



# BPI Investor Presentation

4Q and FY 2025



# 4Q and FY 2025 Performance Highlights



## Profitability

- Solid full year net income of P66.62 Bn, up 7.4%, driven by strong revenues and positive jaws
- 4Q income of P16.13 Bn, up 14.7% YoY, underscoring stronger profitability even without seasonal boost
- Sustained strong profitability with full year ROE at 14.5% and ROA at 2.0%

## Balance Sheet

- Loans surged 14.7% YoY to P2.6 trillion; deposits grew 8.6% YoY to P2.8 trillion
- Strong balance sheet with liquidity and capital ratios well above regulatory requirements
- Indicative CET1 ratio at 13.9%; CAR at 14.7%

## Asset Quality

- Overall asset quality remained healthy with sufficient cover
- NPL ratio at 2.18%, up 6bps YoY and down 11bps QoQ
- NPL cover at 94.9%

## Growth

- Further increased customer franchise with 18.2 million client base
- Achieved faster nationwide reach through 7K agency banking partner stores
- Wealth management delivered record net funds contribution and AUM of P1.9 trillion

# Profitability – Quarter



<i>In P bn</i>	4Q 2024	3Q 2025	4Q 2025	QoQ	YoY
Net Interest Income	33.74	37.91	38.97	2.8%	15.5%
Non-Interest Income	10.64	11.87	13.98	17.8%	31.4%
Trading Income	1.30	2.32	3.11	34.3%	139.9%
Fee Income	9.34	9.55	10.87	13.8%	16.3%
Net Revenues	44.38	49.77	52.95	6.4%	19.3%
Opex	24.44	22.75	26.61	17.0%	8.9%
PPOP	19.94	27.02	26.34	-2.5%	32.1%
Provisions	1.80	4.50	6.00	33.3%	233.3%
NIBT	18.14	22.52	20.34	-9.7%	12.1%
Income Taxes	4.11	4.97	4.21	-15.1%	2.5%
Net Income	14.06	17.53	16.13	-8.0%	14.7%

## Quarter-on-Quarter

4Q25 net income at P16.1 Bn, down 8.0% QoQ, primarily due to seasonally higher operating expenses

## Year-on-Year

4Q25 net income was up 14.7% YoY, reflecting fundamental growth drivers

- Strong revenue growth more than offset higher expenses and provisions
- Sustained loans growth, up 14.7%, and NIMs expansion, up 22 bps
- Strong fee Income, up 16.3%
- PPOP, up 32.1%

# Profitability – Full Year



<i>In P bn</i>	2023	2024	2025	YoY
Net Interest Income	104.35	127.59	148.03	16.0%
Non-Interest Income	33.97	42.55	47.25	11.0%
Trading Income	5.18	6.83	8.29	21.3%
Fee Income	28.79	35.72	38.96	9.1%
Net Revenues	138.32	170.14	195.28	14.8%
Opex	69.11	83.80	92.11	9.9%
PPOP	69.21	86.34	103.17	19.5%
Provisions	4.00	6.60	17.75	168.9%
NIBT	65.21	79.74	85.42	7.1%
Income Taxes	13.30	17.50	18.57	6.1%
Net Income	51.69	62.05	66.62	7.4%

Fourth consecutive year of strong income growth driven by revenues

Record net income of P66.62 Bn, up 7.4%, largely due to revenue growth, which more than offset the increase in operating expenses and provisions

Record revenues at P195.28 Bn, up 14.8% YoY, driven by:

- Record net interest income from the strongest loan growth since 2016, and sustained increase in NIMs
- Record fee income from higher customer count and customer activities

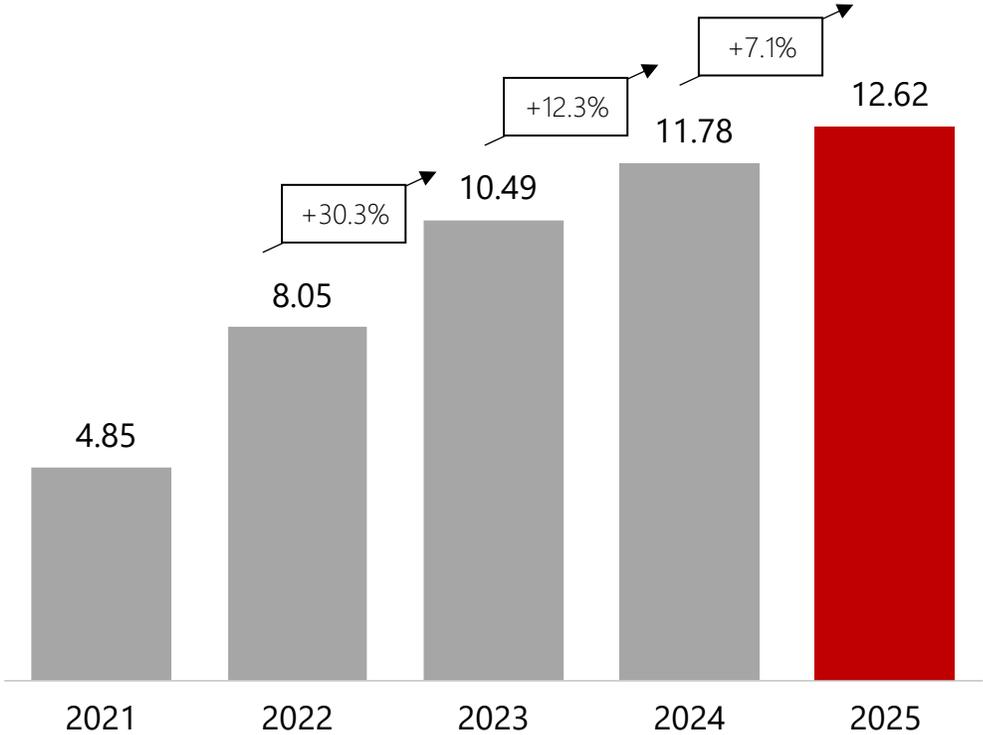
Operating expenses at P92.11 Bn, up 9.9% from volume growth and continued investments

PPOP at P103.17 Bn, up 19.5%

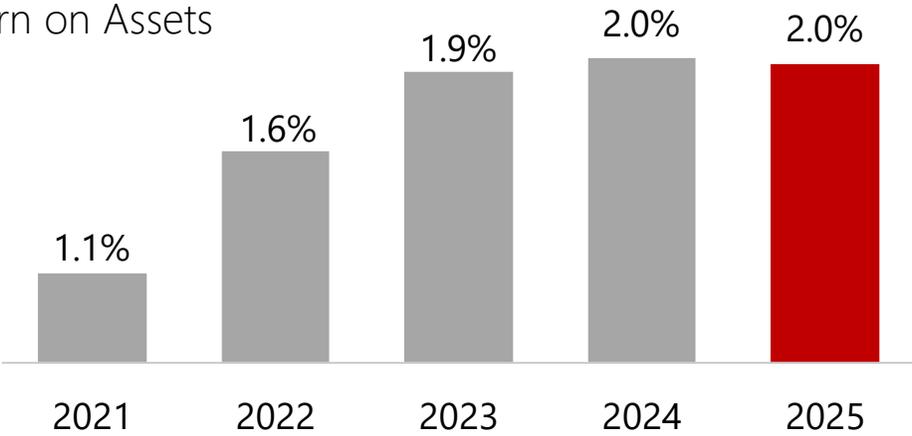
# Sustaining high returns amid a challenging environment



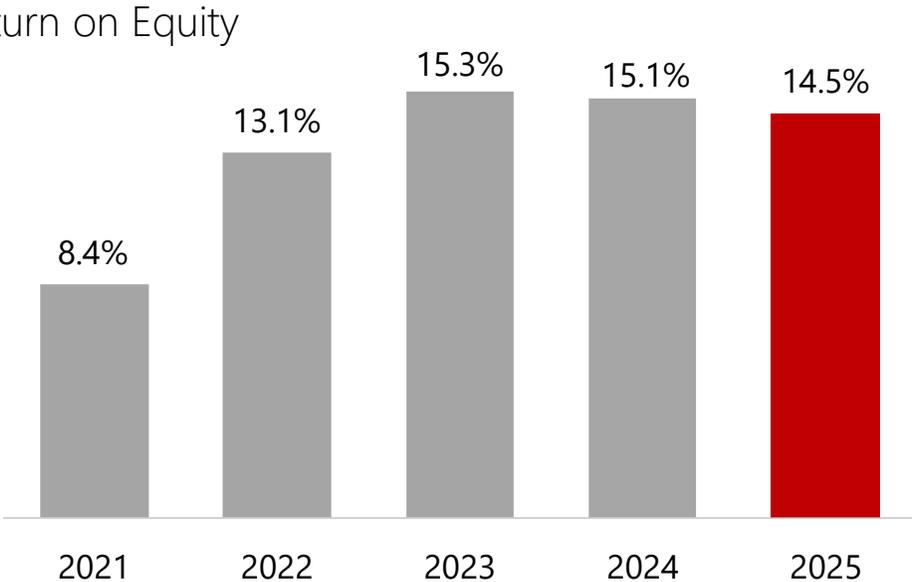
Earnings per Share\*



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%*

# Balance sheet strength supporting market share gains

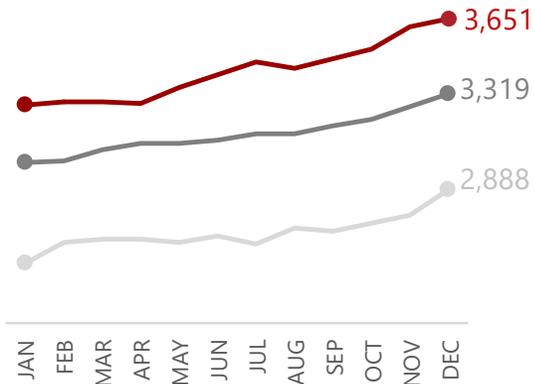


## ASSETS

₱3,651B

178.7B +5.1% vs. Last Quarter  
332.7B +10.0% vs. Last Year

Outstanding



2023

2024

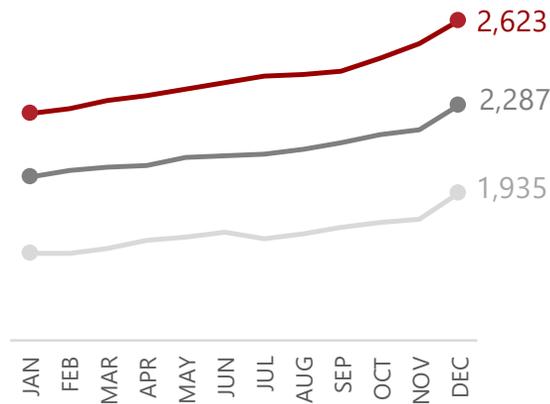
2025

## GROSS LOANS

₱2,623B

205.8B +8.5% vs. Last Quarter  
336.2B +14.7% vs. Last Year

Outstanding



## LOANS TO DEPOSIT

92.42%

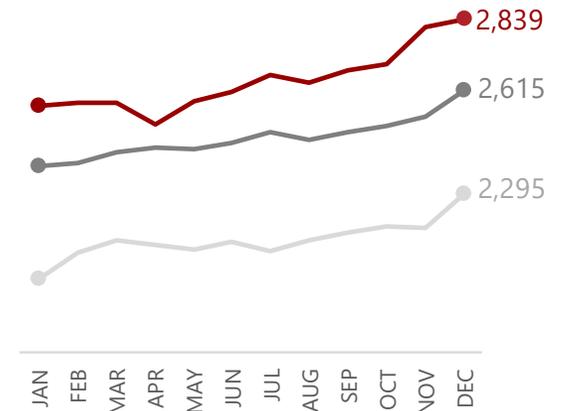
+213bps vs. Last Quarter  
+495bps vs. Last Year

## DEPOSITS

₱2,839B

161.1B +6.0% vs. Last Quarter  
223.7B +8.6% vs. Last Year

Outstanding

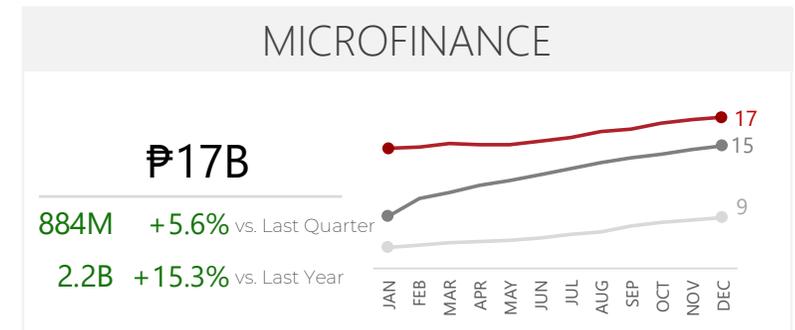
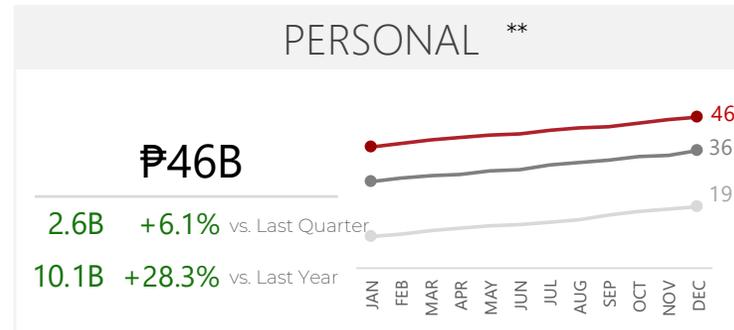
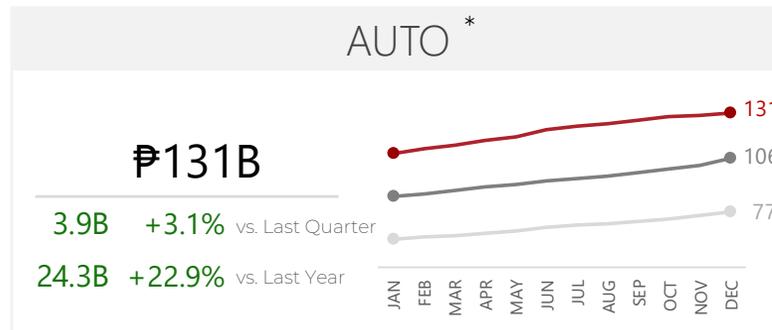
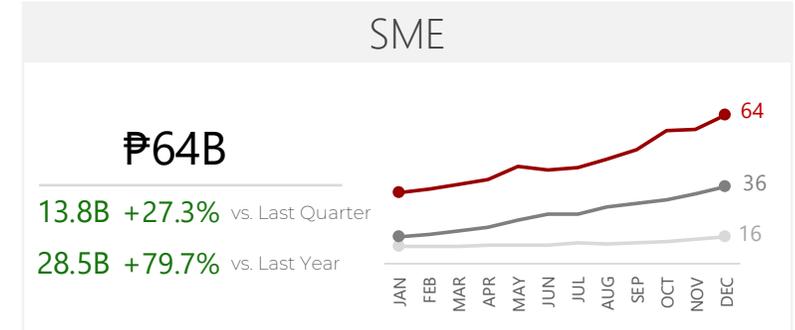
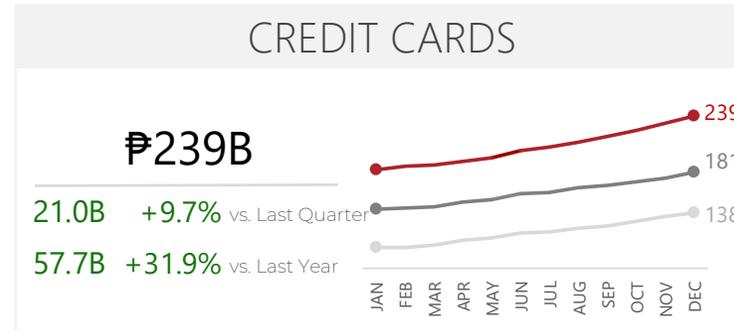
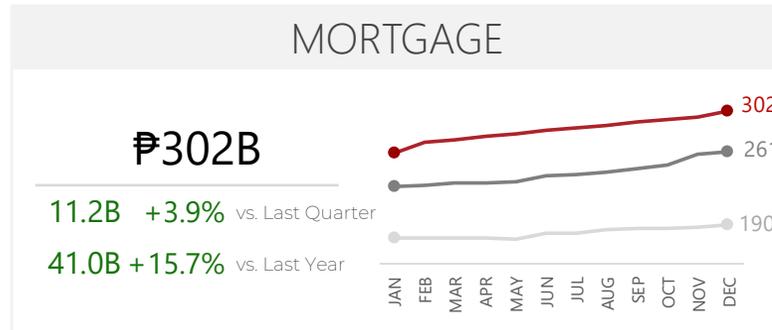
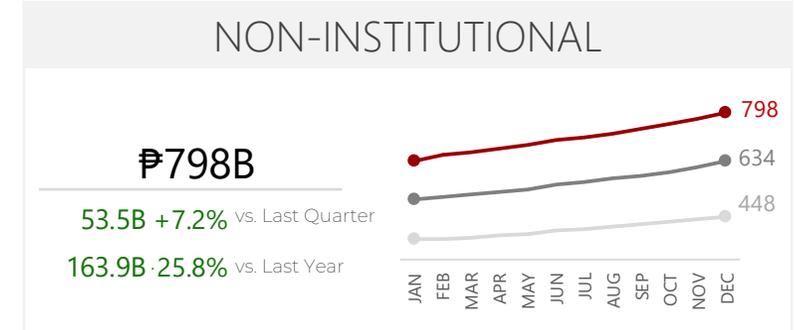


## CASA RATIO

60.70%

-26bps vs. Last Quarter  
-249bps vs. Last Year

# Loans surged 14.7%, outpacing universal/commercial banks' 9.7% industry average



\*Includes Motorcycle Loans, at ₱5Bn, up 22% YoY

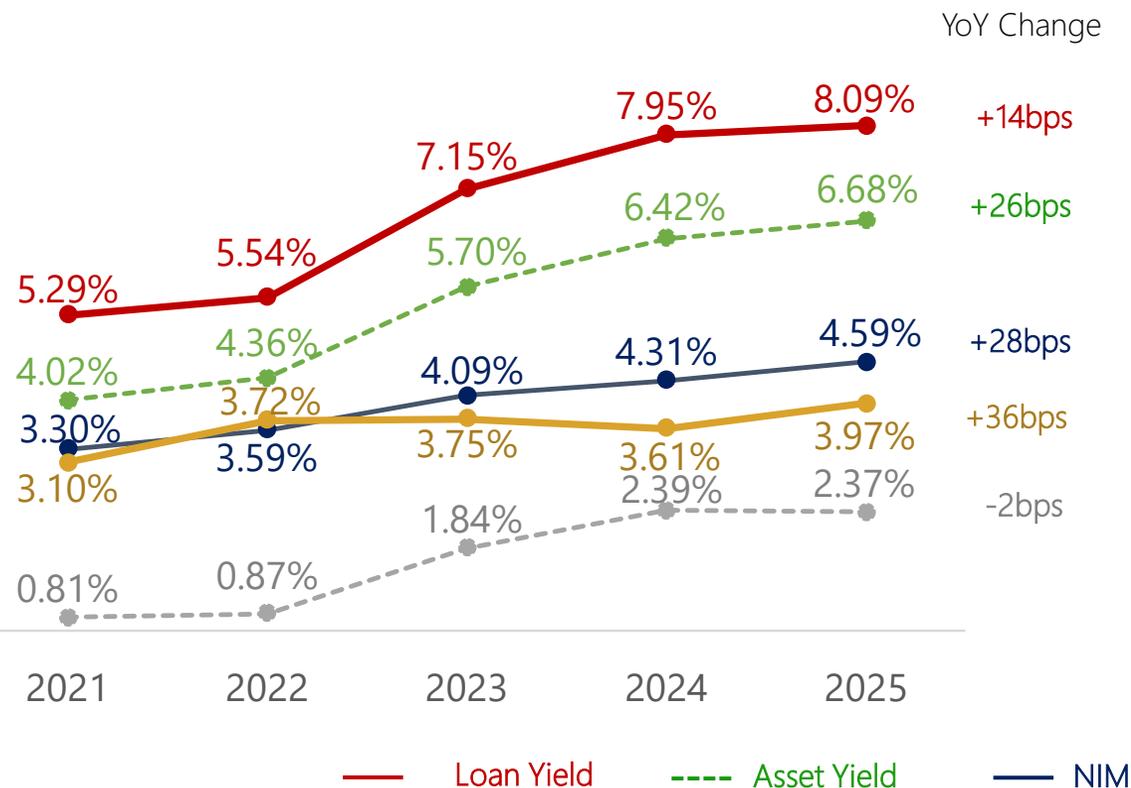
\*\*Includes Teacher's Loans at ₱16Bn, up 83% YoY

2023 2024 2025

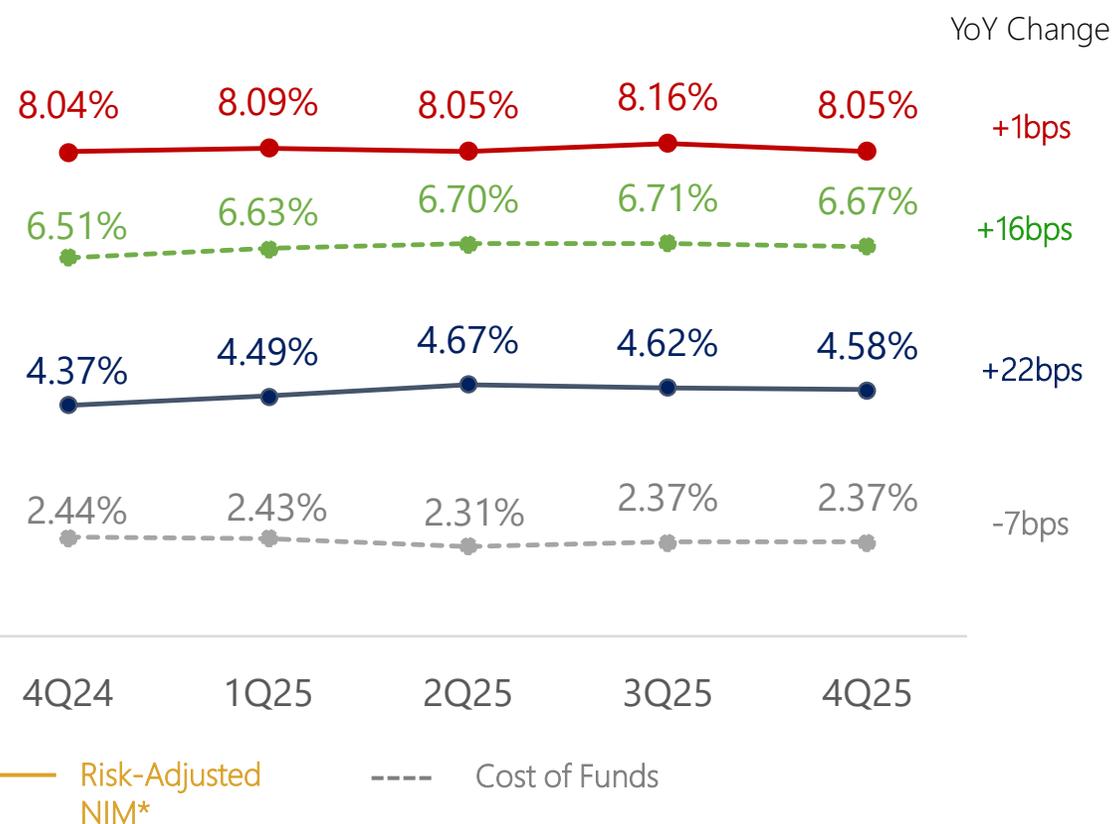
# Consistent NIM improvement driven by yield expansion



Annual NIM



Quarter NIM



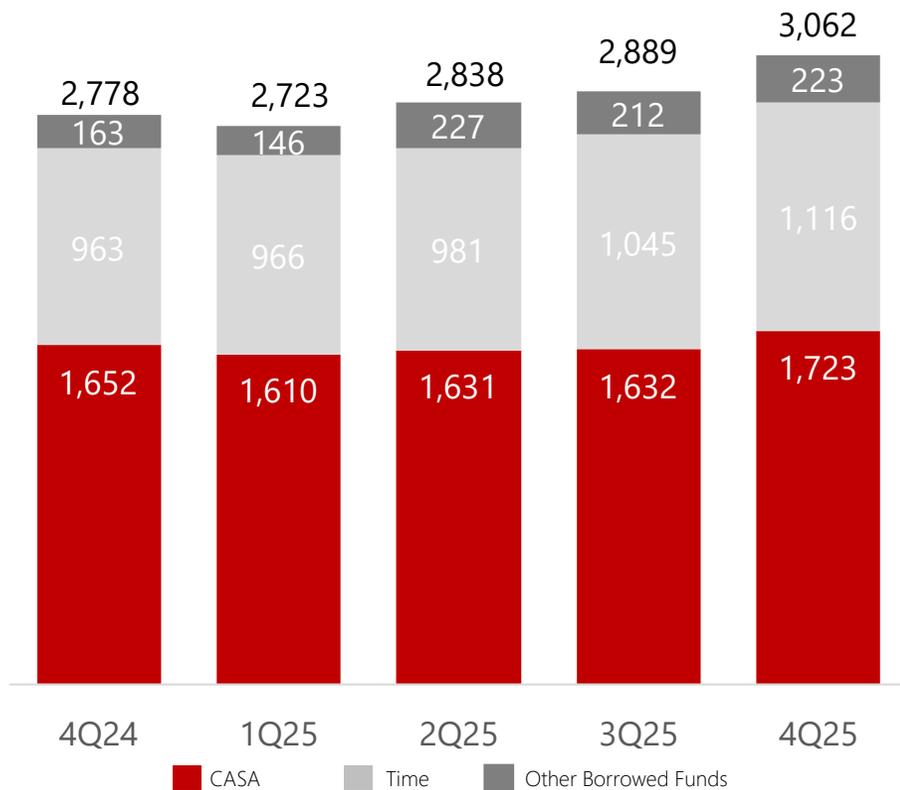
\* NIM adjusted for Net NPL Formation, 2024 figure includes the effect of NPLs taken in from RBank

# Diversifying funding mix driven by faster growth in borrowings

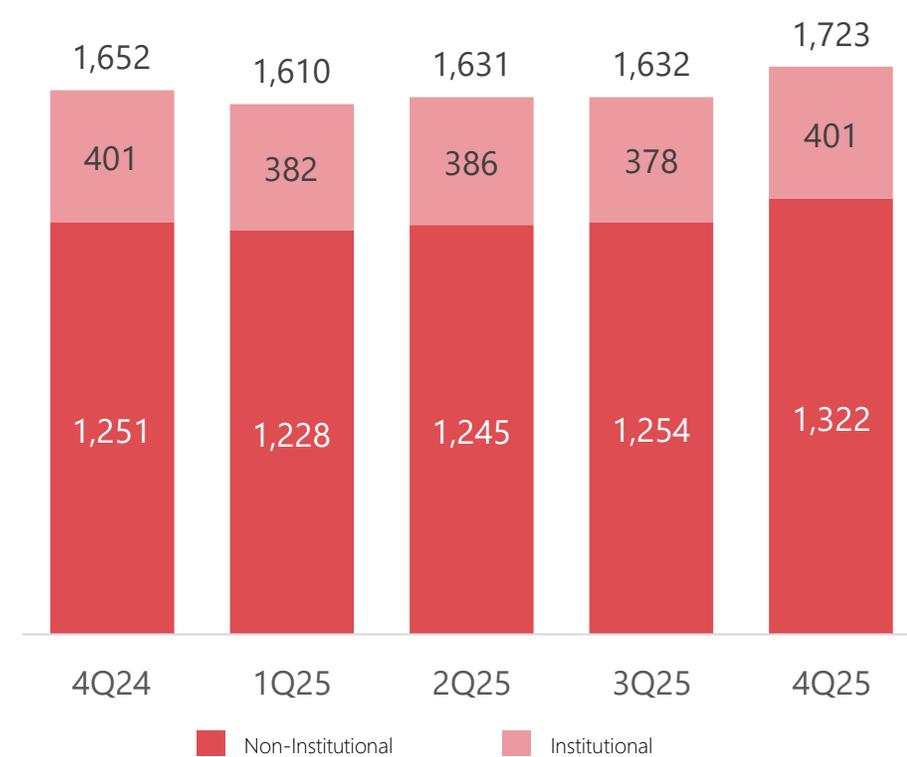
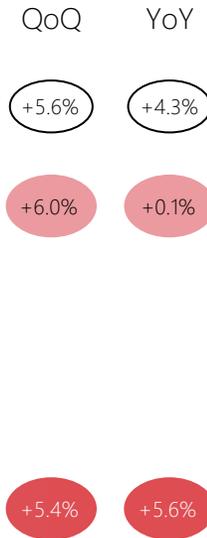


Total Funding (in P bn)

Loans to Deposit	87.5%	89.4%	90.9%	90.3%	92.4%
Loans to Total Funding	82.3%	84.6%	83.7%	83.7%	85.7%



CASA Mix (in P bn)

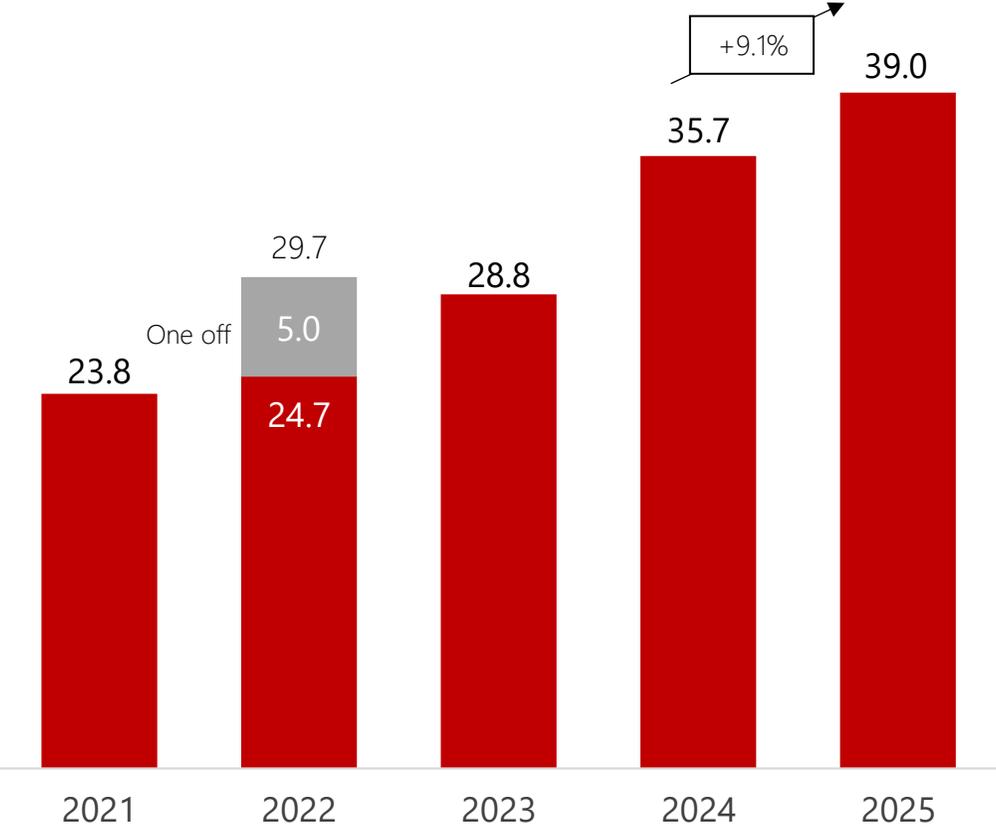


Note: Other Borrowed Funds include borrowings, repurchase agreements, and interbank loans  
Non-institutional includes SME, Consumer and Microfinance

# Broad-based fee growth supported by core businesses

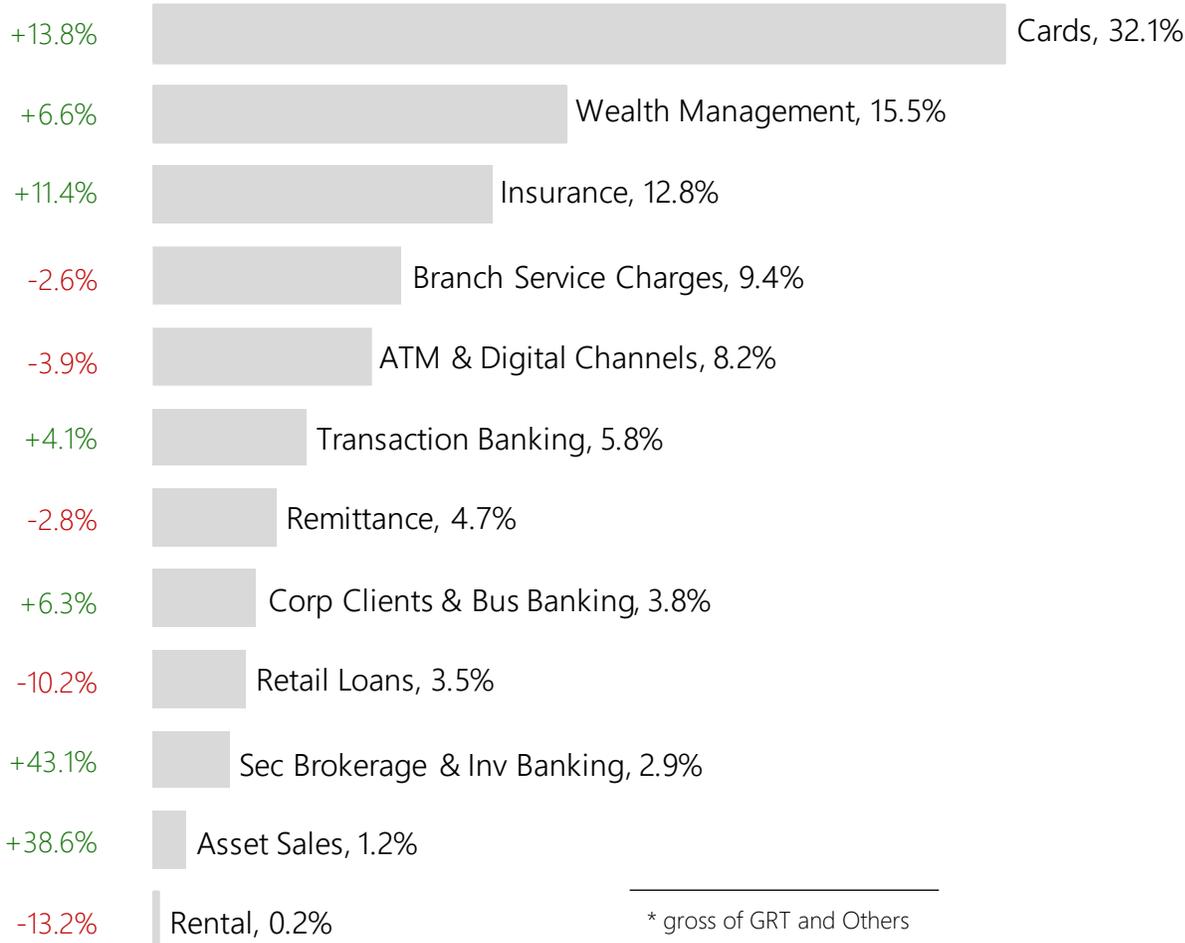


Amounts in P bn



YoY Growth

Ranked by Contribution to FY 2025 Fee Income\*

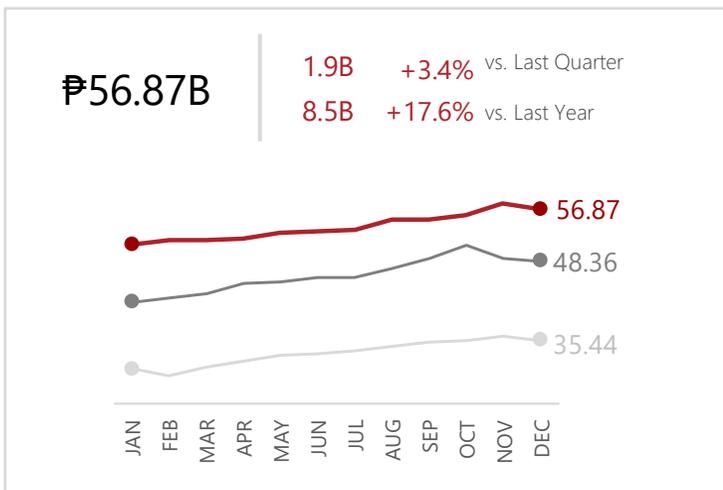


\* gross of GRT and Others

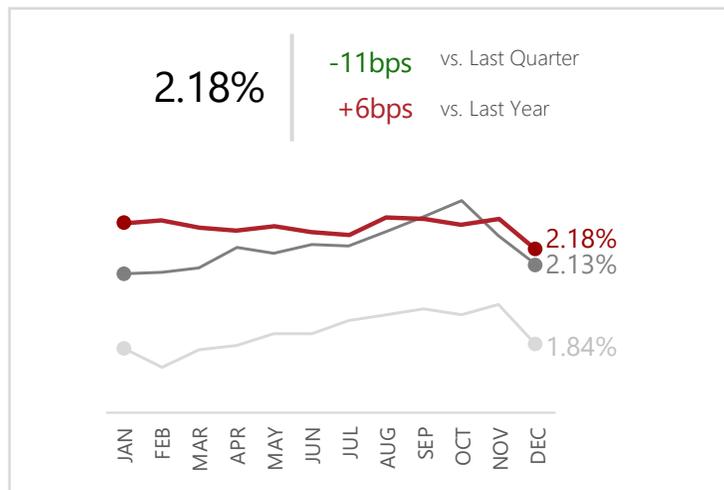
# Provisioning remained elevated, driven by ECL requirements amid a steady NPL ratio



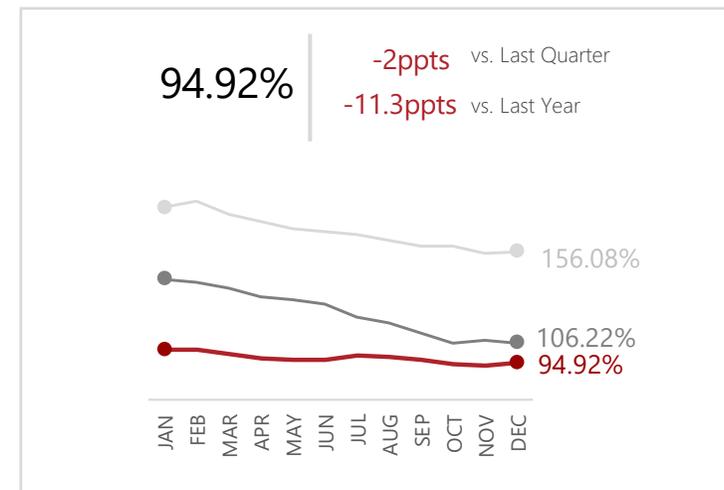
### NPL LEVEL (in ₱ bn)



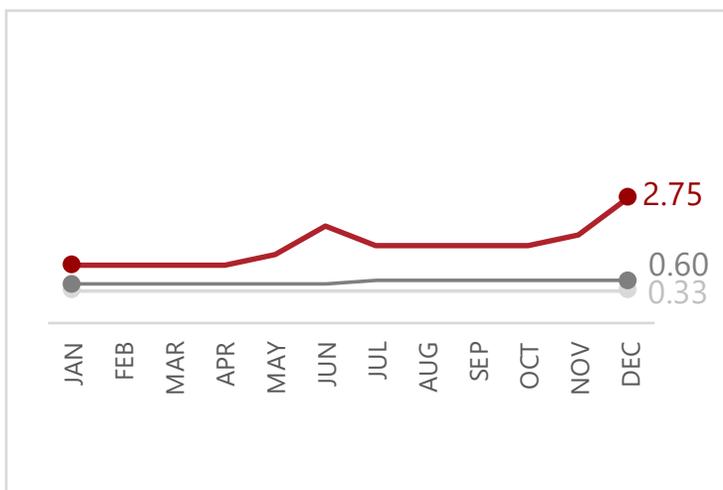
### NPL RATIO



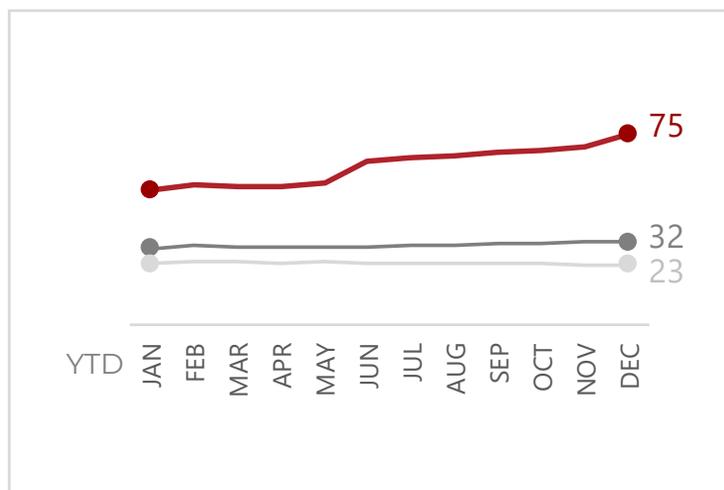
### NPL COVER, PRFS 9



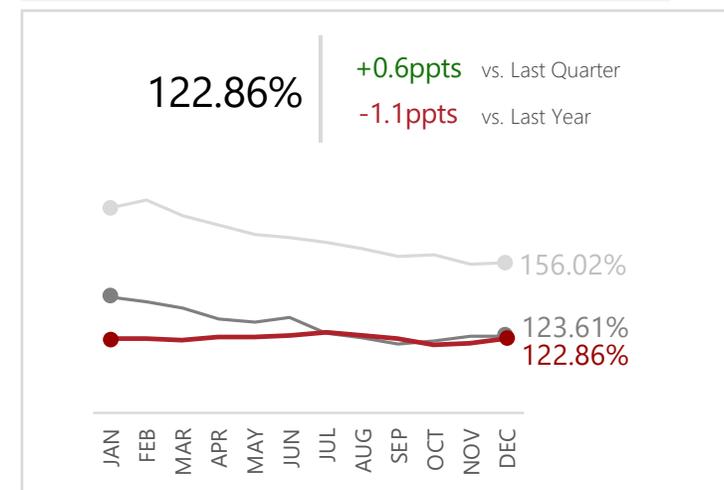
### PROVISIONS (in ₱ bn)



### CREDIT COST (in bps)



### NPL COVER, BSP Cir. 941

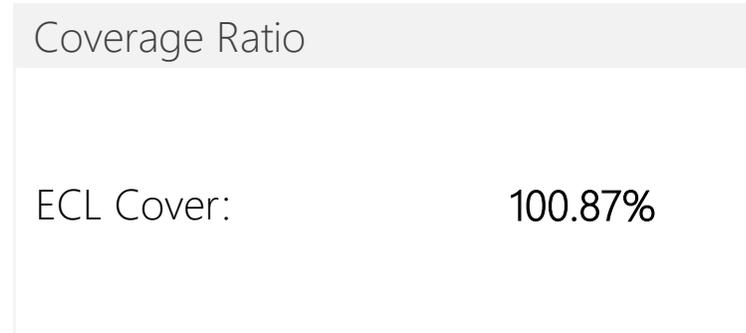
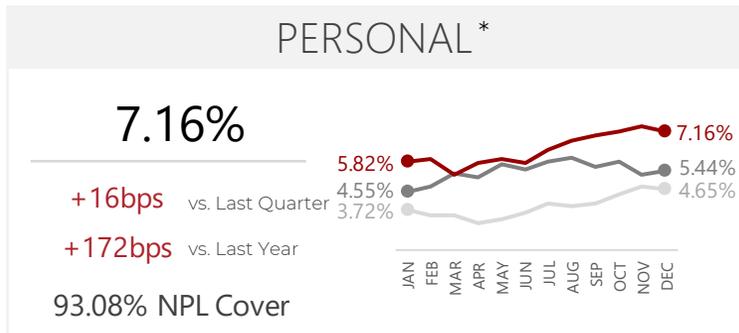
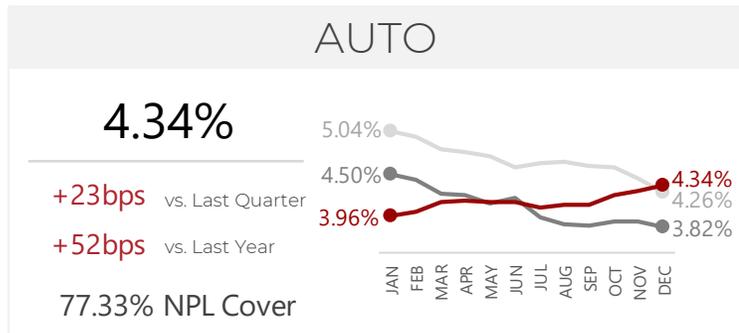
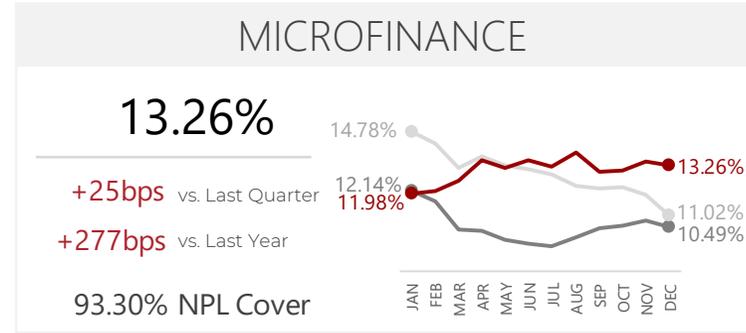
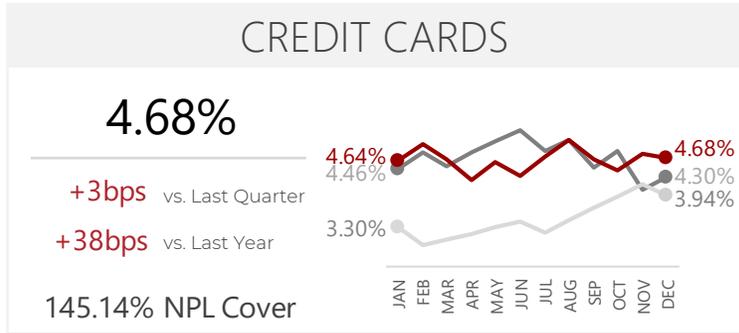
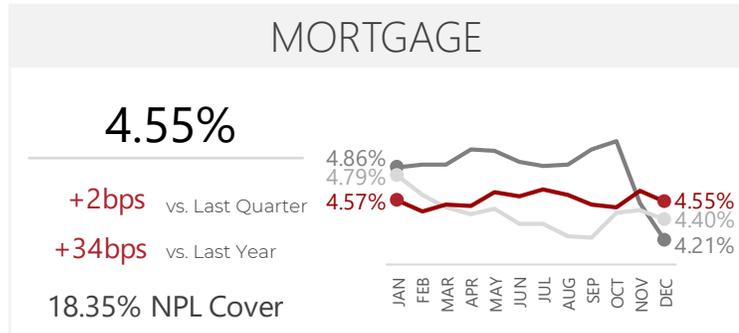
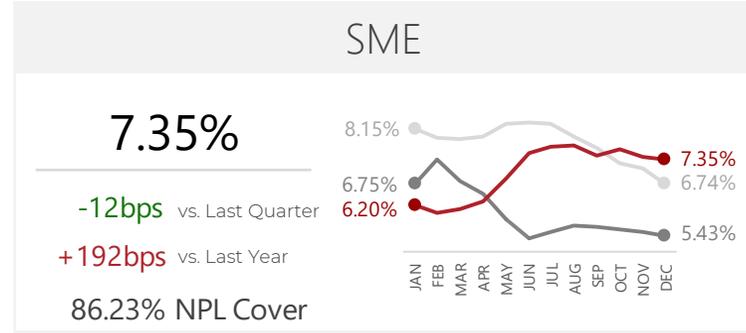
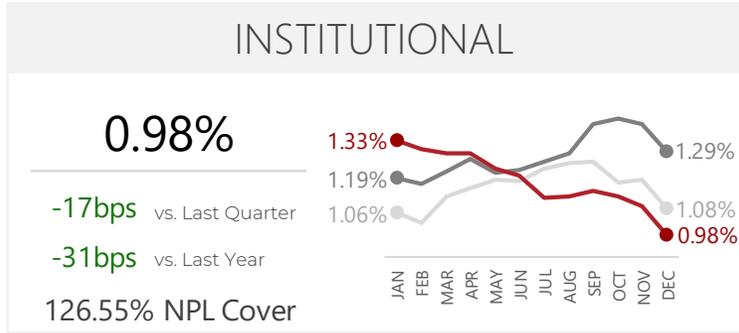


\* includes GLLP and reserves for interbank loans

# Strong credit quality supported by adequate provisions



2023 2024 2025

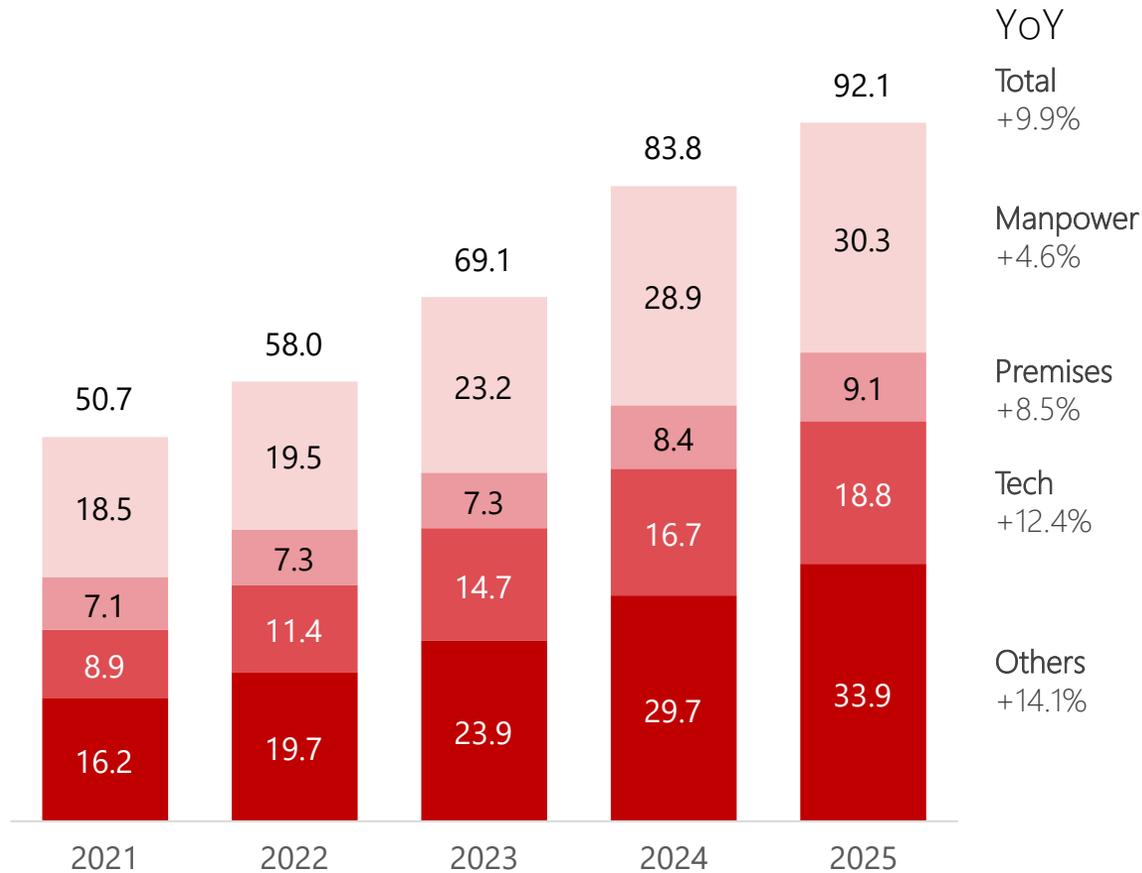


\* Includes Teacher's Loans

# Cost-to-income ratio continued to improve over the years on higher productivity



Operating Expenses (in P bn)



	2021	2022	2023	2024	2025
Cost-to-Income	52.1%	48.9% <sup>1</sup>	50.0%	49.3%	47.2%
Customer Count (in mn)	8.46	9.31	11.58	16.0	18.2
Headcount	19,181	18,201	19,522	22,602	23,578
Distribution Channels					
Total Branches	1,120	1,069	1,215	1,252	1,277
BPI <sup>2</sup>	813	752	867	857	823
Banko	307	317	317	368	412
LSB			31	27	42
Agency Banking Partner Stores			5,344	6,434	7,032

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

2/ Includes 35 RBC physical branches in FY 2025

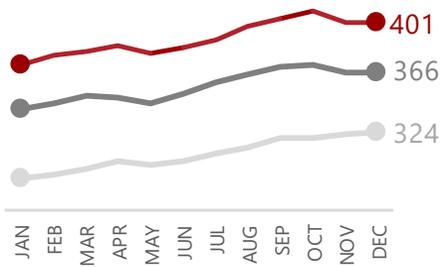
# Strong capital position supporting growth and dividends



## CET1

₱401B | -2.1B -0.5% vs. Last Quarter  
34.9B +9.5% vs. Last Year

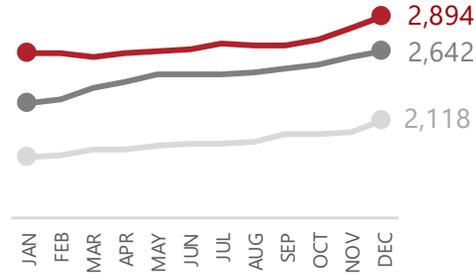
Year-to-date



## RWA

₱2,894B | 207.4B +7.7% vs. Last Quarter  
252.8B +9.6% vs. Last Year

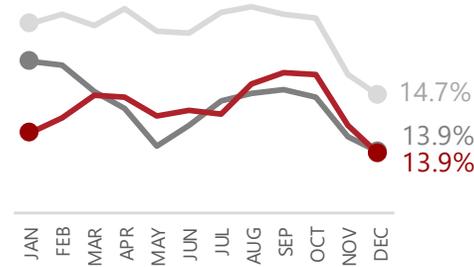
Year-to-date



## CET1 RATIO

13.85% | -115bps vs. Last Quarter  
- vs. Last Year

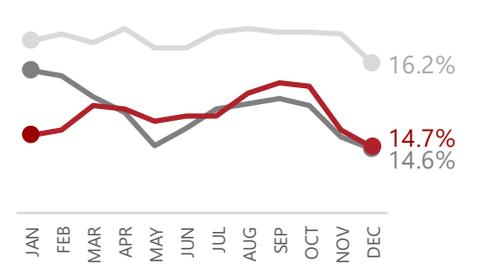
Year-to-date



## CAR

14.68% | -115bps vs. Last Quarter  
+5bps vs. Last Year

Year-to-date



Note: Effective January 1, 2022, minimum regulatory CET1 requirement for BPI is 10.125%  
Indicative CET1 ratio and CAR as of Sept 2025

2023

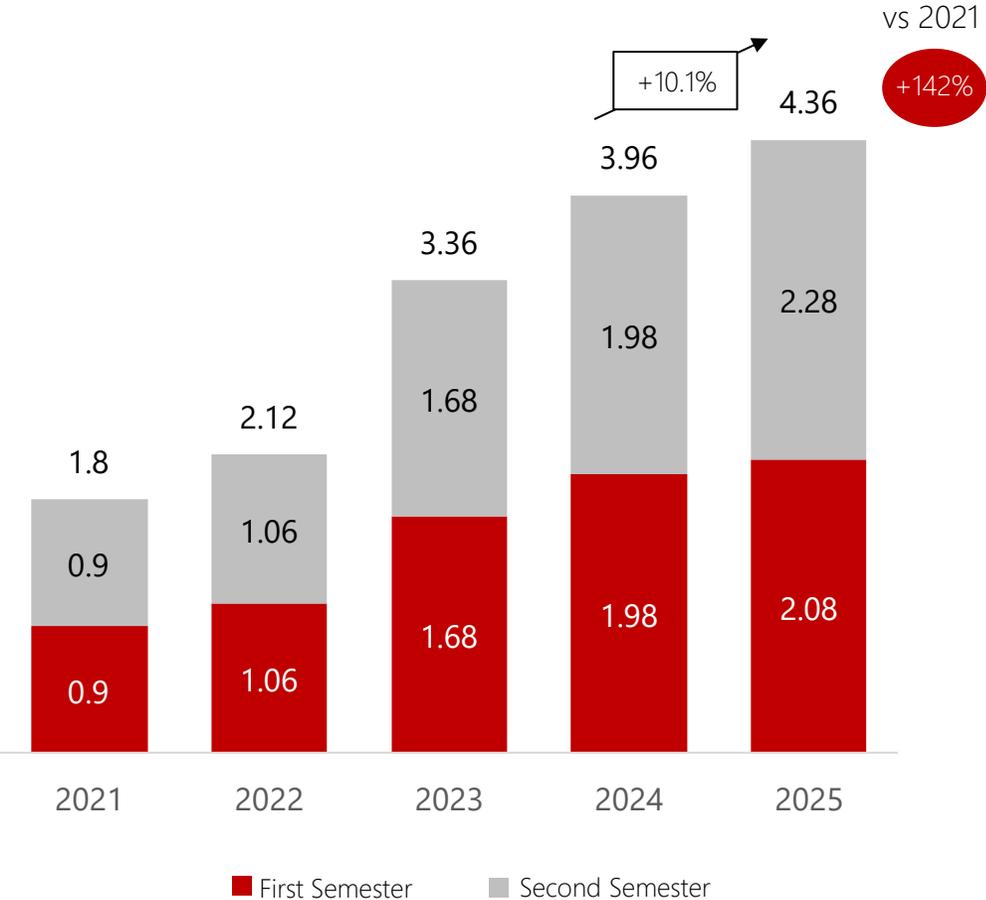
2024

2025

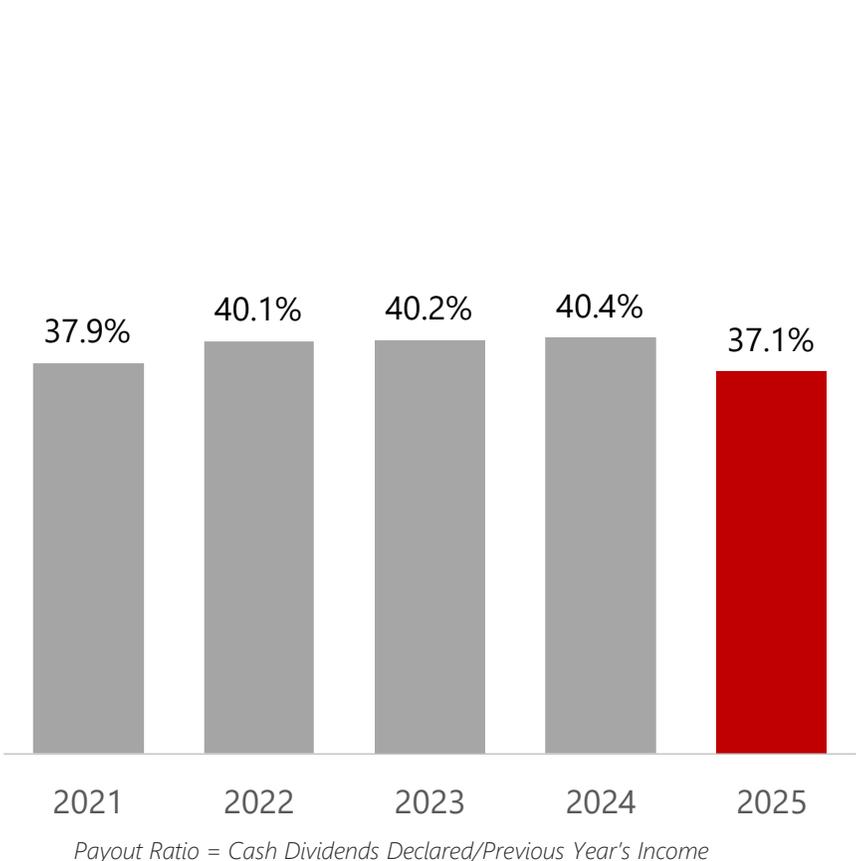
# Sustained increases in shareholder remuneration



Dividend per Share



Dividend Payout



# Summary



- 1 Profitability:** Improved profitability with record income led by revenue
- 2 Balance Sheet:** Solid balance sheet with strong capital levels provides support ongoing growth
- 3 Asset Quality:** Strong asset quality with sufficient allowance
- 4 Shareholder Returns:** Sustained profitability with steadily increasing dividends



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