

# 2Q 2022 EARNINGS CALL









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# **MACROECONOMIC VIEW**



### Macro-economic backdrop – 1<sup>st</sup> Half 2022

### **GDP**

**2020 2021 1Q22** -9.5% 5.7% 8.3%

- Reopening driving the economic rebound
- COVID-19 cases manageable at 1,033/day (July 18-24) vs. peak of >30k/day in January

### **Inflation**

202020211H22Jun-222.4%3.9%4.4%6.1%

 Increase in food and transport prices driving inflation with June 6.1% rate the highest recorded since October 2018

### Policy rate

**2020 2021 Jul-22** 2.0% 2.0% 3.25%

 +125 hike YTD post off-cycle 75 bps rate hike in July 14 to curb inflation.

### **Unemployment rate**

**2020 2021 May-22** 10.3% 7.8% 6.0%

 Improving unemployment rate from peak levels but still higher than pre-pandemic level of 5.1%

# Business & Consumer Expectations

4Q19	4Q21	1Q22	2Q22
B: 40.3%	B: 52.8%	B: 59.7%	
C: 15.7%	C: 9.3%	C: 6.4%	C: 11.2%

- Tempered business confidence from rising inflation concerns and elections
- Improved consumer confidence on the back of more jobs and easing COVID cases

### **Capacity Utilization**

4Q19	4Q21	1Q22	2Q22
75.1%	70.6%	70.2%	72.7%

Capacity Utilization has picked up from a low of 66.2% in 2020 but still far from the 75-76% prepandemic range

Notes: Business & Consumer Expectations; B: Business, C: Consumer, Figures are also 3 Months Forward Average capacity utilization in the Industry and Construction sectors, as reported in BSP's Business Expectations Survey



### **Metrobank Economic Research Forecasts**

As of July 2022

	2021A	2022F	2023F
<b>GDP</b> (2018=100)	5.7%	6.3% (DBCC <sup>1</sup> : 6.5-7.5%) (IMF: 6.7%)	6 - 7% (DBCC <sup>1</sup> : 6.5-8%) (IMF: ~5%)
Inflation (2018=100)	3.9%	5.4% ↑ (DBCC¹: 4.5-5.5%) (BSP, 5%²)	3 – 5% (DBCC <sup>1</sup> : 2.5-4.5%) (BSP, 4.2% <sup>2</sup> )
BSP RRP rate	2.0%	3.5% ↑	4 – 5%
USDPHP Trend	50.77	55.1 ↑ (DBCC¹: 51-53)	56.5 ↑ (DBCC¹: 51-55)

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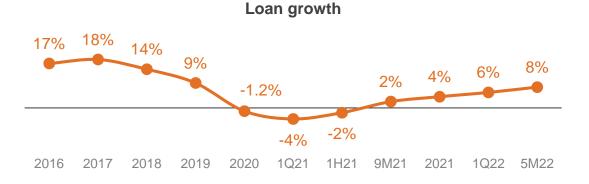
<sup>&</sup>lt;sup>1</sup>DBCC = Development Budget Coordination Committee: formulates the National Government's fiscal program; composed of the Office of the President, DBM, NEDA, and DOF. The BSP attends the Committee meetings as a resource agency.

<sup>&</sup>lt;sup>2</sup> BSP, news report

<sup>↑ =</sup> Upward Bias

### Banking Industry: Loan recovery amid improving NPLs

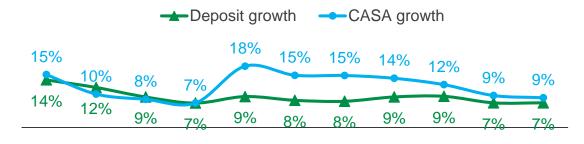
#### Recovery in loan growth continues, asset quality improves





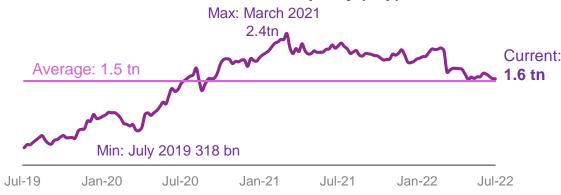
Source: BSP Philippine Banking System (PBS) data

#### Deposit growth sustained amid ample market liquidity



5M22

#### Estimated excess liquidity (Php) \*



\*Note: Excess Liquidity = Reverse Repurchase Facility + ODF + TDF + BSP Bills - Rediscounting - OLF

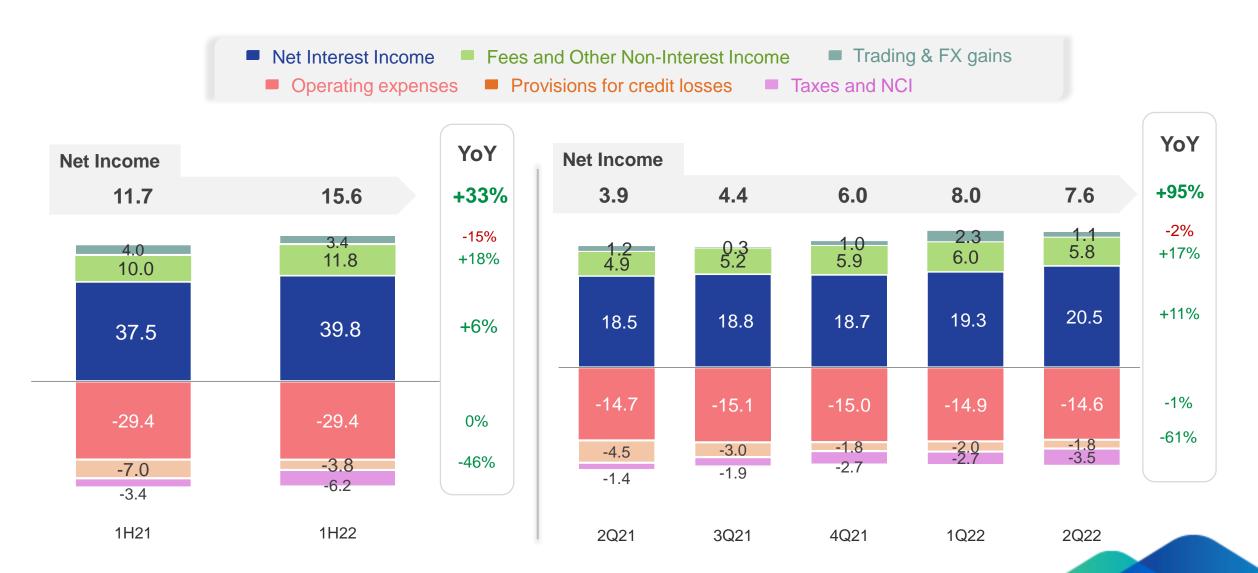


# FINANCIAL PERFORMANCE

1H 2022

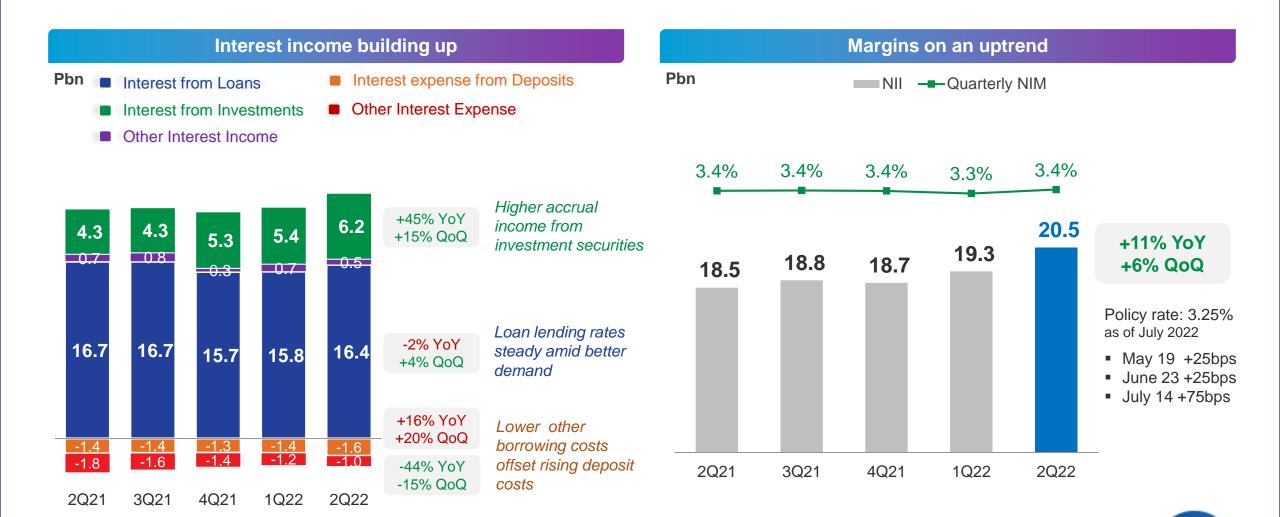


### Improving NII, better fees, stable opex, lower provisions



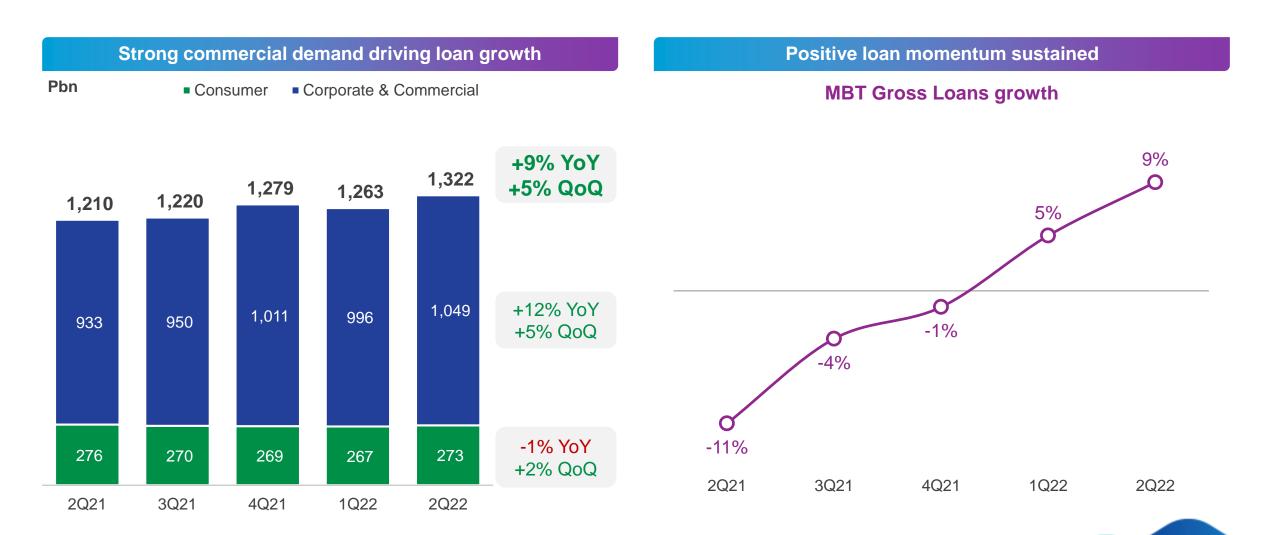


### Improving net interest income and NIM





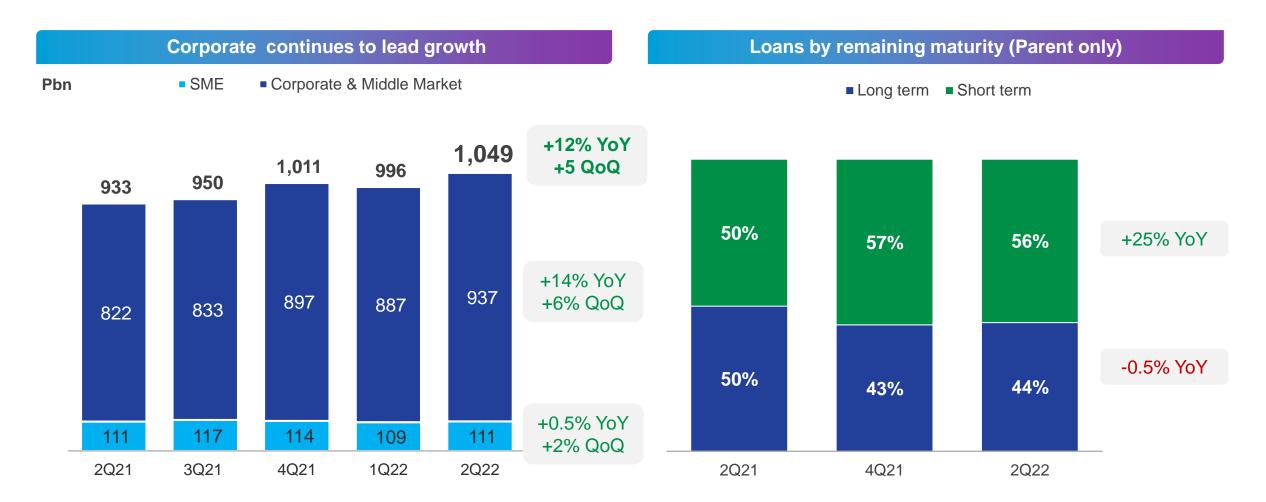
### Loan growth recovering, led by corporate demand



Note: Gross of Unearned Interest and Discount (UID)



### Corporate segment driving loan demand

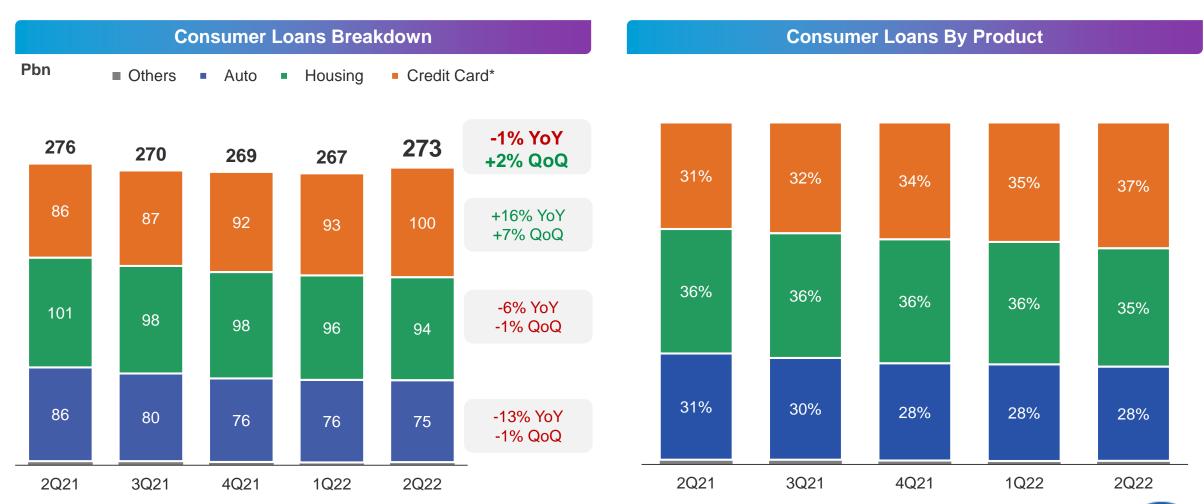


Notes:

BSP defines SMEs as enterprises with assets worth up to P100 mn SME book restated to better reflect the nature of the loans



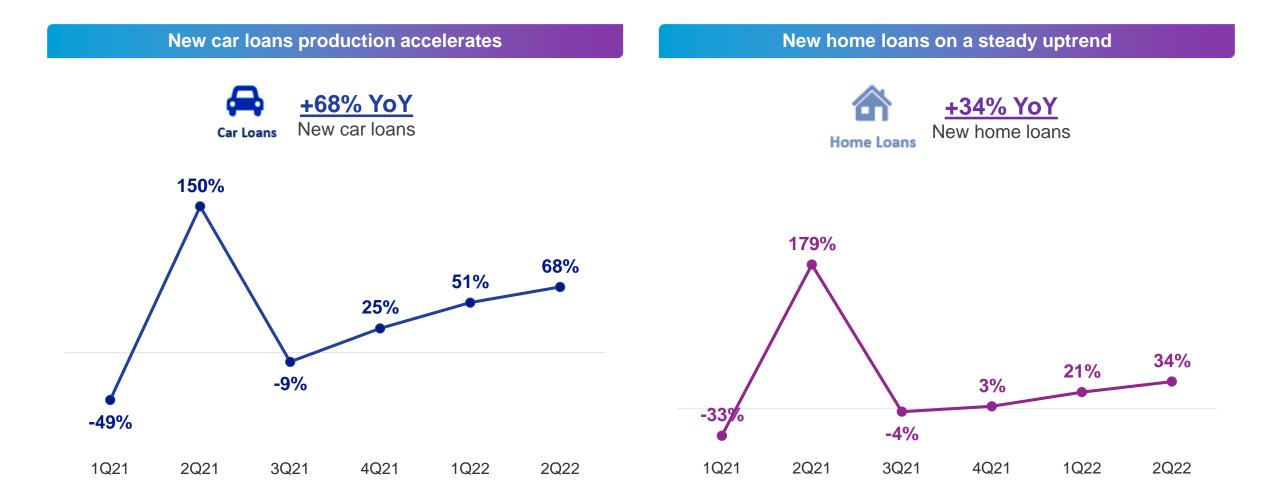
### Consumer loans driven by credit cards



\*Note: Gross of Unearned Interest and Discount (UID)
Credit card receivables net of UID amounted to P90.3bn, +19% YoY

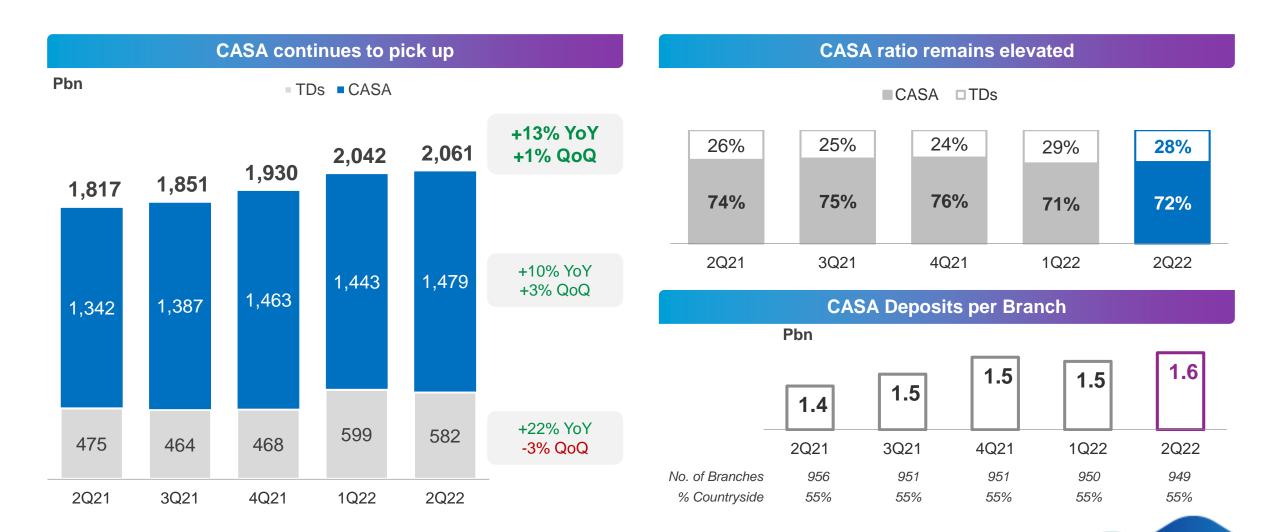


### **Encouraging trends in big-ticket consumer loans production**





### **Healthy CASA generation sustained**





### **Improving margins**

#### Better asset yields; stable funding costs —Quarterly NIM Loan yield ····· Asset yield Investment securities yield ····· Funding cost Deposit cost 5.8% 5.7% 5.5% 5.3% 5.1% 3.8% 3.7% 3.7% 3.6% 3.6% 3.4% 3.3% 3.4% 3.4% 3.4% 3.0% 2.7% 2.7% 2.3% 2.2% 0.6% 0.6% 0.5% 0.5% 0.5% 0.3% 0.3% 0.3% 0.3% 0.3% 2Q21 3Q21 4Q21 1Q22 2Q22

#### Stable to improving yields across segments



#### Notes:

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

#### Notes:

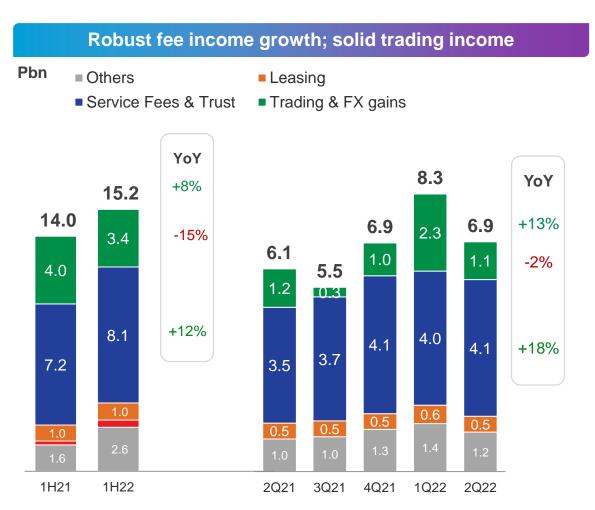
**Auto** 

Home

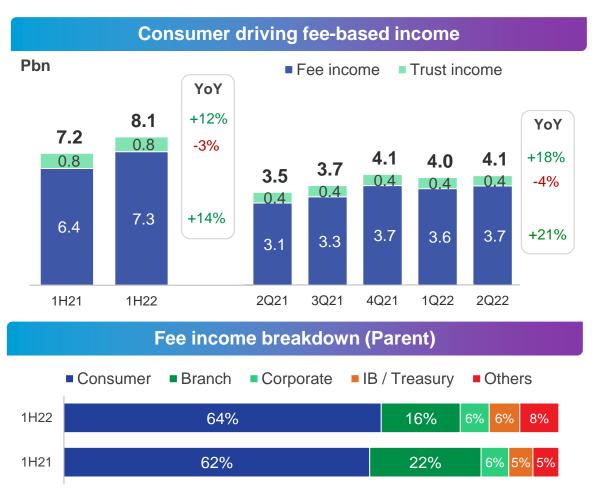
- Gross yield on loans net of Unearned Interest and Discount (UID)
- Credit card rate cap took effect on Nov 2020, to be reviewed every 6 months



### Healthy non-interest income growth



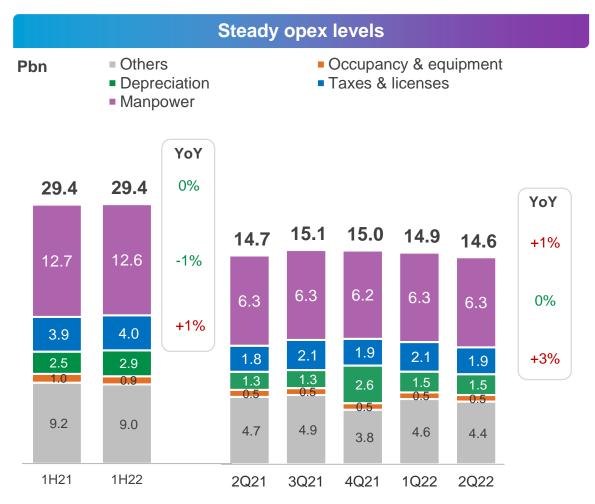




Note: Fee income includes credit card fees, trade and loan-related, fees from ATM or e-channel usage, remittance, deposit-related, product referral, etc

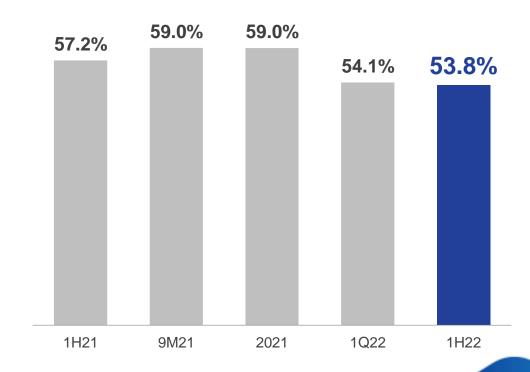


### Costs kept under control



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

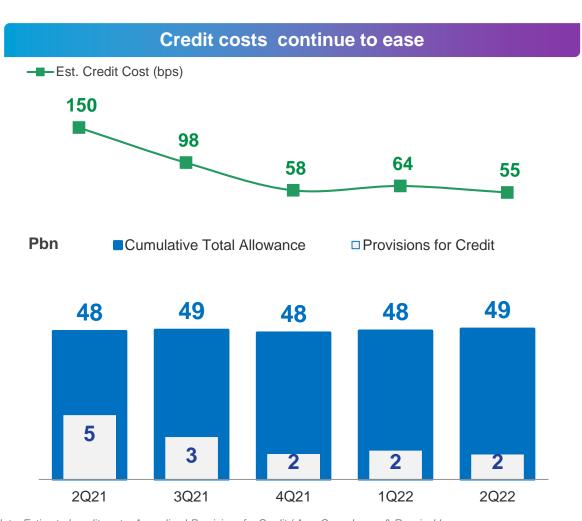
#### Improving cost-to-income ratio



Note: Operating income does not include MBT's share in net income of investees



### Lower provisions, ample cover maintained



# 191% 179% 175%

4Q21

3Q21

2Q21

1Q22

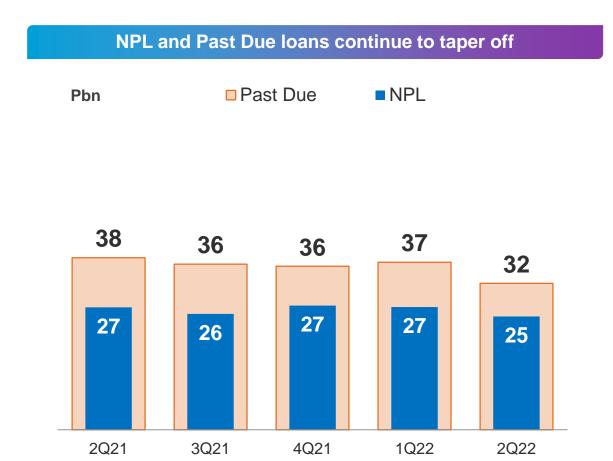
**Hefty provision cover** 

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

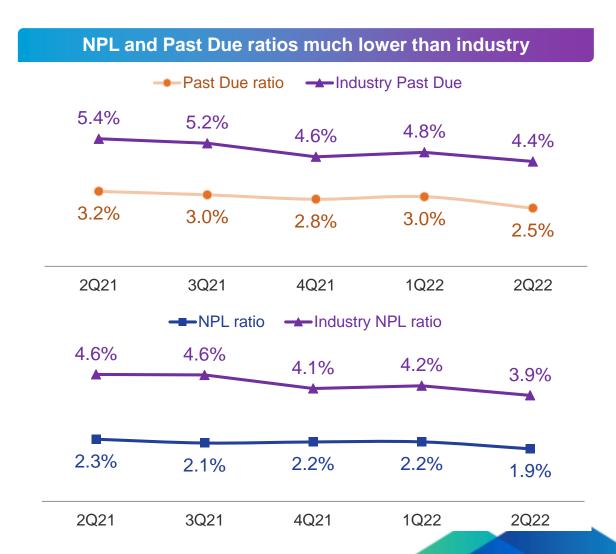


2Q22

### **Asset quality further improves**







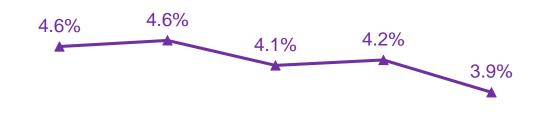


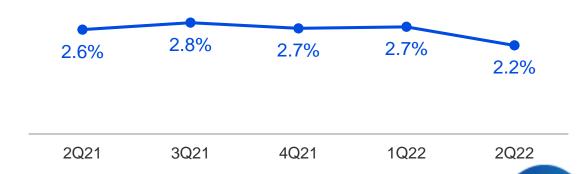
### **Asset quality further improves**



#### Combined NPLs/Restructured still below Industry NPL Ratio

- → Industry NPL Ratio
- → MBT Combined NPL + Restructured Loans as Ratio to Gross Loans

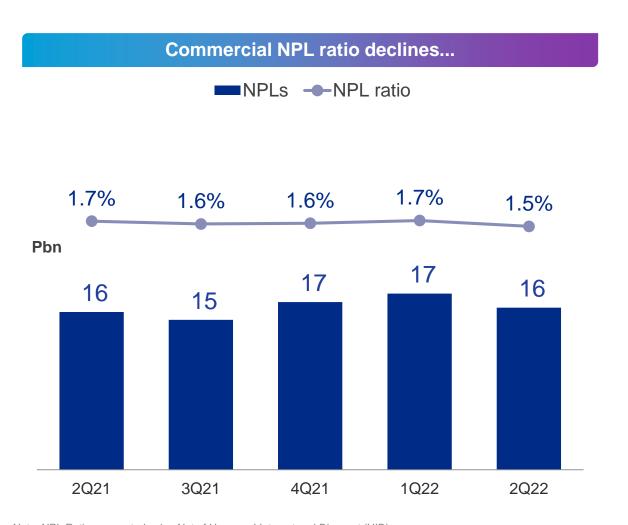


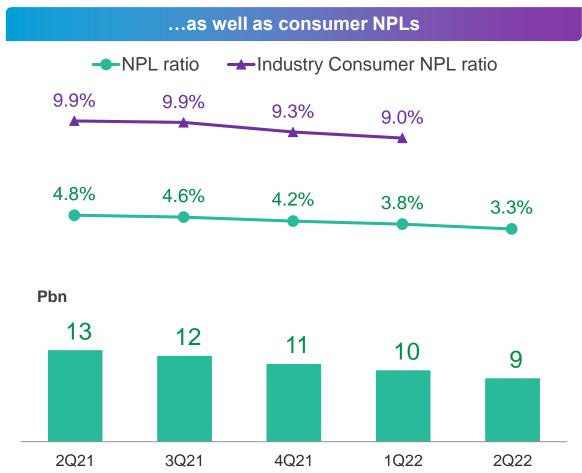


Note: Gross loans net of Unearned Interest and Discount (UID) Industry Data refers to the latest Philippine Banking Sector data from the BSP



### **NPLs** ease across segments

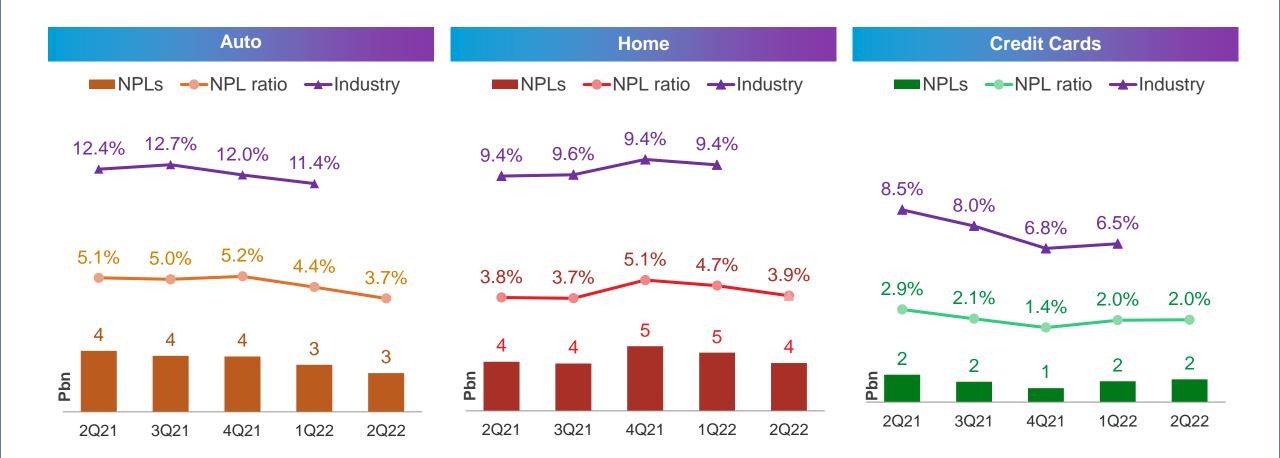




Note: NPL Ratios computed using Net of Unearned Interest and Discount (UID) \*Industry Data refers to Philippine Banking Sector data from the BSP



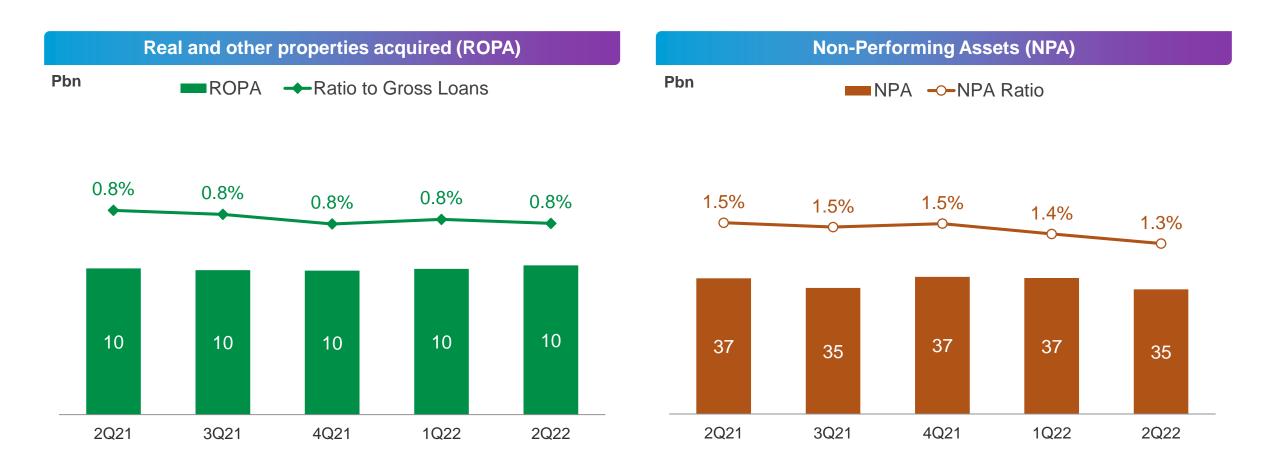
### Consumer NPLs well below industry levels



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



### Other asset quality indicators remain stable

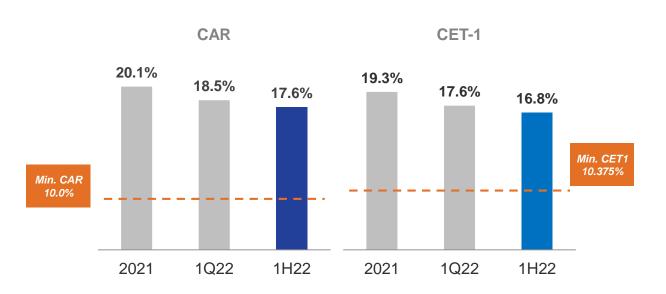


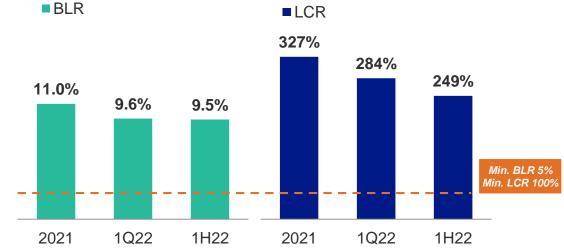


### Healthy capital and liquidity levels provide ample support

#### **Capital Ratios above minimum thresholds**

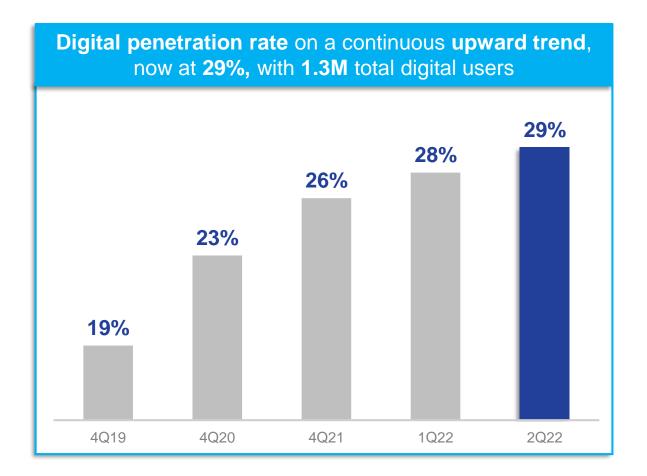
#### High Basel III Leverage Ratio, Liquidity Coverage Ratio

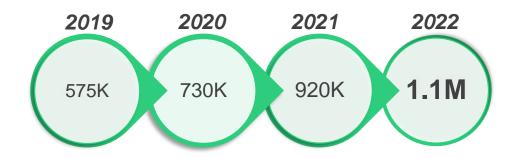






### Improving digital metrics on retail clients





Active base steadily **expanding to over 1M users** – **87% active rate** vs 81% pre-pandemic





### **Ongoing Digital Initiatives**

#### **Wealth Insights**

### Online portal for high-net-worth clients <a href="https://wealthinsights.metrobank.ph/">https://wealthinsights.metrobank.ph/</a>

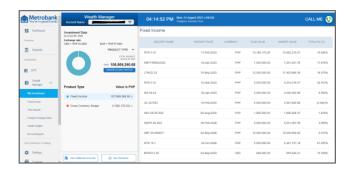
- ✓ Curated news on financial markets
- √ Actionable ideas from in-house experts
- ✓ Clear and timely recommendations on markets and investments
- ✓ Bespoke perspectives on wealth management, strategies, and lifestyle



### Wealth Manager Metrobank Online

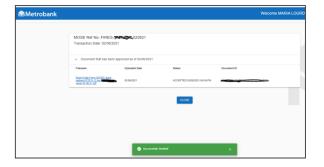
#### Allows a client to:

- √ View outstanding treasury investments
- ✓ Generate Account Portfolio report
- ✓ Explore potential investments
- ✓ Access Market Updates
- √ Request Investment Specialist consultation / discussion



## Metrobank Operations Support Engine (MOSE)

- Metrobank's online facility for transmission and customer acceptance of deal documents
- ✓ Eliminates need for physical deliveries of forms, and clients' wet signatures in documents





### **Upcoming Digital Initiatives**

#### New Metrobank Online App Launch by Q4 2022

- Digital Servicing for our new and existing customers through the new mobile app
- Users will be enabled to:
  - ✓ Customize dashboard
  - Send money or pay bills from a credit card or bank account source
  - ✓ Do credit card installments
  - ✓ Activate and report lost credit cards



### New Digital Onboarding Platform for Cards & PL

- Providing customers a seamless and straight-through experience when they apply for a credit card or a personal loan online
- Instant credit decisioning in as fast as 5mins!







### **2022 Outlook – Positives and Challenges**



- · Recovery in loans in line with economic growth
- Sustained NIM improvement on higher yields
- Healthy fee income growth from higher transaction volumes
- Operating efficiencies to sustain single digit cost growth
- Lower credit costs if NPLs remain manageable
- Healthy capital and liquidity position supportive to expansion

- Prolonged inflationary pressures could temper business and consumer sentiment stalling recovery prospects.
- Sharp rise in rates to cap trading income and expand MTM losses
- Geo-political issues and global growth headwinds



### **SUMMARY**

- Metrobank's solid performance in 2Q is evident on all fronts: loan recovery, improving margins, healthy fee income, and stable operating costs.
- Asset quality continues to improve leading to lower provisions.
- Digitization efforts support initiatives to improve productivity and efficiency.
- High capital and liquidity ratios provide substantial buffers for potential risks. Metrobank is well positioned to support client needs in an expanding economy.
- We will continue to monitor economic conditions and implement strategies that will balance growth and improve returns on a sustainable basis.



### **Financial Summary**

In PHP billion

Income Statement	1H 2021	1H 2022	YoY
Net Interest Income	37.5	39.8	+6%
Non Interest Income	14.0	15.2	+8%
Operating Income	51.5	55.0	+7%
Operating Expenses	29.4	29.4	-
PPOP	22.1	25.6	+16%
Provision for Credit	7.0	3.8	-46%
Provision for Taxes	3.3	5.9	+79%
Net Income	11.7	15.6	+33%

Balance Sheet	1H 2021	1H 2022	YoY
Total Assets	2,474	2,664	+8%
Loans and Receivables, Gross	1,210	1,322	+9%
Total Deposits	1,817	2,061	+13%
CASA	1,342	1,479	+10%
Equity	313	303	-3%

Financial Ratios	1H 2021	1H 2022	YoY
NIM	3.36%	3.43%	+0.1 ppt
CIR	57.2%	53.8%	-3.5 ppts
NPL Ratio	2.3%	1.9%	-0.3 ppts
NPL Cover	179.0%	196.4%	+17.4 ppts
CAR	20.4%	17.6%	-2.7 ppts
CET-1	19.5%	16.8%	-2.7 ppts
Gross LDR	66.6%	64.1%	-2.4 ppts



# ADDITIONAL INFORMATION



### **Metropolitan Bank & Trust Company (Metrobank)**

**Overview** 

YEARS OF MULTI-AWARDED SERVICE EXCELLENCE

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

#3 #3

Credit Card Mortgage Trust Auto Receivables AUM Loans

#### **DIVERSIFIED** FINANCIAL CONGLOMERATE



#### TRADING INFORMATION

MBT PM | MBT.PS Ticker USD 4.0 Bn Market cap USD 2.1 Mn 3M Avg Daily Value TO 19% Foreign Ownership 48% Public Float

Loans and Receivables, Gross 1,322 **Total Deposits** 2,061 CASA 1.479 303 Equity CAR 17.6% As of 29 July 2022

**Financial Data (PHP bn)** 

**Total Assets** 

CET-1

#### **STRATEGIC**

PRESENCE AND COVERAGE

#### **DOMESTIC**

949 branches 55% outside NCR

**2.310** ATMs

#### **OVERSEAS**

30+ branches, subsidiaries, offices

**140+** remittance tie-ups

**160+** remittance agents

#### **INVESTMENT GRADE**

**CREDIT RATINGS** 

Stable Baa2 Moody's

FitchRatings BBB-Negative

Aligned with the Philippine sovereign rating

#### **BEST BOND BANK**

IN THE PHILIPPINES

PDS Best Securities House (Bank)

2014 to 2021

#### **2021 LARGEST TRADER**

PHP Fixed Income Securities

**32.0%** market share in trading volume **44.2%** market share in number of trades



1H22

2,664

16.8%

### **Ownership and Investment Information**

### CORPORATE STRUCTURE

Ticker: GTCAP PM / GTCAP.PS
Market cap: USD1.7 Bn

Ty

ST CAPITAL
HOLDINGS INCORPORATED

37.2%

Ty Family
& Other
Related
Parties

14.7%

Free
float
48.1%



Investment Banking\*

99.3%



General & Life Insurance\*

28.0%

Savings Bank\*

88.4%



Ticker: PSB PM / PSB.PS Market cap: USD0.5 Bn Leasing\*

59.9%



Effective Ownership

### MARKET DATA

Trading information	
Ticker (Bloomberg   Reuters)	MBT PM   MBT.PS
Par value (PHP)	20.00
Outstanding shares	4,497,415,555
Stock price as of 29 July 2022	48.60
52-Week Range (Low   High)	43.00   63.50
Market cap (USD Mn)	3,951
3-Month Avg Daily Trading Value (USD Mn)	2.12
3-Month Avg Daily Trading Volume (Mn)	2.32
Public Float	48%
Foreign Ownership	19%

	2020	2021	1H22	
BVPS (PHP)	72.10	70.84	67.49	
EPS (PHP)	3.08	4.93	6.94	Annualized
Trailing P/BV (x)	0.7	0.8	0.7	Based on EOP
Trailing P/E (x)	15.9	11.3	8.2	share price
DPS (PHP)	1.00	4.00	3.00	For the year

\*Note: Domestic subsidiaries only

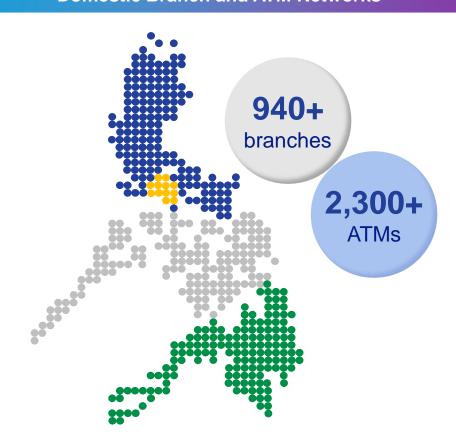


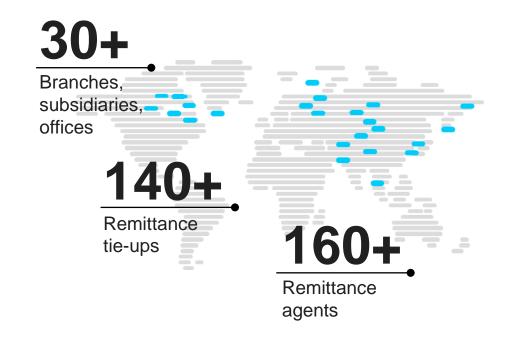
### **Extensive Domestic and Overseas Coverage**



#### **Domestic Branch and ATM Networks**

#### **Overseas Network Coverage**







### **Recent Awards and Recognition**



Best Bank in the Philippines

2022





Best Domestic Private Bank in the Philippines

2022





Top Banking Employer in the Philippines

2022





Most Helpful Bank in the Philippines; 10<sup>th</sup> in Asia Pacific During COVID-19

2022





Best Local Currency Bond Individuals #1 in Trading, #4 & #5 in Sales, #4 in Research

2022





**Strongest Bank** in the Philippines

2021

THE ASIAN BANKER



Best Multi-product Financing Deal, Best Syndicated Loan Deal

2021





Best
Domestic Bank in the Philippines

2021





Best Securities House Bank Category

2014 - 2021





**Grand Anvil,** 2 Gold Anvil

2022





Best Sovereign Bond Deal of the Year

2021





Best Online Broker; Best Online Trading Platform

2021







### **Meaningful Sustainability**

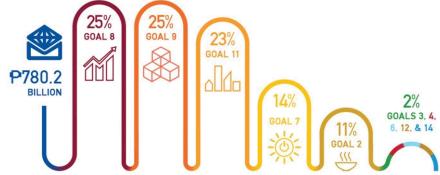
#### Overview of Metrobank's Sustainability Framework







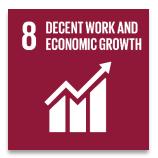
Breakdown of Contribution of Commercial Loans to the UN Sustainable Development Goals in 2021



GOAL 8 Decent Work and Economic Growth – Equivalent to P195 billion. Supported 206 businesses engaged in large scale retail activities, holding companies and financial institutions needing access to financial capital, hotels and restaurants, and professional and technical services | GOAL 9 Industry, Innovation and Infrastructure – Equivalent to P193 billion. Supported 144 businesses engaged in the development of public infrastructure such as roads and highways, establishment of commercial properties, as well as manufacturing, transportation, storage, and telecommunication activities | GOAL 11 Sustainable Cities and Communities | GOAL 7 Affordable and Clean Energy GOAL 2 Zero Hunger | GOAL 3 Good Health and Wellbeing | GOAL 4 Quality Education | GOAL 6 Clean Water and Sanitation | GOAL 12 Responsible Consumption and Production | GOAL 14 Life Below Water

Source: 2021 Sustainability Report

### Sustainability Focus Areas













### **Sustainability: Our Progress in 2021**

#### Formalizing the governance structure

- The **Board**, through the Executive Committee, does the oversight and **Senior Management** executes the sustainability framework.
- The dedicated Sustainability Department, together with the Technical Working Group collaborate to embed sustainability principles into the Bank's business practices.

#### **Expanding our coverage**

- As part of the baselining exercise, there has been significant progress to **broaden the scope** of our environmental data monitoring to include:
  - Corporate Centers fuel, power, and water consumption, and waste generated
  - Domestic Branches power and water consumption
- Disclosed our **Scope 1 and 2 GHG emissions**

#### Promoting the sustainability culture

- Defined the Bank's **Sustainability Framework** and **Focus Areas**
- Launched internal sustainability awareness campaign
- Assessment and enhancement of existing policies to integrate sustainability practices

# Improving our disclosures: Our 2021 Sustainability Report



- Our 2021 Sustainability Report is the Bank's first stand-alone report to underscore our increasing commitment on sustainability.
- It has been prepared in accordance with the Global Reporting Initiative (GRI) Standards.
- The Report is already available in our website via the following link: https://www.metrobank.com.ph/about-us
- A dedicated sustainability section in our official website was launched.

#### **Contact Information**

For comments and queries: Sustainability Department sustainability@metrobank.com.ph



### **Special Dividend Declaration in 2022**

#### 1. Tempered near-term growth prospects

Demand is modest in 2022, with pre-pandemic double-digit growth possible by year 2023 onwards

#### 2. Strong NPL risk buffers already in place

NPL cover remains ample, a sizeable buffer vs. risk of rising NPLs

### 3. Medium term prospects support higher internal capital generation

Current capital still allows for robust expansion as economy rebounds

#### 4. Post-special dividend, CET1 Ratio is robust

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

#### 5. Lift to ROE

- Higher payout reflects better profitability levels
- Supportive of ROE recovery

#### **Key information**

Regular Cash Dividends per share

- Php1.60
- · Semi-annual payout

Special Cash Dividends per share

- Php1.40
- To be paid out in the 1st semester

Record Date (1st payout)

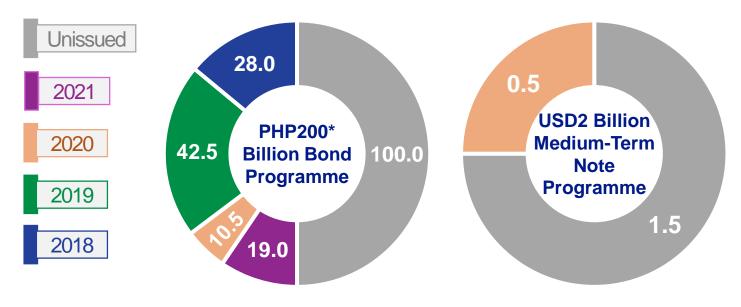
17 March 2022

Payment Date (1st payout)

31 March 2022



### **Debt Issuances**



PHP19.0 billion 5.25Y Peso Notes

Listed June 2021

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

\*Note: The Board of Directors of Metrobank approved to update its PHP Bond and Commercial Paper Program to Up to PHP200 Billion of Issuances on 15 December 2021



### **Outstanding Debt Issuances & Investment Grade Credit Ratings**

Debt Issuance Details				Debt Maturity Profile (PHP Bn)		
Туре	Issue Date	Coupon Rate	Maturity Date	Amount (PHP Bn)	2022	17.50
	Sep-16	3.500%	Sep-23	8.65		
LTNCD	Jul-17	3.875%	Jul-24	3.75	2023	22.40
	Oct-18	5.375%	Apr-24	8.68	0004	40.40
ъ	Apr-19	6.300%	Apr-22	17.50	2024	12.43
PHP Bond	Oct-19	4.500%	Apr-23	13.75	2025	
<u>a</u>	Jun-21	3.600%	Sep-26	19.00		
Z E	Jul-20	2.125%	Jan-26	USD500Mn*	2026	



Baa2 Stable

**Jul-22** 

- Robust capitalization, with a proven history of support from shareholders
- Strong funding and liquidity, underpinned by a leading domestic franchise
- Highly correlated with sovereign rating;
   Asset quality and profitability will improve as the economy recovers

### **Fitch**Ratings

BBB-Negative

May-22

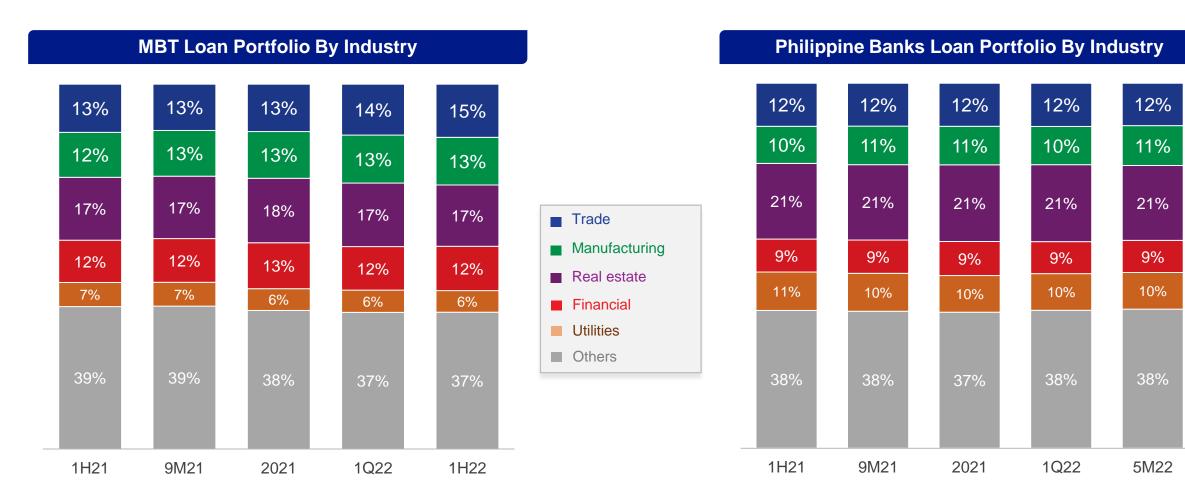
- High systemic importance; high lossabsorption buffers, established franchise, and steady risk controls
- Revenue is likely to improve as the bank ramps up loan growth amid improving economic outlook
- Bank to maintain superior capital buffers relative to peers

\*Assuming USDPHP 50.00;

Note: Includes only MBT Parent Bank issuances



### **Loan Portfolio Breakdown**



Based on Philippine Standard Industrial Classification
Others include Transport & storage, Construction, Agricultural, forestry and fishing; Accommodation & food service activities

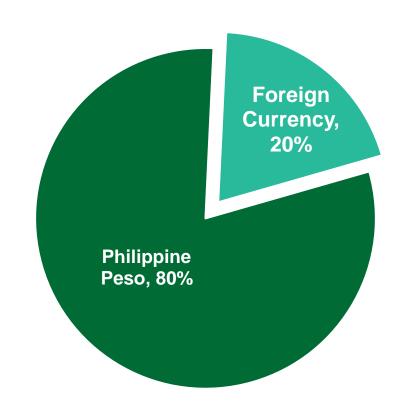


### **Currency Breakdown**



#### **DEPOSITS**







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