

# *Three Big Ideas For Rural Banks*

57<sup>th</sup> Anniversary Symposium:  
Rural Bankers Association of the  
Philippines



---

# BIGGER IS BETTER

## *Capitalization of Rural Banks*

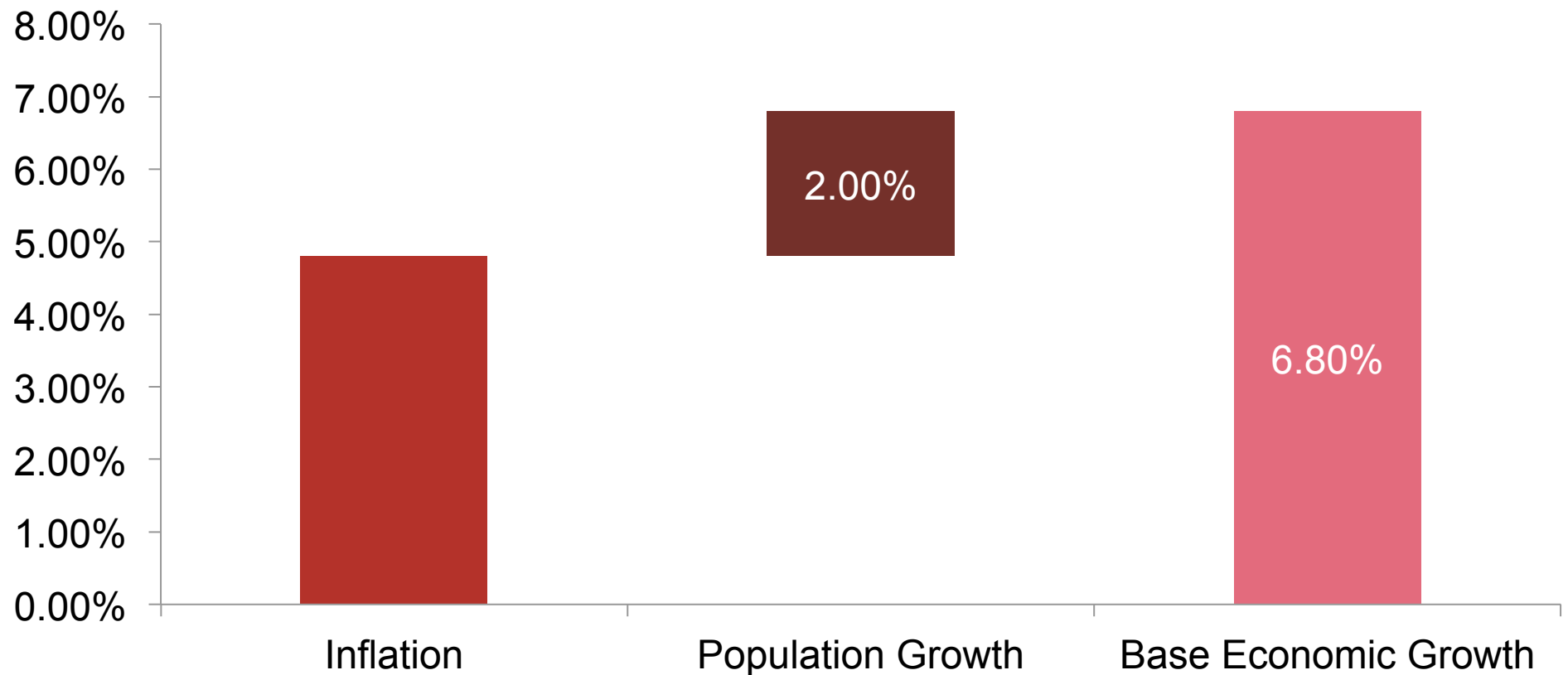
### Total System

### Ex-Top 4

Total Assets	Php195.7B	Php141.3B
Total Liabilities	Php160.5B	Php116.2B
Total Capital	Php35.2B	Php25.1B
Total Banks	530	526
Capital/Bank	Php66.4MM	Php47.7MM

# BIGGER IS BETTER

## *A Secret Not Many Know*



---

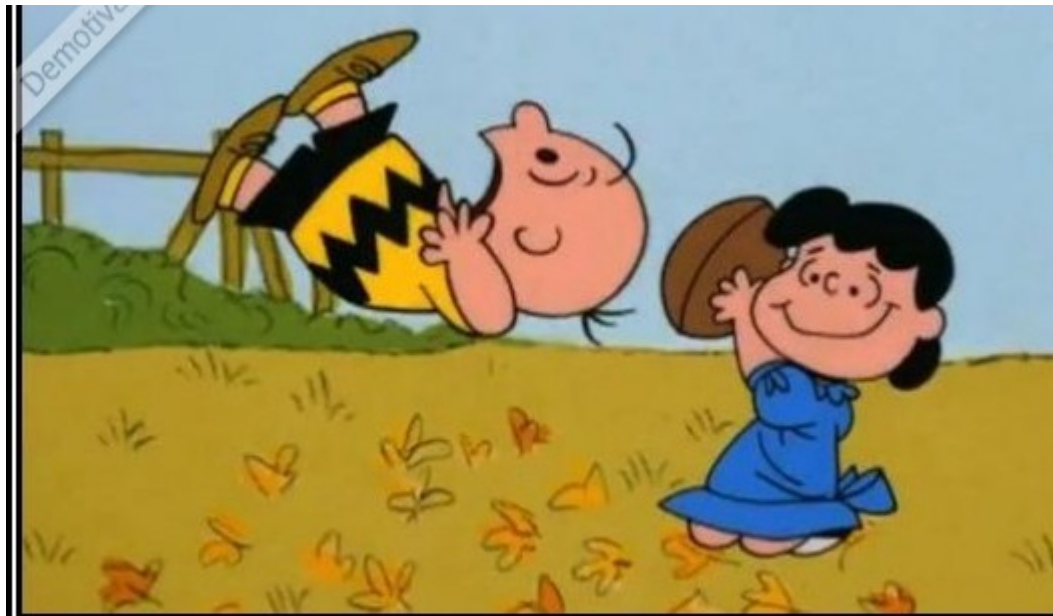
# BIGGER IS BETTER

## *Fortress Balance Sheet*



# EMBRACE CHANGE

# *The Definition of Insanity*

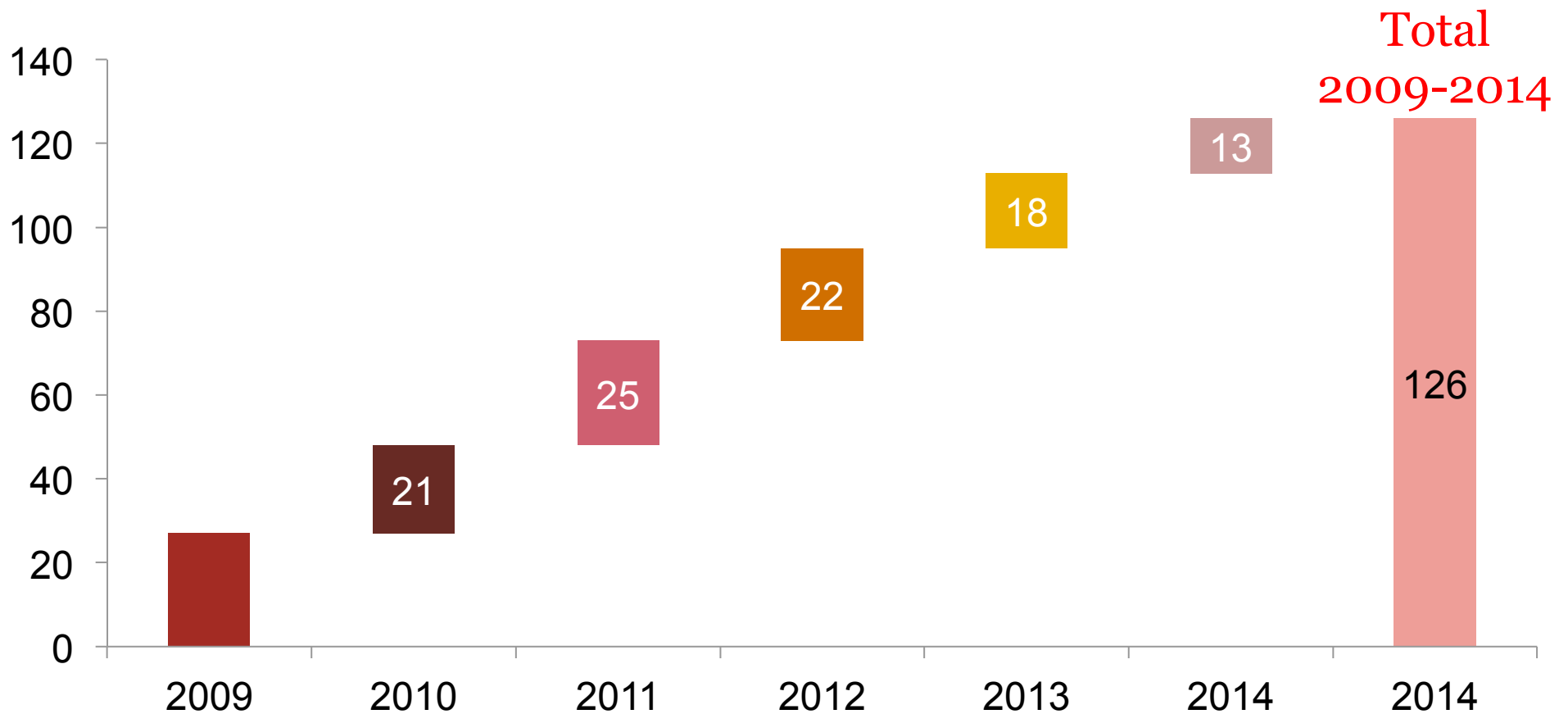


# THE DEFINITION OF INSANITY

Is doing the same thing over and over again and expecting different results.

# EMBRACE CHANGE

## *Cumulative Rural Bank Closures Since 2009*



---

# EMBRACE CHANGE

## *Cultivate An Impartial Perspective*

### Key Metrics:

- Financial performance
- Operating efficiency
- Customer centricity
- Risk management
- Workforce



---

# OPPORTUNITIES BETTER THAN EVER

## *Population hit 100MM*



- 73MM unbanked
- Growing by 2MM annually

# OPPORTUNITIES BETTER THAN EVER

## *Capital is Available for Growth*



### ***Corporate Finance***

M&A Strategy  
Deal Origination  
Buy-side and Sell-side  
Advisory Services

### ***Valuation***

Transaction Advisory  
Business Planning and  
Valuation Consulting  
Financial Reporting and  
Tax Valuations

### ***Due Diligence***

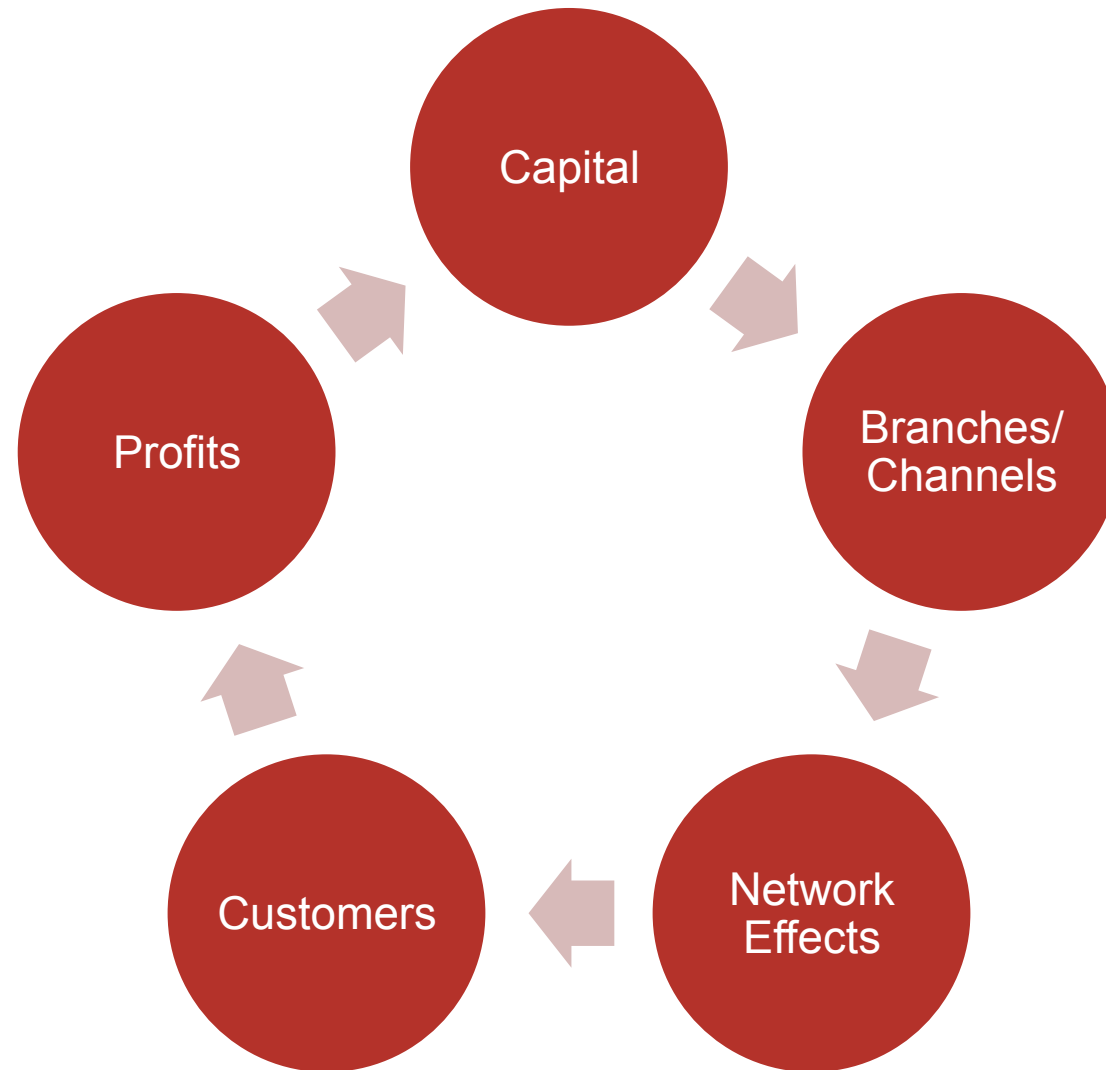
Financial Due Diligence  
Vendor Assistance

# OPPORTUNITIES BETTER THAN EVER

## *Private Placement vs. Going Public*



# RURAL BANK GROWTH CYCLE



---

# THANK YOU