**BAC International Bank Inc.** 

# Leading with Results: Financial Strength That Builds Trust







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## BAC is the main banking platform in Central America

#### **BAC Overview**

- **BAC International is the leading** Financial Group in Central America, leading in assets, loans, and deposits regionally
- Market leader in the credit card **business in Central America** with a strong position as issuer (40%) and acquirer (52%) of credit cards by transaction volume



Strong, and growing, payment ecosystem with a volume of 52% of the region's GDP



Diversified business portfolio by type and geography with no single country representing more than 30% of the loan portfolio, and a well-balanced mix between consumer and corporate sectors



**Experienced management** team with an average tenure of 15 years and an average age of 50 years

#### **6 M Clients**

Sep 2025



41,7%

**Annually Digital sales** of core products



40%

**Digital accounts** opening E2E



55,2%

Instant personal Loans (OLE) are digital E2E



#### 3.7 M Digital Clients





80%

Of digital clients do monetary transactions



Of total monetary transactions are digital



**Digital NPS** 

Documents submitted by the company

Figures as of the end Sep2025, unless otherwise indicated.



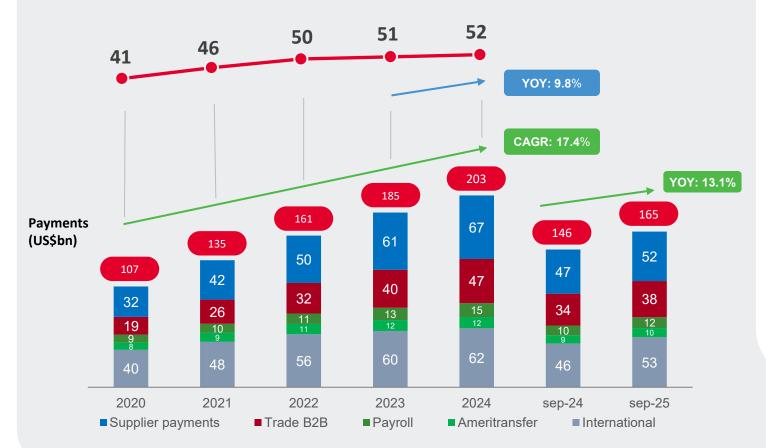
# We are the leading payments platform network in Central America, providing a low-cost source of funding



Volume of payments made through BAC represents 52% of Central America GDP 2024

Volume of payments made through BAC 2020-2024 (US\$bn)

% of Central America GDP



#### Why is this important?

#### **Entry Barrier**

BAC's 52% share of Central America's GDP in payments creates significant barriers for competitors, especially in the B2B and C2M sectors where changing technological connectivity to the bank is challenging.

#### **Stable Funding and Low-Cost Advantage**

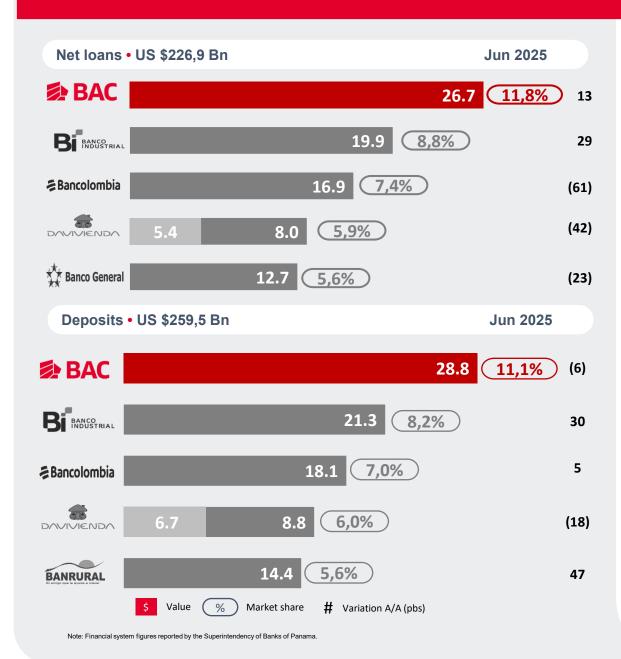
With deposits from a vast merchant base, BAC maintains a stable, cost-effective funding source, even amid interest rate fluctuations.

#### **Data and Insights**

Handling a large volume of business and personal payments provides BAC with insights to offer tailored services, such as favorable lending terms, competitive rates, and advanced customer segmentation.



## And the largest regional group in Central America

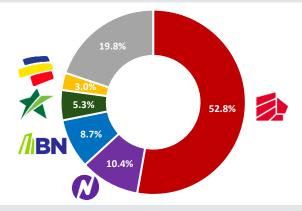


#### Card market share

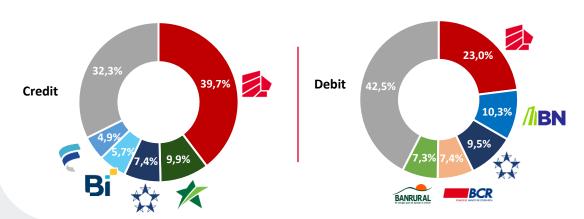
- Largest issuer of credit cards in Central America
- We are the only company in Central America that can acquire merchant vouchers and issue cards across all major brands

Long-term agreements with Visa, MasterCard, and American Express, among others

#### Acquirer market share (%) as of IIQ25



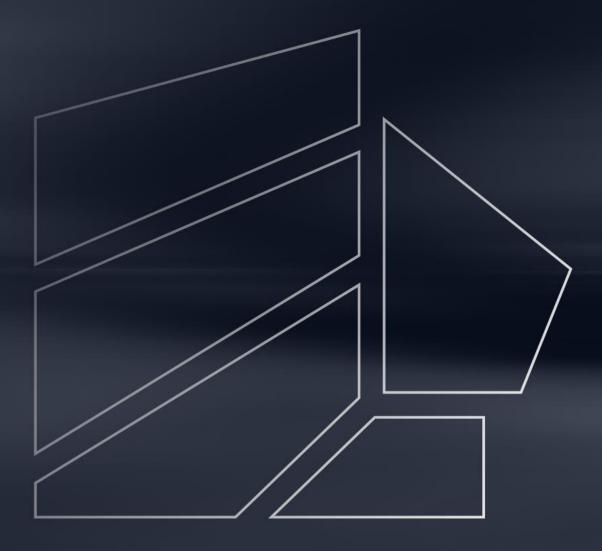
#### Issuer market share (%) as of Aug25



**Central American macroeconomic trends** 

# BAC Key Financial & Operational Metrics



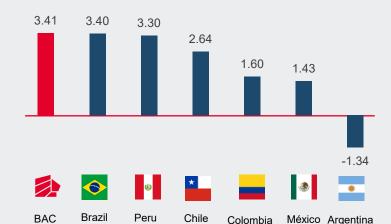




# **Economic landscape of Central America: Growth, Inflation, and Fiscal Deficits**



In 2025, average real GDP growth of countries in BAC region are expected to surpass that of major Latam economies...



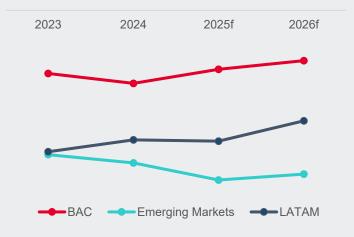


...similarly, inflation has returned to sustainable levels, below the Latam average...





...and fiscal consolidation has resulted in decreasing fiscal deficits across BAC's region.



	Real GDP Growth				Inflation				Fiscal Deficit (%)			
Country	2023	2024	2025f	2026f	2023	2024	2025f	2026f	2023	2024	2025f	2026f
Guatemala	3.53	3.69	3.83	3.60	4.17	1.70	2.19	4.04	-1.28	-1.03	-2.60	-2.70
El Salvador	3.51	2.60	2.50	2.50	1.23	0.30	0.70	1.20	-4.96	-4.65	-2.80	-2.00
Honduras	3.58	3.60	3.80	3.50	5.19	3.88	4.94	3.98	-1.03	-1.52	-1.60	-1.70
Nicaragua	4.43	3.59	2.99	2.88	5.60	2.84	2.00	2.70	2.49	0.30	2.00	2.20
Costa Rica	5.11	4.32	3.59	3.35	-1.77	0.84	0.15	2.95	-3.54	-3.28	-3.20	-3.00
Panama	7.60	2.90	4.00	4.00	1.92	-0.19	0.70	2.00	-3.92	-6.87	-4.00	-3.50
Avg BAC Region	4.63	3.45	3.45	3.30	2.73	1.56	1.78	2.81	-2.04	-2.84	-2.03	-1.78



# **Results: Financial Strength and Strategic Growth**

2021

2022

# Financial highlights

Gross Portfolio	18,666	20,824	23,478	26,452	25,745	28,194	9.5%
Assets	28,066	31,050	34,503	37,970	36,479	39,823	9.2%
Deposits	21,897	23,329	26,016	28,402	27,182	29,200	7.4%
Equity	2,745	3,028	3,354	3,811	3,769	4,141	9.9%
Accumulated Net Income, \$M	448	464	594	705	538	586	8.8%
NIM LTM	5.4%	5.8%	6.3%	6.3%	6.3%	6.3%	(7)
C-DITM	2.00/	1.00/	1.00/	2.10/	2.00/	2.20/	1

2023

2024

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Significant growth sep24-sep25



**∆** Abs

24-25

Sep2024

Sep2025

#### **Consistent portfolio growth**

Of 9.5% reflecting strong credit expansion and market confidence



#### **Consistent Increase in Deposits**

Grows 7.4% enhancing banks funding base and liquidity. This growth reflects greater customer acquisition and retention.



% 6.3% (7)
% 2.2% 16
% 52.5% (55)
% 19.0% (48)
% 2.0% 1
% 12.9% 50



### Strong and Stable Profitability

ROAA LTM indicating efficient asset utilization.

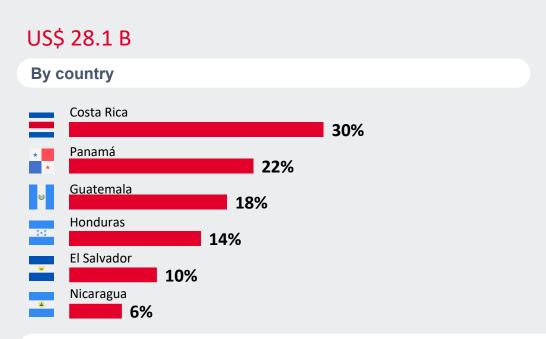


#### Solid Regulatory capital position

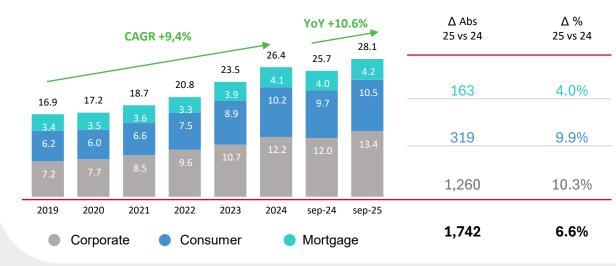
Stronger capital position comply with regulatory requirements, and support future growth

bps

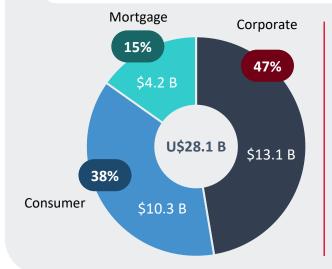
## Solid balance sheet backed by a healthy, diversified loan portfolio...



#### Gross portfolio (\$B)



#### By product



# Corporate portfolio by size:

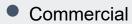
81.5% Commercial

**18.5%** SMEs

The top 20 corporate exposures represent 23,4% of the corporate portfolio

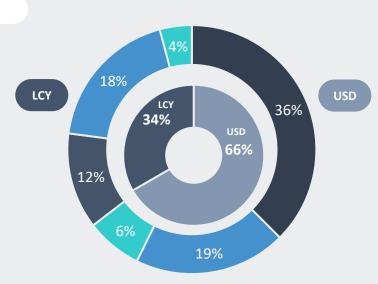
Individual client with the highest exposure represents 2,3% of the corporate portfolio

#### By currency



Consumer

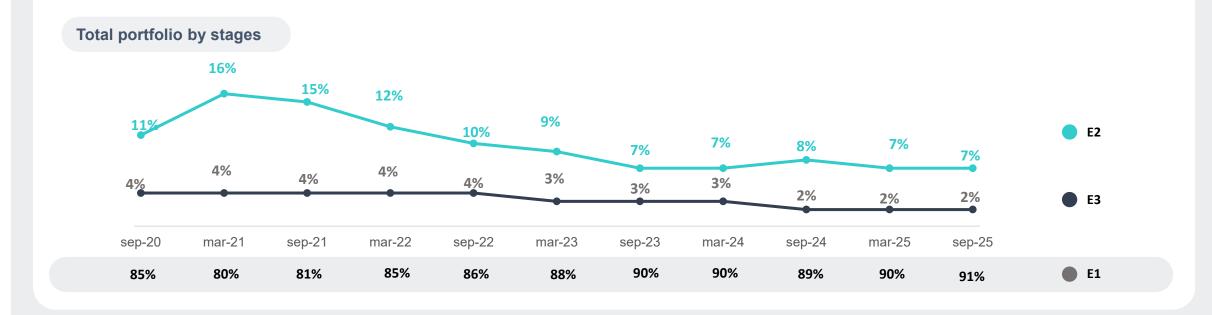
Mortgage

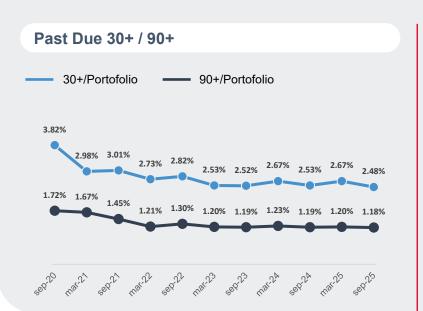


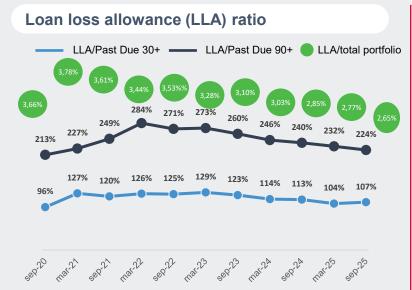
Source: Company filings.
Figures as of the end of Sep25, unless otherwise indicated

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## ...and controlled risk levels

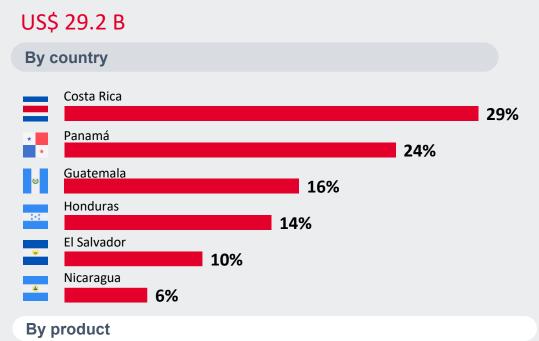




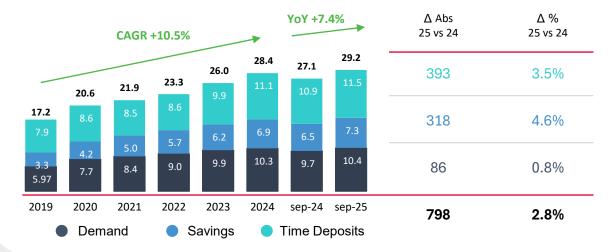


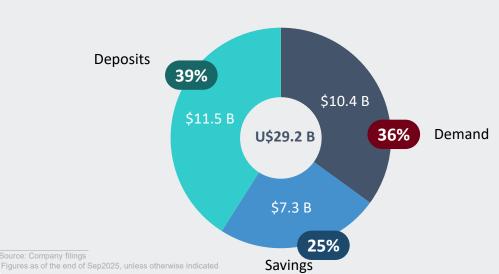


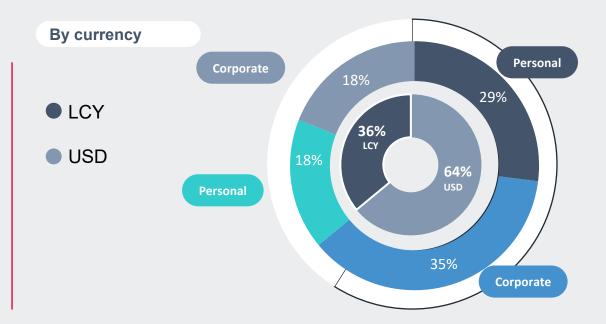
# Funding driven by a highly diversified and low-cost base given the relevance of demand deposits...



#### **Deposits** (\$M)





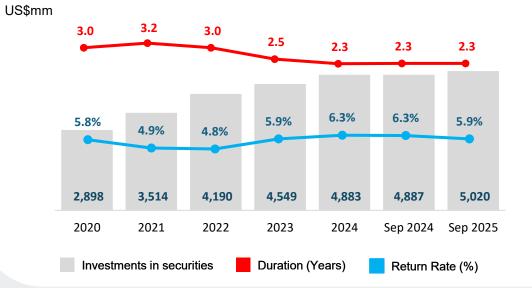




## Ample liquidity ...

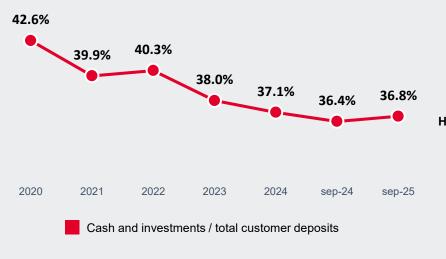


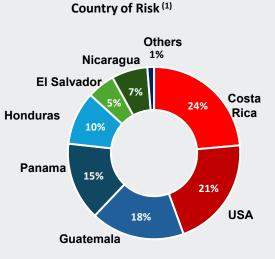
#### Investment portfolio evolution

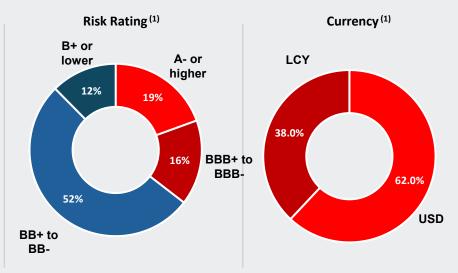


#### **Liquidity ratio**

#### Investment portfolio by currency and ratings







Source: Company filings.

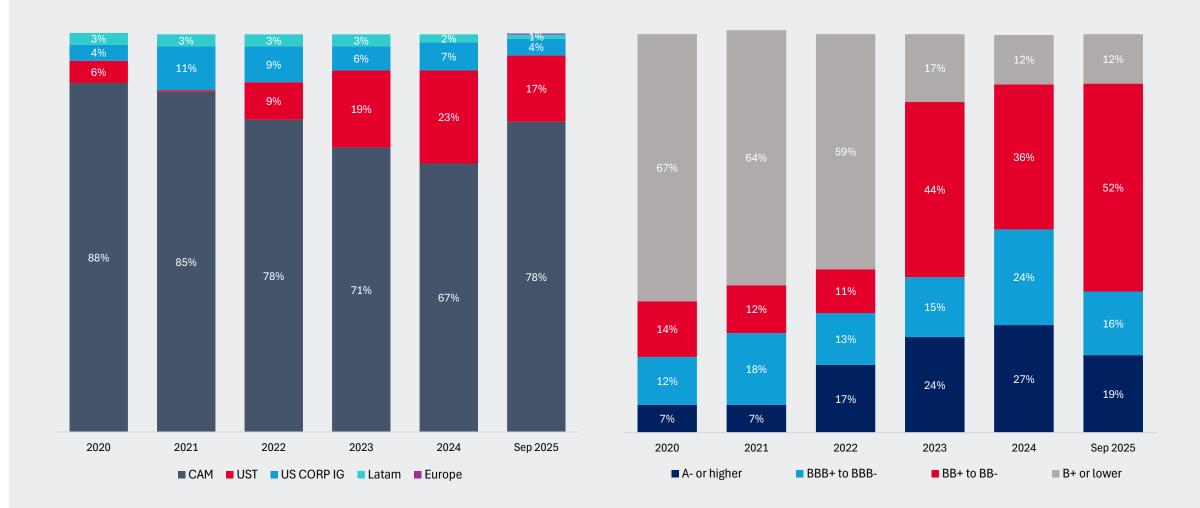
<sup>(1)</sup> Refers to breakdown of investments in debt securities that are not held at fair value through P&L.



# US\$ denominated portfolio (FVOCI) has shifted towards higher liquidity and credit quality instruments

#### **US\$ Portfolio Composition by Asset Class**

#### **US\$ Portfolio Composition by Rating**



IIIQ 25

## BAC has strong capitalization levels above regulatory requirements

#### **Capitalization Overview**

A

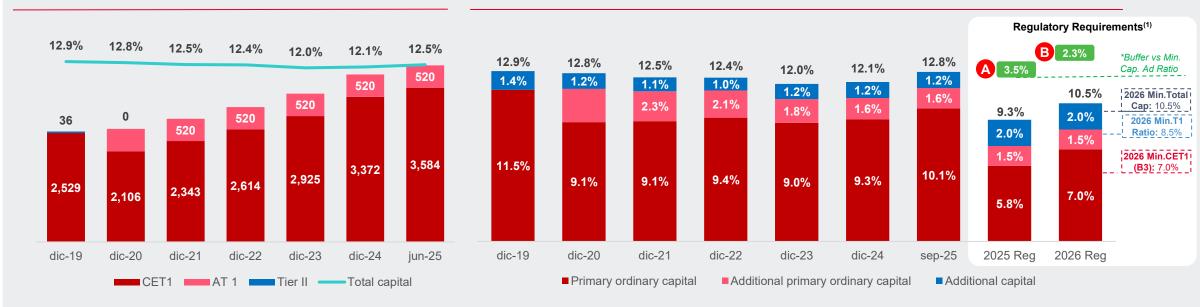
Stable capitalization levels above minimum regulatory requirements. Currently, BAC has a 3.58% buffer vs Panama's 2025 capital adequacy regulatory requirement



BAC current capitalization would allow the bank to cover phased-in requirements three years from now, complying with the new Conservation Buffer requirement<sup>(1)</sup>

#### **International framework for CET1**

#### Panamanian Regulation



September 2025	BAC Guatemala	BAC Honduras	BAC El Salvador	BAC Nicaragua	BAC San José	BIB&Subs
BAC Capital Adequacy Ratio	12.5%	13.1%	12.6%	19.8%	13.3%	12.88%
Min. Regulatory Cap. Ad. Ratio	10.0%	12.5%	12.0%	10.0%	10.0%	9.3%*

Source: Company filings and superintendency of banks of Panama, Guatemala, Honduras, El Salvador, Nicaragua, Costa Rica.

Note: Figures as of Sep 2025, unless otherwise stated.

(2) Calculated as dividends paid on the current period divided by previous period net income.

<sup>(1)</sup> Panama Bank Regulator recently stablished a conservation buffer ("CB") of 2.5% to the CET1 capital. Banks will be granted an adjustment period for the implementation of the capital conservation buffer: July 2024 CB of 0.50%, July 2025 CB of 0.75% and July 2026 CB of 1.25%.

NATURE

CLIMATE



## Our strong results enable confident progress in our ESG strategy: 'Triple Value'



#### Sustainable Finance

#### Triple value financial solutions

Placement of US \$623 million in credits with environmental or social components, for Companies, SMEs, and Individuals

Agreements with financial and multilateral institutions for the financing of sustainable projects:



-US \$200 million, FMO -US \$180 million, FMO

-US \$140 million

-US \$120 million. IDB Invest, Finance in

Motion & Proparco



US \$120 million, KFW DEG Invest

US \$200 million. IFC



US \$20 million, Norfund US \$60 million. DFC US \$35 million, KFW DEG Invest



**BAC** 

Taxonomy



#### Financial Inclusion

#### Education & Financial Health:

- +321k individuals
- +11k SMEs

#### **Digital Platform Positive Finance:**

- +445k visits
- +278k recurring users

#### Women's Banking

30% of the SME portfolio, with a Gender component +US \$759 million

Training initiaves +18k atendees

#### **Networking events**

56 events

+5.1k participants



#### Communities

#### 'Yo me Uno' Donation Platform

- +328 affiliated NGOs
- +US \$300k raised in 2025
- + US \$11 M since 2019

#### Social Investment:

+US \$780 k of our own funds invested in environmental and social projects



#### Transparency

#### **Summary Box Credit Card**

In our Online Banking and Mobile Banking

- +152k visits
- +78k users



#### Well-Being

#### Diversity & Inclusion (D&I)

#### 'Comunidades Aliadas'. ERG (1):

+3k allies engaged

#### DEI - Workplace accessibility

+50 reasonable accommodations for employees with disabilities

#### **Multidimensional Poverty Reduction:**

+390 people impacted 762 needs met through "Posibilidades BAC"

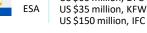
#### Volunteering

4k participants 15.5k hours

#### IIIQ 25









#### 01. Operational Footprint

#### Measurement

Emissions: 32.9k tons CO2e

Materials: 1k tons Waste: 2.7k tons Water: 201k m3

#### Clean energy generation

Solar panels installed: 4.5k Clean energy generated: 6 M kwh

#### **Portfolio Decarbonization**

Measurement of Financed Emissions (2)

Companies: 2.2M tons CO2e Vehicles: 164k tons CO2e Mortgages: 50k tons CO2e

#### Science-Based Reduction Targets (3) - Priority Sectors for Companies:

Energy Generation: 71%

Cement: 21%

Commercial Real Estate (including

services): 64% Agriculture (4)

Oil, Coal, and Gas; Iron and Steel;

and Aluminum (5)

Cars (6)

Mortgages: 42%

#### Strategic Actions with **Prioritized Business Clients**

#### In-house capacity building

#### +1.7k trained employees

### **Customer-facing actions**

#### Surveys and one-on-one interviews

#### Climate Risk Management:

#### Identification of physical and transition risks by geography and sector in the business portfolio

#### Sustainable Mobility: **BAC Electric Route:**

53 electric vehicle charging stations network 40k hours of use 249k kWh of energy

#### **07** Circular Economy: BIO Card:

+450 k cards issued Made from natural materials (7) that are compostable (8)

#### Reporting Standards and Frameworks





#### Sustainability Assessments ESG Frameworsk











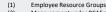
Alignment with SDGS











Measurement under PCAF standard

- Base year 2022, Intermediate Targets, NZBA, and SBTi
- With the recent release of the methodology defined by SBTi for setting reduction pathways for this sector, we will analyze the applicability of this methodology for our portfolio and region

United Nations
Global Compact

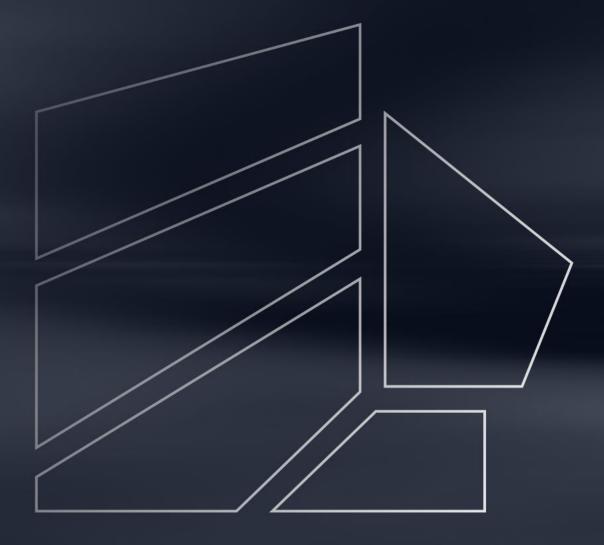
While Indian According Francisch for PCAF Partnership for BASED
ARROGETS
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- No reduction target due to a combined representation of less than 1% in both financed emissions and portfolio balance No reduction target due to the absence of reduction pathways for personal use vehicles.
- 82% of material derived from non-edible corn (PLA: polylactic acid), which requires 26% less energy and emits 66% less GHG compared to cards made from petroleum-derived plastic Industrially compostable after its useful life, ensuring safe return to nature.



# Appendix BIB







# **Balance sheet BIB**

US\$ MM	2021	2022	2023	2024	Sep2025
Assets					
Cash and cash equivalents	742	769	932	936	890
Securities purchased under resale agreements	104	11	61	10	107
Total deposits in banks, net	4,368	4,424	4,343	4,702	4,715
Investments in securities, net	3,514	4,190	4,549	4,883	5,020
Loans, net	18,019	20,131	22,744	25,699	27,441
Goodwill and intangible assets, net	390	397	414	424	424
Other assets	929	1,127	1,460	1,316	1,225
Total assets	28,066	31,050	34,503	37,970	39,823
Liabilities					
Total deposits from customers	21,897	23,329	26,016	28,402	29,200
Securities sold under repurchase agreements	39	261	114	91	81
Financial obligations	1,744	2,284	2,443	2,984	3,381
Other financial obligations	712	1,060	1,366	1,539	1,677
Other liabilities	928	1,089	1,210	1,143	1,342
Total liabilities	25,320	28,022	31,149	34,160	35,681
Total equity	2,745	3,028	3,354	3,811	4,141



# **Income statement BIB**

US\$ M	2021	2022	2023	2024	Sep2025
Deposits in banks	10	27	60	67	47
Investments in securities	165	182	267	300	220
Loans	1,683	1,878	2,303	2,733	2,263
Total interest income	1,858	2,087	2,631	3,100	2,529
Deposits from customers	470	459	613	791	683
Financial obligations	56	73	132	169	140
Other financial obligations	66	63	113	132	112
Securities sold under repurcahse agreements	1	10	14	14	5
Lease liabilities	9	8	7	6	4
Total interest expense	602	613	880	1,112	943
Net interest income	1,256	1,474	1,751	1,988	1,586
Total credit risk impairment loss, net	352	342	373	519	443
Net interest income after credit risk impairment losses	904	1,132	1,378	1,469	1,143
Service charges, net	1,207	1,482	1,753	1,973	1,622
Commissions and other fees income, net	-494	-620	-734	-836	-678
Gain on financial instruments, net	69	14	8	23	19
Gain on foreign currency exchange, net	34	-42	-110	-26	-10
Other income	62	39	39	24	17
Total other income, net	878	873	956	1,157	971
Salaries and employee benefits	500	541	650	710	552
Depreciation and amortization	114	113	130	140	101
Administrative	90	108	118	124	96
Occupancy and related expenses	31	33	36	37	29
Other expenses	461	541	611	690	569
Total general and administrative expenses	1,196	1,336	1,545	1,701	1,346
Income before income tax	586	668	790	925	767
Current income tax	134	210	164	217	168
Deferred income tax	5	-6	31	3	14
Discontinued operations	-0	0	0	0	0
Net income	448	464	594	705	586



# Selected ratios and operating data BIB

					_
US\$ M	2021	2022	2023	2024	Sep2025
Profitability, efficiency, and growth					
Net Interest Margin (LTM)	5.4%	5.8%	6.3%	6.3%	6.3%
LTM Return on average assets	1.7%	1.6%	1.8%	2.0%	2.0%
LTM Return on average equity	16.9%	16.2%	18.5%	19.5%	19.0%
Operating efficiency ratio	56.9%	55.9%	54.8%	53.7%	52.5%
YoY Net Income Growth	42.3%	3.7%	27.9%	18.7%	8.8%
Fee Income Ratio	34.0%	36.1%	36.2%	35.8%	36.8%
Effective tax rate	23.7%	30.5%	24.8%	23.8%	23.7%
Asset quality					
YoY loan growth	8.7%	11.6%	12.7%	12.7%	9.5%
Cost of Risk	2.0%	1.8%	1.8%	2.1%	2.2%
Past due loans (PDLs 90+) / gross loans	1.3%	1.2%	1.2%	1.2%	1.2%
Loan loss allowance / gross loans	3.4%	3.3%	3.1%	2.8%	2.7%
Loan loss allowance / PDLs 90+	263.1%	266.2%	255.6%	235.5%	224.0%
Capital					
Tangible equity ratio	8.5%	8.6%	8.6%	9.0%	9.4%
CET1	10.2%	10.4%	10.2%	10.5%	11.3%
Total capital ratio	12.5%	12.4%	12.0%	12.1%	12.9%
Liquidity					
Total deposits from customers / gross loans	117.3%	112.0%	110.8%	107.4%	103.6%
Cash and investments / total deposits from customers	39.9%	40.3%	38.0%	37.1%	36.8%



# **Country Summary**

Sep 2025	Guatemala	El Salvador	Honduras	Nicaragua	Costa Rica	Panama	Other & Eliminations	BIB & Subs
Gross Portfolio	5,009	2,934	3,975	1,789	8,342	6,310	-166	28,194
Assets	6,790	3,952	5,712	2,693	12,095	8,714	-134	39,823
Deposits	4,918	3,062	3,999	1,882	8,843	6,530	-34	29,200
Equity	736	401	734	586	1,575	861	-751	4,141
Interest Income	414	246	492	169	767	443	-2	2,529
Interest Expense	178	86	172	23	224	224	37	943
Interest Margin	237	160	320	145	543	220	-38	1,586
Total credit risk impairment loss, net	88	45	104	9	130	67	0	443
Net interest margin	148	115	216	137	413	153	-38	1,143
Net Fees and Other Income	142	45	154	65	462	87	15	971
Total operating income	290	160	370	202	875	240	-23	2,114
Operational Expenditures	191	123	227	90	571	158	-12	1,346
Net Income before taxes	100	37	143	113	304	82	-11	767
Taxes	14	6	34	35	87	6	0	181
Net Income	86	31	109	77	217	76	-11	586
NIM	5.4%	5.9%	8.7%	9.5%	7.4%	4.0%		6.3%
CoR	2.5%	2.0%	3.6%	0.7%	2.2%	1.4%		2.2%
Fee Income Ratio	36.7%	21.5%	32.0%	31.0%	44.1%	25.8%		36.8%
Efficiency	50.0%	59.8%	48.2%	42.5%	56.3%	51.5%		52.5%
Cost to Assets	3.8%	4.2%	5.5%	4.7%	6.4%	2.5%		4.6%
Effective tax rate	13.6%	15.6%	23.6%	31.2%	28.6%	7.4%		23.7%
ROAE	16.8%	12.1%	20.3%	17.6%	18.2%	12.5%		19.0%
ROAA	1.8%	1.2%	2.6%	4.0%	2.3%	1.2%		2.0%

**BAC International Bank Inc.** 

# Leading with Results: Financial Strength That Builds Trust

Financial results IIIQ 2025



