	-60.0%
NIBT	10.27	15.65	52.3%
Income Taxes	2.22	3.45	55.4%
Net Income	7.98	12.13	52.0%
ROE	11.02%	15.36%	434 bps
ROA	1.36%	1.88%	52 bps

- Record net income of P 12.13 billion, up 52% YoY predominantly driven by revenues
 - Net Interest Income, up 27% YoY, driven by loan growth at 13.2%, and continued NIM expansion at 52bps
 - Solid trading income, up 40%
 - Strong fee income, up 15%, backed by increase in customer and volume
- Revenue growth more than offset the 20% growth in operating expenses, PPOP up 30%
- Asset quality remained strong allowing normalization of credit cost which further accelerated net income
- ROE of 15.36% and ROA at 1.88% highest since 2013

Profitability – QoQ



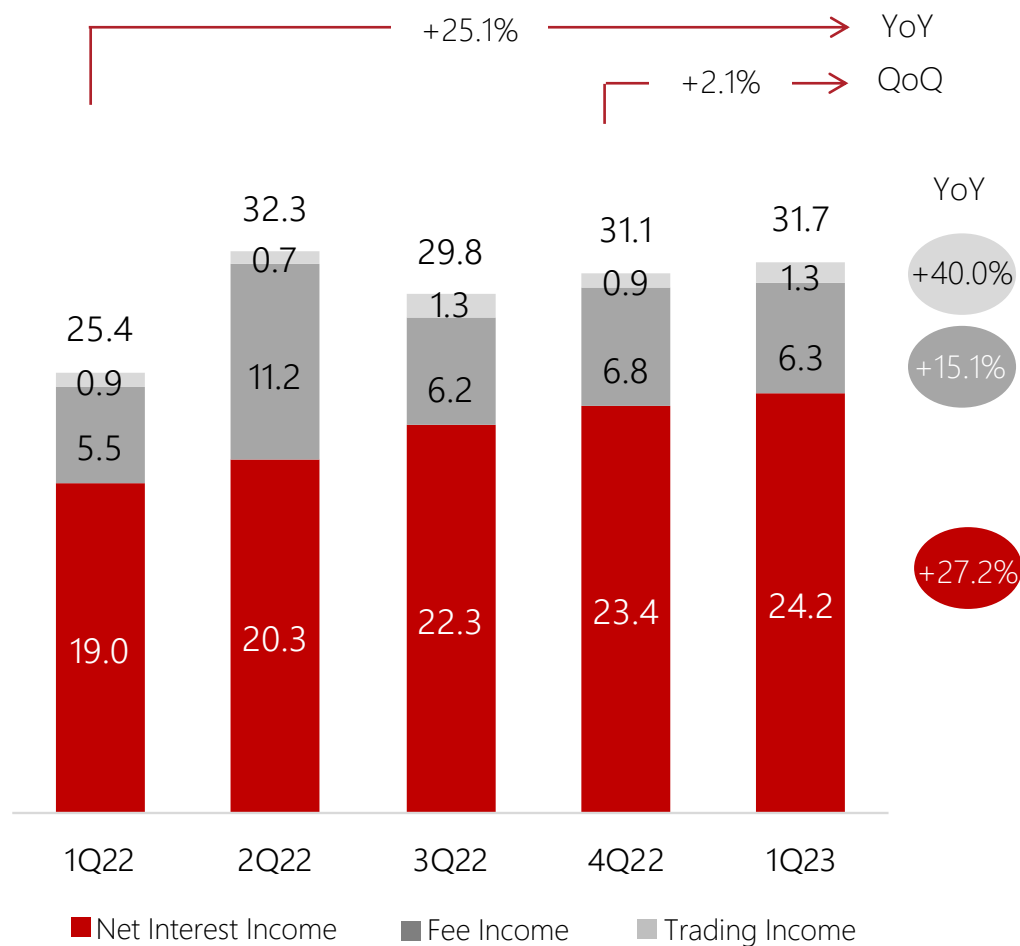
In P bn	1Q 2022	4Q 2022	1Q 2023	QoQ	YoY
Net Interest Income	18.99	23.42	24.16	3.2%	27.2%
Non-Interest Income	6.37	7.65	7.55	-1.2%	18.6%
Trading Income	0.90	0.88	1.26	43.6%	40.0%
Fee Income	5.47	6.77	6.30	-7.0%	15.1%
Net Revenues	25.36	31.07	31.71	2.1%	25.1%
Opex	12.59	17.90	15.06	-15.8%	19.7%
PPOP	12.77	13.17	16.65	26.4%	30.3%
Provisions	2.50	1.67	1.00	-40.0%	-60.0%
NIBT	10.27	11.50	15.65	36.1%	52.3%
Income Taxes	2.22	2.37	3.45	45.5%	55.4%
Net Income	7.98	9.06	12.13	34.0%	52.0%

- Net income up 34% QoQ, driven by lower opex, and to a lesser extent, increase in revenues and decline in provisions
- Opex declined 15.8% following a 26% increase in the prior quarter

Revenues



Quarter-on-Quarter (in P bn)

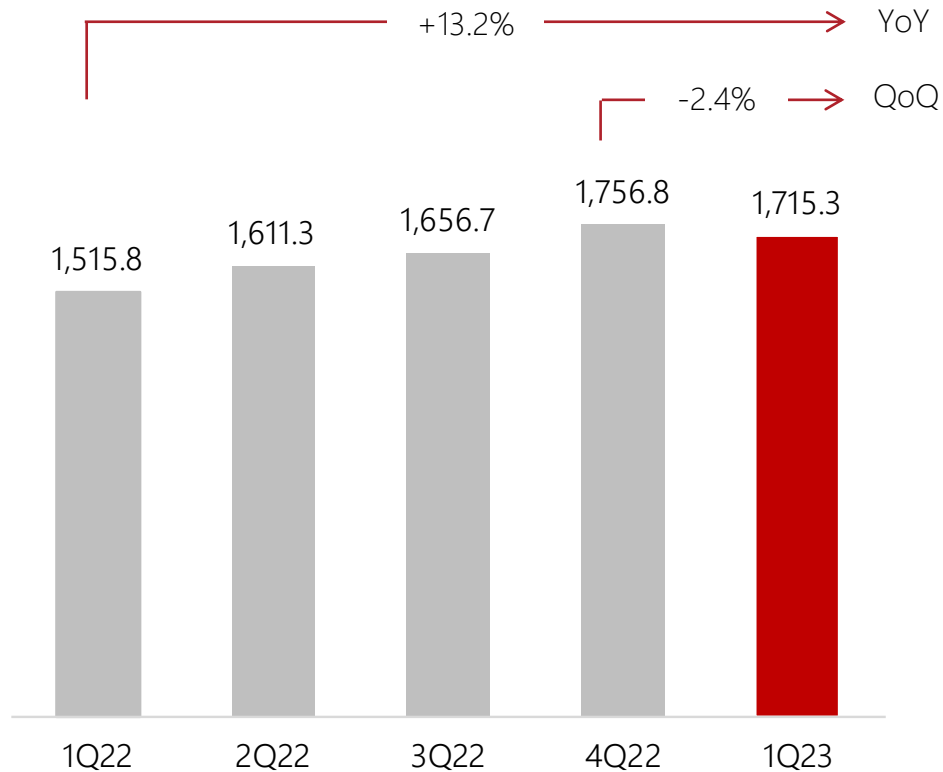


- New high in revenues (excluding 2Q22, with one-off gain from asset sale)
- Sustained sequential increase in net interest income, driven by accelerating NIM and steady growth in assets
- Strong trading income, up 40% YoY; securities portfolio gained marked improvement in market valuation as reflected in OCI
- Fee income declined 7% QoQ following a seasonally strong quarter; fee income up 15% YoY

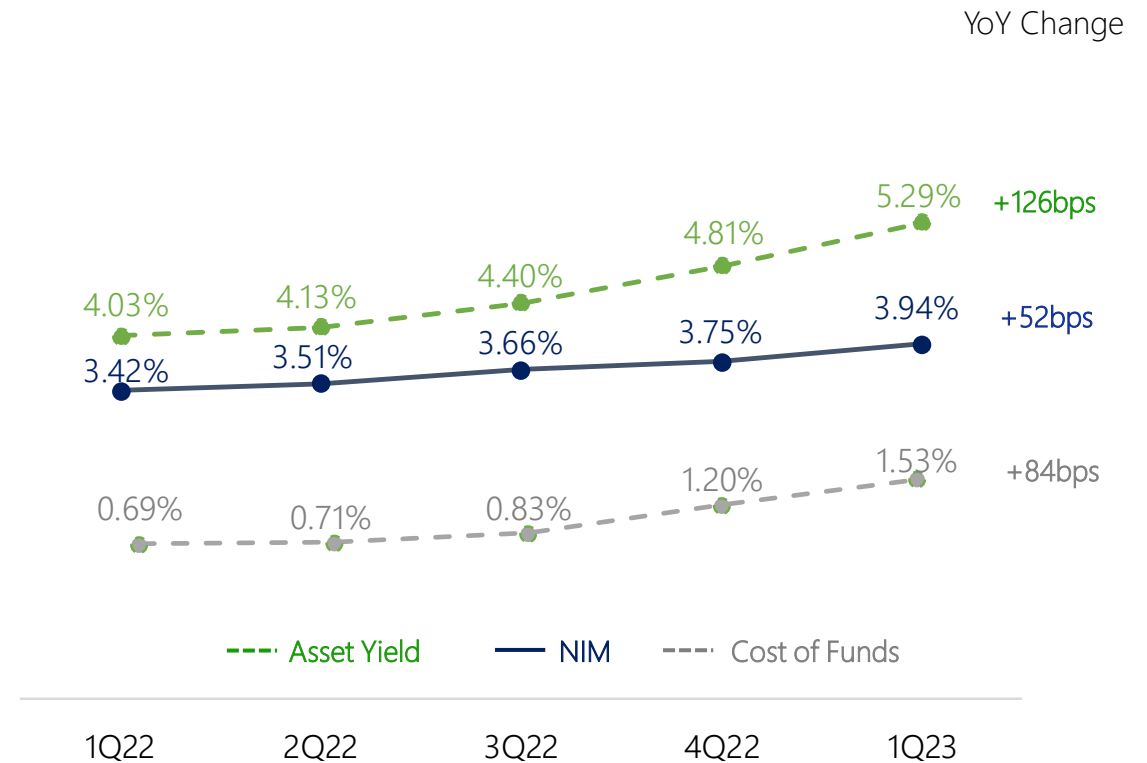
Loans and Quarter NIM

- QoQ decline in loans from seasonal dip in demand in January; expansion resumed in February through March
- YoY, loan book up 13.2%; growth rate has remained ahead of industry
- Sustained improvement in NIM, up 52bps YoY and 19bps QoQ, fastest in four quarters

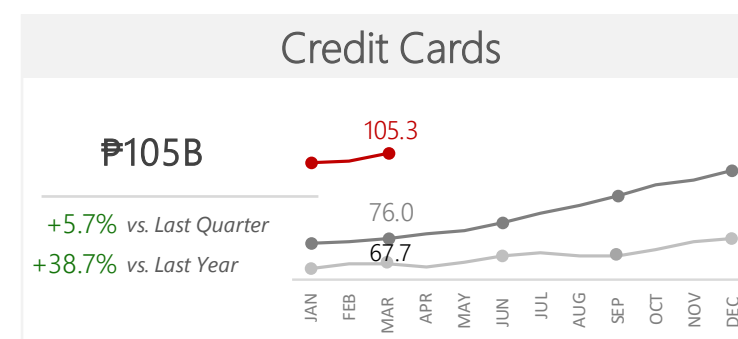
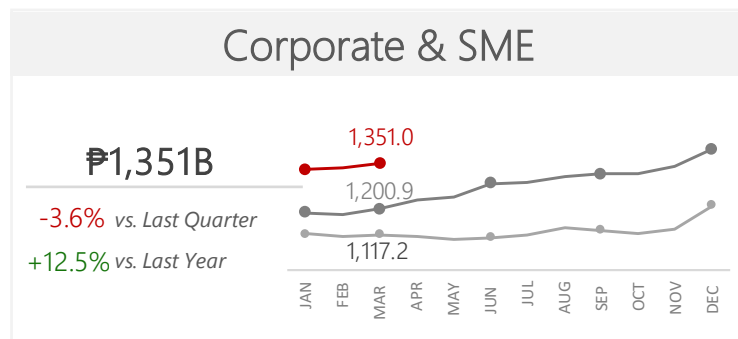
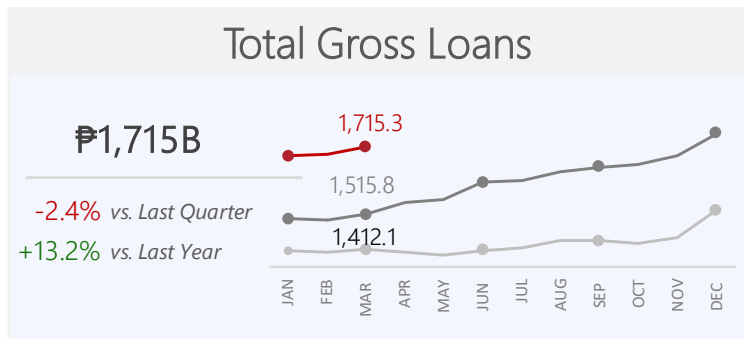
Gross Loans (in P bn)



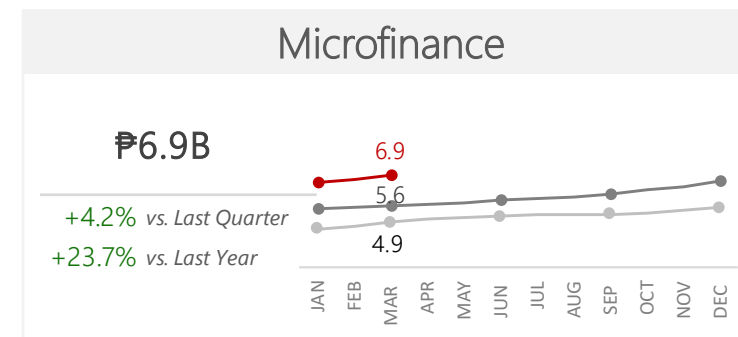
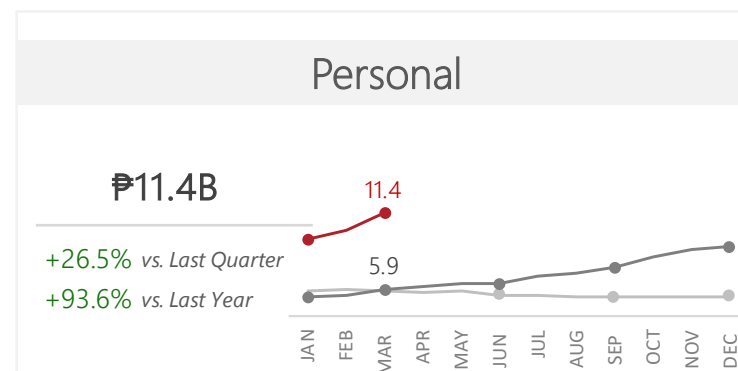
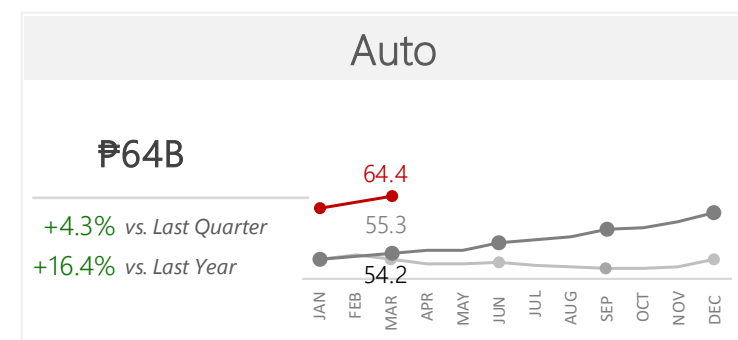
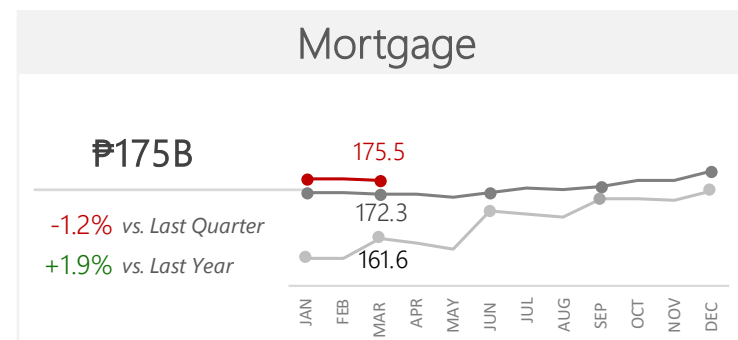
Quarter NIM



Loan Book per Segment



- All segments posted growth, led by personal loans, cards and microfinance
- Exceptional growth in personal loans
- Sustained accelerating growth rate for credit card loans, backed by expanding cardholder base and volume
- Mortgage loans weighed down by CTS segment; regular housing loans up 10% YoY

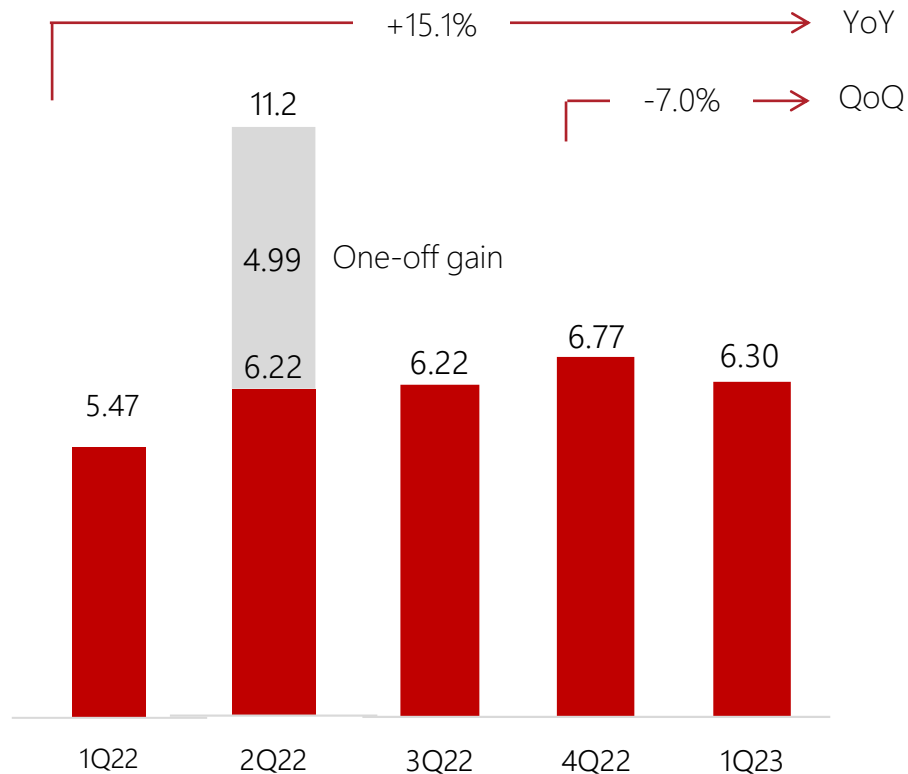


2021 2022 2023

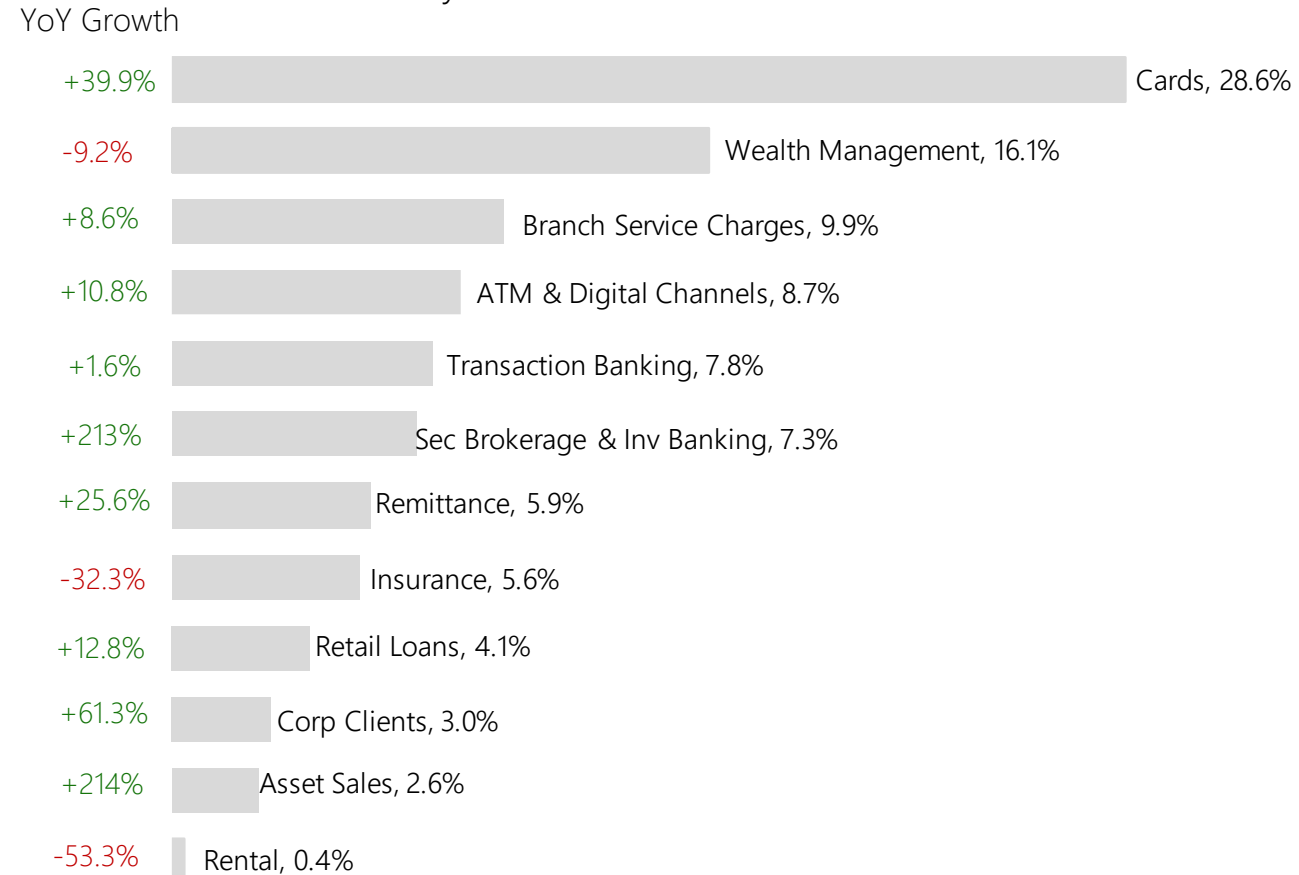
Fee Income

- Fee income up 15% YoY driven by Cards, Investment Banking and Asset Sales
- Record income from Cards, underpinned by sustained gains in market share in cardholder base, loans and billings
- Sequential monthly net inflows for Wealth Management following decline in AUM last year

Fee Income (in P bn)



Ranked by Contribution to 1Q 2023 Fee Income*



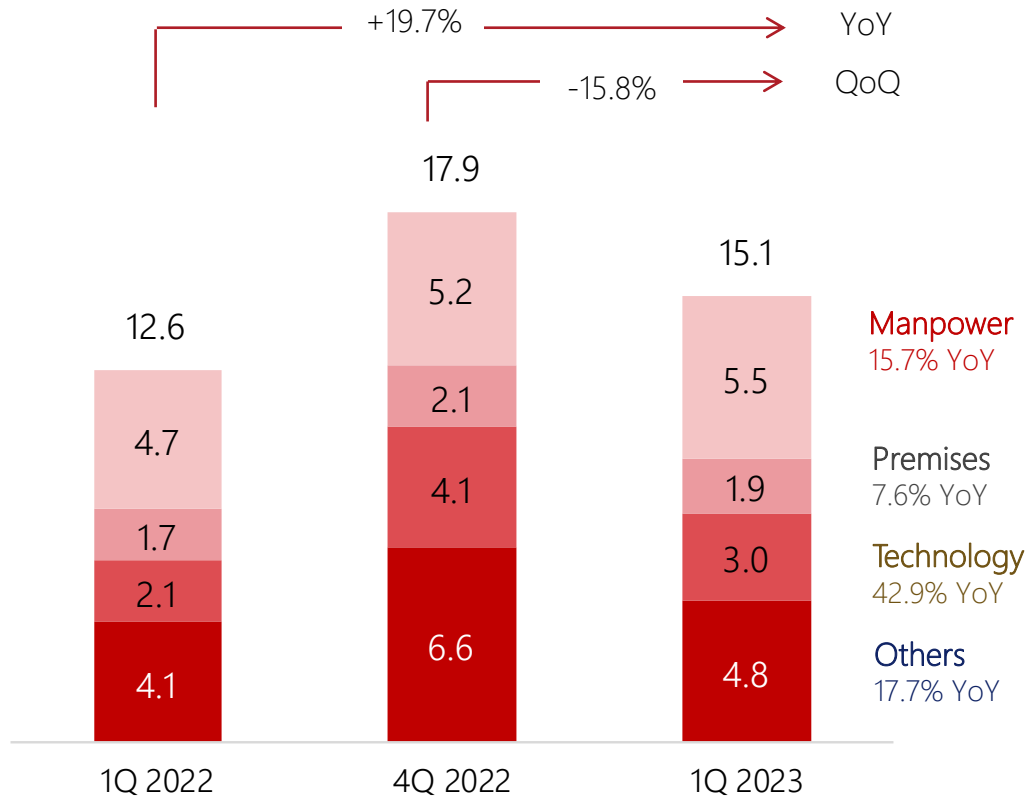
* gross of GRT and Others

Operating Expenses



- Opex up 19.7% YoY, from increases across all categories, as well as low base effect
- Cost-to-Income ratio declined 2ppt from last year on strong revenue generation and improvements in efficiency

Amounts in P bn



	Dec19	Dec20	Dec21	Dec22	1Q23
Cost-to-Income	52.4%	> 47.3%	> 52.1%	> 48.9%	> 47.5%
Customer Count (in mn)	8.66	> 8.57	> 8.46	> 9.32	> 9.53
Headcount	21,429	> 19,952	> 19,181	> 18,204	> 18,269
Client Count / Headcount	404	> 429	> 441	> 512	> 522
Local Branch Count (Physical Locations)					
-BPI	867	866	> 813	> 752	> 752
-BanKo	300	304	> 307	> 317	> 318
Ave Deposit Per BPI Branch (In P bn)	1.96	1.98	> 2.40	> 2.79	> 2.86
Digital Branch Transactions					
Transaction Count	85%	> 89%	> 91%	> 91%	> 90%
Transaction Value	25%	> 20%	> 29%	> 20%	> 20%

2022 CIR includes impact of sale of property; excluding revenue from sale of property, CIR is 51.08%

Balance Sheet

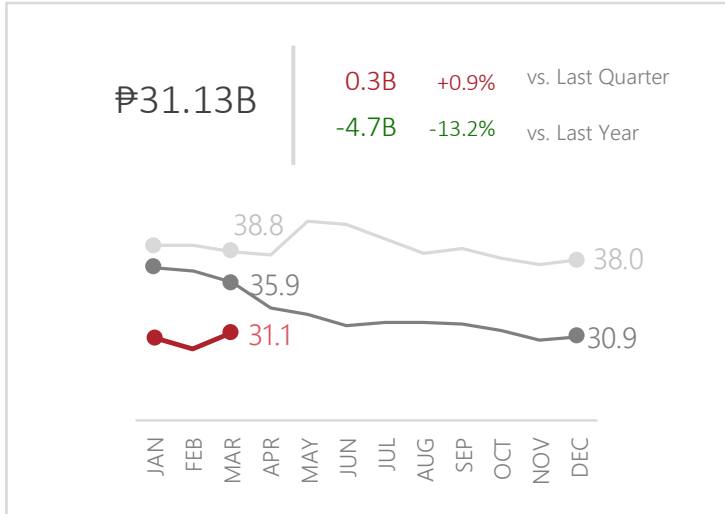


In P bn	March 2022	Dec 2022	Mar 2023	QoQ	YoY
Assets	2,378.3	2,604.3	2,674.2	2.7%	12.4%
Gross Loans	1,515.8	1,756.8	1,715.3	-2.4%	13.2%
Net Loans	1,462.1	1,703.0	1,661.1	-2.5%	13.6%
Securities	544.7	530.8	586.7	10.5%	7.7%
Deposits	1,891.1	2,096.2	2,148.7	2.5%	13.6%
CASA	1,531.3	1,558.6	1,510.4	-3.1%	-1.4%
Time	359.8	537.6	638.3	18.7%	77.4%
Borrowings	108.3	97.5	99.7	2.2%	-8.0%
Capital	300.0	317.7	331.6	4.4%	10.6%
LCR	217.93%	194.52%	161.00%	-3352 bps	-5693 bps
LDR (Net Loans)	77.32%	81.24%	77.31%	-393 bps	-1 bps
CASA ratio	80.97%	74.35%	70.29%	-406 bps	-1068 bps

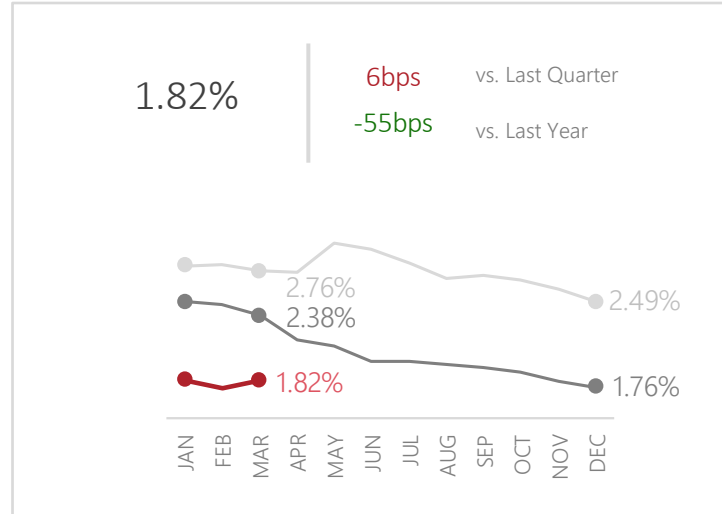
- Loan and deposit growth remained ahead of industry
- High quality funding with CASA ratio at 70% and LCR at 161%
- Gradual build-up in securities, up 8% YoY, as rates increased
- YoY increase in capital driven by solid net income generation and OCI gains; partially offset by capital distribution

Provisions & Asset Quality

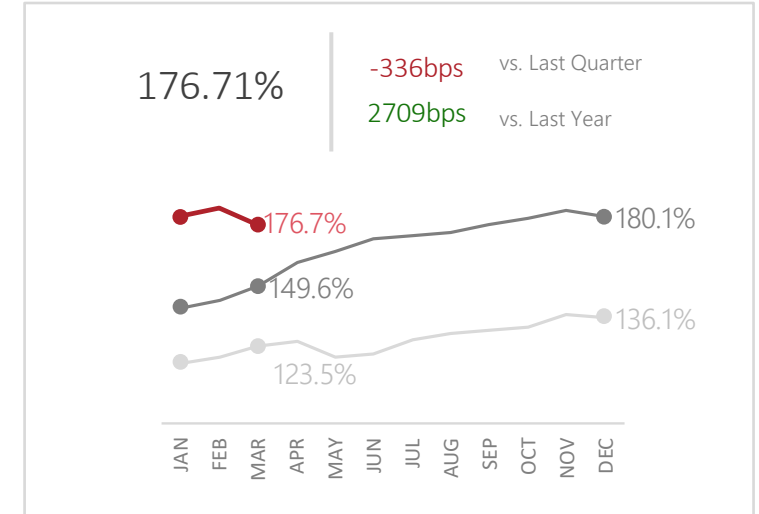
NPL Level (in ₱ bn)



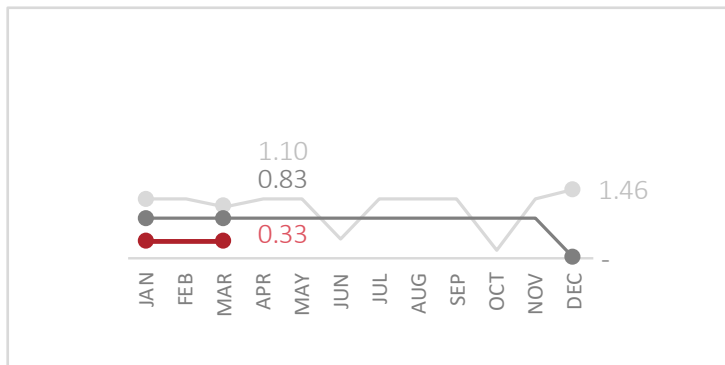
NPL Ratio



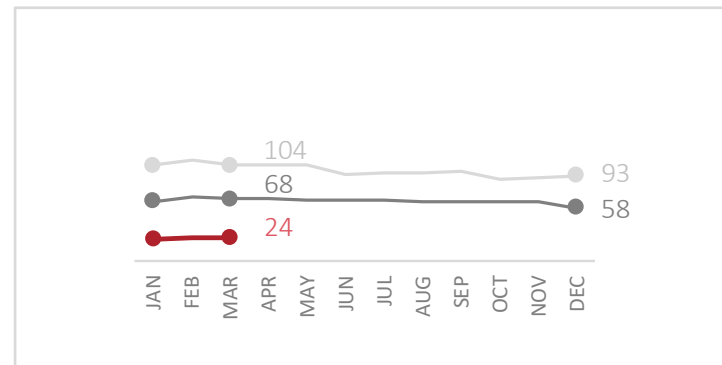
NPL Cover



Provisions (in ₱ bn)



Credit Cost (in bps)



- Asset quality remained strong with NPL ratio at 1.82%, 16bps above pre-pandemic level; NPL cover at 176% vs 102% pre-pandemic
- 6bps uptick in NPL ratio QoQ driven predominantly by seasonal contraction in loan volume
- Credit cost continues to normalize

2021

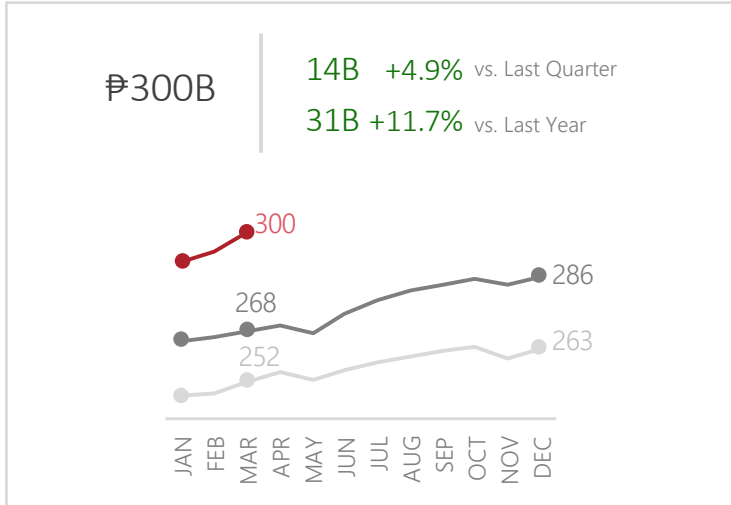
2022

2023

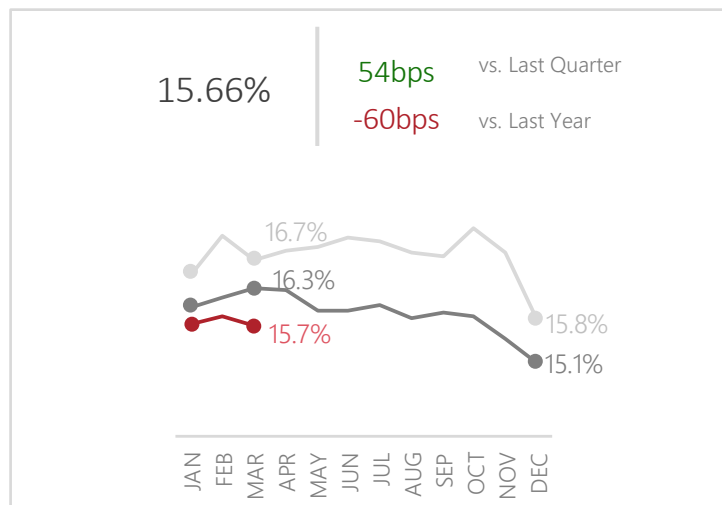
Capital Position



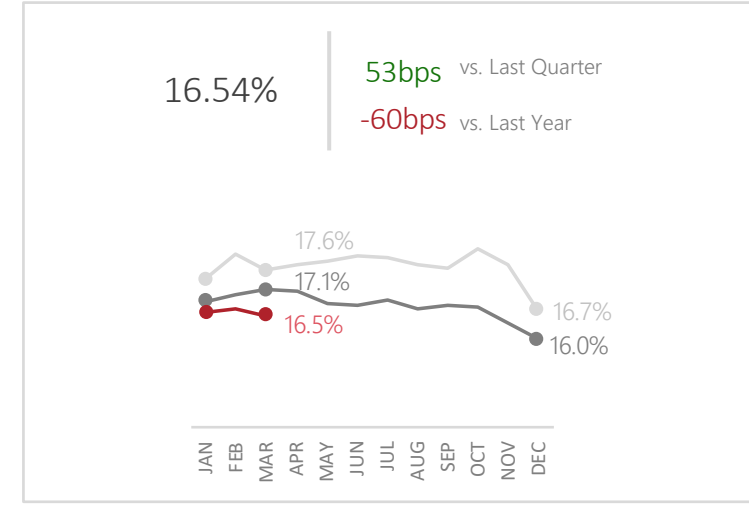
CET1 Level (in ₱ bn)



CET1 Ratio



CAR Ratio

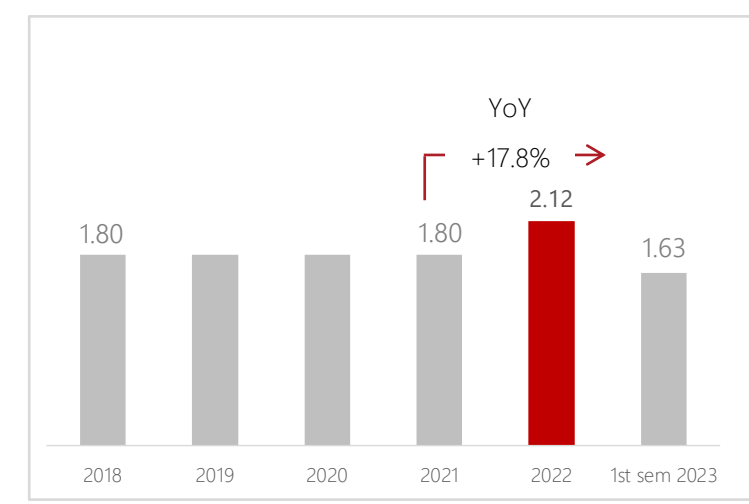


- YoY, CET1 increased on higher net income, OCI gains, partially offset by cash dividend distribution
- YoY capital burn of 60 bps from faster RWA accumulation
- Ratios comfortably above internal and regulatory thresholds; sufficient to support continued loan expansion

2023 Property Dividend

- Number of Shares: 406,179,276
- Rights Entitlement Ratio: 1:0.0896395563
- Record date: March 29, 2023
- Ex-Date: March 24, 2023
- Distribution Date: TBA, pending regulatory approval

Dividend Per Share









Digital & Sustainability Updates



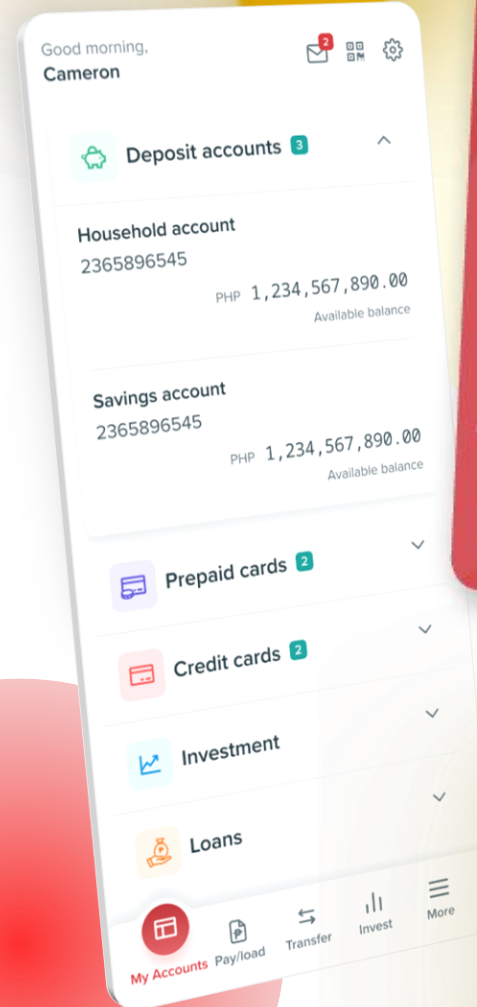
The new BPI app is here

and it's going to get even better



-  Fresh new design that's easier to use
-  372,000+ downloads* since February 27 public availability
-  Coming in May: Investments
-  2023 New Features:
AI-Powered insights, New-to-Product Time Deposit, Mobile Check Deposit, Cardless Withdrawal, and more.

*as of May 1, 2023



Growing the BPI Ecosystem through Digitalization



Digital Onboarding

Seamless and Secured

Data since launched



~200K
New-to-Bank since June 2020



~500K thru GCash
New-to-Bank



~180K thru Vybe, BPI's e-wallet
Sign ups since Oct 2022



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 e-Wallet 	Corporate BizLink 	SME BizKo

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

2H 2023

HNW

BPI Trade App

Digital Partnerships

Expanding products and services with open banking

100+ Partners
2200+ Brands & Services
+60% Growth in transaction count



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LazMall? **MAY BPI DITO!**

Banking products and services - now available on the BPI LazMall Flagship Store!

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 **274,000 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



3.96 million user base across all digital platforms

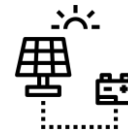


51% of corporate portfolio support the **UN SDGs**

1Q 2023 Sustainability Highlights



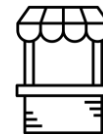
Following the 5 branches certified in 2022, BPI Forbes Park is the **6th BPI branch with EDGE Certification** as of April 2023. BPI is the **first** Philippine bank to have IFC-EDGE Certified branches.



BPI shifts its **2nd and 3rd office building to 100% renewable energy source** as of January 2023 — **BPI Intramuros** and **BPI Consumer Banking Headquarters** (former BPI Family Savings Bank Head Office).



Exceeded the **PHP 10 billion** target for the **Green Saver Time Deposit**. Investments are allocated to finance/refinance green projects.



BPI issued its 2nd social bond called the **BPI Reinforcing Inclusive Support for MSMEs (RISE) Bonds**, the proceeds of which finance/refinance eligible **Micro, Small, and Medium Enterprises (MSMEs)** as vetted by Second Party Opinion (SPO) Provider Sustainalytics.



ESG Accolades

For the year 2022

Most Sustainable Bank (Philippines)

International Business Magazine Awards 2022

Awarded: February 2022

Financial Leadership in Sustaining Communities (Asia-Pacific)

Global Finance Sustainable Finance Awards 2022

Awarded: May 2022

House Awards Service Providers APAC: ESG Solution

Corporate Treasurer Awards 2022

Awarded: September 2022

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

As of May 2023

Best Sustainable Bank (Philippines)*

International Business Magazine Awards 2023

Awarded: February 2023

Best Sustainable Bank in the Philippines**

Finance Asia Awards 2023

Awarded: May 2023

Biggest ESG Impact in the Philippines

Finance Asia Awards 2023

Awarded: May 2023

Sustainability Business Partner of the Year

Nordic Sustainability Awards 2023

Awarded: May 2023

Sustainability Leader of the Year BPI President & CEO TG Limcaoco

Nordic Sustainability Awards 2023

Awarded: May 2023

**2nd consecutive win*

***4th consecutive win*

Summary



- 1 Profitability** : Strong 1Q operating performance
- 2 Balance Sheet** : Healthy liquidity and capital position
- 3 Asset Quality** : Resilient asset quality with ample allowance
- 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	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022	1Q 2023
GDP Growth (YoY)	-3.8	12.1	7.0	7.9	8.0	7.5	7.7	7.1	6.4
Current Account (% to GDP)	-0.3	-1.4	-1.0	-3.5	-5.0	-7.7	-6.2	8.1	
Inflation	4.5	4.1	4.8	3.6	4.0	6.1	6.9	8.1	7.6
M3 Growth (YoY)	8.5	6.5	8.3	7.9	7.7	7.2	5.2	6.8	6.0
91D T-bill - average	1.02	1.23	1.07	1.13	1.50	1.6	2.3	4.1	4.8
Overnight RRP	2.0	2.0	2.0	2.0	2.0	3.25	4.25	5.5	6.25
BVAL - 3 months	1.28	1.17	1.13	1.09	1.34	1.74	3.15	4.23	5.05
BVAL - 10 years	4.41	3.92	4.50	4.82	5.89	7.04	7.04	6.99	6.22
USD/PHP	48.466	48.544	50.959	50.774	51.960	55.021	58.910	56.120	54.429

Industry, as of end-of-period Amounts in Php Bn	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022	1Q 2023
Total Assets	19,439.94	19,811.17	20,088.30	20,821.01	20,798.97	21,347.01	22,022.15	23,047.71	23,093.43
Customer Loans ¹	9,589.48	9,681.04	9,819.64	10,204.05	10,141.85	10,613.42	10,925.37	11,390.12	11,246.35
Deposits	15,015.10	15,346.10	15,650.76	16,236.14	16,088.96	16,492.60	16,720.02	17,770.36	17,672.70
Capital	2,459.22	2,509.95	2,549.92	2,573.92	2,527.24	2,576.58	2,652.37	2,706.41	2,777.68
Assets Growth (YoY)	5.6%	6.4%	7.3%	7.0%	6.9%	7.8%	9.6%	10.7%	11.0%
Loan Growth (YoY)	-5.6%	-2.7%	1.8%	4.1%	5.8%	9.6%	11.3%	11.6%	10.9%
Deposits Growth (YoY)	7.9%	7.6%	8.9%	9.0%	7.2%	7.5%	6.8%	9.4%	9.8%
Capital Growth (YoY)	6.9%	5.9%	5.9%	5.9%	2.8%	2.7%	4.0%	5.1%	9.9%

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 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

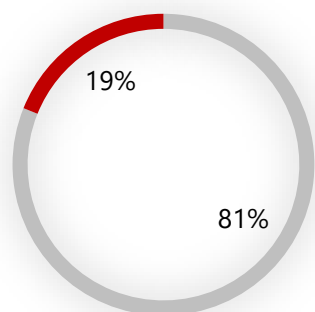
BPI at a glance



- ✓ 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 9.53 million customers (inclusive of GSave clients acquired through Gcash) as of March 31, 2023 owing to the Bank's strong brand recognition

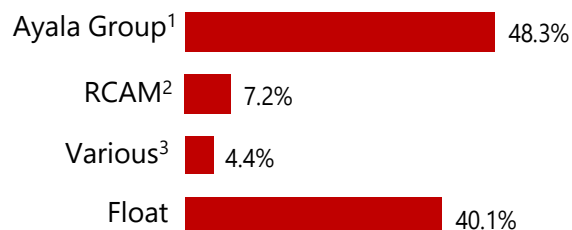
Ownership Structure, March 31, 2023

Citizenship Composition



■ Filipino ■ Non-Filipino

Shareholder Profile



¹ Includes share in Liontide Holdings Inc.

² Roman Catholic Archdiocese of Manila

³ Includes Robinsons Retail Holdings, Inc. share

Investment Information

March 31, 2023

Fundamentals	
Stock Price	₱102.50 per share
BV per share	₱69.44
P-B Ratio	1.73x
P-E Ratio	12.73x
Dividends	₱1.06 per share
Market Cap (in P mn)	₱462,596
Trading Fact Sheet	
Type	Common
Stock Ticker	BPI
ISIN	PHY0967S1694
Exchange	Philippine Stock Exchange
Par Value	10.00
Outstanding Shares	4,531,250,405
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 2023
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 March 2023)

Main Operating Business Segments

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

1,189 Branches:

871 BPI¹

318 BanKo²

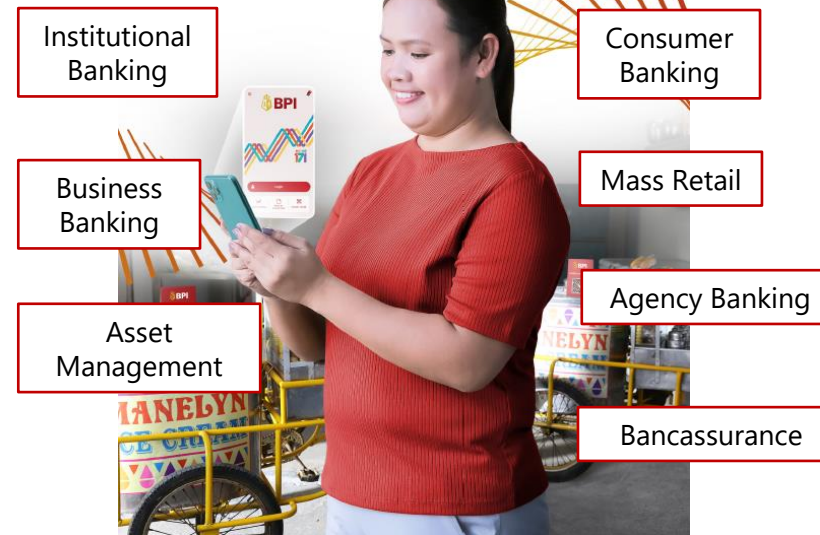
2,078 ATMs & CAMs

18,269 Employees



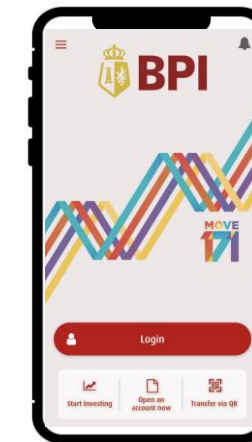
Elevating
Financial Inclusion

INTEGRATED REPORT 2022



Digital Channels

As of March 2023



Total Client Count³
9.53 mn

Enrollments
6.02 mn

Active Users⁴
4.18 mn

¹ Branch licenses: 869 domestic, 2 international; Physical locations: 752 domestic (with 117 branches co-located); 2 international (composed of 1 London 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



	Mar 2022	Dec 2022	Mar 2023	△ QoQ	△ YoY
Balance Sheet (in P bn)					
Assets	2,378.3	2,604.3	2,674.2	2.7%	12.4%
Net Loans	1,462.1	1,703.0	1,661.1	-2.5%	13.6%
Deposits	1,891.1	2,096.2	2,148.7	2.5%	13.6%
CASA	1,531.3	1,558.6	1,510.4	-3.1%	-1.4%
Capital	300.0	317.7	331.6	4.4%	10.6%
AUM	1,121.9	1,023.9	1,092.9	6.7%	-2.6%
Key Metrics					
				△ bps	
Quarter NIM	3.42%	3.75%	3.94%	19	52
Quarter Asset Yield	4.03%	4.81%	5.29%	48	127
Quarter Cost of Funds	0.69%	1.20%	1.53%	33	84
Quarter Cost to Income	49.63%	57.61%	47.50%	(1,011)	(213)
YTD Cost of Deposits	10.36%	0.74%	0.08%	(65)	(1,028)
YTD Cost to Assets	0.13%	2.33%	0.14%	(218)	1
YTD ROE	11.02%	13.14%	15.36%	222	434
YTD ROA	1.36%	1.59%	1.88%	29	52
CASA Ratio	80.97%	74.35%	70.29%	(406)	(1,068)
Loan-to-Deposit Ratio	77.32%	81.24%	77.31%	(393)	(1)
Credit Cost (in bps)	68	58	24	(34)	(44)
NPL Ratio	2.38%	1.76%	1.82%	6	(56)
NPL Coverage Ratio	149.62%	180.07%	176.71%	(336)	2,709
CAR	17.14%	16.01%	16.54%	53	(60)
CET1	16.26%	15.12%	15.66%	54	(60)

	1Q22	4Q22	1Q23	△ QoQ	△ YoY
Profitability (in P bn)					
Net Interest Income	19.0	23.4	24.2	3.2%	27.2%
Non-Interest Income	6.4	7.6	7.6	-1.2%	18.6%
Trading Income	0.9	0.9	1.3	43.6%	40.0%
Non-Interest Income	5.5	6.8	6.3	-7.0%	15.1%
Revenues	25.4	31.1	31.7	2.1%	25.1%
Operating Expenses	12.6	17.9	15.1	-15.8%	19.7%
PPOP	12.8	13.2	16.6	26.4%	30.3%
Provisions	2.5	1.7	1.0	-40.0%	-60.0%
NIBT	10.3	11.5	15.6	36.1%	52.3%
Income Taxes	2.2	2.4	3.4	45.5%	55.4%
Net Income	8.0	9.1	12.1	34.0%	52.0%

Financial Highlights (in USD)



	Mar 2022	Dec 2022	Mar 2023	△ QoQ	△ YoY
Balance Sheet (in USD bn)					
Assets	45.8	46.4	49.1	5.9%	7.3%
Net Loans	28.1	30.3	30.5	0.6%	8.5%
Deposits	36.4	37.4	39.5	5.7%	8.5%
CASA	29.5	27.8	27.7	-0.1%	-5.8%
Capital	5.8	5.7	6.1	7.6%	5.5%
AUM	21.6	18.2	20.1	10.1%	-7.0%
Key Metrics				△ bps	
Quarter NIM	3.42%	3.75%	3.94%	19	52
Quarter Asset Yield	4.03%	4.81%	5.29%	48	127
Quarter Cost of Funds	0.69%	1.20%	1.53%	33	84
Quarter Cost to Income	49.63%	57.61%	47.50%	(1,011)	(213)
YTD Cost of Deposits	10.36%	0.74%	0.08%	(65)	(1,028)
YTD Cost to Assets	0.13%	2.33%	0.14%	(218)	1
YTD ROE	11.02%	13.14%	15.36%	222	434
YTD ROA	1.36%	1.59%	1.88%	29	52
CASA Ratio	80.97%	74.35%	70.29%	(406)	(1,068)
Loan-to-Deposit Ratio	77.32%	81.24%	77.31%	(393)	(1)
Credit Cost (in bps)	68	58	24	(34)	(44)
NPL Ratio	2.38%	1.76%	1.82%	6	(56)
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CET1	16.26%	15.12%	15.66%	54	(60)

	1Q22	4Q22	1Q23	△ QoQ	△ YoY
Profitability (in USD mn)					
Net Interest Income	365.5	417.3	443.9	6.4%	21.4%
Non-Interest Income	122.6	136.3	138.8	1.9%	13.2%
Trading Income	17.3	15.6	23.1	48.1%	33.6%
Non-Interest Income	105.3	120.7	115.7	-4.1%	9.9%
Revenues	488.1	553.6	582.7	5.3%	19.4%
Operating Expenses	242.2	318.9	276.8	-13.2%	14.3%
PPOP	245.9	234.6	305.9	30.4%	24.4%
Provisions	48.1	29.7	18.4	-38.1%	-61.8%
NIBT	197.7	204.9	287.5	40.3%	45.4%
Income Taxes	42.7	42.2	63.3	50.1%	48.3%
Net Income	153.6	161.4	222.9	38.1%	45.1%

Executive Management



As of April 28, 2023



JOSE TEODORO K. LIMCAOCO
President & CEO



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



MARIA THERESA D. MARCIAL
President and CEO
BPI Wealth



DINO R. GASMEN
Senior Vice President
Treasurer



MARITA SOCORRO D. GAYARES
Senior Vice President
Chief Risk Officer



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



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



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



JOSEPH ANTHONY M. ALONSO
Senior Vice President
Chief Credit Officer



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



DOMINIQUE R. OCLIASA
Senior Vice President
Head, Business Banking



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

Awards and Recognitions



As of March 31, 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>Best Employer Brand Winner and Diversity Champion Finalist 2023</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>	<p>BPI won 6 Platinum, Gold & Silver Anvil Awards 2023</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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BPI AMTC

<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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ELEVATING FINANCIAL INCLUSION

For your comments and queries, contact us via:

investorrelations@bpi.com.ph

Tel: (632) 8246 5862

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