

INVESTOR PRESENTATION
JUNE 2018

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# 1. Introducing RCBC

# **OVERVIEW OF RCBC**



### RCBC is a leading financial services provider in the Philippines

Incorporated on 23 September 1960 as Rizal Development Bank and received approval to operate as a commercial bank in December 1962. RCBC is currently the 8<sup>th</sup> largest private domestic bank in the Philippines by assets, with a market capitalization of PHP58.05bn (USD1.09bn)<sup>1</sup>, share price of P30.00<sup>2</sup>.

### Full Range of Services and Products

Corporate, SME, and Consumer Lending

**Investment Banking** 

Trust Services and Wealth Management

Foreign Exchange & Investment

Leasing

**Credit Cards** 

Microfinance

Bancassurance

Remittances

#### **Key Statistics (1H 2018)**

Total assets	USD10.95bn³
Net loans	USD6.98bn
Deposits	USD7.43bn
Total shareholder's equity	USD1.27bn
Net income	USD41mn
Tier 1 (Basel III)	11.65%
Total CAR (Basel III)	14.57%
ROE*	6.0%
NIM*	3.98%
NPL ratio	1.18%
*	

<sup>\*</sup>Annualized

### Extensive Network in Philippines and Overseas Presence

- 509 Branches (including extension offices)
- 1,597 ATMs
- 6,871 Employees
- Presence in over 57 locations across Asia Pacific, the Middle East, US, Canada, and Europe

<sup>&</sup>lt;sup>1</sup>Exchange Rate-US\$1=PHP53.135 (as of Aug. 10, 2018) <sup>2</sup>Market Capitalization and Share Price as of Aug. 10, 2018 <sup>3</sup> Exchange Rate-US\$1=PHP53.34 (as of end-Jun. 2018)

## **EQUITY PROFILE AND DIVIDENDS HISTORY**



### Regular cash dividends paid annually

### **Equity Profile**

Particulars	End-June 2018
Ticker	RCB
Issued shares	1,399.92 mn
Stock Price	P28.00
Market Cap	P39.198bn (USD0.73bn)
BV per share	P48.32
Price to Book	0.58
Earnings per share	1.54

### **Dividends History**

Year	Dividends per share	Pay-out ratio
2018	0.62	20.00%
2017	0.55	20.00%
2016	0.72	20.00%
2015	0.60	19.29%
2014	1.00	25.32%
2013	1.00	20.62%
2012	0.90	20.04%

Credit Ratings (Investment Grade rating by Moody's on November 23, 2017)



RCBC	Moodys [1]	Fitch [2]
Long Term Deposit	Baa2 / P-2	-
Long Term IDR	-	BB+
Senior Unsecured	Baa2	BB+
Bank Financial Strength	-	-
Outlook	Stable	Stable

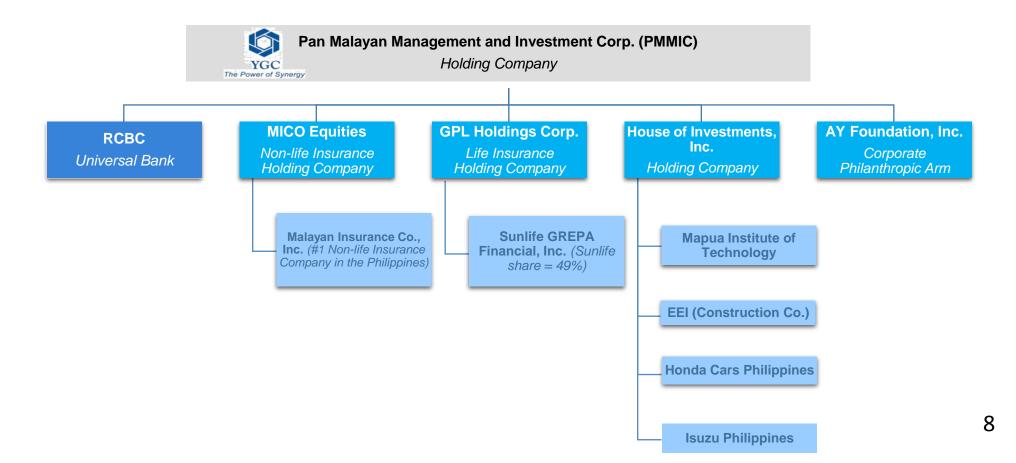
[1] As of November 23, 2017

[2] As of December 13, 2017

### YGC Structure

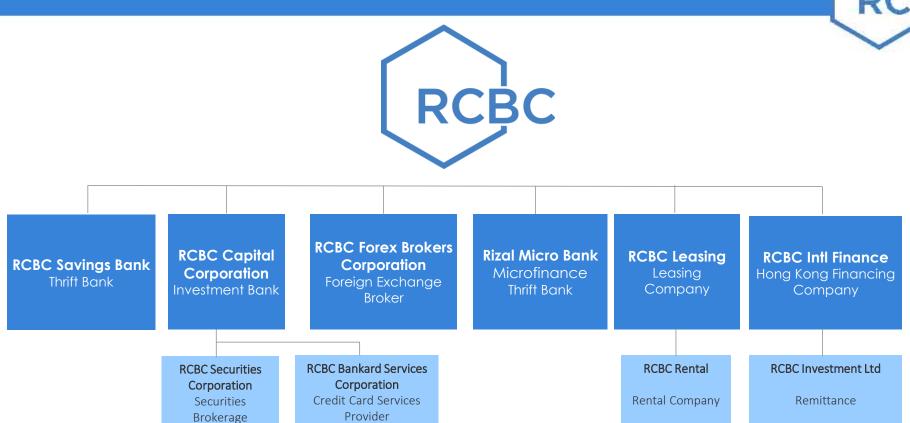


RCBC is a member of the Yuchengco Group of Companies (YGC), the group is engaged in a wide range of financial and non-financial services. The synergies among these companies allow customers to access a wide range of financial products and services.



### COMPREHENSIVE AND DIVERSIFIED BUSINESS PLATFORM





# **Key Milestones in the RCBC Story**



### September 1960

 RCBC was incorporated and began operations in Rizal

1960-1970s

#### 1962

 Received approval from BSP to operate as a commercial bank under its present name

#### 1973

 Formed alliances with Continental Illinois Bank and UFJ (Sanwa)

#### 1985

1980-1990s

 Continental Illinois Bank sold its shareholding to UFJ (Sanwa Bank)

#### 1986

 Successful listing of RCBC shares on the stock exchange

#### 1989

 Received approval from BSP to operate as a Universal bank

#### 1996

 RCBC Savings Bank was incorporated to provide retail/ consumer banking services

#### 1998

 Acquired Capitol Development Bank and merged with RCBC Savings

#### 2000

2000s

 Acquired 67% stake in Bankard Inc.

#### 2006

 UFJ (Sanwa Bank) disposed entire Shareholding to Spinnaker

#### 2008

 Acquired Merchants Bank to kickstart microfinance lending in Mindanao

#### 2009

- Spinnaker sold its entire stake back to RCBC and the Yuchengco Group
- Acquired JP Laurel Rural Bank in Batangas to expand microfinance operations to Luzon

#### 2011

2010s

- Formed alliances with IFC and CVC Capital Partners
- Formed Bancassurance partnership with Sunlife GREPA Financial

#### 2012

 Acquired First Malayan Leasing and Finance Corporation and its subsidiary Malayan Rental to enter equipment leasing business

#### 2013

- Placed additional shares with institutional investors to comply with Basel 3 capital rules
- IFC infused additional equity
- Sold stake in RCBC Realty and Bankard (listed co. only)

#### 2015

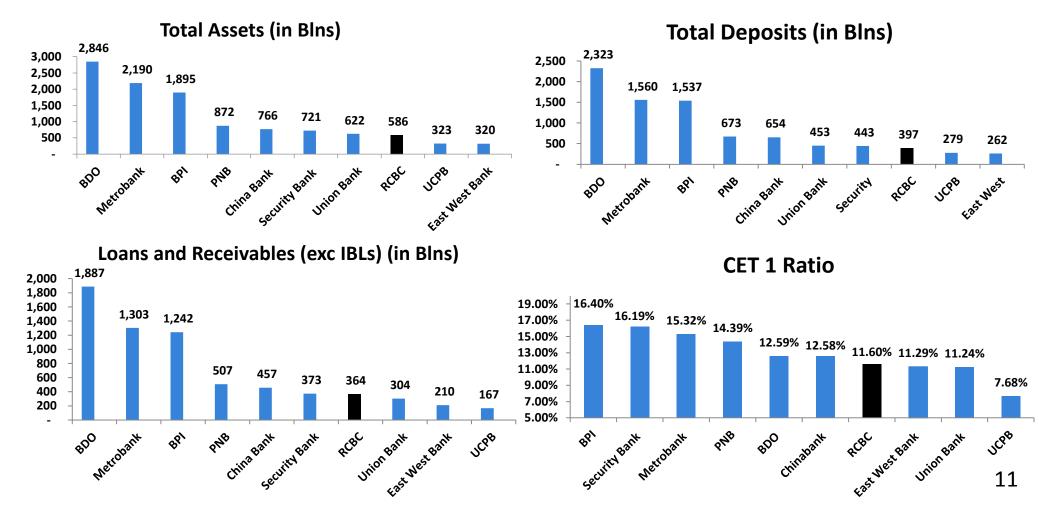
Partnership with Cathay Financial Holdings Group.
 Cathay Life Insurance is the shareholder in RCBC.

RCBC is the 8<sup>th</sup> largest private domestic commercial bank in the Philippines by assets as of June 2018

# **Industry Ranking**

RCBC

 RCBC has about 4% market share in Total Assets, Loans and Deposits among Universal / Commercial banks in the Philippines as of June 30, 2018.



## The New RCBC

























- The new look and philosophy of RCBC is anchored on the mission to maintain and even strengthen the bank's relevance among Filipino depositors.
- RCBC strives to refresh and reenergize its services to serve loyal customers who have stood with the bank for the past 57 years.
- Our new logo has a distinctive and contemporary look and feel which evokes positivity. It's our fresh take on the meaning of "relationships".
- "We Believe In You" is a clear message that this is not about the bank, but what the bank can do for you, it is rooted in a unique insight about what makes strong relationships.
- "We Believe In You" is about instilling an intrinsic value in the hearts of Filipinos, and to empower Filipinos to go beyond their wildest dreams and turn it into reality.



# 2. Financial Overview

# **Income Statement**

RCBC (Consolidated)
As of Jun. 30, 2018 vs. same period last year
(Amount in millions)



Income Statement - Year to Date	As of Jun. 30, 2018 (Unaudited)	As of Jun. 30, 2017 (Audited)	Peso Change	% Change
Interest Income	14,282	11,907	2,376	20.0%
Interest Expense	4,607	3,281	1,326	40.4%
Net Interest Income	9,675	8,625	1,049	12.2%
Other Income	3,137	3,780	(643)	-17.0%
Trading Gains and Foreign Exchange	(108)	796	(904)	-113.6%
Trust Fees	138	141	(3)	-1.9%
Service Fees & Commissions	1,686	1,550	136	8.8%
Other Income	1,420	1,293	128	9.9%
Provision for Probable Losses	737	986	(249)	-25.3%
Operating Expenses	9,569	8,660	909	10.5%
Provision for Income Tax	343	412	(70)	-16.9%
Net Income	2,163	2,346	(184)	-7.8%

Source: 2Q 2018 RCBC Condensed Financial Statements

# **Balance Sheet**

RCBC (Consolidated) (Amount in millions)



Balance Sheet	As of Jun. 30, 2018 (Unaudited)	As of Jun. 30, 2017 (Unaudited)	Peso Change	% Change
Cash/Due from BSP & Other Banks	13,926	12,437	1,488	12.0%
Investment Securities	95,040	72,084	22,956	31.8%
Loans- net (including interbank)	372,096	326,446	45,649	14.0%
Other assets	102,821	126,101	(23,281)	-18.5%
Total Resources	583,882	537,069	46,813	8.7%
Deposit Liabilities	396,437	382,388	14,049	3.7%
Demand	54,242	48,917	5,325	10.9%
Savings	177,337	171,038	6,299	3.7%
Time	164,857	162,432	2,425	1.5%
Other Liabilities	55,973	52,366	3,607	6.9%
Senior Debt	53,831	28,353	25,478	89.9%
Subordinated Debt	9,977	9,960	17	0.2%
Total Liabilities	516,218	473,066	43,152	9.1%
Capital Funds	67,664	64,003	3,661	5.7%
Total Liabilities & Capital	583,882	537,069	46,813	8.7%

Source: 2Q 2018 RCBC Condensed Financial Statements

# Loans: Growth by Segment



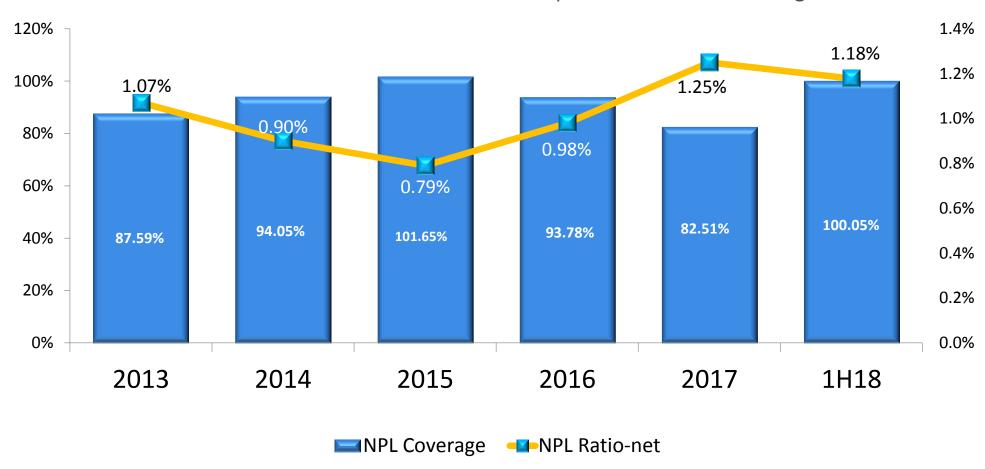
• Successfully executed SME & consumer loan growth strategy

	1H 2018 Mix	1H 2017 Mix	Growth
Corporate	59%	61%	11%
SME	14%	12%	36%
Consumer	27%	27%	17%
Consumer- Mortgage	12%	12%	14%
Total	100%	100%	16%

# Loans: Sustainable Portfolio Quality



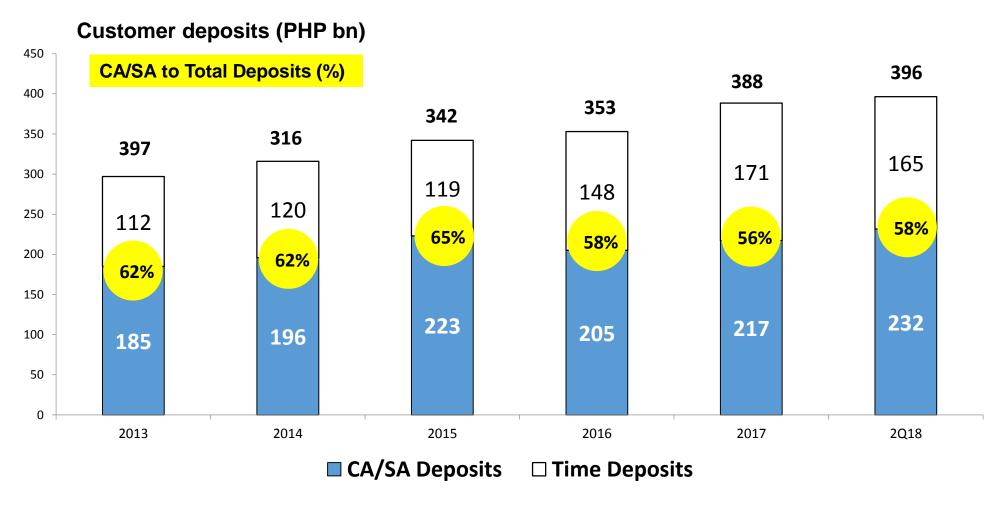
RCBC has one of the lowest NPL ratios in the sector and prudent loan loss coverage



# **Self Funding**

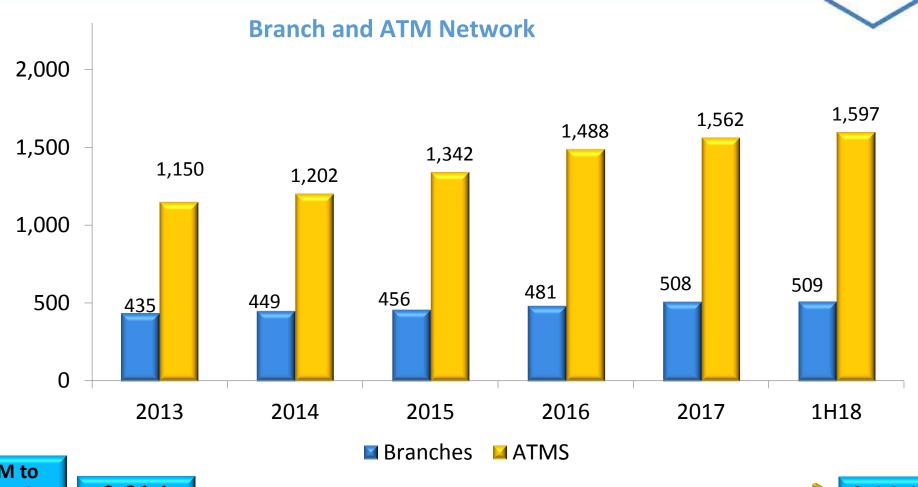


Increase proportion of CA/SA deposits to lower overall funding costs



### **Establish Broad Distribution Channels**





ATM to Branch ratio

2.64:1

3.14:1



# 3. Recognition



### WORLD FINANCE

#### **World Finance**

- Best Banking Group in the Philippines 2012, 2013, 2014, 2017
- Best Commercial Bank in the Philippines 2011, 2017

#### **AsiaMoney**

- Best Domestic Private Bank in the Philippines 2012, 2013, 2014
- Philippines' Overall Best for Interest Rates 2012
- Best for Interest Rate Derivatives 2012
- Best for Credit Derivatives 2016
- Best Market Coverage 2012, 2016
- Best Interest Rate Research -2012
- Joint #1 Best Liquidity and Market Support for Credit 2011
- Best for Credit Sales 2016
- Best Domestic Provider for Interest Rates Philippines -2011, 2016
- Best Domestic Provider for Credit Philippines 2011, 2016
- Best Pricing and Execution Capabilities for Interest Rates 2011
- Best Interest Rates Research and Market Coverage 2011, 2016
- Best Sales Service in Interest Rates Derivatives 2011, 2016
- Best Domestic Provider of FX Services in the Philippines (as voted by corporates) 2011, 2015, 2016
- Best Domestic Provider for FX Options in the Philippines (as voted by corporates) 2015, 2016
- Best Domestic Provider of FX Services in the Philippines (as voted by Financial Institutions) -2011
- Best Domestic Provider of FX Prime Broking Services in the Philippines (as voted by corporates) 2011

#### Asia Banking & Finance

- Philippine SME Bank of the Year 2012, 2014
- Online Banking Initiative of the Year Philippines 2013
- Core Banking Initiative of the Year 2013
- Philippines Domestic Technology & Operations Bank of the Year Phone-a-Loan-Program 2012
- Domestic Retail Bank of the Year Philippines 2012
- Philippine Best Retail Bank of the Year 2011, 2012, 2014
- Philippine Best Bank Website 2011





# 4. Appendix – Financial Information

# Consolidated Income Statement (PhP bn)



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	1H2018
Net Interest Income	8.47	10.27	10.88	10.84	11.40	13.31	14.97	15.58	15.71	18.02	9.67
<b>Total Non Interest Income</b>	4.6	5.89	8.41	10.09	11.34	9.81	7.10	6.66	7.11	7.10	3.14
Gross Income	13.07	16.16	19.29	20.94	22.74	23.12	22.07	22.23	22.82	25.12	12.81
Provision for Loan Losses	1	2.24	3.16	2.54	2.49	2.05	2.51	2.35	1.77	2.16	0.74
Income before Operating	12.07	13.91	16.13	18.40	20.26	21.07	19.56	19.88	21.05	22.97	12.07
Expenses	12.07	13.31	10.13	10.40	20.20	21.07	19.50	13.00	21.03	22.91	12.07
Total Operating Expenses	8.98	9.83	10.88	12.40	13.56	14.47	14.24	15.06	17.36	17.82	9.57
Income before Tax	3.09	4.08	5.26	6.00	6.70	6.59	5.33	4.82	3.70	5.15	2.51
Provision for Income Tax	0.92	0.75	1.00	0.92	0.75	1.26	0.91	(0.31)	(0.17)	0.84	0.34
Net Income	2.17	3.34	4.26	5.09	5.96	5.33	4.41	5.13	3.87	4.31	2.16
Net Income / (Loss) attributable to Minority Interest	-0.02	-0.01	(0.01)	0.03	0.01	0.01	(0.00)	(0.00)	(0.00)	0.00	0.00
Net Income attributable Parent Company Shareholders	2.15	3.33	4.25	5.06	5.95	5.32	4.41	5.13	3.87	4.31	2.16

# Consolidated Balance Sheet (PhP bn)



										A.	
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	1H2018
Cash/Due from BSP/Due from Other Banks	28	29	36	46	52	70	76	84	107	93	84
Loans Arising From REPO	0	0	0	0	0	0	0	0	8	10	10
FVPL/FVTCI	26	46	71	88	95	3	21	9	24	13	13
Held to Maturity Investments	21	20	19	0	0	89	80	102	52	60	82
Interbank Loans Receivables	24	24	24	18	5	21	0.3	0.0	0.5	0.0	11.1
Loans-net	141	141	140	168	186	217	261	299	306	354	361
Bank Premises, Property & Eqpt net	4	5	5	6	8	9	7	8	9	9	9
Equity Investments - net	4	4	4	4	4	0	0	0	0	0	0
Investment Properties - net	7	5	7	8	7	5	5	3	3	3	4
Other Assets	13	15	14	6	7	8	7	10	12	11	11
Total Assets	268	289	319	344	363	422	458	516	521	554	584
Demand	11	11	12	10	11	28	32	44	42	52	54
Savings	76	94	108	134	130	157	164	178	163	165	177
Time	109	116	117	111	106	112	119	120	148	171	165
Deposit Liabilities	196	220	237	255	247	298	316	342	353	388	396
Other Liabilities	31	21	29	30	42	56	56	66	54	61	56
Senior Debt	6	6	11	11	22	23	23	39	42	28	54
Subordinated Debt	7	11	11	11	11	-	10	10	10	10	10
Total Liabilities	241	258	288	308	321	377	405	458	459	487	516
Minority Interest in Subsidiary/Allied Undertakings	0	0	0	0	0	0	0	0	0	0	0
Capital Funds	28	31	32	36	42	45	53	58	62	67	68
Total Liabilities & Capital	268	289	319	344	363	422	458	516	521	554	584

# Consolidated Key Ratios



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	1H2018
Return on Average Capital Funds	7.4%	12.0%	14.1%	16.6%	16.1%	12.2%	9.2%	9.3%	6.4%	6.7%	6.5%
Return on Average Assets	0.9%	1.2%	1.5%	1.6%	1.7%	1.4%	1.0%	1.1%	0.8%	0.8%	0.8%
Net Interest Margin	4.3%	4.6%	4.6%	4.1%	3.9%	4.2%	4.3%	4.2%	4.1%	4.3%	4.0%
Cost-to-Income Ratio	68.7%	60.9%	56.4%	59.4%	59.6%	61.2%	64.5%	67.7%	76.1%	70.9%	74.7%
CASA to Total Deposits	44.3%	44.5%	50.7%	56.5%	57.1%	62.3%	62.2%	65.0%	58.1%	55.9%	58.4%
NPL Ratio*	2.6%	3.8%	3.1%	1.6%	1.9%	1.1%	0.9%	0.8%	1.0%	1.3%	1.2%
CAR**	17.3%	18.5%	17.8%	18.5%	17.6%	16.5%	15.4%	15.7%	16.2%	15.5%	14.6%

<sup>\*</sup>As per BSP Circular 772, computation was revised from deducting 100% Fully provided NPLs to deducting Total specific provisions.

<sup>\*\*</sup> Basel 3 as of 2014