BPI Products and Services: A Structured Analysis for RAG System Ingestion

1.0 Executive Summary: Strategic Overview of the BPI Ecosystem

1.1 Core Business Segments

The Bank of the Philippine Islands (BPI) operates a comprehensive financial ecosystem segmented into four primary pillars: Personal Banking, Wealth Management, SME Banking, and Institutional Banking. Within the scope of this analysis, the focus is on the Personal and SME segments, which encompass a wide array of products, including deposit accounts, loans, and credit cards. BPI's offerings are designed to address the diverse financial needs of individuals, entrepreneurs, and small-to-medium enterprises, reflecting its long-standing reputation as a major player in the Philippine financial landscape. 1

1.2 Digital-First Strategy

A defining element of BPI's current strategy is its aggressive pivot toward a digital-first operating model. The bank is actively championing digitalization and consumer protection, with a strong emphasis on encouraging customers to conduct their banking activities through the BPI App and BPI Online platforms.¹ This is evidenced by a streamlined online account opening process, which is advertised as requiring only one government-issued ID and five minutes to complete.³ Key digital tools, such as the Mobile Key for transaction authentication and QR payments, are central to this digital transformation, aiming to reduce the need for

1.3 A Tiered Product and Demographic-Centric Approach

BPI's product portfolio is meticulously structured to serve a broad range of client demographics. This is particularly visible in its tiered offerings for deposit accounts and credit cards. Products like the Jumpstart Savings account are specifically for students and young savers, while #SaveUp and #MySaveUp are designed for first-time digital users and those requiring minimal financial commitments.⁷ At the other end of the spectrum, the Maxi-Saver account and the Signature Card cater to high-net-worth individuals, providing premium features and higher earning potential.⁷ Similarly, the loan products are tailored to specific applicant profiles, from Overseas Filipino Workers (OFWs) and self-employed professionals to pensioners and locally employed individuals.¹⁰

1.4 Synthesis of Key Findings

The bank's strategic intent to expand its market presence is manifest in its financial inclusion initiatives, such as offering deposit accounts with minimal or zero maintaining balances.⁷ The online-first approach, however, has a clear acquisition funnel: for new clients, the online channel is exclusively for opening a

#SaveUp account.¹³ This approach streamlines the onboarding process but also creates a clear path for new customers to be introduced to the digital ecosystem. Despite these digital advancements, certain critical services, like updating a mobile number or opening a different type of account for an existing credit card holder, still necessitate a visit to a physical branch, indicating a persistent reliance on a hybrid digital-physical service model.⁴

Furthermore, a critical observation from unstructured customer data reveals a significant disparity between the bank's public-facing promises and the actual customer experience. While BPI promotes a "hassle-free" and "fast" application process ¹⁵, customers on public forums report aggressive telemarketing and notable delays in loan application processing, particularly for credit investigations. ¹⁷ This discrepancy highlights a major area of customer friction and a potential risk to the bank's brand perception.

2.0 Personal Banking: Deposit Accounts

2.1 Peso Savings Accounts

2.1.1 Product Features and Financial Parameters

The BPI suite of Peso Savings Accounts is designed to meet a spectrum of financial needs, from entry-level banking to high-yield savings. A detailed breakdown of their financial parameters is provided in the table below.

Account Type	Required Initial Deposit	Required Minimum Monthly ADB	Required Daily Balance to Earn Interest	Interest Rate per Annum
#SaveUp	Php 1 ⁷	Php O ⁷	Php 5,000 ⁷	0.0925% 7
#MySaveUp	Php 1 ⁷	Php 0 ⁷	Php 5,000 ⁷	0.0925% 7
Jumpstart Savings	Php 100 ⁷	Php 1,000 ⁷	Php 2,000 ⁷	0.0625% 7
Maxi-Saver	Php 2,000,000 ⁷	Php 2,000,000 ⁷	Php 2,000,000 ⁷	0.125% + 0.125% bonus for no withdrawal ⁷
Saver-Plus	Php 3,000 ⁷	Php 3,000 ⁷	Php 50,000 ⁷	0.0625% ⁷
Regular Savings	Php 3,000 ¹⁹	Php 3,000 ¹⁹	Php 5,000 ¹⁹	0.0625% ¹⁹

The Maxi-Saver account is positioned as a high-yield product for clients with significant

capital, offering a bonus interest rate if no withdrawals are made within a month, thereby incentivizing long-term saving over liquidity.⁷ In contrast, the

#SaveUp and #MySaveUp accounts are designed for a mass-market audience, with minimal initial deposit and no maintaining balance requirements, making them accessible entry points for new clients.⁷

2.1.2 Analysis of Strategic Positioning

The presence of two distinct but financially identical digital savings accounts, #SaveUp and #MySaveUp, provides a significant strategic insight into BPI's customer acquisition model. The #SaveUp account is directly opened via the BPI App, targeting users who are already seeking a BPI-specific digital solution.¹³ In contrast, the

#MySaveUp account is exclusively available through the GCash app, one of the Philippines' most popular e-wallets. This parallel product deployment suggests that BPI is not only building its own digital ecosystem but is also strategically integrating with established third-party platforms. This approach allows the bank to tap into GCash's expansive user base, reaching potential clients who may not have otherwise downloaded the BPI app. This dual-channel strategy is a cost-effective way to expand its digital footprint and customer funnel by leveraging an existing market-dominant platform to acquire new users.

2.2 Peso Checking Accounts

2.2.1 Product Features and Financial Parameters

BPI's Peso Checking Accounts are tailored to both individual and business needs, offering various features and financial requirements.

Account Type Required Initial Deposit	Required Minimum Monthly ADB	Features
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BizLink Checking	Php 10,000 ⁷	Php 10,000 ⁷	Statement-only or with Debit Card & Statement. No interest earned. ⁷
Business Checking	Php 10,000 ⁷	Php 10,000 ⁷	Statement-only. No interest earned. ⁷
Maxi One	Php 25,000 for Statement/Debit Card; Php 250,000 for Passbook ⁷	Php 25,000 for Statement/Debit Card; Php 500,000 for Passbook ⁷	Earns tiered interest. Options for Statement-only, Debit Card & Statement, or Passbook. ⁷
Regular Checking	Php 10,000 ⁷	Php 10,000 ⁷	Statement-only or with Debit Card & Statement. No interest earned. ⁷

The BizLink Checking and Business Checking accounts are clearly positioned for corporate clients, offering options for statement-only or debit card access with higher financial requirements.⁷ In contrast, the

Maxi One account is designed to attract and retain high-value clients by offering a tiered interest rate, providing a more favorable return for larger balances.⁷

2.3 Foreign Currency Accounts

2.3.1 Product Features and Financial Parameters

BPI offers a variety of foreign currency savings accounts, primarily targeting Overseas Filipino Workers (OFWs) and individuals managing foreign funds. The product offerings are extensive, including accounts in US Dollars, Australian Dollars, British Pounds, and more.²⁰

Currency	Account Type	Required Initial Deposit	Required Minimum Monthly ADB	Required Daily Balance to Earn Interest	Interest Rate per Annum
USD	US Dollar Savings	USD 500 ⁷	USD 500 ⁷	USD 500 ⁷	0.050% 7
USD	Maxi Saver	USD 2,500	USD 2,500	USD 2,500	0.100% + 0.100% bonus for no withdrawal
USD	Pamana Padala	USD 500 ⁷	Waived (with 4 remittances /year) ⁷	USD 500 ⁷	0.050% 7
USD	Pamana Savings	USD 1,000	USD 1,000	USD 1,000	0.050% ²¹
USD	Direct Deposit US Pension	USD 100 ⁷	USD 100 ⁷	USD 500 ⁷	0.050% 7
AUD	Australian Dollar	500 AUD ²⁰	500 AUD ²⁰	500 AUD ²⁰	O.125% ²⁰
GBP	British Pound	500 GBP ²⁰	500 GBP ²⁰	O GBP ²⁰	O.125% ²⁰
EUR	Euro	500 EUR ²⁰	500 EUR ²⁰	O EUR ²⁰	0% ²⁰
JPY	Japanese Yen	50,000 JPY 20	50,000 JPY 20	0 JPY ²⁰	0% ²⁰

2.3.2 Analysis of Market Strategy and Product Differentiation

The existence of specialized accounts like Pamana Padala and Pamana Savings reveals BPI's deliberate strategy to cater to the Overseas Filipino Worker (OFW) market. The Pamana Padala account offers a waived minimum balance requirement as long as there are at least four remittances per year, directly addressing a primary use case for OFWs who remit funds to their families in the Philippines.⁷ The

Pamana Savings account further solidifies this market focus by offering free life insurance coverage, which is a significant value proposition for a demographic often concerned with the financial security of their families back home. ²¹ These products are not merely savings accounts but are bundled with benefits that address the unique circumstances and long-term needs of the Filipino diaspora.

The tiered approach is also apparent within the foreign currency offerings. The US Dollar Savings account serves as a standard product for general use, while the Maxi Saver foreign currency account provides an incentive-based structure with a bonus interest rate for those who maintain a high balance without making withdrawals, effectively distinguishing between a transactional account and an investment-oriented one.⁷

3.0 Loans: Financial Products and Parameters

3.1 Personal & Salary Loans

3.1.1 Features and Financial Parameters

BPI's Personal and Salary Loans are non-collateralized, multi-purpose cash loans. They are intended to fund a variety of needs, including home renovation, education, and business expenses.¹⁰ The loanable amount for a regular personal loan can be as high as three times the applicant's gross monthly income, ranging from Php 20,000 to Php 3,000,000.¹⁰ Seafarer

Loans are capped at a maximum of Php 300,000.¹⁰

The application process is advertised as taking 5 to 7 working days upon submission of complete documents, with the loan proceeds credited to the client's BPI account within 1 to 2 banking days after signing the loan documents. A one-time processing fee of Php 1,500 is deducted from the loan proceeds. Additionally, a Documentary Stamps Tax of Php 1.50 for every Php 200 of the loan amount is applied to loans above Php 250,000 or for business purposes. Monthly installments are conveniently paid via an automatic debit arrangement from a nominated BPI deposit account.

3.2 Auto & Housing Loans

3.2.1 Features and Financial Parameters

BPI provides a range of loans for big-ticket purchases, including vehicles and property. Auto loans are available for passenger cars, trucks, big bikes, and even e-vehicles, with promotions offering low rates, waived bank fees, and free motor insurance.¹⁵ The loanable amount for brand-new cars can go up to 85% of the purchase price, while for second-hand units, it is up to 70%.²² Housing loans are designed for purchasing new homes, construction, or renovation, with promotions providing low fixed interest rates and waived bank fees.²³ The minimum loan amount is Php 400,000, and applicants must have a minimum household income of Php 40,000.²³

3.2.2 Analysis of Pricing Complexity and Customer Experience

An examination of the fee structures for auto and housing loans reveals a high degree of complexity that may pose a challenge for customers. The fees are not presented as a simple, fixed sum but are contingent on various factors, including the loan amount and the location of the booking unit.²⁶ For instance, the facilitation fee for an auto loan varies by region, from Php 2,000 in Metro Manila to up to Php 5,000 in Visayas or Mindanao.²⁶ Similarly, housing loan fees, such as the

Service Fee and Fire Insurance Premium, are dependent on the loan amount, while the

Appraisal Fee is a fixed Php 5,000 for unaccredited projects.²⁶

This lack of transparent, single-figure pricing can create an information gap, forcing potential borrowers to engage with a loan officer to determine the total cost. This contradicts the bank's "fast application" marketing ¹⁵ and can lead to customer frustration due to unexpected charges. The bank's promotion of "waived fees" on certain loans directly addresses this point of friction, signaling that BPI is aware of the issue and is using promotions to improve the customer's initial financial outlay and perception of affordability.

4.0 Credit Cards: Card Catalog and Fee Structures

4.1 Credit Card Catalog and Income Requirements

4.1.1 Product Features and Eligibility

BPI offers a diverse range of credit cards, each with specific features and income requirements designed to match various consumer lifestyles and financial capacities. A summary is presented in the table below.

Card Type	Minimum Monthly Income Requirement	Key Features
BPI Rewards Card	Php 15,000 ⁹	Earns 1 point per Php 35 spend, offers travel insurance up to Php 2 million, and flexible installment terms. ²⁷
BPI Gold Rewards Card	Php 40,000 ⁹	Earns 1 point per Php 35 spend and provides up to Php 10 million in free travel

		insurance. ²⁹
BPI Amore Cashback Card	Php 15,000 ⁹	Earns tiered cashback on specific purchases (e.g., 4% on supermarkets).30
BPI Amore Platinum Cashback Card	Php 80,000 ⁹	Earns cashback on dining, supermarkets, and other stores. ³⁰
BPI Signature Card	Php 100,000 ⁹	Earns 2 points per Php 20 spend, offers 50% off "Signature deals," and free travel insurance up to Php 20 million. ³¹
BPI Platinum Rewards Card	Php 50,000 ⁹	Earns 2 points per Php 30 local spend and 2 points per Php 20 foreign currency spend. ³²
BPI Edge Card	Php 15,000 ⁹	Earns 1 point per Php 50 spend and provides access to discounts and promos. ²⁹
Petron BPI Card	Php 15,000 ⁹	Offers a 3% fuel rebate at Petron stations and a Php 200 fuel voucher. ²⁹
BPI eCredit Card	Not specified	A free companion card for online shopping, offering added security. ³³

4.1.2 Data Presentation and Normalization

While the provided information on income requirements is generally consistent across different sources, it is presented in two different formats: monthly and annual figures. For instance, the

BPI Rewards Card is listed with a monthly income requirement of Php 15,000 9, while another

source lists an annual requirement of Php 180,000.³⁰ A simple multiplication confirms that these figures are equivalent. This demonstrates a formatting inconsistency rather than a factual error, which is an important consideration for a machine-readable system. Normalizing these data points to a single unit (e.g., monthly income) would enhance data consistency and prevent confusion.

4.2 Credit Card Fees and Charges

4.2.1 Fee Breakdown

BPI's credit card fees and charges are comprehensive, covering everything from annual membership to late payment penalties.

Fee Type	Description	Fee Amount/Rate		
Annual Fees	Varies by card type, for both principal and supplementary cards.	BPI Signature Card: Php 5,500/year ³⁴	BPI Rewards Card: Php 1,550/year ³⁴	BPI eCredit Card: Free ³⁴
Cash Advance Fee	Flat fee per transaction.	Php 200 ³⁴		
Cash Advance Finance Charge	Monthly nominal interest on cash advances.	3% ³⁴		
Foreign Transaction	Incurred on foreign-denom inated	1.85% (0.85% BPI fee + 1% Mastercard/Vis		

Service Fee	transactions.	a fee) ³⁴
Gaming Transaction Fee	Charged for gambling-relat ed transactions.	Php 500 or 3% of transaction, whichever is higher ³⁴
Card Replacement Fee	For lost, stolen, or damaged cards.	Php 400 ³⁴
Statement of Account Fee	For a requested printed copy.	Php 200 per statement ³⁴
Late Payment Fee	Charged if payment is less than the Minimum Amount Due.	Php 850 or the unpaid minimum amount, whichever is lower 34
Returned Check Fee	For every dishonored check.	Php 100 + 6% of check amount ³⁴
Attorney's Fee (Default)	If the account is referred to a lawyer.	25% of the amount due ³⁴

4.2.2 Analysis of Transaction Fee Nuances

The structure of the Foreign Transaction Service Fee is a notable point of detail. It is a composite fee consisting of a 0.85% BPI fee and a 1% Mastercard/Visa assessment fee, totaling 1.85%. This breakdown, while transparent, is complex for the average consumer. A critical point of clarification is that this fee also applies to transactions billed in Philippine Pesos that are processed by a foreign acquirer. The bank provides examples like Netflix

subscriptions and Amazon purchases to illustrate this. This detail is crucial because customers might not anticipate a foreign transaction fee on a local currency charge. The bank's explicit advisory on this topic suggests that it is a common point of customer confusion or complaint, which further highlights the need to communicate this nuance effectively.

5.0 Application & Service Requirements: Explicit Mapping

5.1 General Requirements

A foundational requirement for all BPI account and loan applications is the submission of at least one valid, unexpired, government-issued photo-bearing ID.²⁰ The bank accepts a broad list of identification documents, including PhilID, Passport, Driver's License, SSS ID, PRC ID, and UMID.⁴

5.2 Requirements for Deposit Accounts

For new clients, online account opening is restricted to the #SaveUp account and can only be done via the BPI App. ⁴ This process requires a photo of a valid ID and a selfie for identity verification. ⁴ For in-branch account opening, a minimum deposit and at least one valid ID are needed. ³⁶ For employed or business applicants, proof of income documents, such as payslips, a Certificate of Employment (COE), or a DTI/SEC permit, are also required as part of the Know-Your-Client (KYC) procedure. ³⁷

5.3 Requirements for Loan Applications

The documentation requirements for BPI loan applications are conditional and depend on the applicant's profile and source of income.

Applicant Type	Required Documents
Locally Employed	Duly accomplished application form, 2 valid IDs. ¹¹ Latest COE, 1 month pay slip (Auto Loan) or 3 months pay slips (Housing Loan). ¹¹ Latest ITR and authorization letter to verify employment. ¹¹
Self-Employed	Duly accomplished application form, 2 valid IDs. 11 DTI/SEC Registration or Mayor's Permit. 11 Latest ITR with Audited Financial Statements (AFS). 11 Working account for 6 months and trade references. 11
Overseas Filipino Worker (OFW)	Duly accomplished application form, 2 valid IDs. ¹¹ Latest contract and proof of bank remittance. ¹¹ For seafarers, details of the crewing manager. ¹¹
Pensioner	Duly accomplished application form, 2 valid IDs. ¹¹ Certificate of Pension and 3 months of bank statements of pension account. ¹¹
Foreigner	For auto loans, a valid visa or Alien Certificate of Registration (ACR). ¹¹ For housing loans, a Filipino spouse must act as the primary borrower. ¹² Filipino citizens who have acquired foreign citizenship must present an ACR ID. ¹⁰
Married Applicant	Both spouses are required to sign the application form. ¹¹

5.4 Requirements for Credit Card Applications

The documents needed for a credit card application also vary based on the applicant's employment status and citizenship.

Applicant Type	Required Income Documents
Employed	Certificate of Employment (COE), latest 2 months of payslips, or latest Income Tax Return (ITR) with BIR/bank stamp. ³⁰
Self-Employed	Latest Audited Financial Statements (AFS) and latest ITR with BIR/bank stamp. ³⁰
OFW	POEA-Validated Contract of Employment and latest 2 months of proof of remittance. ⁴⁰
Existing BPI Cardholder	Principal cardholders for at least one year are not required to submit proof of income. ⁴⁰
Foreign Resident	Alien Certificate of Registration (ACR), work permit, or Embassy Accreditation Papers. ⁴⁰

5.5 Analysis of Requirements and Customer Perception

While BPI's marketing often highlights "fast application and minimal requirements" for loans ¹⁵, a deeper analysis of the specific documentation required for various applicant profiles reveals a conditional, multi-layered system. For example, a simple statement like "2 valid IDs" for an auto loan application is only the starting point; the full list includes specific requirements for married couples, foreigners, and those with a transport business.¹¹

This conditional logic is a vital data point for a robust system. It indicates that the initial marketing message, while factually correct for the simplest use case, does not represent the full picture for many applicants. The documentation requirements are tailored to mitigate risk for specific profiles, but from a customer's perspective, this complexity can be an unexpected barrier. A thorough understanding of this conditional mapping is essential for providing accurate and helpful information to a diverse user base.

6.0 Digital Banking and Service Channels

6.1 The BPI Mobile App & Online Platform

6.1.1 Key Features and Functions

The BPI App and Online platform offer a comprehensive suite of digital banking services, including:

- Payments & Transfers: Bill payments to over 400 merchants, fund transfers via QR, InstaPay, and PesoNET, and the ability to load e-wallets. ⁴³ The platform also supports scheduled transactions for bills and transfers to ensure due dates are not missed. ³
- **Account Management:** Users can view and manage all their accounts, cards, and loans in one place. They can also manage card controls (block/unblock cards), set custom transaction limits, and download statements. 43
- In-app Services: The app provides a range of services that traditionally required a branch visit, such as ordering a new debit card, reordering a checkbook, and requesting a temporary or permanent card block.³ A unique feature is the cardless withdrawal service at BPI-Euronet ATMs, which requires only an Order ID and a One-Time PIN.

6.1.2 Security and Convenience Features

BPI has implemented multiple security measures to protect its digital platforms. A prominent feature is the Mobile Key, which replaces the reliance on SMS-based One-Time PINs (OTPs) for transaction authentication.⁵ Users can also activate biometric login with Face ID or fingerprint recognition for enhanced security and convenience.⁵ Additional features include email notifications for all successful transactions and the ability to set SMS alerts for ATM withdrawals above a user-defined threshold.⁵

6.1.3 Analysis of Digital Security Protocols

BPI's strategic push for the adoption of the Mobile Key and biometric login signifies a fundamental shift in its cybersecurity approach. The bank is moving away from the SMS-based OTP method, which has become a common target for fraud through SIM swap attacks and other interception methods. By promoting Mobile Key as the primary method for authenticating transactions, BPI is proactively training its users in a more secure digital habit. This security protocol, which ties authentication to a specific, trusted device, not only strengthens the bank's defenses but also reduces its operational reliance on telecommunication networks. This move is a sophisticated response to evolving digital threats and a testament to the bank's commitment to modernizing its security infrastructure.

6.2 Customer Support and Contact Channels

6.2.1 Contact Channels

BPI maintains a multi-channel support system to serve its diverse customer base. This includes a 24-hour Contact Center, an email-based feedback form, and a network of physical branches for in-person services. ⁴⁵ A list of international toll-free numbers is also provided, allowing clients abroad, particularly OFWs, to contact the bank for support. ⁴⁶

6.2.2 Common Issues and User Pain Points

While BPI's official channels present a polished image of customer service, unstructured data from user forums reveals significant friction points. A recurring complaint is the aggressive and persistent telemarketing for loan products. Customers express frustration at receiving unsolicited calls, sometimes at inconvenient hours, even after explicitly stating they are not interested. This indicates a potential misalignment between the bank's sales targets and its customer experience priorities, leading to a negative sentiment among the public.

Another point of contention is the loan application process. Despite BPI's "fast" marketing 15,

customers report notable delays, particularly during the

Credit Investigation (CI) phase.¹⁸ This part of the process often involves physical verification of a client's residence and employment, which can be a slow and cumbersome process.¹⁸ This highlights a disparity between the streamlined digital application front-end and the manual, physical processes that still exist in the back-end.

The existence of the BPI Express Assist (BEA) service, which allows clients to set branch appointments, further corroborates the perception of long in-branch wait times.⁴⁸ The bank's solution to this problem is a digital tool, which implicitly acknowledges that wait times are a known point of friction.

7.0 Conclusions & Recommendations for RAG System Ingestion

7.1 Final Summary of Ecosystem

BPI operates a vast financial ecosystem with a well-defined tiered product strategy that caters to a wide range of demographic and income segments. Its aggressive move toward digitalization, particularly with the BPI App and the Mobile Key security protocol, marks a significant strategic pivot. The bank has successfully created digital-first products and services, such as the #SaveUp and #MySaveUp accounts, and integrated them into its core business. However, a closer look at the data reveals that BPI's operations are still a hybrid of digital and physical channels, with certain critical services remaining branch-dependent.

The analysis of unstructured data indicates a notable gap between the bank's marketing message and the lived customer experience, particularly regarding loan application timelines and telemarketing practices. This qualitative feedback is invaluable for understanding real-world user frustrations that are not captured in official documentation.

7.2 Recommendations for Data Structuring

For effective ingestion into a RAG knowledge base, the following data structuring

recommendations are critical:

- 1. **Data Normalization and Consistency:** Data points with varying units, such as credit card income requirements (monthly vs. annual), should be normalized into a single, consistent format (e.g., monthly income) to prevent user confusion.
- 2. Conditional Logic Mapping: The system must be trained to understand and apply conditional requirements. For example, the requirements for a loan applicant are not a static list but a series of if/then statements based on their marital status, income source, or citizenship. A system that can process a query like "What are the requirements for an OFW applying for a housing loan?" by retrieving only the relevant documents will provide a far superior user experience.
- 3. Sentiment and Contextual Integration: The unstructured qualitative data from public forums should be tagged and integrated to provide a more holistic view. If a user asks about loan processing, the system should not just list the official processing time but also proactively mention potential delays related to field investigations. This creates a more empathetic and genuinely helpful response.
- 4. **Hierarchical Product Relationship:** The RAG system's knowledge graph should be structured to recognize the relationships between products. For instance, it should know that #SaveUp and #MySaveUp are distinct products that serve a similar purpose but are acquired through different channels. This allows for a deeper level of contextual understanding and enables the system to answer more complex, comparative queries.

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