

# METROPOLITAN BANK AND TRUST COMPANY

## COMPANY PROFILE

Founded in September 5, 1962, Metropolitan Bank & Trust Co. (Metrobank) has since become the premier universal bank and among the foremost financial institutions in the Philippines. It offers a full range of banking and other financial products and services, including corporate, commercial and consumer banking, as well as credit card, remittances, leasing, investment banking and trust banking. Metrobank currently spans a consolidated network of over 1,950 ATMs nationwide; over 860 domestic branches; and 31 foreign branches, subsidiaries, and representative offices.

### Milestones

Metrobank was incorporated in Binondo, Manila by a group of Filipino businessmen principally to provide financial services to the Filipino-Chinese community. It opened its first local branch in 1963, then expanded beyond Philippine shores only a few years after its establishment. Metrobank rolled out its first international branch in Taipei in 1970 and a representative office in Hong Kong in 1973. In 1975, Metrobank became the first of the private banks to move into American territory when it opened its office in Guam. It later established branches in the United States mainland cities of Los Angeles and New York.

It established Metrobank Foundation, Inc. in 1979, putting emphasis on both business success and community contribution. The Foundation has since become one of the largest and most respected charitable organizations in Asia.

In 1981, Metrobank was listed in the Philippine Stock Exchange and acquired its universal banking license, gaining significant equity ownerships in local and international subsidiaries. It established its own credit card company, Unibancard Corporation (now Metrobank Card Corporation) in 1986. In 1988, Metrobank entered into a joint venture with Japan's largest automotive manufacturer and Mitsui Corporation to establish Toyota Motor Philippines Corporation. A decade later, it partnered with another global giant, the AXA Group, to give birth to Philippine AXA Life Insurance Corporation.

In 1990, Metrobank launched the country's first and only talking ATM, Metrobank E.T. In 1995, Metrobank became the first billion dollar bank with total capital of Php22.8 billion, the largest in the industry. It is the first local bank to raise supplementary capital overseas with a total of US\$325 million in Lower Tier 2 Capital and Hybrid Tier 1 Capital in the years 2003 to 2006.

Metrobank has also been steadily expanding internationally. In the late 1990s, Metrobank opened branches and offices in London, Taichung, Tokyo, and Seoul. Metrobank was the first to be granted a banking license by the Japanese Ministry of Finance. It was also the first Philippine bank in Korea. In 2001, Metrobank became the first Philippine bank in China when it opened its branch in Shanghai. In 2010, Metrobank inaugurated its wholly-owned subsidiary, Metropolitan Bank (China) Limited, the first foreign bank headquarters to be established in Nanjing. The new bank serves as the base for Metrobank's operations in China, with three branches located in Nanjing and Shanghai.

“You’re in Good Hands”

Metrobank remains dedicated to fulfilling its vision to be the best bank for all stakeholders – from its customers to the community. With people dedicated to product quality, service excellence, solid work ethics, and good governance, Metrobank has established a reputation of stability, strength, and leadership. It adheres to international best practices, careful strategic planning and prudent decision-making, focused on further improving earnings quality and increasing shareholder value by constantly reinforcing a customer-centric strategy built around the commitment of its people.

A recognized leader in the country’s banking industry, Metrobank has become regarded as the trusted banking partner, staying true to its brand promise of “You’re in Good Hands.”

**Vision:**

To be the best bank for all our stakeholders.

**Mission Statement:**

We aim to be a premier universal bank of international standing, committed to creating and providing the best possible value for our core constituents – clients, employees, shareholders, and the communities whom we serve.

We shall exert all efforts to transform every opportunity to expand our sphere of business activities into instruments to help our constituents realize their own goals and aspirations.

We shall strive to reach a highly diversified customer base through an extensive distribution network at the same time delivering a wide array of premium-value products and services with distinctive quality.

We realize that our success depends on the quality of our people, the efficiency of our systems, and the strength of our organization. Hence, we shall continuously invest in our human resources to ensure a service force characterized by the highest standards of dignity, probity and professionalism.

We shall constantly endeavor to be more responsive to dynamic market conditions, flexible in coping with customer needs, innovative in leading the competition, and united in pursuing common objectives. Our financial capability shall likewise be continually invigorated to maintain dynamism, growth and stability.

Recognizing our responsibility to our shareholders, we shall exercise judicious management to consistently provide them with fair returns and enhance the value of their investments.

As a responsible corporate citizen, we shall remain committed to making meaningful contributions for the economic and social development of the communities in which we serve.

## AWARDS RECEIVED:

2011-2012

- ✓ Best Bank in the Philippines by Euromoney Awards for Excellence

2010

- ✓ Best Bank in the Philippines by Euromoney Awards for Excellence
- ✓ Best Managed Company (Medium Cap Corporate) by Asiamoney
- ✓ 3rd Best Overall for Corporate Governance in the Philippines by Asiamoney
- ✓ Best Investor Relations Officer by Asiamoney
- ✓ Best Bond Fund Group by Thomson Reuters Lipper Fund Awards
- ✓ Trusted Brand Award (Bank) by Reader's Digest

2009

- ✓ 1st in Financial Reputation in the Philippines, Asia 200 Report by The Wall Street Journal Asia
- ✓ Corporate Governance Asia Recognition Award by 5th Corporate Governance Asia Annual Recognition Awards
- ✓ 1st in the Philippines for Best Investor Relations Services by The Asian Banker IR150 Survey, The Asian Banker
- ✓ Gold Trusted Brand Award (Investment Fund Company) by Reader's Digest

2008

- ✓ Reader's Digest Gold Trusted Brand (Bank) by Reader's Digest
- ✓ Best Local Cash Management Bank in the Philippines by Asiamoney
- ✓ Best Corporate Social Responsibility (CSR) program by Asian Banking and Finance
- ✓ Overall Best Performing Government Securities Eligible Dealer (GSED) Award by Bureau of Treasury
- ✓ People's Choice Award (Corporate Website) by Philippine Web Awards
- ✓ Straight-Through Processing Award 2008 by Commerzbank AG
- ✓ Outstanding Payment Formatting and Straight-Through Rate Award by Bank of New York – Mellon
- ✓ 1st bank to be awarded the Expanded Derivatives License under Bangko Sentral (BSP) Circular 594

2007

- ✓ Trusted Brand Gold by Reader's Digest Asia (4 years in a row).
- ✓ Best in Corporate Governance in the Philippines by the Asset (Honorable Mention).
- ✓ Stakeholders Award in Recognition for improving the remittance environment of OFWs by the Bangko Sentral ng Pilipinas
- ✓ Best Cash Management Bank by Finance Asia
- ✓ Best Collecting Bank by the Social Security System (hall of fame).

2006

- ✓ Outstanding Payment Formatting and Straight-Through Rate by Bank of by the Bank of New York

2005

- ✓ Most Outstanding Participating Financial Institution by the Development Bank of the Philippines.
- ✓ Most Outstanding Commercial Bank Award by the Parangal ng Bayan Foundation, Inc.

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