

## Capital and Business Alliance with Security Bank Corporation

**Tokyo, January 14**---The Bank of Tokyo-Mitsubishi UFJ, Ltd. (BTMU) (President: Nobuyuki Hirano) announced today that it has concluded the Subscription Agreement with Security Bank Corporation (Security Bank), a leading commercial bank in the Philippines and has established capital and business alliances (Investment and Partnership) with the bank. BTMU will acquire 20.0% of Security Bank's newly issued common shares and preferred shares, subject to regulatory approvals and conditions precedent, and will appoint 2 directors of Security Bank's Board of Directors (BOD). Security Bank will become an equity method affiliate of BTMU.

### 1. Objectives of the Investment and Partnership

BTMU has been focusing on Asia as its "second core market" and has expanded its business platform in Asia through investments in Bank of Ayudhya (Krungsri), one of the leading commercial banks in Thailand, and VietinBank, one of the top state-owned commercial banks in Vietnam, as well as the opening of its first branch among foreign banks after transition to civilian rule of Myanmar in Yangon. The strategic partnership with Security Bank further reinforces our Asia strategy and enables BTMU to offer more comprehensive financial services to customers in the Philippines, an economy with robust growth potential.

The Philippines, with a population of approximately 100 million people, is ASEAN's second most populous country after Indonesia. The country has in the recent years achieved solid annual economic growth of approximately 6% on its real GDP, backed by robust private consumption and the development of Business Process Outsourcing (BPO) sector. Demand for financial services is expected to accelerate as the Philippines economy expands further, since its credit and deposit penetration rate, as a proportion of GDP, still remain one of the lowest in ASEAN.

Security Bank is an independent universal bank listed on the Philippines Stock Exchange and offers diversified financial services. A notable characteristic is that Security Bank is not part of any local conglomerate. Security Bank has rapidly expanded its business and customer base in recent years and is one of the highest profitable and fastest growing banks in the country.

BTMU has been supporting customers in the Philippines for over 60 years, since BTMU opened its representative office in Manila in 1953. The partnership with Security Bank will enable BTMU to offer a broader range of services to meet the evolving needs of a larger customer base.

### 2. Outline of Capital Alliance

- (1) Investment Structure : BTMU will acquire 20.0% (after dilution) of Security Bank's common shares and preferred shares with voting rights through a private placement of newly issued shares.
- BTMU will become the second largest shareholder next to Dy Group, the largest shareholder group in Security Bank (a shareholders group led by under

Mr. Frederick Y Dy, chairman emeritus of Security Bank) with which BTMU signed the Shareholders Agreement at the same time as the Subscription Agreement. Security Bank will become an equity method affiliate of BTMU.

- (2) Investment Amount : PHP 36,943 million (USD 783million<sup>1</sup>)
- (3) Acquisition Price : PHP 245 in common shares  
PHP 0.1 in preferred shares
- (4) Implementation Date : The transaction is expected to close during the first half of 2016, subject to regulatory approval and other conditions precedents
- (5) Board Representation : BTMU will appoint 2 directors to the Security Bank's BOD

### 3. Outline of Business Alliance

Leveraging both banks' expertise and customer base, BTMU will enhance its services offered to the enlarged customer base in the Philippines through promoting the collaboration in the areas described below:

<Main collaboration areas>

- Work-site business to Japanese corporate employees
- Trade Finance
- Project Finance
- Reciprocal long-term funding support
- Capture Japan-related business opportunities including large-size projects Japanese corporates are engaged in
- Exchange of knowledge and technological expertise
- Explore other collaboration areas between MUFG's key subsidiaries/affiliates companies, including leasing, securities, and asset management.

### 4. Strategic Rationale

Through this partnership, BTMU aims to achieve the following goals:

- (1) Aligned with our strategic efforts to enhancing business in Asia region, BTMU aims to substantially strengthen customer services in the Philippines by establishing a comprehensive financial services platform, including retail banking, to meet the diverse needs in the country, following our multiple successful cases including partnerships in Thailand and Vietnam.
- (2) Security Bank's services encompass wholesale banking services as well as retail banking services and business with small and mid-sized entities which is a new business domain for BTMU in the Philippines. While expanding business domain through the investment, BTMU will strengthen foothold in the region incorporating business opportunities in the fast-growing Philippines market.
- (3) Furthermore, BTMU and MUFG will enhance presence in the market and Asia by providing BTMU's capital, resources and global banking know-how to Security Bank accelerating their growth strategy and propelling them to become one of the top banks in the Philippines.

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<sup>1</sup> Based on an exchange rate of US\$1.00 = PHP47.2

5. Overview of Security Bank

Security Bank is the 6<sup>th</sup> largest private domestic universal bank in the Philippines by total assets as of September 2015. It provides a comprehensive range of banking services with core businesses in Wholesale Banking, Retail Banking and Financial Markets to large corporations, SMEs and individuals through its network of 262 branches across the country. BTMU has a business collaboration relationship on collection services with Security Bank since 2011

- (1) Name: Security Bank Corporation
- (2) Type of business: Commercial Bank
- (3) Year of establishment: 1951
- (4) Headquarters: Manila City, Republic of the Philippines
- (5) Representative: Mr. Alfonso L. Salcedo, Jr. President and CEO
- (6) Capital Stock: PHP 6,089 million (as of 30 Sep 2015)
- (7) Relationship with MUFG and BTMU:

MUFG and BTMU, on one hand, and Security Bank, on the other, do not have any capital, personal or transactional relationship that are required to be disclosed.

- (8) Number of Employees: 4,014 (as of 31 Dec 2014)
- (9) Number of branches: 262 (as of 13 Jan 2016)

(10) Latest financial information: (PHP mil)

| Financial Year  | 2012    | 2013    | 2014    |
|---|---------|---------|---------|
| Total Shareholders' Equity                                  | 36,856  | 40,756  | 46,881  |
| Total Assets  | 259,263 | 347,542 | 397,198 |
| Total Operating Income                                      | 14,027  | 12,312  | 16,769  |
| Income Before Income Tax                                    | 7,779   | 5,512   | 8,089   |
| Net Income (attribute to equity holders and parent company) | 7,516   | 5,012   | 7,164   |
| EPS (PHP)   | 12.47   | 8.31    | 11.88   |
| BPS (PHP)   | 61.14   | 67.61   | 77.76   |

## Philippines' Banking Market

### Ranking of Total Asset in the Philippines

| US\$MM <sup>*1</sup> |                      |                            |
|----------------------|----------------------|----------------------------|
| #                    | Name                 | Total Assets <sup>*2</sup> |
| 1                    | BDO                  | 41,367                     |
| 2                    | Metrobank            | 35,123                     |
| 3                    | BPI                  | 29,875                     |
| 4                    | LBP                  | 24,159                     |
| 5                    | PNB                  | 13,845                     |
| 6                    | RCBC                 | 10,372                     |
| 7                    | <b>Security Bank</b> | <b>10,216</b>              |
| 8                    | China Bank           | 10,002                     |
| 9                    | DBP                  | 9,853                      |
| 10                   | Union Bank           | 8,343                      |

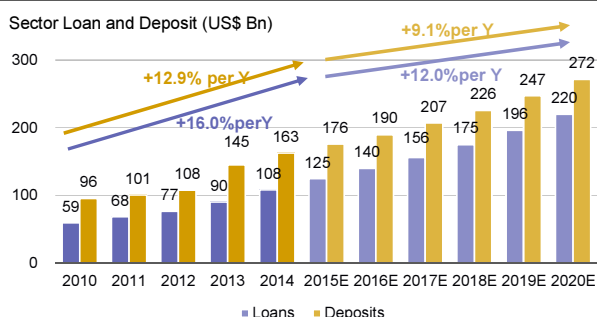
(Source) Capital IQ

### Ranking of Market Cap in the Philippines

| US\$MM <sup>*1</sup> |                      |                          |
|----------------------|----------------------|--------------------------|
| #                    | Name                 | Market Cap <sup>*3</sup> |
| 1                    | BDO                  | 8,109                    |
| 2                    | BPI                  | 6,980                    |
| 3                    | Metrobank            | 5,423                    |
| 4                    | Philtrust Bank       | 2,585                    |
| 5                    | <b>Security Bank</b> | <b>1,814</b>             |
| 6                    | China Bank           | 1,461                    |
| 7                    | PNB                  | 1,376                    |
| 8                    | Union Bank           | 1,279                    |
| 9                    | RCBC                 | 979                      |
| 10                   | East West Bank       | 602                      |

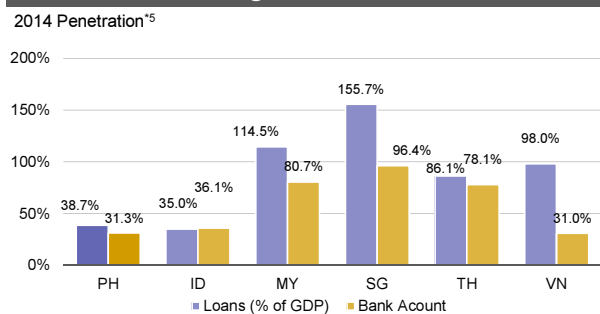
(Source) Capital IQ

### Loan and Deposit Growing Steadily



(Source) BSP, BMI

### Low Banking Service Penetration<sup>\*4</sup>



(Source) BSP, BMI

\*1 Based on exchange rate of US\$1.00 = PHP47.2

\*2 As of Sep 2015

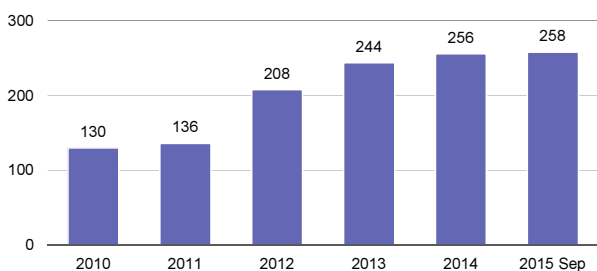
\*3 As of 29 Dec 2015

\*4 PH: Philippines, ID: Indonesia, MY: Malaysia, SG: Singapore, TH: Thailand, VN: Vietnam

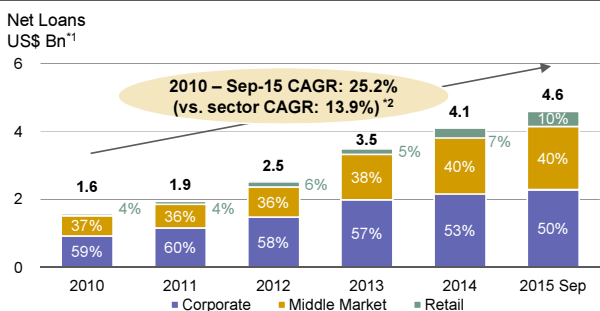
\*5 Loan Penetration: Loan to GDP, Deposit Penetration: Deposit to GDP, Bank Account Penetration: # of bank accounts to the population above age of 15

## Why Security Bank

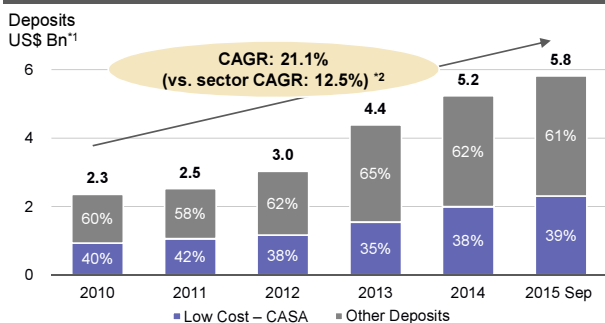
### Doubled Branch Network in Years



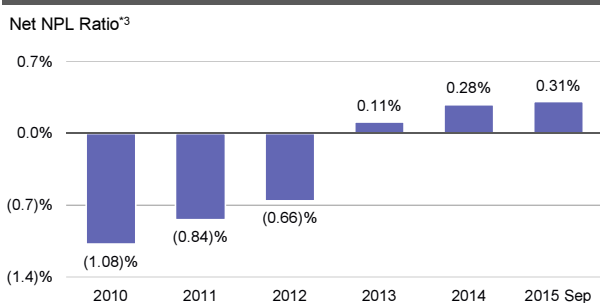
### Sector Leading Loan Growth



### Sector Leading Deposit Growth



### Stellar Asset Quality Levels

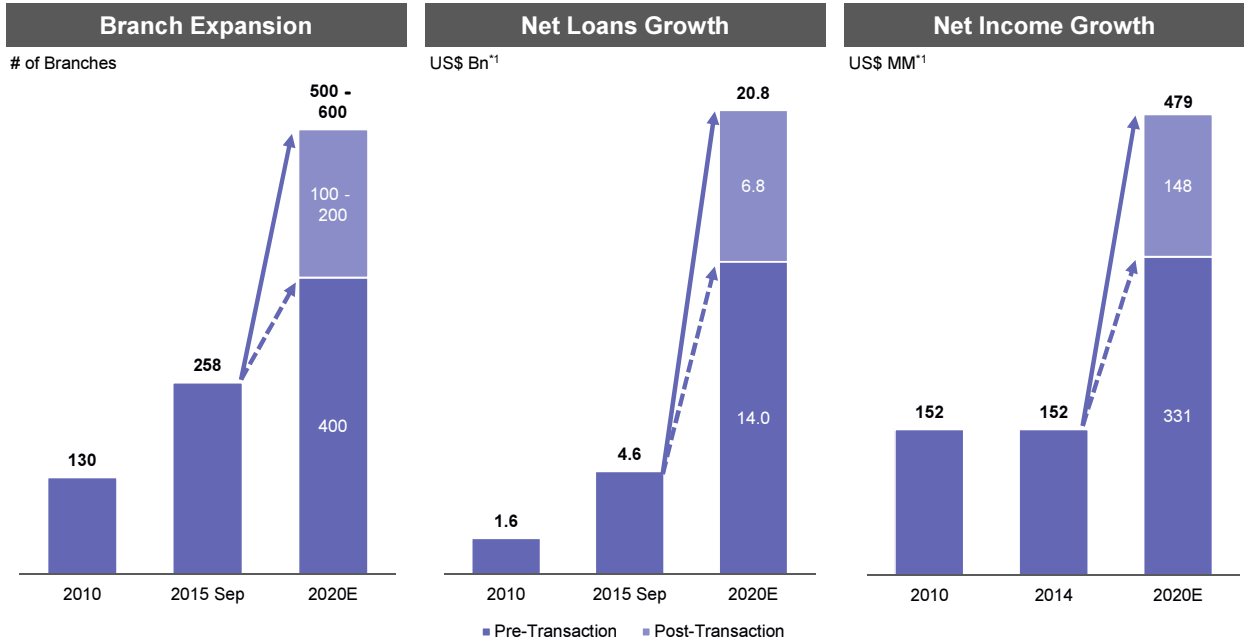


\*1 Based on an exchange rate of US\$1.00 = PHP47.2

\*2 Industry data for universal and commercial banks from Bangko Sentral ng Pilipinas, as of 30 Sep 2015

\*3 BSP introduced in January 2013 the Net Non-Performing Loan (Net NPL) Ratio (defined as gross NPLs less specific allowance for credit losses, over total gross loans) as a complementary measure to computing NPLs

## Security Bank's Mid-Long Term Targets



**ROE is expected to be gat back to mid-teens in 3-4 years**

<sup>\*1</sup> Based on an exchange rate of US\$1.00 = PHP47.2