



**East West Bank (EW)**



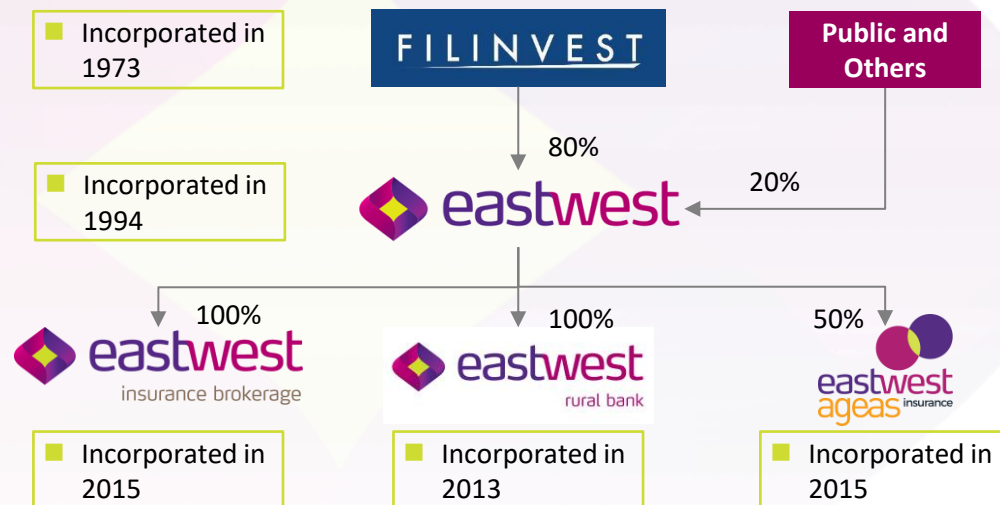
# EastWest is a leading consumer Bank in the Philippines



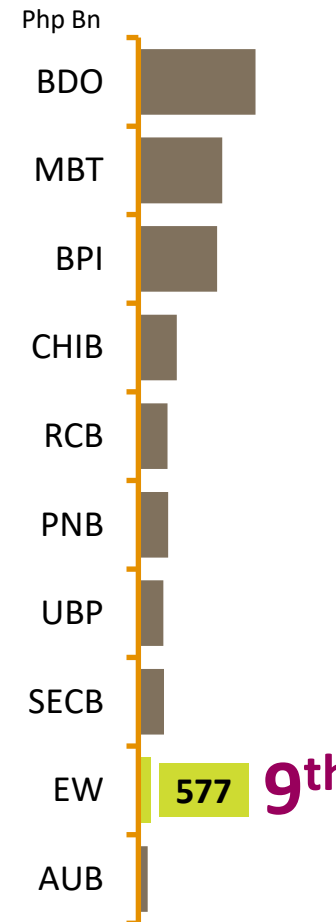
## Overview of EastWest Bank

- East West Banking Corporation (“EastWest” or “EW”) is the 9th largest privately-held bank in the Philippines with a unique consumer retail franchise, poised to leverage on the consumption-driven story of the country
- Ranks 6th in total consumer loan portfolio among peer banks
- EW is part of the Filinvest Group of Companies

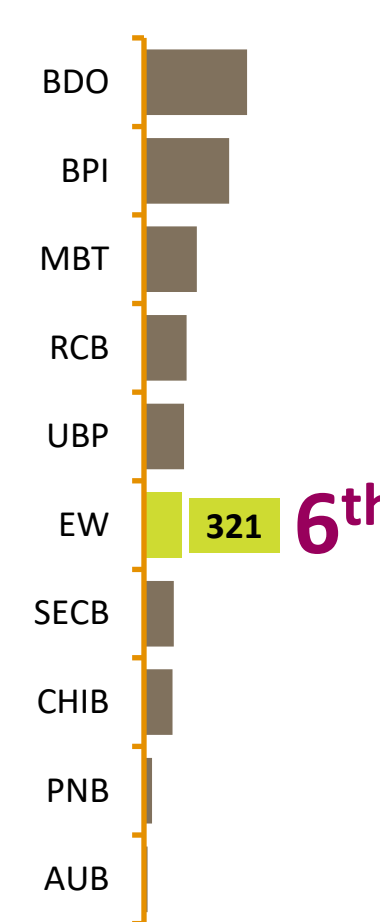
## Ownership Structure



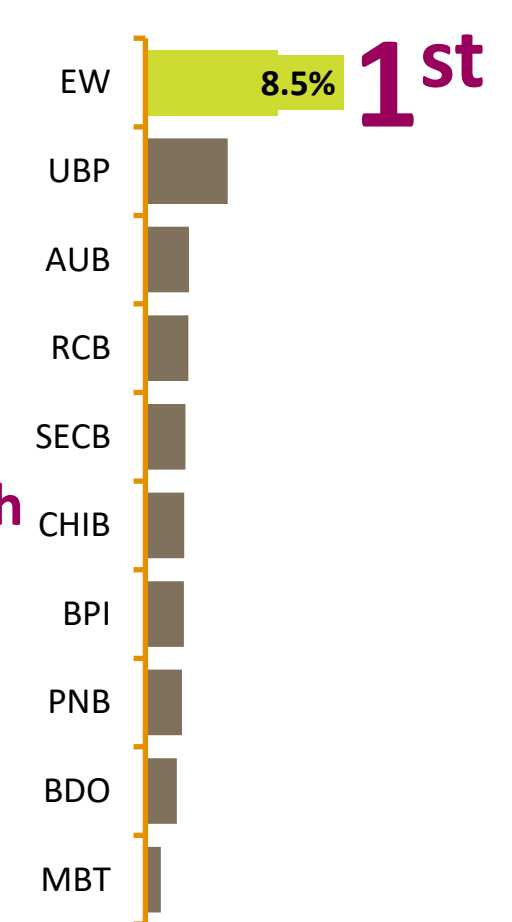
### 9th largest in total Assets..



### ..but 6th in total consumer portfolio<sup>1</sup>



### With the highest margins vs peers



# Key Pillar of the Filinvest Group

## FILINVEST

### Real Estate & Hospitality

**FILINVEST**  
LAND, INCORPORATED

**FILINVEST FILRT•FR**  
ALABANG, INCORPORATED

- One of the leading real estate developers in the Philippines with a raw land bank of 1,826 ha
- Targeting a combined office, retail, co-living, industrial land, and warehouse lease GLA of 1.7 million sqm. by 2029



- Manages c.1,800 keys in significant growth areas across the Philippines
- Operates under 4 existing brands: Crimson, Quest, Timberland Highlands, with the addition of a new brand called Grafik
- Obtained first mover advantage to invest in the Clark region

### Banking



- Most consumer-focused bank in retail and SME segments
- Consistently high NIM resulting from portfolio mix biased on higher-yielding loans
- Proven track record of organic and inorganic growth

### Power



- Early mover into the Mindanao power sector
- Target to grow generating capacity by threefold from 311 MW to 1,350 MW and transition to 50% renewable by 2033
- FDCUI is currently developing 53.77 MW of solar power projects in Mindanao and a 33.4 MW hydropower project in Luzon

### Sugar & Infrastructure



- Lead consortium member in the 25-year Operation and Management ("O&M") contract for Clark International Airport
- Operates sugar mill, refinery and sugarcane farms in Mindanao

# Strong track record of focused growth



**Php 49 Bn**  
Assets



Php 5.0 bn IPO on the Philippine Stock Exchange (2012)



Php 8.0 bn from a Stock Rights Offering (SRO) (2015)

Embarked on an aggressive Store expansion (2012 – 2015)



Breached Php 500 billion in total assets (2024)

**Php 577 Bn**  
Assets

2009 – 2011

2012 – 2015

2016 – 2019

2022 – 2025

Acquired AIG Philam Savings Bank (2009)



Acquired Green Bank (A Rural Bank) (2011)



Acquired Finman Rural Bank (2012)



Entered into a bancassurance JV with Ageas SA / NV (2015)



Acquired Standard Chartered Bank PH's retail and wealth management business (2016)



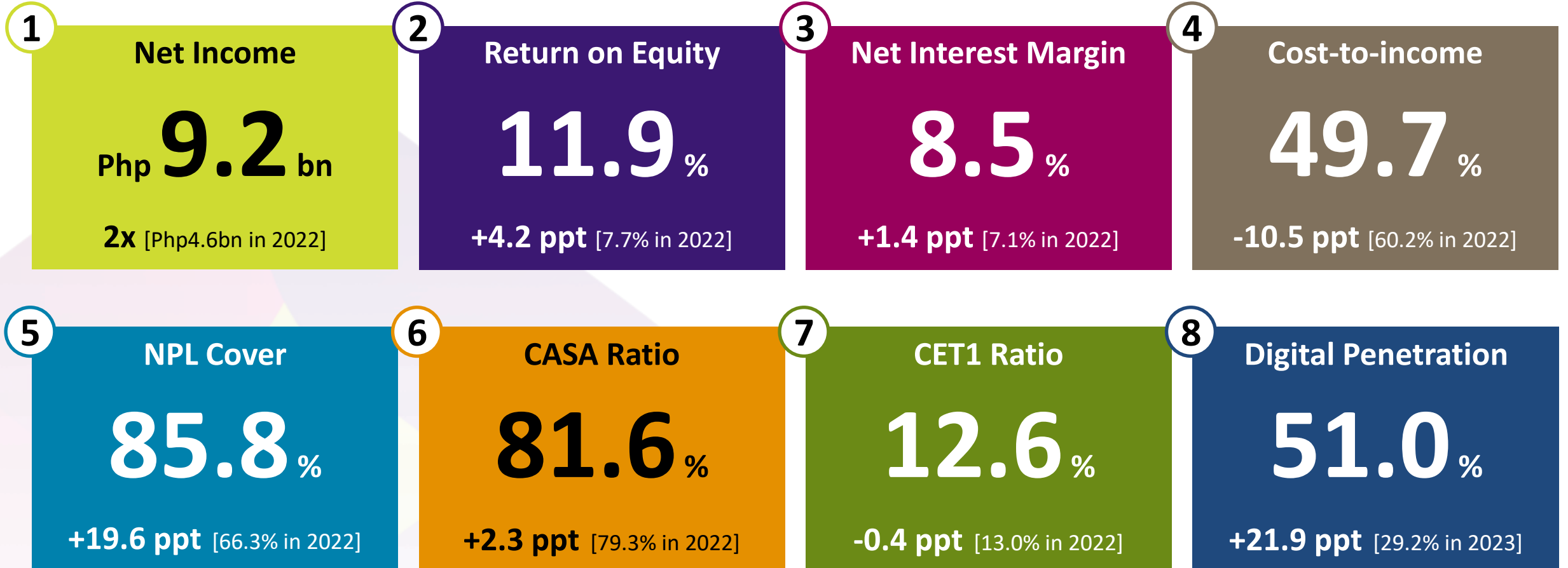
Purchased PBCOM's dealer-generated auto loan portfolio (2018)



Expanding partnerships and deepening ecosystems



# 3-Year Highlights (2022 – 2025)

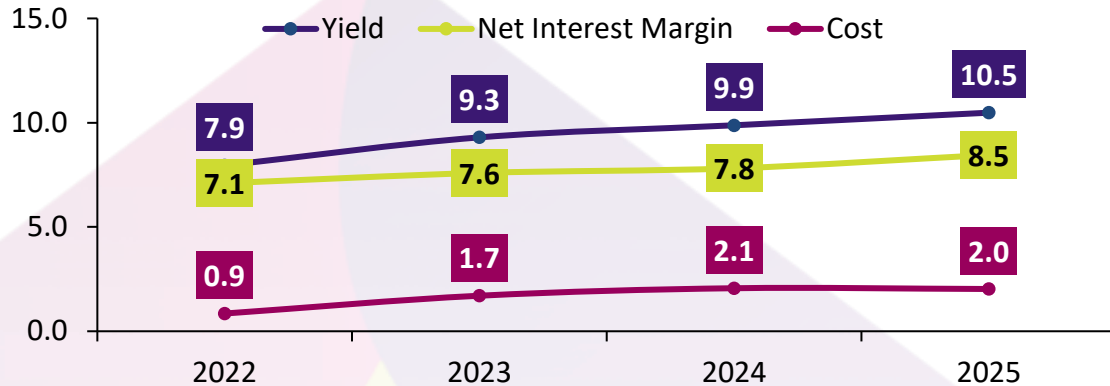


# Sustainable growth anchored on consumer banking diversification



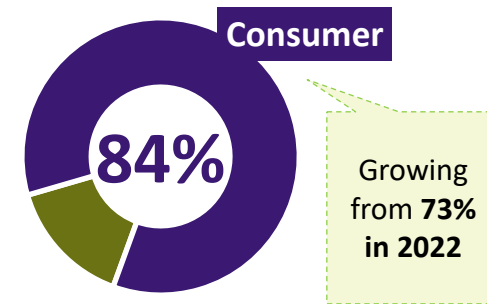
## Retail loan portfolio optimization lifts core performance

NIM, NIM-Yield, NIM-Cost (%)<sup>(1)</sup>

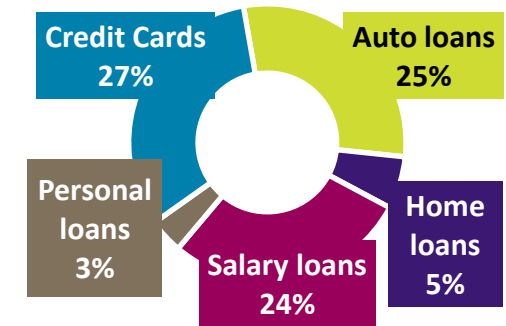


## Growing Consumer Loan Proportion Over the Years and a Well-diversified Portfolio

Corporate-Consumer loan mix

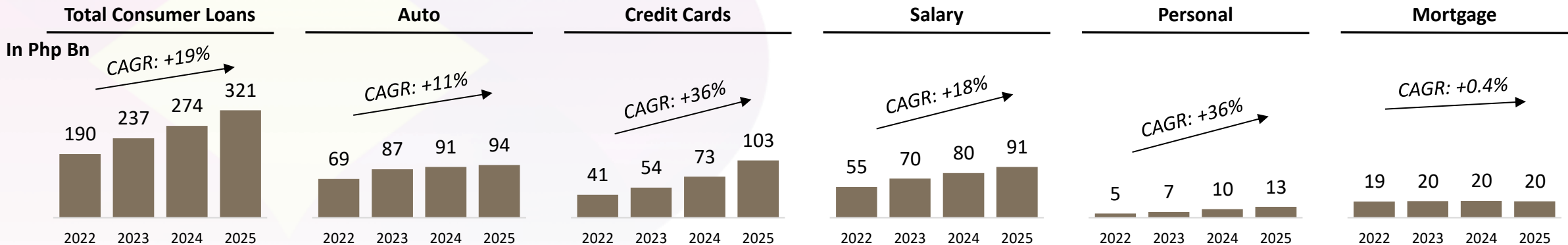


Consumer Lending Portfolio



## Robust Growth Across Key Consumer Lending Segments

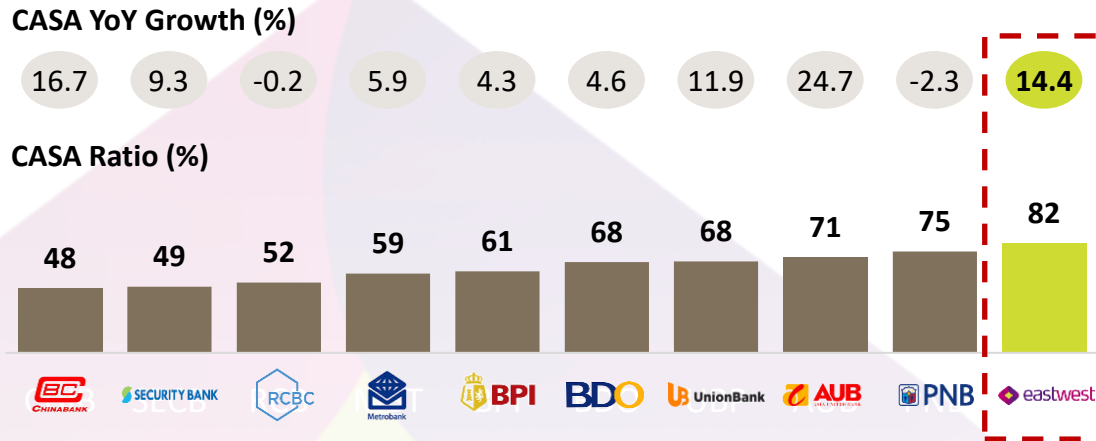
EW posted double-digit growth across key consumer lending segments



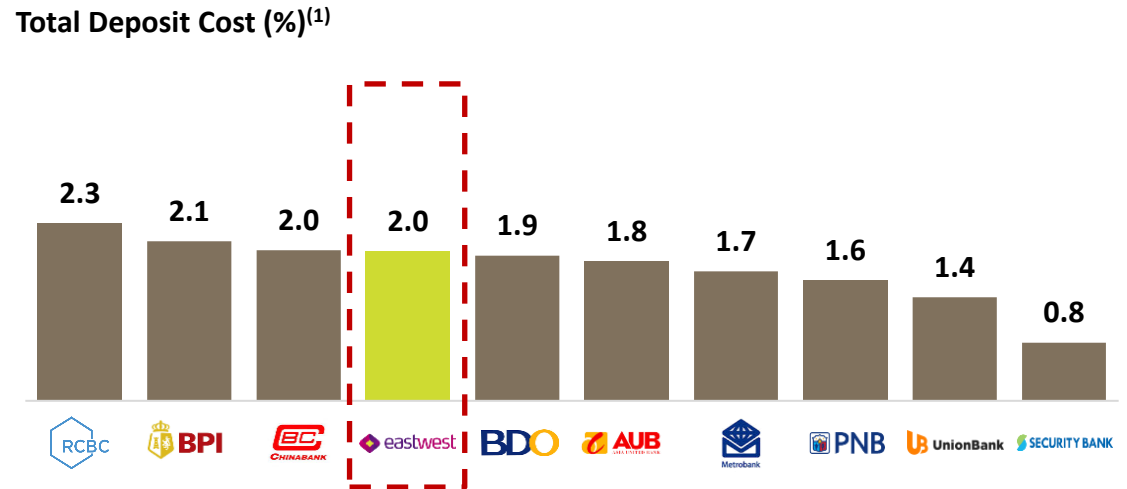
# Supported by a healthy funding to enable growth



## Competitive CASA Growth Rates with Industry-leading CASA Ratio, Driving Competitive Funding Cost



## Total Deposit Cost In-Line with Industry Average



(1) Deposit cost calculated as interest expense on deposits divided by total deposits

## Funding generation initiatives gaining ground

Wealth Management – “EastWest Priority Banking”



**Php 113 bn**

Assets Under Mgt (AUM)

**40%** Increase year-on-year

**25%** CASA-to-total AUMs

Cash Management Solutions (CMS) – To be the main operating Bank of our clients

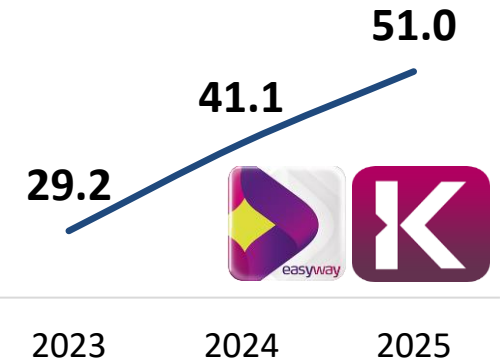


**54%** CMS enrollments

**49%** Penetration rate of corporate customers

**10%** Corporate CASA growth

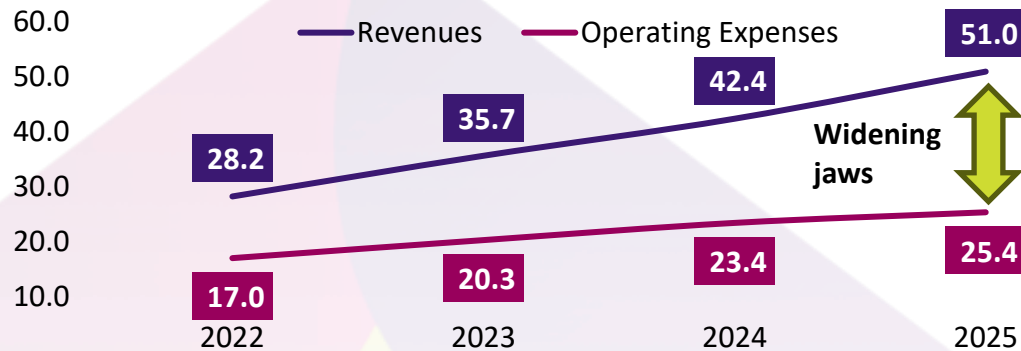
Digital Penetration (%)



# Exhibiting improved operational efficiency

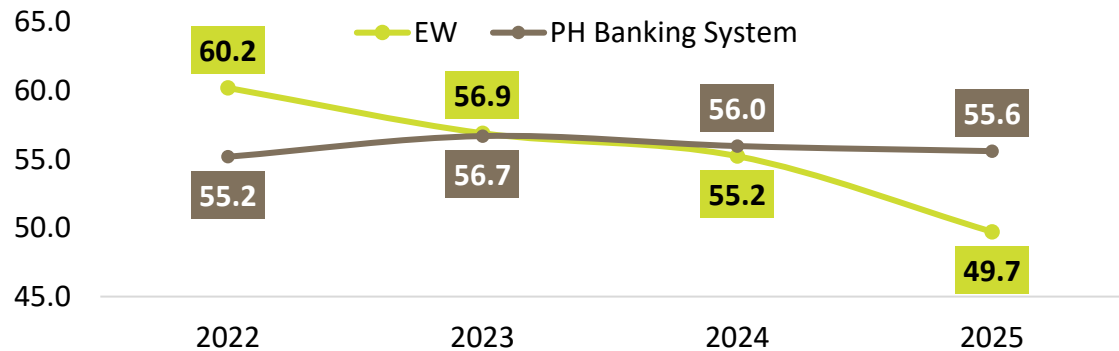
## Operating Leverage Gains continuing

In Php Bn



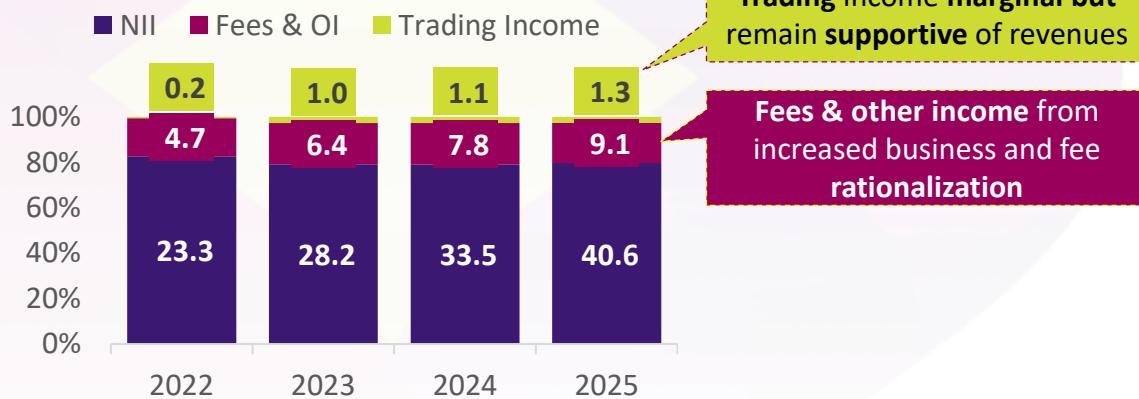
## Cost-to-income ratio now better than industry average

Cost-to-income ratio (%)



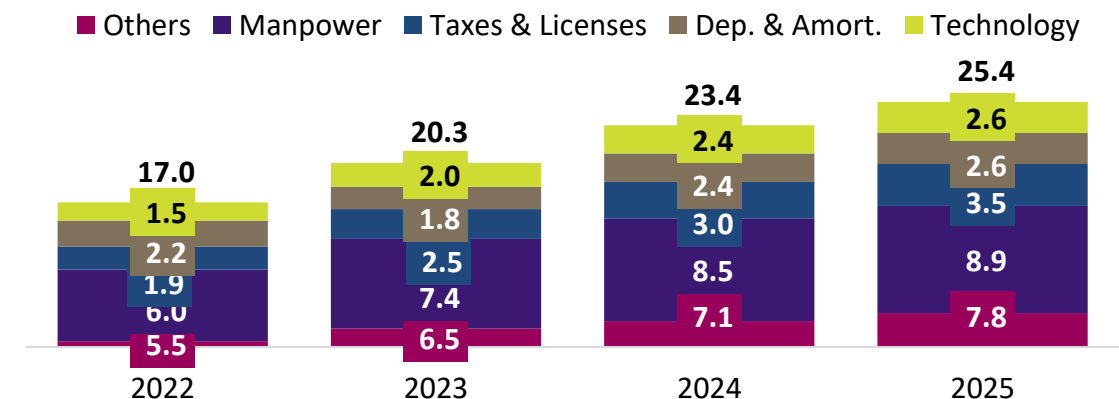
## Revenue generation in line with a consumer-lending business

In Php Bn



## Moderating expenses amidst focus on optimization. Tech cost consistently growing to total

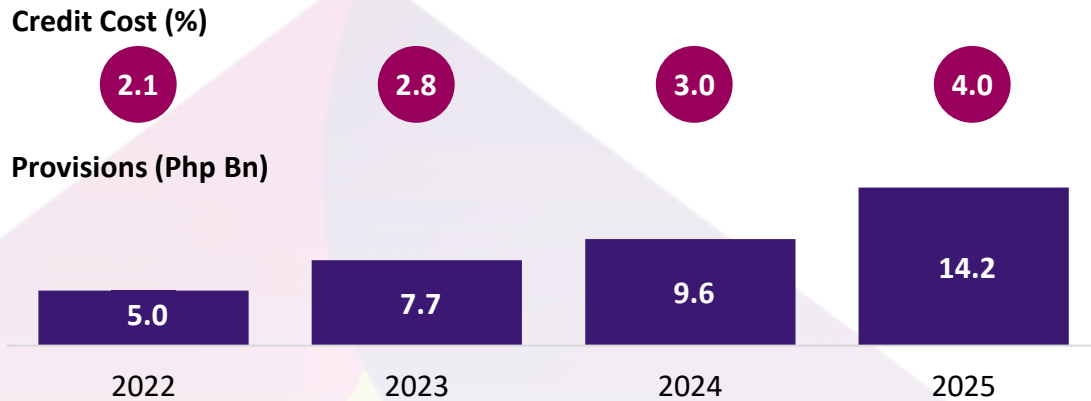
In Php Bn



# Prudent provisions supporting buffers amid stable NPL

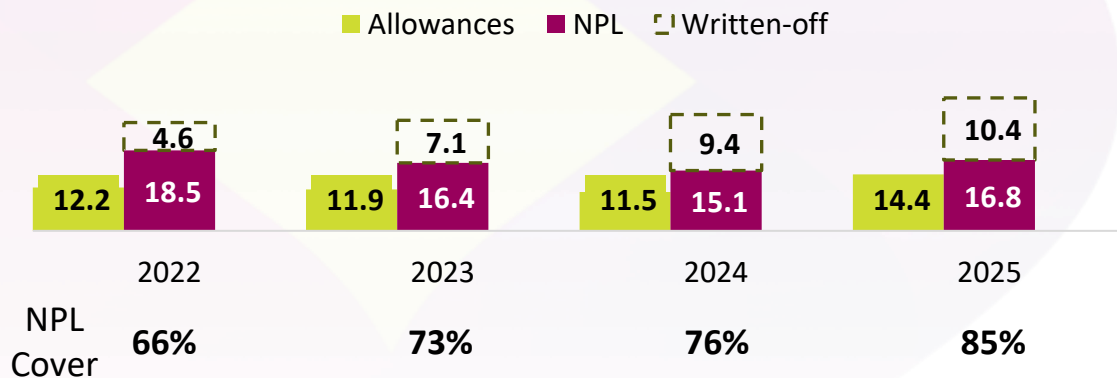


## Prudent provisioning aligned with growth in target risk segments



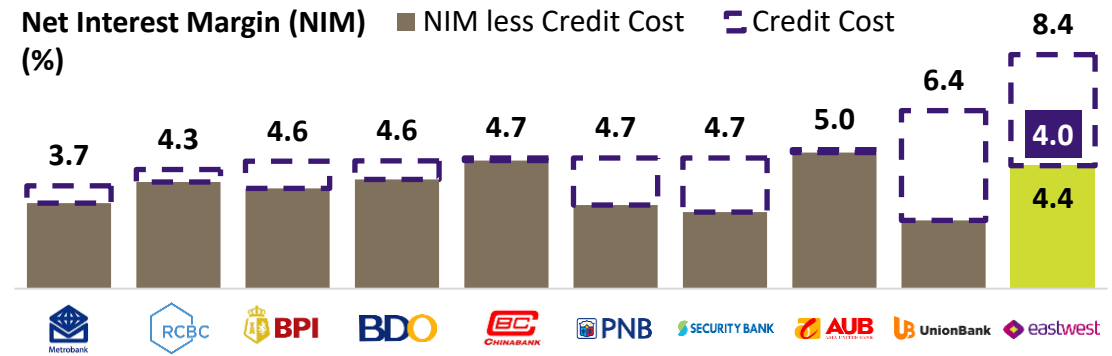
## Buffers growing faster than non-performing loans (NPL)

In Php Bn



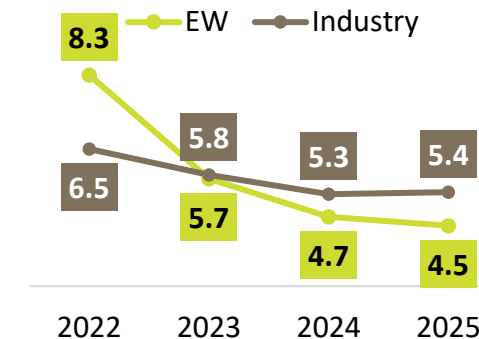
## Sustaining superior margins despite 'elevated' credit costs

EW's NIM and NIM net of credit cost of 8.5% and 4.5% respectively are higher than peers' average of 5.1% and 3.7% respectively

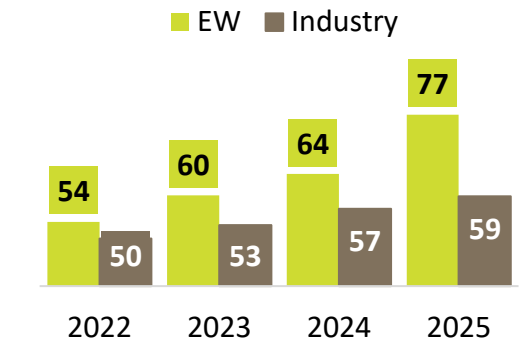


## Consumer portfolio quality and buffers better than industry

### Consumer NPL ratio (%)



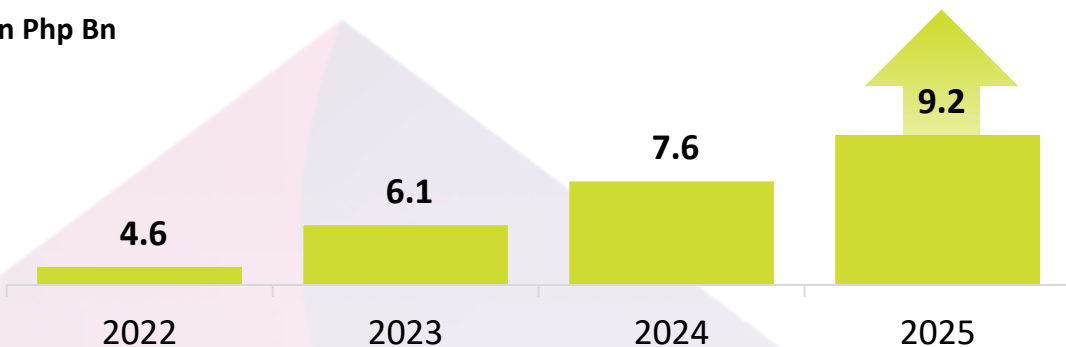
### Consumer NPL cover (%)



# Sustained income and dividend distribution with disciplined capital position

## Net income surpassing previous highs

In Php Bn



## Consistent 20% dividend payout

Dividend / share

0.40

0.41

0.54

0.68

Dividends (Php Bn)

0.9

0.9

1.2

1.5

2022

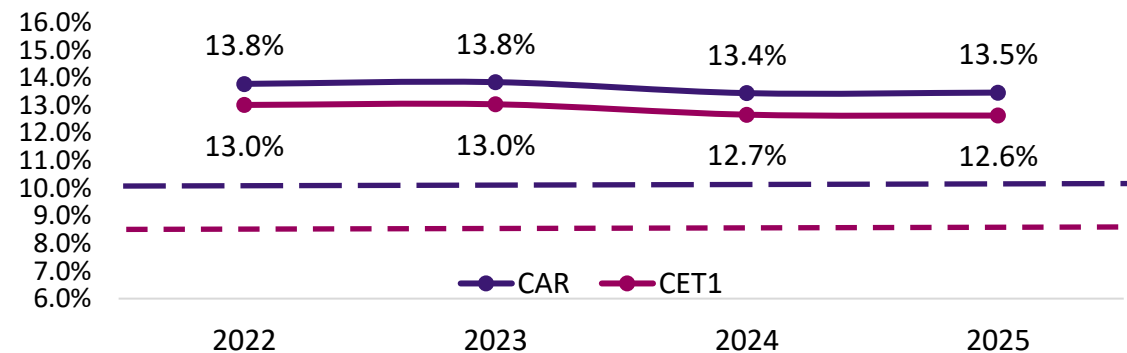
2023

2024

2025

## Disciplined Capital Position

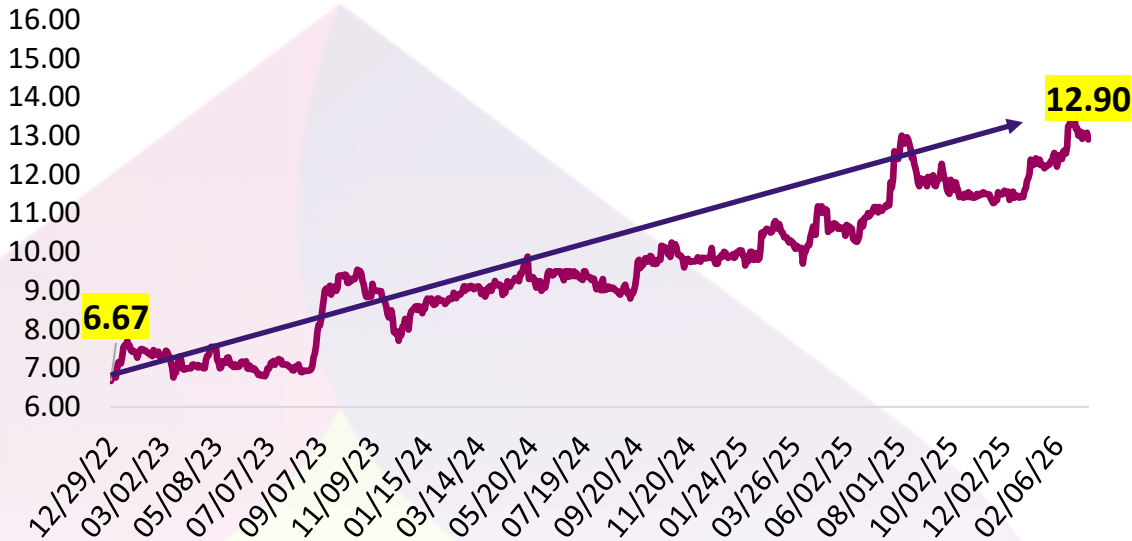
Capital ratios remain comfortably above required thresholds, and internal threshold of 12 – 13% (CET1)



# Providing excellent value creation



From end-2022, almost 100% on price appreciation alone



**93%**

Price appreciation

**124%**

TSR\* since end-2022

**20%**

Div. Payout

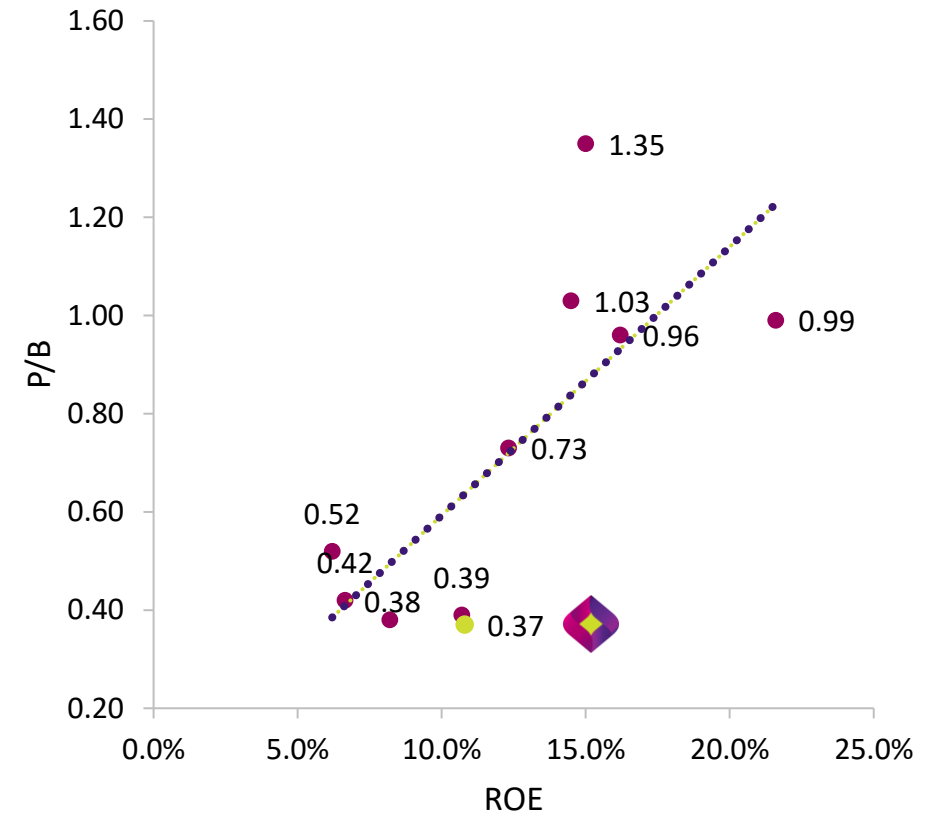
**~5%**

Current Div. Yield

Stock Price as of Mar 16, 2026

TSR with dividends reinvested in EW

P/B relative to ROE warrants further upside



# Focus Areas to Sustain Momentum

EW is well-positioned to take advantage of the country's fundamental economic driver

**To Be Among the Top Consumer Banks in the Philippines**

## LENDING

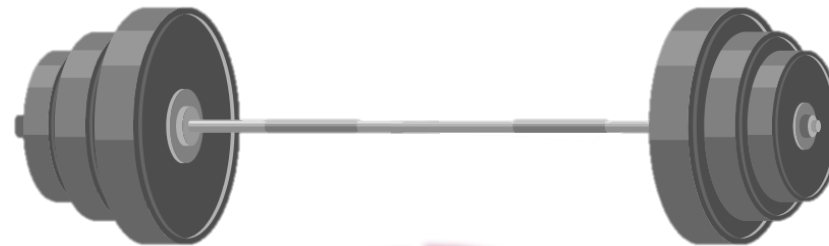
### Mass and Mass Affluent

Best in class digital channels and journeys to drive cross-selling

Risk-based strategies via automated credit decisions

Optimize portfolio mix - considering yields and robust risk management

New engines for growth to unlock value of adjacencies



## FUNDING

### Affluent and Businesses

Developing localized value propositions

Business value proposition through cash management and trade solutions

Principal banking value proposition through market leading wealth management solutions

Optimization of the store network

# Annex

# 2025 Financial Summary

In Php billions except YoY % and ratios



Balance Sheet	2024	2025	YoY %
Assets	524.7	577.1	10.0
Gross Loans	334.3	382.4	14.4
Securities	120.1	124.4	3.6
Deposits	386.4	437.8	13.3
CASA	312.2	357.3	14.4
Equity	73.1	81.5	11.6

	2024	2025	YoY
ROE	10.8	11.9	1.1
NIM	7.8	8.5	0.6
CET1	12.7	12.6	-0.0
NPL Ratio	4.5	4.4	-11.0
NPL Cover	76.2	85.8	9.6

P&L	2024	2025	YoY %
Net Interest Income	33.5	40.6	21.3
Non-interest income	8.9	10.4	16.2
Net Revenues	47.4	51.0	20.2
Operating Expenses	23.4	25.4	8.3
PPOP	19.1	25.5	33.4
Provisions	9.6	14.2	48.5
NIBT (inc. JV)	9.5	11.3	18.3
Taxes	1.9	2.0	6.8
Net Income	7.6	9.2	21.2

# Historical Balance Sheet



Php Mn	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>Assets</b>										
Primary Liquid Assets	60,440	67,795	63,763	47,838	85,545	103,402	59,366	44,453	42,233	44,779
Trading and Investment Securities	16,398	13,785	41,098	70,877	57,895	66,533	82,251	97,997	120,102	124,421
Loans and Receivables	198,876	220,135	245,870	267,648	243,716	213,563	258,089	296,615	336,411	380,778
Investment in a Joint Venture	619	835	689	694	665	614	929	993	1,125	995
Property and Equipment	3,392	3,044	2,656	5,437	5,090	4,422	5,600	7,164	7,400	6,925
Investment Properties	700	828	921	949	981	928	840	976	1,161	1,605
Other Assets	11,393	11,221	12,342	12,881	14,310	15,299	14,296	16,007	16,305	17,617
<b>Total Assets</b>	<b>291,818</b>	<b>317,643</b>	<b>367,339</b>	<b>406,324</b>	<b>408,202</b>	<b>404,762</b>	<b>421,372</b>	<b>464,205</b>	<b>524,738</b>	<b>577,122</b>
<b>Liabilities</b>										
<i>Demand</i>	70,302	74,876	74,794	88,758	106,938	120,321	124,768	139,767	148,026	165,843
<i>Savings</i>	58,772	68,578	70,734	98,028	121,848	124,668	136,127	152,641	164,198	191,410
<i>Time</i>	103,113	97,281	126,915	104,606	87,846	69,420	65,824	64,126	74,175	80,587
<i>LTNCDs</i>	8,035	17,991	15,797	13,335	12,423	12,436	2,447	-	-	-
<b>Total Deposits</b>	<b>240,222</b>	<b>258,726</b>	<b>288,240</b>	<b>304,726</b>	<b>329,056</b>	<b>326,845</b>	<b>329,166</b>	<b>356,535</b>	<b>386,399</b>	<b>437,840</b>
Borrowings	2,195	4,160	17,970	30,950	3,569	98	6,761	15,404	40,117	30,351
Bonds Payable	-	-	-	-	3,677	3,688	3,698	-	-	-
Subordinated Debt	4,969	6,211	6,214	6,219	1,241	1,242	-	-	-	-
Other Liabilities	9,983	9,541	12,258	15,362	15,176	13,539	20,711	25,092	25,155	27,385
<b>Total Liabilities</b>	<b>257,368</b>	<b>278,638</b>	<b>324,682</b>	<b>357,257</b>	<b>352,719</b>	<b>345,412</b>	<b>360,337</b>	<b>397,030</b>	<b>451,671</b>	<b>495,576</b>
<b>Total Equity</b>	<b>34,449</b>	<b>39,006</b>	<b>42,657</b>	<b>49,067</b>	<b>55,483</b>	<b>59,350</b>	<b>61,035</b>	<b>67,175</b>	<b>73,067</b>	<b>81,545</b>

# Historical Income Statement



Php Mn	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Interest Income	18,217	22,020	24,358	29,758	30,710	23,252	26,120	34,561	42,328	50,360
Interest Expense	2,818	3,569	5,081	8,291	4,207	2,226	2,795	6,337	8,842	9,736
<b>Net Interest Income</b>	<b>15,399</b>	<b>18,451</b>	<b>19,277</b>	<b>21,467</b>	<b>26,503</b>	<b>21,027</b>	<b>23,325</b>	<b>28,225</b>	<b>33,486</b>	<b>40,624</b>
Service Charges, Fees and Commissions	4,101	5,343	4,888	5,236	3,711	3,726	3,781	4,769	5,850	7,089
Trading Gains	911	760	503	1,393	5,485	1,939	176	994	1,147	1,286
Other Non-Interest Income	1,520	1,100	829	602	(2,316)	319	963	1,673	1,922	1,991
<b>Non-Interest Income</b>	<b>6,533</b>	<b>7,203</b>	<b>6,220</b>	<b>7,231</b>	<b>6,880</b>	<b>5,984</b>	<b>4,919</b>	<b>7,436</b>	<b>8,919</b>	<b>10,366</b>
<b>Net Revenues</b>	<b>21,932</b>	<b>25,654</b>	<b>25,497</b>	<b>28,698</b>	<b>33,383</b>	<b>27,010</b>	<b>28,244</b>	<b>35,660</b>	<b>42,405</b>	<b>50,990</b>
Compensation and Benefits	4,010	4,609	4,987	5,624	5,711	5,671	5,960	7,421	8,533	8,886
Other Operating Expenses	7,731	9,374	10,232	10,781	10,520	10,848	11,046	12,872	14,890	16,470
<b>Operating Expenses</b>	<b>11,741</b>	<b>13,982</b>	<b>15,219</b>	<b>16,405</b>	<b>16,230</b>	<b>16,520</b>	<b>17,006</b>	<b>20,293</b>	<b>23,422</b>	<b>25,356</b>
Share in Net Income/(Loss) of JV	(357)	(449)	(396)	(339)	(301)	(236)	(229)	(152)	113	(152)
<b>Pre-Impairment Operating Profit</b>	<b>9,834</b>	<b>11,222</b>	<b>9,882</b>	<b>11,953</b>	<b>16,852</b>	<b>10,255</b>	<b>11,009</b>	<b>15,215</b>	<b>19,096</b>	<b>25,483</b>
Provision for Losses	5,692	4,464	3,906	4,042	9,834	4,149	4,951	7,688	9,580	14,224
<b>Net Income Before Taxes</b>	<b>4,142</b>	<b>6,758</b>	<b>5,976</b>	<b>7,911</b>	<b>7,018</b>	<b>6,105</b>	<b>6,059</b>	<b>7,527</b>	<b>9,516</b>	<b>11,258</b>
Provision for Taxes	734	1,707	1,468	1,669	510	1,590	1,433	1,444	1,908	2,038
<b>Net Income</b>	<b>3,408</b>	<b>5,051</b>	<b>4,508</b>	<b>6,242</b>	<b>6,508</b>	<b>4,515</b>	<b>4,625</b>	<b>6,083</b>	<b>7,608</b>	<b>9,221</b>

# Historical Ratios



	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>Profitability</b>										
Return on Equity	10.4%	13.8%	11.0%	13.7%	12.3%	7.9%	7.7%	9.5%	10.8%	11.9%
Return on Assets	1.3%	1.7%	1.4%	1.6%	1.6%	1.1%	1.1%	1.4%	1.5%	1.7%
Net Interest Margin	7.7%	7.8%	7.4%	6.9%	8.1%	6.5%	7.1%	7.6%	7.8%	8.5%
Cost-to-Income	53.5%	54.5%	59.7%	57.2%	48.6%	61.2%	60.2%	56.9%	55.2%	49.7%
Cost-to-Assets	4.5%	4.6%	4.6%	4.3%	4.1%	4.1%	4.1%	4.7%	4.8%	4.7%
<b>Balance Sheet / Capital</b>										
Loans-to-Assets (Net)	68.2%	69.3%	66.9%	65.9%	59.7%	52.8%	61.2%	63.9%	64.1%	66.0%
Loans-to-Deposits (Net)	82.8%	85.1%	85.3%	87.8%	74.1%	65.3%	78.4%	83.2%	87.1%	87.0%
CASA Ratio	53.7%	55.4%	50.5%	61.3%	69.5%	75.0%	79.3%	82.0%	80.8%	81.6%
CET1 Ratio	10.4%	11.3%	10.3%	10.4%	12.6%	14.5%	13.0%	13.0%	12.7%	12.6%
Capital Adequacy Ratio	13.3%	14.0%	12.8%	12.9%	13.8%	15.6%	13.8%	13.8%	13.4%	13.5%

# Market Leadership Affirmed by Our Customers and Recognized by the Industry



Building a track record of excellence and commitment to being a trusted financial partner

## BRANCH BANKING

**Mid-Sized Retail Bank of the Year**  
ABF Retail Banking Awards

## DIGITAL

**Best Digital Ecosystem**  
The Asian Banker  
Philippine Excellence Awards

**Most Consumer Centric Bank**  
ASEAN Fintech Awards

## INVESTMENT BANKING

**Blue Bond of the Year – Philippines**  
ABF Corporate and Investment  
Banking Awards

## TRUST AND ASSET MANAGEMENT

**The Philippines' Best for  
Discretionary Portfolio Management**  
Euromoney Private Banking Awards

**Best Discretionary  
& Advisory Service Offering**  
Global Private Banker

## MARKETING AND CASH MANAGEMENT

**Philippines Domestic Technology  
& Operations Bank of the Year**  
ABF Wholesale Banking Awards

**Finalist, Anniversary Marketing**  
Marketing Excellence Awards

**Awardee for Marketing, Advertising,  
and Brand Communications**  
IABC Philippine Quill Awards

## FINANCIAL MARKETS DISTRIBUTION GROUP

**Analytics Initiative of the Year**  
ABF Retail Banking Awards

**Best Foreign Exchange Service**  
The Asian Banker Philippine  
Excellence Awards

## WEALTH MANAGEMENT/ PRIORITY

**Best Private Bank**  
Global Finance, 2024 & 2025

**Outstanding Client Experience  
in Wealth Management**  
Global Private Banking Innovation Awards

## OPERATIONS

**Outstanding BSP Stakeholder**  
Bangko Sentral ng Pilipinas

## ORGANIZATION

**Gold Awardee for Innovative Use  
of Technology in Human Resources**  
Asia-Pacific Stevie Awards

**Great Place to Work Certification**  
Great Place to Work

**Silver Award in HR Innovation**  
HR Excellence Awards

**Finalist for  
HR Communication Strategy**  
HR Excellence Awards

**Finalist for  
Most People-Focused CEO**  
HR Excellence Awards

## COMPLIANCE

**2 Golden Arrow Recognition  
for Corporate Governance**  
Institute of Corporate Directors

# A Deep Senior Management Team

Capable of Executing Our Strategy



**JERRY G. NGO**

**Chief Executive Officer**

- 30+ years of regional experience in banking and finance
- Former Group CFO & Director at PT Saratoga Investama Sedaya Tbk in Indonesia



**JACQUELINE S. FERNANDEZ**

**President**

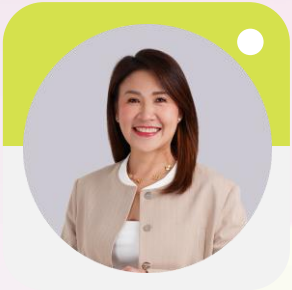
- 40+ years of banking experience
- Former Head of Consumer Credit of Standard Chartered Bank Philippines



**RAFAEL S. ALGARRA JR.**

**Head – Financial Markets and Wealth Management**

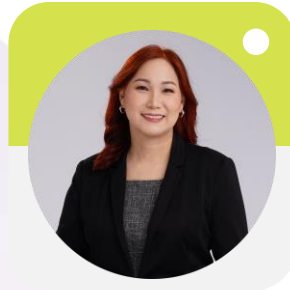
- 30+ years of banking experience
- Former EVP & Head of Financial Markets in Security Bank



**IVY B. UY**

**Head – Branch Banking Group**

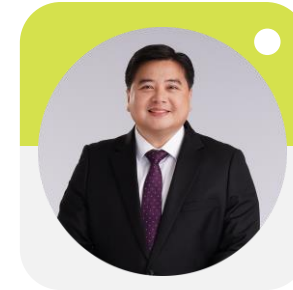
- 30+ years of banking experience
- Former Head – Manila Area of International Exchange Bank



**ZENAIDA A. ONG**

**Head – Corporate Banking**

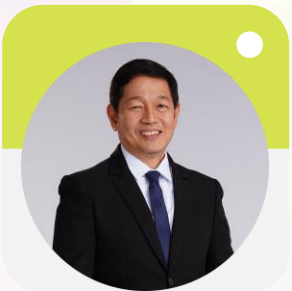
- 20+ years of banking experience
- Former Region Head for Metro Manila Lending of Security Bank



**ATTY. JUAN ALFONSO D. SUAREZ**

**Chief People, Corporate Services & Sustainability Officer**

- 20+ years of experience in Human Resources from various industries
- Former Group CHRO at Aboitiz Equity Ventures and Aboitiz Power



**NOLI S. GOMEZ**

**Head – Operations Cluster**

- 30 years of banking experience
- Held various key roles at PSBank including Head of Operations Group, CFO, and IT Group Head



**JOHN JERRICK D. JUINIO**

**Chief Risk Officer**

- 30+ years of expertise in risk management, credit optimization, and digital transformation
- Former Regional Credit Risk Officer at HSBC in Hong Kong



**DANIEL L. ANG TAN CHAI**

**Chief Finance Officer**

- 30+ years of experience in Finance
- Former Deputy CFO at FDC
- Former CFO at PBCOM, Metrobank, PAL, and Air Philippines Express

# A Deep Senior Management Team

Capable of Executing Our Strategy



**ANNALIZA G. TAN-CIMAFRANCA**

**Head – Enterprise Oversight**

- 25+ years of experience in banking and finance
- Former Director of Financial Supervision Sector and Chief Audit Executive, BSP



**RENATO P. PERALTA**

**Chief Corporate Credit Officer**

- 30+ years of banking experience
- Former Head of Securities at United Coconut Planters Bank (UCPB)



**SREE BARANI SUNDARAM**

**Head – Technology Transformation**

- 20+ years of experience in fintech, delivery & execution, & tech ops
- Former Chief Technology Officer at Inpay Singapore



**RAMON VICENTE D. DE VERA**

**Chief Business Development Officer**

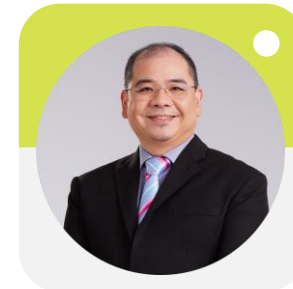
- 20+ years of fintech experience
- Held key business development & fintech roles in BDO, Unibank, Standard Chartered, Citibank, TV5, and Globe



**WILFREDO P. MONTINO, JR.**

**Chief Data and Analytics Officer**

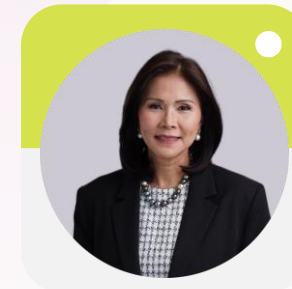
- 20+ years of experience in digital transformation across banking, retail, and telecommunications
- Established foundational data capabilities of UnionBank



**HAROLD BENJAMIN G. LIBARNES**

**Chief Digital Products and Channels Officer**

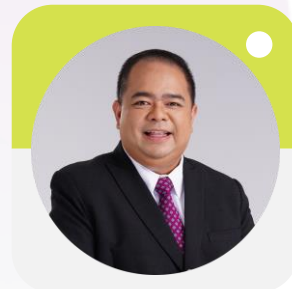
- 25+ years of banking experience
- Former Digital Products Business Head at UnionBank and Financial Service Head at Smart Communications



**AYLWIN P. TAMAYO**

**Head – Consumer Lending Product Lab**

- 25+ years of banking experience in consumer lending, from Sales and Marketing to Risk in Credit Cards
- Headed Back End Collections in Citibank and Standard Chartered Bank



**RICHARD CHESTER C. TAMAYO**

**Head – Wealth Management**

- Over 25 years of banking experience
- Former Head of Ortigas Branch of Standard Chartered Bank Manila



**NORMAN MARTIN C. REYES**

**Head – Marketing & Cash Management Group**

- 30+ years of banking experience
- Held leadership roles in Transaction Banking, Retail Banking and Consumer Finance at Citibank, UnionBank, ABN\_AMRO and Royal Bank of Scotland
- Former CMO at UCPB and PNB

**Thank you**