



9M 2023 Earnings Call















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President

Treasurer & Head, Financial Markets

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Head, Institutional Banking MONJ DEL ROSARIO

> Head, Consumer Business

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Head, Branch Banking RENE DE BORJA

Controller

MINDA OLONAN

Investor Relations

MACROECONOMIC VIEW



Macro-economic backdrop

GDP

2020	2021	2022	1Q23	2Q23
-9.5%	5.7%	7.6%	6.4%	4.3%

- Slower growth in 2Q23 driven by moderating consumption spending and weak government and investment spending
- 1H23 growth slowed to 5.3% vs. 7.9% in 1H22

Inflation

2020	2021	2022	9M23	Sept-23
2.4%	3.9%	5.8%	6.6%	6.1%

- Re-acceleration of inflation rose starting Aug driven by higher food costs
- Core inflation continues to moderate to 5.9% in September

Policy rate

2020	2021	2022	Oct-23
2.0%	2.0%	5.5%	6.5%

- 25 bps rate hike in October ahead of regular policy meeting to anchor rising inflationary expectations
- BSP Gov. not discounting another rate hike depending on inflation trends

Unemployment rate

2020	2021	2022	Aug-23
10.3%	7.8%	5.4%	4.4%

• Improving employment trends with Aug rate lower than July's 4.8% vs. 5.1% in 2019

Business & Consumer Expectations (%)

3Q22	4Q22	1Q23	2Q23	3Q23
B: 43.9 C: 13.4			_	

- B: More bullish from expected stronger demand from holiday spending; more expansion and business opportunities
- C: Improvement due to expected additional sources of income and stable goods prices

Capacity Utilization (%)

3Q22	4Q22	1Q23	2Q23	3Q23
72.7	72.1	71.5	71.0	70.5

 Easing trend since 2Q22 but remains elevated compared with 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 October 27, 2023

	2021A	2022A	2023F	2024F
GDP (2018=100)	5.7%	7.6%	5.5% (DBCC ¹ : 6.0-7.0%) (IMF: 5.3%)	6 – 7% (DBCC¹: 6.5-8.0%) (IMF: 6.0%)
Inflation (2018=100)	3.9%	5.8%	6.4% (DBCC ¹ : 5.0-7.0%) (BSP, 5.6% ²)	4.6% 1 (DBCC1: 2.0-4.0%) (BSP, 3.32)
BSP RRP rate	2.0%	5.5%	6.50%	6.00%



With directional bias

DISCLAIMER INFORMATION

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*Notes:

1 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.

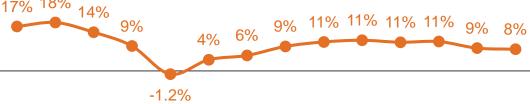


² BSP August 2023

Banking Industry: Loan growth moderates

Easing loan growth, stable NPL

Loan growth



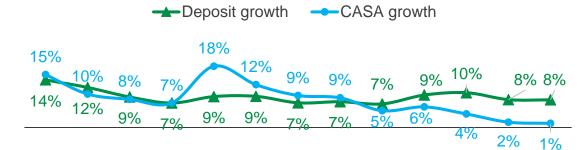
2016 2017 2018 2019 2020 2021 1Q22 1H22 9M22 2022 2M23 1Q23 1H23 8M23



2016 2017 2018 2019 2020 2021 1Q22 1H22 9M22 2022 1Q23 1H23 8M23

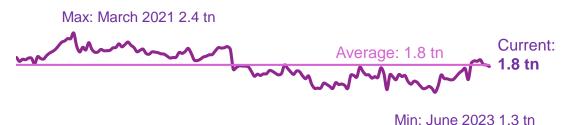
Source: BSP Philippine Banking System (PBS) data; Metrobank estimates

Easing deposit and CASA growth



2016 2017 2018 2019 2020 2021 1Q22 1H22 9M22 2022 1Q23 1H23 8M23

Estimated excess liquidity (Php) *





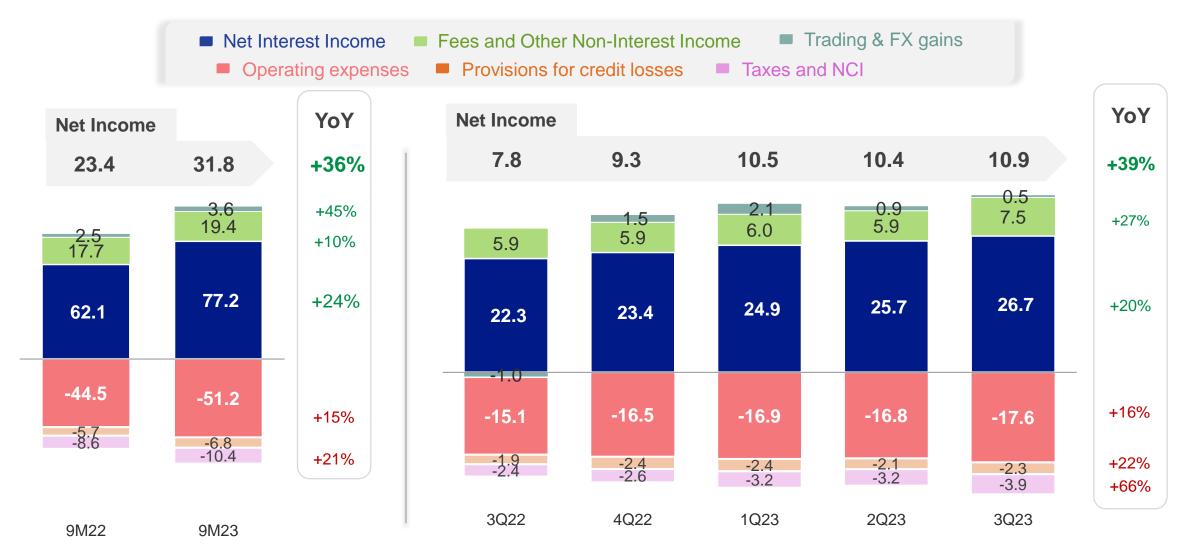
*Note: Excess Liquidity = Reverse Repurchase Facility + ODF + TDF + BSP Bills - Rediscounting - OLF



FINANCIAL PERFORMANCE 9M 2023

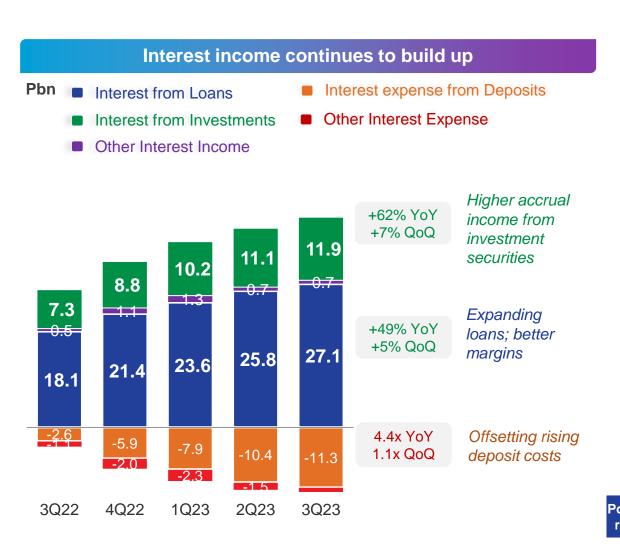


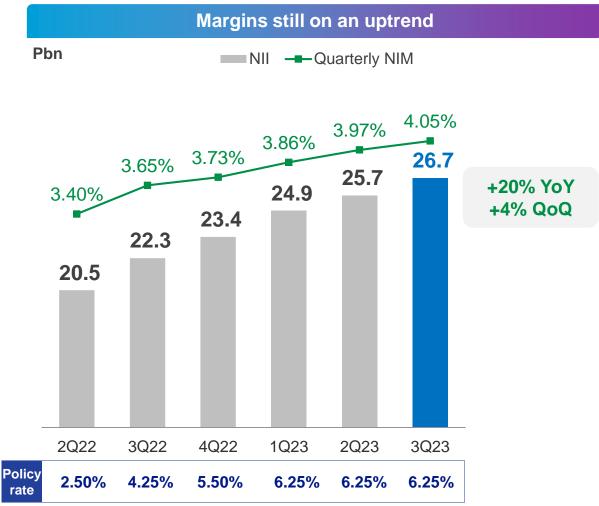
Sustaining robust earnings growth





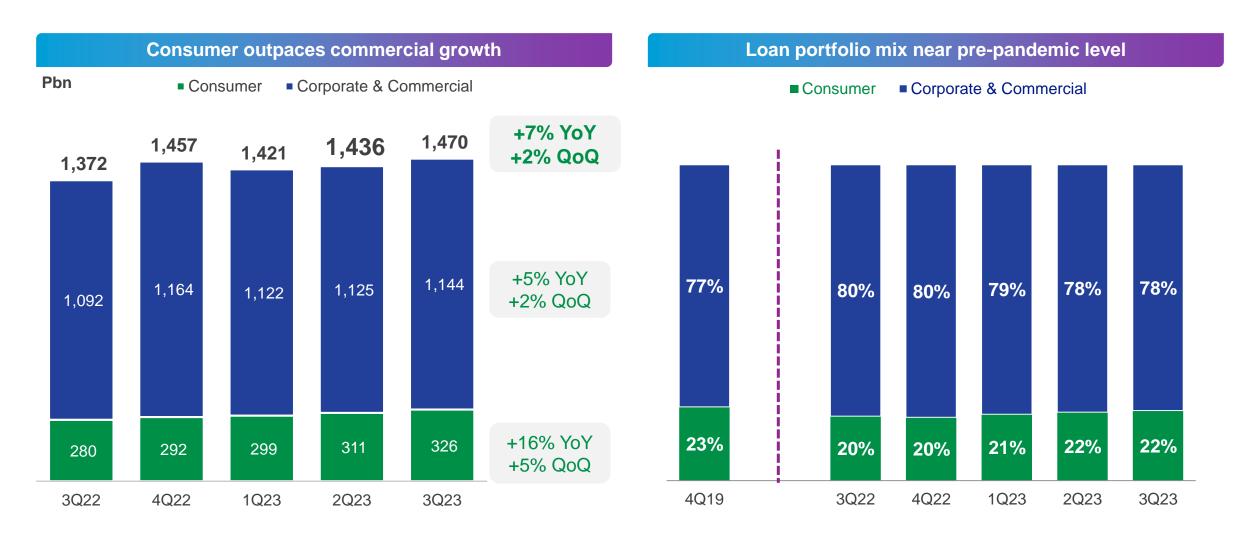
Expanding assets and higher margins boost NII







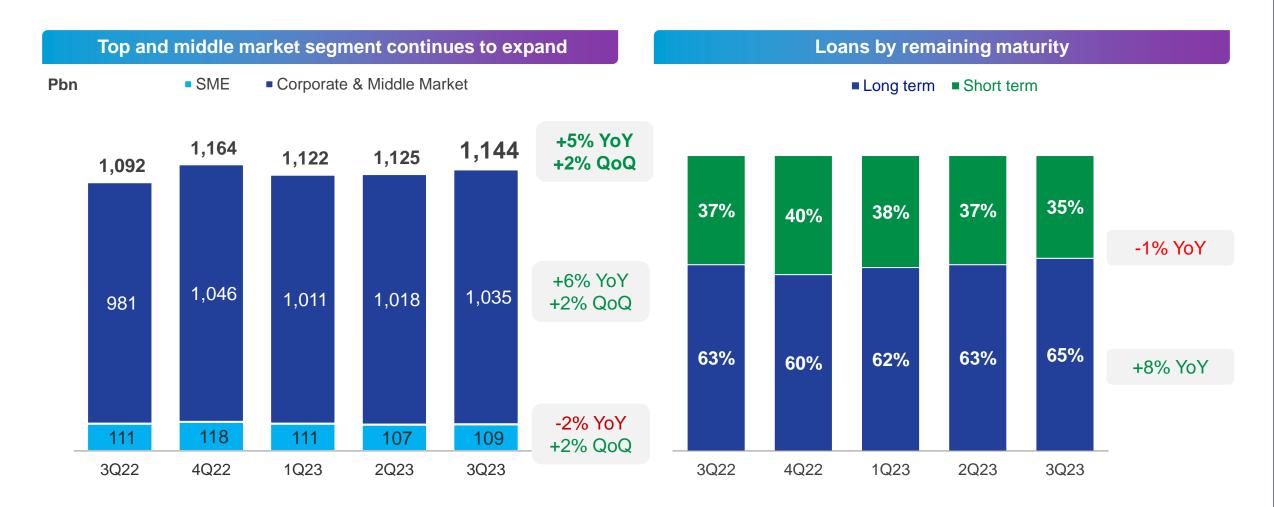
Loan book continues to expand



Note: Gross of Unearned Interest and Discount (UID)



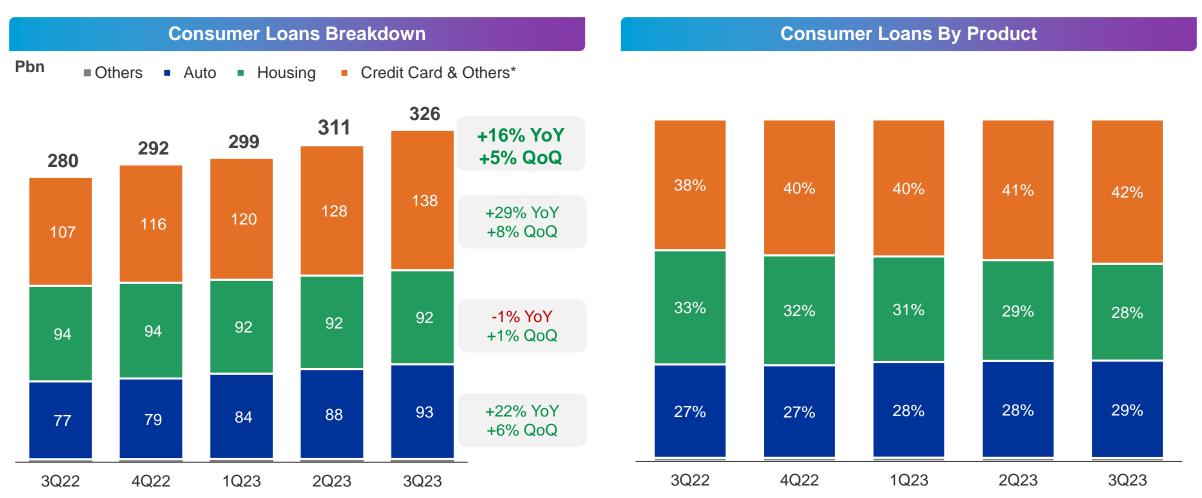
Corporate loan demand moderating



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



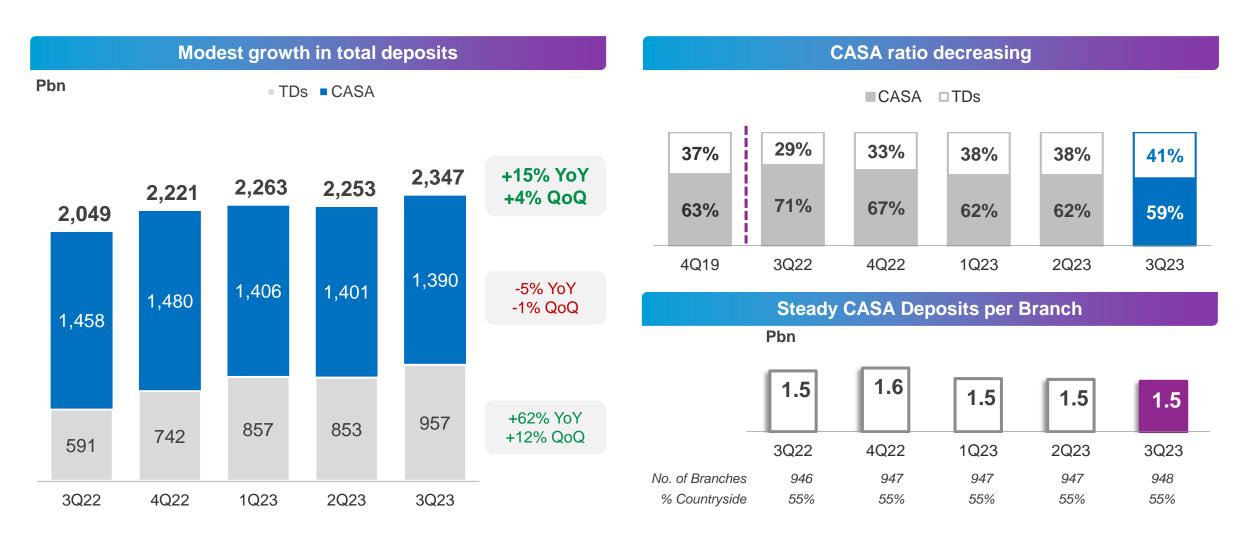
Credit cards and auto loans leading consumer segment recovery



*Note: Gross of Unearned Interest and Discount (UID) Credit card receivables net of UID amounted to P125bn, +30% YoY

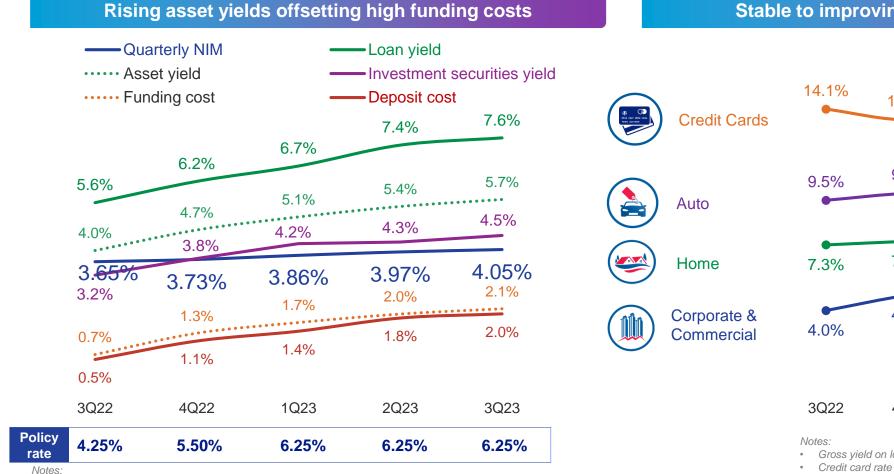


CASA ratio eases





Sustained margin improvement



- 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

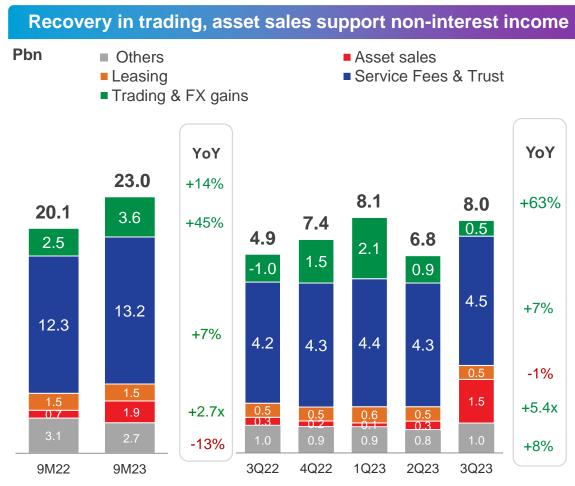
Stable to improving yields across segments

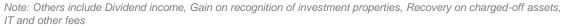


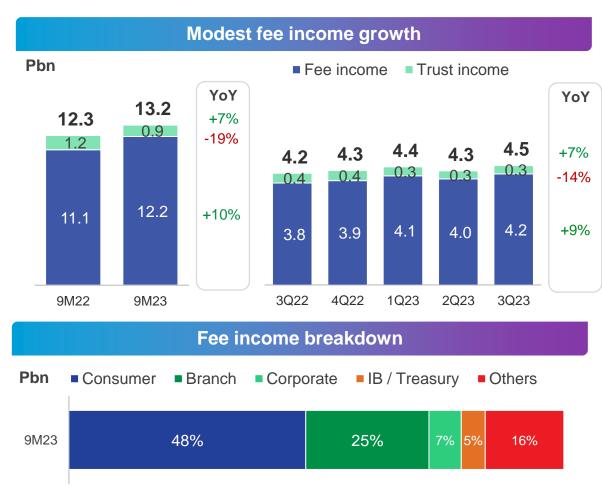
- Gross yield on loans net of Unearned Interest and Discount (UID)
- Credit card rate cap set at 2% on Nov 2020, raised to 3% on Feb 2023



Healthy 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 YoY 51.2 +15% 17.6 +16% 16.5 16.9 16.8 44.5 15.1 +9% 20.5 7.0 +8% 6.7 6.8 7.1 19.0 6.4 +52% +49% 3.0 2.9 +18% 5.1 +16% 5.1 5.3 5.2 15.3 13.8

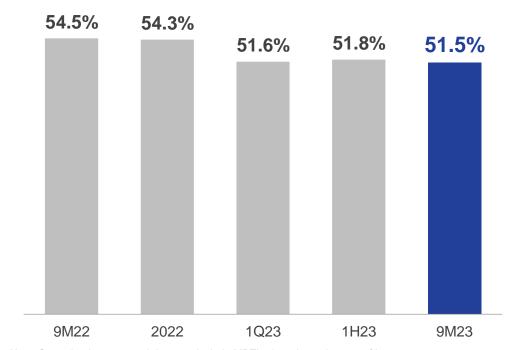
Note: Others include Insurance, Security, messengerial and janitorial services, Management, professional and supervision fees, Information technology, Advertising

4Q22

1Q23

3Q22

Lower cost-to-income ratio sustained



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



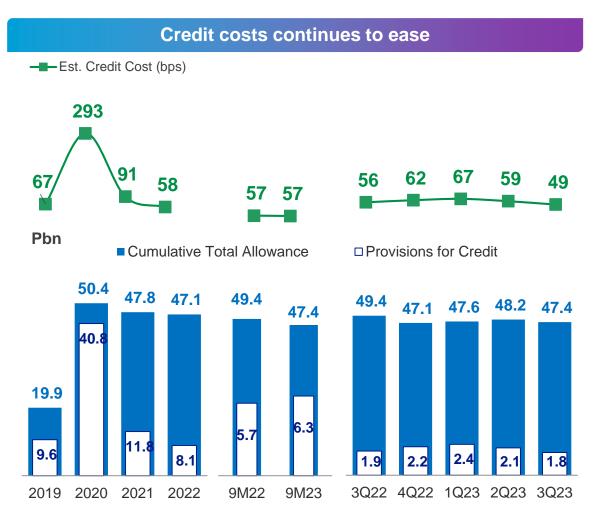
9M23

9M22

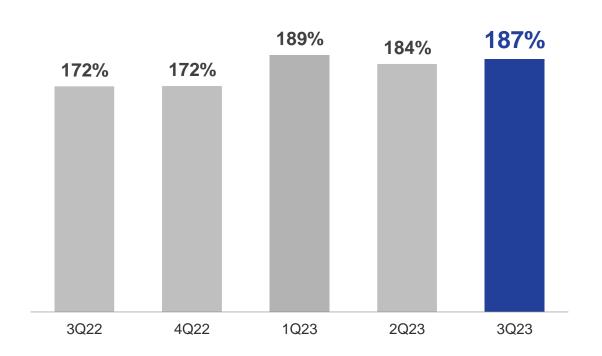
2Q23

3Q23

Credit costs continue to remain manageable



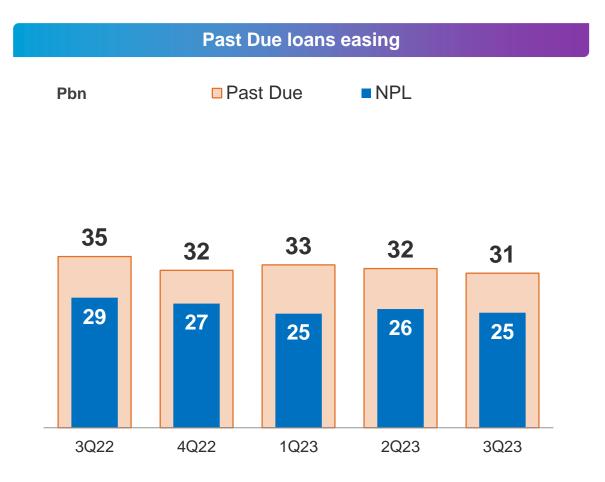
Provision cover remains substantial



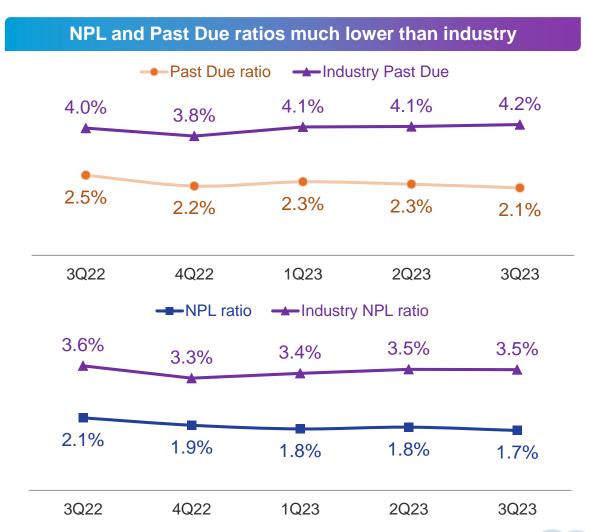
Note: Estimated credit cost = Annualized Provisions for Credit / Ave. Gross Loans & Receivables Excludes impairment losses on equity investments (9M23: Php527mn, 2022: Php211.6mn, 2021: Php131.5mn)



Healthy asset quality with NPL ratios well below industry levels

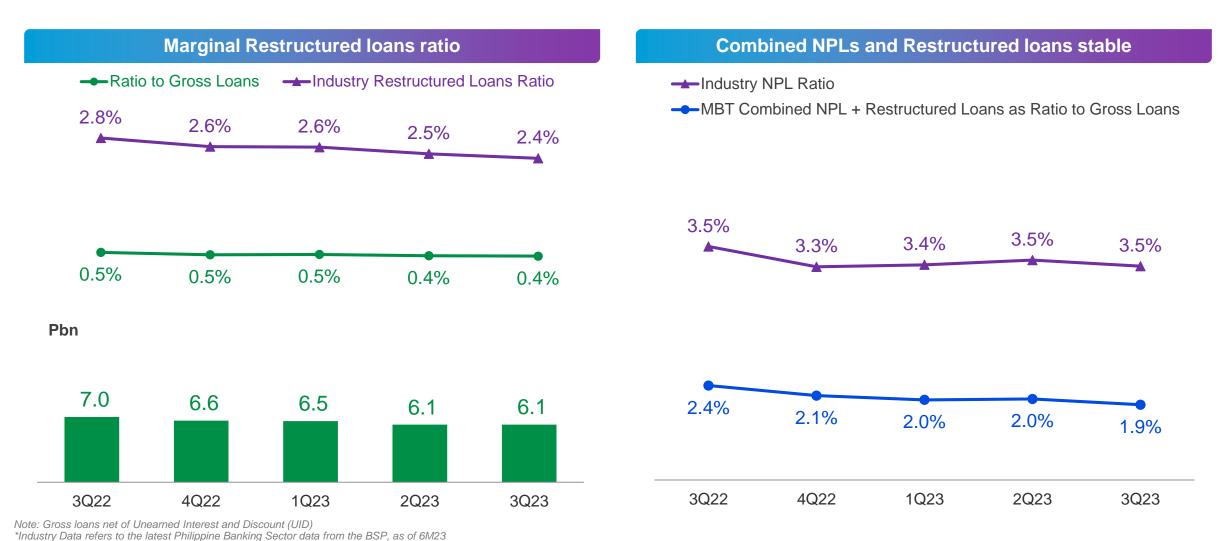






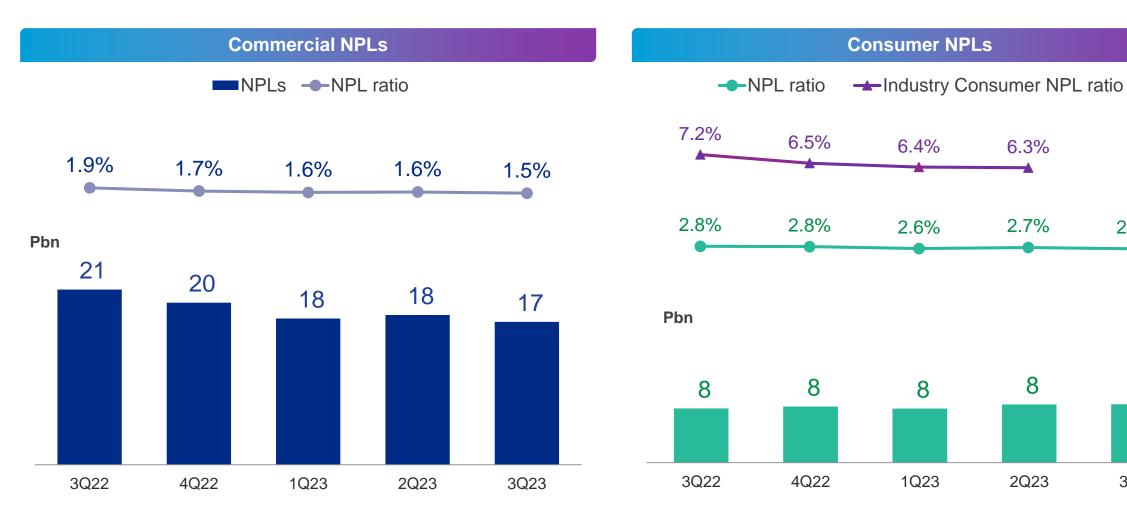


NPLs + Restructured loans ratio still lower than industry NPL ratio





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 6M23 for Commercial Loans

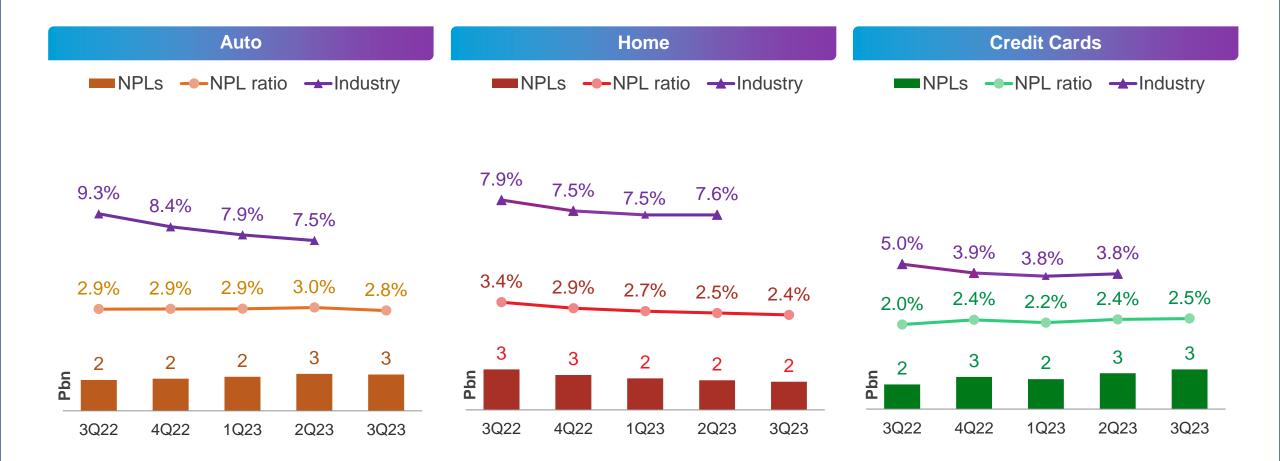


2.6%

8

3Q23

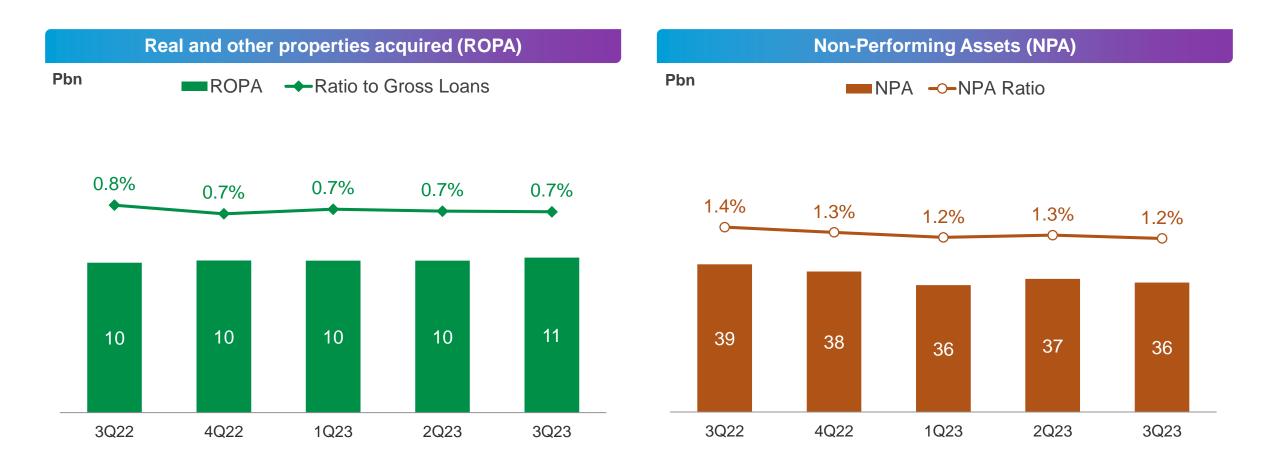
Consumer NPLs well below industry levels



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



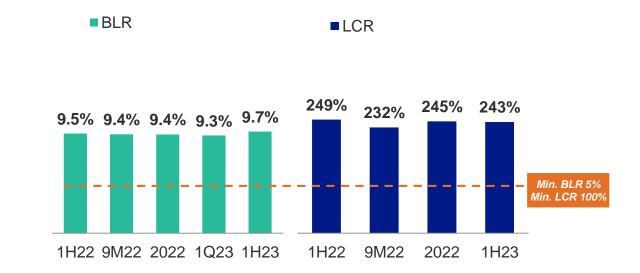


Healthy capital and liquidity levels provide ample support

Capital ratios well above minimum thresholds

CAR CET-1 17.2% 17.7% 17.6% 17.9% 18.4% 16.3% 16.8% 16.8% 17.1% 17.6% 9M22 2022 1Q23 1H23 9M23 9M22 FY22 1Q23 1H23 9M23

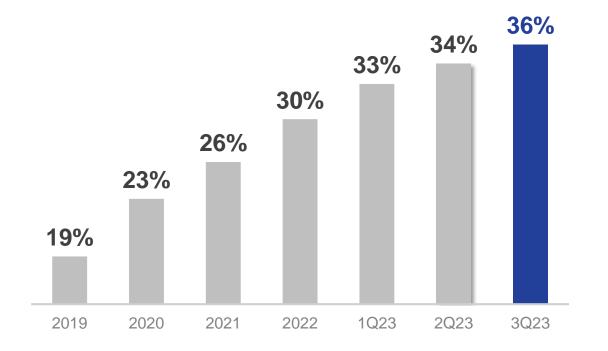
High Basel III Leverage Ratio, Liquidity Coverage Ratio

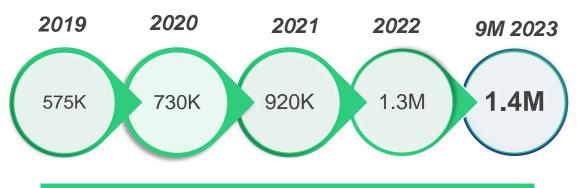




Improving digital metrics on retail clients

Digital penetration rate on a continuous upward trend, now at 36%, with 1.8M total digital users





9M 2023 Active base up 24% YoY





Outlook – Positives and Challenges



- Loans to benefit from seasonal demand pick-up in 4Q with potential uplift from capital spending in the medium term
- Elevated margins to support revenue growth
- Higher revenue base to support accelerated IT spending and capacity expansion keeping CIR at low 50s
- Stable asset quality provides flexibility to manage credit costs
- Healthy capital and liquidity position to support asset expansion and sustain initiatives to improve shareholder returns

- Macro risks to demand recovery and asset quality:
 - External geopolitical issues; global financial instabilities
 - Internal inflationary pressures, high rates; 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 expanding assets, better margins and healthy non-interest income growth
- Strong balance sheet and liquidity ratios continue to ensure Metrobank's ability to support client needs as the economy continue to expand in the medium term.
- Better profitability will support higher investments in IT and manpower to make banking easy and safe as we expand the customer base.
- Stable asset quality with substantial NPL cover will continue to serve as buffer against macro risks.
- We are committed to strategies that will balance growth and improve shareholder returns on a sustainable basis.



Financial Summary

In PHP billion

Income Statement	9M 2022	9M 2023	YoY	3Q 2022	3Q 2023	YoY
Net Interest Income	62.1	77.2	+24%	22.3	26.7	+20%
Non Interest Income	20.1	23.0	+14%	4.9	8.0	+63%
Operating Income	82.2	100.2	+22%	27.2	34.7	+27%
Operating Expenses	44.5	51.2	+15%	15.1	17.6	+16%
PPOP	37.7	49.0	+30%	12.1	17.1	+41%
Provision for Credit	5.7	6.8	+19%	1.9	2.3	+22%
Provision for Taxes	8.2	9.9	+21%	2.2	3.8	+69%
Net Income	23.4	31.8	+36%	7.8	10.9	+39%

Balance Sheet	9M 2022	9M 2023	YoY
Total Assets	2,733	2,957	+8%
Loans and Receivables, Gross	1,372	1,470	+7%
Total Deposits	2,049	2,347	+15%
CASA	1,458	1,390	-5%
Equity	309	342	+11%

Financial Ratios	9M 2022	9M 2023	YoY
NIM	3.52%	3.93%	+0.41 ppt
CIR	54.5%	51.5%	-3.0 ppts
NPL Ratio	2.0%	1.7%	-0.3 ppts
NPL Cover	172.3%	187.1%	+14.8 ppts
CAR	17.2%	18.4%	+1.2 ppts
CET-1	16.3%	17.6%	+1.2 ppts
Gross LDR	67.0%	62.6%	-4.3 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 #3 #3

Auto Credit Card Mortgage Trust Loans Receivables Loans AUM

DIVERSIFIED FINANCIAL CONGLOMERATE



TRADING INFORMATION

WBT PM | MBT.PS Ticker

USD 4.3 Bn Market cap

USD 1.5 Mn 3M Avg Daily Value T/O

20% Foreign Ownership

48% Public Float

As of 25 October 2023

Loans and Receivables, Gross 1,470

Total Deposits 2,347

CASA 1,390

Equity 342

CAR 18.4%

Financial Data (PHP bn)

Total Assets

STRATEGIC

PRESENCE AND COVERAGE

DOMESTIC

948 branches55% outside NCR

2,321 ATMs

OVERSEAS

30+ branches, subsidiaries, offices

110+ remittance tie-ups

160+ remittance agents

INVESTMENT GRADE

CREDIT RATINGS

Moody'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



3Q 2023

2,957

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 25 October 2023	53.70
52-Week Range (Low High)	50.20 62.60
Market cap (USD Mn)	4,250
3-Month Avg Daily Trading Value (USD Mn)	1.53
3-Month Avg Daily Trading Volume (Mn)	1.61
Public Float	48%
Foreign Ownership	20%

	2021	2022	9M23	
BVPS (PHP)	70.84	70.84	76.11	
EPS (PHP)	4.93	7.29	9.15	Last 4 quarters
Trailing P/BV (x)	0.8	0.8	0.7	Based on EOP
Trailing P/E (x)	11.3	7.4	5.9	share price
DPS (PHP)	4.00	3.00	3.00	For the year

*Note: Domestic subsidiaries only

28.2%



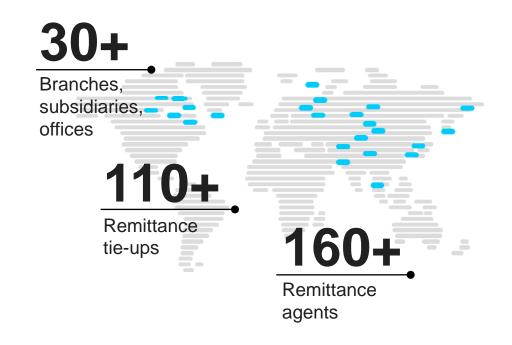
Extensive Domestic and Overseas Coverage



Domestic Branch and ATM Networks

948 branches 2,321 **ATMs**

Overseas Network Coverage





Key Objectives and Strategies





Recent Awards and Recognition



Strongest Bank in the Philippines

2023, 2022, 2021

THE ASIAN BANKER



Best
Domestic Bank in the Philippines

2023, 2021

ASIAMONEY



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

2023

ASIAMONEY



Best Service (Asian Bank) for the Philippines

2023

Trade Finance Survey 2023

ASIAMONEY



Bank of the Year in the Philippines

2022





2022





Best Corporate Bank in the Philippines

2022

ASIAMONEY



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

2022





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 2nd payout: 8 September 2023

Payment Date

1st payout: 31 March 2023

2nd payout: 22 September 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

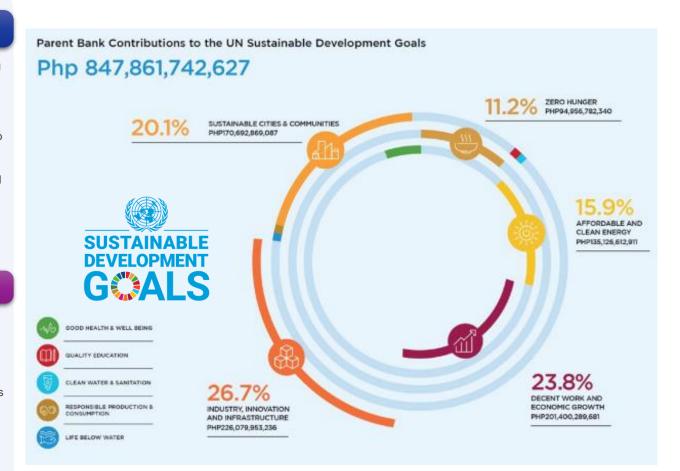
- Plan for gradual wind down of exposure to activities that may be assessed to be environmentally and socially harmful
- Align with Government goals (Philippine Development Plan 2023-2028) towards exposure targets for controversial sectors

[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





Under Governance, we- defined Board Committee Oversight of Material Topics identified by our stakeholders

We featured Metrobank Clients, the Shoebox Project, and an MBFI Outstanding Filipino Teacher awardee for each focus UN SDG to highlight how we cultivate sustainable partnerships and positively enable 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.



Metrobank Sustainability Agenda

Support business activities that seek to reduce poverty and hunger, promote inclusive and equitable growth, quality education, build resilient infrastructure, and encourage innovation



➤ PHP135.2 billion in commercial loans to stimulate trade activities, operations of holding companies and other financial intermediaries, hotels and resorts, and professional and technical services



➤ PHP146.6 billion in commercial loans to develop public infrastructure projects such as roads and highways and commercial properties, support manufacturing and operations of transportation, storage, telecommunication activities

>PHP 29 billion of loans extended to MSMEs



- ➤ PHP 3.8 Billion loans extended to micro and small enterprises
- ➤ Over 18,000 care packages pledged to various beneficiaries under the Shoebox Project



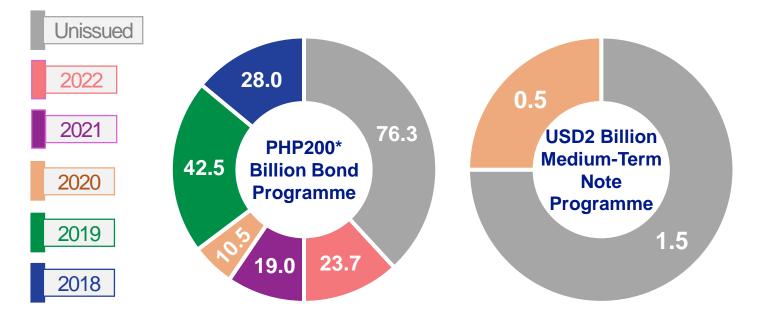
>PHP40.5 billion in commercial loans to enable production and trade of food and agricultural activities



➤ PHP282 million in commercial loans to support development of educational facilities and services of academic institutions



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				
Туре	Issue Date	Coupon Rate	Maturity Date	Amount (PHP Bn)	
	Sep-16	3.500%	Sep-23	8.65	2023
LTNCD	Jul-17	3.875%	Jul-24	3.75	
_	Oct-18	5.375%	Apr-24	8.68	2024
70	Oct-19	4.500%	Apr-23	13.75	0005
PHP Bond	Jun-21	3.600%	Sep-26	19.00	2025
ā	Oct-22	5.000%	Apr-24	23.71	0000
Z E	Jul-20	2.125%	Jan-26	USD500Mn*	2026



(PHP Bn)

36.15

44.00

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

BBB-Stable

May-23

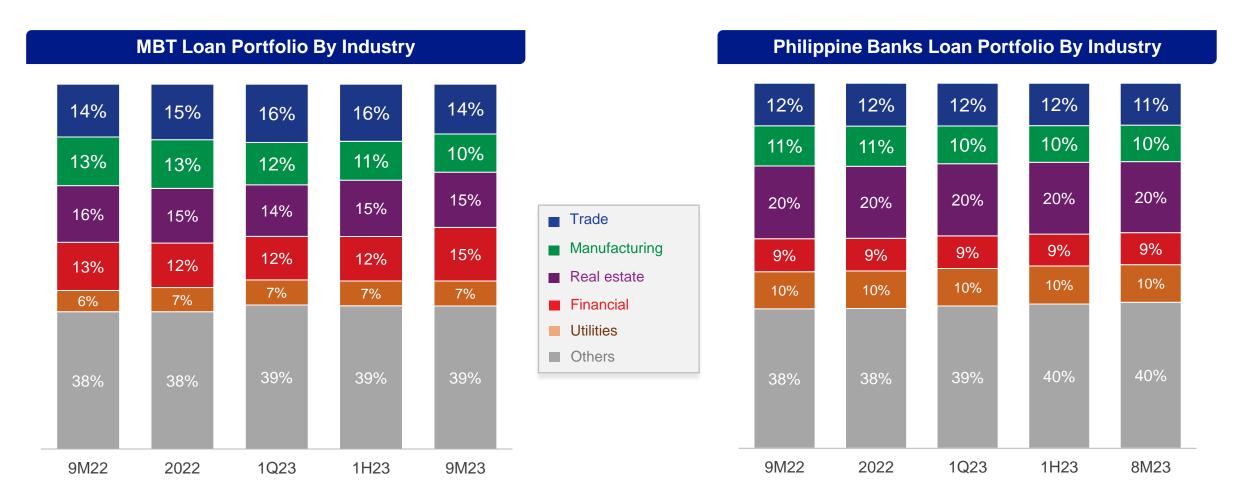
- High systemic importance; adequate capital buffers and entrenched domestic franchise supporting its funding profile
- Risk-adjusted returns to improve in 2023 amid sustained margin expansion which will offset higher IT spending
- Steady capital buffers with improving internal capital generation

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



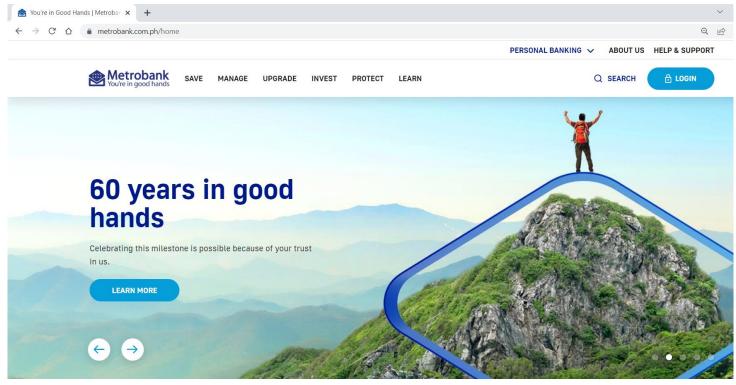
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