



1H 2023 Earnings Call













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President

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Treasurer & Head, Financial Markets

MYLENE CAPARAS

Head, Institutional Banking MONJ DEL ROSARIO

> Head, Consumer Business

NELSON SEE

Head, Branch Banking RENE DE BORJA

Controller

MINDA OLONAN

Investor Relations

MACROECONOMIC VIEW



Macro-economic backdrop

GDP

2020	2021	2022	1Q23
-9.5%	5.7%	7.6%	6.4%

- 1Q23 growth within government target range with slower consumption growth of +6.3% normalizing to historical trends. Investment spending starting to rebound
- Consensus 2Q GDP growth at 6.4%

Inflation

2020	2021	2022	6M23	Jun-23
2.4%	3.9%	5.8%	7.2%	5.4%

- Slowing inflation driven by transportation, food & beverages, and restaurant & accommodation services.
- Core inflation continues to ease at 7.4% from 7.7% last month

Policy rate

2020	2021	2022	May-23
2.0%	2.0%	5.5%	6.25%

- Policy rate moves on pause since May 2023 after 425 bps hike.
- With the easing inflation, the BSP considers that maintaining the policy interest rate at its current level is appropriate at this time

Unemployment rate

2020	2021	May-23
10.3%	7.8%	4.3%

 Unemployment rate continues to decline, even lower than the pre-pandemic level of 5.1% in 2019

Business & Consumer Expectations (%)

3Q22	4Q22	1Q23	2Q23
B: 43.9	B: 31.3	B: 49.0	B: 46.4
C: 13.4	C: 9.5	C: 7.5	C: 4.6

- B: Less buoyant due to concerns on seasonal decline in production and sales, elevated prices and rates, and fewer construction projects
- C: Decline due to concerns on rising prices and employment concerns

Capacity Utilization (%)

3Q22	4Q22	1Q23	2Q23
72.7	72.1	71.5	71.0

Capacity Utilization at 71.0% back to prepandemic level, coming from a low of 66.2% in 3Q20

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



Metrobank Economic Research Forecasts

As of August 3, 2023

	2021A	2022A	2023F	2024F
GDP (2018=100)	5.7%	7.6%	6.0% (DBCC ¹ : 6.0-7.0%) (IMF: 6.2%)	6 – 7% (DBCC ¹ : 6.5-8.0%) (IMF: 5.5%)
Inflation (2018=100)	3.9%	5.8%	5.8% (DBCC ¹ : 5.0-6.0%) (BSP, 5.4% ²)	4.3% (DBCC ¹ : 2.0-4.0%) (BSP, 2.8 ²)
BSP RRP rate	2.0%	5.5%	6.0%	5.0%
PHPUSD Trend	50.77	56.12	55.1 👢	54.4 👢

DISCLAIMER INFORMATION

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*Notes:

¹DBCC = 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.

²BSP May 2023

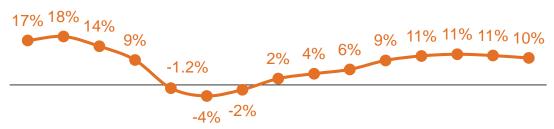




Banking Industry: Loan growth moderates

Easing loan growth, rising NPLs

Loan growth



2016 2017 2018 2019 2020 1Q21 1H21 9M21 2021 1Q22 1H22 9M22 2022 1Q23 5M23

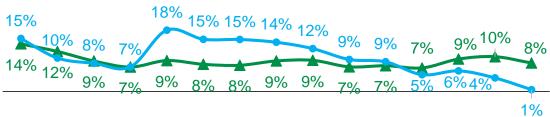


2016 2017 2018 2019 2020 1Q21 1H21 9M21 2021 1Q22 1H22 9M22 2022 1Q23 5M23

Source: BSP Philippine Banking System (PBS) data; Metrobank estimates

Easing deposit and CASA growth

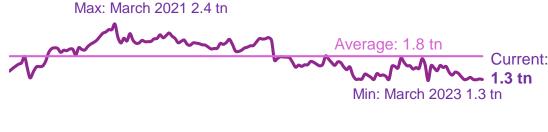




2016 2017 2018 2019 2020 1Q21 1H21 9M21 2021 1Q22 1H22 9M22 2022 1Q23 5M23

Estimated excess liquidity (Php) *





Jul-22 Jul-20 Jan-21 Jul-21 Jan-22 Jan-23 Jul-23

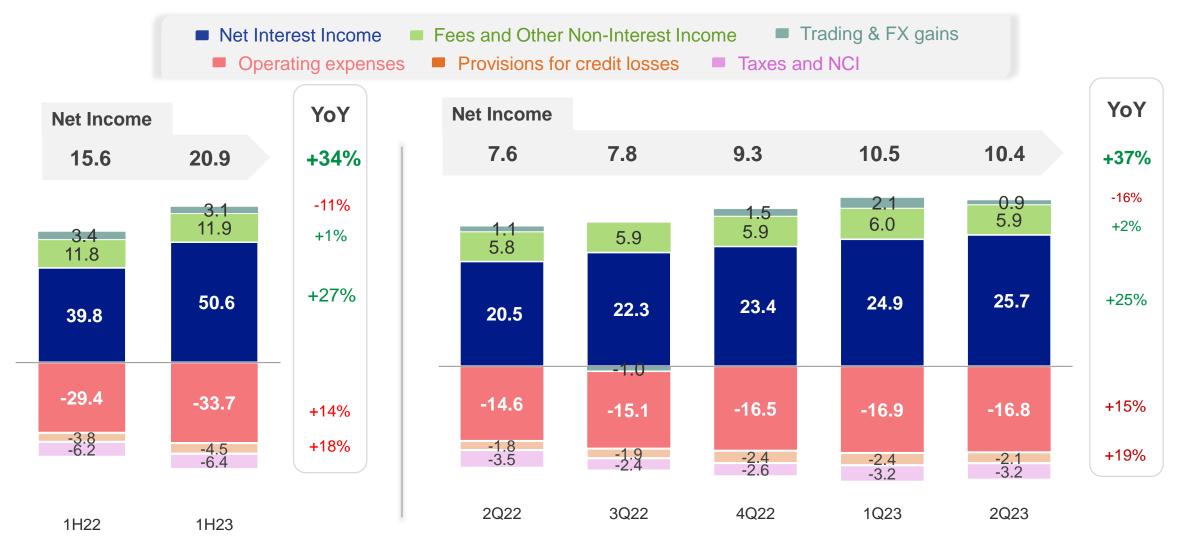
*Note: Excess Liquidity = Reverse Repurchase Facility + ODF + TDF + BSP Bills - Rediscounting - OLF



FINANCIAL PERFORMANCE 1H 2023

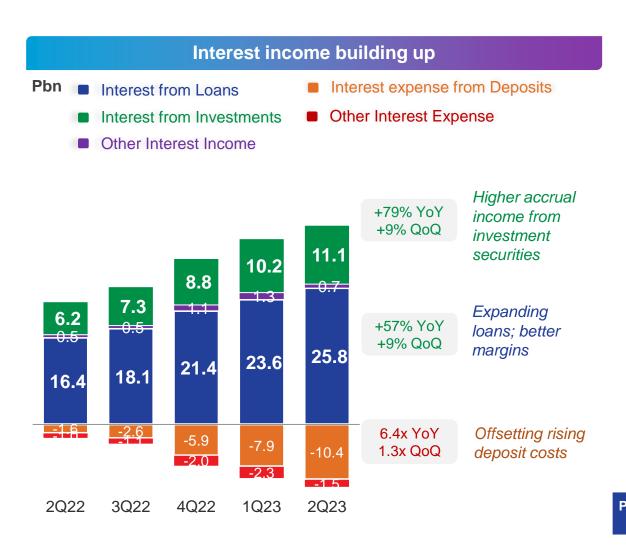


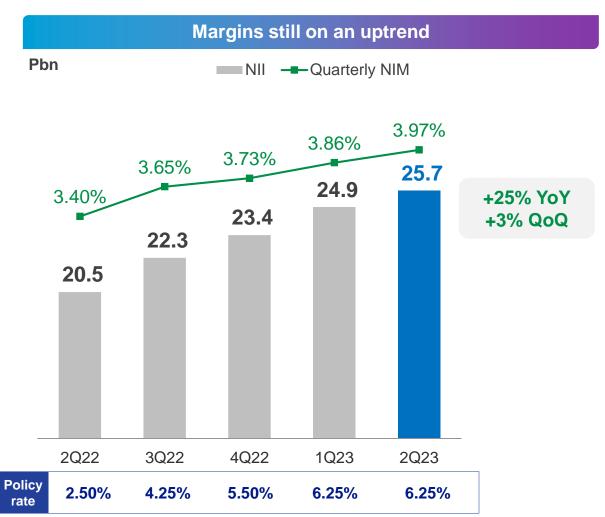
Strong NII sustains robust earnings growth





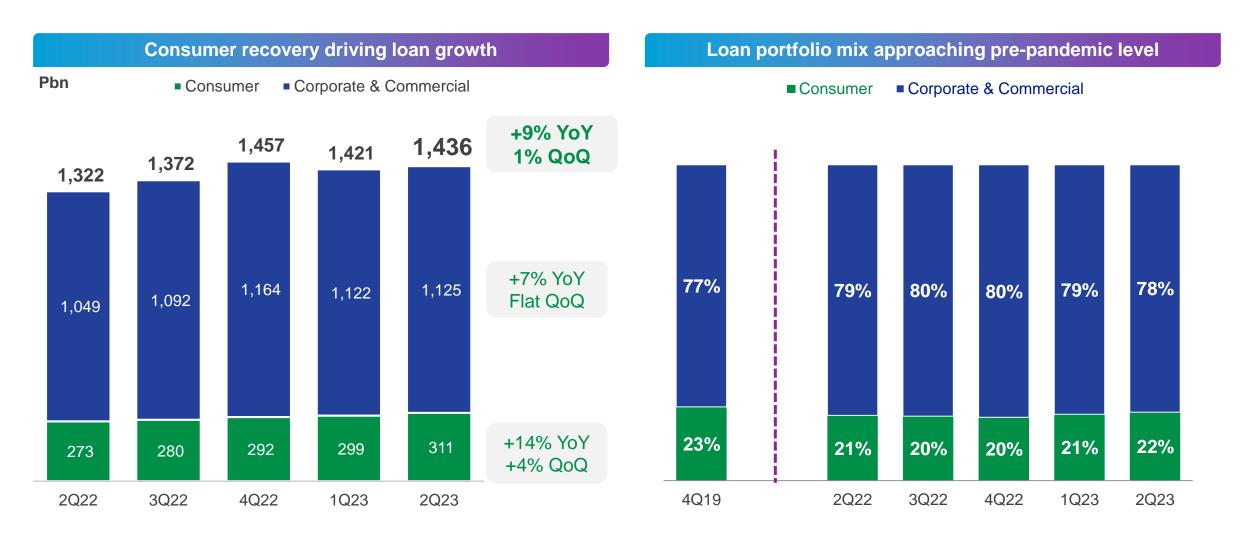
Expanding assets and higher margins boost NII







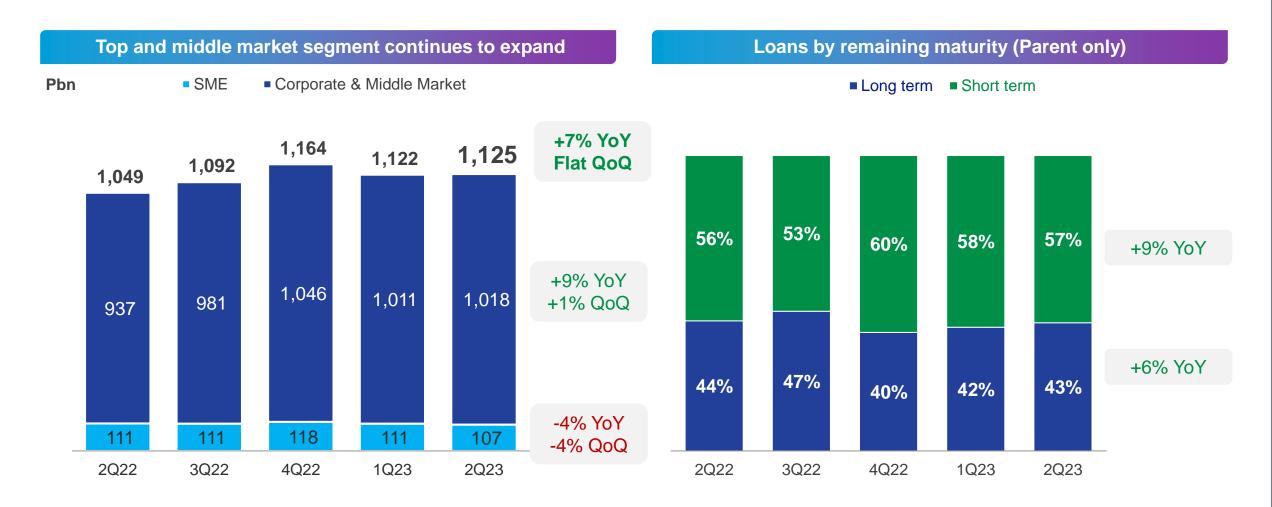
Loan book continues to expand



Note: Gross of Unearned Interest and Discount (UID)



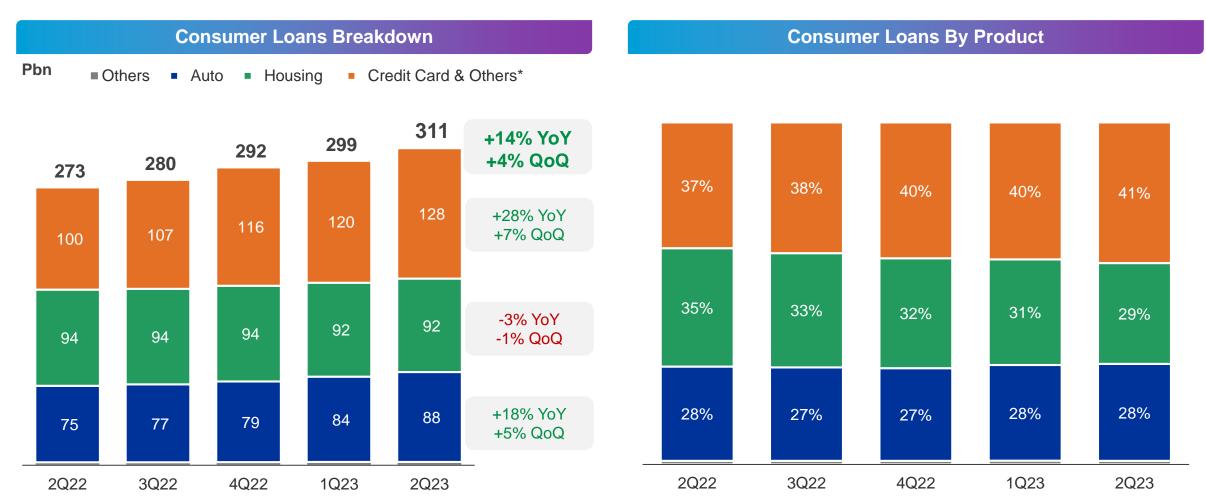
Corporate loan demand moderating



Note: BSP defines SMEs as enterprises with assets worth up to P100 mn



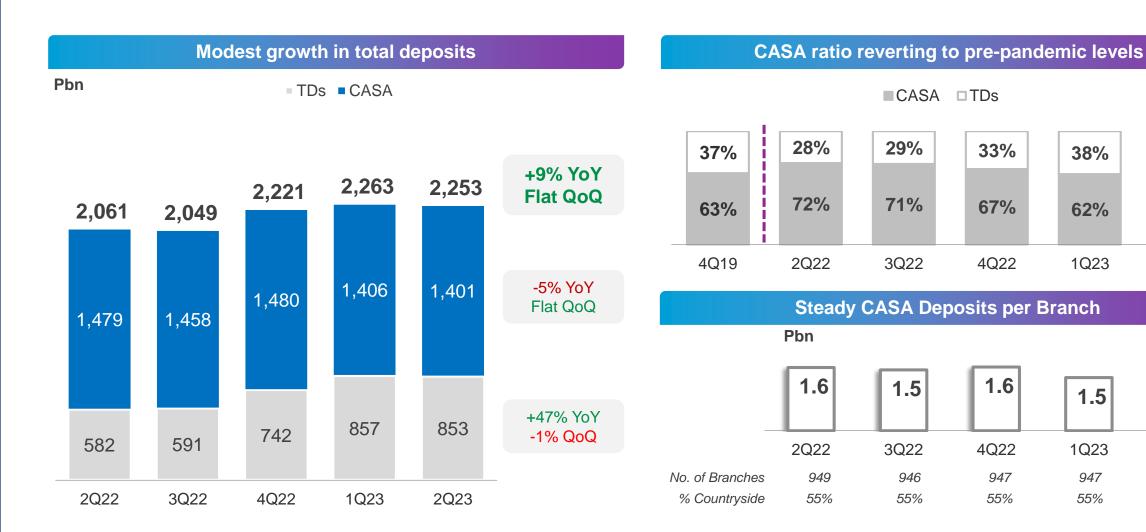
Credit cards and auto loans lead consumer segment recovery



*Note: Gross of Unearned Interest and Discount (UID) Credit card receivables net of UID amounted to P116bn, +29% YoY



CASA ratio eases to pre-pandemic level





38%

62%

1Q23

1.5

1Q23

947

55%

38%

62%

2Q23

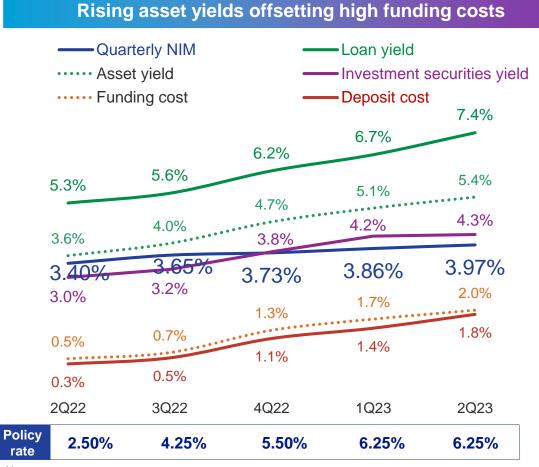
1.5

2Q23

947

55%

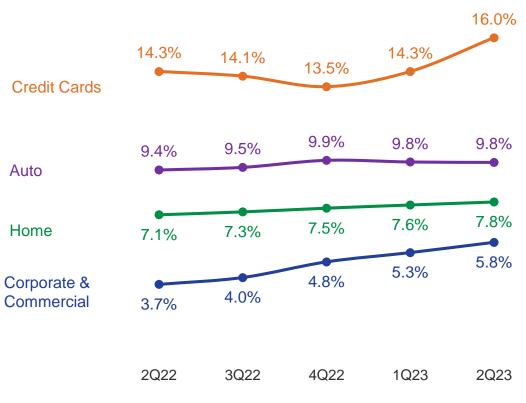
Sustained margin improvement



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

Stable to improving yields across segments



Notes:

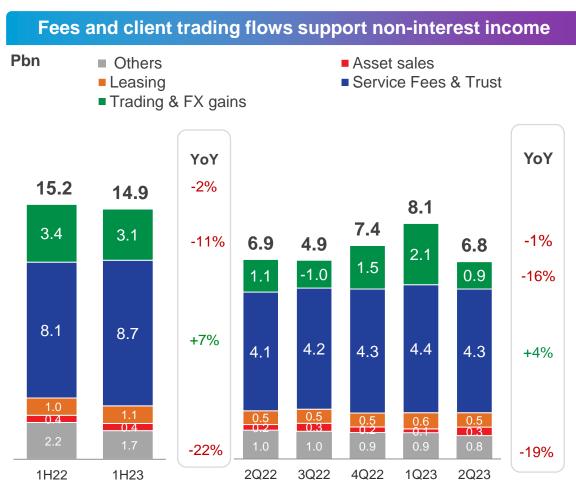
Auto

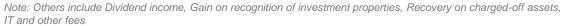
Home

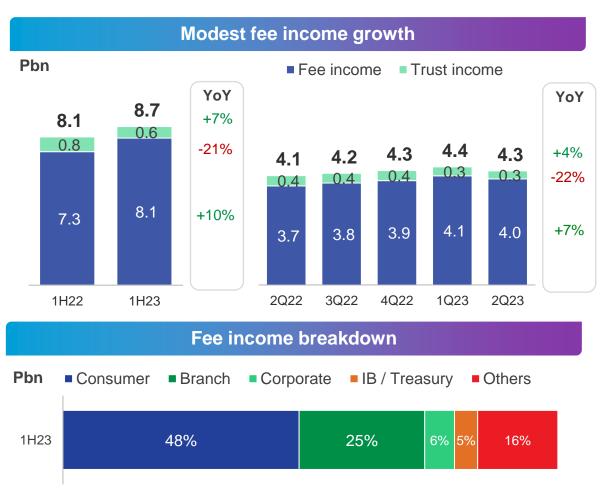
- Gross yield on loans net of Unearned Interest and Discount (UID)
- Credit card rate cap set at 2% on Nov 2020, raised to 3% on Feb 2023



Steady non-interest income







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



Cost to income ratio improves despite elevated costs

Transactions and technology related costs drive opex Others Occupancy & equipment Pbn Depreciation Taxes & licenses Manpower YoY 33.7 +14% YoY 29.4 +15% 16.9 16.8 16.5 +7% 13.5 15.1 14.6 12.6 +7% 6.7 6.8 7.1 6.4 +47% 6.3 5.9 +56% 2.9 3.4 +14% +14% 5.1

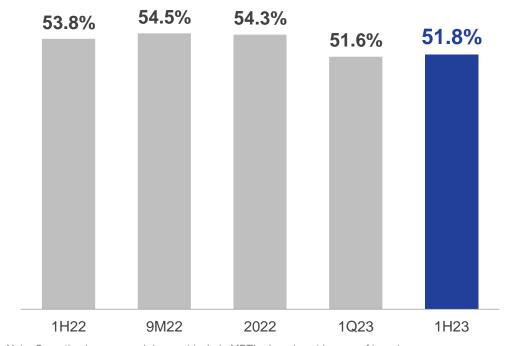
Note: Others include Insurance, Security, messengerial and janitorial services, Management, professional and supervision fees, Information technology, Advertising

3Q22

4Q22

2Q22

Lower cost-to-income ratio sustained



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



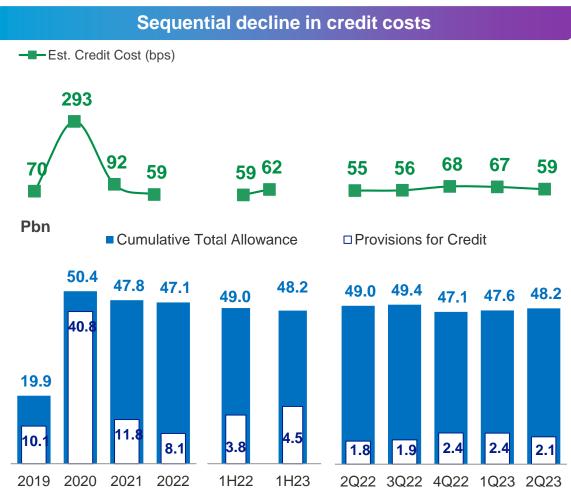
1H23

1H22

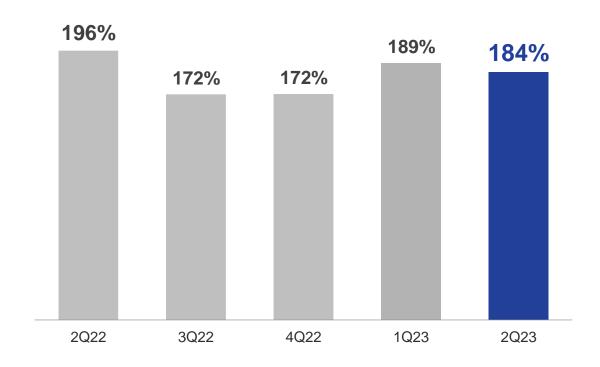
1Q23

2Q23

Credit costs continue to remain manageable



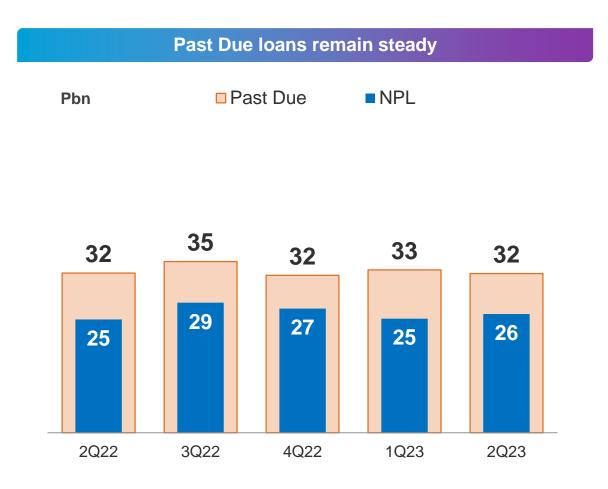
Provision cover remains substantial



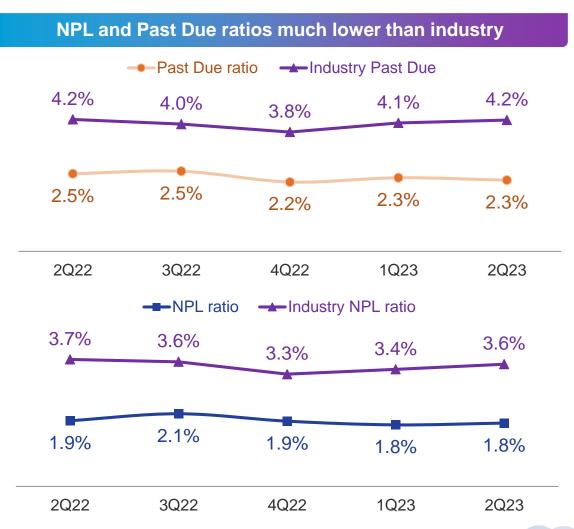
Note: Estimated credit cost = Annualized Provisions for Credit / Ave. Gross Loans & Receivables



Stable asset quality with NPL ratios well below industry levels







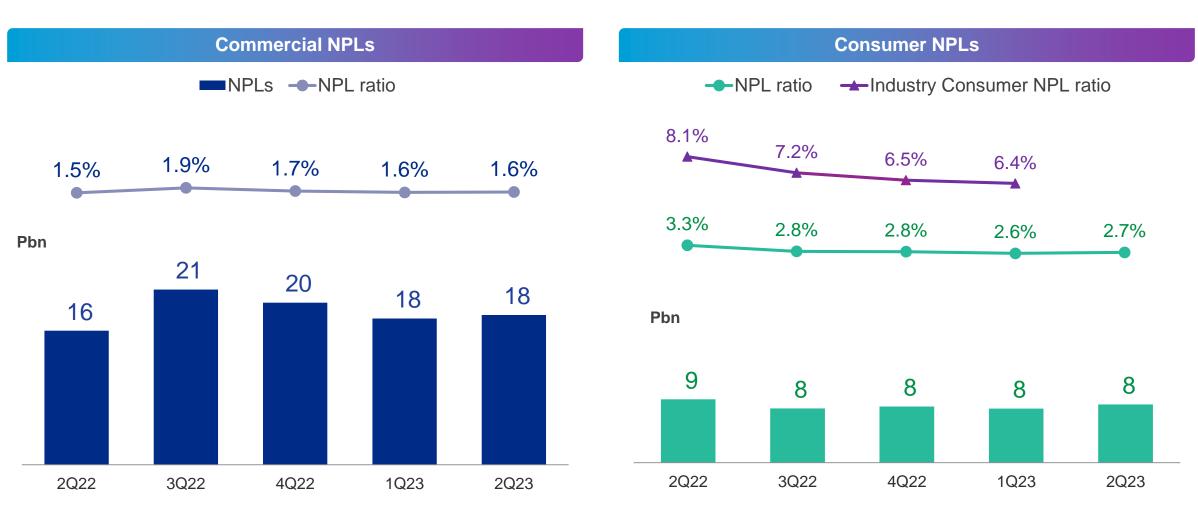


NPLs + Restructured loans ratio well below industry NPL ratio





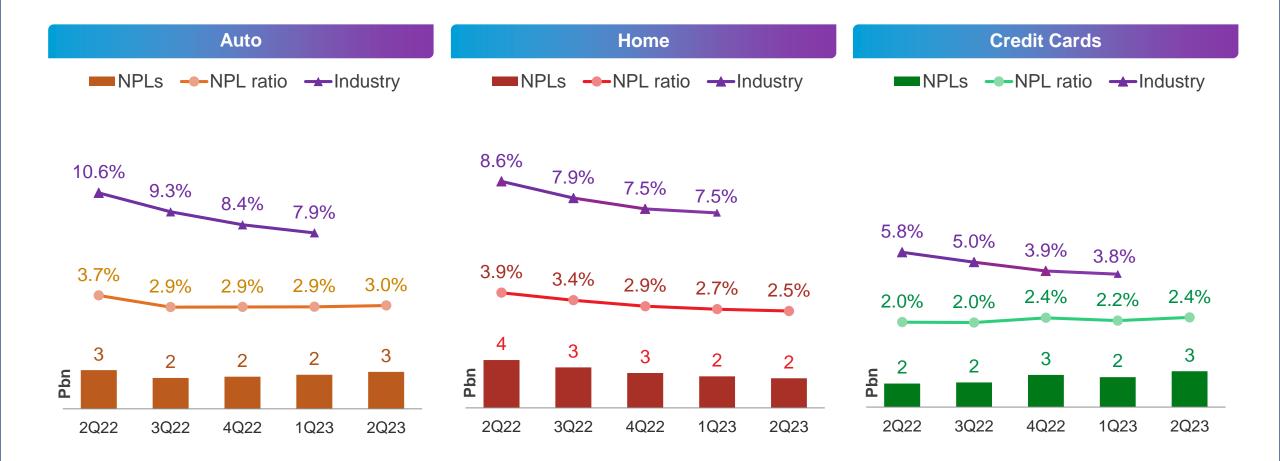
Stable NPL trend



Note: NPL Ratios computed using Net of Unearned Interest and Discount (UID)
*Industry Data refers to Philippine Banking Sector data from the BSP, as of 5M23 for Commercial Loans



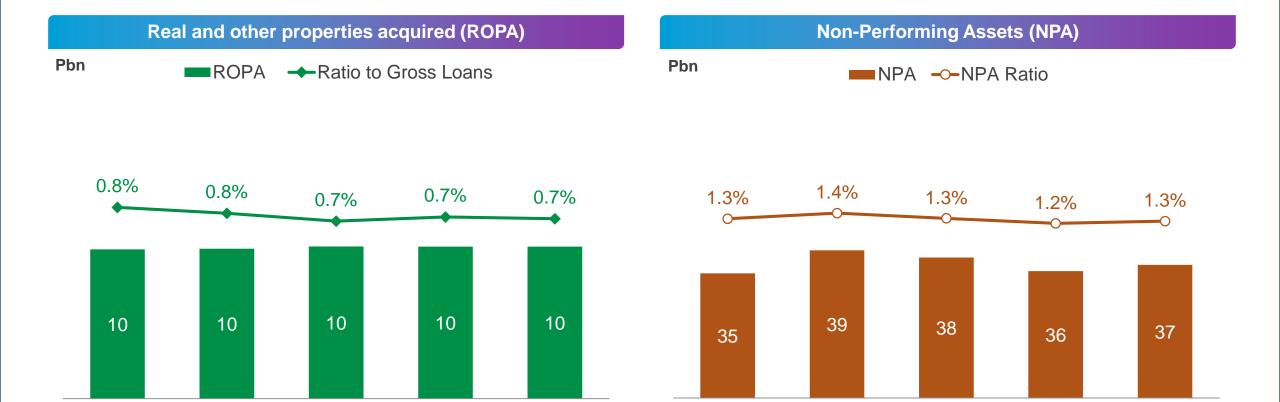
Consumer NPLs well below industry levels



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 healthy



2Q22

3Q22

4Q22

1Q23



2Q23

2Q22

3Q22

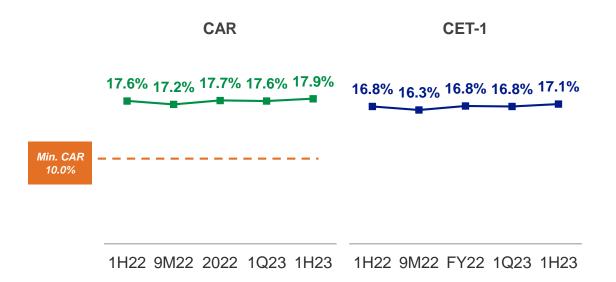
4Q22

1Q23

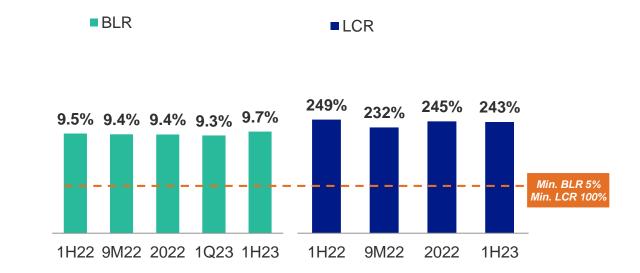
2Q23

Healthy capital and liquidity levels provide ample support

Capital ratios well above minimum thresholds



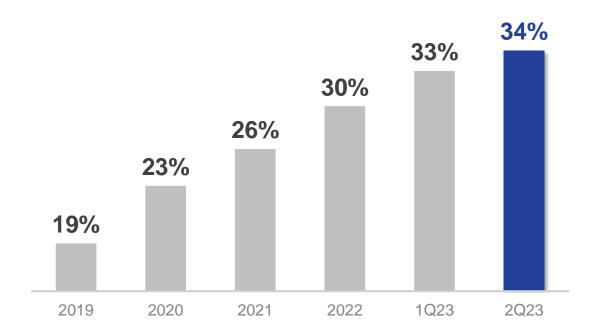
High Basel III Leverage Ratio, Liquidity Coverage Ratio

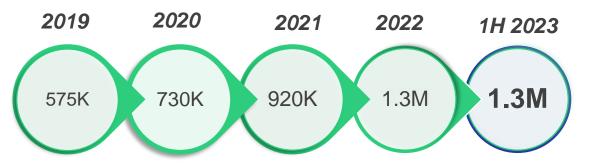




Improving digital metrics on retail clients

Digital penetration rate on a continuous upward trend, now at 34%, with 1.7M total digital users





Active base with **over 1M users**: **82% active rate** vs 81% pre-pandemic





Outlook – Positives and Challenges



- Loans to benefit from expected seasonal demand pick-up with potential uplift from capital spending
- Margins to stay elevated supported by RRR cut
- Higher revenue base to support accelerated IT spending and capacity expansion keeping CIR at low 50s
- Stable asset quality to sustain decline in credit costs
- Healthy capital and liquidity position to support asset expansion and enhance shareholder returns

- Macro risks to demand recovery and asset quality:
 - External geopolitical issues; global financial instabilities
 - o Internal inflationary pressures, forex volatility
- Volatile capital markets to cap trading income
- Any unforeseen movements on regulatory pricing



SUMMARY

- Sustained solid performance on robust topline growth supported by rising loans, better margins and stable fee income base.
- Strong capital and liquidity ratios ensure Metrobank's ability to support client needs as the economy continue to expand in the medium term.
- Improving profitability levels will support continued investments in IT and manpower to make banking easy and secure as we expand the customer base.
- Stable asset quality with substantial NPL cover will continue to serve as buffer against macro risks.
- We will continue to implement strategies that will balance growth and improve shareholder returns on a sustainable basis.



Financial Summary

In PHP billion

Income Statement	1H 2022	1H 2023	YoY	2Q 2022	2Q 2023	YoY
Net Interest Income	39.8	50.6	+27%	20.5	25.7	+25%
Non Interest Income	15.2	14.9	-2%	6.9	6.8	-1%
Operating Income	55.0	65.5	+19%	27.4	32.5	+19%
Operating Expenses	29.4	33.7	+14%	14.6	16.8	+15%
PPOP	25.6	31.8	+24%	12.8	15.7	+22%
Provision for Credit	3.8	4.5	+18%	1.8	2.1	+19%
Provision for Taxes	5.9	6.1	+3%	3.3	3.0	-9%
Net Income	15.6	20.9	+34%	7.6	10.4	+37%

Balance Sheet	1H 2022	1H 2023	YoY
Total Assets	2,664	2,864	+8%
Loans and Receivables, Gross	1,322	1,436	+9%
Total Deposits	2,061	2,253	+9%
CASA	1,479	1,401	-5%
Equity	303	330	+9%

Financial Ratios	1H 2022	1H 2023	YoY
NIM	3.43%	3.93%	+0.50 ppt
CIR	53.8%	51.8%	-2.0 ppts
NPL Ratio	1.9%	1.8%	-0.07 ppts
NPL Cover	196.4%	184.4%	+12.0 ppts
CAR	17.6%	17.9%	+0.3 ppts
CET-1	16.8%	17.1%	+0.3 ppts
Gross LDR	64.1%	63.7%	-0.4 ppts



ADDITIONAL INFORMATION



Metropolitan Bank & Trust Company (Metrobank)

60

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

#3

#2 #2 #3

Auto Credit Card Mortgage Trust Loans Receivables Loans AUM

DIVERSIFIED FINANCIAL CONGLOMERATE



TRADING INFORMATION

MBT PM | MBT.PS Ticker

USD 4.9 Bn Market cap

USD 1.7 Mn 3M Avg Daily Value T/O

20% Foreign Ownership

48% Public Float

As of 31 July 2023

Total Assets 2,864
Loans and Receivables, Gross 1,436
Total Deposits 2,253
CASA 1,401
Equity 330
CAR 17.9%

Financial Data (PHP bn)

STRATEGIC

PRESENCE AND COVERAGE

DOMESTIC

947 branches55% outside NCR

2,320 ATMs

OVERSEAS

30+ branches, subsidiaries, offices

120+ remittance tie-ups

160+ remittance agents

INVESTMENT GRADE

CREDIT RATINGS

Moopy's Baa2 Stable

FitchRatings BBB- Stable

Aligned with the Philippine sovereign rating

BEST BOND BANK

IN THE PHILIPPINES

TOP MARKET MAKER

GOVERNMENT SECURITIES - BTr (2022)

LARGEST TRADER

PHP FIXED INCOME SECURITIES

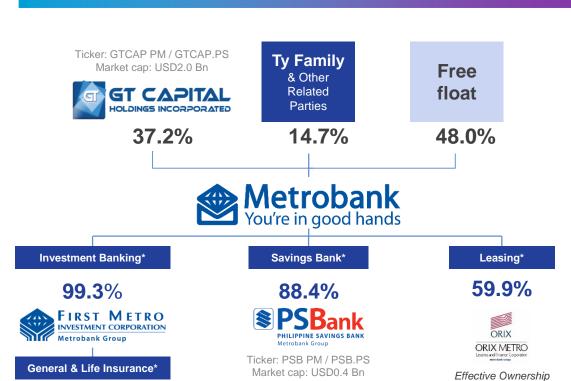
35.3% market share in trading volume **47.6%** market share in number of trades



2Q 2023

Ownership and Investment Information

CORPORATE STRUCTURE



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 31 July 2023	60.00
52-Week Range (Low High)	47.50 62.60
Market cap (USD Mn)	4,921
3-Month Avg Daily Trading Value (USD Mn)	1.70
3-Month Avg Daily Trading Volume (Mn)	1.65
Public Float	48%
Foreign Ownership	20%

	2021	2022	1H23	
BVPS (PHP)	70.84	70.84	73.36	
EPS (PHP)	4.93	7.29	8.47	Last 4 quarters
Trailing P/BV (x)	0.8	0.8	0.8	Based on EOP
Trailing P/E (x)	11.3	7.4	7.0	share price
DPS (PHP)	4.00	3.00	3.00	For the year

*Note: Domestic subsidiaries only

28.2%



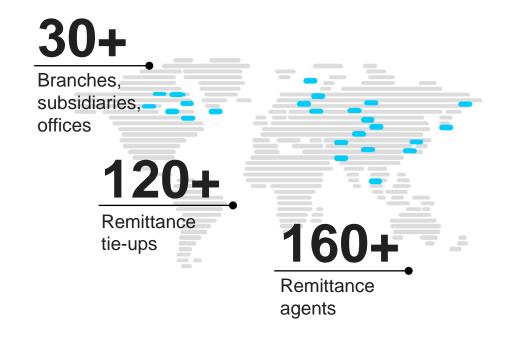
Extensive Domestic and Overseas Coverage



Domestic Branch and ATM Networks

947 branches 2,320 **ATMs**

Overseas Network Coverage





Key Objectives and Strategies





Recent Awards and Recognition



Best Domestic Private Bank in the Philippines, **Best Bank for Ultra-High-Net-Worth**

2023

ASIAMONEY









Strongest Bank in the Philippines

2022, 2021

THE ASIAN BANKER



Best Bank in the Philippines

2022





Best Corporate Bank in the Philippines

2022





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

2022





Best Domestic Bank in the Philippines

2021





Best Securities House Bank Category

2023, 2014-2021





Grand Anvil, 2 Gold Anvil

2022





Best Securities House in the Philippines

2022





Best Online Broker; **Best Online Trading Platform**

2022





Special dividend declaration in 2023

1. Improving growth prospects

Sufficient buffer to cover healthy loan demand over the medium term

2. Strong NPL risk buffers already in place

NPL cover remains ample 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 of the 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 2023

Payment Date (1st payout)

31 March 2023



Sustainability Journey: Our Progress in 2022

Enhancing the ESRM Framework

We are guided by our E&S Risk Appetite Statement (RAS)

- We have **low tolerance** for E&S risks that adversely affect the business, and are committed to mitigating the negative impact of these risks in order to contribute positively to social development goals.
- We accept that our lending and investment operations are exposed to E&S risks that may cut across principal material risks, including credit, operational, and strategic risks. We employ an **Environment and Social Risk Management (ESRM) framework**, as well as a **three-lines-of-defense mechanism** to manage these risks and to ensure adherence to our E&S risk appetite.
- We support counterparties and activities that add value to the economy: a) by aiding in the national goal of jobs creation, and b) via the production of goods and services that are needed and sustainable.
- We seek to **promote sustainable business practices** by supporting customers who:a) earn from their businesses legitimately, b) choose legitimate counterparties, and c) manage their finances responsibly by practicing sound risk management.

Our approach to Sustainable Finance



DO NO HARM



[Do No Harm] Rationalize exposure to controversial sectors

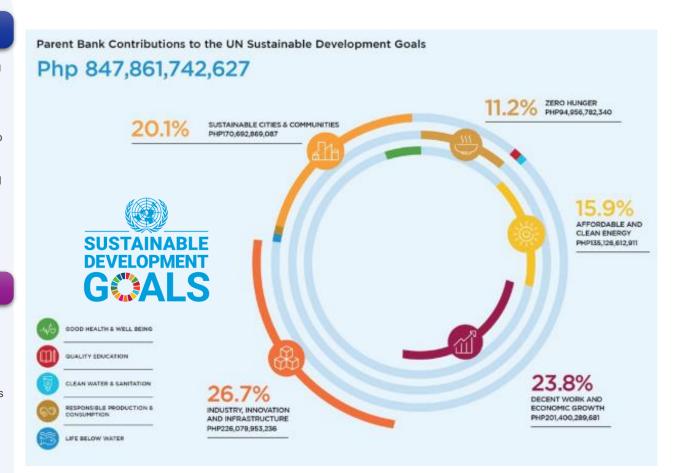
- Plan for gradual wind down of exposure to activities that may be assessed to be environmentally and socially harmful
- Align with Government goals (Philippine Development Plan 2023-2028) towards exposure targets for controversial sectors

[Do Some Good] Support transition finance for hard-toabate sectors

- Consider the provision of transition finance to borrowers to support their sustainability journey
- Identify high E&S risk clients that require enhanced due diligence, create roadmap to reduce high-risk exposure

[Do More] Accelerate growth of sustainable portfolio

- Identify and assess opportunities for growth of a sustainable loan book
- · Where applicable, strengthen sustainable products portfolio





Sustainability Journey: Our Progress in 2022

Improving our disclosures:

Our 2022 Sustainability Report



We disclose the Bank's contributions to all 17
United Nations Sustainable Development Goals
(UN SDG) in addition to our Sustainability Focus
Areas

Committee Oversight of Material Topics identified

Under Governance, we-defined Board





by our stakeholders





Moving Forward

We will support the Philippine Development Plan 2023- 2028 by:

- Continuing our support of the government's borrowing plans to fund sustainable projects under the PDP;
- Extending <u>viable</u> green loans to utilities and captive plants (domestic industries), mass transport system, green buildings and retrofitting, and other green developments; and
- Continuing our financial inclusion initiatives, support for infrastructure development, and investment in the Filipino's entrepreneurial spirit.





Sustainability Journey: Our Progress in 2022

Sustainability Focus Areas



Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation

Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all





End poverty in all its forms everywhere

End hunger, achieve food security and improved nutrition and promote sustainable agriculture





Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all

Philippine Development Plan Headline Socioeconomic Targets

Transform the production sectors through innovation. The Philippines aims to continue its progress among the innovation achievers of the region by ranking higher and within the top 33 percent of the Global Competitiveness Index by 2028.

Create more, better, and more resilient jobs. By 2028, the unemployment rate shall be within 4.0 to 5.0 percent, and the percentage of wage and salary workers in private establishments to total employed shall be within 53 to 55 percent.

All of our efforts are intended to significantly improve the welfare of Filipinos. Our strategies are expected to reduce poverty incidence from 18 percent in 2021 to between 8 to 9 percent by 2028.

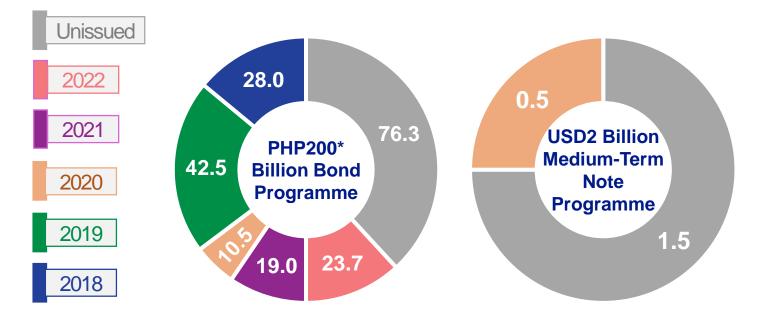
Social and Human Development Sector Strategies

Ensure food security and proper nutrition through production and effective supply management.

Promote and improve lifelong learning and education by providing access to high-quality learning opportunities that develop adequate competencies and character qualities.



Debt Issuances



PHP23.7 billion
1.5Y Peso Notes

Listed October 2022 5.0% interest rate p.a.

*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)			
LTNCD	Sep-16	3.500%	Sep-23	8.65	2023	22.40	
	Jul-17	3.875%	Jul-24	3.75	2024		36.15
	Oct-18	5.375%	Apr-24	8.68	2024		
PHP Bond	Oct-19	4.500%	Apr-23	13.75	2025		
	Jun-21	3.600%	Sep-26	19.00	2025		
	Oct-22	5.000%	Apr-24	23.71	0000		
N F N	Jul-20	2.125%	Jan-26	USD500Mn*	2026		



Baa2 **Stable**

Jul-23

- 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

FitchRatings

36.15

44.00

BBB-**Stable**

May-23

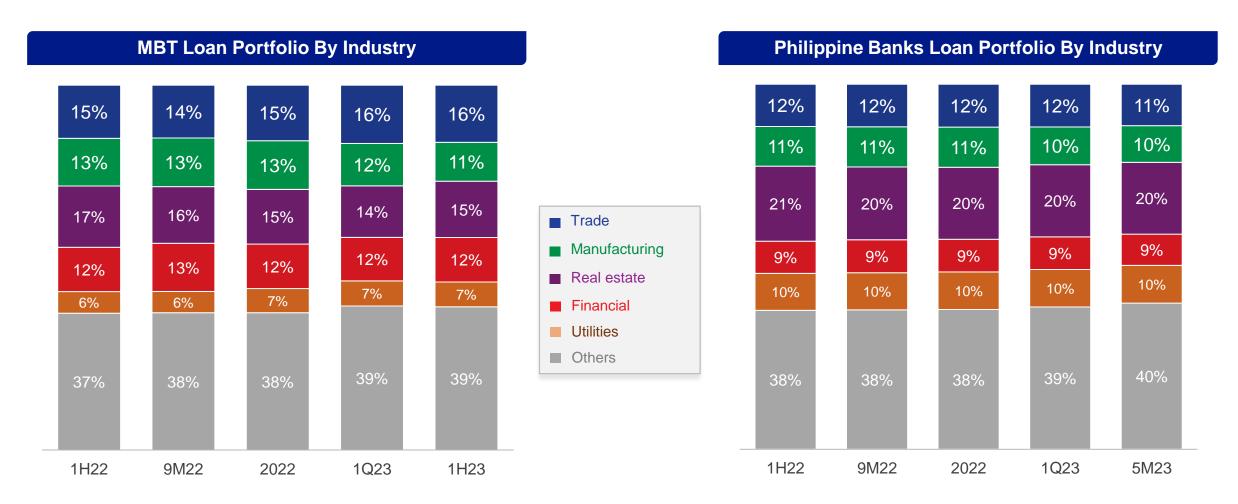
- · High systemic importance; adequate capital buffers and entrenched domestic franchise supporting its funding profile
- Risk-adjusted returns to improve in 2023 amid sustained margin expansion which will offset higher IT spending
- Steady capital buffers with improving internal capital generation

Note: Above table includes only MBT Parent Bank issuances



^{*}Assuming USDPHP 50.00;

Loan Portfolio Breakdown



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

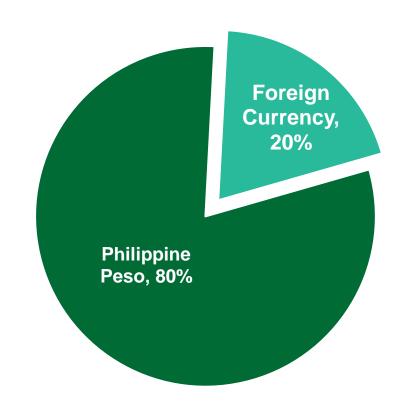


Currency Breakdown



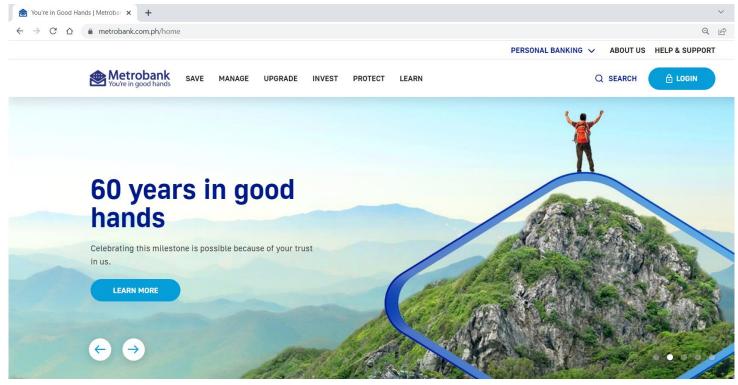
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