

BPI Wealth 2024 Annual Report – Comprehensive but Concise Summary

Company Overview:

- BPI Wealth – A Trust Corporation: Largest standalone trust corporation in the Philippines.
- Over 60 years of asset management experience, spun off from BPI in 2017.
- Offers 37 Unit Investment Trust Funds (UITFs), 20 Mutual Funds, and broad fiduciary services.

2024 Performance Highlights:

- Assets Under Management (AUM): PHP 1.53 trillion (+25% YoY), 20.76% trust market share.
- Revenue: PHP 5.34 billion (+29% YoY); Net Income: PHP 1.22 billion (+10% YoY).
- Clients: 1.13 million (+69% YoY); BPI Wealth now #1 in client NPS ranking.
- Recognized with multiple local and international awards for innovation, private banking, ESG, and fund management.

Strategic Initiatives 2024:

- Digital transformation: Enhanced e-Invest platform, digital onboarding, portfolio viewing in BPI app.
- New products: Launched BPI Wealth Builder (low-minimum UITF with lifestyle, health, and insurance benefits).
- Successful integration of Robinsons Bank trust/UITF business.
- Expanded partnerships and Private Wealth–Institutional Banking collaboration.
- Strengthened workforce: +20% UITF-certified salespersons; launched talent pipeline programs.

Sustainability & Financial Inclusion:

- BPI Sustainable Fund Suite grew 60% in 2024, driven by ESG integration and strong fund performance.
- Project W.I.S.E.: Employee and client sustainability engagement programs.
- Wealth Wellness Month (L.I.F.E. campaign), FinQuest youth initiatives, RealITalk, and #MoneySeries expanded financial literacy and inclusion.
- NextGen Wealth Elite Academy prepared future family leaders for legacy planning.

Risk Management:

- Framework based on “three lines of defense”: management, oversight, audit.
- Focus areas: investment (market, credit, liquidity), operational, IT, compliance, reputational, and strategic risks.
- Strong controls: diversification, credit limits, liquidity buffers, regulatory compliance, and crisis readiness.

Outlook for 2025:

- Anticipates continued volatility from geopolitical tensions and global inflation.
- Strategy: maximize fixed-income yields, invest in resilient companies, diversify portfolios.
- Commitment to inclusive, digital-first, and sustainable wealth management.

Summary:

2024 marked a record year for BPI Wealth with robust financial results, expanded client base, pioneering products, and leadership in sustainable investing. The company enters 2025 with momentum, focused on inclusion, innovation, and resilience.