

The background of the slide is a grayscale architectural rendering of a modern skyscraper. The building has a distinctive, slightly curved facade with a grid-like pattern of windows. At the base of the building, there is a sign that reads "BPI". The surrounding area includes palm trees, a road with cars, and a body of water in the distance.

# BPI Investor Presentation

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2Q 2022

The background of the slide is a grayscale architectural rendering of a modern, tall skyscraper. The building has a distinctive, slightly tapered design with a grid-like facade. At the base of the building, there is a large, multi-lane road with several cars and a few palm trees. The overall scene is set in a city environment with other buildings and a body of water visible in the distance.

# Macroeconomic Updates

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# Economic Highlights



## Global Growth

- Global growth prospects have continually declined on concerns over inflation and geopolitical issues
- Inflation has become the leading risk to economic growth after rising well-above expectations
- Central banks are exiting from monetary policy accommodation to address rising inflation and anchor inflation expectations

## Domestic Growth

- Recovery in consumption on the back of economic re-opening to drive growth, albeit at a slower pace to account for the impact of inflation and higher rates
- Phil economy to grow 4.5% to 6.7% (BPI) this year, lower than the 5.5% to 7.3% initially indicated in May

## Interest Rates & Monetary Policy

- BSP delivered a cumulative 125 bps rate hike in interest rates, bringing policy rate to 3.25%
- Elevated inflation and second-round effects raise the likelihood of further hikes in policy rate
- Increase in domestic interest rates continued through the 2Q22, with the yield curve steepening

## Banking Sector

- Re-opening beneficiary – sustained industry loans growth
- Leveraging to rising rates via NIM coupled with recovery in lending activities
- Risk of economic slowdown may dampen loan demand and business activities

The background of the slide is a grayscale architectural rendering of a modern skyscraper. The building has a distinctive, slightly curved facade with a grid-like pattern of windows. At the base of the building, there is a large, multi-story structure with a prominent "BPI" logo. The scene includes a wide road with several cars, palm trees, and a body of water in the distance. The overall atmosphere is clean and professional.

# Performance Highlights

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# Performance Highlights



## Profitability

- Another quarter of strong profitability, further boosted by net gains on sale of property
- 2Q22 record income of P12.5 bn, up 83% YoY
- Improved profitability with ROE at 13.98%

## Asset Quality

- Continued improvements in asset quality
- NPL ratio at 1.99%; NPL Cover at 171%
- Declining credit cost

## Balance Sheet

- Accelerating growth in loans and deposits, highest since the pandemic
- Slight moderation in capital position, reflecting strong pace of loan growth and higher dividend payments
- Indicative CET1 at 15.98%; CAR at 16.86%

## Growth

- Notable increase in customer base
- Sustained improvements in customer engagement
- Strengthened digital capabilities through platforms, partners and products

# Profitability – 1H

In P bn	1H 2021	1H 2022	YoY
Net Interest Income	33.87	39.34	16.2%
Non-Interest Income	14.25	18.30	28.4%
Trading Income	2.52	1.62	-35.7%
Non-Trading Income	11.73	16.68	42.2%
Net Revenues	48.12	57.64	19.8%
Opex	24.10	25.85	7.3%
Manpower	9.12	9.52	4.4%
Premises	3.57	3.45	-3.3%
Technology	3.94	4.54	15.3%
Others	7.47	8.34	11.5%
PPOP	24.02	31.79	32.4%
Provisions	6.50	5.00	-23.1%
NIBT	17.52	26.79	52.9%
Income Taxes	5.60	6.23	11.3%
Net Income	11.82	20.45	73.0%

- Growth in net income driven by higher revenues and decline in provisions; up 73.0%
- Net income inclusive of gain on sale of Pasong Tamo property and tax adjustments due to CREATE Law
- Excluding asset sale, net income at P16.71 bn, up 41.4%
- Excluding asset sale and tax adjustments, net income up 24.0%

# Profitability – 2Q

In P bn	2Q 2021	1Q 2022	2Q 2022	QoQ	YoY
Net Interest Income	17.01	18.99	20.35	7.2%	19.6%
Non-Interest Income	6.80	6.37	11.93	87.4%	75.4%
Trading Income	0.78	0.90	0.72	-19.7%	-7.6%
Non-Trading Income	6.02	5.47	11.21	104.9%	86.2%
Net Revenues	23.81	25.36	32.28	27.3%	35.6%
Opex	12.28	12.59	13.26	5.4%	8.0%
Manpower	4.71	4.72	4.80	1.7%	1.9%
Premises	1.89	1.73	1.72	-0.9%	-9.2%
Technology	2.01	2.07	2.47	19.1%	22.9%
Others	3.66	4.06	4.28	5.3%	16.8%
PPOP	11.53	12.77	19.02	48.9%	64.9%
Provisions	2.90	2.50	2.50	0.0%	-13.8%
NIBT	8.63	10.27	16.52	60.8%	91.3%
Income Taxes	1.73	2.22	4.01	80.9%	131.5%
Net Income	6.82	7.98	12.46	56.1%	82.9%

Record quarter income at P12.46 bn

## QUARTER-ON-QUARTER

- Sequential increase in net income, up 56.1% on strong revenues

## YEAR-ON-YEAR

- Net income up 82.9% on higher revenues and lower provisions

## EXCLUDING ASSET SALE

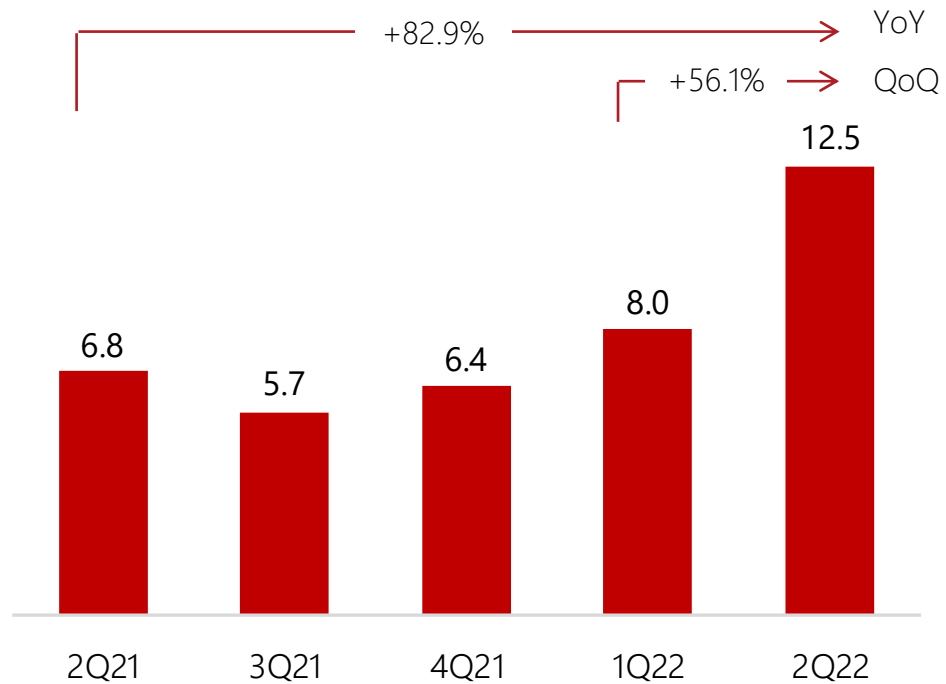
- Record quarter income of P8.72 bn
- Record revenue of P27.29 bn
- Record PPOP notwithstanding highest quarter expense driven by tech spend

# Net Income and ROE

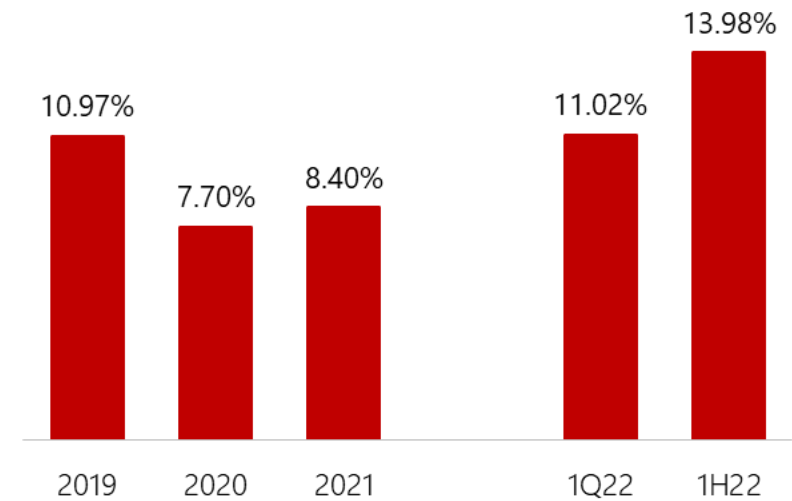
- Record quarter income, up 83% YoY
- Sustained double digit ROE at 13.98%
- Improvement supported by accelerating loan growth, increase in NIM and higher transaction volume driven by expansion of client base and gains in customer engagement

Amounts in P bn

## Net Income



## Return on Equity



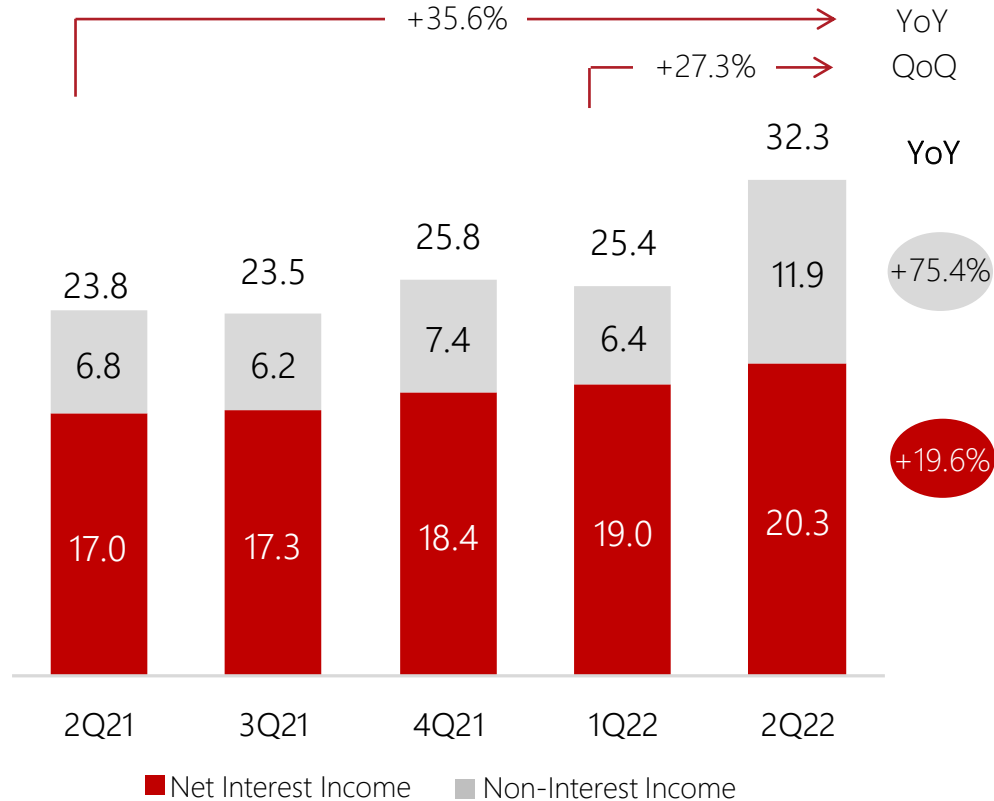


# Revenues

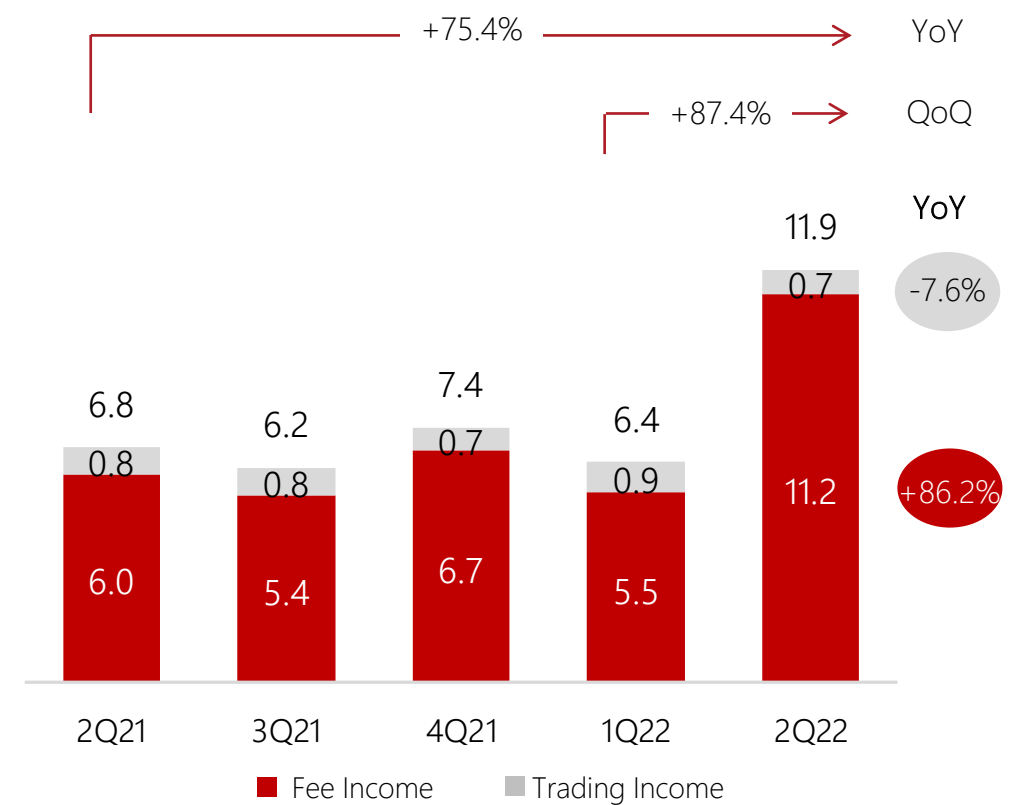
- Revenue up 36% YoY
- Net interest income up 20% YoY, primarily on strong loan growth and continued NIM improvements
- Non-interest income driven by gains from asset sale which offset moderation in trading and fee income

Amounts in P bn

## Total Revenues



## Non-Interest Income



# Balance Sheet

In P bn	2Q 2021	1Q 2022	2Q 2022	QoQ	YoY
Total Assets	2,178.6	2,378.3	2,464.3	3.6%	13.1%
Gross Loans	1,410.1	1,515.8	1,611.3	6.3%	14.3%
Securities	420.5	544.7	536.3	-1.5%	27.5%
Total Deposits	1,684.4	1,891.1	1,992.9	5.4%	18.3%
Borrowings	131.4	108.3	80.2	-26.0%	-39.0%
Capital	285.8	300.0	304.1	1.4%	6.4%
LDR	80.78%	77.32%	78.13%	0.8%	-2.7%
CASA	83.23%	80.97%	79.22%	-1.8%	-4.0%

## QUARTER-ON-QUARTER

- Continued balance sheet expansion, marking five sequential quarter improvements

## YEAR-ON-YEAR

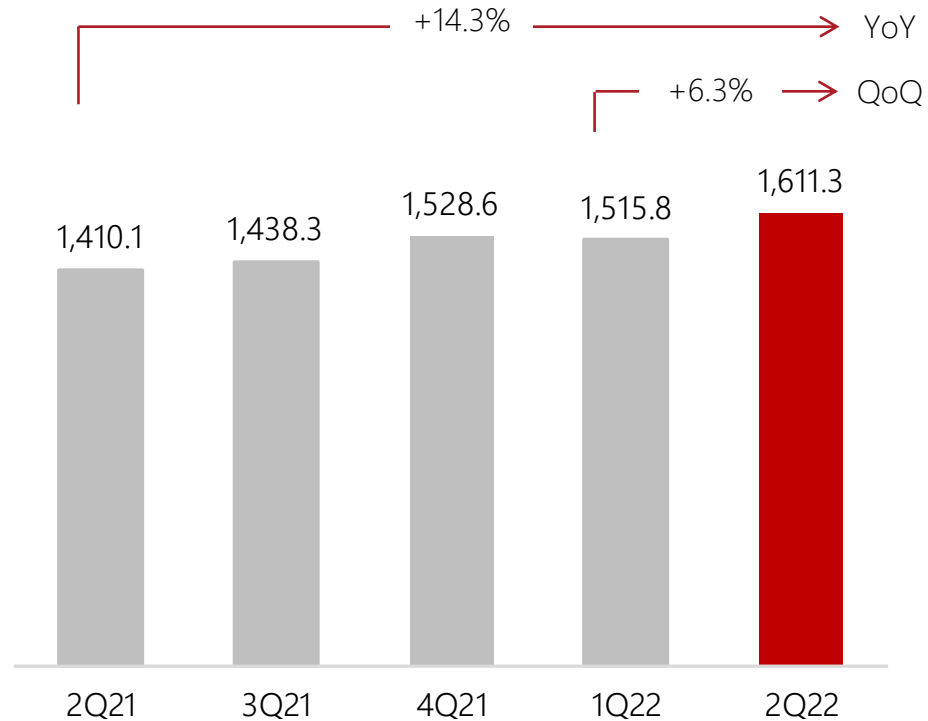
- Highest YoY deposit and loan growth since the pandemic
- Strong liquidity and capital position

# Loan Book and NIM

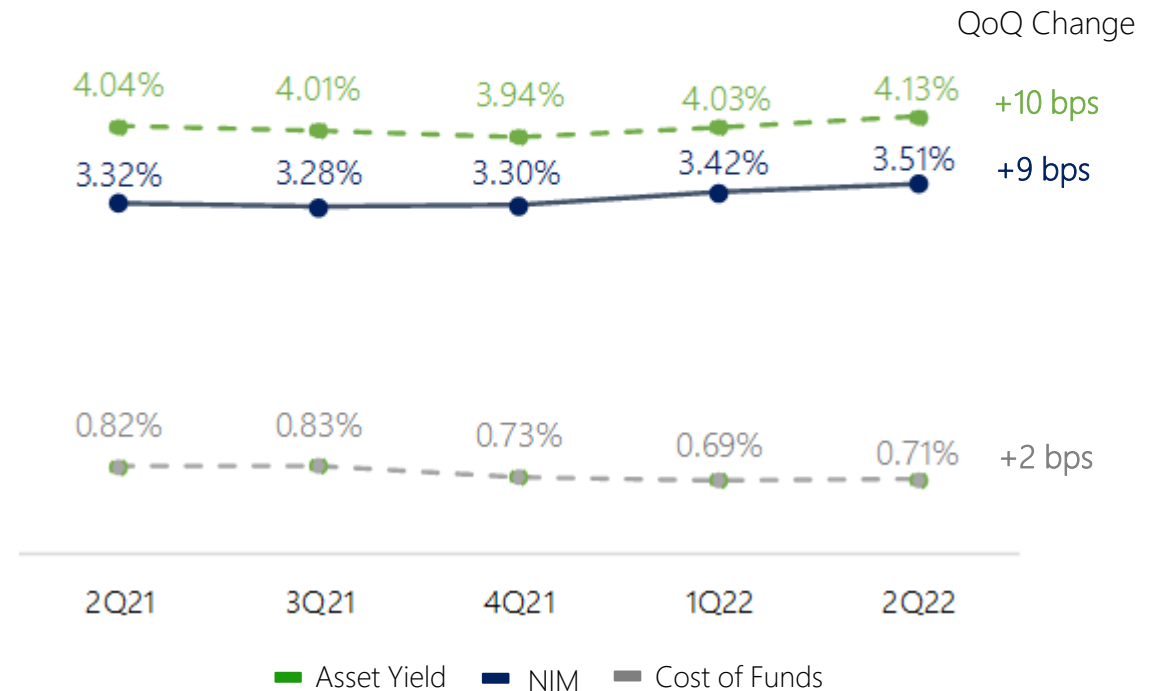
- Loans up 6% QoQ; up 14% YoY
- Sequential increases in NIM driven by continued recovery in asset yields
- Positioned to benefit from rising interest rates as 70% of loan portfolio reprices within a year.

Amounts in P bn

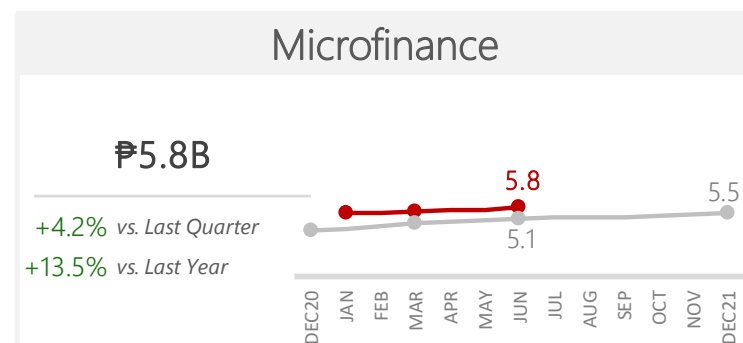
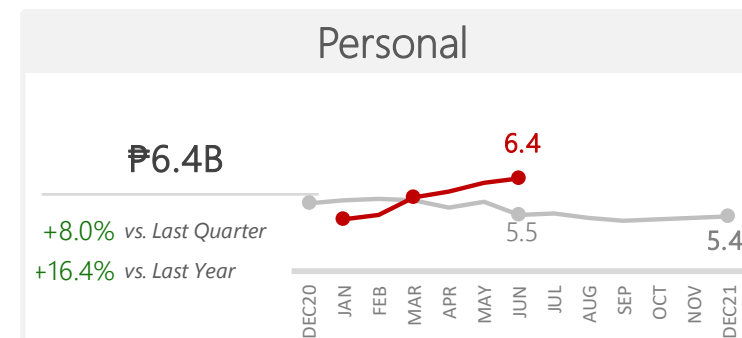
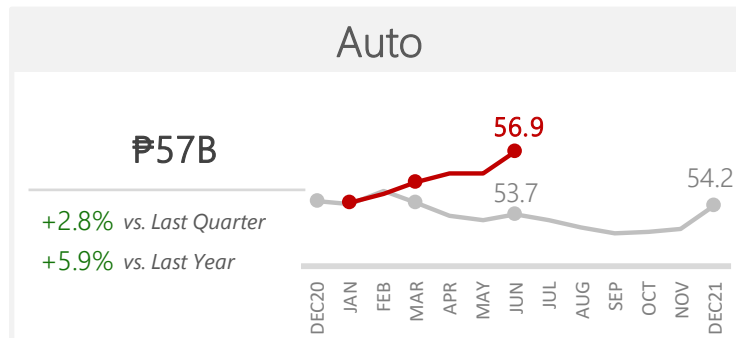
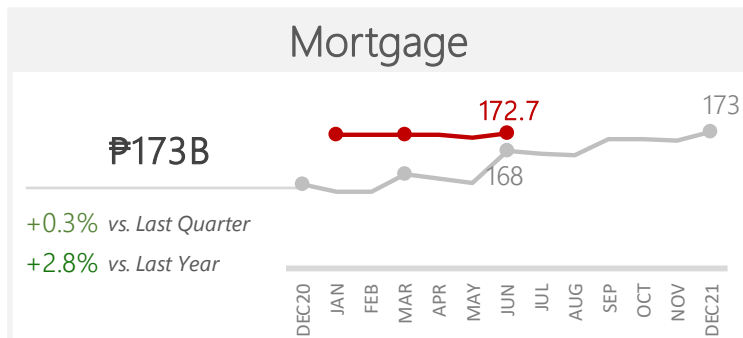
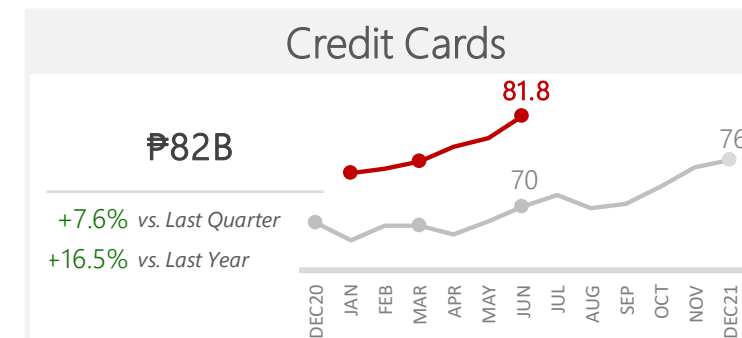
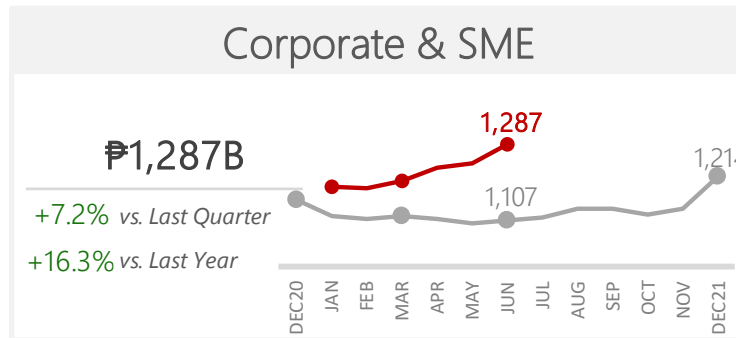
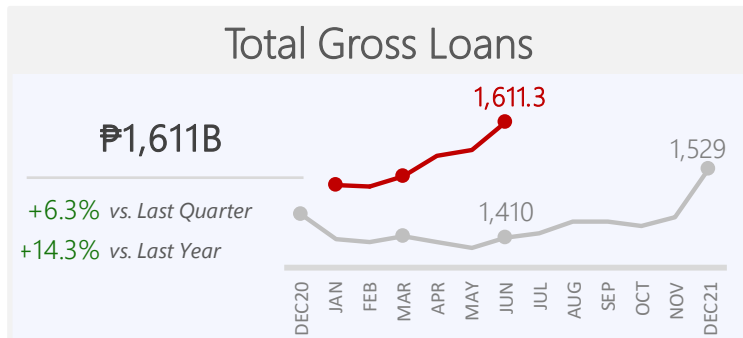
## Gross Loans



## Net Interest Margin



# Loan Book per Segment



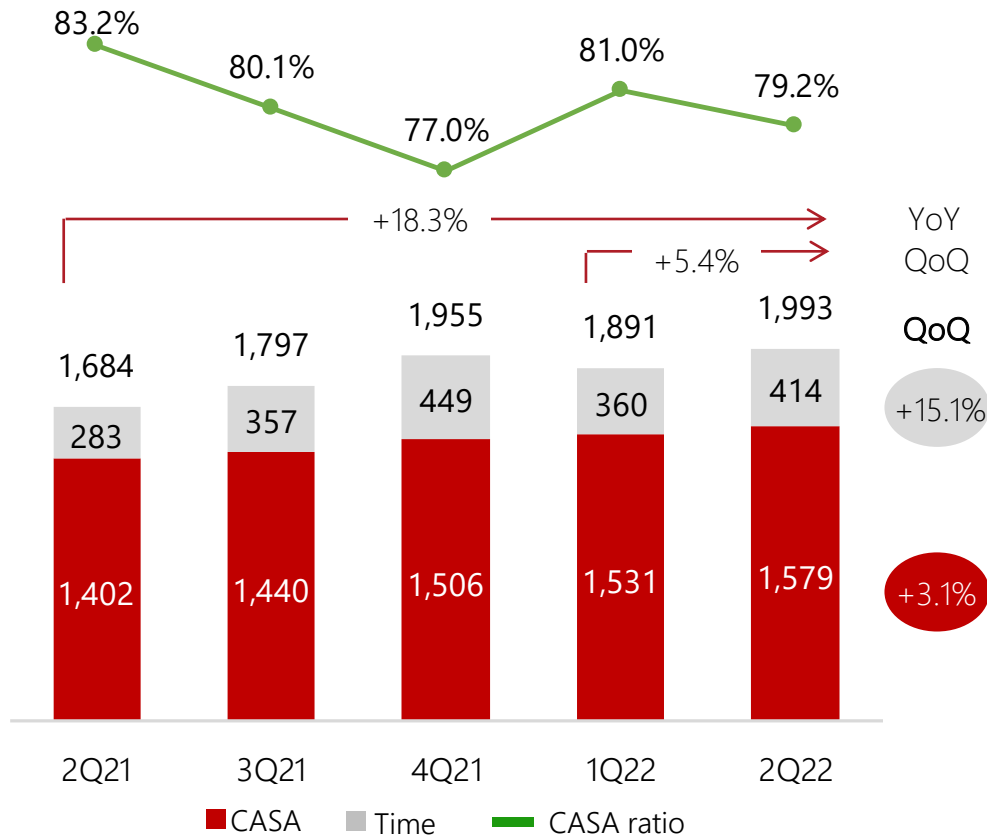
- Quarterly uptrend resumed after a slight moderation in 1Q22 due to seasonality
- All segments are above 2019 levels except auto and SME which continued to grow since 3Q21

# Funding

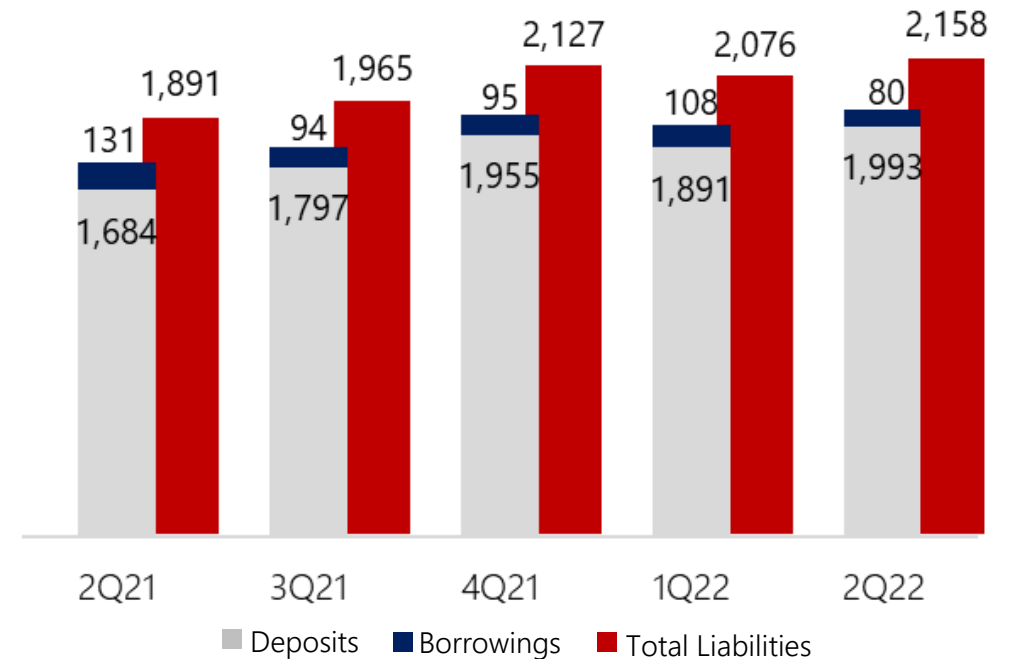
- Record deposit growth, up 18% YoY, underpinned by solid franchise
- Bond maturities in the 2Q22 were not refinanced and replaced by deposits
- CASA ratio slightly declined to 79%

Amounts in P bn

## Deposits

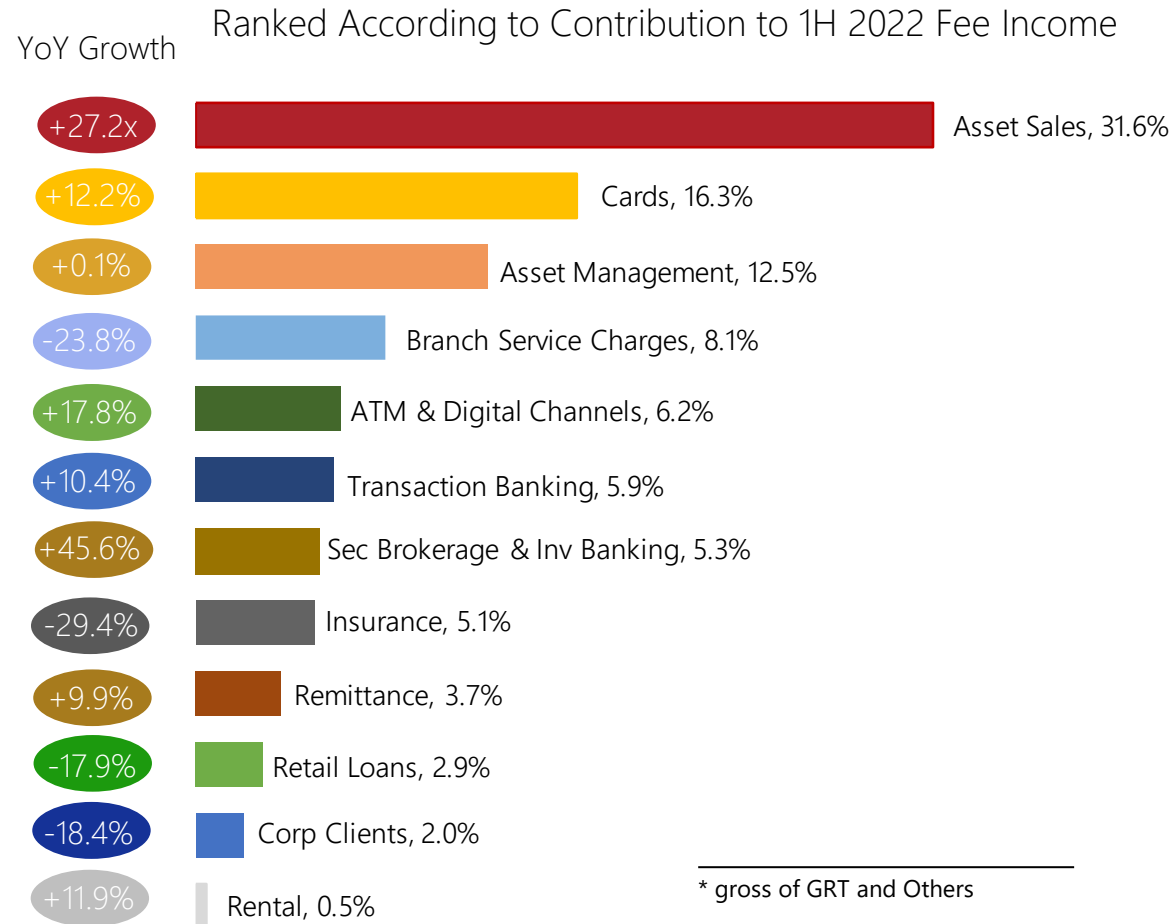


## Borrowings



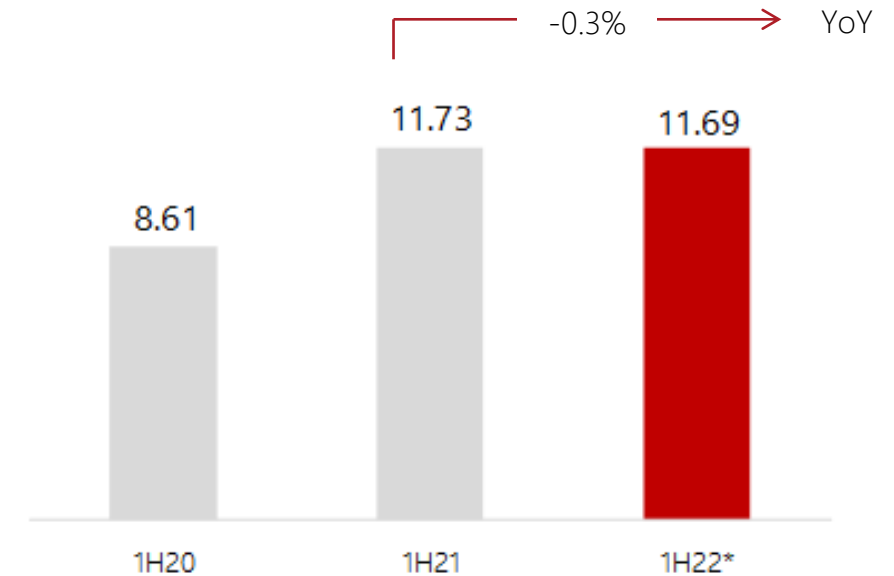
# Fee Income

- Net of gain on sale of asset, fee income was relatively flat; down 0.3%
- Underlying businesses remain robust



## Fee Income

Amounts in P bn



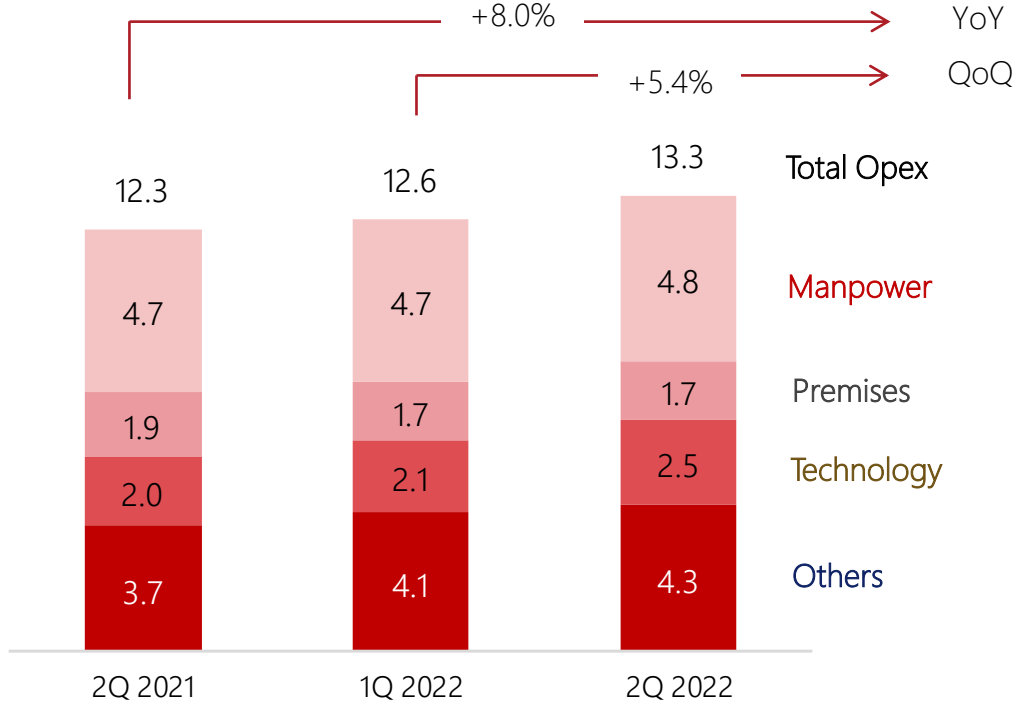
\* excluding asset sale

# Operating Expenses

- Expenses moderately up 8% YoY and 5% QoQ
- Growth predominantly driven by investments in technology to support to long-term growth
- Investments in digitalization improved efficiency and drove cost savings

Amounts in P bn

Opex



	Dec20	Dec21	Jun22
Cost-to-Income	47.3%	52.1%	44.8% <sup>1</sup>
1. Customer Count (in mn)	8.57	8.46	9.03 <sup>2</sup>
2. Retail Digital Client Count (in mn)	1.45	1.87	2.43 <sup>2</sup>
3. Headcount	19,952	19,181	18,684
4. Local Branch Count (Physical Locations) <sup>3</sup>			
-BPI	866	813	753
-BanKo	304	307	309

<sup>1</sup> CIR including impact of sale of property; 49.1% excluding revenue from sale of property

<sup>2</sup> Inclusive of clients acquired through GCash

<sup>3</sup> 2020 and 2021 include BFB branches

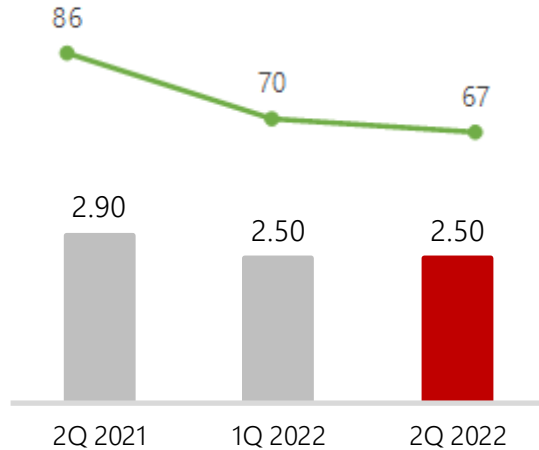
# Provisions & Asset Quality



- Continued improvements in asset quality
- Provision for losses was flat quarter-on-quarter to account for uncertainties in economic outlook
- Elevated NPL cover bodes well for earnings if asset quality holds

## Provisions & Credit Cost

in ₱ bn, bps



## NPL Level

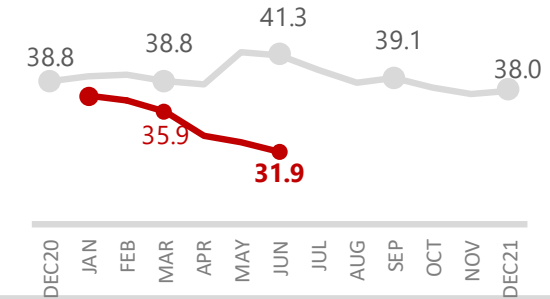
2021

2022

**₱31.9B**

-11.0% vs. Last Quarter

-22.8% vs. Last Year

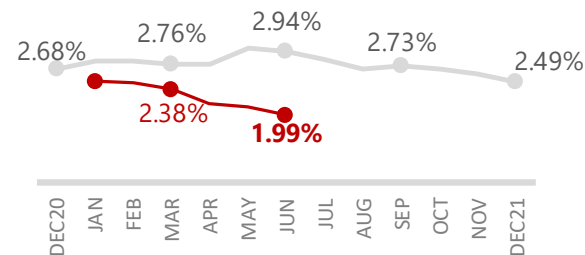


## NPL Ratio

**1.99%**

-39bps vs. Last Quarter

-95bps vs. Last Year

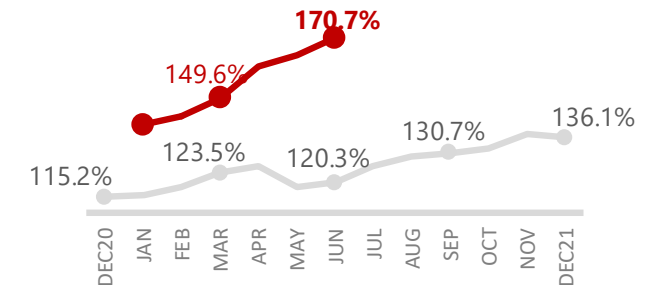


## NPL Cover

**170.7%**

21ppts vs. Last Quarter

50ppts vs. Last Year

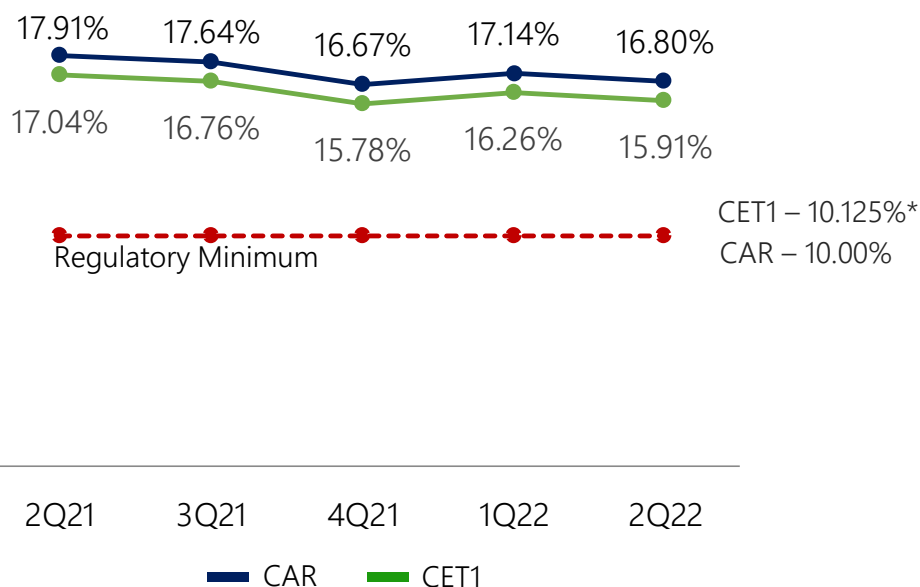




# Capital Position

- CET1 and CAR slightly declined reflecting growth in risk-weighted assets and increase in dividend payments
- Distributed dividends of P1.06 per share, up P0.16 or 18% compared to last year
- Capital remains robust to support growth

## Capital Ratios



\* effective January 1, 2022

## Dividend Distribution

Cash Dividend per share:  
**P1.06**  
First Semester 2022

### Dividend Policy:

Dividend Pay-out Ratio of 35% to 50% of previous year's earnings

## Dividend Payment History

Payment Date	Record Date	Dividend Per Share	Total Dividends in Mln	Payout Ratio*
25-Jul-18	04-Jul-18	0.90	4,052	36.2%
29-Jan-19	08-Jan-19	0.90	4,052	Year 2018
19-Jun-19	29-May-19	0.90	4,057	35.2%
27-Dec-19	04-Dec-19	0.90	4,057	Year 2019
26-Jun-20	04-Jun-20	0.90	4,062	28.2%
26-Nov-20	05-Nov-20	0.90	4,062	Year 2020
23-Jun-21	02-Jun-21	0.90	4,062	37.9%
24-Dec-21	02-Dec-21	0.90	4,062	Year 2021
22-Jun-22	01-Jun-22	1.06	4,784	1st sem 2022

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

# Summary



- 1 Profitability :** Positive growth momentum intact underpinned by accelerating loan and deposit growth and increase in NIM; expanding customer base and gains from customer engagement supportive of incremental income growth
- 2 Balance Sheet :** Robust capital position provides adequate buffer from ongoing economic uncertainties with room to deploy capital to support strategic initiatives
- 3 Asset Quality :** Continued improvements in asset quality allowed sustained decline in credit cost towards pre-pandemic level
- 4 Digital :** Continued to make good progress in strengthening digital capabilities



# Reinventing banking for a more inclusive and sustainable tomorrow

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# Appendices

# Macroeconomic & Industry Indicators



Indicators, as of end-of-period in %, except USD/PHP	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022
GDP Growth (YoY)	-8.2	-3.8	12.1	7.0	7.8	8.2	7.4
Current Account (% to GDP)	3.9	-0.3	-1.4	-1.0	-3.5	-5.0	
Inflation	3.5	4.5	4.1	4.8	3.6	4.0	6.1
M3 Growth (YoY)	9.6	8.5	6.5	8.3	7.9	7.7	6.9
91D T-bill - average	1.05	1.02	1.23	1.07	1.13	1.00	1.4
Overnight RRP	2.0	2.0	2.0	2.0	2.0	2.0	3.25
BVAL - 3 months	1.12	1.28	1.17	1.13	1.09	1.34	1.74
BVAL - 10 years	3.00	4.41	3.92	4.50	4.82	5.89	7.04
USD/PHP	48.036	48.466	48.544	50.959	50.774	51.960	55.021

Industry, as of end-of-period Amounts in Php Bn	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022
Total Assets	19,457.05	19,439.94	19,811.17	20,088.30	20,821.01	20,798.97	21,347.01
Customer Loans <sup>1</sup>	9,804.64	9,589.48	9,681.04	9,819.64	10,204.05	10,141.85	10,613.42
Deposits	14,895.02	15,015.10	15,346.10	15,650.76	16,236.14	16,088.96	16,492.60
Capital	2,431.12	2,459.22	2,509.95	2,549.92	2,573.92	2,527.24	2,576.58
Assets Growth (YoY)	6.1%	5.6%	6.4%	7.3%	7.0%	6.9%	7.8%
Loan Growth (YoY)	-2.8%	-5.6%	-2.7%	1.8%	4.1%	5.8%	9.6%
Deposits Growth (YoY)	9.0%	7.9%	7.6%	8.9%	9.0%	7.2%	7.5%
Capital Growth (YoY)	4.9%	6.9%	5.9%	5.9%	5.9%	2.8%	2.7%

Source: Bangko Sentral ng Pilipinas & Philippine Statistics Office

<sup>1</sup> 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

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



*Pesos Fuertes, 1883*



*BPI Iloilo, 1897*



*BPI ₱10 note, 1933*

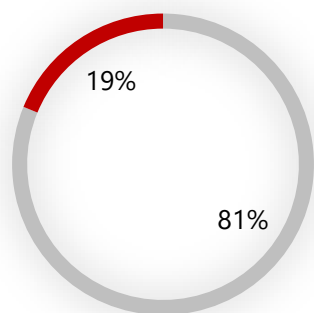
# BPI at a glance



- ✓ 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, the Roman Catholic Church and GIC
- ✓ 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 has almost doubled since 2010 to 9.03 million customers (inclusive of Gcash customers) in June 2022 owing to the Bank's strong brand recognition

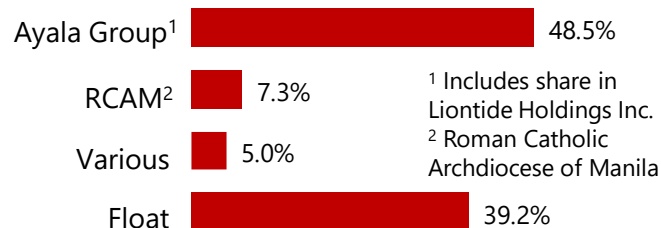
## Ownership Structure

June 30, 2022 Citizenship Composition



■ Filipino ■ Non-Filipino

June 30, 2022 Shareholder Profile



## Investment Information

Fundamentals	
Stock Price	P84.80 per share
BV per share	₱67.38
P-B Ratio	1.25x
P-E Ratio	11.77x
Dividends	P1.06 per share
Market Cap (in P mn)	382.71

Trading Fact Sheet	
Type	Common
Stock Ticker	BPI
ISIN	PHY0967S1694
Exchange	Philippine Stock Exchange
Par Value	10.00
Outstanding Shares	4,513,128,255
Foreign Ownership	19%

## Investment Ratings

Credit Ratings			
S&P <sup>1</sup>	BBB+	Long term Issuer Credit Rating	Feb 2022
Moody's	Baa2	Baseline Credit Assessment	July 2022
Fitch	BBB-	Long term Issuer Default Rating	May 2022
Capital Intelligence	BBB	Long term Foreign Currency	July 2022

ESG Ratings <sup>2</sup>			
MSCI		BBB	June 2021
Sustainalytics		27.1	May 2022
SAM (S&P)		51	Nov 2021
V.E. (Moody's)		49	Aug 2021

<sup>1</sup> Outlook upgraded to "Stable"

<sup>2</sup> MSCI and SAM (S&P); BPI ranks first among Philippine banks as of May 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 June 2022)

1,181 Branches:

872 BPI<sup>1</sup>

309 BanKo<sup>2</sup>

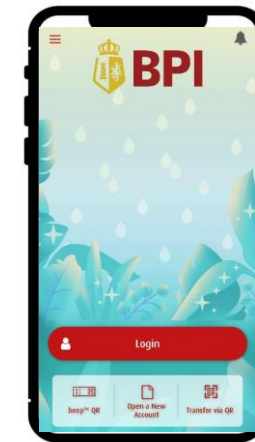
2,181 ATMs & CAMs

18,684 Employees

Main Operating Business Segments



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



Digital Channels

As of June 2022

Total Client Count<sup>3</sup>  
9.03 mn

Enrollments  
5.22 mn

Active Users<sup>4</sup>  
3.51 mn

<sup>1</sup> 869 local branches (total branch licenses) and 3 international offices; Total physical locations is 753, with 109 branches co-located and 7 branches consolidated; Effective May 16, 2022, 49 BFB branches have been co-located with the nearest BPI branch; <sup>2</sup> Branches and branch-lite units (BLUs)

<sup>3</sup> Inclusive of clients acquired through Gcash <sup>4</sup> Rolling 3 months on a growing client base

# Financial Highlights



	Jun 2021	Mar 2022	Jun 2022	△ YoY	△ QoQ
<b>Balance Sheet (in P bn)</b>					
Assets	2,178.6	2,378.3	2,464.3	13.1%	3.6%
Net Loans	1,360.6	1,462.1	1,557.0	14.4%	6.5%
Deposits	1,684.4	1,891.1	1,992.9	18.3%	5.4%
CASA	1,401.9	1,531.3	1,578.9	12.6%	3.1%
Capital	285.8	300.0	304.1	6.4%	1.4%
AUM	1,087.1	1,121.9	1,061.8	-2.3%	-5.4%
<b>Key Metrics</b>					
				△ bps	
Quarter NIM	3.32%	3.42%	3.51%	18	9
Quarter Asset Yield	4.04%	4.03%	4.13%	9	10
Quarter Cost of Funds	0.82%	0.69%	0.71%	(12)	1
Quarter Cost to Income	51.56%	49.63%	41.09%	(1,047)	(854)
YTD Cost of Deposits	0.60%	0.53%	0.55%	(5)	2
YTD Cost to Assets	2.24%	2.15%	2.16%	(8)	1
YTD ROE	8.44%	11.02%	13.98%	553	296
YTD ROA	1.10%	1.36%	1.71%	61	35
CASA Ratio	83.23%	80.97%	79.22%	(400)	(175)
Loan-to-Deposit Ratio	80.78%	77.32%	78.13%	(265)	81
Credit Cost (in bps)	86	70	67	(20)	(3)
NPL Ratio	2.94%	2.38%	1.99%	(95)	(39)
NPL Coverage Ratio	120.30%	149.62%	170.74%	5,044	2,112
CAR	17.91%	17.14%	16.80%	(111)	(34)
CET1	17.04%	16.26%	15.91%	(113)	(35)

	2Q21	4Q21	1Q22	2Q22	△ QoQ	△ YoY
<b>Profitability (in P bn)</b>						
Net Interest Income	17.0	18.4	19.0	20.3	7.2%	19.6%
Non-Interest Income	6.8	7.4	6.4	11.9	87.4%	75.4%
Trading Income	0.8	0.7	0.9	0.7	-19.7%	-7.6%
Non-Interest Income	6.0	6.7	5.5	11.2	104.9%	86.2%
Revenues	23.8	25.8	25.4	32.3	27.3%	35.6%
Operating Expenses	12.3	14.2	12.6	13.3	5.4%	8.0%
PPOP	11.5	11.5	12.8	19.0	48.9%	64.9%
Provisions	2.9	2.9	2.5	2.5	0.0%	-13.8%
NIBT	8.6	8.7	10.3	16.5	60.8%	91.3%
Income Taxes	1.7	2.2	2.2	4.0	80.9%	131.5%
Net Income	6.8	6.4	8.0	12.5	56.1%	82.9%

# Financial Highlights (in USD)



	Jun 2021	Mar 2022	Jun 2022	△ YoY	△ QoQ
<b>Balance Sheet (in USD bn)</b>					
Assets	41.9	46.8	44.8	6.8%	-4.4%
Net Loans	26.2	28.8	28.3	8.1%	-1.7%
Deposits	32.4	37.2	36.2	11.7%	-2.7%
CASA	27.0	30.2	28.7	6.4%	-4.9%
Capital	5.5	5.9	5.5	0.5%	-6.4%
AUM	20.9	22.1	19.3	-7.8%	-12.7%
<b>Key Metrics</b>					
				△ bps	
Quarter NIM	3.32%	3.42%	3.51%	18	9
Quarter Asset Yield	4.04%	4.03%	4.13%	9	10
Quarter Cost of Funds	0.82%	0.69%	0.71%	(12)	1
Quarter Cost to Income	51.56%	49.63%	41.09%	(1,047)	(854)
YTD Cost of Deposits	0.60%	0.53%	0.55%	(5)	2
YTD Cost to Assets	2.24%	2.15%	2.16%	(8)	1
YTD ROE	8.44%	11.02%	13.98%	553	296
YTD ROA	1.10%	1.36%	1.71%	61	35
CASA Ratio	83.23%	80.97%	79.22%	(400)	(175)
Loan-to-Deposit Ratio	80.78%	77.32%	78.13%	(265)	81
Credit Cost (in bps)	86	70	67	(20)	(3)
NPL Ratio	2.94%	2.38%	1.99%	(95)	(39)
NPL Coverage Ratio	120.30%	149.62%	170.74%	5,044	2,112
CAR	17.91%	17.14%	16.80%	(111)	(34)
CET1	17.04%	16.26%	15.91%	(113)	(35)

	2Q21	4Q21	1Q22	2Q22	△ QoQ	△ YoY
<b>Profitability (in USD mn)</b>						
Net Interest Income	350.4	362.7	365.5	369.8	1.2%	5.6%
Non-Interest Income	140.1	145.1	122.6	216.9	76.9%	54.8%
Trading Income	16.1	13.2	17.3	13.1	-24.2%	-18.5%
Non-Interest Income	124.0	131.9	105.3	203.8	93.5%	64.3%
Revenues	490.5	507.8	488.1	586.7	20.2%	19.6%
Operating Expenses	252.9	280.5	242.2	241.1	-0.5%	-4.7%
PPOP	237.6	227.3	245.9	345.7	40.6%	45.5%
Provisions	59.8	56.8	48.1	45.4	-5.6%	-24.0%
NIBT	177.8	170.5	197.7	300.2	51.8%	68.8%
Income Taxes	35.7	43.1	42.7	72.9	70.8%	104.3%
Net Income	140.4	126.2	153.6	226.5	47.4%	61.3%

# BPI Executive Management



As of June 1, 2022



**Jose Teodoro K. Limcaoco**  
President and CEO



**Ramon L. Jocson**  
Executive Vice President  
Chief Operating Officer



**Maria Theresa D. Marcial**  
Executive Vice President  
Head, Wealth Management



**Marie Josephine M. Ocampo**  
Executive Vice President  
Head, Mass Retail Products



**Dino R. Gasmen**  
Senior Vice President  
Treasurer



**Marita Socorro D. Gayares**  
Senior Vice President  
Chief Risk Officer



**Juan Carlos L. Syquia**  
Executive Vice President  
Head, Corporate Clients Segment



**Maria Cristina L. Go**  
Executive Vice President  
Head, Consumer Banking



**Joseph Anthony M. Alonso**  
Senior Vice President  
Chief Credit Officer



**Eric Roberto M. Luchangco**  
Senior Vice President  
Chief Finance Officer  
Chief Sustainability Officer



**Mary Catherine Elizabeth P. Santamaria**  
Senior Vice President  
Chief Customer and Marketing Officer

# BPI Sustainability Agenda

BPI aims to be an inclusive, innovative, and trusted leader in Responsible Banking



## BPI SUSTAINABILITY STRATEGY

### RESPONSIBLE BANKING

- Financing Sustainable Development
- Financial Inclusion
- Supporting Nation Building

### RESPONSIBLE OPERATIONS

- Environmental Sustainability
- Social Responsibility

CORPORATE GOVERNANCE & RISK MANAGEMENT

## BPI'S UNIQUE FORMULA

**ESG + E<sub>2</sub>**

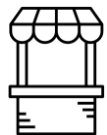
**E**nvironment, **S**ocial, **G**overnance and **E**conomic goals and standards are incorporated in BPI's core strategy

# BPI Sustainability Agenda



BPI aims to be an inclusive, innovative, and trusted leader in Responsible Banking

## Becoming the most financially inclusive and sustainable bank



Over **238,000 SEMEs** served through **PHP 32 billion** microfinance loans since 2016 through **BanKo**  
A subsidiary of BPI



**3.5 million** active users of the BPI Online website and BPI Mobile App  
**90%** of transactions are digital



**48% of corporate portfolio** contributing to the **UN SDGs**<sup>1</sup>

FinanceAsia Country Awards 2022  
▪ **Best Sustainable Bank (Philippines)**



Global Finance Sustainable Finance Awards 2022

- **Financial Leadership in Sustaining Communities (Asia-Pacific)**
- **Best Bank for Sustainable Finance (Philippines)**

## Embedding ESG in our culture



Board-approval and implementation of the **BPI Sustainability Agenda** and **Environmental & Social Risk Management System (ESRMS)**



**ESG KRA Setting** based on short-, medium-, and long-term goals, action plans, and metrics to be implemented across BPI starting 2022



**Sustainability Training** for all employees

- Real-time and online courses
- Learning bytes and webinars



**Environmental and climate risk awareness and education** of employees and clients for health, safety, and business continuity through the first Philippine Sustainability Awareness Month

## Sustainability commitments and innovations

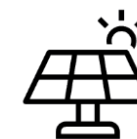


First Philippine bank to sign up as a **supporter of the Task-Force on Climate-related Financial Disclosures**

First bank to incorporate a **TCFD segment in the Integrated Report**



**Zero-out coal generation financing by 2032** and **no additional greenfield** coal power generation projects



**Energy Transition Finance Facility (ETFF)** to enable early retirement of coal plants and shift to renewable energy technologies

<sup>1</sup> As of year-end 2021

# Awards and Recognitions



As of June 30, 2022

## Institutional

<p>Best Bank in the Phils.; Financial Leadership in Sustaining Communities 2022</p>	<p>Best Sustainable Bank in PH 3<sup>rd</sup> consecutive year 2022</p>	<p>Best Remittances Service Provider in PH 2022</p>
<p>Best Trade Finance Bank 8<sup>th</sup> consecutive year 2022</p>	<p>One of the Best Companies to Work For In Asia 2021</p>	<p>Best SME Bank in PH 9<sup>th</sup> win in 16 years 2022</p>
<p>LLC Bank and SME Bank For Treasury/Working Capital Management in PH 2022</p>	<p>Best FX Bank Corporates, Fis-5<sup>th</sup> win Retail Clients-4<sup>th</sup> win 2022</p>	<p>Best Digital Bank Most Sustainable Bank In PH 2022</p>
<p>Best Cash Management Best Trade Finance Provider – PH 2021</p>	<p>Best IR Program: 5<sup>th</sup> in All-Asia 3<sup>rd</sup> in Small &amp; Midcap 2020</p>	<p>Best Bank in the Philippines 2020</p>

## BPI Foundation

<p>Outstanding CSR Project In Financial Inclusion 2022</p>	<p>Best Bank For Corporate Social Responsibility in PH 2021</p>	<p>WWF Climate Support Award (Phils) 2020</p>
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## Bancassurance

<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 (6<sup>th</sup> consecutive win) 2022</p>	<p>Best Overall Asset &amp; Fund Manager (6<sup>th</sup> win in 7 years) 2022</p>	<p>Best Asset Manager (Fixed Income &amp; Equity) 2022</p>	<p>Sustainable Investing as Asset Management Company of the Year (Highly Commended)</p>	<p>Best Managed Fund of the Year – Dollar Equity Fund (5<sup>th</sup> consecutive win) 2021</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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