



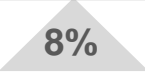
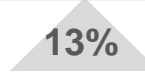








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Conference Call: 4Q17 Results

January 26, 2018

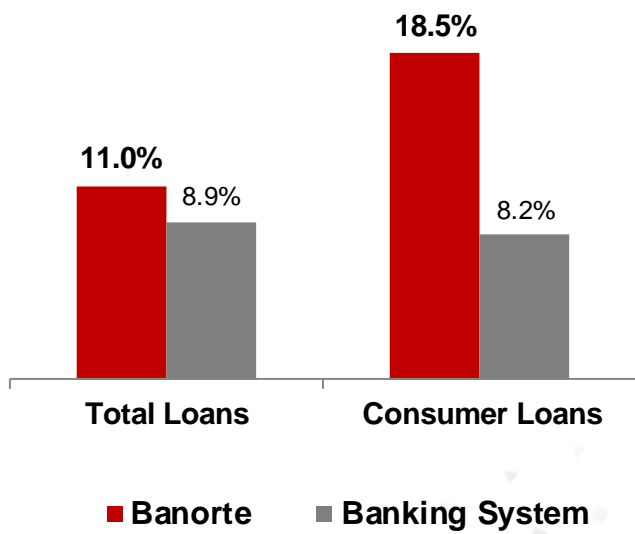
Summary

	3Q17	4Q17	2016	2017
Net Income	6,219 	6,482	19,308 	23,908
ROE	18.0%	18.1%	14.1%	17.0%
ROA	1.9%	2.0%	1.6%	1.9%
Net Interest Margin	5.5%	5.6%	4.9%	5.5%
Service Fees	3,083 	3,344	10,628 	11,983
Trading	628	331	2,346	2,657
Expenses	8,260 	8,799	31,243 	34,061
Deposits (\$bn)	624 	641	574 	641
Performing Loans (\$bn)	602 	616	567 	616
Past Due Loan Ratio	1.8%	2.0%	1.8%	2.0%
Cost of Risk	2.6%	2.6%	2.5%	2.6%

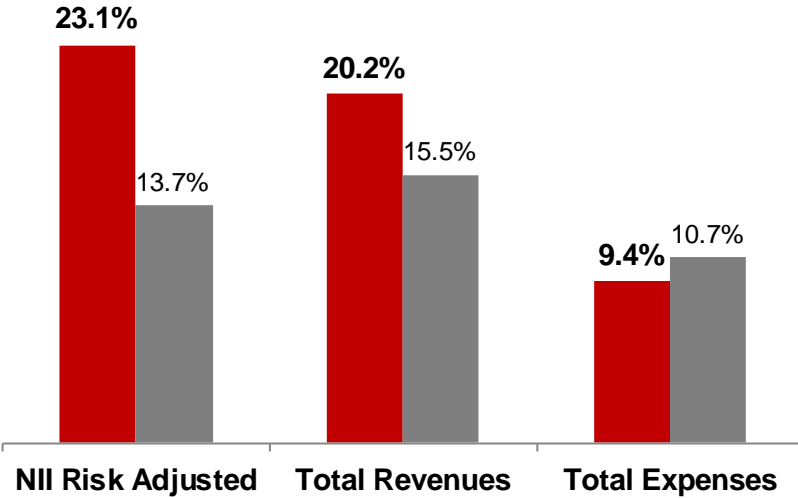
Bank Progress

- Improvements go far beyond high interest rates.
- Growth rates and profitability indicators above banking system.

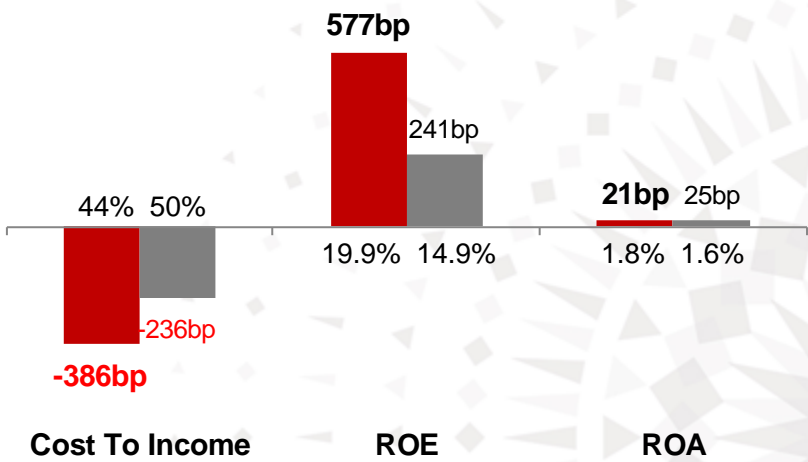
Loan Growth y/y



P&L Growth y/y



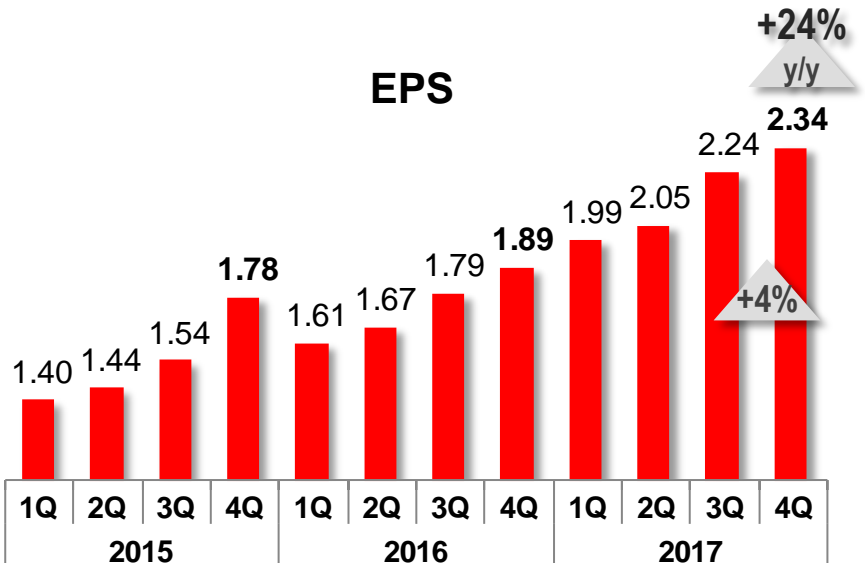
Profitability Improvement y/y



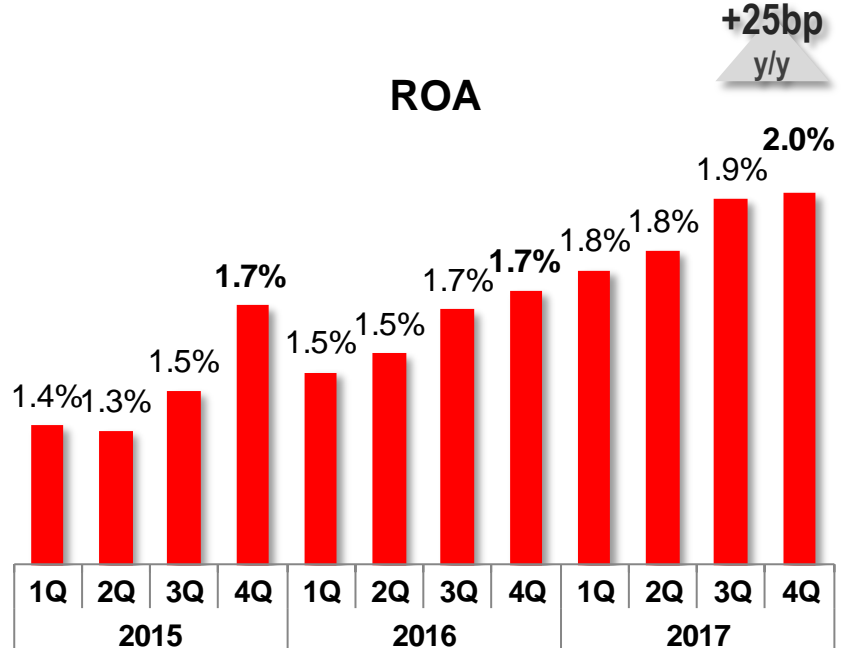
Earnings and Returns acceleration

- Net Income \$23,908, above guidance
- NII and Fees are key elements
- Discipline in cost management

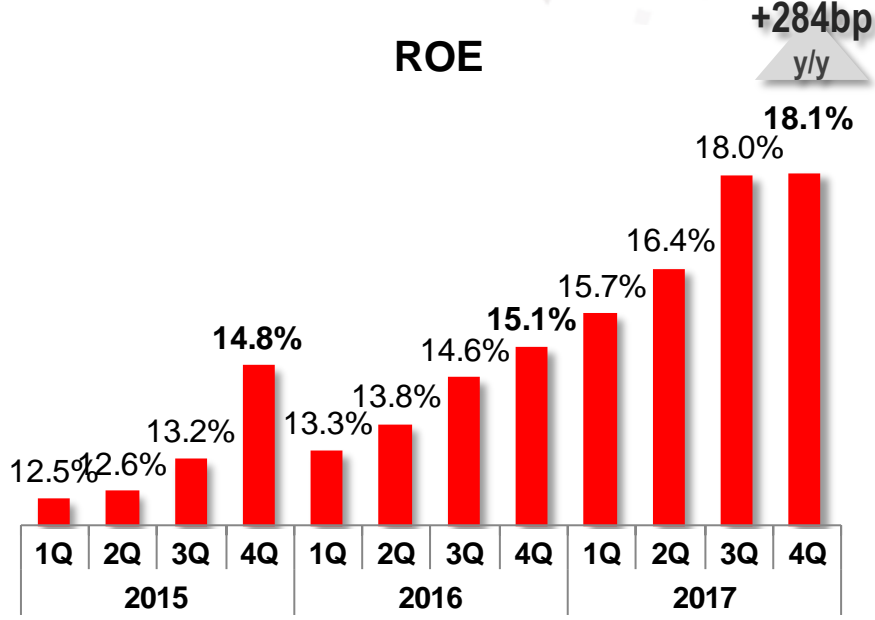
EPS



ROA



ROE

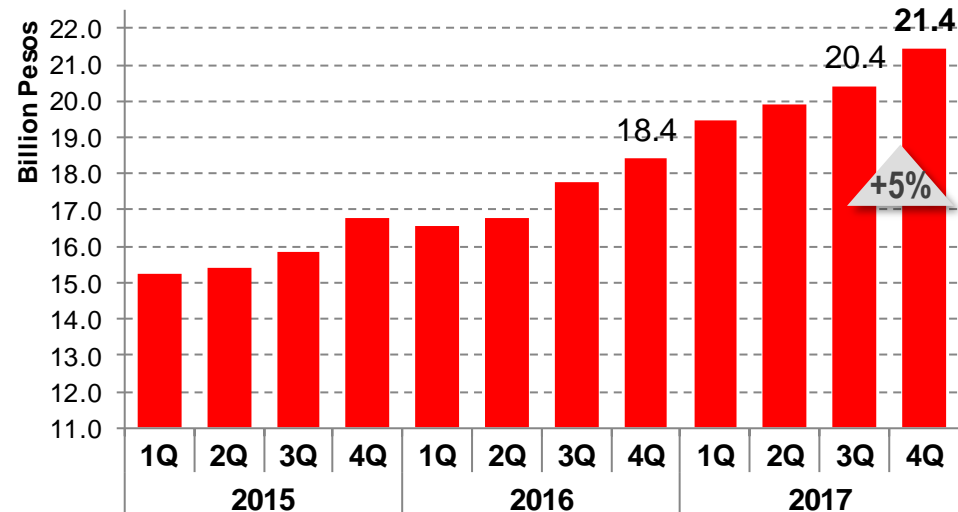


Historical Record in Revenues

- Quarterly NII positively impacted by better contribution from loan portfolio and lower cost of funding.
- Net fees showed excellent quarter in all business lines.
- Trading income below estimate of 700 m per quarter, compensated with Other income improvement.

Total Revenues

+17%
y/y

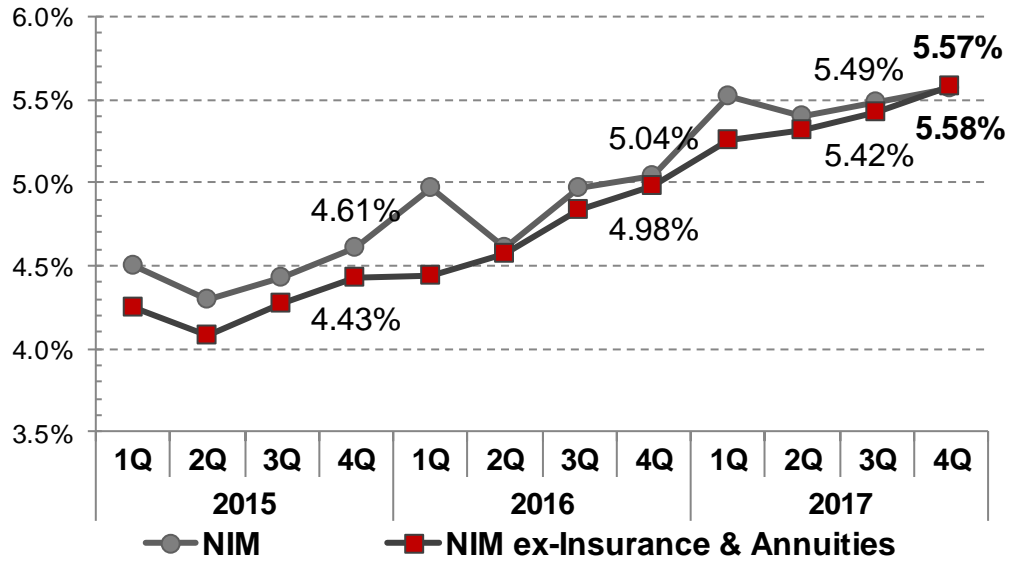


Million pesos	4Q17	q/q	2017	y/y
NII Loans	13,323	4%	50,475	19%
NII Repos	1,813	22%	6,600	49%
NII Valorization Adjust*	2	NA	-329	-775%
NII Insurance & Pensions	1,443	-8%	6,516	8%
NII	16,581	5%	63,262	19%
Net Service Fees	3,344	8%	11,983	13%
Trading Income	331	-47%	2,657	13%
Other Income	1,119	36%	3,211	-8%
Total Revenues	21,434	5%	81,218	17%

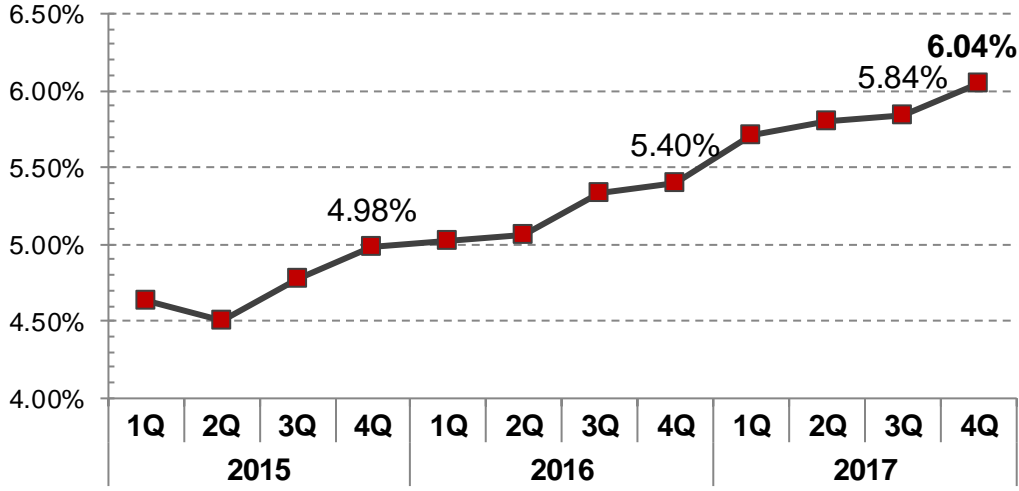
Net Interest Margin

- Total NIM expansion of +60bp y/y, +8bp q/q
- NIM ex insurance and annuities +15bp QoQ
- NIM of Bank up +20bp q/q, improved by better cost of deposits.

NIM of Consolidated Group



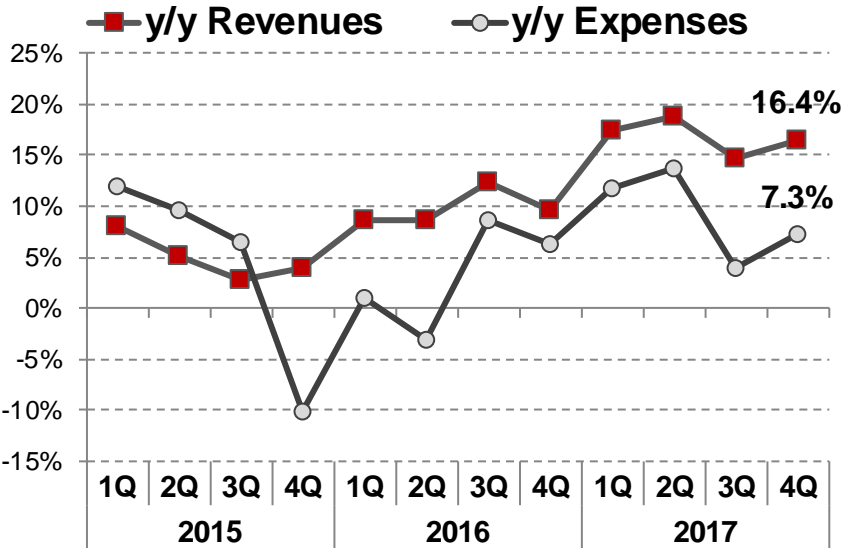
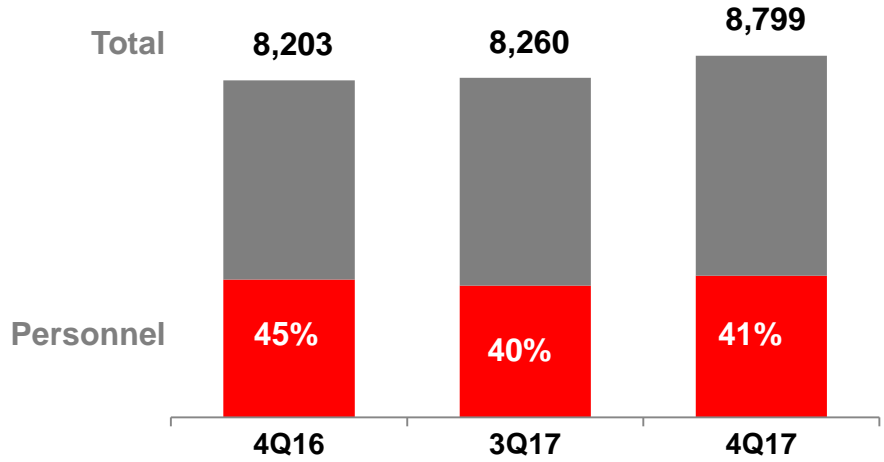
NIM of Bank



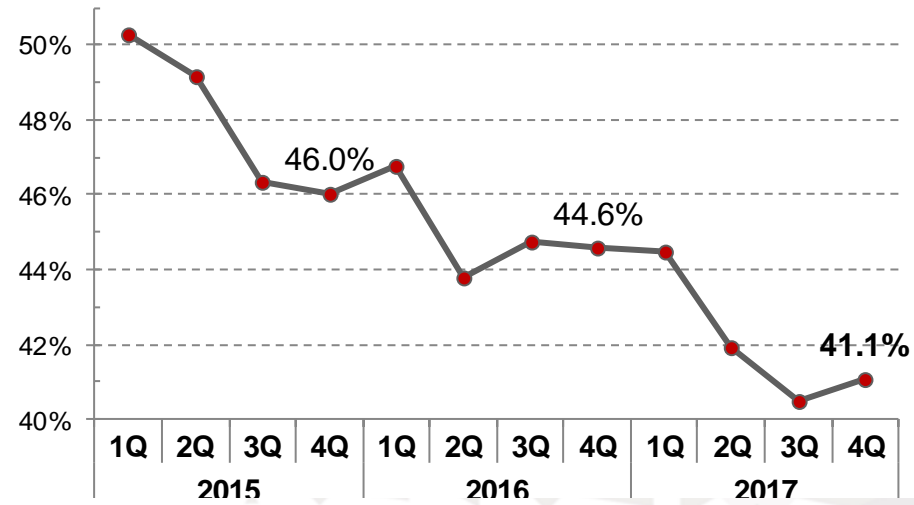
Improving Efficiency

- Cost to Income for 2017 was 41.9%, -300bp y/y.
- Ongoing positive operating leverage.

Non-Interest Expense



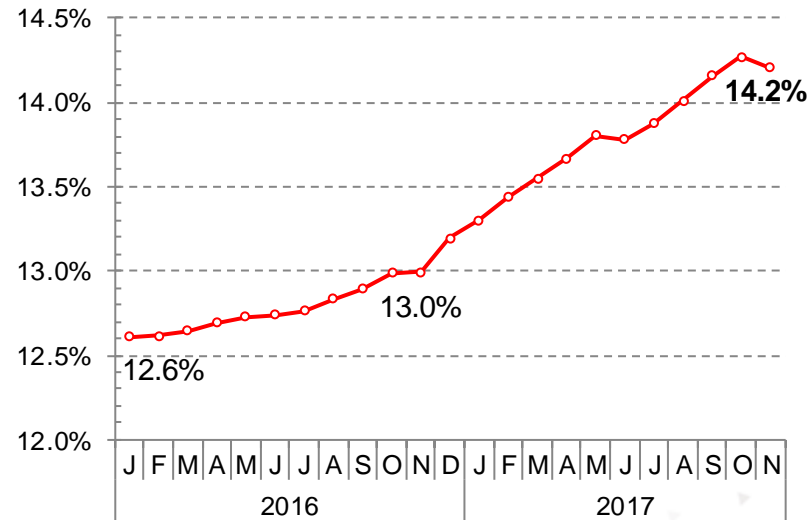
Cost to Income Ratio



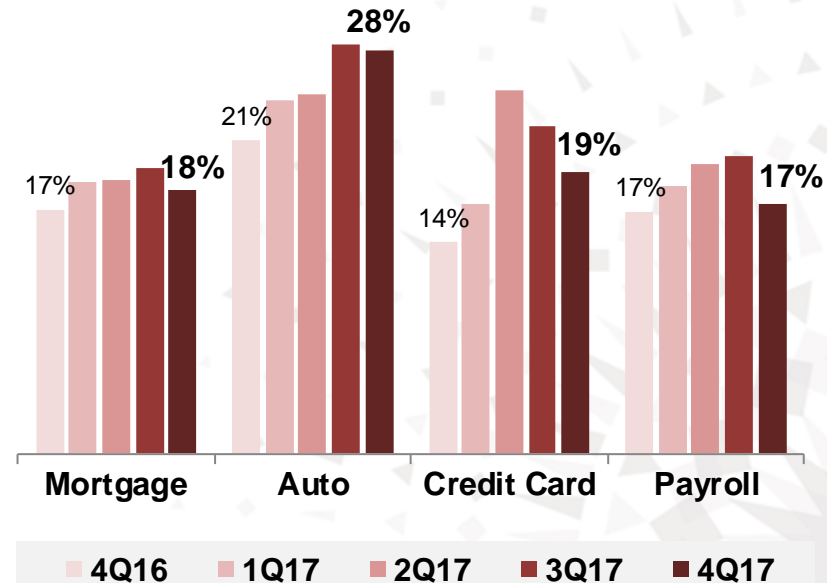
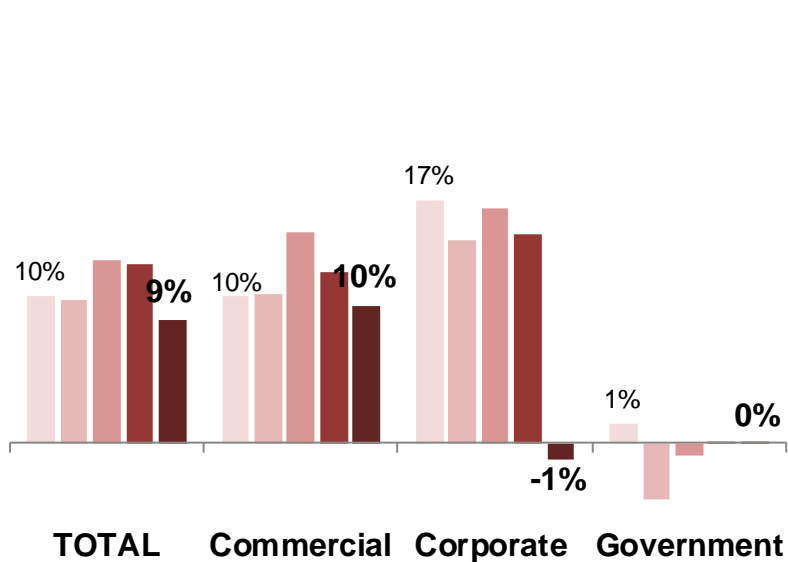
Loan Growth

- Commercial growth decelerating but on target.
- Corporate loans decreasing -1% due to pre-payments and high base of comparison.
- Consumer loan book decelerating but leading growth and outperforming the market in each segment.

Consumer Market Share



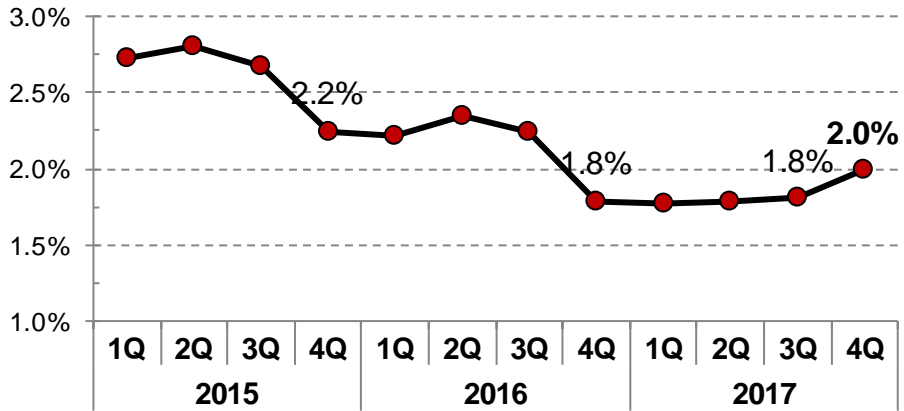
Loan Portfolio y/y Growth



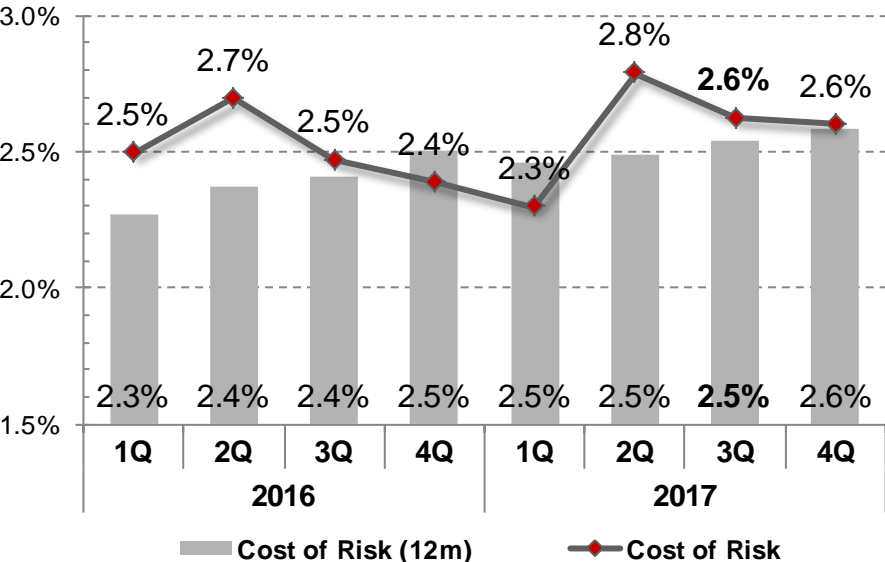
Asset Quality

- Increasing NPL ratio.
- Moderate but as expected seasonal decrease in the cost of risk.
- Charge-offs small increase but much lower than seasonal expectations.

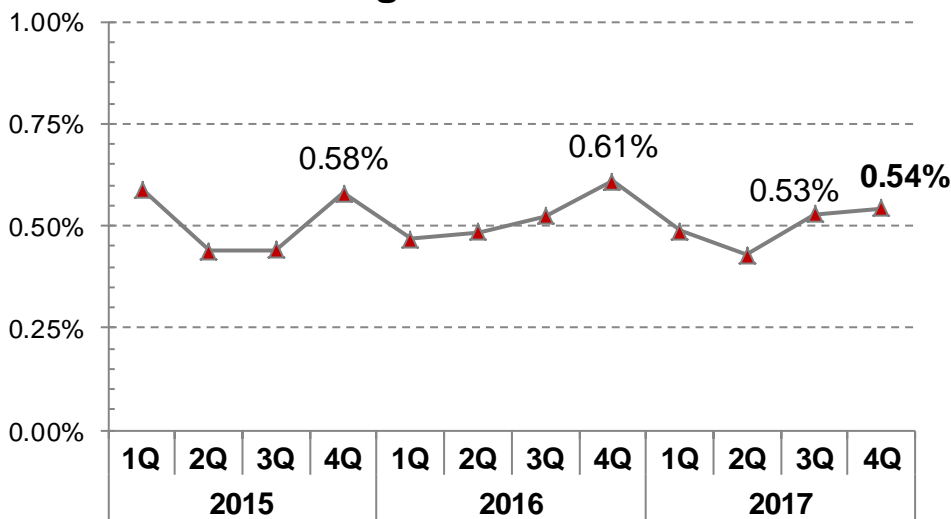
NPL Ratio



Cost of Risk



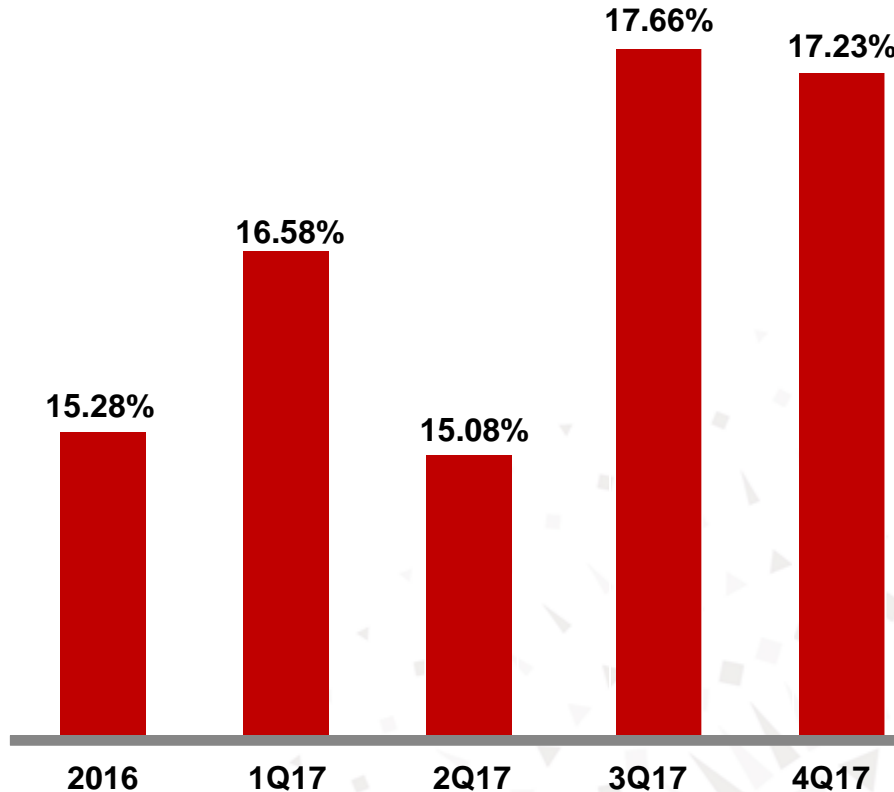
Charge-Off Rate



Strong Capital Position

- Maintaining CAR levels.

Capital Adequacy Ratio



Guidance 2018

	2017	2018
Loan Growth	8.8%	8% – 10%
NIM Expansion	60 bp	20 – 30pb
Expense Growth	9.0%	8% – 9%
Efficiency	41.9%	39% – 40%
Cost of Risk	2.58%	2.6% – 2.8%
Tax Rate	27.2%	27% – 29%
Net Income	23.9	27.5 – 28.5
ROE	17.0%	18.0% – 18.6%



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