

A large, abstract graphic on the left side of the page, consisting of several overlapping, curved segments in shades of orange, yellow, red, and blue, forming a partial circular shape.

# BPI Company Profile

# BPI: Building a Better Philippines

## Overview

- ✓ The first bank in the Philippines and Southeast Asia, and the longest tenured bank with 173 years of continuous operating history, with highly reputable shareholders, the largest of which include the Ayala Group, the Roman Catholic Church and Robinsons Retail Holdings, Inc.
- ✓ 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
- ✓ BPI has a local distribution network of 1,252 BPI branches (full-service branches and branch lite-units (BLUs), 2 international banking subsidiaries, 120 remittance tie-ups in 27 countries, and over 2,000 ATMs & CAMs as of December 2024.
- ✓ Customer base stands at 15.98 million customers as of December 31, 2024, owing to the Bank's strong brand recognition and increased client engagements via digital platforms

## Main Operating Business Segments

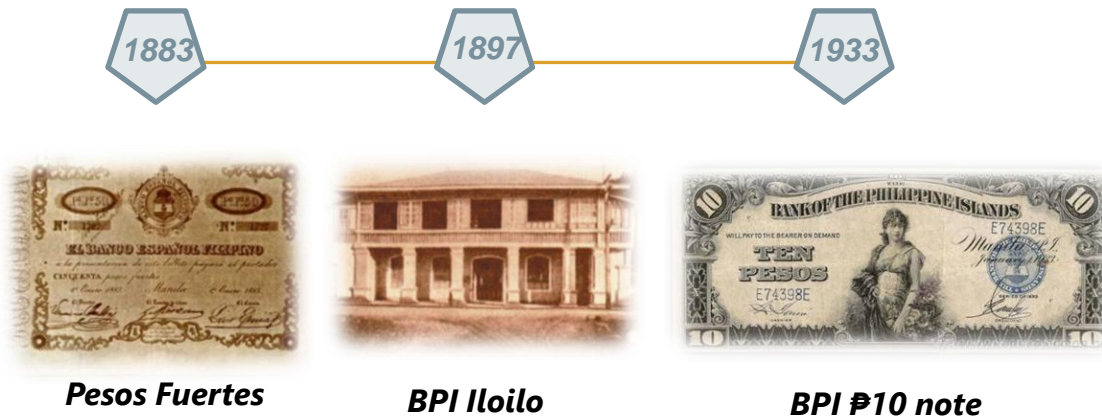
<b>Institutional Banking</b>	<ul style="list-style-type: none"> <li>Provides deposit and lending solutions to a broad range of multinationals, large and medium domestic conglomerates</li> <li>Products and services offered include cash management, electronic payments, trade finance, investment banking and other solutions</li> </ul>
<b>Business Banking</b>	<ul style="list-style-type: none"> <li>Focused on the needs of the small and medium sized enterprise segment</li> <li>Tailored credit processes and credit-scoring models offer quick and efficient capital solutions to SME clients</li> </ul>
<b>Consumer Banking</b>	<ul style="list-style-type: none"> <li>Responsible for the Bank's local distribution network of 1,252 branches &amp; BLUs and over 2,000 ATMs &amp; CAMs</li> <li>Provides private banking, preferred banking, personal banking and overseas Filipino banking services</li> </ul>
<b>Wealth Management</b>	<ul style="list-style-type: none"> <li>Assists its clients by guiding their investment decisions in constructing their portfolios</li> <li>BPI Wealth offers best-in-class asset and wealth management solutions to their clients</li> </ul>
<b>Other Key Segments</b>	<ul style="list-style-type: none"> <li>Credit card business</li> <li>Agency Banking</li> <li>Insurance services provided through BPLAC and BPI/MS<sup>1</sup></li> <li>Investment Banking Services through BPI Capital Corporation</li> <li>Microfinance services through BPI's BanKo, provides financing for productive and business purposes of SMEs.</li> </ul>

<sup>1</sup>BPLAC is the Bank's life insurance joint venture with Philippine American Life and General Insurance Company. BPI/MS is the Bank's non-life insurance joint venture with Mitsui Sumitomo Insurance Group ("Mitsui")

<i>In Php bn</i>	2022	2023	2024	YoY	2yr CAGR
<b>Balance Sheet</b>					
Total Assets	2,604.0	2,888.4	3,318.8	14.9%	12.9%
Gross Loans	1,756.8	1,935.3	2,287.0	18.2%	14.1%
Deposits	2,096.0	2,295.1	2,614.8	13.9%	11.7%
CASA	1,558.4	1,537.6	1,652.2	7.5%	3.0%
Capital	317.7	357.2	430.5	20.5%	16.4%
<b>Income Statement</b>					
Revenues	118.5	138.3	170.1	23.0%	19.8%
Net Interest Income	85.1	104.4	127.6	22.3%	22.5%
Non-interest Income	33.5	34.0	42.6	25.3%	12.8%
Operating Expense	58.0	69.1	83.8	19.1%	20.2%
Pre-provision Operating Profit	60.5	69.2	86.3	24.8%	19.4%
Net Income	39.6	51.7	62.0	20.0%	25.2%
<b>Key Ratios</b>					
NIM	3.59%	4.09%	4.31%		
Asset Yield	4.36%	5.70%	6.42%		
Cost of Deposits	0.74%	1.68%	2.16%		
Cost of Funds	0.87%	1.84%	2.39%		
Cost to Assets	2.33%	2.58%	2.67%		
Cost to Income	48.9%	50.0%	49.3%		
ROE	13.1%	15.3%	15.1%		
ROA	1.6%	1.9%	2.0%		
CASA	74.4%	67.0%	63.2%		
Loan-to-Deposit	83.8%	84.3%	87.5%		
Credit Cost (in bps)	58	23	32		
NPL Ratio	1.76%	1.84%	2.13%		
NPL Coverage Ratio	180.07%	156.08%	106.22%		
CAR	16.0%	16.2%	14.6%		
CET1	15.1%	15.3%	13.9%		


# Key Milestones of BPI

- Founded in **1851**, as Banco Español Filipino de Isabel II, by Catholic charities
  - Antonio de Ayala was the 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



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
2024	Robinsons Bank	BPI and RBC merger

# Credit Ratings

	Moody's <sup>1</sup>	Fitch Ratings <sup>2</sup>	S&P <sup>4</sup>	Capital Intelligence <sup>3</sup>
Bank Standalone Rating	–	–	BBB+	bbb-
LT Local Currency Rating	Baa2	BBB-	-	-
LT Foreign Currency Rating	Baa2	BBB-	-	BBB
Outlook	Stable	Stable	Stable	Stable

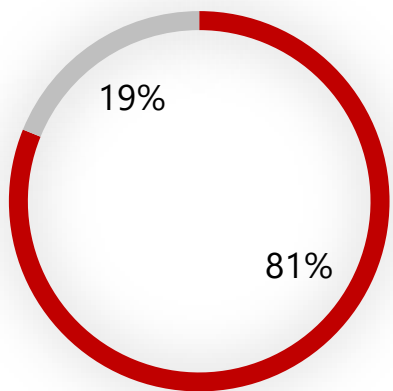
<sup>1</sup>As of April 2025; <sup>2</sup>As of March 2025; <sup>3</sup>As of September 2024; <sup>4</sup>As of July 2024  
Source: credit rating reports

# Shareholders & Equity Profile

December 31, 2024

## Ownership Structure

Citizenship Composition



■ Filipino ■ Non-Filipino

Shareholders with more than 5% ownership

Shareholders	%
Ayala Corp	28.7%
Liontide Holdings Inc.	15.6%
RCAM <sup>1</sup>	6.8%
RRHI <sup>2</sup>	5.5%
Others	43.4%

<sup>1</sup> Roman Catholic Archdiocese of Manila

<sup>2</sup> Robinsons Retail Holdings, Inc.

## Investment Information

Fundamentals	
Stock Price	₱122.00 per share
BV per share	₱81.65
P-B Ratio	1.49x
P-E Ratio	10.37x
Dividends	₱3.96 per share
Market Cap (in P mn)	₱643,196
Trading Fact Sheet	
Type	Common
Stock Ticker	BPI
ISIN	PHY0967S1694
Exchange	Philippine Stock Exchange
Par Value	10.00
Outstanding Shares	5,272,095,143
Foreign Ownership	19%

# Strategic Imperatives



# Key Highlights

- 1 Preeminent banking brand in the Philippines
- 2 Strong track record of profitability
- 3 Well-capitalized
- 4 Stable and diversified revenue sources
- 5 Stable funding base supported by its extensive physical and digital distribution network
- 6 Accelerated digital transformation
- 7 Experienced management and strong performance culture
- 8 Leadership in sustainability



# Preeminent banking brand in the Philippines

BPI is one of the most well-respected banking brands in the Philippines

## Overview

- Longest tenured bank in the Philippines with over 170 years of operating history
- Customer base grew by 46% from 11 million as of December 2023 to 16 million as of December 2024
- BPI is among the strongest retail brands in the Philippines

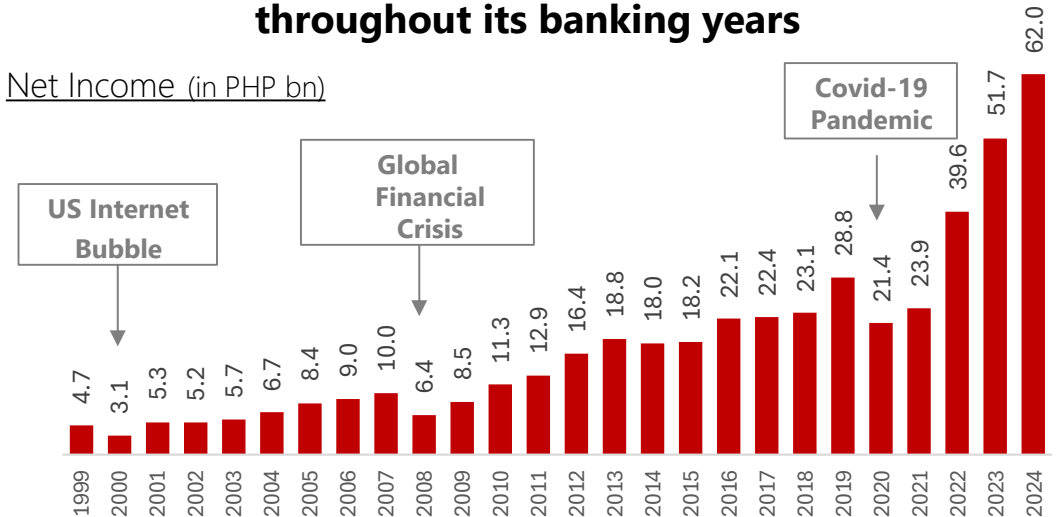
## BPI has the 2<sup>nd</sup> largest loan book in the Phil

### Market Share

	2023		2024
Gross Loan	15.20%	+75bps	15.95%
Credit Card Loans	19.00%	+34bps	19.34%
Auto	16.11%	+255bps	18.66%
Mortgage	17.85%	+588bps	23.73%

## Consistently strong profitability throughout its banking years

Net Income (in PHP bn)



## Award winning banking franchise



Best Bank in the Philippines

Best Sustainable Bank in the Philippines

For five consecutive years



Best SME Bank in the Philippines

For 11<sup>th</sup> time in 18 years



Best Domestic Investment Bank - PH

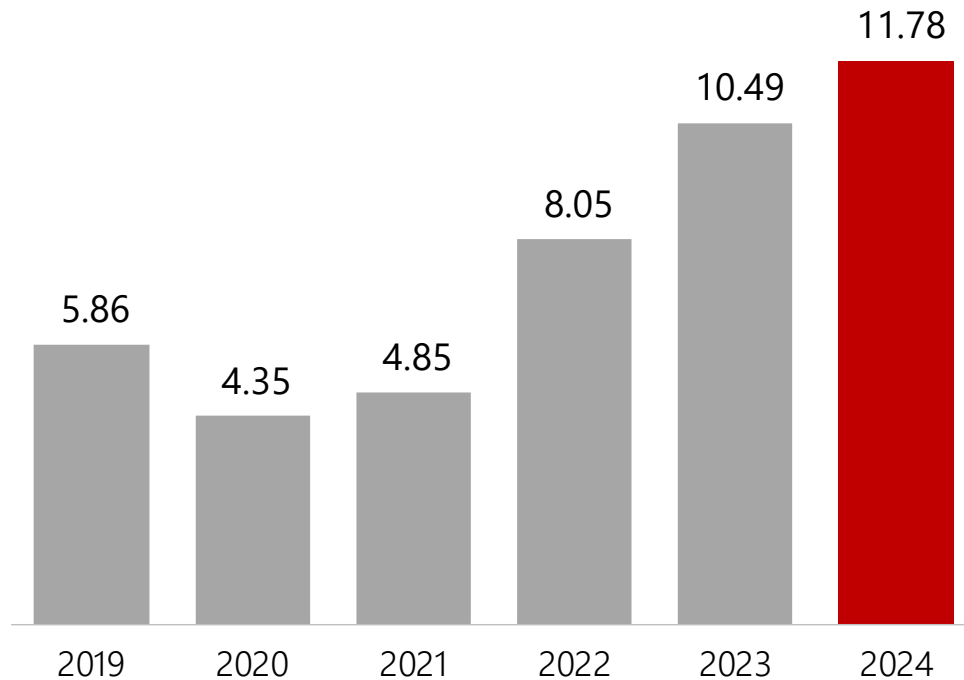
Best Securities House - PH

For BPI Capital

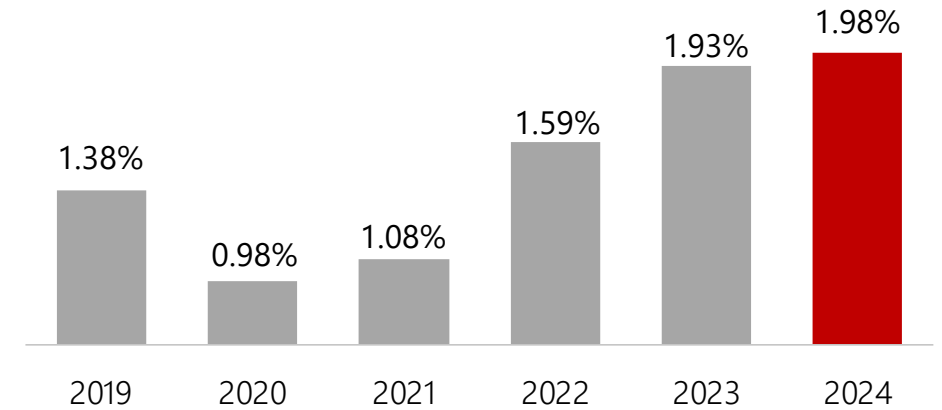


## Improved profitability and shareholder returns

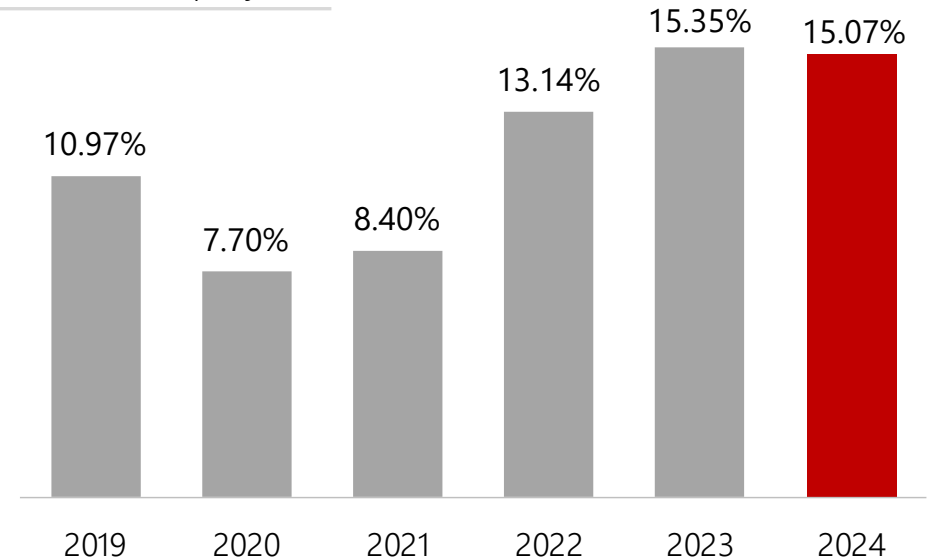
Earnings per Share



Return on Assets



Return on Equity



\*(1) weighted number of shares used in the calculations are net of property dividends of 406,179,276 common shares issued from treasury shares

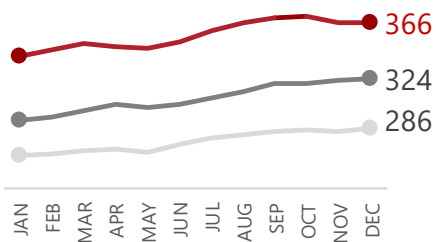
(2) 2022 EPS includes impact of one-off sale of asset; net of one-off, 2022 EPS growth was 50.2%

Robust capital position provides room to support strategic initiatives

## CET1

₱366B 42B +13.0% vs. Last Year

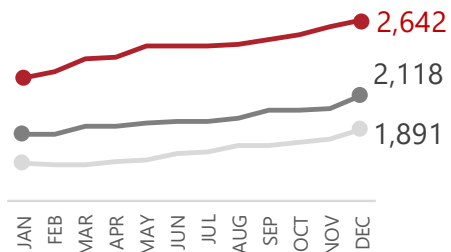
Year-to-date



## RWA

₱2,642B 523B +24.7% vs. Last Year

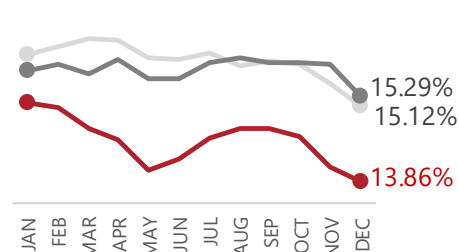
Year-to-date



## CET1 RATIO

13.86% -143bps vs. Last Year

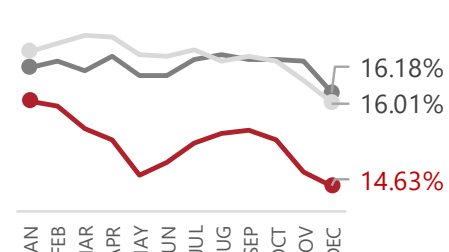
Year-to-date



## CAR

14.63% -155bps vs. Last Year

Year-to-date



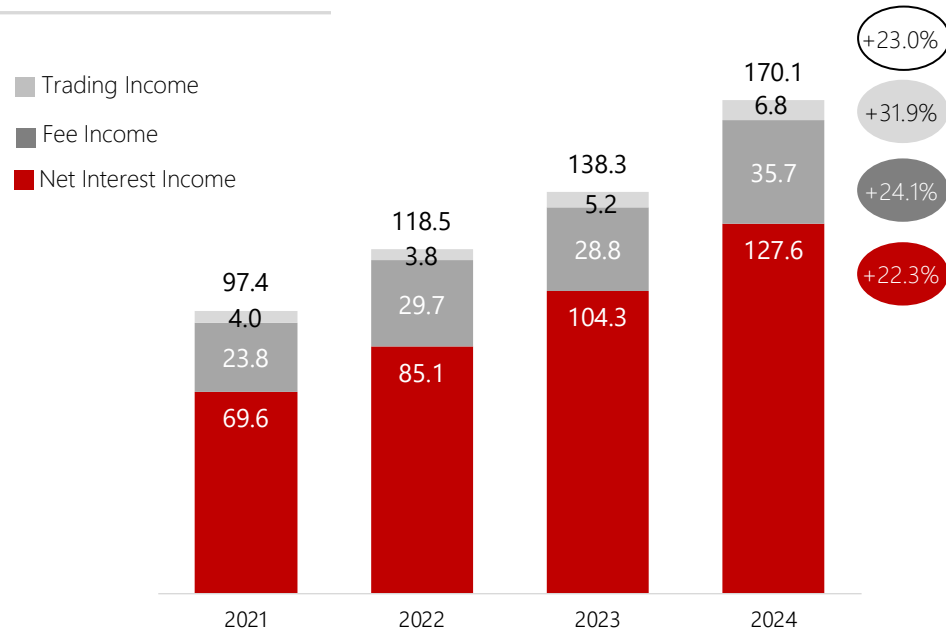
2022

2023

2024

## Stable and diverse revenue sources

Revenues (in P bn)



YoY Growth

+24.2%

+19.5%

+55.1%

+25.8%

+26.1%

+21.9%

+16.8%

+19.8%

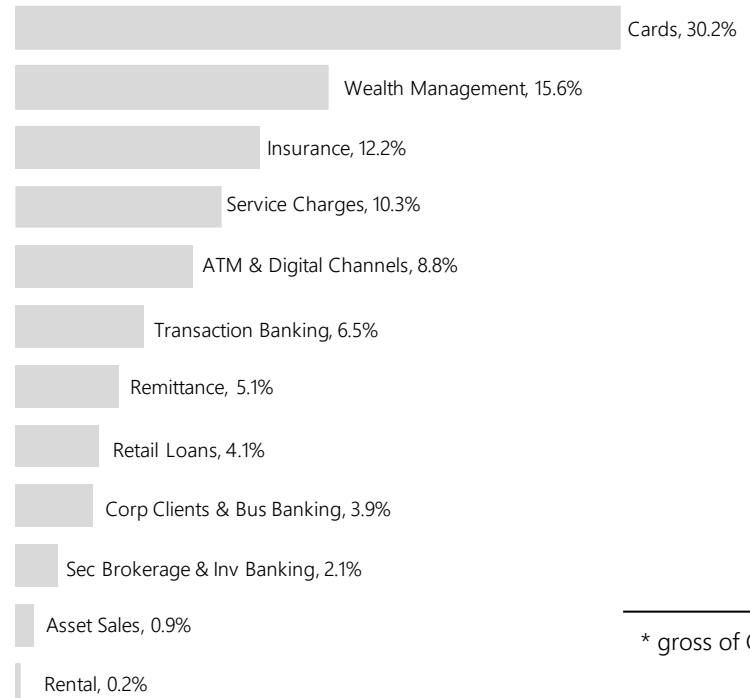
+24.5%

-27.7%

-29.2%

+4.5%

Ranked by Contribution to FY 2024 Fee Income\*



\* gross of GRT and Others

### Wealth Management



BPI has a leading asset management business in BPI Wealth (formerly known as BPI Asset Management and Trust Corp) with ₱1.53 trillion in AUM as of December 2024

### Credit card fees



BPI is one of the largest credit card issuers in the Philippines, with 3.0 million credit cards in circulation as of December 2024



BPI's credit cards offer market beating features to the mass market segment

### Insurance



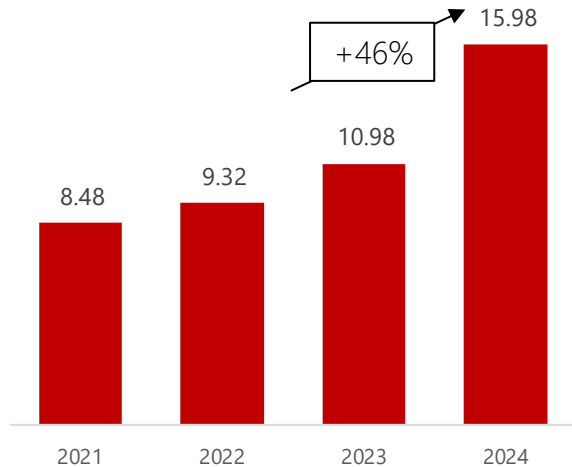
BPI is also a leading life insurance player through BPI AIA Life Assurance Corporation (formerly BPI Philam Life Assurance Corp), the fourth<sup>1</sup> largest by NBAPE, and BPI/MS Insurance Corporation the fourth<sup>1</sup> largest by GPW

<sup>1</sup> Insurance Commission Ranking Report as of December 2024

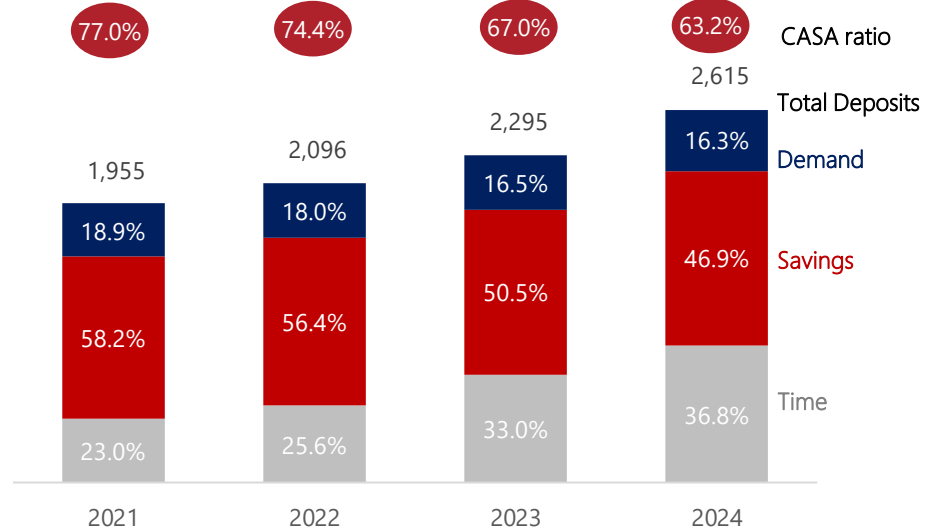
# Stable funding base supported by strong distribution network

BPI has a growing customer base that provides a stable source of funds

## Robust growth in customer base (million)

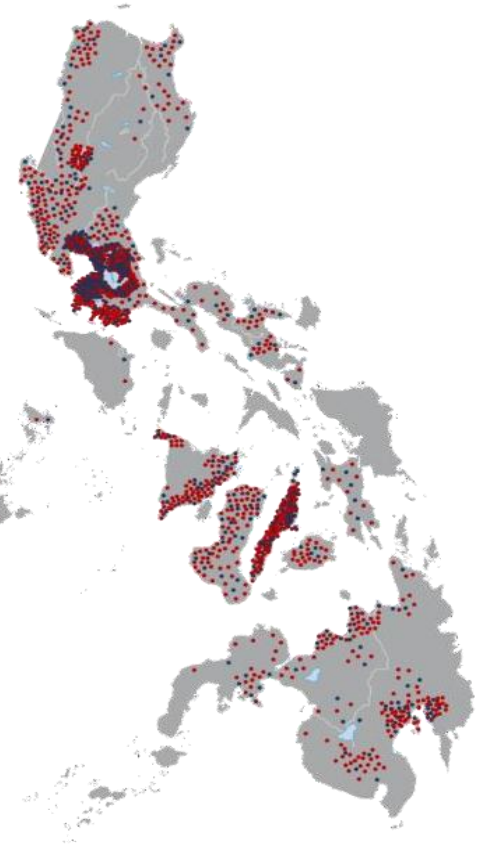


## One of the highest CASA ratios in the industry



## BPI has one of the largest branch network in the Phils

- ✓ **3 Distribution Channels**  
(1) branches (2) seven digital platforms (3) agency banking partners
- ✓ 15.98 mn customers
- ✓ 22 agency banking partners
- ✓ 1,252 branches (full service and BLUs)
- ✓ +6,400 partner stores
- ✓ 2,209 ATMs & 372 CAMs
- ✓ BPI's Jan 2022 merger with its subsidiary: BPI Family Savings Bank Inc allowed BPI to optimize its branch footprint
- ✓ BPI also maintains 126 remittance tie-ups and correspondent relationships with 29 banks and financial institutions globally



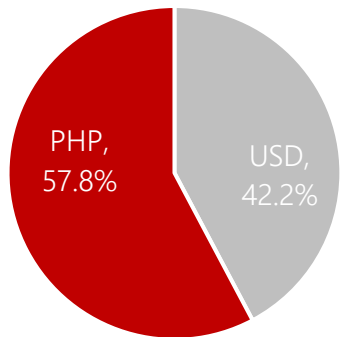
## Stable funding base supported by strong distribution network

### BPI Group's Debt Issuance Program

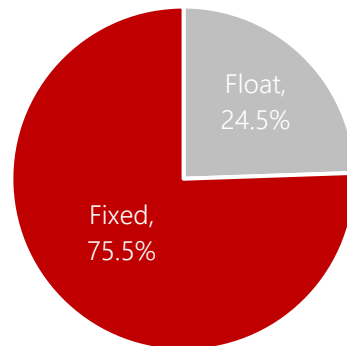
2024	Orig Currency	Amount (in Php mn)	Interest Rate	Term	Rem Term	Issue Date	Maturity Date
Fixed Rate Bond	PHP	36,660	6.4250%	1.50	0.36	13-Nov-23	13-May-25
Fixed Rate Bond	PHP	33,700	6.2000%	1.50	1.11	09-Aug-24	09-Feb-26
Promissory Note	PHP	5,000	4.8500%	4.99	2.27	11-Apr-22	08-Apr-27
Fixed Rate Bond	USD400mn	23,206	5.2500%	5.00	4.24	26-Mar-24	26-Mar-29

BPI also issued a 3-year 250 mn USD private placement bond and a 3-year 300 million USD syndicated loan both floating rate and will mature in 2026

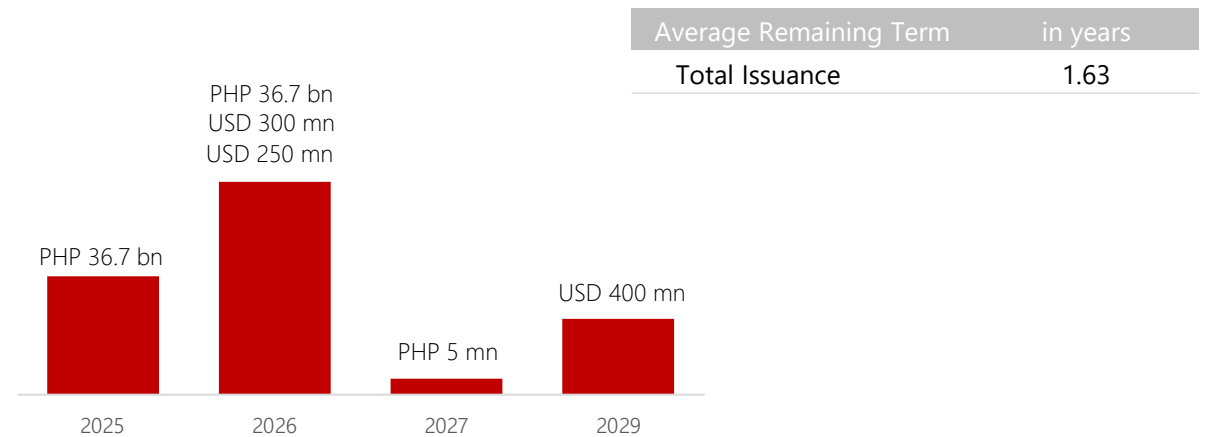
#### Currency Profile



#### Fixed and Floating



#### Debt Maturity Profile

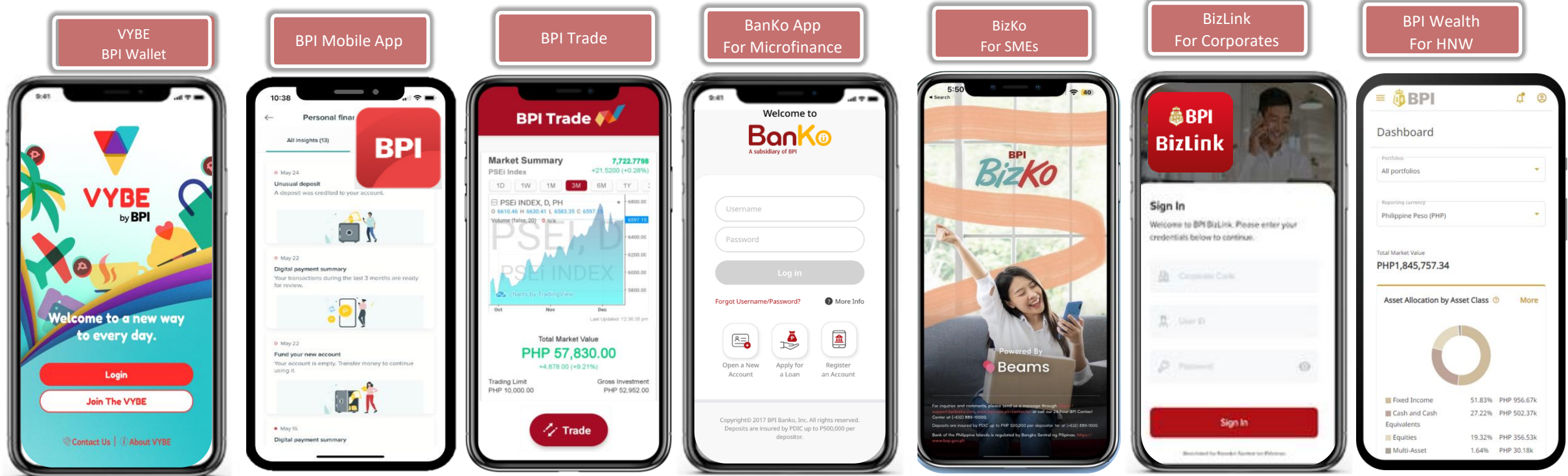


Average Remaining Term	in years
Total Issuance	1.63

Note: Issuances only, excludes Repo transactions

DEC 2024 USD/PHP EOP rate: 58.014

## 7 Digital Engagement Platforms



# Expanding distribution channels thru Agency Banking



**6.4K**  
**MAY BPI DITO**  
PARTNER STORES

**BANKING**

- ✓ **MORE Accessible**
- ✓ **MORE Convenient**
- ✓ **MORE Inclusive**  
*to achieve financial wellness*



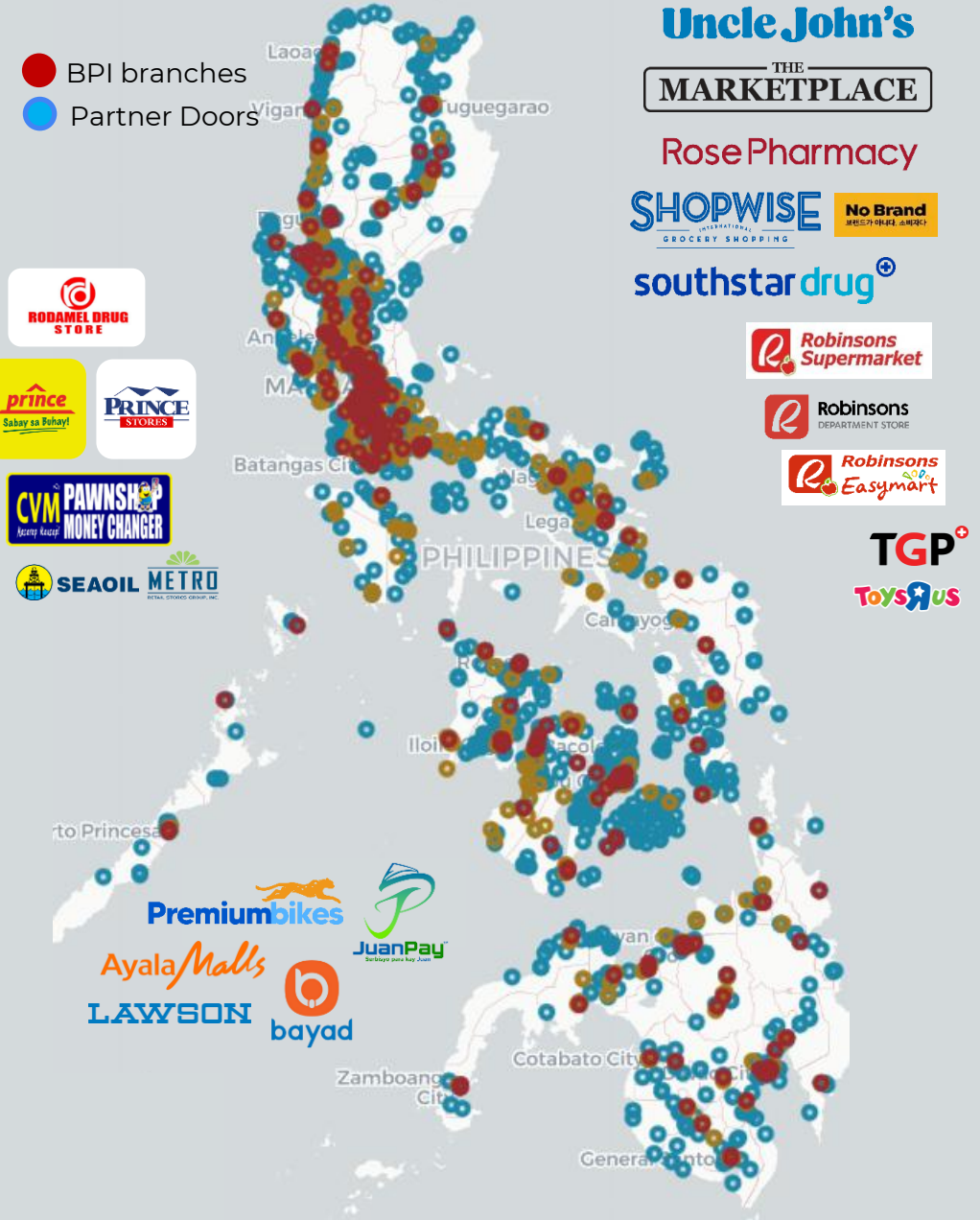
**EXPANDED  
COVERAGE**

*More locations that's  
closer to you*



**EXTENDED  
HOURS**

*More time to fit  
in your schedule*





## Experienced management and strong performance culture

BPI's senior management has an average tenure with the Bank of over 20 years



**Jaime Augusto  
Zobel de Ayala**  
Chairman / Director



**Fernando  
Zobel de Ayala**  
Director



**Ma. Cristina Go**  
Head, Consumer Banking



**Maria Theresa Marcial**  
President & CEO,  
BPI Wealth



**Eugenio Mercado**  
Head, Enterprise  
Operations



**Elfren Antonio Sarte**  
Head, Payments Council



**Juan Carlos Syquia**  
Head, Institutional  
Banking



**Cezar Consing**  
Vice Chairman / Director



**Jose Teodoro Limcaoco**  
President & CEO



**Dino R. Gasmen**  
Treasurer



**Jose Raul E. Jereza IV**  
Head, Agency Banking



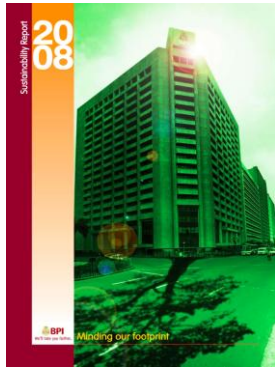
**Jenelyn Z. Lacerna**  
Head, Mass Retail



**Eric M. Luchangco**  
Chief Finance Officer &  
Chief Sustainability Officer

## BPI's Sustainability Journey

2008



- **1st Sustainable Energy Finance (SEF) Program** in partnership with IFC
- **1st Sustainability Report** published using the GRI framework
- On-boarding of IFC's technical consultants in 2009

2010



- BPI-WWF Business Risk Assessment and Management of Climate Change Impacts (**BRAMCCI 16-City**) Study, concluded in 2014
- BPI Head Office Energy Audit (Chillers)

2012

- **1st bank in USAID Credit Guarantee Program** for countryside SMEs
- **Sustainability Office** established
- Transition to **LED lights and inverter type air conditioners** in branches and offices

2017



- **1st <IR> Integrated Report** on financial & non-financial disclosures
- Reporting on BPI's **contributions to the UN SDGs**
- Use of **IFC EDGE** criteria for qualifying green buildings

2015

- Launch of **BPI Direct Banko** targeting MSMEs
- BPI stake in **CARD MRI** (microfinance)
- **REDAS** initiative for earthquake risk reduction

2014

Let's  
bank on  
shared value

2014 Sustainability Report



- **Sustainability Strategy Framework** based on Creating Shared Value
- **BRAMCCI 16-City Full Study Roadshow**
- Launch of the **Sustainable Development Finance (SDF) Program** (replacing the SEF Program), with **Climate Resilience**

## BPI's Sustainability Journey

2018



- **Integrated Report**
- **External assurance** for non-financial disclosures by DNV-GL
- Launch of **Business Banking Group** targeting SMEs
- **Ayala Sustainability Blueprint**



2019

- Established **BPI Green Finance Framework**
- **2 Green Bonds** issued
- Inclusion of **Sustainable Agriculture** to the SDF Program
- Reported on Green Bonds use of proceeds and impact with Sustainalytics Second Party Opinion
- Inclusion of **Hazard Hunter** results collateral valuation



2020

- Established **BPI Sustainable Funding Framework** (replacing the Green Finance Framework)
- Issued **COVID Action Response (CARE) Bonds**
- FIRST and ONLY Philippine bank to participated in **CDP's pilot questionnaire**
- 1st partner bank of PHILGUARANTEE for a guarantee facility for MSMEs hit by COVID
- **Environmental Risk Assessment (ERA)** of bank & client assets
- Reported on Sustainability Accounting Standards Board (SASB) standards for Commercial Banks

2021

- Board approval of **BPI Sustainability Agenda**
- BPI commits to **zero-out coal financing by 2032**
- 1st Philippine bank to sign up as a **supporter of the Task-Force on Climate-related Financial Disclosures**

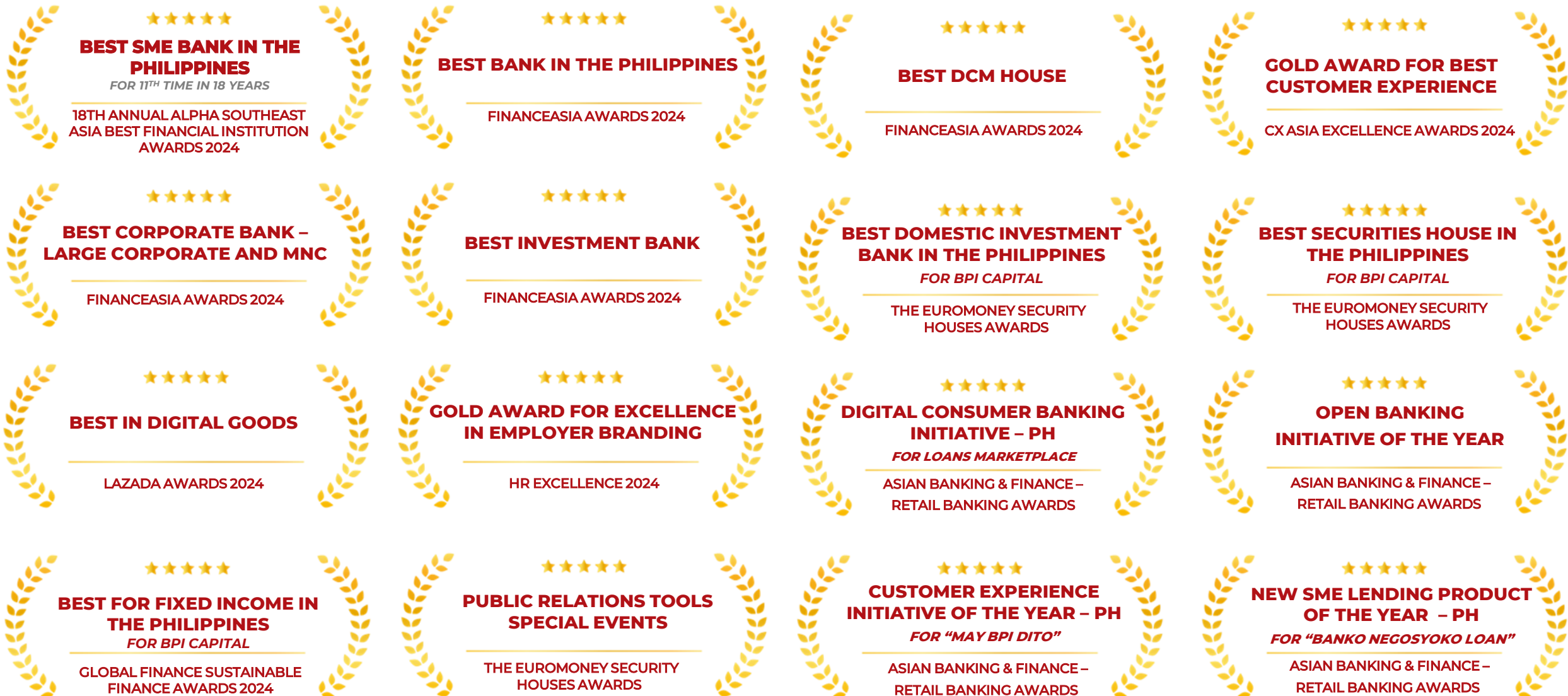


## BPI's Sustainability Journey





# 2024 INSTITUTIONAL AWARDS



# 2024 INSTITUTIONAL AWARDS



# 2024 ESG AWARDS

Record high of 18 ESG-focused awards and recognitions received in 2024

## FINANCE-RELATED AWARDS

### BEST SUSTAINABLE BANK IN THE PHILIPPINES

FOR 5 CONSECUTIVE YEARS

FINANCE ASIA AWARDS 2024

### BIGGEST ESG IMPACT IN THE PHILIPPINES

FOR 2 CONSECUTIVE YEARS

FINANCE ASIA AWARDS 2024

### BEST BANK FOR SUSTAINING COMMUNITIES IN THE ASIA PACIFIC

GLOBAL FINANCE SUSTAINABLE FINANCE AWARDS 2024

### SUSTAINABLE FINANCE AWARDS WINNER FOR THE PHILIPPINES

FOR 3 CONSECUTIVE YEARS

GLOBAL FINANCE SUSTAINABLE FINANCE AWARDS 2024

### EXCELLENCE AWARD

FOR THE SUSTAINABLE DEVELOPMENT FINANCE (SDF) PROGRAM

ESG BUSINESS AWARDS 2024

### BEST SOCIAL BOND

FOR THE BPI RISE BONDS

THE ASSET TRIPLE A SUSTAINABLE FINANCE AWARDS

### BEST SUSTAINABLE BANK IN THE PHILIPPINES

FOR 2 CONSECUTIVE YEARS

THE ASSET TRIPLE A SUSTAINABLE FINANCE AWARDS

### PHILIPPINES DOMESTIC SUSTAINABLE FINANCE INITIATIVE OF THE YEAR

ASIAN BANKING & FINANCE WHOLESALE BANKING AWARDS

### ESG PROGRAM OF THE YEAR SILVER

FOR 2 CONSECUTIVE YEARS

ASIAN BANKING & FINANCE RETAIL BANKING AWARDS

### TOP SUSTAINABILITY ADVOCATES IN ASIA

FOR 3 CONSECUTIVE YEARS

ACES AWARDS 2024

### BEST SUSTAINABLE BANK IN THE PHILIPPINES

FOR 3 CONSECUTIVE YEARS

INTERNATIONAL BUSINESS MAGAZINE AWARDS 2024

### SUSTAINABILITY COMPANY OF THE YEAR

PART OF THE CIRCLE OF EXCELLENCE FOR 3 CONSECUTIVE YEARS

ASIA CEO AWARDS 2024

### HIGHEST ESTIMATED GREEN HOUSE GAS EMISSIONS MITIGATED

INTERNATIONAL FINANCE CORPORATION (IFC): CLIMATE ASSESSMENT FOR FINANCIAL INSTITUTIONS (CAFI) AWARD 2024

### MARKET LEADER IN ENVIRONMENTAL, SOCIAL, AND GOVERNANCE (ESG)

FOR 3 CONSECUTIVE YEARS

EUROMONEY MARKET LEADERS

### BEST ESG INITIATIVE

CORPORATE TREASURER AWARDS 2024

## MEDIA-RELATED AWARDS

### SUSTAINABILITY CHAMPION HONOREE

MANILA BULLETIN SUSTAINABILITY FORUM 2024

### PUBLIC RELATIONS TOOLS SPECIAL EVENTS

FOR THE SUSTAINABILITY AWARENESS MONTH

59<sup>th</sup> ANVIL AWARDS

### BEST PR CAMPAIGN: BANKING / FINANCIAL SERVICES

FOR THE SUSTAINABILITY AWARENESS MONTH

MARKETING-INTERACTIVE PR AWARDS 2024

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





For your comments and queries contact us via:  
[investorrelations@bpi.com.ph](mailto:investorrelations@bpi.com.ph)  
<https://www.bpi.com.ph/>

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**Scan** the  
QR code here



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