



Investor Presentation

BDO 9M24 Results

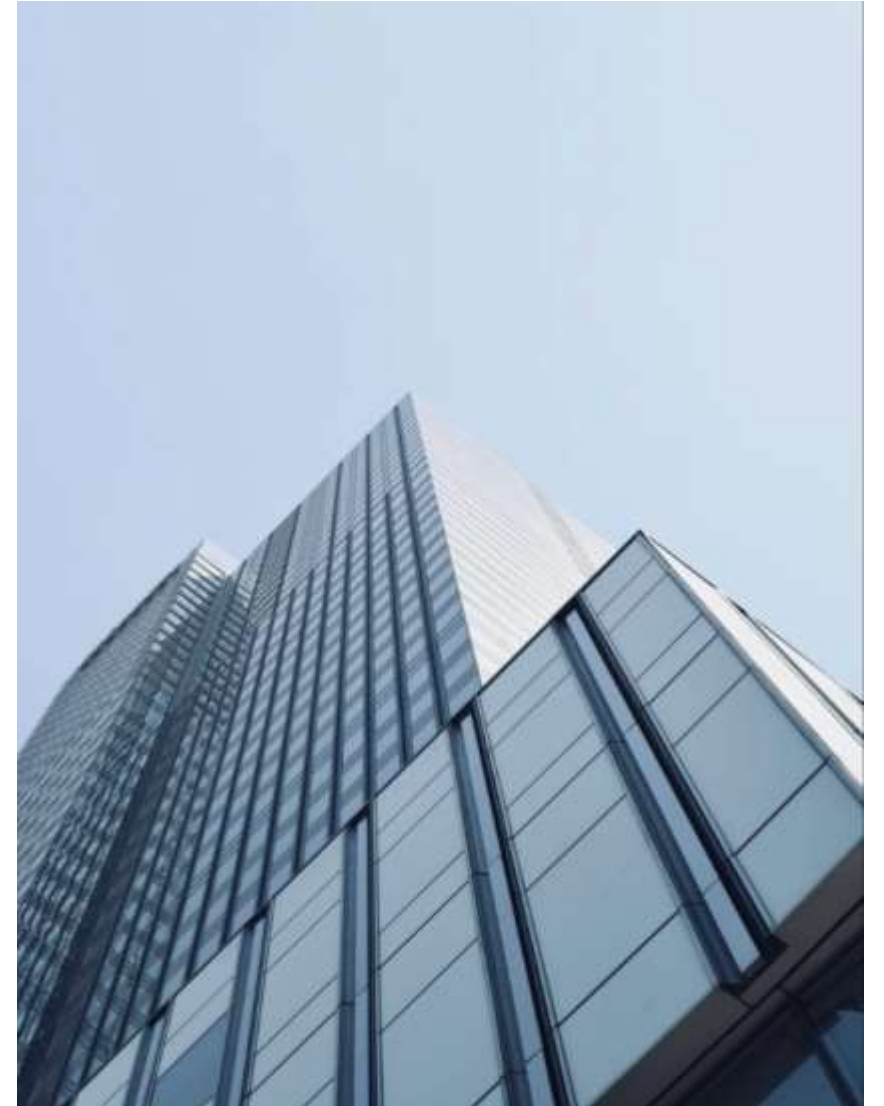
February 2025

Presentation Outline

- I. Overview
- II. Financial Highlights
- III. Ownership, Board and Management
- IV. Sustainability
- V. Awards and Citations

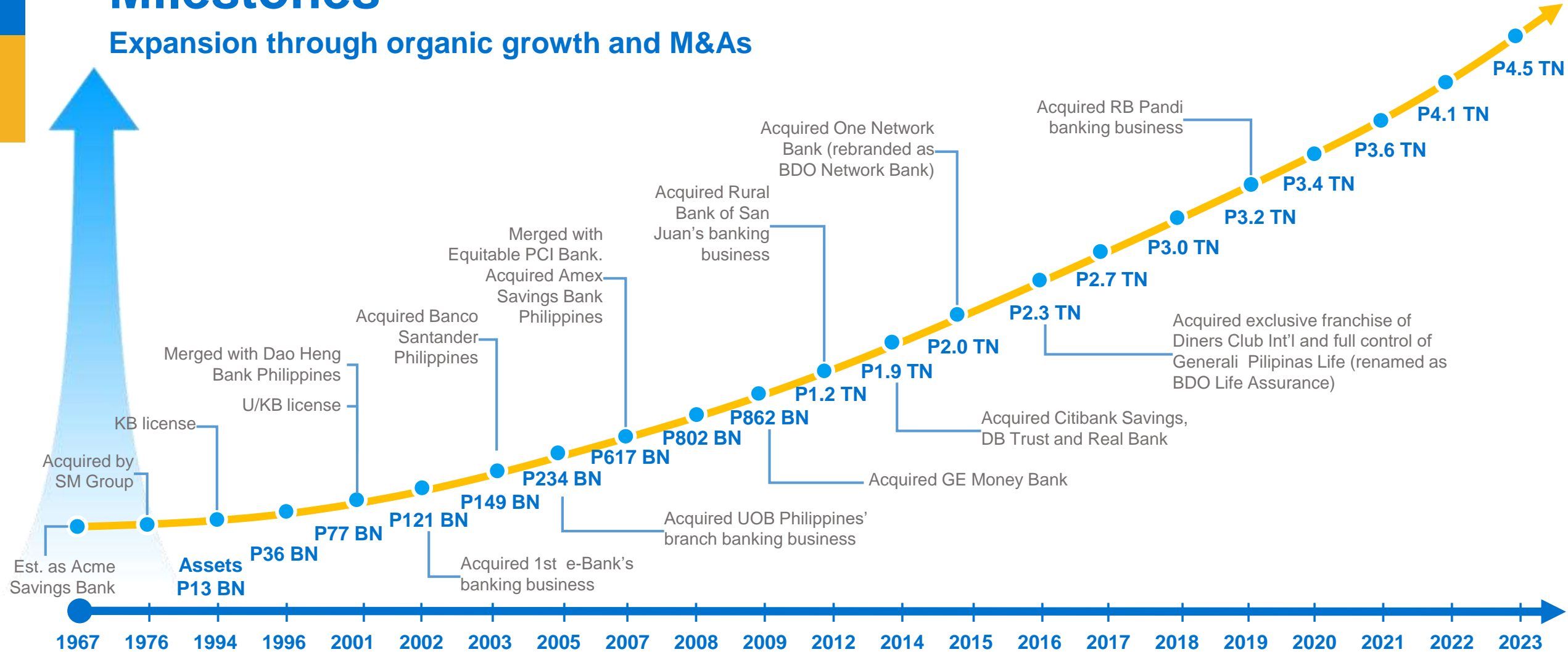
About BDO

- BDO is a full-service universal bank which provides a wide range of corporate and retail banking services.
- Our services include traditional loan and deposit products, as well as treasury, trust banking, investment banking, private banking, rural banking and microfinance, cash management, leasing and finance, remittance, life insurance, property and casualty insurance brokerage, cash cards, credit cards, and online and traditional stock brokerage services complemented by digital banking solutions to make banking easier, faster, and more secure for our clients.
- We have one of the largest distribution networks, with more than 1,700 operating branches and over 5,800 teller machines nationwide.
- We also have branches in Hong Kong and Singapore as well as 14 other international offices in Asia, Europe, North America and the Middle East.
- Our groundbreaking services in the Philippines include weekend banking and extended banking hours which have been highly acclaimed by the general public.
- BDO ranked as the largest bank in terms of total assets, loans, deposits, and trust funds under management based on published statements of condition as of 30 September 2024.



Milestones

Expansion through organic growth and M&As



Commercial Bank Expansion (2001-2023)

Ranking No. #19 #17 #13 #9 #9 #5 #2 #1 #1 #1 #1 #1 #1 #1 #1 #1 #1 #1 #1

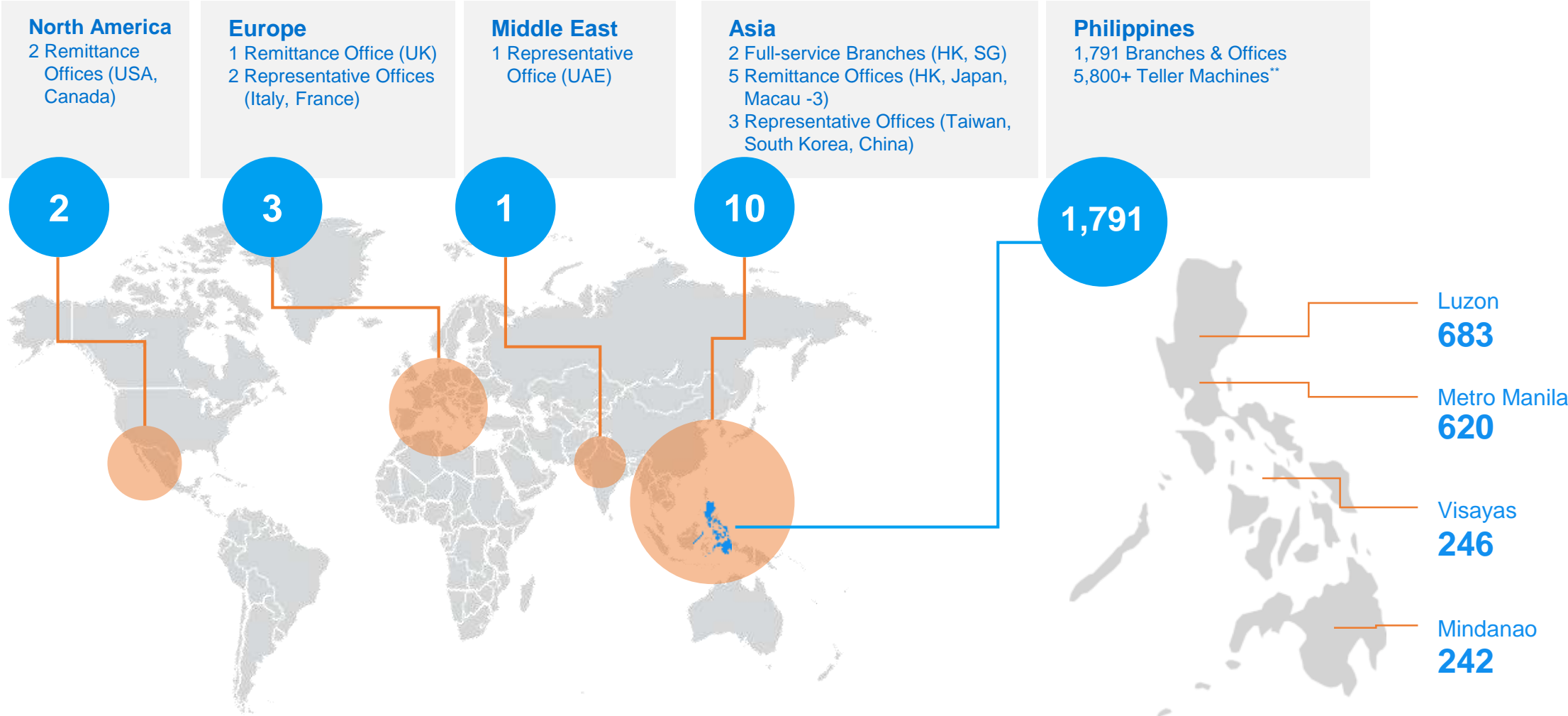


Full Service Bank

Complete range of financial products and services

Corporate & Institutional Banking	Leasing & Finance	Consumer Banking	Rural Banking & Microfinance	Branch Banking	Treasury Services
<ul style="list-style-type: none"> ➤ Corporate and middle market lending ➤ Trade finance ➤ Specialized lending ➤ Financial institutions ➤ Cross-border financing 	<ul style="list-style-type: none"> ➤ Direct lease, sale and leaseback arrangements ➤ Installment paper purchases ➤ Receivable discounting and factoring 	<ul style="list-style-type: none"> ➤ Auto loans ➤ Mortgage loans ➤ Credit cards ➤ Personal loans ➤ Merchant payment processing 	<ul style="list-style-type: none"> ➤ Salary loans ➤ MSME loans ➤ Deposit products ➤ Cash management ➤ Remittances 	<ul style="list-style-type: none"> ➤ Deposit & related products ➤ Over-the-counter transactions ➤ Cross-selling distribution platform 	<ul style="list-style-type: none"> ➤ Fixed income dealership ➤ Foreign exchange transactions ➤ Portfolio management ➤ Liquidity management
Trust Banking	Private Banking	Investment Banking	Stock Brokerage	Insurance	Transaction Banking
<ul style="list-style-type: none"> ➤ Investment management ➤ Unit investment trust funds ➤ Living trusts ➤ Retirement funds ➤ Special trusts / custodianship 	<ul style="list-style-type: none"> ➤ Wealth advisory ➤ Customized portfolio management 	<ul style="list-style-type: none"> ➤ Underwriting & distribution of fixed income & equity securities ➤ Financial advisory ➤ Project finance ➤ Loan syndication 	<ul style="list-style-type: none"> ➤ Equities trading ➤ Online stock trading 	<ul style="list-style-type: none"> ➤ Non-life insurance brokerage (property & casualty) ➤ Life insurance (individual & group life insurance) 	<ul style="list-style-type: none"> ➤ Cash management ➤ Electronic banking ➤ ATMs ➤ Prepaid cards ➤ Merchant acquiring ➤ Remittances

Wide and Extensive Coverage in Key Areas



**Cash accept machines, universal teller machines, and self-service teller machines as of 31 December 2024

As of 31 December 2024

Business Franchise

Market-leading positions in almost all business lines



#1

Customer
Loans



#1

Deposits



#1

Assets Under
Management



#1

Remittances



#1

Credit Cards¹



Major Player in
Cash
Management³



#1

Investment
Banking⁴



#1

Private
Banking



#1

Life
Insurance⁵



#1

Insurance
Brokerage⁶



Leading Trade
Services
Provider²

Notes:

1 In terms of cardholder base, merchant acquiring gross billings, and credit card receivables

2 According to Asian Banking and Finance, Global Finance

3 According to Alpha South East Asia, Asian Banking and Finance, The Asset

4 In terms of debt and equity capital markets corporate issuances, excluding banks' stock rights offers

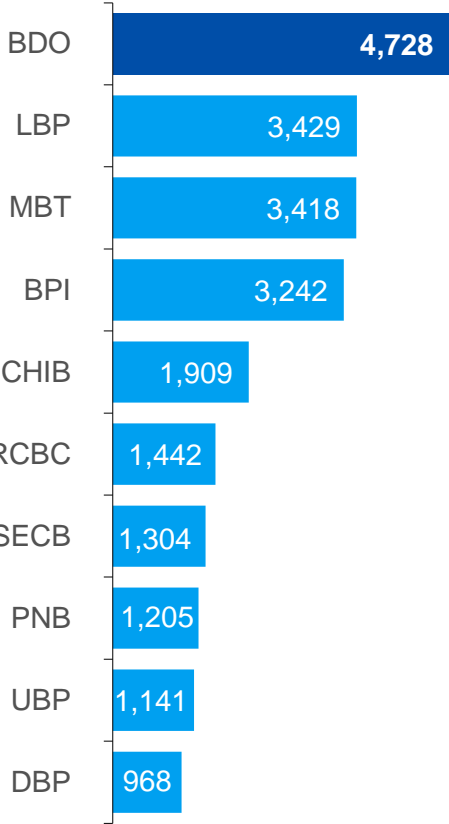
5 Among local life insurance companies in terms of traditional premium income

6 Among insurance brokers in terms of premiums produced and commissions earned

No. 1 among Philippine Banks

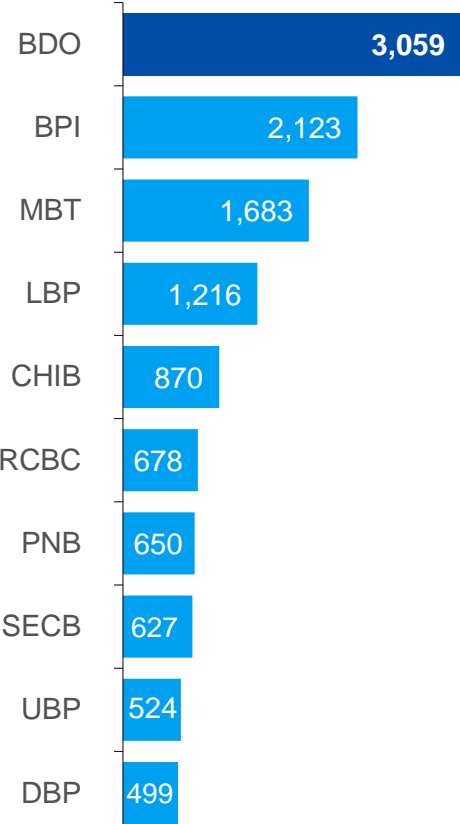
Total Assets
(PHP bn)

Market Share 18%



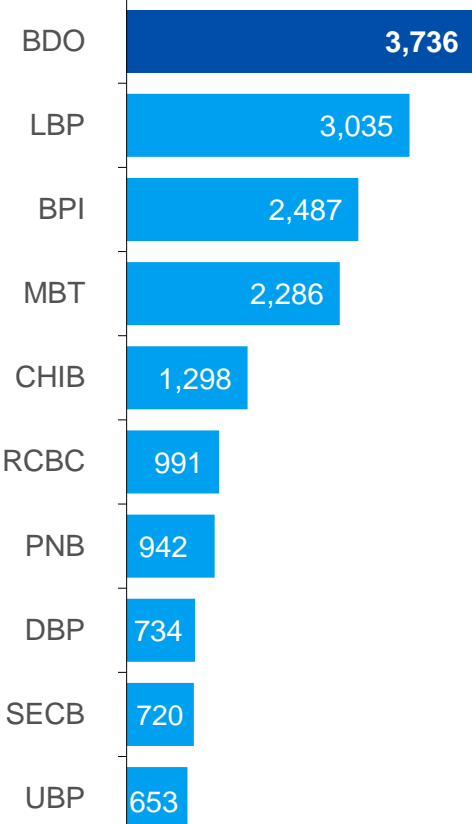
Gross Customer Loans
(PHP bn)

Market Share 23%



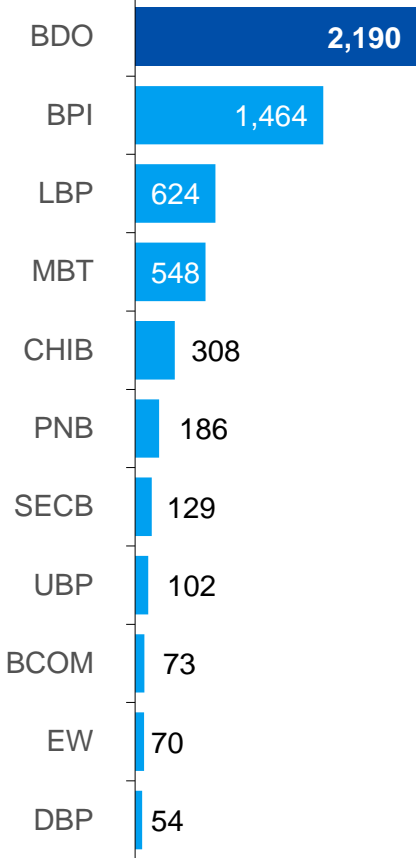
Customer Deposits
(PHP bn)

Market Share 20%



Assets Under Management
(PHP bn)

Market Share 37%

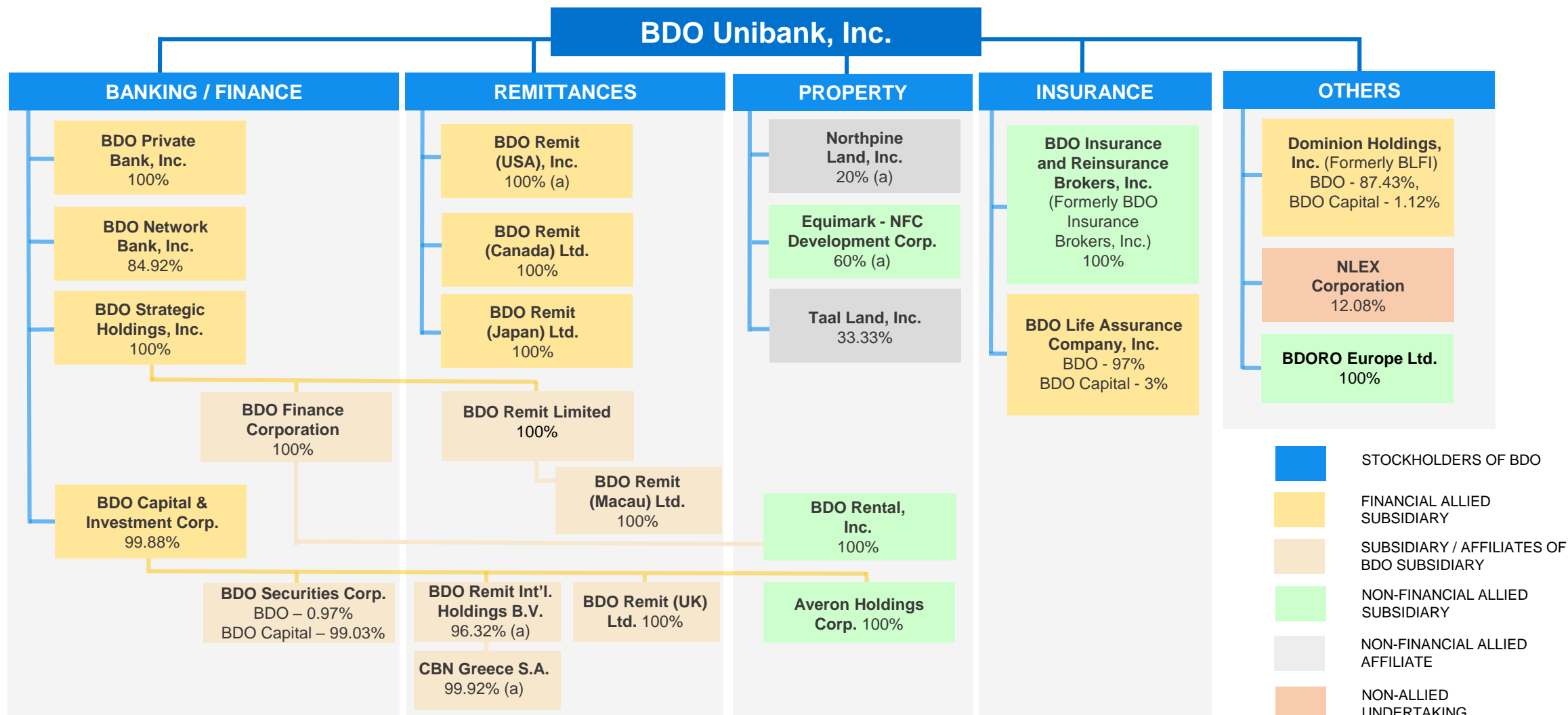


Notes:
 Ranking and market share based on compilation of consolidated published statements of condition (SOC) of U/KBs as of 30 September 2024.
 *Financials prepared by banks under BSP's SOC requirements differ slightly from reported financials under SEC guidelines due to certain differences in accounting rules followed by the two authorities.



Organizational Structure

With equity investments in allied and non-allied enterprises



(a) For dissolution

As of 31 December 2024

Credit Ratings

	Moody's	Fitch
	27-Mar-2024	27-Sep-2024
Outlook	Stable	Stable
Bank Deposits/IDR (Foreign/Local)		
Long Term	Baa2	BBB-
Long Term xgs		BB+(xgs)
Short Term	P-2	F3
Short Term xgs		B(xgs)
Senior Unsecured debt (Foreign)	Baa2	
Other Short Term	(P)P-2	
BCA/Viability Rating		
Baseline Credit Assessment (BCA)	baa2	
Adjusted BCA Rating	baa2	
Viability Rating		bb+
Counterparty Risk Rating (CRR)* (Foreign/Local)		
Long Term	Baa1	
Short Term	P-2	
Counterparty Risk (CR) Assessment (Local)		
Long Term	Baa1(cr)	
Short Term	P-2 (cr)	
Government Support Rating		bbb-
<i>"xgs" refers to Ex-Government Support Ratings</i>		
<i>Source: Moody's, Fitch</i>		

Trading Fact Sheet

Stock Details	
Type	Common Shares
Stock Ticker	BDO
ISIN	PHY077751022
Exchange	Philippine Stock Exchange
Par Value	P10.00
Outstanding No. of Shares*	5,272,257,961 <i>as of 31 December 2024</i>
Foreign Ownership	Up to 40%

American Depositary Receipts (ADR) Program Details	
Type	Sponsored Level 1 ADR
ADR Ticker	BDOUY
ISIN	US05537Y3045
Ratio	1 ADR = 10 Ordinary Shares
Depositary Bank	Deutsche Bank Trust Company Americas
Contact Details	
ADR Broker Helpline	
Tel (New York)	+ 1 212 250 9100
Tel (London)	+ 44 207 547 6500
Email	adr@db.com
ADR website	www.adr.db.com
Depositary Bank's Local Custodian	Deutsche Bank AG, Manila

*Number of shares outstanding subsequently increased to 5,272,270,821 as of 10 January 2025 due to the purchase of additional common shares by the Bank's eligible senior officers pursuant to the Bank's employee stock option/grant program.

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9M24 P&L

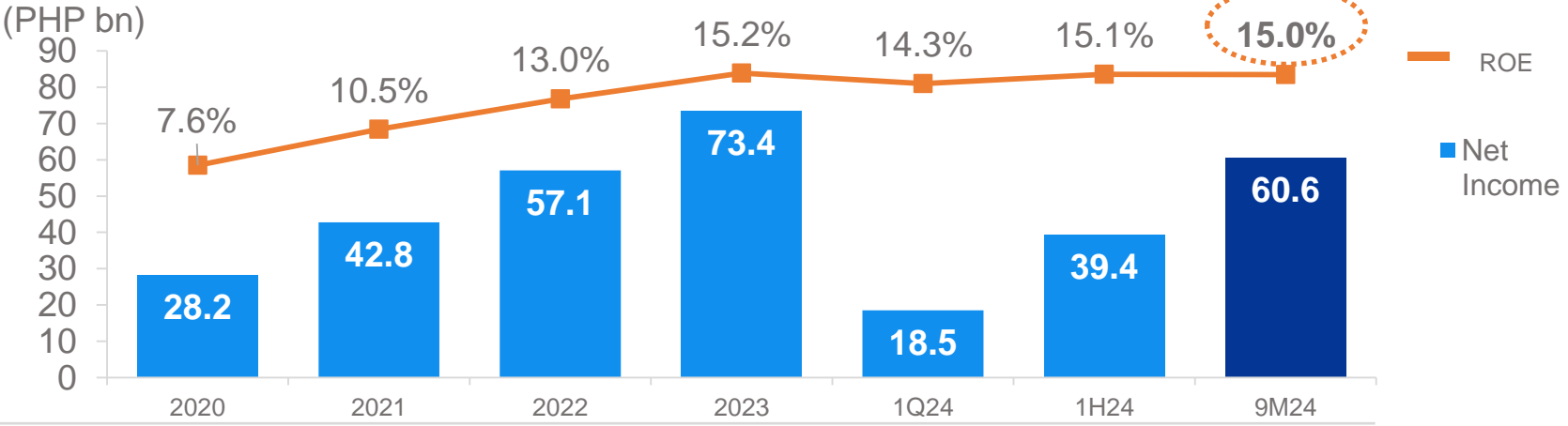
BDO Conso (New Format)			
(PHP bn)	9M24	9M23	YoY%
Interest Income	201.9	168.9	20%
Interest Expense	63.6	41.7	53%
Net Interest Income	138.3	127.2	9%
Non-interest Income	55.3	47.6	16%
Fee income	37.6	33.6	12%
Income from Insurance Operations	6.6	5.7	15%
Trading & FX	5.1	4.9	4%
Others	6.0	3.4	77%
Gross Operating Income	193.5	174.8	11%
Operating Expense	107.0	94.3	13%
Pre-Provision Operating Profit	86.5	80.5	7%
Provisions	10.1	10.7	-5%
Net Income Before Tax	76.4	69.9	9%
Taxes	15.7	15.9	-1%
Net Income	60.6	53.9	12%
Return on Common Equity	15.0%	15.1%	

Balance Sheet

BDO Conso			
(PHP bn)	3Q24	3Q23	YoY%
Resources			
Liquid Assets	601.3	596.0	1%
Investment Securities	1,048.0	914.2	15%
Gross Customer Loans	3,067.6	2,720.4	13%
Investment Properties	47.0	21.1	123%
Other Assets	38.7	36.6	6%
Total Resources	4,802.6	4,288.3	12%
Liabilities			
Deposits	3,740.1	3,408.1	10%
CASA	2,581.3	2,463.9	5%
Bills Payable/Sub-Debt	262.0	182.3	44%
Insurance Contract Liabilities	87.8	72.2	22%
Other Liabilities	142.5	123.1	16%
Total Liabilities	4,232.4	3,785.6	12%
Total Capital	570.2	502.7	13%
Shareholders' Equity	567.5	500.5	13%
Total Liabilities & Capital	4,802.6	4,288.3	12%

Capital & Profitability

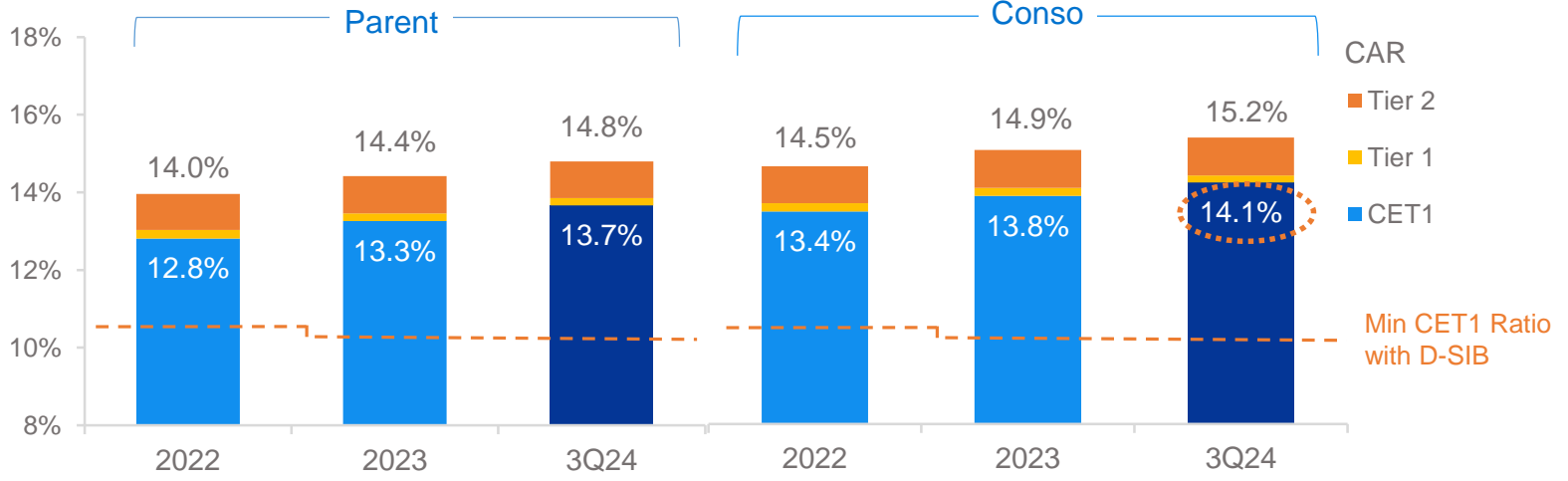
Net Income & ROE



Industry* ROE	2020	2021	2022	2023	1Q24	1H24	9M24
	6.6	9.1	11.9	12.6	12.4	12.4	12.4**

*U/KBs
**as of 2Q24

Capital Adequacy Ratio^a



Income Statement

Based on new format

(PHP bn)	2019*	2020	2021	2022	2023	Restated 2023	9M24
Interest Income	160.6	157.0	144.9	169.1	240.2	231.7	201.9
Interest Expense	40.7	23.3	13.5	19.8	53.8	59.3	63.6
Net Interest Income	119.9	133.7	131.3	149.2	186.4	172.4	138.3
Non-interest Income	60.1	55.2	61.4	71.5	84.0	70.9	55.3
Fee Income	35.3	28.6	34.8	43.1	47.9	45.7	37.6
Income from Insurance Operations	–	–	–	–	–	7.8	6.6
Insurance Premiums	14.8	15.0	18.1	18.9	18.1	–	–
Trading & FX	5.2	7.3	3.8	5.5	6.4	6.3	5.1
Others	4.9	4.3	4.5	4.0	11.6	11.1	6.0
Gross Operating Income	180.0	188.9	192.7	220.8	270.4	243.3	193.5
Operating Expenses	114.6	112.6	119.9	131.2	156.8	129.7	107.0
Pre-Provision Operating Profit	65.4	76.3	72.8	89.6	113.6	113.6	86.5
Provisions	6.2	30.2	17.1	16.4	16.4	16.4	10.1
Taxes	15.0	17.8	12.9	16.0	23.6	23.6	15.7
Net Income	44.2	28.2	42.8	57.1	73.4	73.4	60.6

Note: * Restated 2019 to align with 2020-2022 AFS presentation of netting out BDO Life VUL-related policy reserves in trading line.

Balance Sheet

(PHP bn)	2019	2020	2021	2022	2023	3Q24
Resources						
Liquid Assets	450.7	532.2	551.9	669.5	609.8	601.3
Investment Securities	435.9	508.8	616.3	722.8	931.9	1,048.0
Gross Customer Loans	2,208.1	2,263.7	2,400.2	2,613.8	2,851.4	3,067.6
Investment Properties	16.9	15.9	18.8	21.2	46.8	47.0
Other Assets	77.3	54.4	36.6	47.9	37.8	38.7
Total Resources	3,188.9	3,374.9	3,623.7	4,074.7	4,477.7	4,802.6
Liabilities						
Deposits	2,485.2	2,610.2	2,820.9	3,220.9	3,567.6	3,740.1
Bills Payable/Sub-debt	177.6	209.7	204.4	198.9	189.6	262.0
Insurance Contract Liab.	42.5	58.4	65.3	64.4	77.2	87.8
Other Liabilities	113.0	103.6	108.5	129.1	124.8	142.5
Total Liabilities	2,818.3	2,981.9	3,199.2	3,613.3	3,959.1	4,232.4
Total Capital	370.6	393.0	424.5	461.5	518.6	570.2
Total Liabilities & Capital	3,188.9	3,374.9	3,623.7	4,074.7	4,477.7	4,802.6

Financial Performance Indicators

Based on new format

	2019	2020	2021	2022	2023	Restated 2023	9M24
Profitability							
Return on Ave. Common Equity	12.8%	7.6%	10.5%	13.0%	15.2%	15.2%	15.0%
Return on Average Assets	1.4%	0.9%	1.2%	1.5%	1.7%	1.7%	1.8%
Margins and Liquidity							
Net Interest Margin (NIM)	4.2%	4.4%	4.0%	4.1%	4.6%	4.4%	4.3%
Loan to Deposit Ratio	88.8%	86.7%	85.1%	81.2%	79.9%	79.9%	82.0%
Liquid Assets to Total Assets	27.8%	30.8%	32.2%	34.2%	34.4%	34.4%	34.3%
Liquidity Coverage Ratio (LCR)	108.4%	127.1%	145.4%	140.7%	123.2%	123.2%	136.1%
Cost Efficiency							
Cost to Income Ratio	63.7%	59.6%	62.2%	59.4%	58.0%	53.3%	55.3%
Cost to Assets Ratio	3.7%	3.4%	3.4%	3.4%	3.7%	3.0%	3.1%
Asset Quality							
NPL Ratio	1.13% ^a	2.65% ^a	2.80% ^a	1.95% ^a	1.85% ^a	1.85% ^a	1.82% ^a
NPL Cover	168.5% ^b	109.5% ^b	111.2% ^b	166.7% ^b	184.8% ^b	184.8% ^b	177.8% ^b
Capital and Leverage^c							
				<i>Basel III</i>			
CET1	12.6%	13.2%	13.5%	13.4%	13.8%	13.8%	14.1%
Tier 1 Ratio	12.8%	13.4%	13.7%	13.6%	14.0%	14.0%	14.3%
Capital Adequacy Ratio (CAR)	14.2%	14.3%	14.6%	14.5%	14.9%	14.9%	15.2%
Basel III Leverage Ratio (BLR)	10.0%	10.2%	10.3%	9.8%	9.9%	9.9%	9.9%

^a Per BSP Circ. 941

^b Per BSP Circ. 1011

^c Per SOC, BSP

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Shareholder Structure

Majority owned by the SM Group

As of 31 December 2024

Name	Nationality	Shareholdings	Percentage of Ownership
SM Investments Corp.	Filipino	2,144,616,778	40.68%
PCD Nominee	Foreign	1,503,461,766	28.52%
PCD Nominee	Filipino	747,028,024	14.17%
Multi-Realty Development Corporation	Filipino	349,815,643	6.64%
Sybase Equity Investments Corporation	Filipino	282,639,139	5.36%
Sub-Total, Top 5 Shareholders		5,027,561,350	95.37%
Total Outstanding Shares		5,272,257,961	100.00%

Source: BDO Top 100 Shareholders

*Number of shares outstanding subsequently increased to 5,272,270,821 as of 10 January 2025 due to the purchase of additional common shares by the Bank's eligible senior officers pursuant to the Bank's employee stock option/grant program.

The SM Group

Harnessing synergies with the country's largest conglomerate



Retail

Largest local retail chain with 3,853 stores nationwide (74 The SM Store, 1,660 specialty retail outlets, 65 SM Supermarkets, 54 SM Hyper-markets, 1 Mindpro, 219 Savemore, 88 WalterMart, and 1,692 Alfamart).

Financial Services

Biggest domestic banking operations
Interests in BDO and China Bank

Property

- One of the leading property developers in South East Asia with strong presence in lifestyle mall operations and residential developments
- Dominant domestic mall developer/operator - 85 malls in the Philippines with GFA of 9.2 mn sqm (with 8 more malls in China).

Access to SM's customer network

- Over 20,000 PHL tenants
- More than 9,500 suppliers
- 4.4 million average daily foot traffic (pre-pandemic, not including China)
- In-house business
- Home mortgage financing for SM property projects

New business opportunity

- Goodwill from the SM franchise
- Joint product development

SM expertise

- Middle market knowledge
- Expertise in retail market and real estate

Branch locations

- Branches, ATMs in SM malls

Board of Directors

- One of the strongest Board of Directors in the industry with extensive banking and finance, legal and business backgrounds
- Independent directors comprise 7 out of the 11-member Board

Experienced Bankers

Six directors have an average of 38 years of banking experience, including a former Partner and Head of Asia Financials Research at Goldman Sachs and former CIO in PPP Advisory Services at IFC.

Successful Entrepreneurs

Two directors are successful businesspersons. One with diverse expertise in banking and finance, retail merchandising, mall and real estate development. And the other, a visionary of a company dedicated to providing effectual IT solutions to businesses and institutions.

Legal Expertise and Distinguished Public Service

Three directors with vast experience in public and private law practice and government service. One director is a former Supreme Court Associate Justice. Another is a former Senate President, Chairperson of multiple Senate Committees and Secretary of Executive Departments. And the other, a former Secretary of the Department of Trade and Industry.

Board of Directors

With broad business and professional experience



TERESITA T. SY
CHAIRPERSON

- First appointed to the Board in 1977
- Serves as Director in multiple subsidiaries of BDO
- Vice Chairperson of SMIC and Director of other SM Group companies



DIOSCORO I. RAMOS
LEAD INDEPENDENT DIRECTOR

- First appointed to the Board in 2016 and appointed lead independent director in 2021
- CIO of RY&S Investments Ltd., Hong Kong since 2011
- Former Partner and Head of Asia Financials Research from 1994 to 2011 at Goldman Sachs



FRANKLIN M. DRILON
INDEPENDENT DIRECTOR

- Appointed to the Board in October 2023
- Served as Senate President, Secretary of the Department of Justice and the Department of Labor and Employment
- Former Chairperson of the Senate Committee on Finance and Committee on Banks, Financial Institutions, and Currencies



NESTOR V. TAN
PRESIDENT AND CEO

- First appointed to the Board in 1998
- Former COO of the Financial Institution Services Group of BZW, the investment banking arm of the Barclays Group
- Holds Directorships at numerous BDO subsidiaries
- MBA Wharton School



GEORGE T. BARCELON
INDEPENDENT DIRECTOR

- First appointed to the Board in 2019
- Currently Chairman of the Philippine Chamber of Commerce and Industry
- The visionary behind Integrated Computer Systems Inc., a Top 1000 company



ALFREDO E. PASCUAL
INDEPENDENT DIRECTOR

- First appointed to the Board in 2024
- Served as Secretary of the Department of Trade and Industry from 2022-2024
- Former Independent director of SMIC, Megawide, Concepcion Industrial
- 20th President of the University of the Philippines



JONES M. CASTRO, JR.
NON-EXECUTIVE DIRECTOR

- First appointed to the Board in 2012
- Served as Head for South Asia and SEA at Wells Fargo Bank
- MBA Stanford University



ESTELA P. BERNABE
INDEPENDENT DIRECTOR

- First appointed to the Board in 2022
- Former Senior Associate Justice of the Supreme Court of the Philippines
- With more than 40 years' experience in public and private legal practice



VICENTE S. PEREZ, JR.
INDEPENDENT DIRECTOR

- First appointed to the Board in 2019
- Served as Secretary of the Department of Energy 2001-2005
- Chairman of Altenergy and Solar Pacific
- MBA Wharton School



JOSEFINA N. TAN
NON-EXECUTIVE DIRECTOR

- First appointed to the Board in 2007
- Former President of BDO Private Bank
- Former Director of EPCIB from 2005 to 2007
- Former Director of Banco de Oro from 2001 to 2005



VIPUL BHAGAT
INDEPENDENT DIRECTOR

- First appointed to the Board in 2022
- Independent board advisor of BDO Unibank & Independent advisor to BDO Risk Mgt. & Corp. Gov. Committees
- Former CIO in PPP Advisory Services Department at IFC in Washington, DC.

As of November 2024

Senior Management Team

With extensive professional banking expertise



NESTOR V. TAN
President and CEO

- > With BDO since 1997
- > Over 40 years of banking experience

INTERMEDIATION

SERVICES



CHARLES M. RODRIGUEZ
Head of Institutional Banking

- > With BDO since September 2023
- > Over 38 years of banking experience



DALMACIO D. MARTIN
Head of Treasury

- > With BDO since 2009
- > Over 34 years of banking experience



EDUARDO V. FRANCISCO
Head of Investment Banking

- > With BDO since 1999
- > Over 34 years of banking experience



CARLO B. NAZARENO
Head of Transaction Banking – Cash Management Services

- > Over 25 years of banking experience



ROLANDO C. TANCHANCO
Head of Consumer Banking

- > With BDO since 2004
- > Over 29 years of banking experience



JESUS ANTONIO S. ITCHON
President of BDO Network Bank, Inc.

- > With BDO since Sep. 15, 2017
- > Over 35 years of banking experience



GENEVA T. GLORIA
Head of Transaction Banking – Remittance

- > With BDO for over 20 years
- > Over 30 years of banking experience



MARIA THERESA L. TAN
General Manager of BDO Insurance, Inc.

- > With BDO since 2009
- > Over 25 years of banking and insurance experience



MA. CORAZON A. MALLILLIN
Head of Branch Banking

- > With BDO since 2005
- > Over 41 years of banking experience



JOSEPH ALBERT L. GOTUACO
President of BDO Private Bank, Inc.

- > With BDO since 2019
- > Over 37 years of banking experience



RENATO A. VERGEL DE DIOS
President & CEO of BDO Life Assurance Co. Inc.

- > With BDO since 2016
- > Over 45 years of experience in insurance



MANUEL PATRICIO C. MALABANAN
Head of Trust and Investments

- > With BDO since 2015
- > Over 40 years of banking experience

As of November 2024



Senior Management Team, continued

With extensive professional banking expertise



NESTOR V. TAN
President and CEO
➤ With BDO since 1997
➤ Over 40 years of banking experience

CORPORATE SUPPORT



LUCY CO DY
Head of Comptrollership
➤ With BDO since 1985
➤ Over 34 years of banking experience



LAZARO JEROME C. GUEVARRA
Chief of Staff, Office of the President
➤ With BDO since 2001
➤ Over 32 years of banking experience



EVELYN C. SALAGUBANG
Head of Human Resources
➤ With BDO since 2011
➤ Over 29 years of experience in HR



ALVIN C. GO
Head of Legal Services
➤ With BDO since 2013
➤ In the practice of law for 34 years



ERNESTO L. LADRIDO, IV
Head of Central Operations Group
➤ With BDO since 2009
➤ Over 32 years of work experience



FEDERICO P. TANCONGCO
Head of Compliance
➤ With BDO since 2005
➤ Over 28 years of banking experience



PAUL JOHN SIY
Head of Information Technology
➤ With BDO since 2019
➤ Over 30 years of work experience



JEFFREY M. ALEJANDRO
Head of Internal Audit
➤ Joined BDO in 2024
➤ Over 28 years of banking experience




EVELYN L. VILLANUEVA
Head of Risk Management
➤ With BDO since 2002
➤ Over 40 years of banking experience



LUIS S. REYES, JR.
Head of Investor Relations and Corporate Planning
➤ With BDO since 2003
➤ Over 43 years of banking experience

As of February 2025

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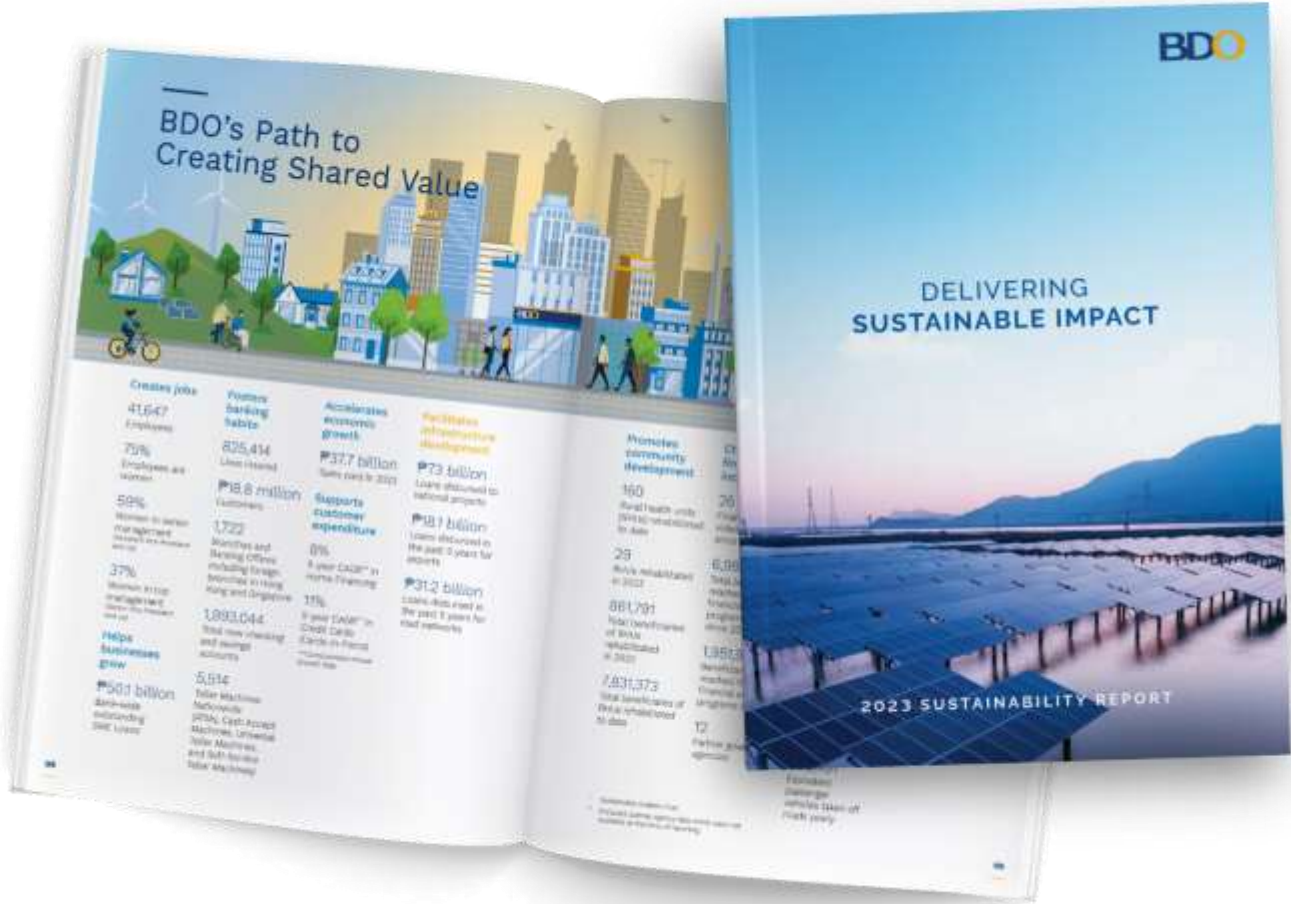
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- III. Ownership, Board and Management
-  IV. Sustainability
- V. Awards and Citations

2023 Sustainability Report

BDO Sustainability Philosophy

We seek to achieve strategic resilience by incorporating sustainability principles in the way we do business and in everything we do – from making business decisions to assessing relationships to creating products.

Sixth Sustainability Report outlining the Bank's ESG performance



Access the [BDO 2023 Sustainability Report](http://www.bdo.com.ph) at www.bdo.com.ph.

Translating Goals Into Actions

United Nations Sustainable Development Goals

Product Sustainability



Teachers Loan

- Loan from PHP10k to PHP1M
- No co-maker required
- Free credit life insurance

Negosyante Loan

- Zero Collateral
- Affordable loans from PHP30k to PHP1M

Kabayan Loan

- Multi-purpose loan
- Affordable loans from PHP30k to PHP300k



Kabalikat Plan

Personal accident insurance for only PHP500



9,764 Partner Agents

105 mn

Cash Withdrawal Transactions to date

92%

Philippine Municipalities Covered

5,769 Domestic and International Financial Literacy Lessons Conducted

BDO ESG Equity Fund The first ESG-themed Unit Investment Trust Fund

Jointly arranged the first **Gender Bond Issuance in the Country**

Translating Goals Into Actions

United Nations Sustainable Development Goals

Human Capital



44%
Employees covered by Collective Bargaining Agreement.

59%
Female Senior Officers



Disaster Response



Relief Operations
Beneficiaries to date
805,261 families
2023 beneficiaries
43,500 families

Rural Health Units (RHUs)
160 Rehabilitated RHUs to date
29 Rehabilitated RHUs in 2023
7,831,373 Population covered to date
861,791 Population covered in 2023

School Buildings Built
19 Elementary schools
15 High schools
1 College

Beneficiaries per Year
15,800 Elementary students
16,768 High school students
1,589 College students

Classrooms Built
63 in Elementary schools
60 in High schools
4 in College

Tech-Voc Training Facilities
1,006 Beneficiaries per year
6 Classrooms built
3 Workshops built

Governance-Based



BDO's commitment to sustainability is fostered at the Board Level



DIRECTOR INDEPENDENCE



DIRECTOR DIVERSITY



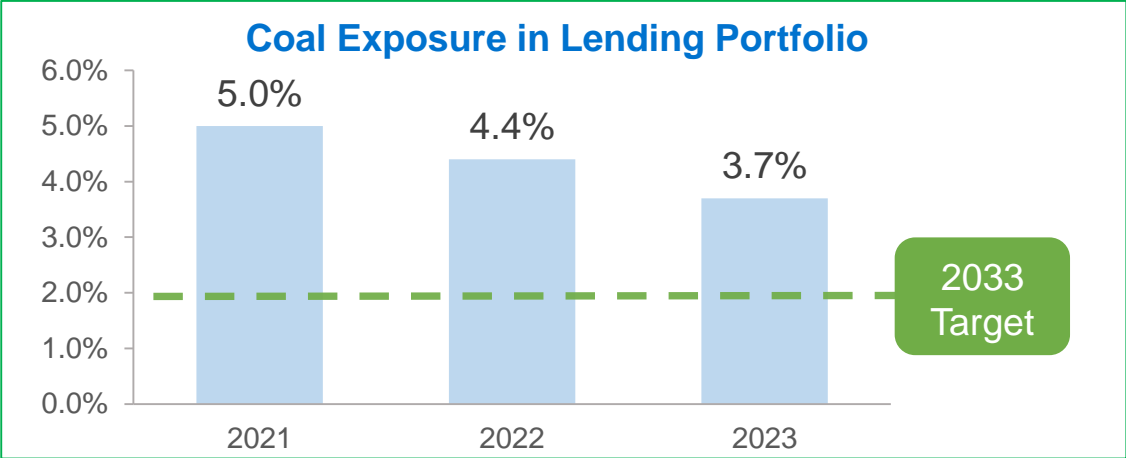
- Asia's Top Sustainability Advocates (Asia Corporate Excellence & Sustainability Awards (ACES) 2023)
- PH's Top 20 publicly-listed companies scoring highest in corporate governance (ASEAN Corporate Governance Scorecard)
- Platinum Awardee for the 13th consecutive year (The Asset's ESG Corporate Awards 2022)

Translating Goals Into Actions

United Nations Sustainable Development Goals

Sustainability Contribution to National Economic Goals

A grid of 17 icons representing the United Nations Sustainable Development Goals, arranged in two rows. The icons are: 1. No Poverty, 2. Zero Hunger, 4. Quality Education, 5. Gender Equality, 6. Clean Water and Sanitation, 7. Affordable and Clean Energy, 8. Decent Work and Economic Growth, 9. Industry, Innovation and Infrastructure, 10. Reduced Inequalities, 11. Sustainable Cities and Communities, 12. Responsible Consumption and Production, 13. Climate Action, 14. Life Below Water, and 17. Partnerships for the Goals.



Sustainable Energy Finance Projects

Biodiesel 60 ML/Y ₱137 million	Bioethanol 44.1 ML/Y ₱920.9 million	Biomass 164 MW ₱24.9 billion	Geothermal 1,179 MW ₱17 billion	Hydro 433.1 MW ₱28.2 billion	Solar 504.9 MW ₱15.7 billion	Wind 96 MW ₱4.1 billion

*Installed capacity and disbursed loan amount

Translating Goals Into Actions

The SEF program financed renewable energy, energy efficiency and green building projects



PHP898 bn

Total Sustainable Finance projects funded to date



59

Renewable Energy Projects funded to date



72,466,757

Equivalent tree seedlings grown over 10 years



2,377 MW

Total installed renewable energy capacity in megawatts



930,491

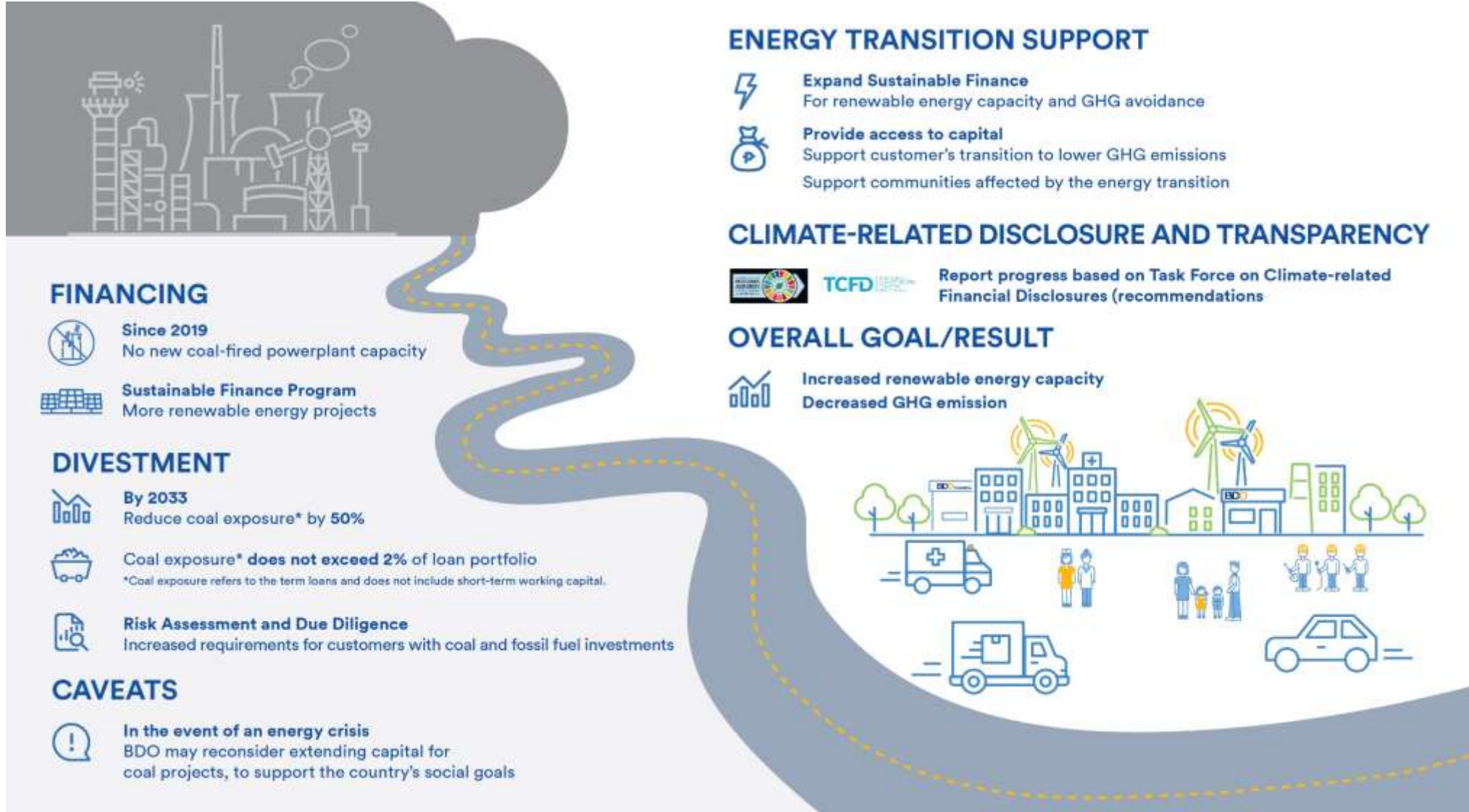
Equivalent passenger vehicles taken off roads yearly



4,382,572

Tonnes Carbon dioxide avoided per year

Energy Transition Finance Statement



Sustainable Finance Leader since 2010

The first local bank to establish (in 2010) the risk-based Social and Environmental Management System (SEMS) policy in the country in partnership with the IFC

Green Bond (USD150 million) in 2018:
First commercial bank issuance in the Philippines and East Asia Pacific

Blue Bond (USD100 million) in 2022:
First private sector issuance in Southeast Asia

ASEAN Sustainability Bonds
PHP 52.7 billion in January 2022
PHP63.3 billion in January 2024; largest issuance for any Philippine company
Latest PHP55.7 billion in July 2024

BDO Unibank's Blue Bond Issuance

The Blue Bond-financed projects provide solutions to a systemic issue that ensure the availability of water and ocean pollution prevention for future generations.



US\$ 46.4
Water Management

US\$ 3.6
Wastewater Management



✓ First financial institution to follow IFC's Guidelines for Blue Finance

✓ First private sector issuance by a commercial bank in Southeast Asia



Water Stress

A situation when water supply is from 1,000 to 1,700 m³ per capita per year.

1,446m³

water availability per capita per year in the Philippines



Source: Philippine Water Supply and Sanitation Master Plan



Ocean Pollution



Legend: Dissolved Oxygen (Yellow), Biochemical Oxygen Demand (Blue)

Source: Philippine Statistics Authority, SDG Watch



Blue Bond Financing Results

19,240 tonnes

CO₂ emission avoided



60Mm³

Groundwater extraction avoided



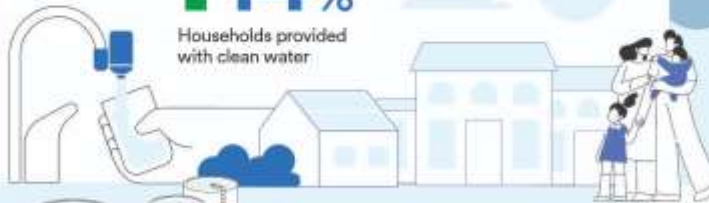
4,517m³

Additional volume treated annually



↑14%

Households provided with clean water



329,939m³

Water losses avoided



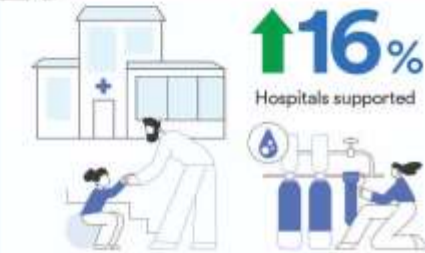
↑52%

Companies with treated water



↑16%

Hospitals supported



Sustainable Finance Framework

Objectives

- Achieve strategic resilience by incorporating sustainability in the way BDO conducts business
- Integrate environmental, social and governance (ESG) and sustainability principles in financial products and services
- Embed sustainability principles when making decisions, assessing relationships and creating products
- Align business operations with the SDGs
- Support the principles of the United Nations Global Compact
- Strengthen leadership in Responsible Finance locally, regionally, and globally

Access the [BDO Sustainable Finance Framework](http://www.bdo.com.ph) at www.bdo.com.ph.

Sustainable Finance Coverage

Green Finance

- Renewable energy
- Green buildings
- Clean transportation
- Resource efficiency and pollution prevention and control
- Environmentally sustainable management of living natural resources and land use
- Sustainable water and wastewater management
- Energy efficiency
- Climate change adaptation

Blue Finance

- Sustainable water and wastewater management
- Offshore renewable energy
- Ocean-friendly and water-friendly products
- Ocean-friendly chemicals
- Prevention, control, and reduction of waste from entering the coastal and marine environments
- Sustainable fisheries, aquaculture, and seafood value chain
- Ecosystem management, protection and natural resources restoration
- Resource efficiency and circular economy
- Sustainable shipping and port logistics sector projects

Social Finance

- Employment generation
- Food security
- Access to essential services
- Affordable basic infrastructure
- Affordable housing
- Social and economic empowerment

Orange/Gender Finance

- Gender responsive products and/or services
- Projects or enterprises with a substantially gender diverse and equitable workforce, and/or gender-inclusive value chains, that ensure gender-pay equity and equal workplace and employment-related rights to all regardless of gender identity
- Women-owned and/or Women-led enterprise
- Financing other ESG or SDG-aligned projects or initiatives that are intentionally designed to substantially and disproportionately have a positive net impact on women, girls or gender minorities

Certified by Sustainalytics*

Green Bond Framework:

“BDO’s Sustainable Finance Framework is robust, transparent and in alignment with the four core components of the Green Bond Principles (2021), Social Bond Principles (2023), Green Loan Principles (2023), Social Loan Principles (2023), ASEAN Sustainability Bond Standards (2018), ASEAN Green Bond Standards (2018), and ASEAN Social Bond Standards (2018).”

Blue Finance Framework:

The SPO also confirms alignment with the International Capital Market Association (ICMA) Green Bond Principles as well as the IFC’s recently released Blue Finance Guidelines.

* A leading independent Environmental, Social and Governance (ESG) research and ratings provider

Per [Second-Party Opinion](#) by Sustainalytics dated July 19, 2024

Environmental & Social Risk Management System (ESRMS)

BDO has built on the SEMS Policy and developed it into a comprehensive ESRMS that will help identify, assess, and manage E&S risks associated with its lending, investments, and administrative operations

Fully incorporates the Bank's:

- ❖ key focus areas;
- ❖ key focus sectors with high probability of E&S risk;
- ❖ approach to lending, investments, and administrative operations, including its supply chain;
- ❖ enhanced due diligence, implementation, monitoring, and reporting

The ESRMS provides the Bank's risk appetite for key sectors, defining the nature and level of risk that BDO is willing to take in order to achieve its sustainability strategies

Environmental Responsibility and Social Equity

BDO will not finance any activity engaged in the following:



Any product or activity deemed illegal under host country laws



Gambling, casinos, and equivalent enterprises



Harmful or exploitative forms of forced labor/harmful child labor



Weapons and munitions



Online gaming and equivalent enterprises



Commercial logging operations for use in primary tropical moist forest



Alcoholic beverages (excluding beer and wine)



Radioactive materials. (This does not apply to the purchase of medical equipment).



Wood or other forestry products other than from sustainably managed forests



Tobacco



Unbonded asbestos fibers



Activities involving (i) involuntary resettlement; (ii) risk of adverse impacts on indigenous peoples, (iii) significant risks to or impacts on the environment, community health and safety, biodiversity, cultural heritage, or (iv) significant occupational health and safety risks




Any business related to pornography and/or prostitution



Drift net fishing in the marine environment using nets in excess of 2.5 km. in length

Presentation Outline

- I. Overview
- II. Financial Highlights
- III. Ownership, Board and Management
- IV. Sustainability
-  V. Awards and Citations

Awards & Recognition

Best Bank in the Philippines

Alpha Southeast Asia
(2010-2016, 2018, 2020-2024)

AsiaMoney
(2020)

The Asian Banker
(2022)

The Asset
(2011, 2013-2021)

The Banker
(2021)

Enterprise Asia
(2020-2021)

Euromoney
(2024)

FinanceAsia
(2010-2021, 2023, 2024)

Forbes
(2021)

Global Finance
(2014-2017, 2019-2024)

International Banker
(2020)

Reader's Digest
(2021)



Awards & Recognition

Sustainability and ESG

ASEAN Corporate Governance Scorecard (ACGS)

Four Golden Arrows awardee (2022)

Asia Corporate Excellence & Sustainability Awards (ACES)

Top Sustainability Advocates in Asia awardee (2021-2024)
Industry Champions of the Year awardee (2019, 2022)

Asian Banking & Finance

BDO Unibank, Sustainable Finance Initiative of the Year
– Philippines (2023)

BDO Foundation, Financial Inclusion Initiative of the Year
– Philippines (2023-2024)

BDO Foundation, COVID Management Initiative of the Year –
Philippines (2020-2021)

The Asset

Platinum Award (2010-2024)

Corporate Governance Asia

The Best of Asia awardee, Asian ESG Award (2005-2019, 2021)

Asian Excellence awardee (2011-2024)

Asia's Best CSR awardee (2020-2024)

Best Corporate Communications awardee (2014-2015, 2017-2024)

Best IR Company (Philippines) awardee (2011-2024)

Best Environmental Responsibility awardee (2023)

Sustainable Asia awardee (2020-2024)

Euromoney

Best Bank for ESG (2024)

FinanceAsia

Best Bank for Financial Inclusion in the Philippines (2024)

Best Investor Relations, Philippines (2020 – Gold, 2022 - Silver)

Best Corporate Governance (2020 – 2nd)

BDO Unibank is a constituent of the FTSE4Good Index of FTSE Russell (2019-Present)



Awards & Recognition

Sustainability and ESG (con't)

Enterprise Asia

BDO Foundation (Category: Health Promotion)
Asia Responsible Enterprise Awards (2021)

Global Good Governance Awards (3G)

3G Green Innovation & Solution Category for Green Bond Framework (2024)
3G Best Corporate Governance Reporting (2023)
3G Social Empowerment Award (2023)
3G Championship Award in Transparency (2021)
3G Championship Award in Service Excellence (2021)
3G Excellence Award in Education & Literacy Programme (2021)

International Association of Business Communicators (IABC) Philippines

Excellence Award for Communication Skills - BDO 2020 Sustainability
Report (2022)

MORS Group

Top Sustainability Advocates in Asia awardee (2021-2023)

Retail Banker International Asia

Best Advance in Sustainability Practices (2023-2024)



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<https://www.youtube.com/user/BDOPhilippines>

Other Relevant Links:

[BDO 2023 Annual Report](#)

[BDO 2023 Annual Report Financial Supplements](#)

[BDO 2023 Audited Financial Statements](#)

[BDO 2023 Sustainability Report](#)

[BDO First Quarter 2024](#)

[BDO Second Quarter 2024](#)

[BDO Third Quarter 2024](#)



Thank you.
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