

BPI Investor Presentation

1Q 2024

Performance Highlights

1 Q 2024 Performance Highlights



Profitability

- Record quarter net income of P15.26 billion, driven by revenues
- Positive jaw maintained despite continued investment in technology and manpower
- Sustained ROE at 15.69% and ROA at 2.02%

Balance Sheet

- Strong loans and deposit growth at 18.7% and 12.8% YoY
- Excluding-RBC, loan and deposit growth at 11.9% and 6.0%, respectively
- Robust capital position: indicative CET1 at 14.7%; CAR at 15.6%

Asset Quality

- Increase in NPL ratio driven by expansion of consumer loans was in line with strategy
- Asset quality remained strong with sufficient NPL cover
- NPL ratio at 2.12%, NPL cover at 136%

Growth

- Further strengthened customer franchise with 12 million client base
- Launched new features in digital platforms to drive customer engagement and conversion rate
- Combined network and resources of BPI and RBC in effect starting January 2024

Profitability – YoY



<i>In P bn</i>	Mar-23	Mar-24	YoY
Net Interest Income	24.16	29.85	23.5%
Non Interest Income	7.55	9.68	28.1%
Trading Income	1.26	1.68	33.4%
Fee Income	6.30	8.00	27.0%
Net Revenues	31.71	39.52	24.6%
Operating Expenses	15.06	18.01	19.6%
PPOP	16.65	21.51	29.2%
Provisions	1.00	1.50	50.0%
NIBT	15.65	20.01	27.9%
Income Taxes	3.45	4.67	35.4%
Net Income	12.13	15.26	25.8%

- Record quarter net income of P15.26 billion, up 26% YoY predominantly driven by revenues
 - Net Interest Income, up 24% YoY, driven by loan growth at 18.7%, and continued NIM expansion at 25bps
 - Solid trading income, up 33%
 - Strong fee income, up 27%, backed by increase in customer base and volume
- Revenue growth more than offset the 20% growth in operating expenses, PPOP up 29%

Profitability – QoQ



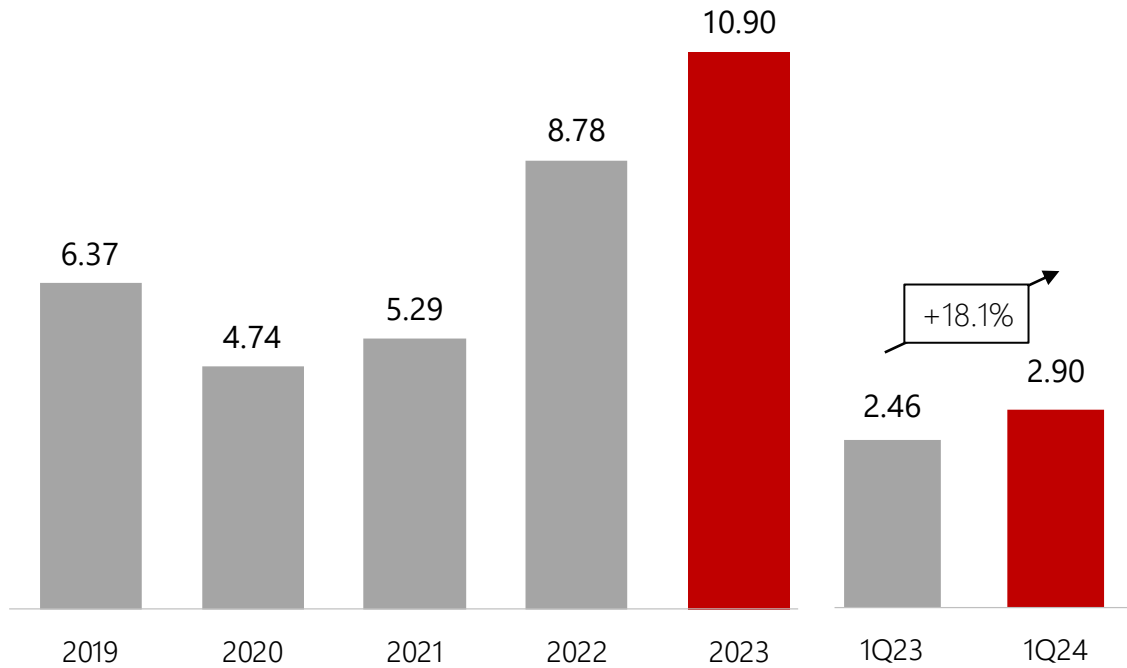
<i>In P bn</i>	Dec-23	Mar-24	QoQ
Net Interest Income	27.57	29.85	8.2%
Non Interest Income	9.87	9.68	-2.0%
Trading Income	1.69	1.68	-0.8%
Fee Income	8.18	8.00	-2.2%
Net Revenues	37.45	39.52	5.5%
Operating Expenses	20.49	18.01	-12.1%
PPOP	16.96	21.51	26.8%
Provisions	1.00	1.50	50.0%
NIBT	15.96	20.01	25.4%
Income Taxes	2.82	4.67	65.7%
Net Income	13.07	15.26	16.8%

- Net income up 17% QoQ, driven by higher revenue and lower opex which more than offset the impact of higher provisions and taxes
- PPOP up 27%
- Opex declined 12% following a 19% increase in the prior quarter

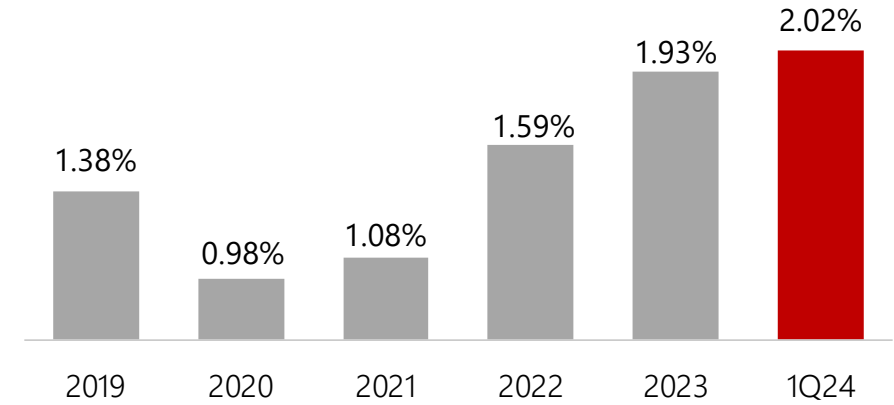
Shareholder Returns



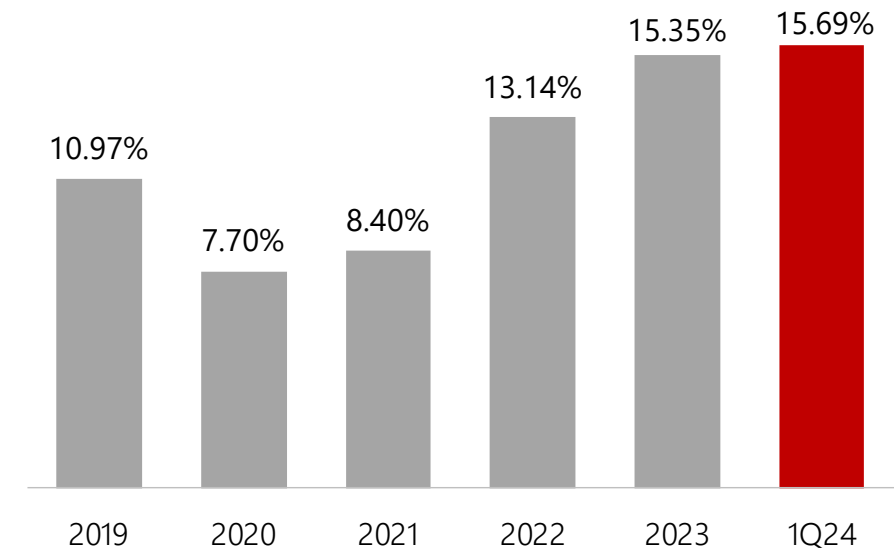
Earnings per Share



Return on Assets



Return on Equity

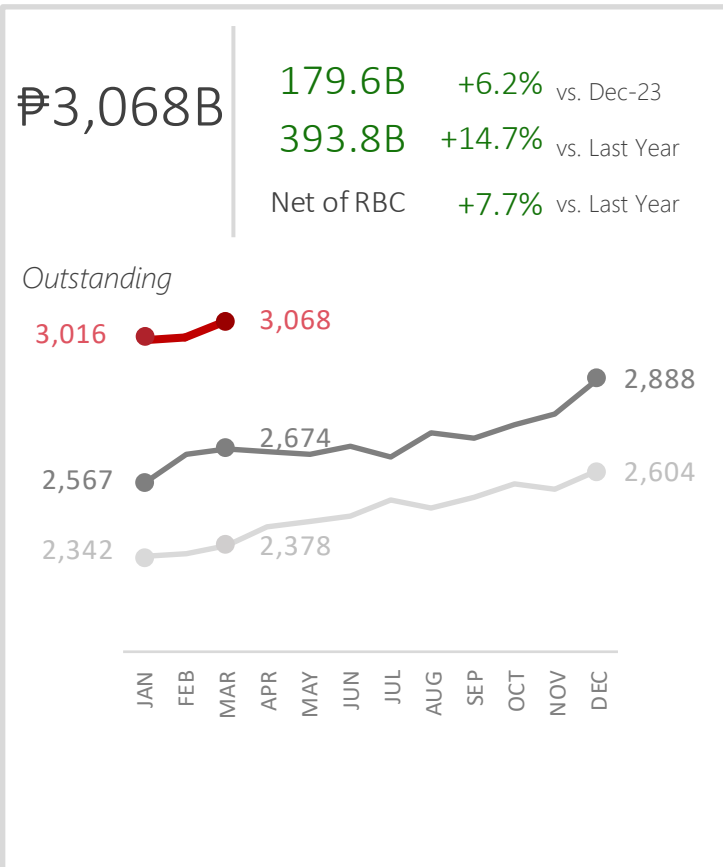


Balance Sheet



- Strong organic growth further boosted by the merger
- Managed deposit growth and improvement in LDR supportive of NIM expansion

ASSETS

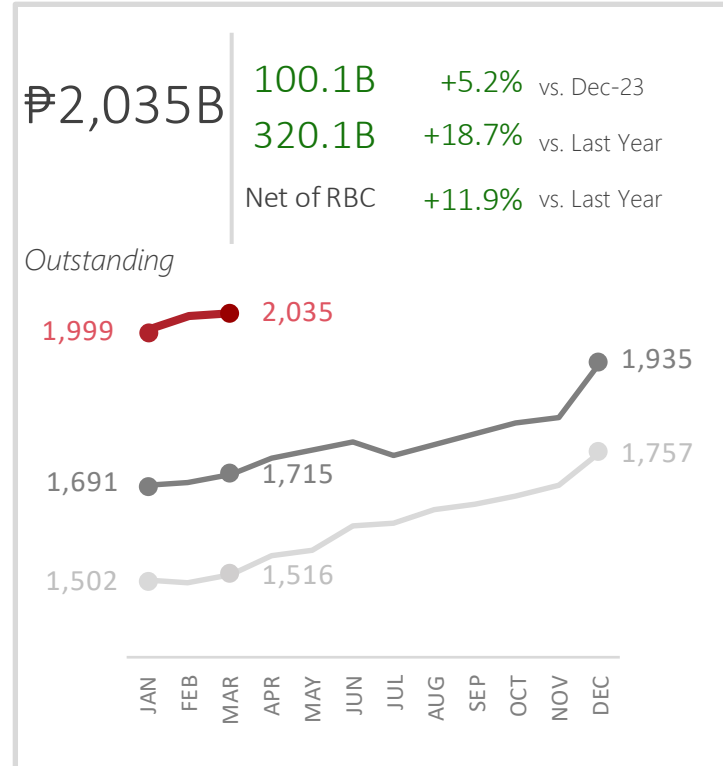


2022

2023

2024

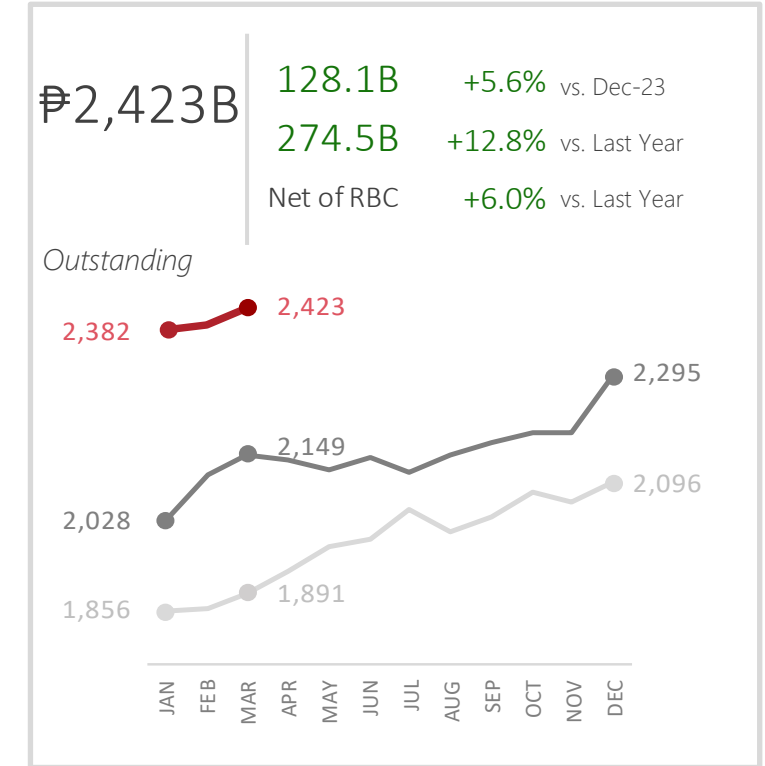
GROSS LOANS



LOANS TO DEPOSIT

84.00%
 -33 bps vs. Last Quarter
 417 bps vs. Last Year

DEPOSITS



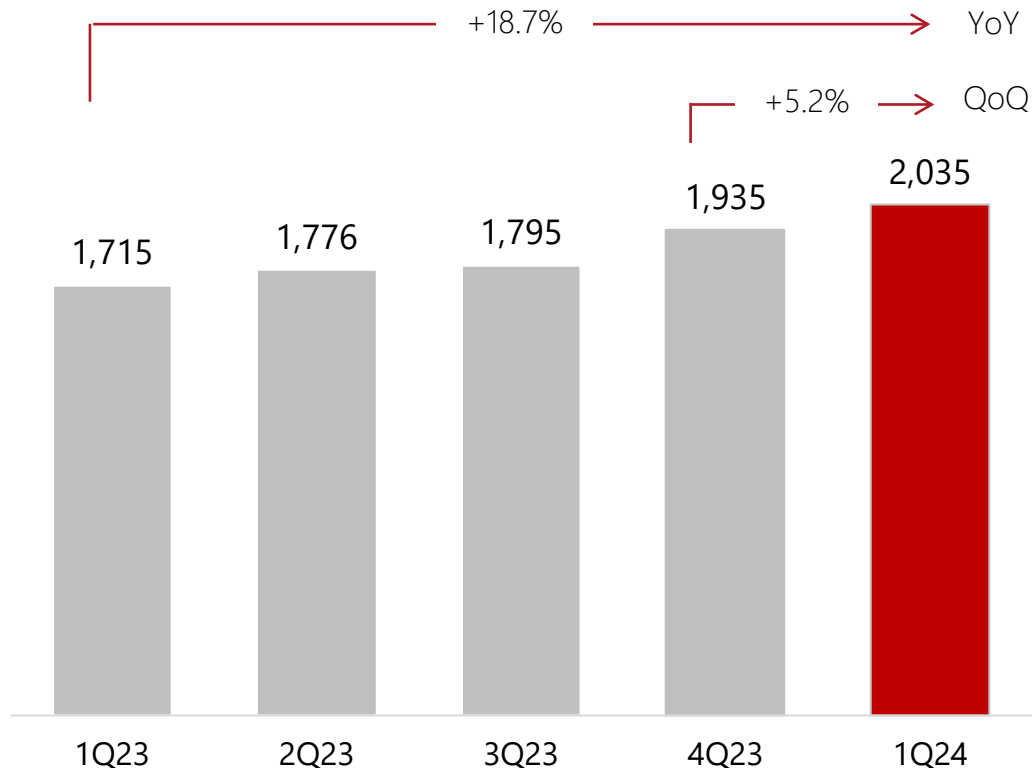
CASA RATIO

64.78%
 -222bps vs. Last Quarter
 -552bps vs. Last Year

Loans and Quarter NIM

- Loans were up 18.7% from last year; growth was maintained throughout the period with average daily loan balance up 18.5%
- Sustained improvement in NIM, up 5bps QoQ and 25 bps YoY
- Growth in NIM driven by strong growth in consumer loans and managed deposit growth

Gross Loans (in P bn)



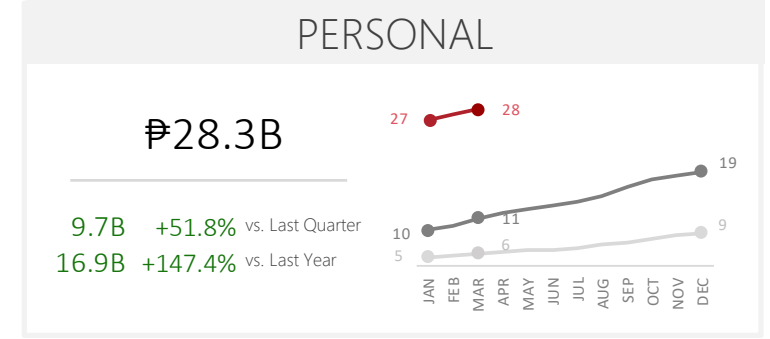
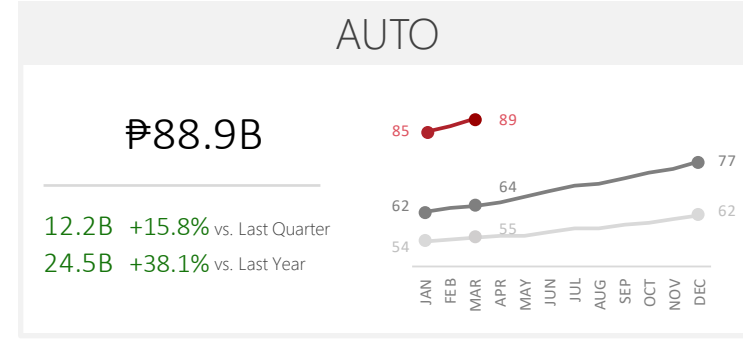
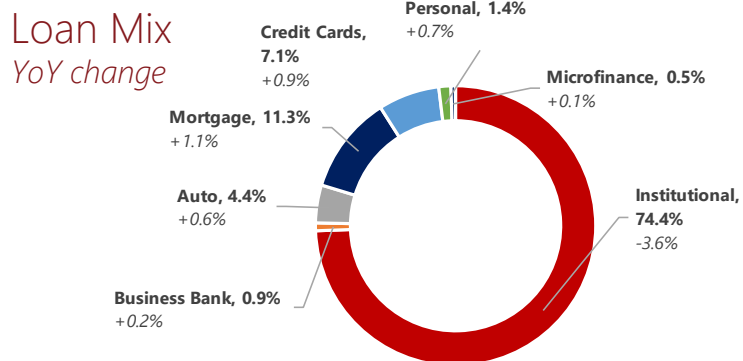
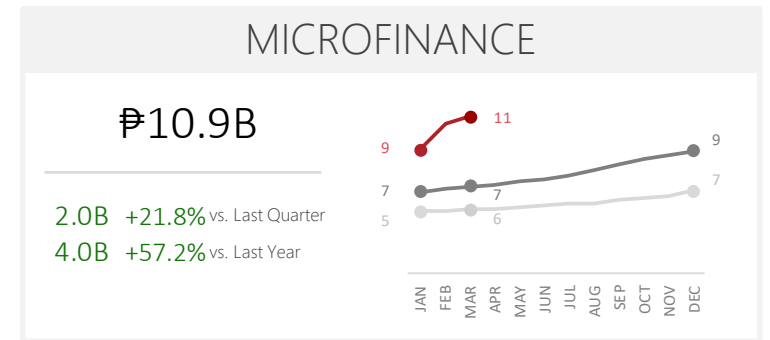
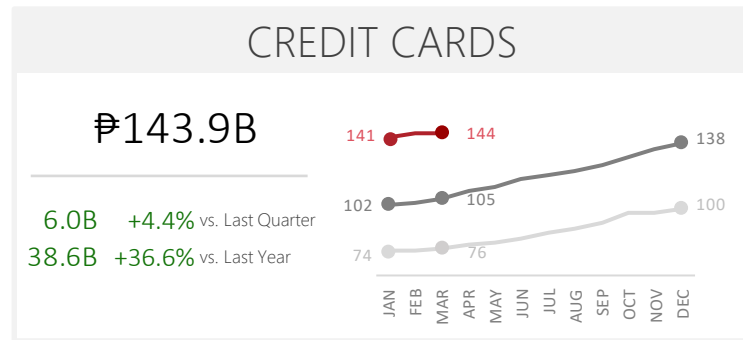
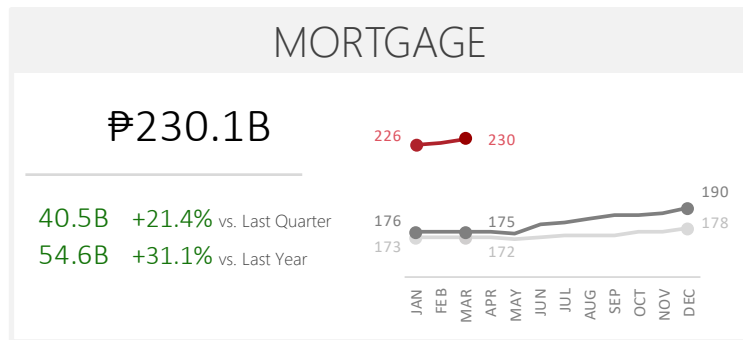
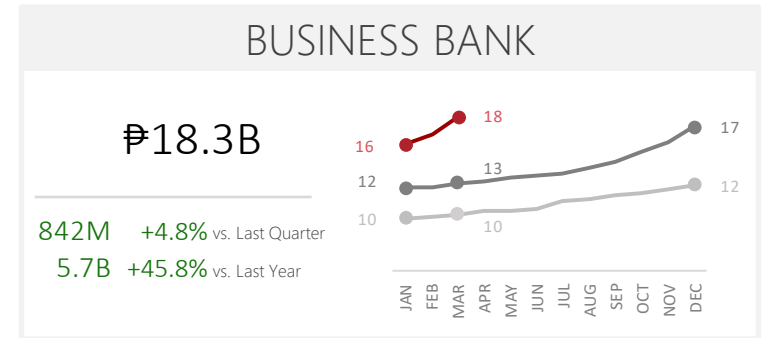
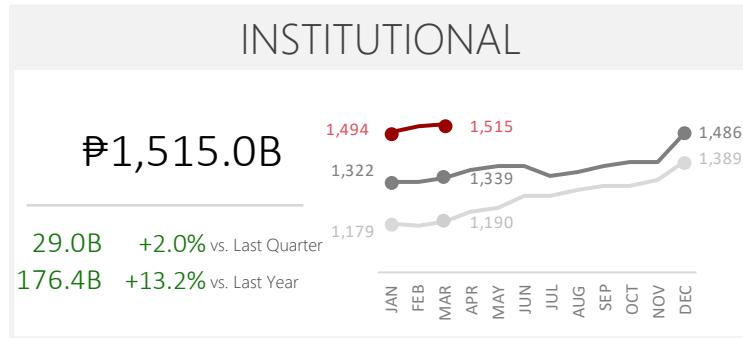
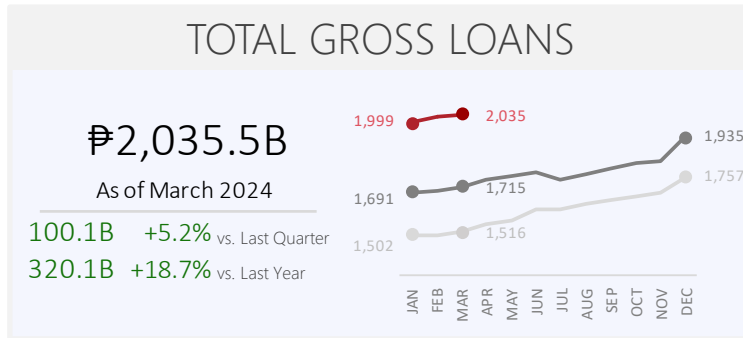
Quarter NIM



Loans by Segment



- Strong growth was broad-based; customer loans up 38% YoY
- Share of consumer and business bank in the loan mix increased to 25.6%, up 360bps from last year
- Growth in Personal Loans includes Teacher's Loans from merger

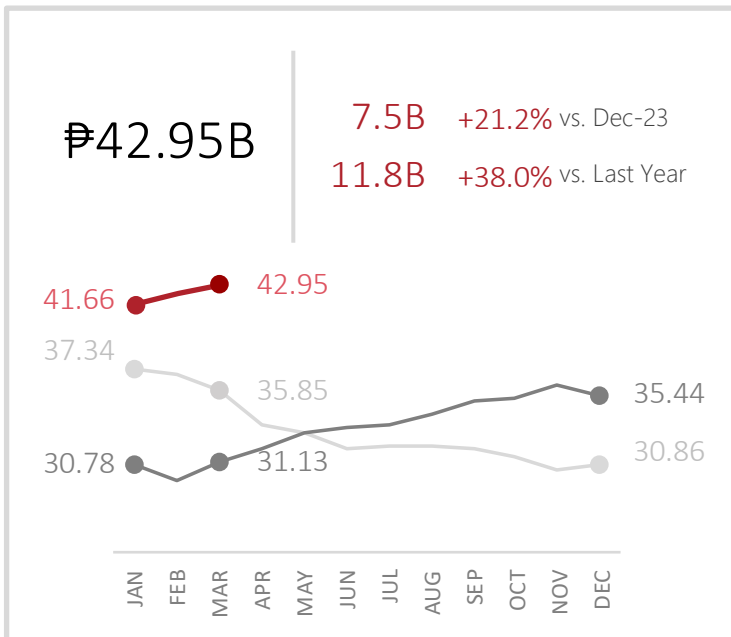


2022 2023 2024

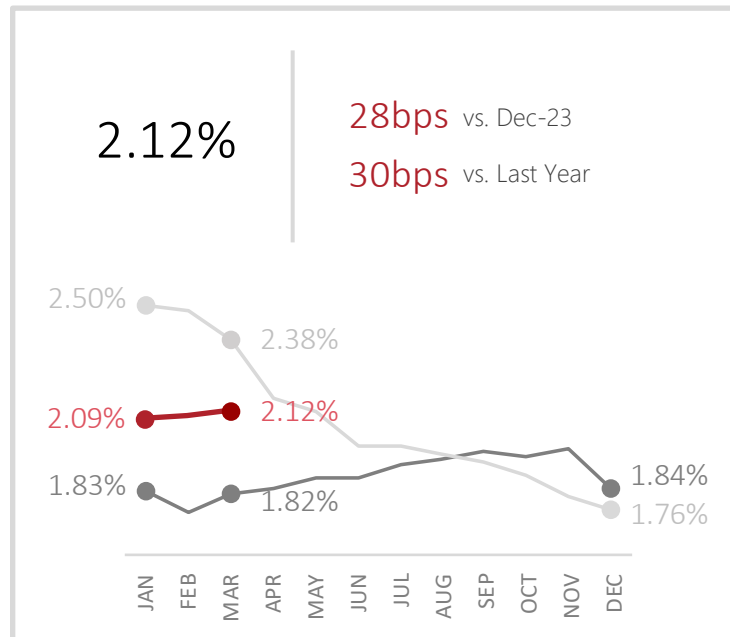
Provisions and Asset Quality



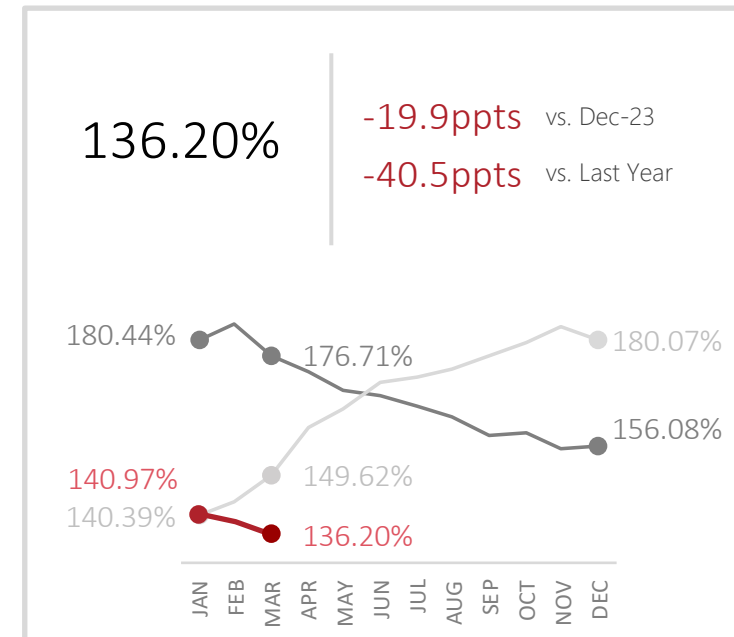
NPL LEVEL (in ₱ bn)



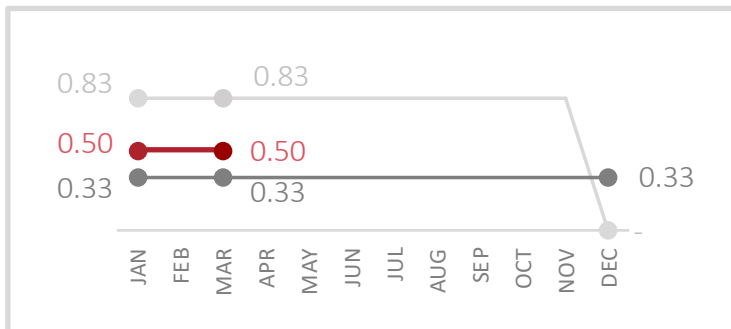
NPL RATIO



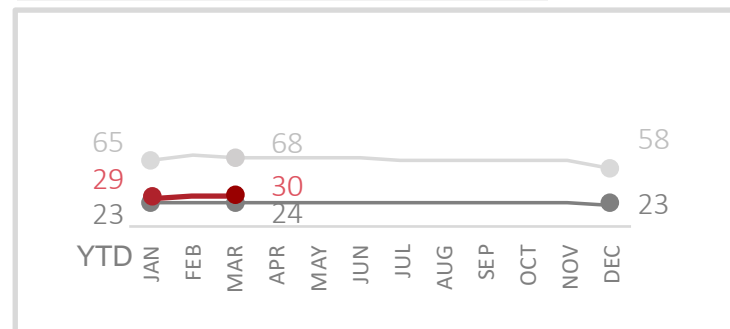
NPL COVER



PROVISIONS (in ₱ bn)



CREDIT COST (in bps)



2022

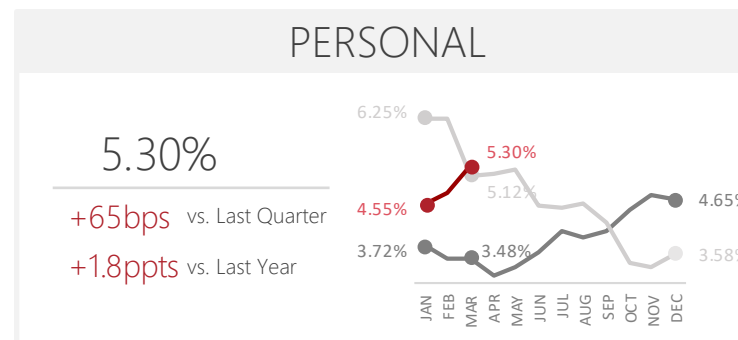
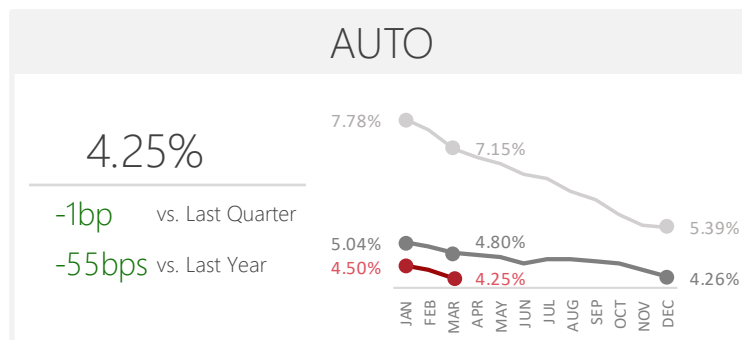
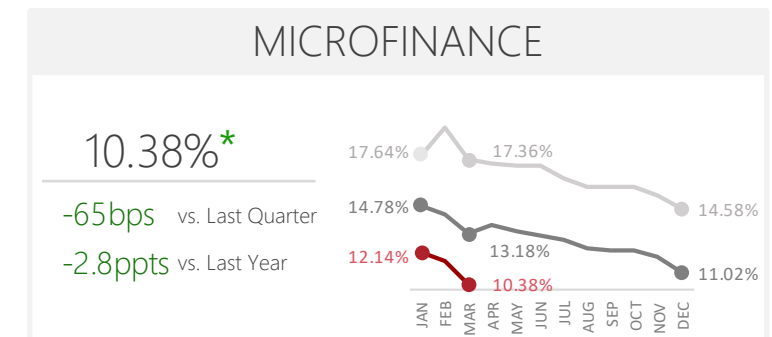
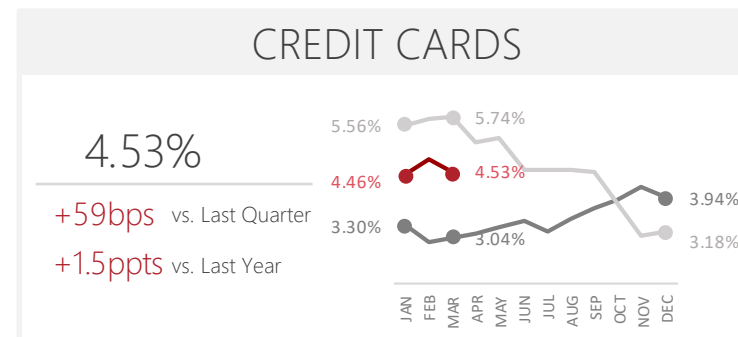
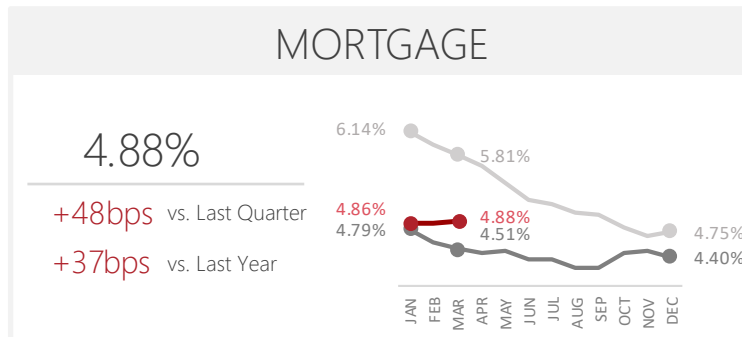
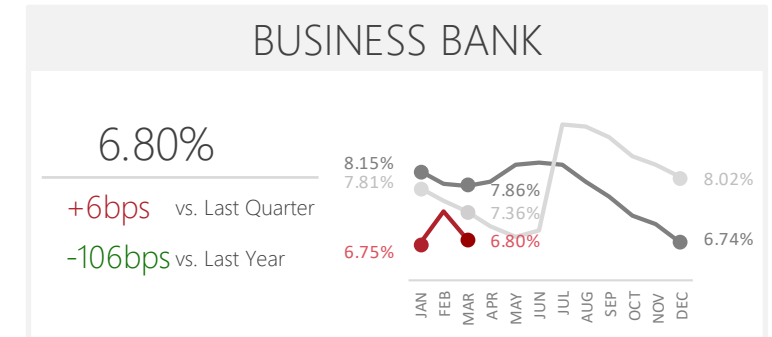
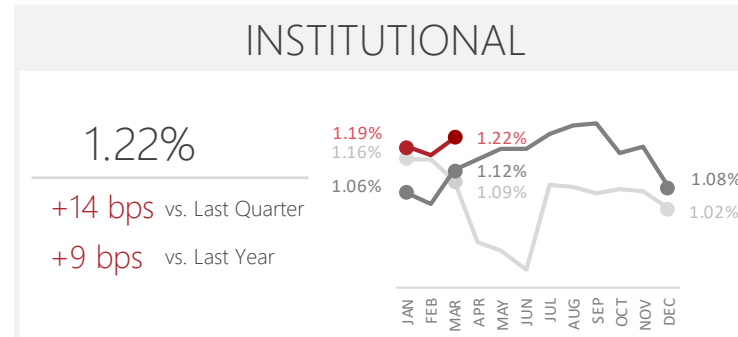
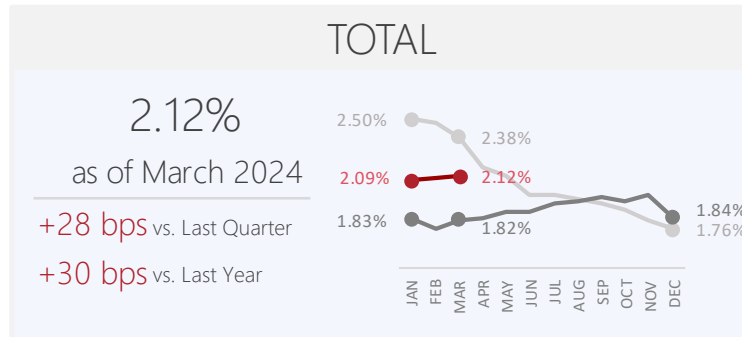
2023

2024

NPL Ratio per Segment



- Higher NPL ratio resulted from a deliberate strategy to grow the high yield segments of the loan book
- Increase in NPL ratio to 2.12% largely coming from the consumer loans - Credit Cards, Mortgage and Personal Loans

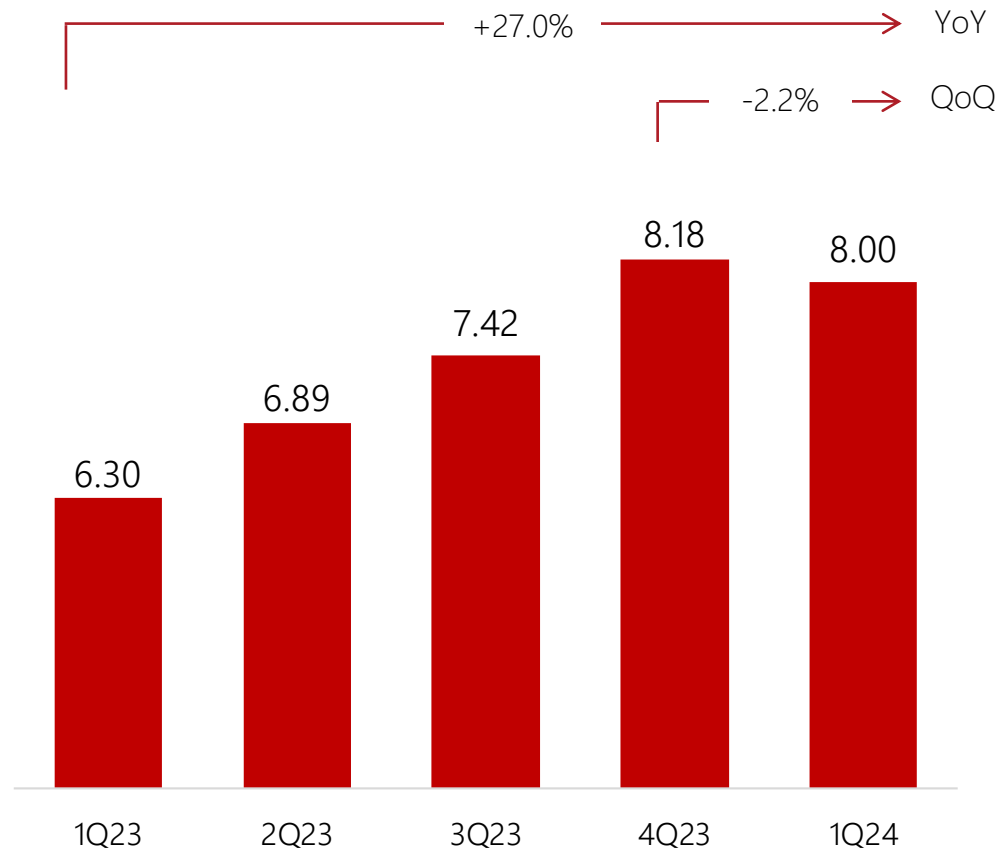


*10.38% is 10-day NPL ratio; 90-day NPL ratio is 6.71%

Fee Income

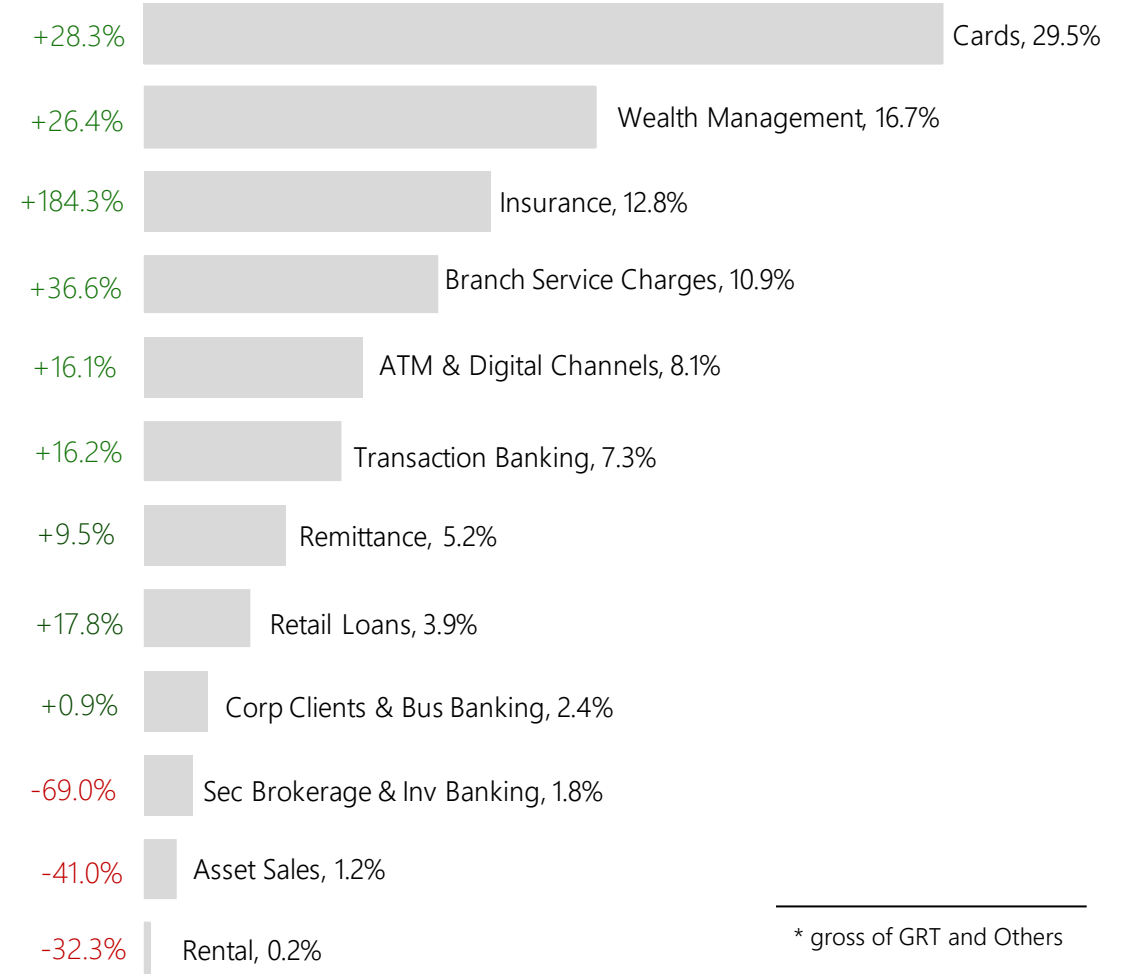
- Fee income down 2% QoQ mainly driven by lower Cards and Branch Services Charges following a seasonally strong quarter,
- Fee income up 27% YoY on strong performance across key businesses led by Cards, Wealth Management and Insurance
- Increased in fee income attributed to expanded client base and increase in products and services propelled by digital capabilities

Amounts in P bn



YoY Growth

Ranked by Contribution to 1Q 2024 Fee Income*

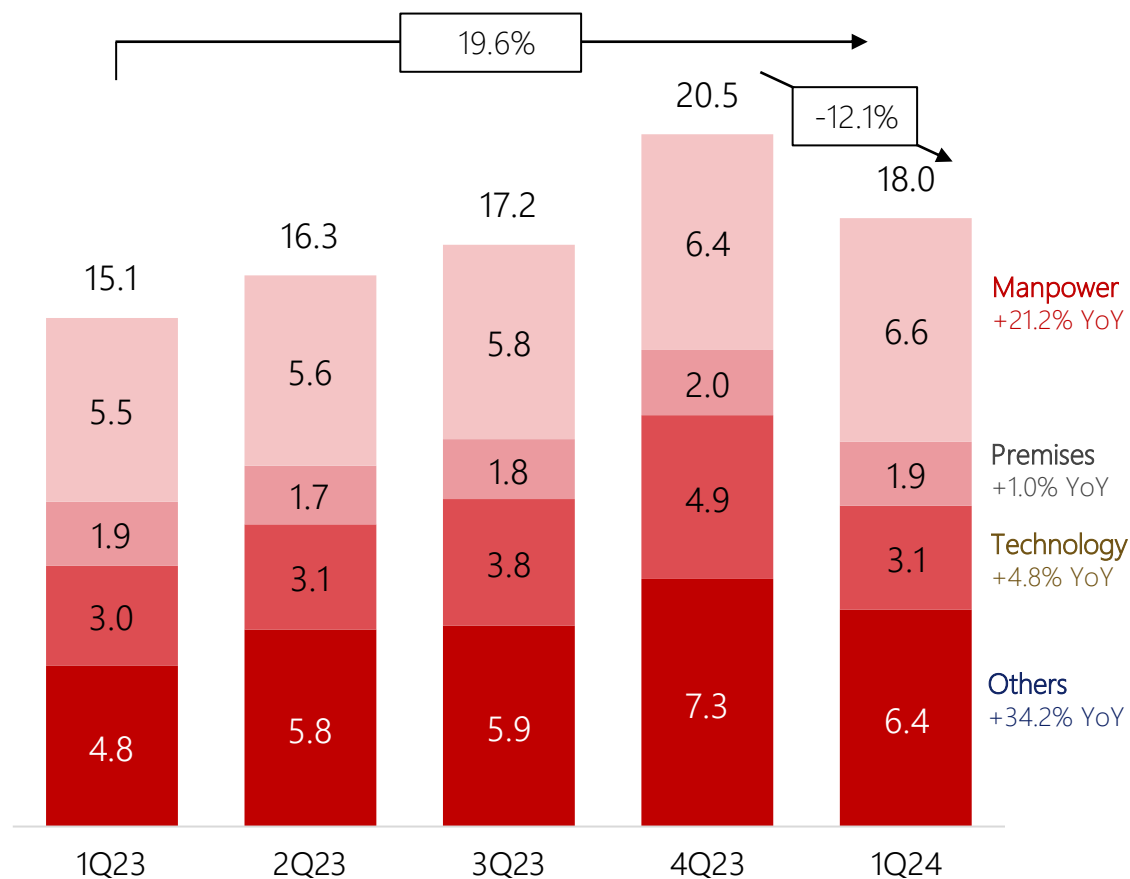


* gross of GRT and Others

Operating Expenses

- Opex was up 20% YoY mainly driven by manpower cost due to higher headcount from the merger
- Other expenses include volume-related costs from cards, product insurance, distribution and PIN charges for online transactions
- CIR declined to 45.6%, down 193bps YoY, on robust revenue

Amounts in P bn



	2019	2020	2021	2022	2023	1Q 2024
Cost-to-Income	52.4%	47.3%	52.1%	48.9% ¹	50.0%	45.6%
Customer Count (in mn)	8.66	8.57	8.46	9.31	10.98	11.98
Headcount	21,429	19,952	19,181	18,201	19,522	21,682
Distribution Channels						
BPI Branches (Physical Locations)	867	866	813	752	709	867
BanKo Branches	300	304	307	317	348	349
Agency Banking Partner Stores					5,344	5,348

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

² 2020 and 2021 include BFB branches; 1Q24 include

Capital

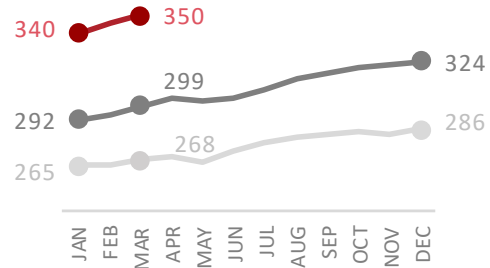


- CET1 capital increased on income accretion and additional shares issued from the merger
- Capital ratios remained robust notwithstanding increase in RWA and capital distribution
- Ratios comfortably well-above internal and regulatory thresholds

CET1

₱349.9B | 25.9B +8.0% vs. Last Quarter
50.5B +16.9% vs. Last Year

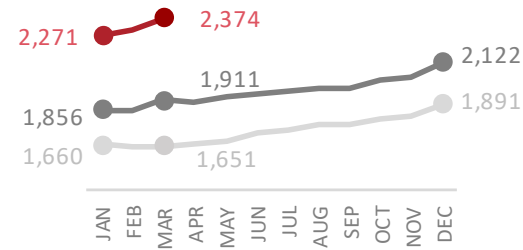
Year-to-date



RWA

₱2,374.3B | 256.0B +12.1% vs. Last Quarter
463.0B +24.2% vs. Last Year

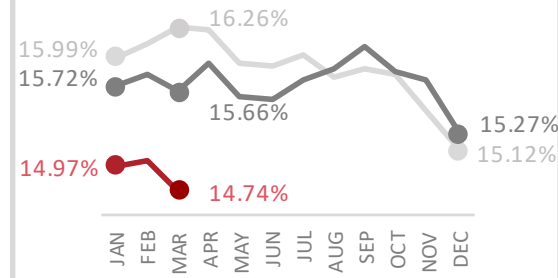
Year-to-date



CET1 RATIO

14.74% | -56bps vs. Last Quarter
-93bps vs. Last Year

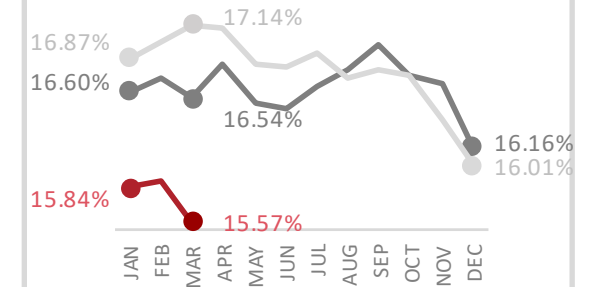
Year-to-date



CAR

15.57% | -61bps vs. Last Quarter
-98bps vs. Last Year

Year-to-date



2022

2023

2024

Note: Effective January 1, 2022, minimum regulatory CET1 requirement for BPI is lower at 10.125%

1Q 2024

Sustainability Achievements

BPI Green Solutions

Launch of BPI Green Solutions, the **FIRST** collection of eco-friendly housing & auto financing options for retail clients in the Philippines

Go Teacher's Loan

Acquisition of Robinsons Bank's Go Teacher's Loan portfolio, with an outstanding balance of Php 6.4Bn serving over 27,000 teachers

IFC EDGE-Certified Green Bank Branches

BPI Dela Rosa Paseo and BPI Iligan as 2 new IFC EDGE-certified green bank branches, for a total of 13 since 2022

E&S Exclusion List

Formalized a Board-approved exclusion list designed to reflect the Bank's existing practices on observing E&S-related laws & regulations as well as E&S-related commitments

ESG Commitments Update (as of year-end 2023)

Php 827 Bn (target of Php 1,000 Bn by 2026)

Corporate and SME portfolio supporting UN SDGs

29% (target of 0% by 2032)

Coal share in power generation financing mix

738,425 (target of 5,000,000 by 2030)

Number of underbanked Filipinos and MSMEs served

ESG ACCOLADES

Record high of 7 ESG-focused awards and recognitions received YTD in 2024



* In 2023, BPI received a record high of 14 ESG-focused awards

Summary



- 1 Profitability** : Strong 1Q operating performance with record income
- 2 Balance Sheet** : Healthy liquidity and capital position
- 3 Asset Quality** : Strong despite uptick in NPL ratio; with ample allowance
- 4 Digital and Sustainability** : Further strengthened our leadership in digitalization and sustainability



For your comments and queries
contact us via:

investorrelations@bpi.com.ph

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