1H 2021 EARNINGS CALL



Panelists





TOTO TANSINGCO

Treasurer & Head, Financial Markets



FABIAN S. DEE President



MYLENE CAPARAS Head, Institutional Banking

Panelists





MONJ DEL ROSARIO Head, Consumer Business





MINDA OLONAN Head, Investor Relations



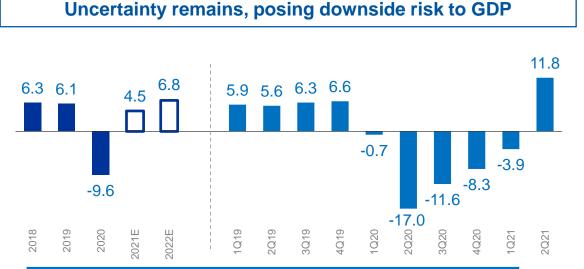
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Slower economic recovery seen even as vaccination improves

Setback from new highly transmissible variants and re-imposition of mobility restrictions, but vaccination continues to get underway

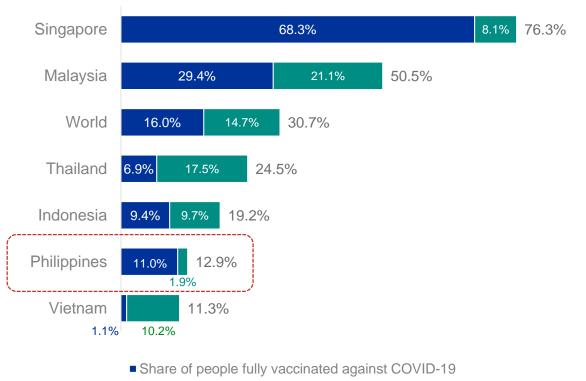


Flurry of downgrades since fresh lockdowns began					
2021E GDP	Previous	New			
ADB	6.5%	4.5% 🗸			
Fitch	5.8%	5.0% 🗸			
IMF	6.9%	5.4% 🗸			
Moody's	6.3%	5.3% 🗸			
S&P	9.6%	7.9% 🗸			
World Bank	5.5%	4.7% 🗸			

Source: Philippine Statistics Agency

Potential re-opening dependent on vaccination program

Share of people vaccinated against COVID-19, as of August 11, 2021



Share of people only partly vaccinated against COVID-19

Source: https://ourworldindata.org/

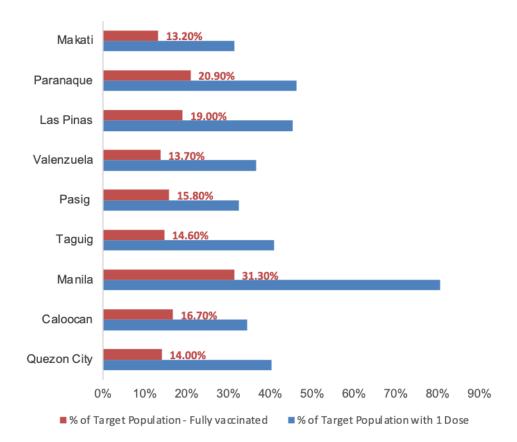
Metroban You're in good han

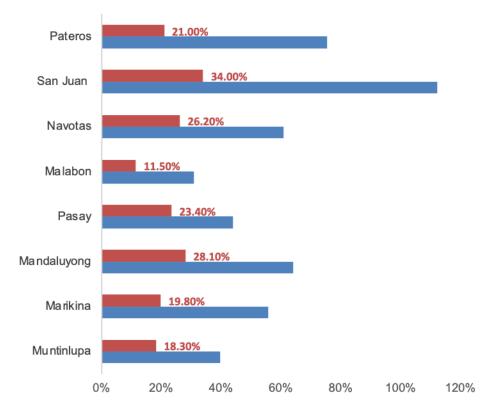
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Metro Manila on its way to achieving vaccination target

As of mid-July, over 3.9MM or 41% of the 9.6MM eligible population in Metro Manila has received at least one dose of the vaccine.



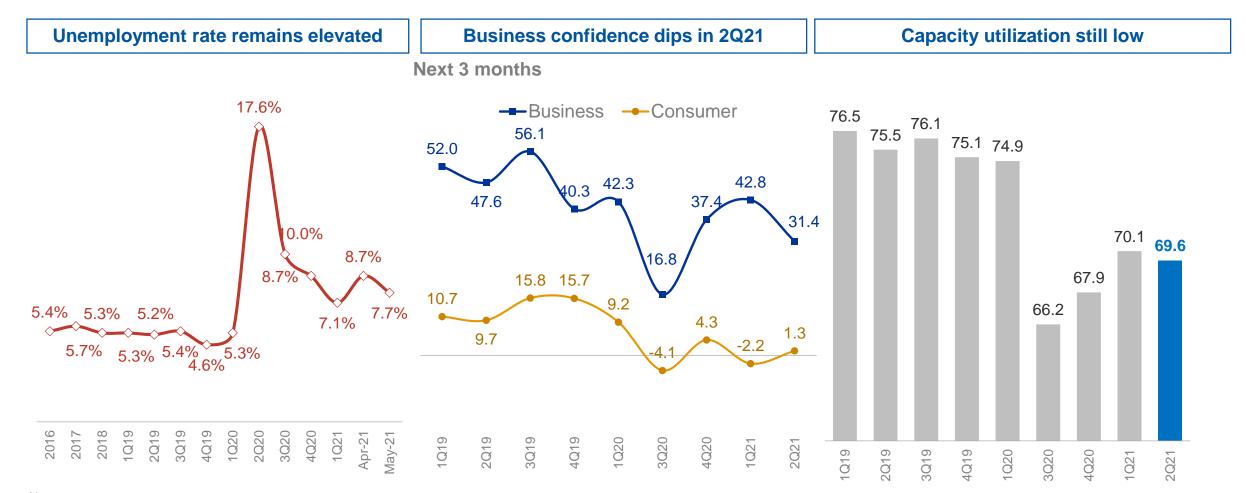


Source: Rappler Research

Metrobank You're in good hands

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Expectations remain cautious



Notes:

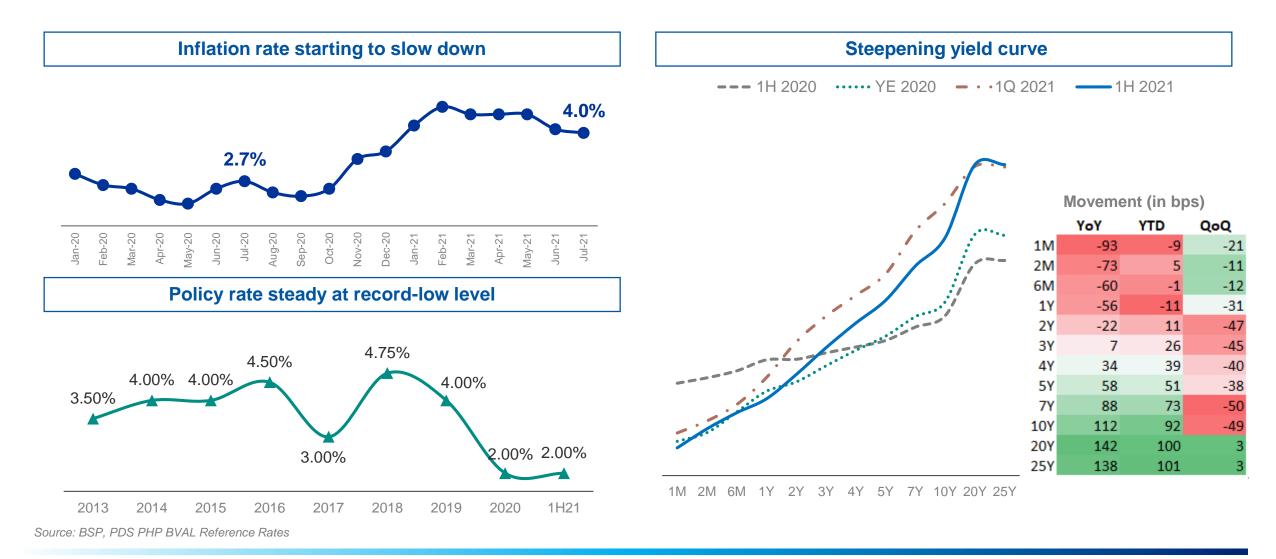
No confidence index data in 2Q20 due to ECQ

Average capacity utilization in the Industry and Construction sectors, as reported in BSP's Business Expectations Survey

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Accommodative monetary policy to support the economy



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Metrobank Economic Research Forecasts

As of August 2021

	2019A	2020A	2021F	2022F
GDP	6.0%	-9.6%	4.8%	6.1%
Inflation	2.5%	2.6%	4.1%	3.0%
BSP RRP rate	4.0%	2.0%	2.0%	2.5%
USDPHP Trend	50.6	48.0	50.6	51.7

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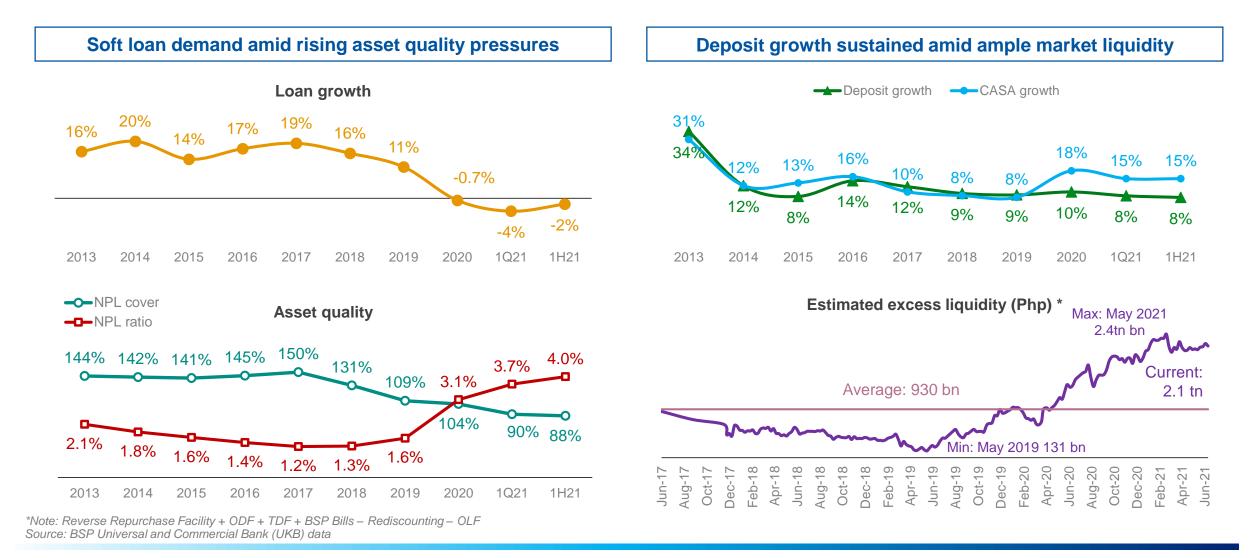
	DBCC*	6.0% - 7.0%	7.0% - 9.0%
s	ADB	4.5%	5.5%
Forecasts	WB	4.7%	5.9%
Fore	Moody's	5.3%	6.5%
DP	Fitch	5.0%	6.6%
G	IMF	5.4%	7.0%
	S&P	7.9%	7.2%

*Development Budget Coordination Committee - formulates the National Government's fiscal program; composed of the Office of the President, DBM, NEDA, and DOF. The BSP attends the Committee meetings as a resource agency.



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Banking Industry: Loan slowdown amid ample liquidity



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1H 2021

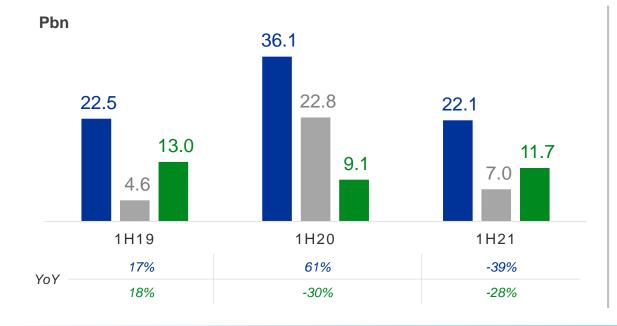


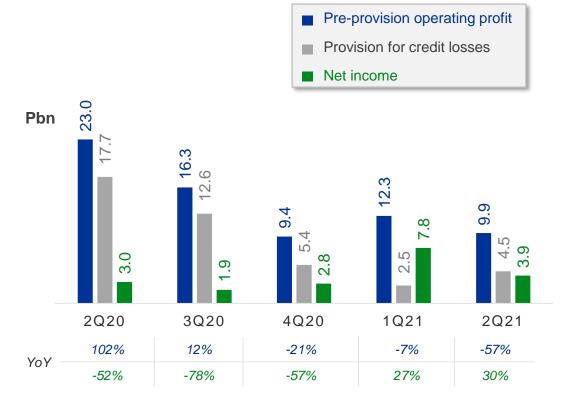
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Healthy asset quality drives lower provisions; boosts bottomline

- Net income up 28% YoY
- Weak loan demand and lower margins pare down NII, -16% YoY
- Strong fee & trust income (+17%) tempers weakness in trading & FX gains (-69%)
- Operating expenses flat YoY
- Provisions for loan losses 69% lower amid benign asset quality





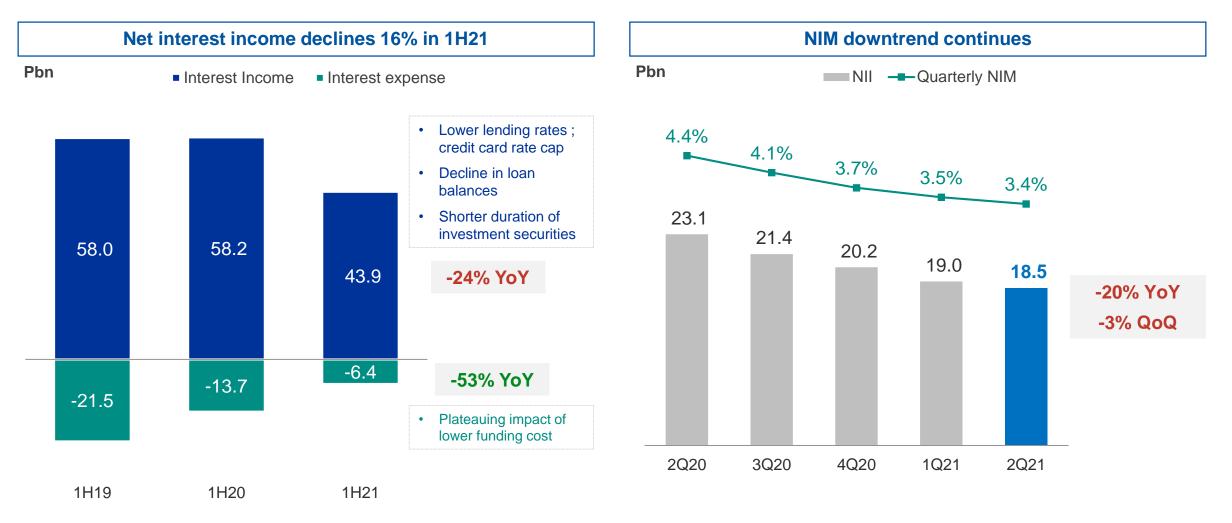
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Metrobank You're in good hands

Net interest income weighed down by weak loan demand and NIM

Lower asset yields with plateauing impact from deposit costs soften the Bank's overall net interest income

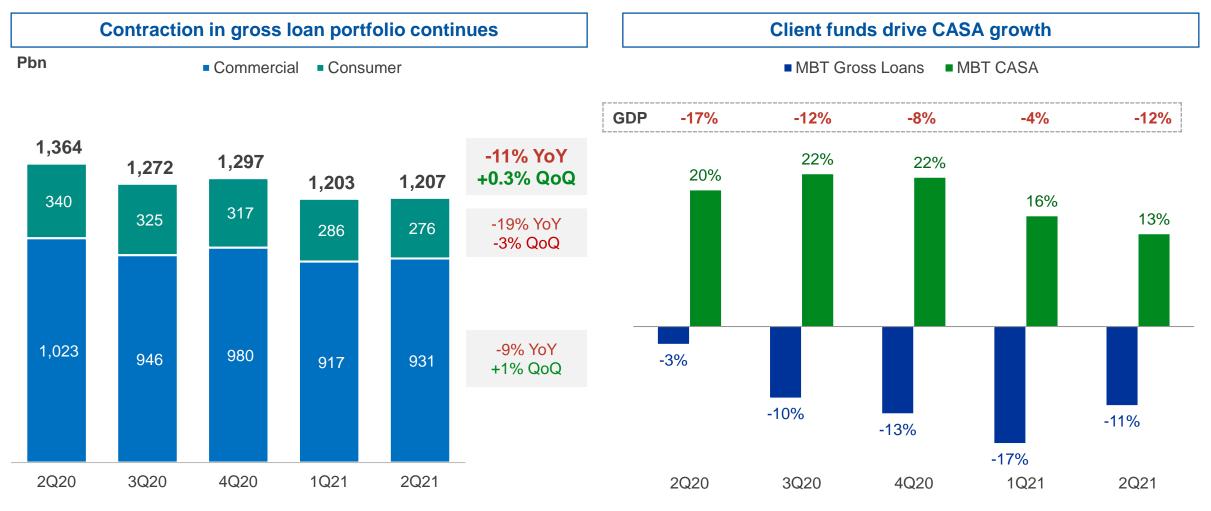




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Weak loan demand follows lukewarm economy

Contraction in loan portfolio reflective of the slowdown across industries while freed-up client liquidity remains parked in CASA deposits



Note: Gross of Unearned Interest and Discount (UID)

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Commercial lending continues to reflect weak economic activity

Slowdown in commercial loans as economic uncertainty disrupted business inventory cycle and deferred expansion plans



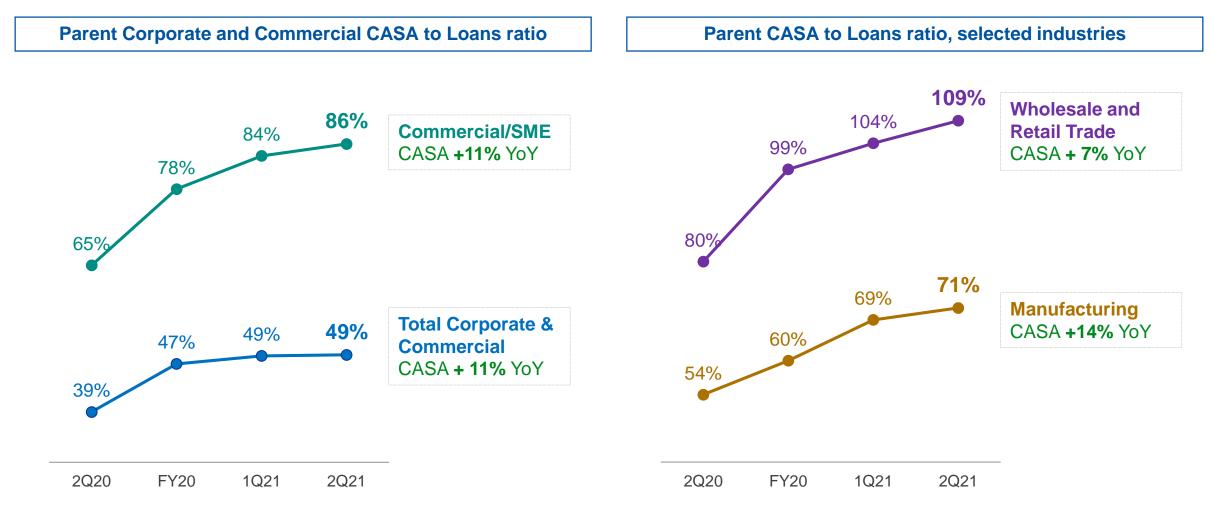
Note: SME definition as per BSP

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Customers remain on the sidelines, funds kept in CASA



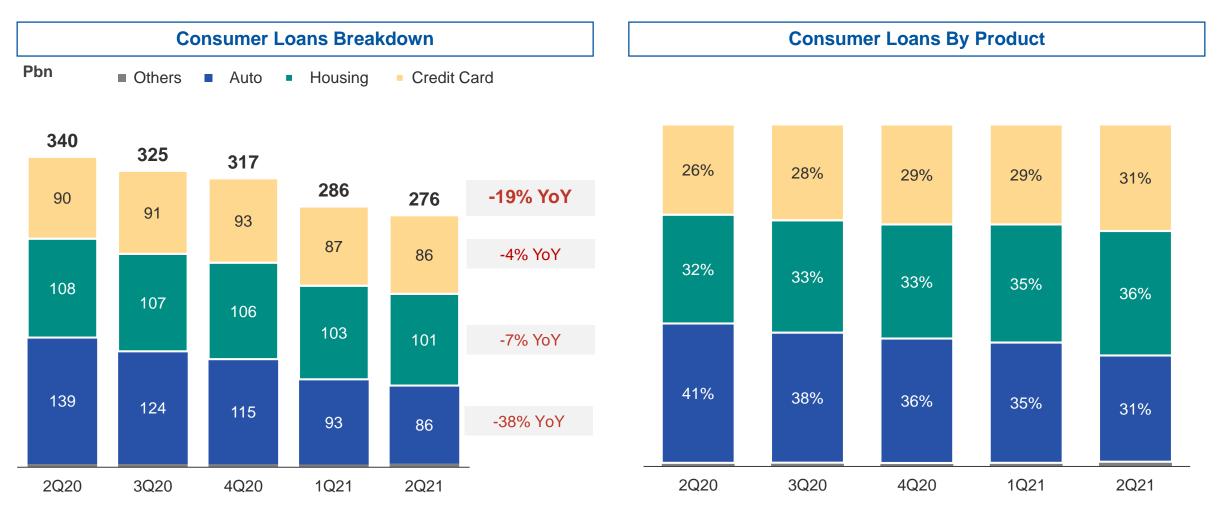
Note: Industry is based on Metrobank's internal classification

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Retail portfolio slows amid weak consumption spending

Economic uncertainty, high unemployment, and reduced mobility continue to constrain demand for big-ticket spending



Note: Gross of Unearned Interest and Discount (UID)

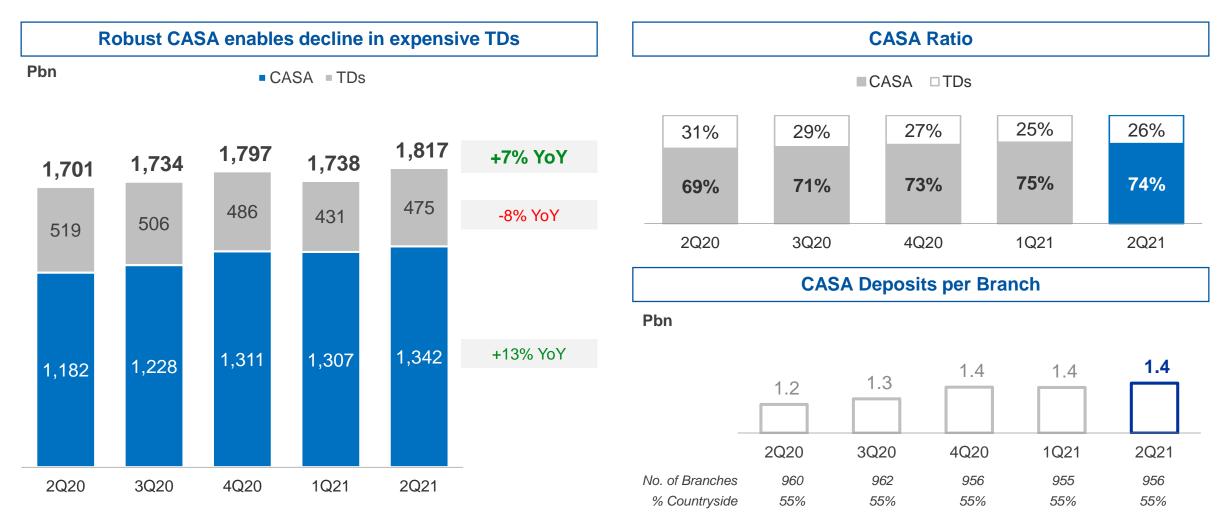
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Strong CASA growth reflects strong deposit franchise

Clients with lower borrowing demand maintained their excess funds in CASA deposits, driving CASA ratio higher



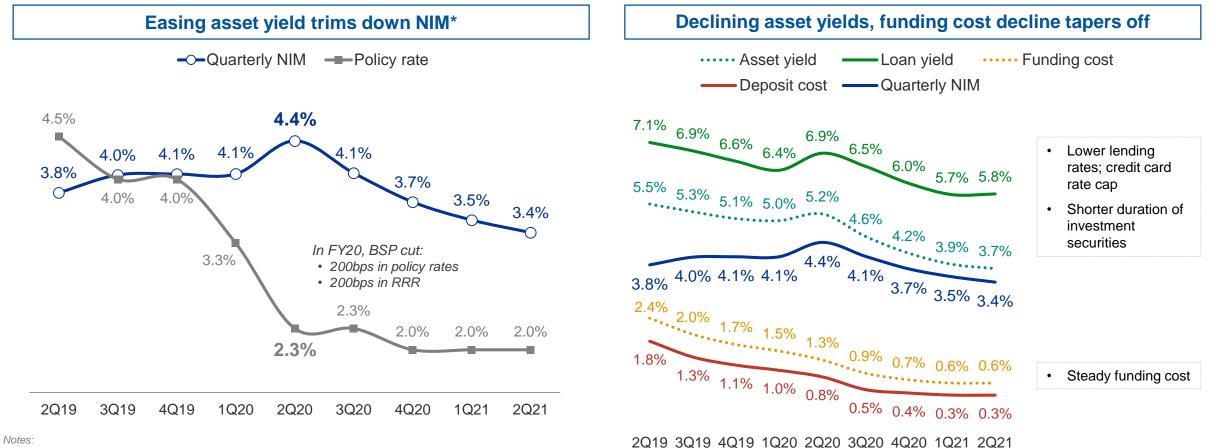
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Net interest margin declines on lower asset yields

Continued low interest rates and short securities duration trim down asset yields, outpacing the reduction in funding cost



• NIM = Net Interest Income / Ave. Interest Earning Assets

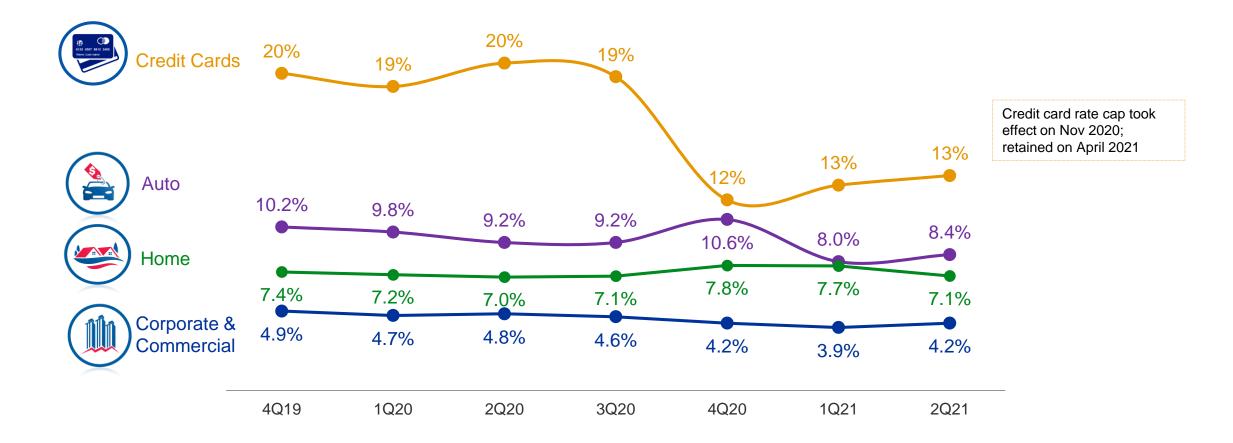
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- Asset Yield = Annualized Gross Interest Income / Ave. Interest Earning Assets
- Loan Yield = Annualized Gross Interest Income from Loans / Ave. Net Loans
- Funding Cost = Annualized Gross Interest Expense / Ave. Interest Bearing Liabilities
- Deposit Cost = Annualized Gross Deposit Expense / Ave. Deposits

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Easing loan yields from lower interest rates and paydowns



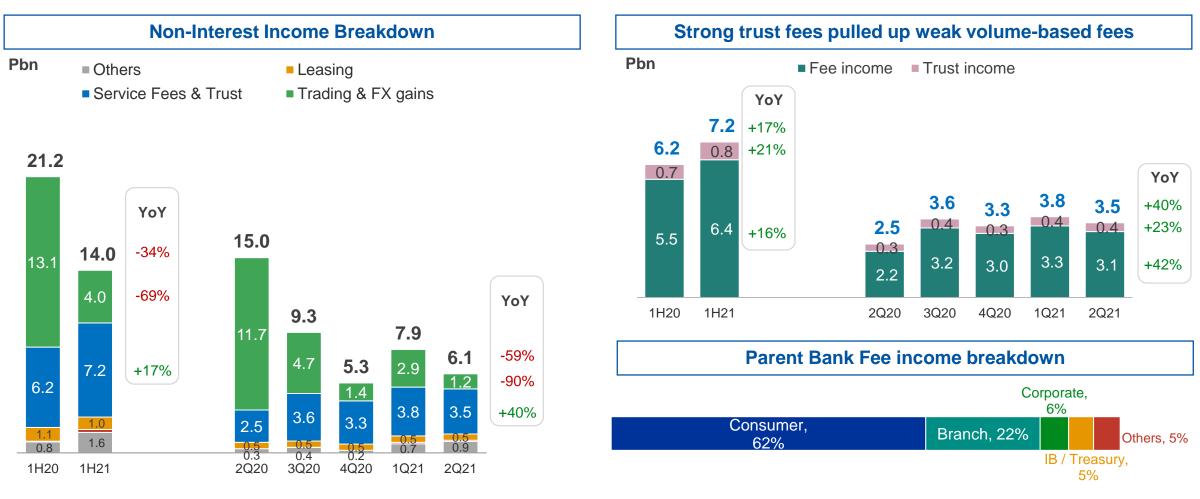


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Steady fee income, less opportunistic trading & FX gains

Stable fee income despite slow business volumes; strong trust fees; normalized trading income



Note: Others include Dividend income, Gain on recognition of investment properties, Recovery on charged-off assets, IT and other fees

Note: Fee income includes credit card fees, trade and loan-related, fees from ATM or e-channel usage, remittance, deposit-related, product referral, etc

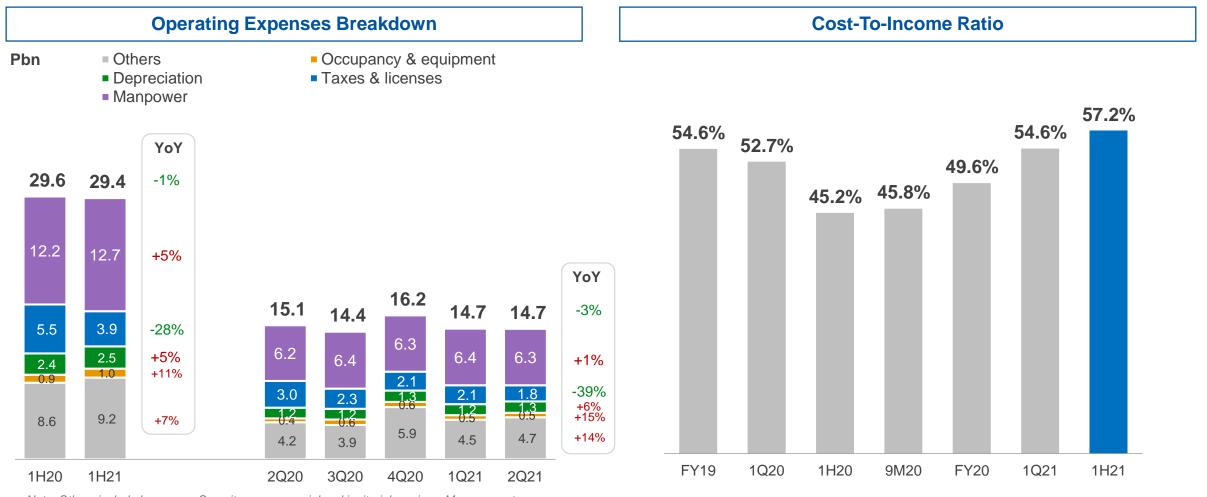
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Stable cost growth

Efforts to enhance productivity and operational efficiency being sustained; higher CIR driven by lower operating income



Note: Others include Insurance, Security, messengerial and janitorial services, Management, professional and supervision fees, Information technology, Advertising

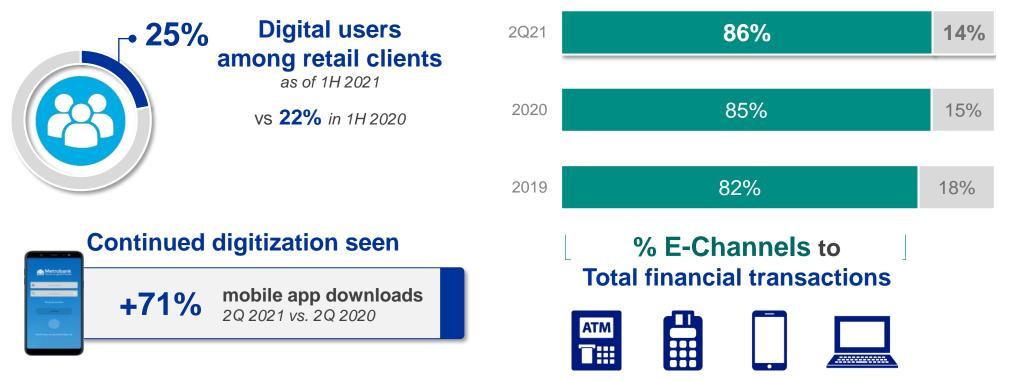
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Rising digital transactions

Active push for e-channels accelerated digital transactions under pandemic conditions



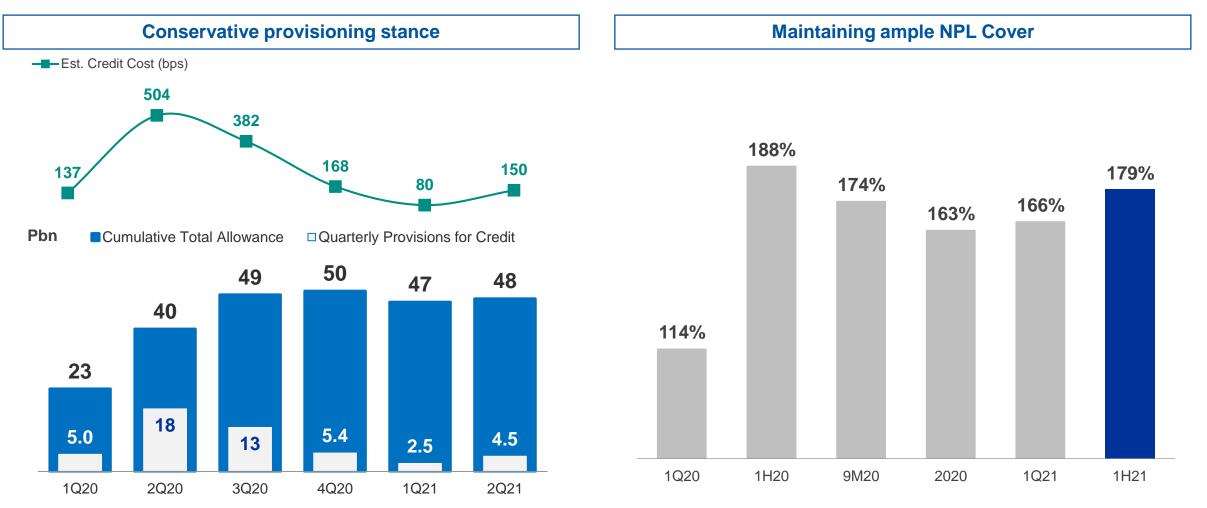
Note: Refined tracking to both incoming and outgoing e-channel transactions



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Stable NPLs and ample reserves give room to lower provisions

Mindful of potential risks ahead despite manageable asset quality, the Bank continued to maintain high reserves



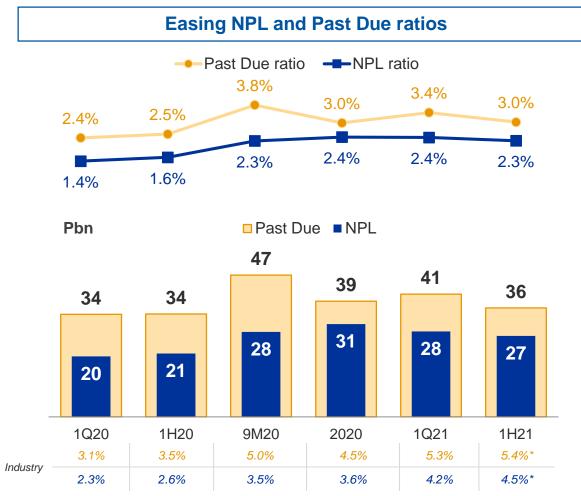
Note: Estimated credit cost = Annualized Provisions for Credit / Ave. Gross Loans & Receivables

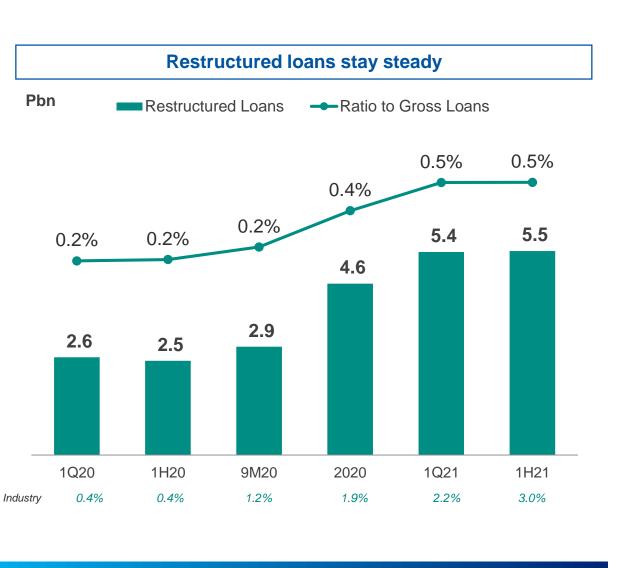
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Asset quality remains stable





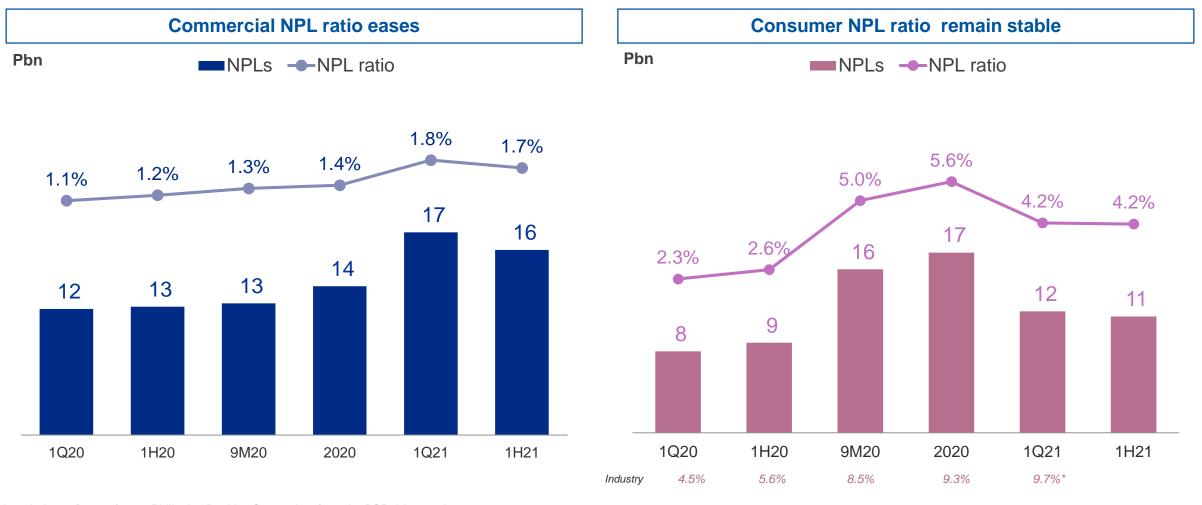
Note: Gross loans net of Unearned Interest and Discount (UID) Industry Data refers to Philippine Banking Sector data from the BSP; * Latest as of 1H21

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Proactive asset quality management

Commercial NPLs on the decline as consumer NPL formation was proactively managed



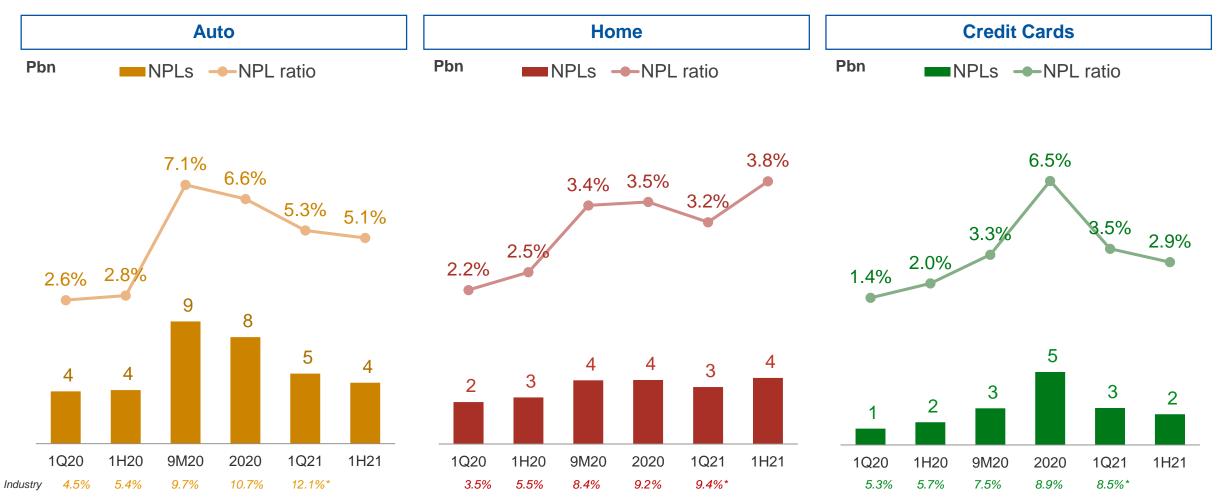
Note: Industry Data refers to Philippine Banking Sector data from the BSP; * Latest data

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Consumer NPLs starting to wane

Proactive NPL management pulled down retail NPLs



Note: NPL Ratios computed using Net of Unearned Interest and Discount (UID) Industry Data refers to Philippine Banking Sector data from the BSP; * Latest data

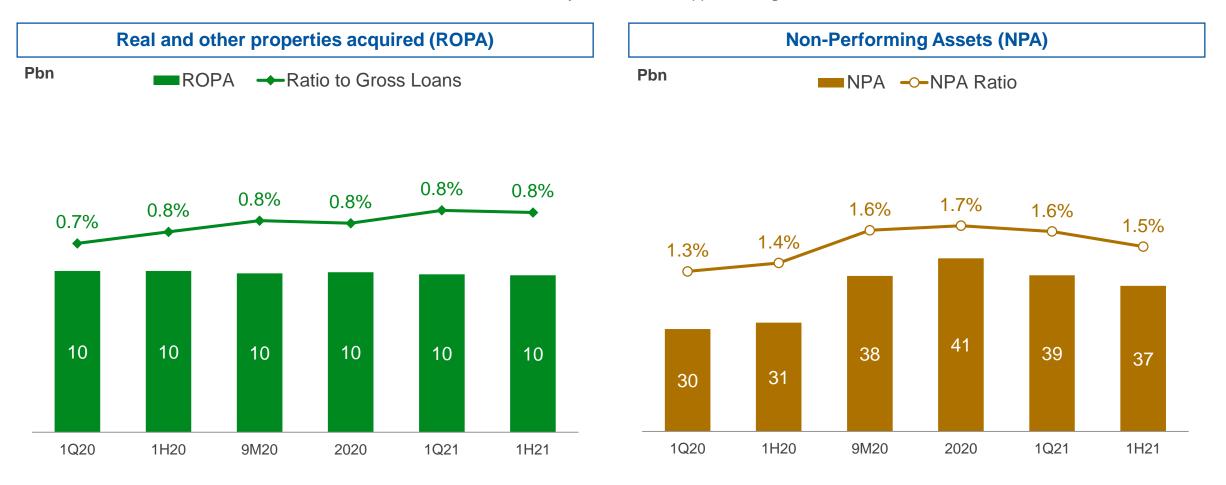
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Other asset quality indicators remain stable

Foreclosed assets still steady. Lower NPLs support easing NPA ratio



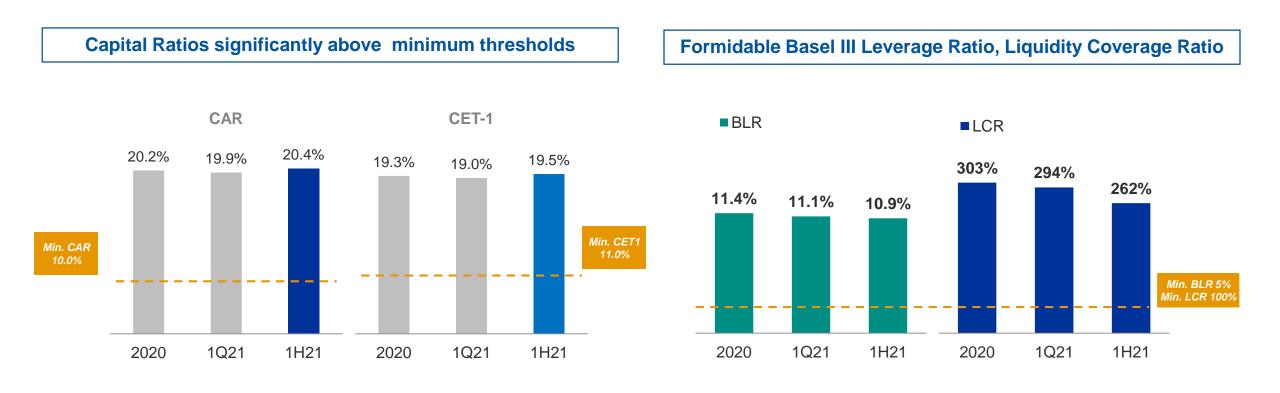
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Strong balance sheet, healthy capital levels provide ample support

The Bank is highly liquid and well-capitalized, with capital and liquidity ratios comfortably above the regulatory threshold





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2021 Outlook – Positives and Challenges Ahead

- Recovery in fee income from higher transaction volumes
- Cost management to sustain low single-digit opex growth
- Flexibility to trim credit costs should NPL formation continue to remain manageable
- Lower effective tax rate from the CREATE Bill
- Strong CET1 ratio of 19.5% puts MBT in a position to take advantage of market opportunities

- Challenging loan recovery in 2H21 with risks of heightened mobility restrictions, slower GDP rebound and ample client liquidity
- Margin pressure on the back of full impact of interest rate cuts and excess system liquidity
- Less opportunity for exceptional trading income. Normalized trading income supported by expanding customer flows
- Peak NPL ratio exceeding 4-5% due to vaccine delays and recurrence of lockdowns



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Key strategies to enhance returns

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Topline Growth Drivers

- Maintain stronghold in commercial banking
 - ✓ Capitalize on MBT's capacity to extend credit, based on client cash flows and investment needs
 - ✓ Improve fee-based income by expanding cash management /trade services and treasury flows
 - ✓ Maintain disciplined pricing approach
- Gain momentum in consumer banking
 - ✓ Expand consumer loan portfolio by leveraging on crossselling opportunities
 - ✓ Increase fee income on transactions, remittances and asset management
- ✓ Grow digital footprint
- ✓ Optimize cost to serve

Conservative Risk management

- ✓ Maintain proactive account reviews
- ✓ Prudent asset quality management
- ✓ Ensure buffer against anticipated regulatory measures

Improving Efficiency

- ✓ Target cost-income ratio to low-50s
- ✓ Migration to e-channels to lower cost-to-serve; active usage of online transactions
- ✓ Digital strategy including use of CRM and Analytics
- ✓ Enhance employee productivity though branch process reengineering

Optimize Corporate and Capital Structure

- ✓ More efficient corporate structure (i.e. MCC consolidation)
- Dynamic capital management (i.e. stock dividend, dividend payout)
- ✓ Maintain sufficient capital buffer



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SUMMARY

The pace of recovery remains challenging as the health crisis persists, but we remain optimistic as vaccination remains underway.



We have managed to deliver strong earnings growth of 28% as weak loan demand and lower NIMs were outweighed by strong non-interest income, subdued opex, and lower provisions.

We will remain vigilant and will continue with our prudent risk management strategy even as asset quality is stable.



High capital ratios ensure adequate buffers for potential risks and puts Metrobank in a strong position to seek opportunities and support client needs as the economy recovers.

We will continue to monitor economic conditions and implement strategies that will balance growth, improve returns, and have ample buffer to meet regulatory requirements on a sustainable basis.



Financial Summary

In PHP billion

Income Statement	1H 2020	1H 2021	YoY
Net Interest Income	44.5	37.5	-16%
Non Interest Income	21.2	14.0	-34%
Operating Income	65.7	51.5	-22%
Operating Expenses	29.6	29.4	-1%
РРОР	36.1	22.1	-39%
Provision for Credit	22.8	7.0	-69%
Provision for Taxes	3.9	3.3	-15%
Net Income	9.1	11.7	+28%

Balance Sheet	1H 2020	1H 2021	YoY
Total Assets	2,321	2,474	+7%
Loans and Receivables, Gross	1,364	1,207	-11%
Total Deposits	1,701	1,817	+7%
CASA	1,182	1,342	+13%
Equity	323	314	-3%

Financial Ratios	1H 2020	1H 2021	Υο Υ
NIM	4.24%	3.37%	-0.9 ppt
CIR	45%	57%	+12.0 ppts
NPL Ratio	1.6%	2.3 %	+0.7 ppt
NPL Cover	188.5%	179.0%	-9.5 ppts
CAR	20.0%	20.4%	+0.4 ppts
CET-1	18.7%	19.5%	+0.8 ppts
Gross LDR	80.1%	66.4%	-13.7 ppts

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Metropolitan Bank & Trust Company (Metrobank)

Overview

Financial Data (PHP bn) 1H21

Total Assets 2.474 Loans and Receivables. Net 1.160

YEARS OF MULTI-AWARDED SERVICE EXCELLENCE

50+

Founded in 1962 by a group of Filipino-Chinese businessmen led by Dr. George S. K. Ty

Listed in 1981 on the Philippine Stock Exchange

BIG 3 BANK WITH LEADING MARKET POSITION

#2	#2	#3	#3
	Credit Card	Mortgage	Trust
	Receivables	Loans	AUM

STRATEGIC PRESENCE AND COVERAGE DOMESTIC 956 branches 2,306 55% outside NCR ATMs **OVERSEAS 30+** branches, subsidiaries, offices **140+** remittance tie-ups **150+** remittance agents

DIVERSIFIED

FINANCIAL CONGLOMERATE

ST METRO MENT CORPORATION Nank Group	MB
CRIX CRIX METRO Large with the case Brongin to Least	

		,	.,
PM MBT.PS	Ticker	Total Deposits	1,817
USD 3.8 Bn	Market cap	CASA	1,342
USD 2.5 Mn	3M Avg Daily Value TO	Equity	313
20.9%	Foreign Ownership	Equity	515
48.2%	Public Float	CAR	20.4%
	As of 30 July 2021	CET-1	19.5%

INVESTMENT GRADE

TRADING INFORMATION

CREDIT RATINGS

Moody's	Baa2	Stable
Fitch Ratings	BBB-	Negative

Best Bond Bank in the Philippines

PDS Best Securities House (Bank) (2014 to 2021)

FY20 Largest Trader of **PHP Fixed Income Securities**

33.6% market share in trading volume 56.4% market share in number of trades

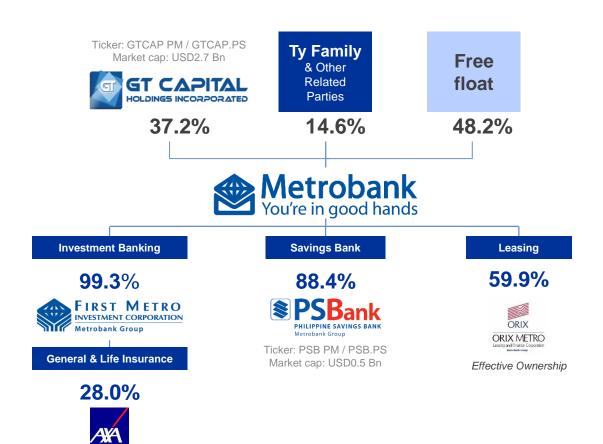


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Ownership and Investment Information

DPS (PHP)

CORPORATE STRUCTURE



MARKET DATA

Trading information					
Ticker (Bloomberg Reute	ers)		Ν	/IBT PM MBT.PS	
Par value (PHP)				20.00	
Outstanding shares				4,497,415,555	
Stock price as of 30 July 2	2021			43.00	
52-Week Range (Low Hi	gh)			33.05 52.20	
Market cap (USD Mn)				3.842	
3-Month Avg Daily Trading Value (USD Mn)				2.52	
3-Month Avg Daily Trading	g Volume (Mn)			2.69	
Public Float				48.2%	
Foreign Ownership				20.9%	
	2019	2020	1H21		
BVPS (PHP)	68.84	72.10	69.65		
EPS (PHP)	6.24	3.08	5.20	Annualized	
Trailing P/BV (x)	1.0	0.7	0.6	Based on EOP share price	
Trailing P/E (x)	10.6	15.8	8.3		

1.00

1.00

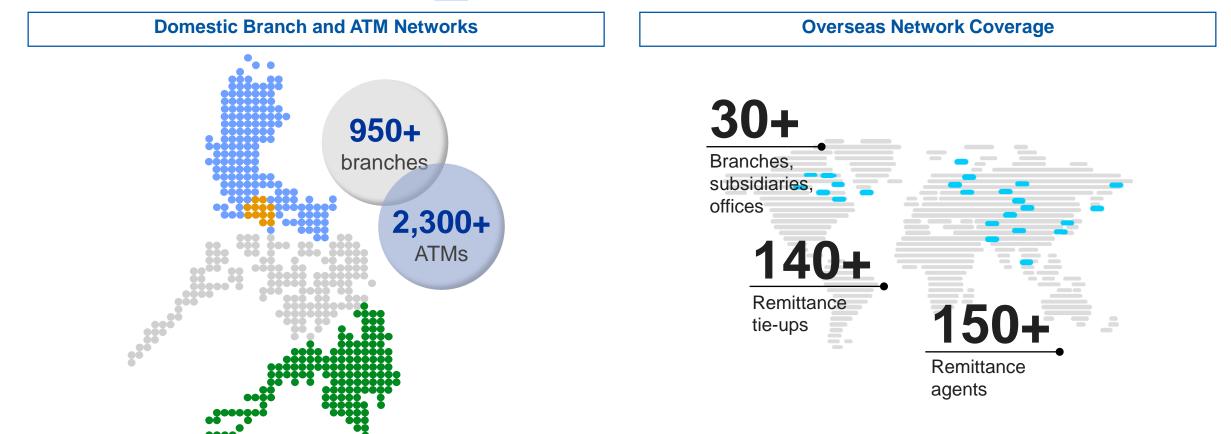
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Extensive Domestic and Overseas Coverage



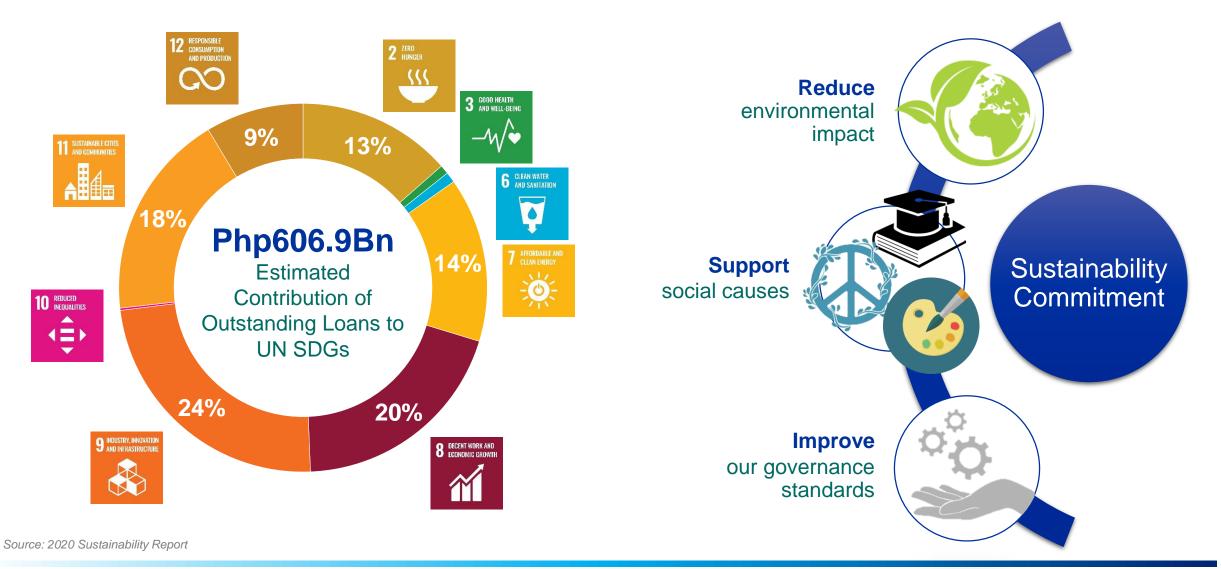




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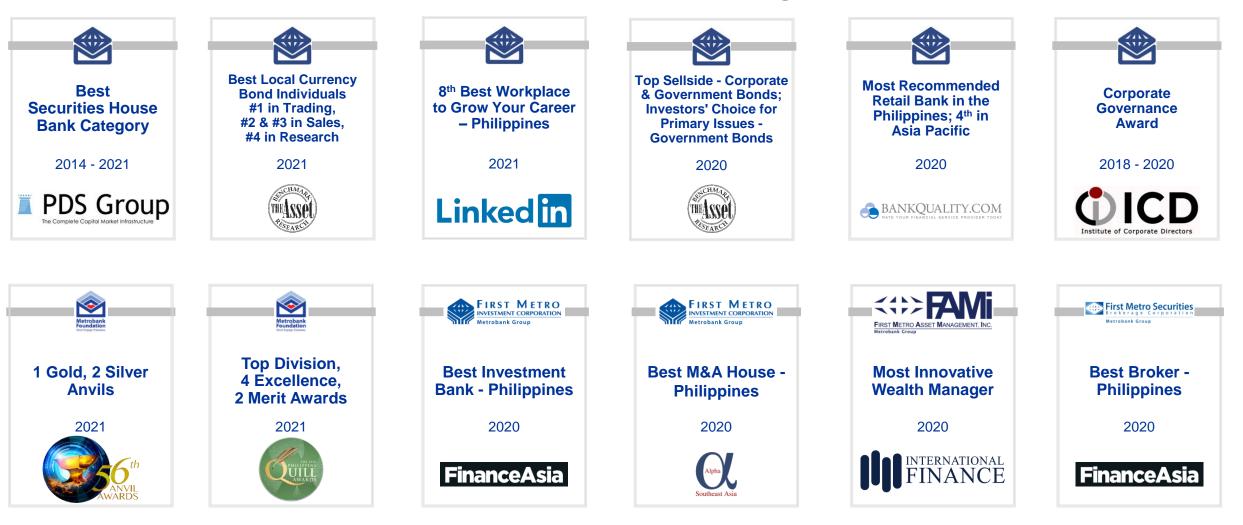
2020 Sustainability Measures



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Recent Awards and Recognition

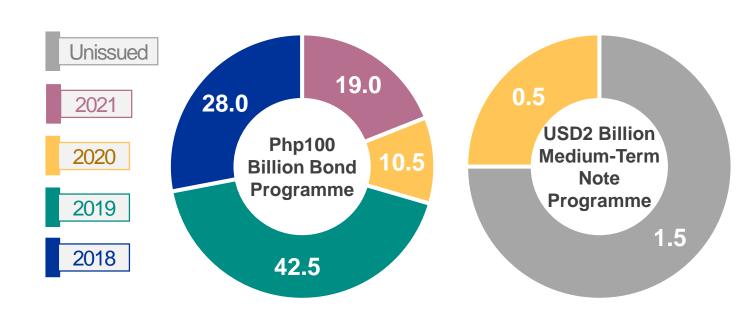


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Debt Issuances



Bond Issuance Php19.0 billion 5.25Y Peso Notes

Listed June 2021

1.9x oversubscribed 3.60% interest rate, 35bps above benchmark rate

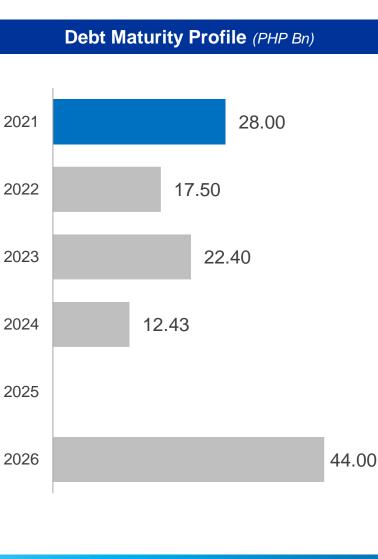
Exercise of call option Php6.5 billion 2025 Peso Notes August 2020



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Outstanding Debt Issuances & Investment Grade Credit Ratings

Debt Issuance Details					
Туре	lssue Date	Coupon Rate	Maturity Date	Amount (PHP Bn)	
LTNCD	Nov-14	4.250%	Nov-21	6.25	
	Sep-16	3.500%	Sep-23	8.65	
	Jul-17	3.875%	Jul-24	3.75	
	Oct-18	5.375%	Apr-24	8.68	
PHP Bond	Apr-19	6.300%	Apr-22	17.50	
	Jul-19	5.500%	Jul-21	11.25	
	Oct-19	4.500%	Apr-23	13.75	
	Jun-20	3.000%	Sep-21	10.50	
	Jun-21	3.600%	Sep-26	19.00	
MTN	Jul-20	2.125%	Jan-26	USD500Mn	



Moody's	
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Baa2 Stable May-21

- Very high likelihood of support from the Philippine government in times of need
- Robust capitalization, with a proven history of support from shareholders
- Strong funding and liquidity, supported by a leading domestic franchise

FitchRatings



- High probability of sovereign support in times of need; Outlook reflects the government's weakening ability to support banks
- Modest recovery in profitability seen, with superior capital buffers maintained
- Healthy funding and liquidity profile remain a rating strength



* Assuming USDPHP 50.00

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MBT 5.5Y MTN Bond Spread Over 5Y US Treasuries

Tighter spread may be due to a better outlook for the country and good investor confidence on the issuance





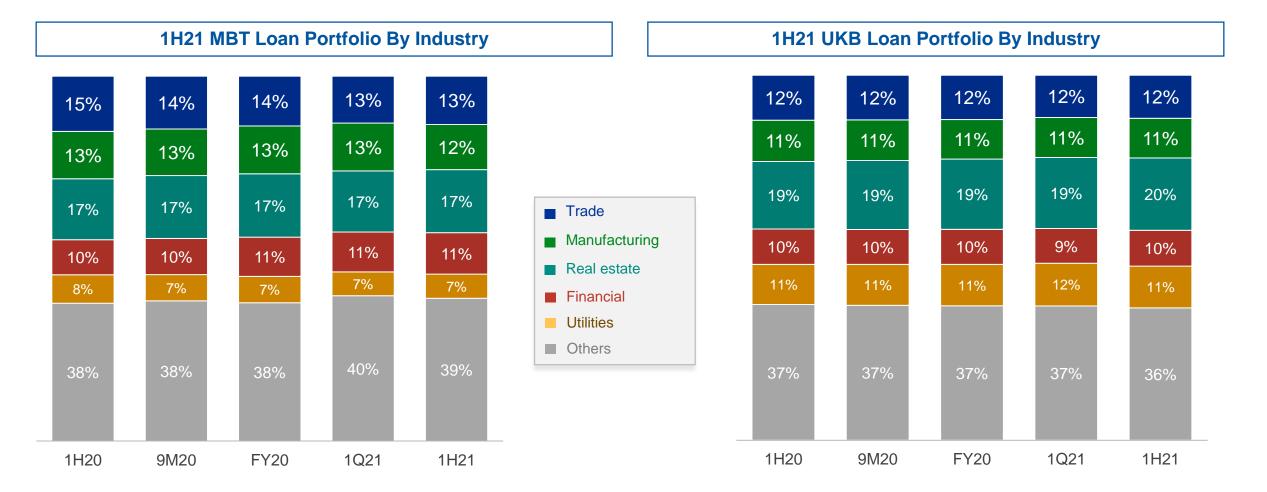
Jul-20 Aug-20 Sep-20 Oct-20 Nov-20 Dec-20 Jan-21 Feb-21 Mar-21 Apr-21 May-21 Jun-21 Jul-21

Note: as of 30 July 2021

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Loan Portfolio Breakdown



Based on 2009 PSIC

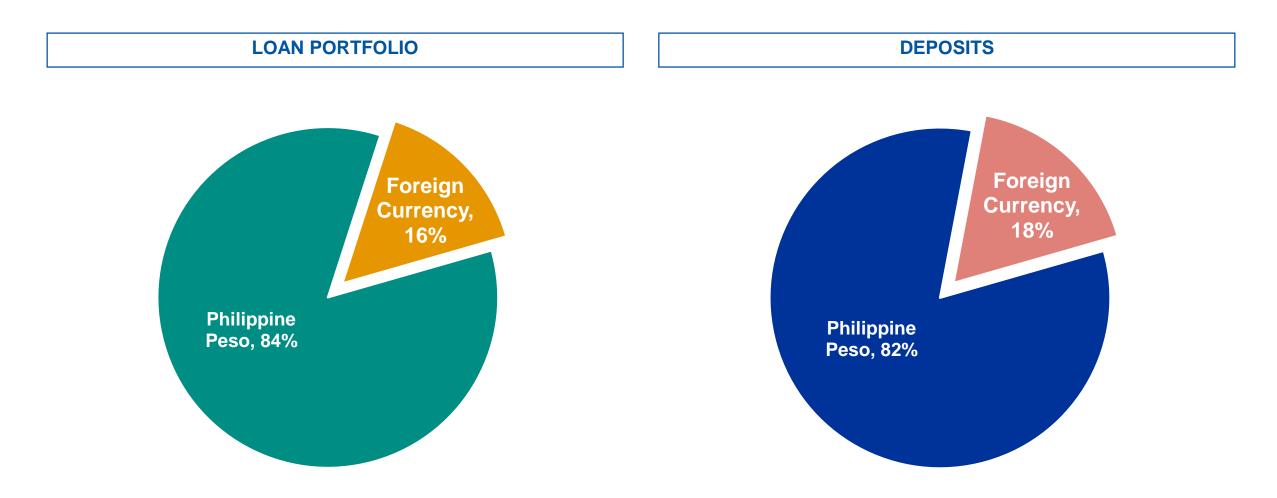
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Others include Transport & storage, Construction, Agricultural, forestry and fishing; Accommodation & food service activities

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Currency Breakdown



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COVID-19 Initiatives





For Clients

For Employees

Flexible work arrangements

Shifting schedules, remote work, redeployment to nearer worksite

Additional allowances and benefits

Provided shuttle services, meal and transportation allowances

To employees who reported on-site during the lockdowns

Safety as our top priority

Enforcement of health and safety protocols

Promotion of free online courses

In-house and external training for upskilling

Free webinars for mental health and well-being

To offer support and empower our people

COVID-19 Vaccination Program

Procurement of vaccines for employees, their dependents,

and their non-family household members

Waived Interbank Fund Transfer Fees

Until 30 June 2021 Through InstaPay and PESONet

Loan Payment Moratorium

In response to the Bayanihan to Heal as One Act and the Bayanihan to Recover as One Act

At least 90% of NCR branches open during MECQ

With shortened banking hours Daily list of branch schedules are posted online

Mobile ATMs Travelled around Metro Manila and nearby provinces To reach clients during the lockdowns

Accelerated digital channel enrolments and online account opening

Through Earnest, Metrobank mobile app, Metrobank Online To provide convenient banking services

For Communities



P321.5 million donation

in support of the efforts to combat COVID-19 PPEs for health care and security front liners, COVID-19 testing kits and molecular laboratories, food relief packages, laptops and tablets for students, etc.



P2.4 million donation

Metrobankers gave their meal allowances to help feed those who are most in need In celebration of Metrobank's 58th anniversary



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Special Dividend Declaration in 2021

Ongoing pandemic has tempered near-term growth prospects

Capital planning indicates muted demand for risk assets

Strong NPL risk buffers already in place

Proactive provisioning raised NPL cover to 163% in FY2020, a sizeable buffer vs. risk of rising NPLs

Post-special dividend, CET1 Ratio is still high at 18.2%

- Well clear of 11.0% CET1 Ratio minimum for D-SIBs
- Still significantly better than peers

Lift to ROE

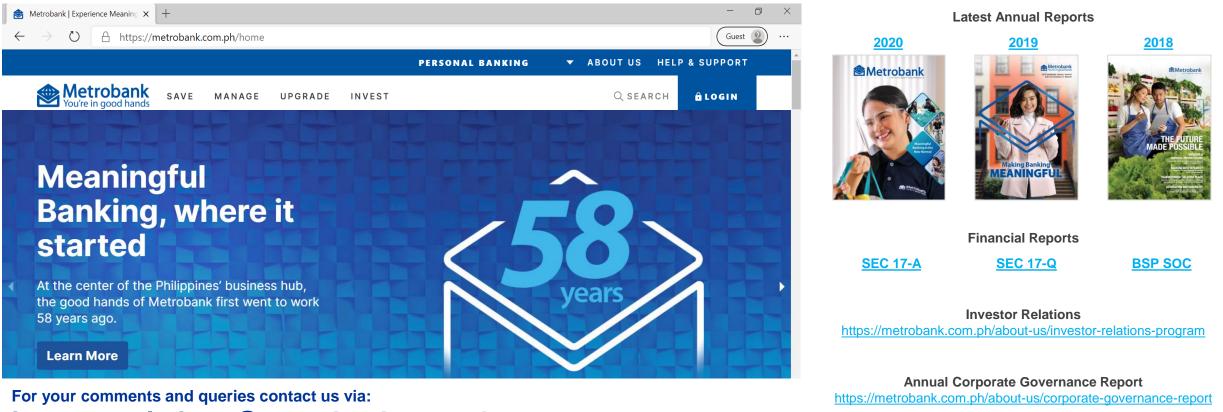
Higher payout is supportive of ROE recovery





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