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# BPI Investor Presentation

## 2Q and 1H 2025

# 2Q and 1H 2025 Performance Highlights



## Profitability

- 1H25 net income at P32.96 billion, driven by strong revenues
- Positive jaw was sustained despite continued investment in technology and manpower
- Sustained profitability with ROE at 14.93% and ROA at 2.01%

## Balance Sheet

- Loans reached P2.4 trillion, up 14.1% YoY; Deposits stood at P2.6 trillion, up 6.5% YoY
- Strong balance sheet with liquidity and capital ratios that are well above regulatory requirements
- Maintained healthy capital position: indicative CET1 at 14.47%; CAR at 15.27%

## Asset Quality

- Increase in NPL ratio is attributed to the strategic expansion of non-institutional loans
- Asset quality remained robust, with adequate coverage
- NPL ratio at 2.25%, NPL cover at 97.05% and BSP Cover 941 at 123.80%

## Growth

- Further expanded customer franchise with 17.1 million client base
- Agency Banking is transforming distribution and driving scalable growth
- Teachers and Motorcycle Loans are emerging as high growth opportunities

# Profitability – 1H



<i>In P bn</i>	1H 2024	1H 2025	YoY
Net Interest Income	61.25	71.15	16.2%
Non-Interest Income	19.92	21.40	7.4%
Trading Income	0.74	1.60	115.5%
Forex Income	2.19	1.26	-42.7%
Fee Income	16.99	18.54	9.1%
Net Revenues	81.18	92.55	14.0%
Opex	38.27	42.75	11.7%
PPOP	42.90	49.81	16.1%
Provisions	3.00	7.25	141.7%
NIBT	39.90	42.56	6.6%
Income Taxes	9.19	9.39	2.2%
Net Income	30.56	32.96	7.8%

- Net income of P32.96 billion, up 7.8% YoY, predominantly driven by revenues
  - Net Interest Income, up 16.2% YoY, driven by loan growth at 14.1%, and continued NIM expansion at 32bps
  - Trading income, up 115.5%, offset by the decline in forex income
  - Fee income, up 9.1%, backed by increase in customer base and volume
- Provisions more than doubled to cover for ECL changes
- Still, revenue growth more than offset the growth in operating expenses and provisions

# Profitability – QoQ



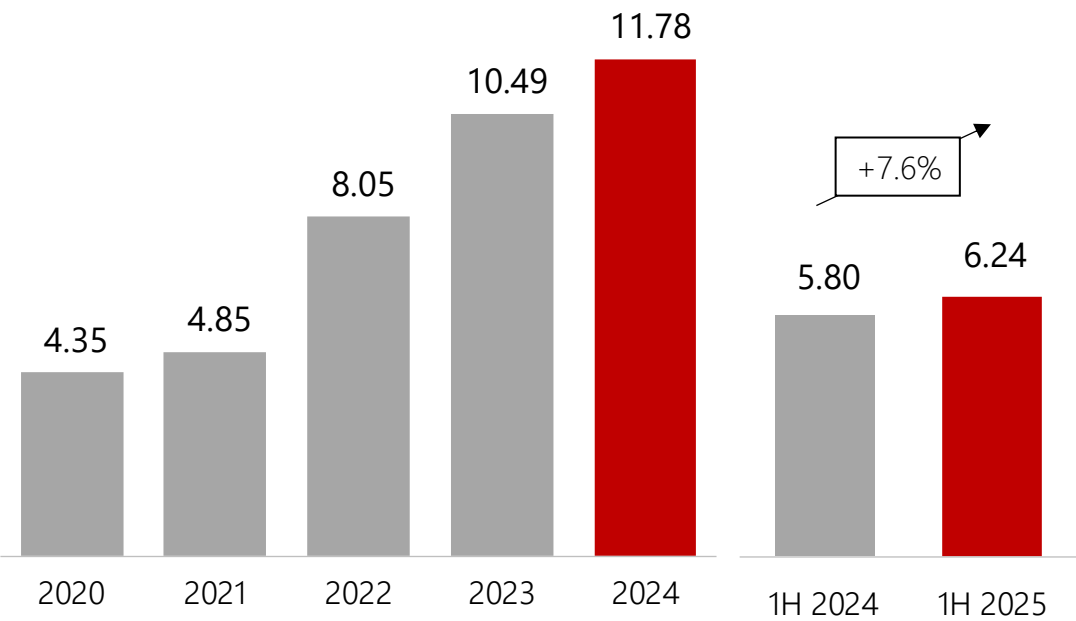
<i>In P bn</i>	1Q 2025	2Q 2025	QoQ
Net Interest Income	34.42	36.74	6.7%
Non-Interest Income	10.29	11.11	8.0%
Trading Income	0.42	1.18	180.2%
Forex Income	0.61	0.64	4.9%
Fee Income	9.25	9.29	0.4%
Net Revenues	44.70	47.85	7.0%
Opex	20.30	22.45	10.6%
PPOP	24.40	25.40	4.1%
Provisions	3.00	4.25	41.7%
NIBT	21.40	21.15	-1.2%
Income Taxes	4.68	4.71	0.6%
Net Income	16.64	16.32	-2.0%

- Revenue growth was offset by higher operating expenses and provision, leading to a decline in net income
- Sustained loan expansion, up 3.1% and NIM, up 18bps, supported the increase in net interest income, up 6.7%
- Strong growth in forex and trading income, contributed to an 8.0% increase in non-interest income
- Opex was impacted by delayed booking of prior-period expenses

# Shareholder Returns

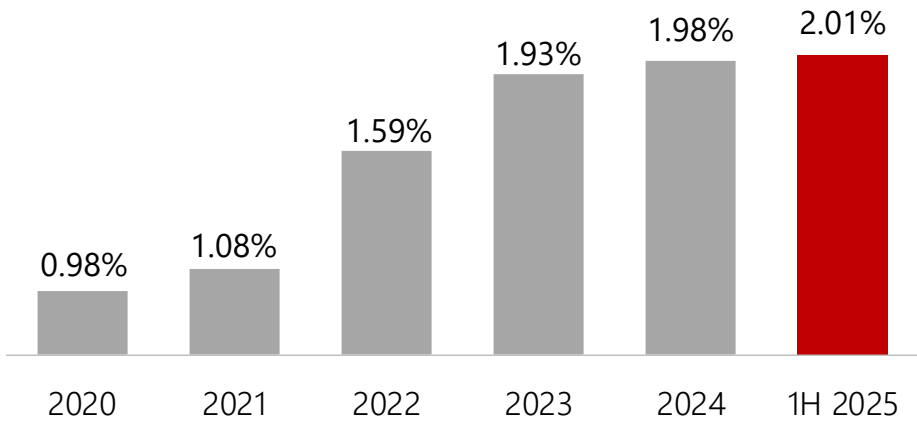


Earnings per Share\*

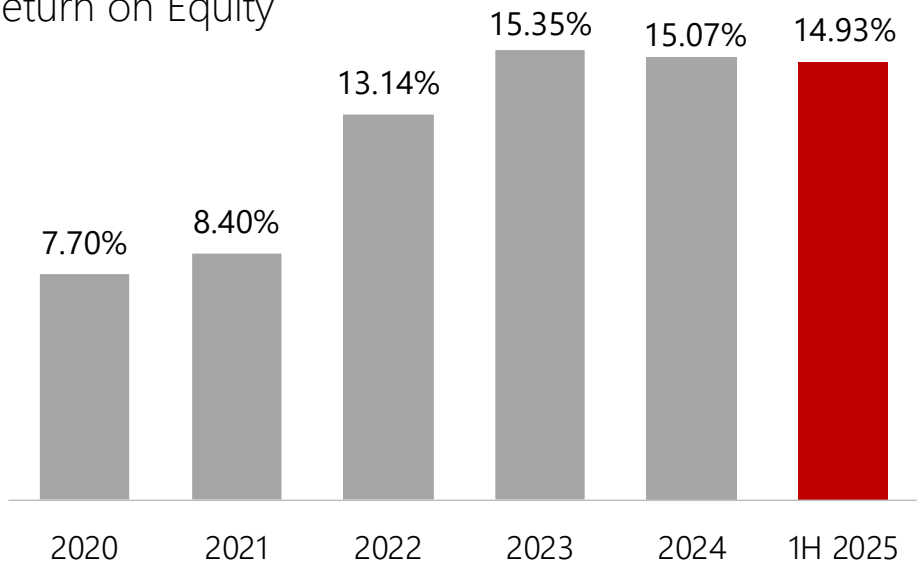


\*(1) For full year EPS: weighted number of shares used in the calculations are net of property dividends of 406,179,276 common shares issued from treasury shares  
(2) 2022 EPS includes impact of one-off sale of asset; net of one-off, 2022 EPS growth was 50.2%

Return on Assets



Return on Equity

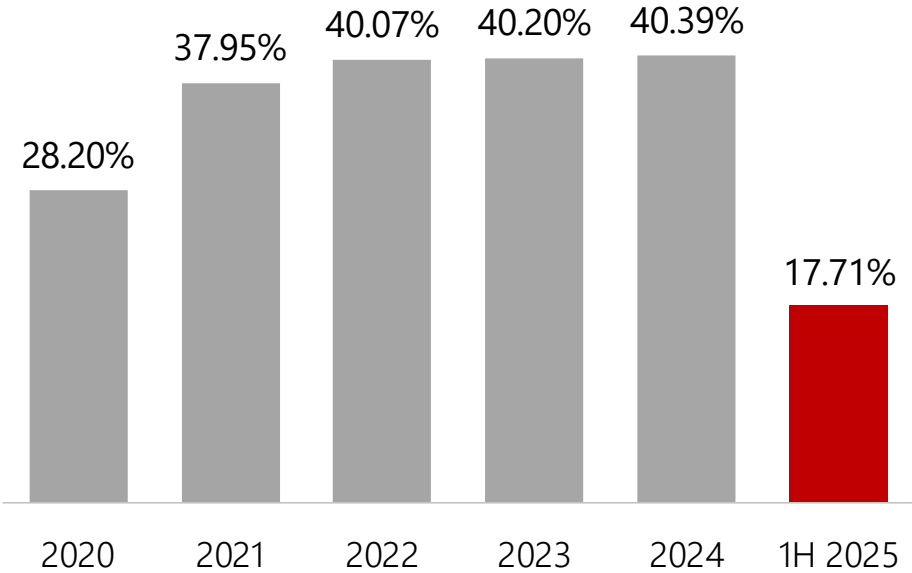
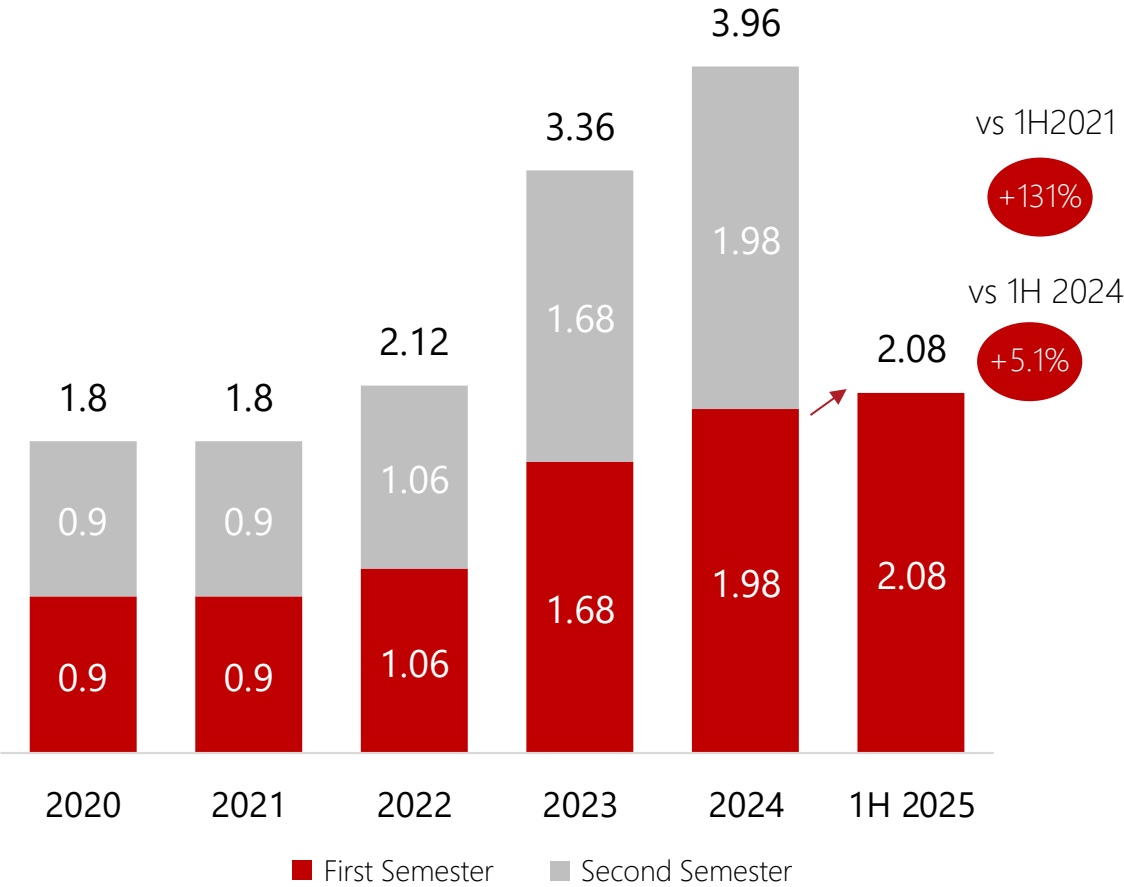


# Capital Distribution



Dividend per Share

Dividend Payout



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

# Balance Sheet



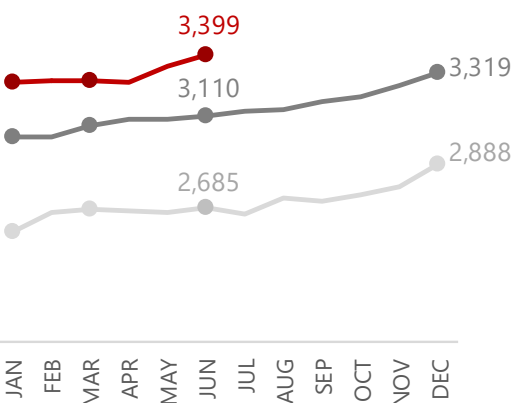
Loan and deposit growth remained above industry averages; LDR continued to increase on persistent loan growth

## ASSETS

₱3,399B

119.6B +3.6% vs. Last Quarter  
289.4B +9.3% vs. Last Year

Outstanding

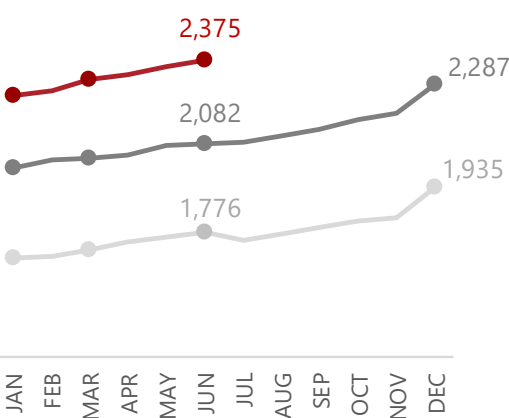


## GROSS LOANS

₱2,375B

70.5B +3.1% vs. Last Quarter  
292.7B +14.1% vs. Last Year

Outstanding

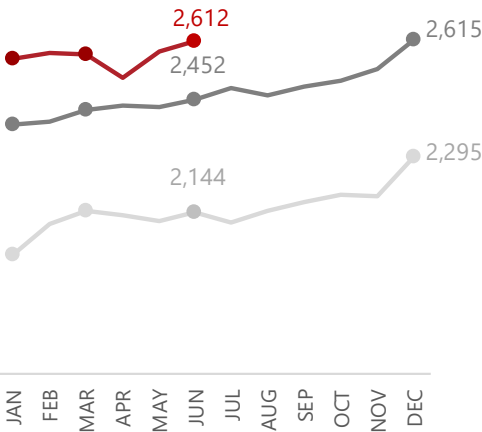


## DEPOSITS

₱2,612B

35.3B +1.4% vs. Last Quarter  
159.9B +6.5% vs. Last Year

Outstanding



## LOANS TO DEPOSIT

90.92%

+149bps vs. Last Quarter  
+601bps vs. Last Year

## CASA RATIO

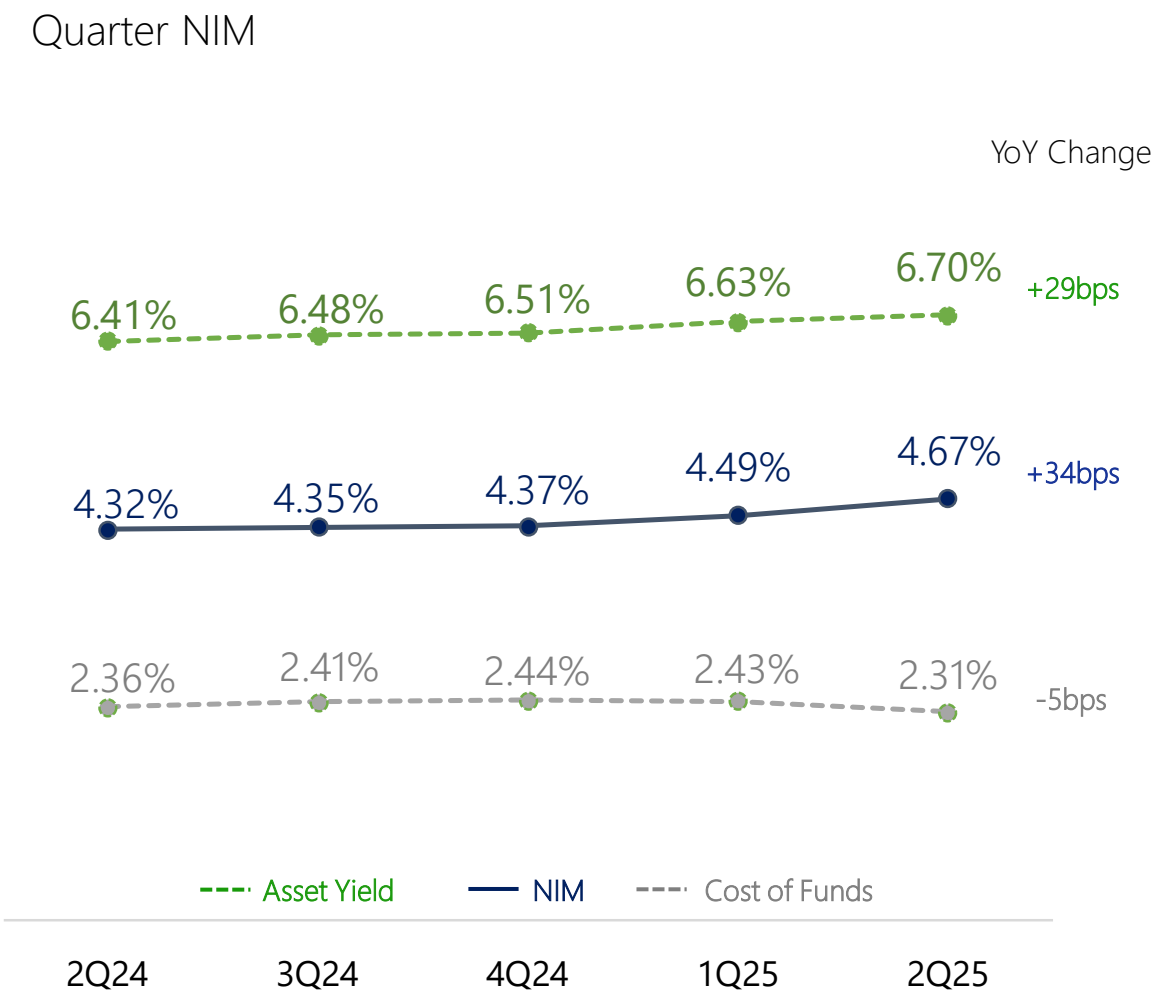
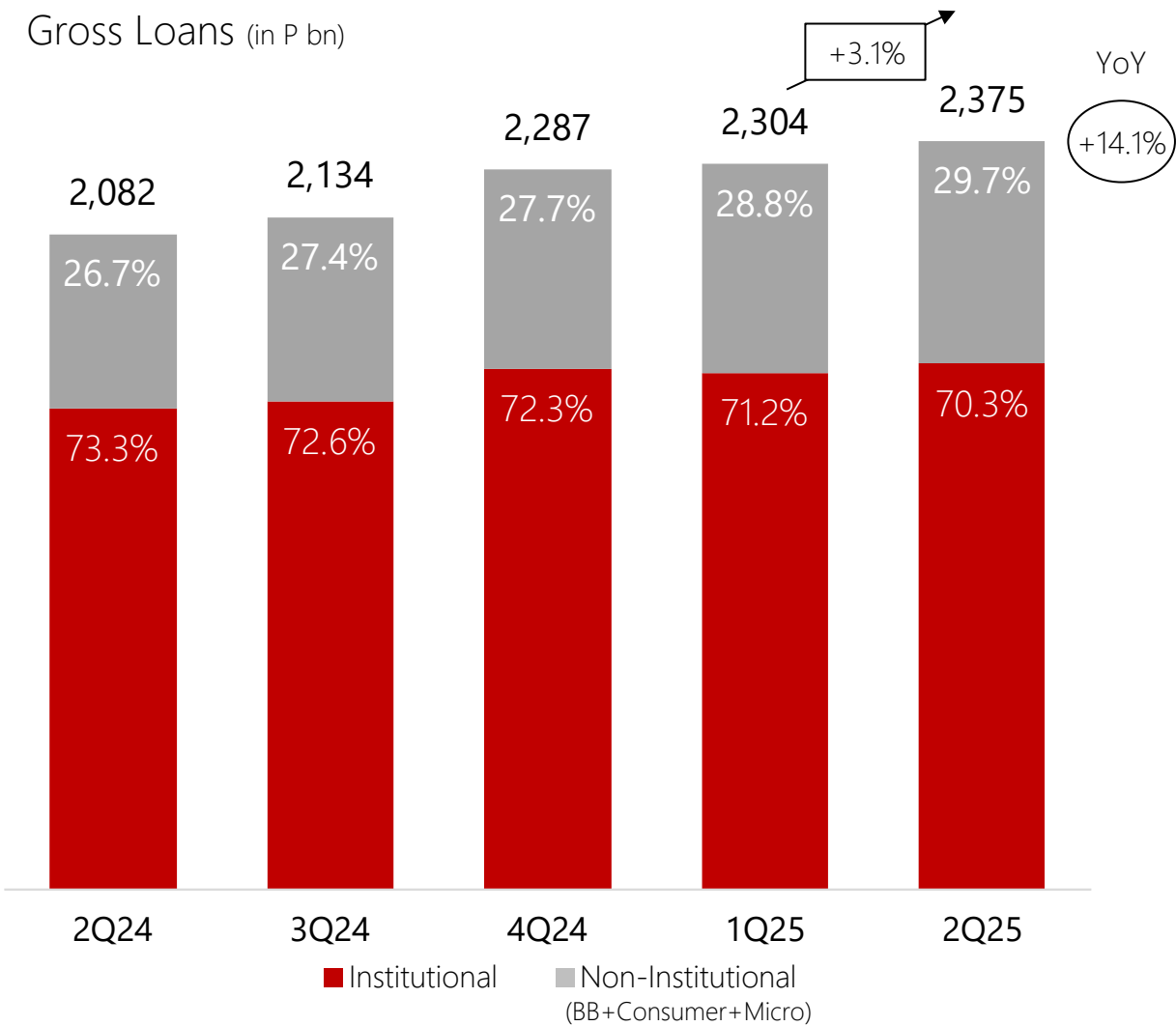
62.45%

-5bps vs. Last Quarter  
-227bps vs. Last Year

# Loans and Quarter NIM



Acceleration in loan growth driven by a rising share of the non-institutional segment in the lloan mix

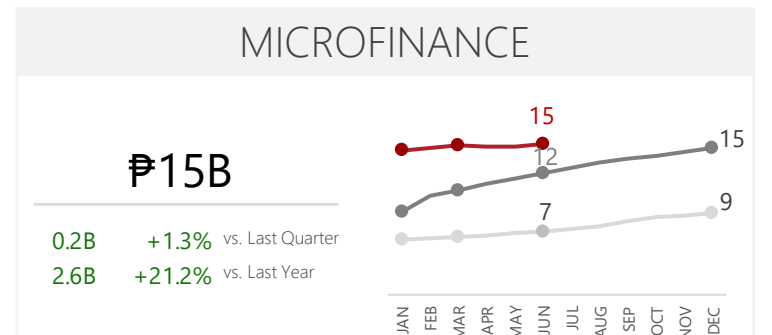
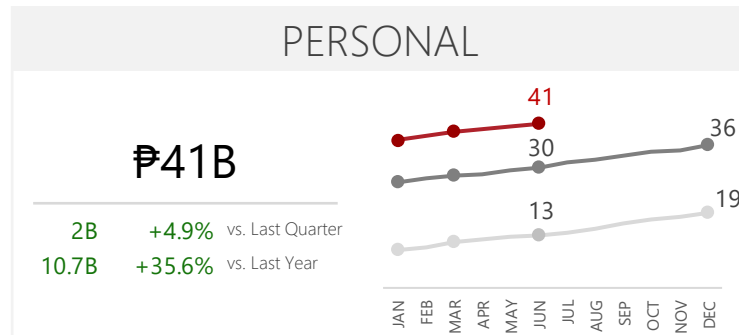
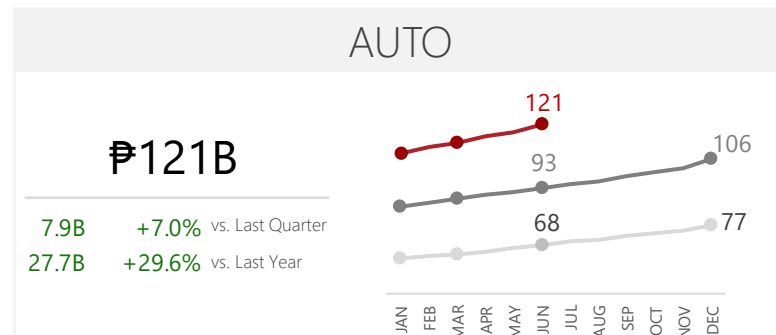
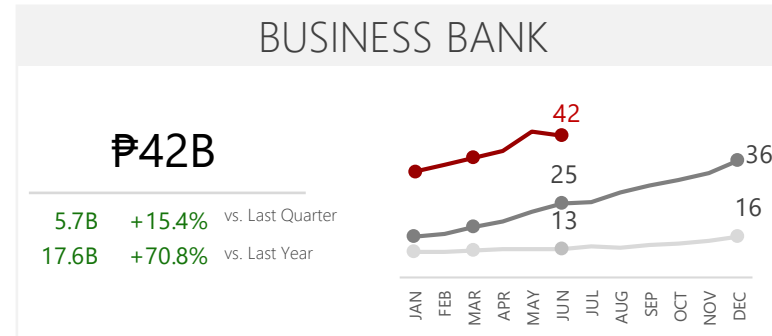
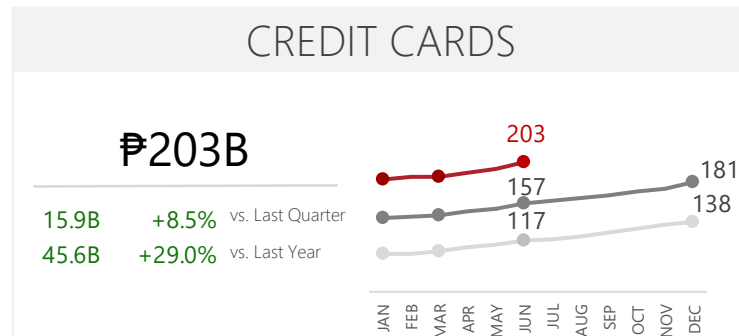
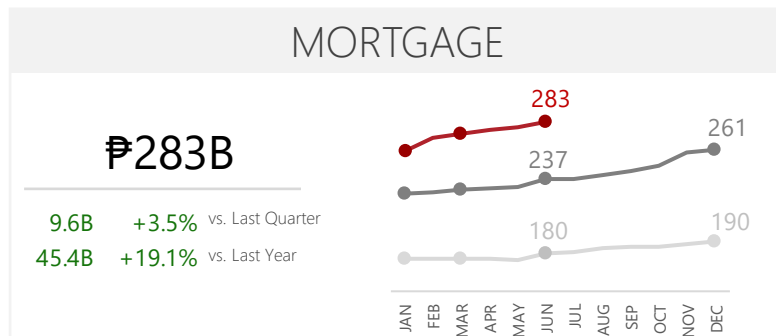
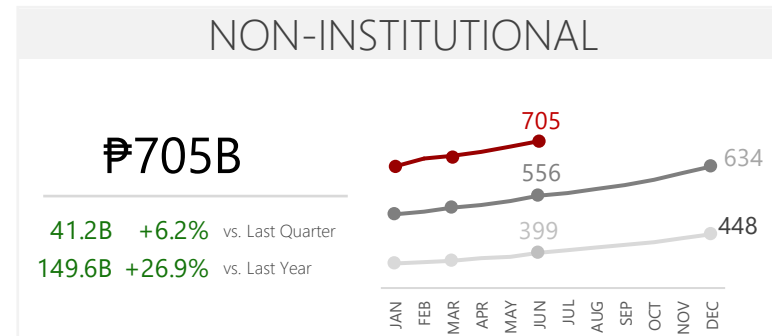
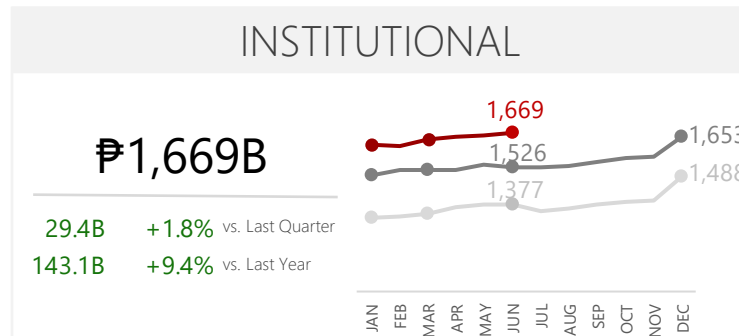
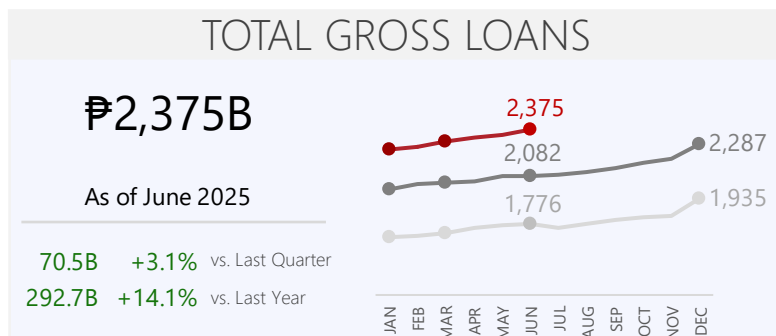




# Loans by Segment



Consistent growth across all segments, led by non-institutional portfolios, up 26.9% YoY; non-institutional accounts for 29.7% of the loan mix, up 301bps YoY

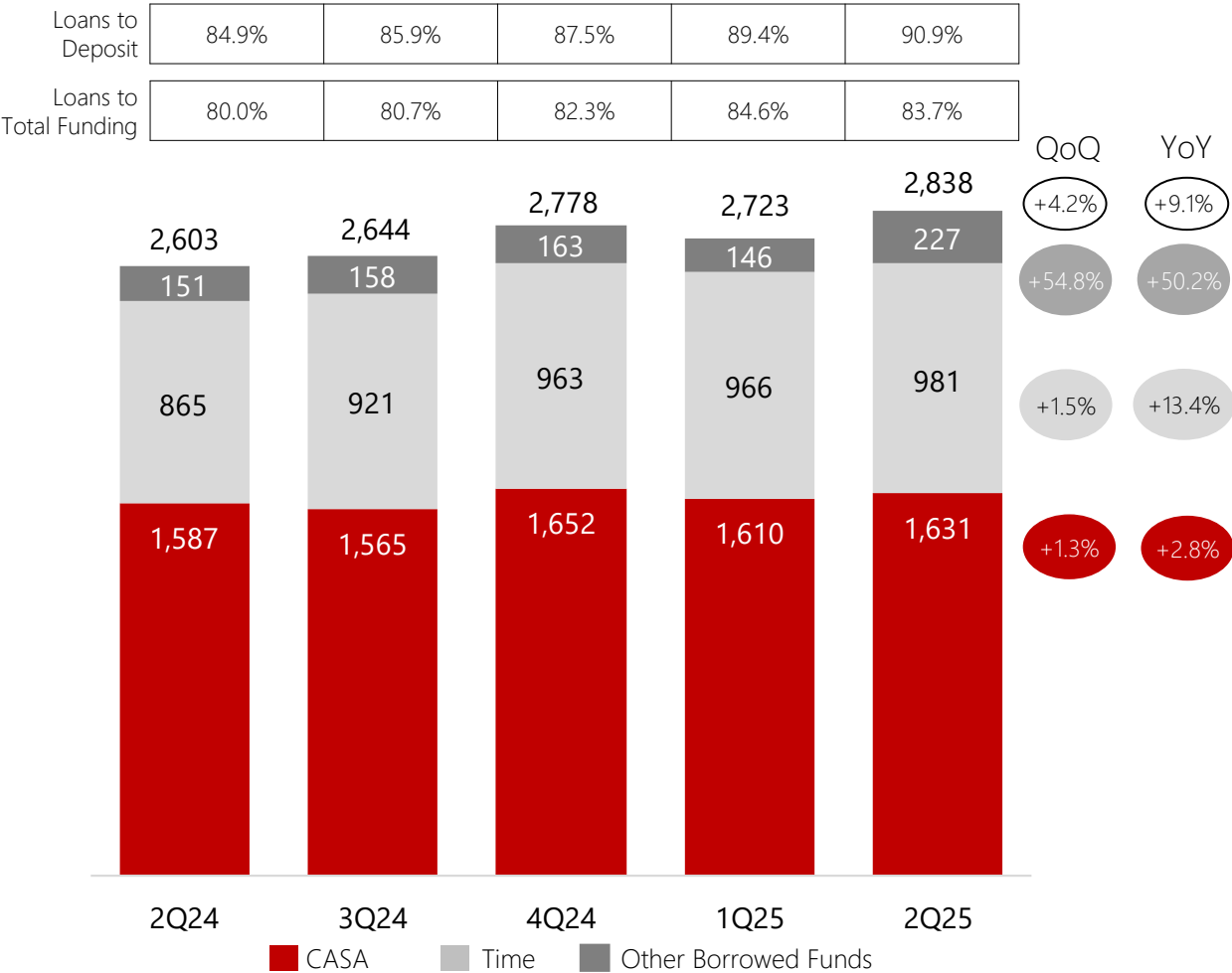


# Total Funding

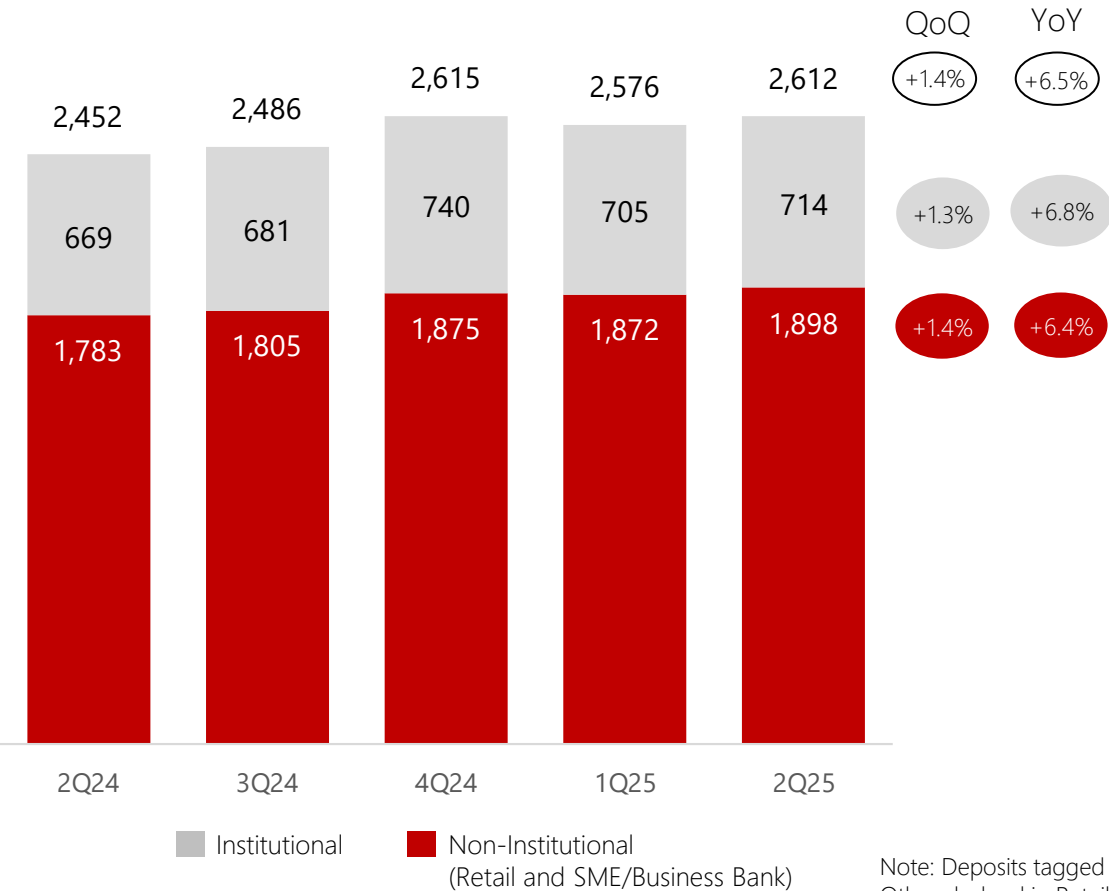


Increase in total funding primarily driven by TD, with borrowing gradually becoming a more prominent funding source

Total Funding (in P bn)



Deposit Base (in P bn)

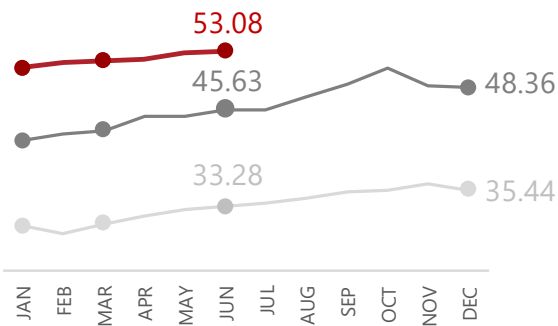


# Provisions and Asset Quality



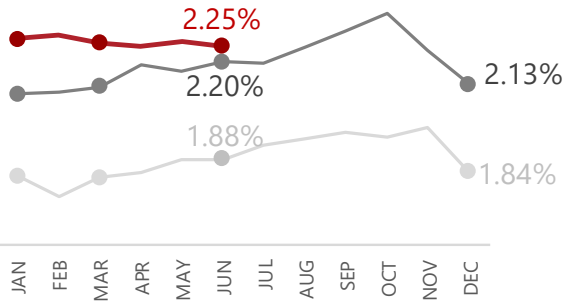
NPL LEVEL (in ₱ bn)

**₱53.08B** | **1B +2.5%** vs. Last Quarter  
**7.5B +16.3%** vs. Last Year



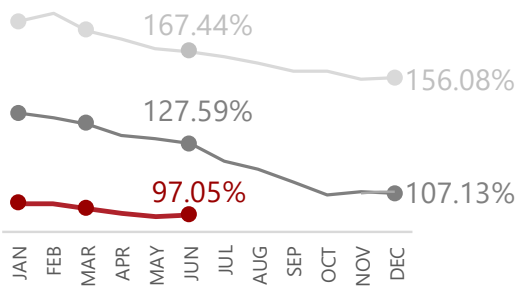
NPL RATIO

**2.25%** | **-1bps** vs. Last Quarter  
**5bps** vs. Last Year

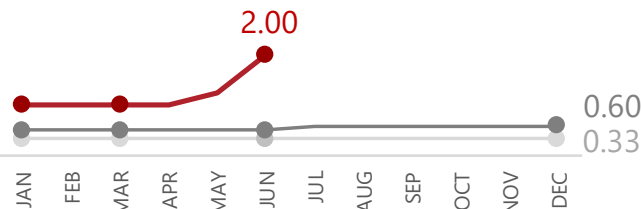


NPL COVER, PRFS 9

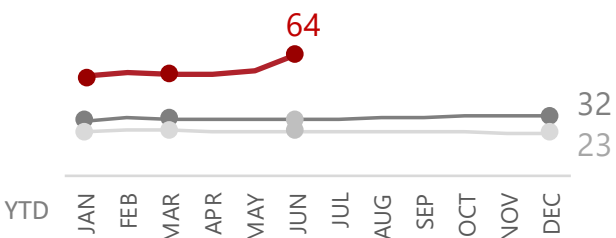
**97.05%** | **-3ppts** vs. Last Quarter  
**-31ppts** vs. Last Year



PROVISIONS (in ₱ bn)

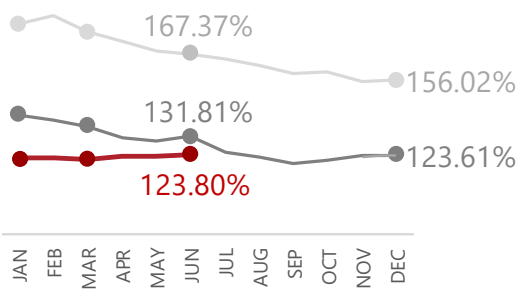


CREDIT COST (in bps)



NPL COVER, BSP Cir. 941

**123.80%** | **2ppts** vs. Last Quarter  
**-8ppts** vs. Last Year



# NPL Ratio and Cover per Segment



2023

2024

2025

## TOTAL

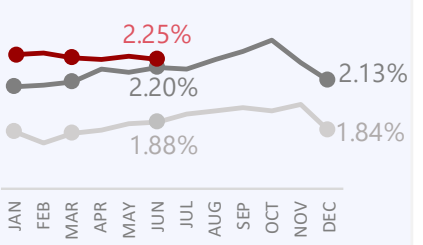
2.25%

As of June 2025

-1bp vs. Last Quarter

+5bps vs. Last Year

97.05% NPL Cover



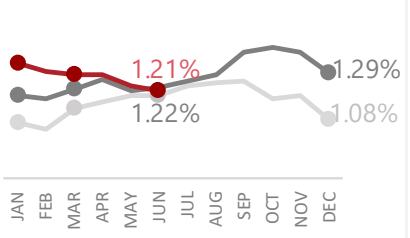
## INSTITUTIONAL

1.21%

-8bps vs. Last Quarter

-1bps vs. Last Year

127.35% NPL Cover



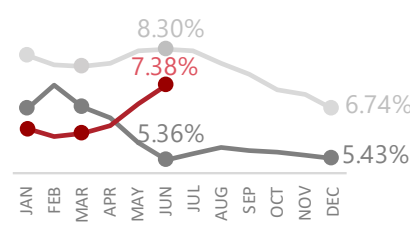
## BUSINESS BANK

7.38%

+130bps vs. Last Quarter

+202bps vs. Last Year

89.93% NPL Cover



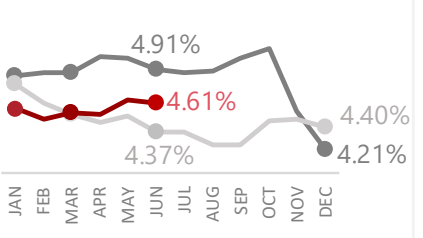
## MORTGAGE

4.61%

+7bps vs. Last Quarter

-30bps vs. Last Year

23.56% NPL Cover



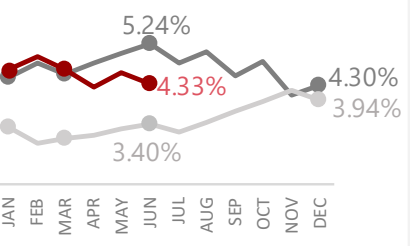
## CREDIT CARDS

4.33%

-31bps vs. Last Quarter

-91bps vs. Last Year

149.86% NPL Cover



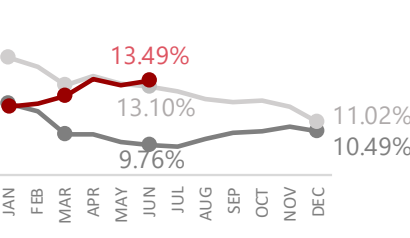
## MICROFINANCE

13.49%

+92bps vs. Last Quarter

+372bps vs. Last Year

87.96% NPL Cover



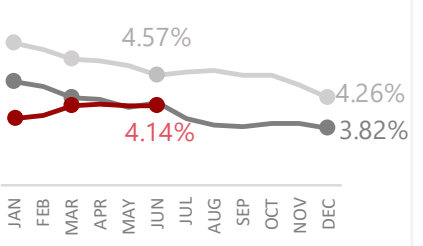
## AUTO

4.14%

-0.3bps vs. Last Quarter

-5bps vs. Last Year

70.71% NPL Cover



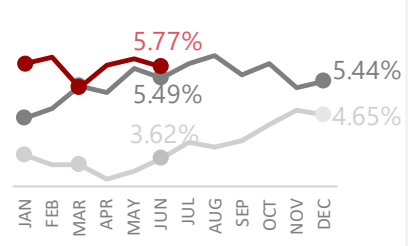
## PERSONAL

5.77%

+50bps vs. Last Quarter

+28bps vs. Last Year

102.51% NPL Cover



## NPL Coverage Ratios

NPL Cover, PFRS 9: 97.05%

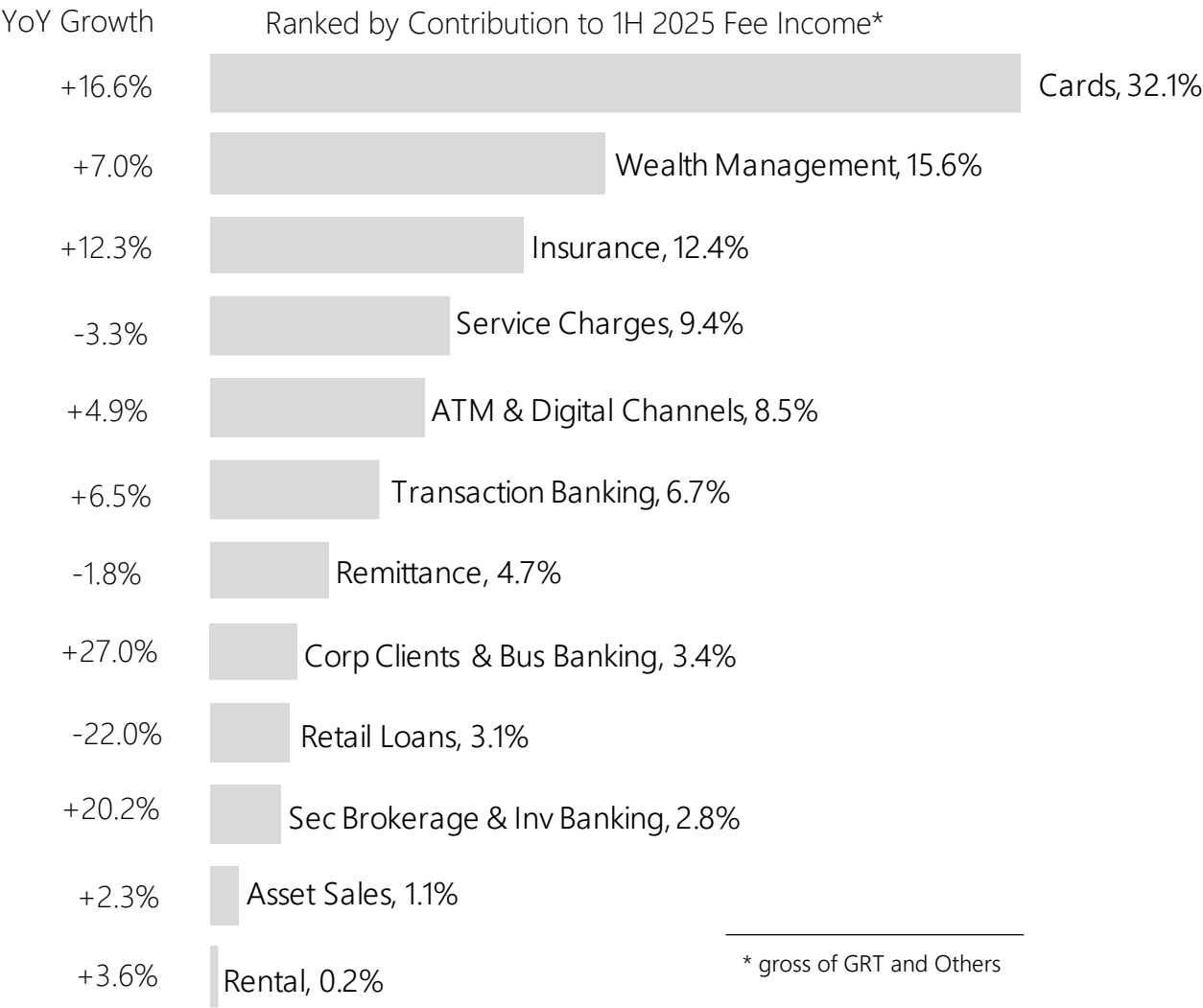
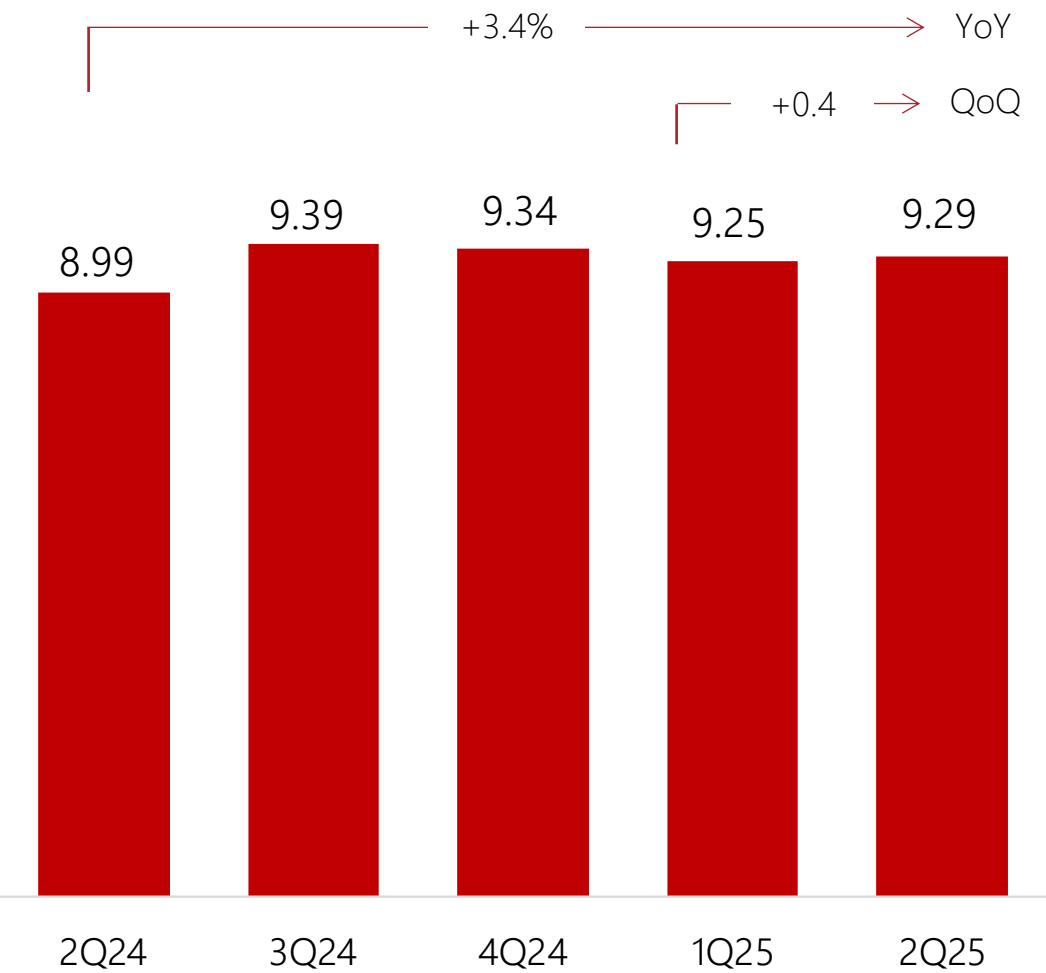
NPL Cover, BSP Cir. 941: 123.80%

# Fee Income

Strong contribution from largest businesses



Amounts in P bn

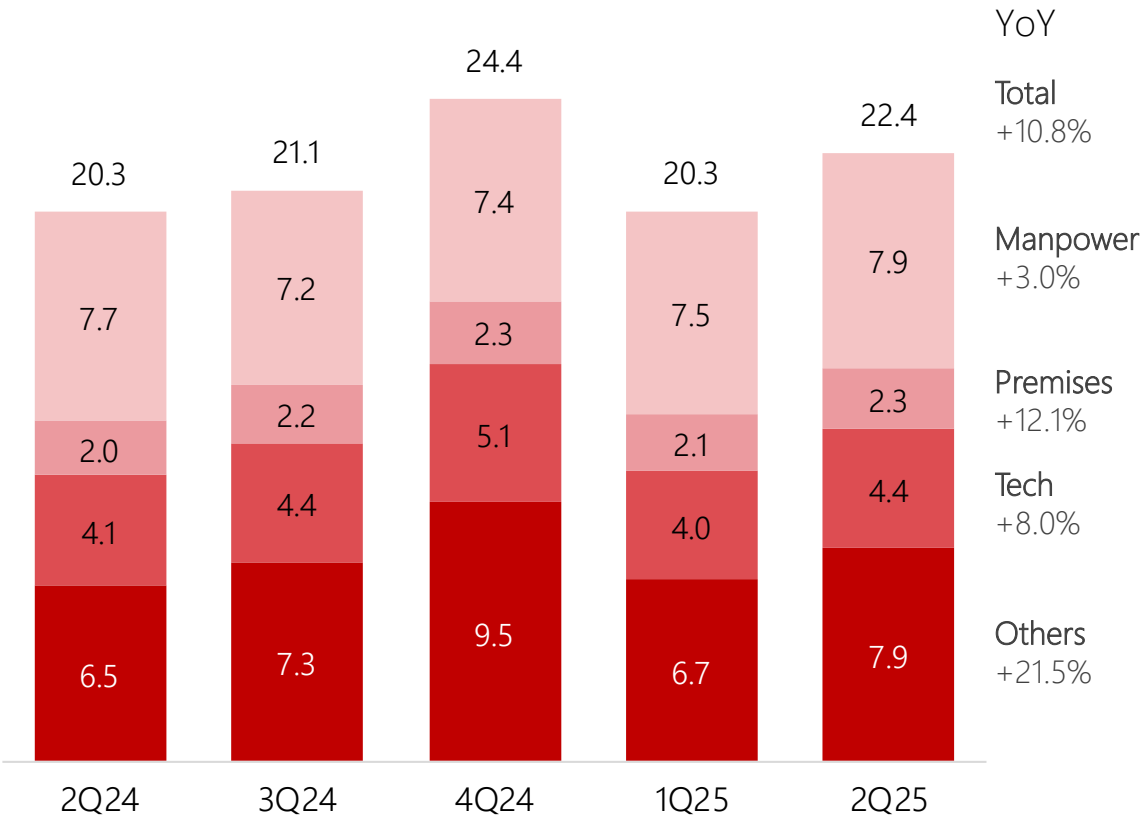


# Operating Expenses

Lower Cost-to-Income ratio reflects continued gains from operational efficiencies



Amounts in P bn



	2020	2021	2022	2023	2024	1H 2025
Cost-to-Income	47.3%	52.1%	48.9% <sup>1</sup>	50.0%	49.3%	46.2%
Customer Count (in mn)	8.57	8.46	9.31	11.58	16.0	17.1
Headcount	19,952	19,181	18,201	19,522	22,602	22,644
Distribution Channels						
Total Branches	1,170	1,120	1,069	1,215	1,252	1,250
BPI <sup>2</sup>	866	813	752	867	857	835
BanKo	304	307	317	317	368	388
LSB				31	27	27
Agency Banking Partner Stores				5,344	6,434	6,600

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

2/ Includes 116 RBC physical branches in 1H 2025

# Capital

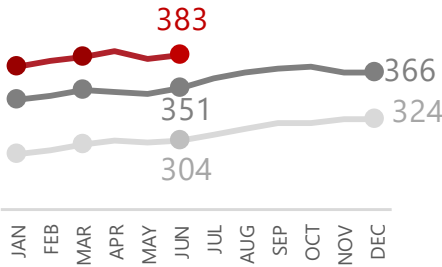


CET1 capital increased despite capital distribution, supported by accumulation of income

## CET1

₱383B    1.3B +0.4% vs. Last Quarter  
31.5B +9.0% vs. Last Year

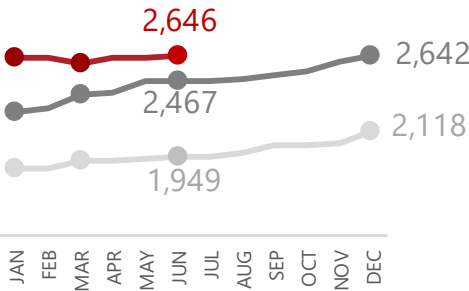
Year-to-date



## RWA

₱2,646B    49.0B +1.9% vs. Last Quarter  
179.1B +7.3% vs. Last Year

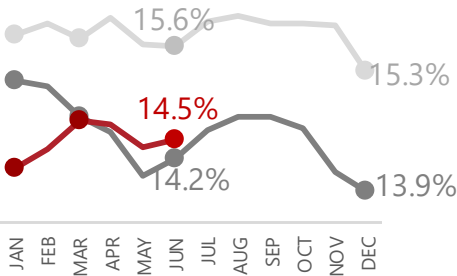
Year-to-date



## CET1 RATIO

14.47%    -22bps vs. Last Quarter  
23bps vs. Last Year

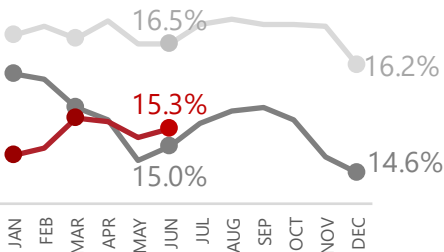
Year-to-date



## CAR

15.27%    -16bps vs. Last Quarter  
25bps vs. Last Year

Year-to-date



2023

2024

2025

Indicative – June 2025 CET1 and CAR

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



## 2Q 2025



# Sustainability Achievements

### Retail Aggregation Program (RAP)

- BPI as FIRST Philippine bank to adopt RAP, transitioning 70 branches to Renewable Energy (RE) in partnership with ACEN RES

### Green Energy Option Program (GEOP)

- BPI Binondo Corporate Office (Manila) shifted to RE through GEOP

### BPI SINAG Bonds

- Php 40Bn Sustainability Bond called "Supporting Inclusion, Nature, and Growth Bonds" (SINAG) Bonds; BPI Capital as Joint Lead Arranger and Selling Agent
- Proceeds allocated to projects with clear environmental and social benefits

### Sustainability-focused deal

BPI Capital as Arranger for Giga Ace to partially finance the development and construction of Quezon North Wind Power (344.5 MWp)

### Sasana Symposium 2025

BPI as the only private bank to speak in Sasana Symposium 2025 in Kuala Lumpur, along with the Asian Development Bank (ADB), World Bank, and the Asian Venture Philanthropy Network (AVPN)

### 12<sup>th</sup> Corporate Treasurer Week Philippines

BPI partnered with Corporate Treasurer for an exclusive event for treasurers and CFOs, influencing the integration of sustainability in their businesses

### Sustainability Awareness Month (SAM)

2025 Sustainability Awareness Month (SAM) themed "Beyond Green", with over 14,000 participants from 24 events both national and international, showcased a wide range of ESG-driven activities of the Bank

### Financial Wellness Sessions

BPI partnered with the Philippine Army to empower Army Reservists with financial literacy skills in budgeting, saving, investing, and planning for the future



# 2025 ESG AWARDS & RECOGNITIONS

20 ESG-focused awards and recognitions received 1H25



## SUSTAINABLE FINANCE-RELATED AWARDS

### ESG PROGRAM OF THE YEAR (Domestic)

ABF RETAIL BANKING AWARDS 2025

### SUSTAINABILITY INITIATIVE OF THE YEAR (Domestic)

ABF RETAIL BANKING AWARDS 2025

### GREEN FINANCING BANK OF THE YEAR (Domestic)

ABF WHOLESALE BANKING AWARDS 2025

### BEST SUSTAINABLE BANK – DOMESTIC

FOR 6 CONSECUTIVE YEARS

FINANCE ASIA AWARDS 2025

### BIGGEST ESG IMPACT IN THE PHILIPPINES

FOR 2 CONSECUTIVE YEARS

FINANCE ASIA AWARDS 2025

### BEST BANK FOR SUSTAINABLE BONDS – GLOBAL

GLOBAL FINANCE SUSTAINABLE FINANCE AWARDS 2025

### BEST BANK FOR SUSTAINABLE BONDS – ASIA PACIFIC

GLOBAL FINANCE SUSTAINABLE FINANCE AWARDS 2025

### BEST BANK FOR SUSTAINING COMMUNITIES – ASIA PACIFIC

FOR 2 CONSECUTIVE YEARS

GLOBAL FINANCE SUSTAINABLE FINANCE AWARDS 2025

### BEST BANK FOR SUSTAINABLE FINANCE – PHILIPPINES

FOR 4 CONSECUTIVE YEARS

GLOBAL FINANCE SUSTAINABLE FINANCE AWARDS 2025

### BEST SUSTAINABLE BANK PHILIPPINES 2025

FOR 4 CONSECUTIVE YEARS

INTERNATIONAL BUSINESS MAGAZINE AWARDS 2025

### LEADING PROVIDER OF SUSTAINABLE FINANCING IN THE PHILIPPINES 2025

INTERNATIONAL BUSINESS MAGAZINE AWARDS 2025

### BEST SUSTAINABILITY BOND – LOCAL CURRENCY (PHILIPPINES) FOR SEED BONDS

THE ASSET TRIPLE A SUSTAINABLE FINANCE AWARDS 2025

### LEADERS FOR SUSTAINABILITY AND CORPORATE PURPOSE – CONTINUING EDUCATION (SILVER)

FOR BPI FOUNDATION: FINED UNBOXED

ASIA PACIFIC TAMBULI AWARDS 2025

### LEADERS FOR SUSTAINABILITY AND CORPORATE PURPOSE – INCLUSIVE GROWTH (BRONZE)

FOR BPI FOUNDATION: ENTERPRISE DEVELOPMENT AND LIVELIHOOD

ASIA PACIFIC TAMBULI AWARDS 2025

### TOP SUSTAINABILITY ADVOCATES IN ASIA

FOR 4 CONSECUTIVE YEARS

ACES AWARDS 2024

## INVESTMENT BANKING-RELATED AWARDS

### BEST BLUE BOND IN SOUTHEAST ASIA

FOR MAYNILAD's BLUE BOND (BPI CAPITAL AS SOLE ISSUE MANAGER, JOINT LEAD UNDERWRITER, AND JOINT BOOKRUNNER)

ALPHA SOUTHEAST ASIA 18<sup>TH</sup> ANNUAL ESG GREEN FINANCE AWARDS 2024

### BEST LOCAL CURRENCY BOND DEAL OF THE YEAR IN SOUTHEAST ASIA

FOR ALI's SUSTAINABILITY-LINKED BOND (BPI CAPITAL AMONG THE JOINT LEAD UNDERWRITERS AND BOOKRUNNERS)

ALPHA SOUTHEAST ASIA 18<sup>TH</sup> ANNUAL ESG GREEN FINANCE AWARDS 2024

### BEST SUSTAINABILITY-LINKED TRANSACTION

FOR ALI's SUSTAINABILITY-LINKED BOND (BPI CAPITAL AMONG THE JOINT LEAD UNDERWRITERS AND BOOKRUNNERS)

ALPHA SOUTHEAST ASIA 18<sup>TH</sup> ANNUAL ESG GREEN FINANCE AWARDS 2024

### MOST INNOVATIVE DEAL IN SOUTHEAST ASIA

FOR ACEN's SUSTAINABILITY-LINKED LOAN (BPI AS CO-FUNDER)

ALPHA SOUTHEAST ASIA 18<sup>TH</sup> ANNUAL ESG GREEN FINANCE AWARDS 2024

### MOST INNOVATIVE DEAL OF THE YEAR

FOR MAYNILAD's BLUE BOND (BPI CAPITAL AS SOLE ISSUE MANAGER, JOINT LEAD UNDERWRITER, AND JOINT BOOKRUNNER)

ALPHA SOUTHEAST ASIA 18<sup>TH</sup> ANNUAL ESG GREEN FINANCE AWARDS 2024

\* In 2024, BPI received a record high of 18 ESG-focused awards

# 2Q 2025 AWARDS & RECOGNITIONS



## INSTITUTIONAL

### ★★★★★ PHILIPPINES' BEST BANK

EUROMONEY AWARDS  
FOR EXCELLENCE 2025

### ★★★★★ PHILIPPINES' BEST SME

EUROMONEY AWARDS  
FOR EXCELLENCE 2025

### ★★★★★ BEST INVESTMENT BANK FOR ECM FOR BPI CAPITAL

EUROMONEY AWARDS  
FOR EXCELLENCE 2025

### ★★★★★ BEST CORPORATE GOVERNANCE BANK

GLOBAL BANKING &  
FINANCE REVIEW

### ★★★★★ WINNER, BEST ECM HOUSE – DOMESTIC

FINANCEASIA AWARDS 2025

### ★★★★★ WINNER, BEST INVESTMENT BANK – DOMESTIC

FINANCEASIA AWARDS 2025

### ★★★★★ BEST BOND DEAL IN SOUTHEAST ASIA & THE PHILIPPINES

FINANCE ASIA ACHIEVEMENT  
AWARDS 2024

### ★★★★★ BEST PROJECT FINANCE DEAL IN THE PHILIPPINES & HIGHLY COMMENDED IN SOUTHEAST ASIA

FINANCE ASIA ACHIEVEMENT  
AWARDS 2024

### ★★★★★ BEST M&A DEAL IN THE PHILIPPINES

FINANCE ASIA ACHIEVEMENT  
AWARDS 2024

### ★★★★★ CESAR E.A. VIRATA AWARD – BEST SECURITIES HOUSE (INVESTMENT HOUSE CATEGORY)

19<sup>TH</sup> PDS ANNUAL AWARDS 2025

### ★★★★★ TOP CORPORATE ISSUE MANAGER/ARRANGER (INVESTMENT HOUSE CATEGORY)

19<sup>TH</sup> PDS ANNUAL AWARDS 2025

### ★★★★★ BEST EQUITY HOUSE IN THE PHILIPPINES

ALPHA SOUTHEAST ASIA 19<sup>TH</sup> BEST  
FINANCIAL INSTITUTION AWARDS

### ★★★★★ TOP BROKERING PARTICIPANT FOR CORPORATE SECURITIES

19<sup>TH</sup> PDS ANNUAL AWARDS 2025

### ★★★★★ BEST BANK IN THE PHILIPPINES FOR TREASURY AND WORKING CAPITAL FOR LLCs

4<sup>TH</sup> CONSECUTIVE WIN

THE ASSET TRIPLE A  
TREASURISE AWARDS 2025

### ★★★★★ BEST BANK IN THE PHILIPPINES FOR TREASURY AND WORKING CAPITAL FOR SMES

5<sup>TH</sup> CONSECUTIVE WIN

THE ASSET TRIPLE A  
TREASURISE AWARDS 2025

### ★★★★★ BEST FX BANK FOR CORPORATES & FIS

8<sup>TH</sup> CONSECUTIVE WIN

ALPHA SOUTHEAST ASIA 19<sup>TH</sup> BEST  
FINANCIAL INSTITUTION AWARDS

# 2Q 2025 AWARDS & RECOGNITIONS



\* \*not a full list

# Summary



- 1 **Profitability:** Strong 1H operating performance
- 2 **Balance Sheet:** Healthy liquidity and capital position
- 3 **Asset Quality:** Asset quality remains robust, with adequate allowance
- 4 **Growth:** Accelerating growth by unlocking synergies post-merger



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