CORPORATE PRESENTATION

2024



**ATLANTICO** 

**BANCO MILLENNIUM ATLANTICO** 



## **Disclaimer**

This presentation includes forward-looking statements, which are opinions and expectations based on current circumstances and assumptions, rather than historical facts. These statements are based on the current expectations of the Board of Directors and are subject to uncertainties and changes in circumstances. These statement are not guarantees of future results or occurrences.

Current results, capital and other financial conditions may differ materially from those included in this presentation due to a variety of factors, made by or on behalf of Banco Millennium Atlântico, S.A., only as at the date such are made, and the Bank does not commit to update forward-looking statement to reflect the impact of circumstances or events that occur after the date they are made.

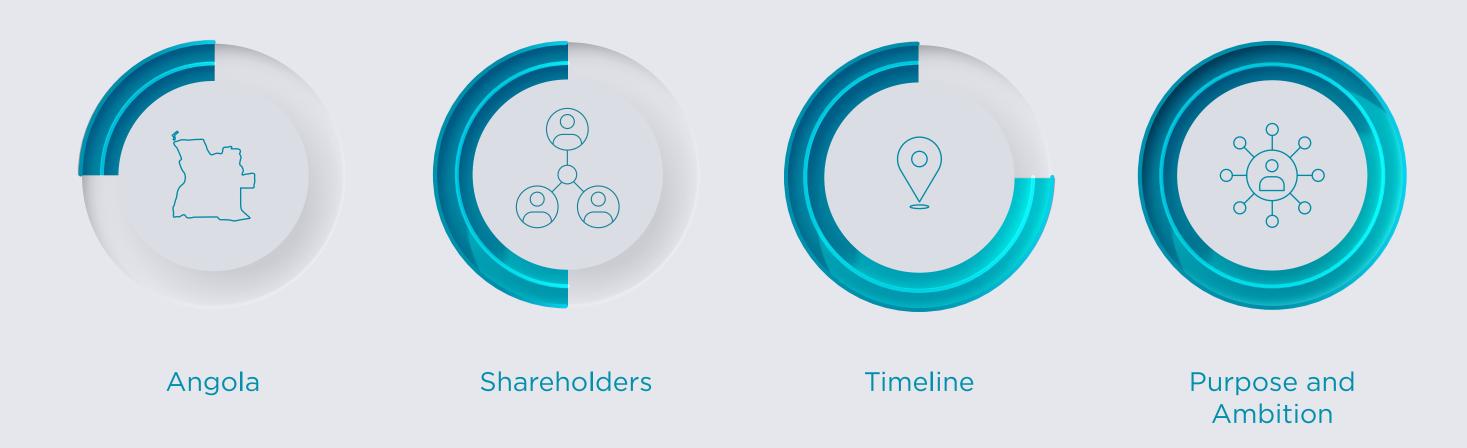
\*The indicators are presented as at December 31, 2023, with the exception of those that are duly marked.







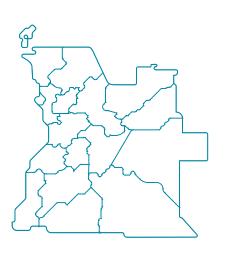
# **Schedule**







#### **MAP**



#### **GENERAL INFORMATION**

#### Official Name

Republic of Angola

#### Flag



Currency Kwanza (AOA)

#### Official language

Portuguese

#### **GEOGRAPHY & DEMOGRAPHY**

### Surface area (km)<sup>2</sup>

1.246.700 km

#### **Borders**

Republic of Congo, Democratic Republic of Congo, Zambia, Namibia and Atlantic Ocean

#### **Population**

34 million (25.75 people/km²)

#### **Median Age**

17,3 years

#### **Provinces**

18

### Capital

Luanda

#### **NATURAL RESOURCES**

#### Crude Oil **Natural Gas**

Diamonds

Phosphate

**Bituminous Substances** 

Iron

Copper

Magnesium

Gold

**Ornamental Stones** 

#### **POLITICS**

### Type of Government

**Presidential Republic** 

President

João Lourenço

#### **ECONOMY**

#### **Inflation Rate** 20,0%

**GDP per Capita (in USD)** 2550

#### **CHDI Country Classification:**

0,586

(Middle income country), PNUD

2021

#### Size of economy in Subsaharan Africa

Fifth biggest

#### Size of economy in SADC

Second largest economy after South Africa

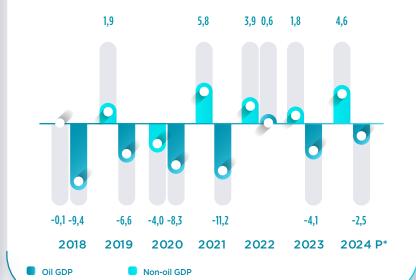
#### **ECONOMIC GROWTH (%)**

 ${\bf Economic\ growth\ is\ expected\ to\ recover}, with\ an\ estimated\ acceleration\ of\ 2.4\ percentage$ 



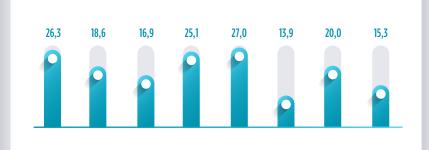
#### **GDP GROWTH (%)**

The growth of the non-oil sector may reflect the implementation of projects such as Diversifica Mais, which will be in place until 2029 and is financed by USD 300 million from the World Bank.



#### **INFLATION RATE (%)**

The inflation rate should slow down in 2024 to 15.3%, down from 20.01% in 2023. The slowdown in inflation may reflect the tightening of monetary policy and the moderate withdrawal of fuel subsidies.



2017 2018 2019 2020 2021 2022 2023 2024 F\*

\*E (Estimate)

### \*F (Forecast)

Source: INE, Minfin, \*SB 2024, BNA, IMF\*







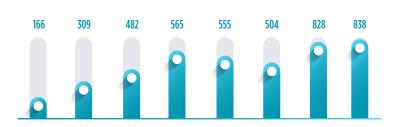




# **Angola**

#### **EXCHANGE RATE (USD/AOA)**

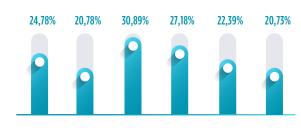
The exchange rate depreciated significantly in 2023, reflecting the reduction in the supply of foreign currency on the foreign exchange market compared to the previous year. For 2024, the outlook for depreciation remains moderate compared to the depreciation of



2017 2018 2019 2020 2021 2022 2023 2024 E\*

#### **TRADE BALANCE (% GDP)**

Trade balance is expected to remain positive in 2024, but its weight in the GDP may moderate. The performance fundamentally reflects the reduction in oil exports, in line with the reduction in oil production in Angola.



2019 2020 2021 2022 2023 2024 E\*

#### **CURRENT ACCOUNT (%GDP)**

The current account balance may moderate slightly, pressured by the reduction in oil exports and the continued need for imports.



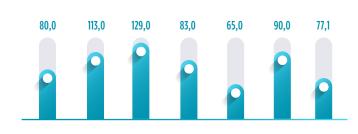
#### FISCAL BALANCE (% GDP)

The fiscal balance could improve slightly in 2024, reversing the negative performance estimated for 2023, standing at 0.02% of GDP, in line with the commitment to improve spending and moderate revenue.



#### **GOVERNMENT DEBT (% GDP)**

Nominal GDP growth should help reduce the debt ratio to levels close to 70% of GDP this



2018 2019 2020 2021 2022 2023F\* 2024\*

#### **ANGOLA RATING**

The main rating agencies maintained the country's rating, but downgraded the outlook from positive to stable, as a result of the expectation of moderation in oil tax revenues and uncertainty about economic growth in 2023.

Agency	Rating	Outlook	Date
Moody's	В3	Positive	24/10/2023
Fitch	B-	Stable	15/12/2023
S&P	B-	Stable	18/08/2023

#### \*E (Estimate)

#### \*F (Forecast)

Source: BNA, IMF, SB 2024, EIU, UGD, Tradingeconomics | amounts in AOA billion











# **Banking sector**



Banks



1845

Service points



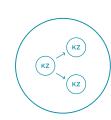
**32%** 

Adult population with access to the banking system



46%

concentration (top 4 private banks)



**38%** 

**Turnover Ratio** 



21%

Bad debt overdue loans



Credit to the economy

#### **BANK ASSETS**

Total assets increased by 18.60%, influenced by the impact of exchange rate depreciation on the foreign currency components of assets.



#### **BANK DEPOSITS**

Total deposits in the system recorded a variation, growing by 30.01% to AOA 18,111.63 billion, of which 43.86% were demand deposits.



#### **CREDIT (% OF ASSETS)**

The weight of credit over total assets increased as a result of loans growing more than total assets.



#### **DEBT SECURITIES (% OF ASSETS)**

The proportion of debt securities in the composition of assets was once again above 30%, in line with the outlook for higher returns on Government Securities.



Source: BNA, Amounts in AOA billion











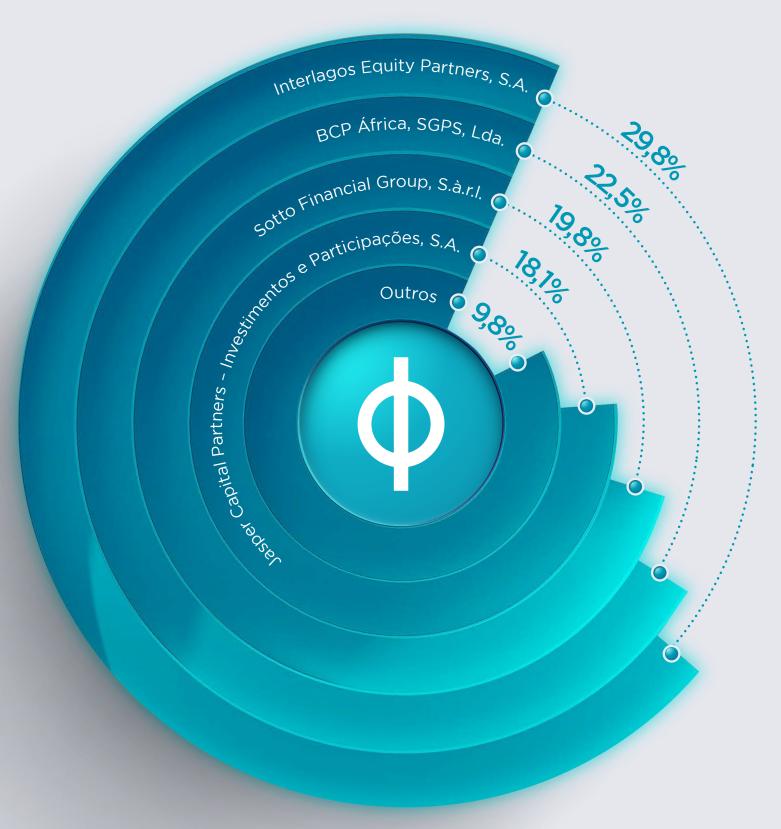
## Institutional

ATLANTICO was established on August 31, 2006, and began operations in November of the same year, as a banking institution under Angolan law, regulated by Banco Nacional de Angola. On May 3, 2016, Banco Millennium Angola was merged into ATLANTICO as a result of a merger process. This operation allowed the integration of the operations of both banks, which had more than 20 years of experience and had been acting as partners since 2008, as the result of the cross-holdings between the two banks. Through the merger process, ATLANTICO has strengthened its universal nature and reinforced its position in the Angolan banking market. It is now one of the top 5 largest banks and one of the main private banks in financing Angolan Companies and Families, a promoter of digital innovation and focused on financial inclusion, the creation of an ecosystem of partnerships, including with international counterparts, and the promotion of a more sustainable business environment.

### **Shareholder Structure**

Banco Millennium Atlântico, S.A. Is mainly owned by private Angolan shareholders. As at December 31, 2023, ATLANTICO had the following shareholder structure:

Promoter of digital innovation and focused on financial inclusion, the creation of an ecosystem of partnerships, including with international counterparts, and the promotion of a more sustainable business environment.









### **Timeline**



2006 Founding of Banco Privado **Atlântico** 



2009 Launch of LOGOS project.



2012

**Expansion of the branch network** ensuring presence in all 18 provinces of Angola.

ATLANTICO was recognized as **Best Investment Bank** in Angola by World Finance, for the first time.



#### 2013

First edition of **ATLANTICO Meetings** in Washington - IMF

World Bank Annual Meetings.

First edition of the festival Sons do Atlântico in the Luanda Bay with local and international artists.



2016

**Merger of ATLANTICO and Millennium Angola,** bringing together 20 years experience: Banco Millennium Atlântico, S.A.

First merger in the Angolan financial sector.

 $+ M = \Phi$  ATLANTICO **Bancassurance Partnership** FORTALEZA



#### 2017

Opening of the 1st Digital **Service Point** in Angola.

Launch of onboarding digital innovative solution.



#### 2018

**Launch of Disruption Lab,** promoter of an entrepreneurial and innovative ecosystem.



Approval of finance facilities with IFC and Commerzbank.





#### 2019

Foundation ATLANTICO mandated to implement **ATLANTICO's Social Transformation Strategy.** 

Launch of mobile banking plaform for conventional mobile phones (\*400#).



#### 2020

**Expansion of deposit machine network** to all provinces, enabling Customers to make deposits autonomously.

Banco Millennium Atlântico in cooperation with Hemera Capital Partners and the Disruption Lab launched an **Entrepreneurs** Impact and Transformation social investment fund, targeted at **SMEs,** with a minimum commitment of AOA 3,075,000,000.00

**DUNL** 

**Approval of Financial Guarantee Facility line** with African Guarantee Fund bank.





#### 2021

Launch of bank agents, enabling capillarity and a better service experience to customers, and providing greater financial inclusion.

**Launch of inclusion** account opening service through the \*400# Agiliza platform.



Launch of 1st Cash deposit machine in Angola.

Launch of two new "ATLANTICO 24 HORAS" spaces, in order to provide greater autonomy, availability and proximity to Customers, through direct access, 24/7, with equipment that makes available the main banking products and services and, in this way, increasingly improve their experience.



#### 2023

Launch of the "First ATLANTICO Card Issuing Machine" on the Angolan market. A self-service solution that allows Multicaixa Debit Cards to be issued in a practical, agile, secure and highly available way to ATLANTICO Customers,

24 hours a day, 7 days a week.











# **Strategy**













# **Strategic indicators**







Talent, our main asset



1,496



93% High potential talent



**56%** Talents with career progression





**Customers** with value



3.1 million Customers



Personalized digital

+25 thousand
Digital Prestige Customers



**0.2**Complaints per

1000 Customers









3,854 Service 91 Branches (68% in 24/7) 51 Personalized management centers



**3,708** Points of sale of bank agents



**32%** Clientes activos digitais

milhões de utilizadores de canais digitais

+661 mil aberturas de milhões de utilizadores \*400# Agiliza



62% digitals

53% selfbanking









Net profit AOA 9.1 billion



Operating costs to total assets



Own Capital AOA 212 billion

Regulatory solvency ratio 18.4%



**ESG** 





+52 thousand



27 opportunities for internal control report enhancement













## An experience of excellence

The focus on the development of People, the Bank's greatest asset, is a cornerstone of ATLANTICO. In the strategic vision for 2024, this pillar will be reinforced by ATLANTICO's ambition to be an organization that continues to recognize and empower its Talents, providing them with an experience of excellence. A set of well-potentiating and motivated Talents will be a guarantee of higher value deliveries, one of the critical success factors for ATLANTICO, also making it a bank that provides an experience of excellence to Customers. Thus, Talent and Customer satisfaction will

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### An organization that empowers Talent

### Provide an excellent customer experience













# Using technology to better serve

ATLANTICO's focus on developing innovative digital solutions and the use of information has significantly enhanced customer experience.

### **Customer Experience vs. Digital Innovation**



**DIGITAL BRANCH** 



**BANK AGENTS** 



**INCLUSION ACCOUNT OPENING** 



**MOBILE BANKING** CONVENTIONAL **MOBILE PHONES** 



**DIGITAL CREDIT** 



**DIGITAL ONBOARDING** 



100% DIGITAL **ACCOUNT OPENING** 





**DIRECT DEPOSIT MACHINE** 



**KITADI** 



HIGH **AVAILABILITY** 



**PERSONAL INTERNATIONAL PAYMENT ORDERS ATLANTICO DIRECTO** 



**PRESTIGE DIGITAL** 



**DIGITAL ASSISTANT** 



**DISRUPTION LAB** 



NEW 24H ATLANTIC **SELFBANKING** 



**MACHINE** 

4.5 Complaints/1,000 customers (Dec 2017)

**Customer Experience** 

**0.2 Complaints/**1,000 customers (Dec 2023)



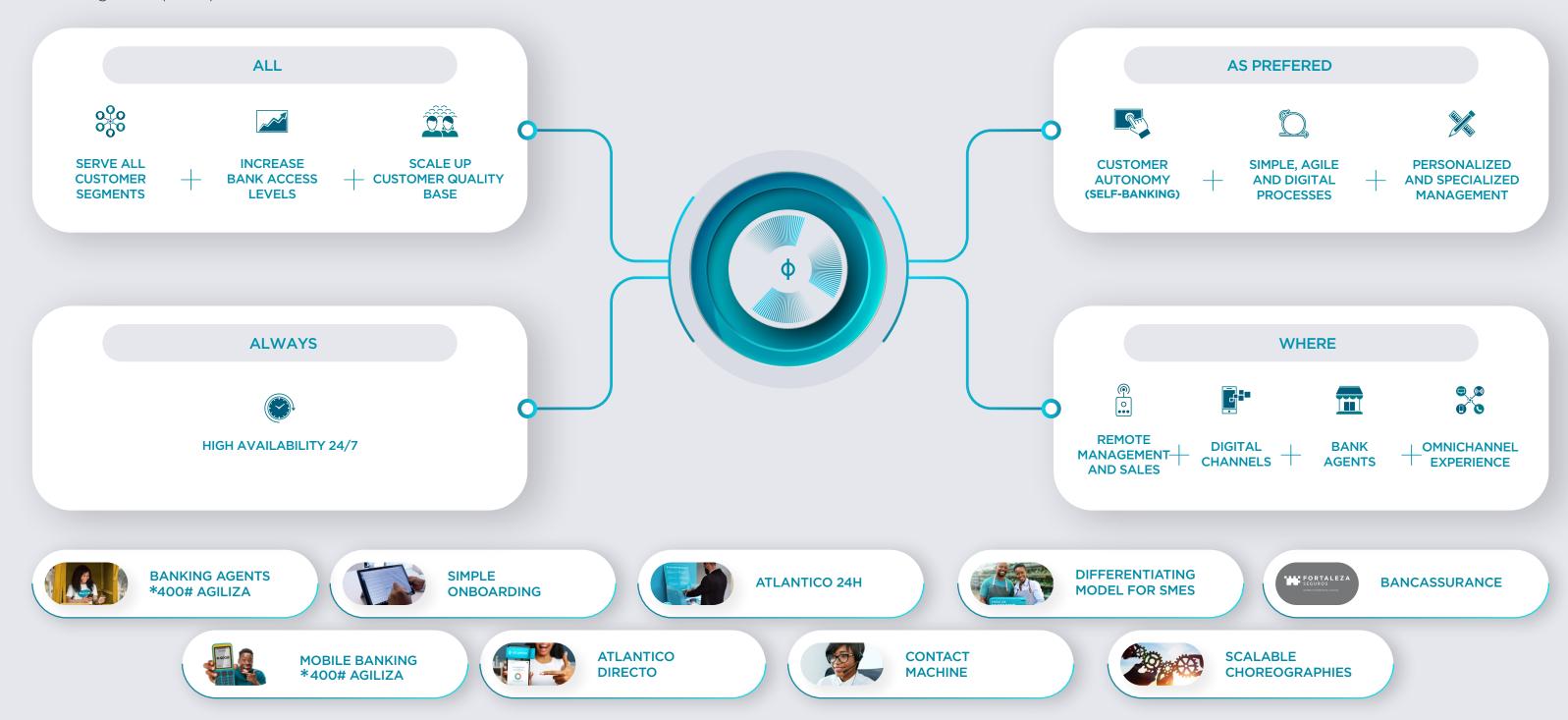






## Scalable business model

ATLANTICO is committed to a scalable business model, which allows it to provide its Customers with an excellent banking experience. Its business model is based on the following basic principles:







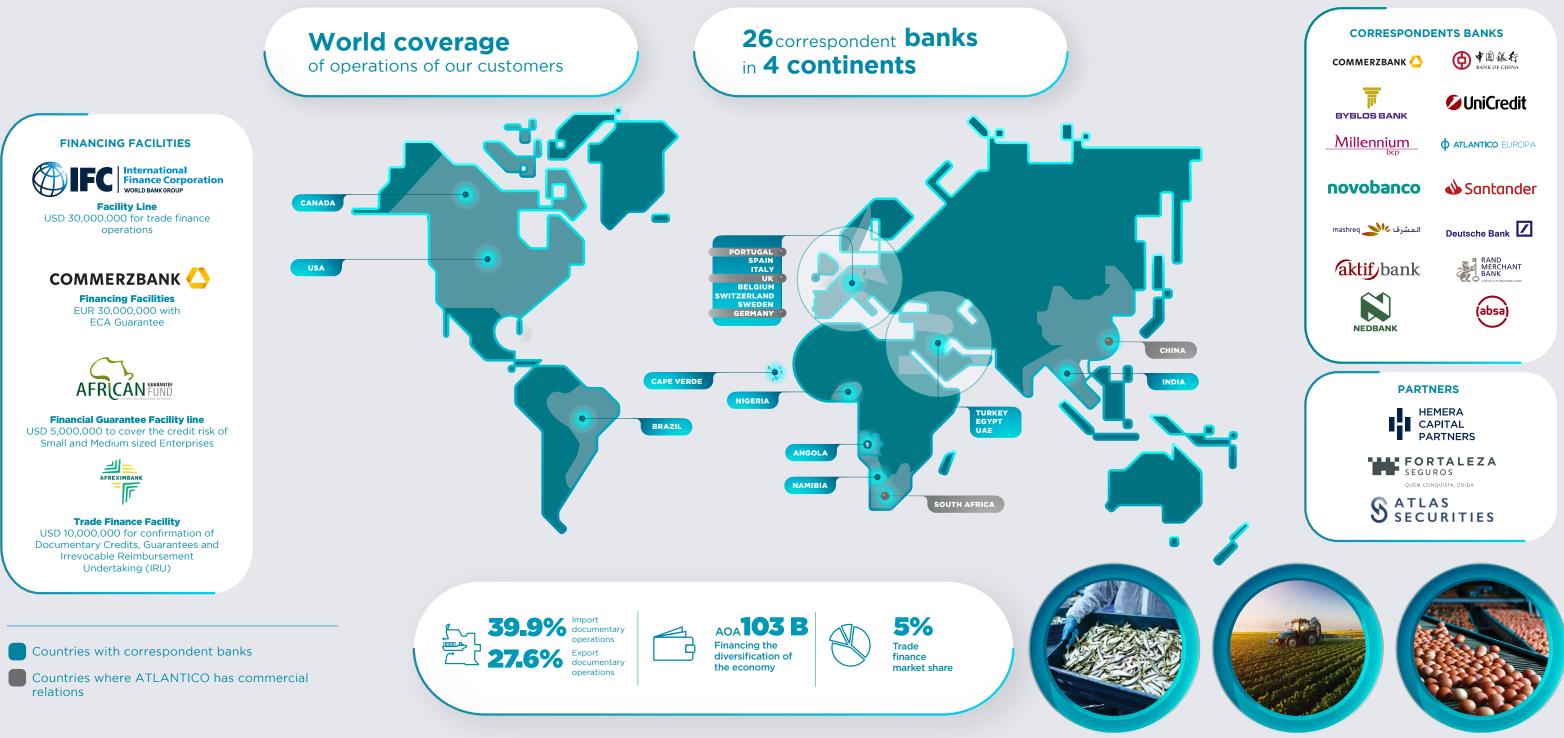






# **Partnerships ecosystem**

ATLANTICO is positioned as a reference partner in investment to and from Angola, seeking to develop an ecosystem of partnerships that will allow it to continue to support Angola's affirmation in the world and the diversification of the Angolan economy, consolidating its role as one of the main private banks in financing the economy.







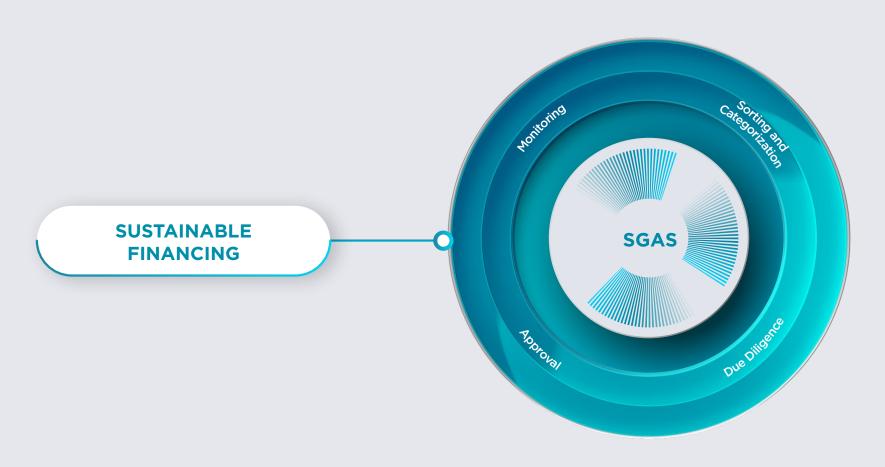


# **ESG | Environmental, Social and Governance**

### **Environmental sustainability**

ATLANTICO believes that an excellent environmental performance is a distinguishing factor and a fundamental prerequisite for sustainable development.

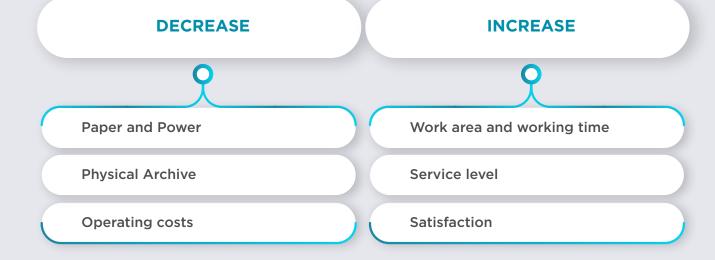
In this sense, it has been working continuously in the implementation of the Environmental and Social Management System (SGAS) policy, to provide the proper support to sustainability projects, environmental balance and social impact, as well as to contribute to the prevention of accidents along the way that could negatively influence the materialization of projects, maintaining the international socio-environmental standard (Equator Principles).



The commitment to sustainability, based on digital transformation and a culture of efficiency, has allowed us to reach important milestones in optimizing consumption, resulting in significant economic, sustainability, and productivity gains.













# **ESG** | Social

### Focus on social transformation

Social transformation is a founding pillar of ATLANTICO, and sharing the results of its activities with the communities it serves, leaving a significant impact on society.

As part of this strategy, ATLANTICO aims to impact communities not only through financial contributions but also through knowledge sharing and financial inclusion. The goal is to achieve high levels of bank access and transactional capability through \*400# Agiliza.

#### STRATEGY FOR SOCIAL TRANSFORMATION





**KNOWLEDGE** 











**HEALTH AND WELLBEING** 











#### **OBJECTIVE**

- 1. Teachers: provide teachers with the training they need to deliver quality teaching that contributes to the holistic
- 2. School Managers: provide principals with training to promote efficient management of resources.
- 3. Infrastructures: help improve and maintain the infrastructures that are essential for the proper functioning of the schools that are part of the project.
- 4. Students: promote student-centered learning, supporting the formation of students who are protagonists and agents of transformation towards global citizenship.









### **ENTREPRENEURSHIP | DOMBE 4.0**

#### **OBJECTIVE**

- Enhance models of inclusive development based on rural property
- Support rural households through training programs
- Technical assistance and agricultural management
- Promote production and the rural community in the formal market
- Attract young Angolans to the primary sectors

#### **SCOPE OF ACTION**

- Farming families in Dombe Grande commune, Benguela province.
- The aim is to replicate the model in other regions of the country.









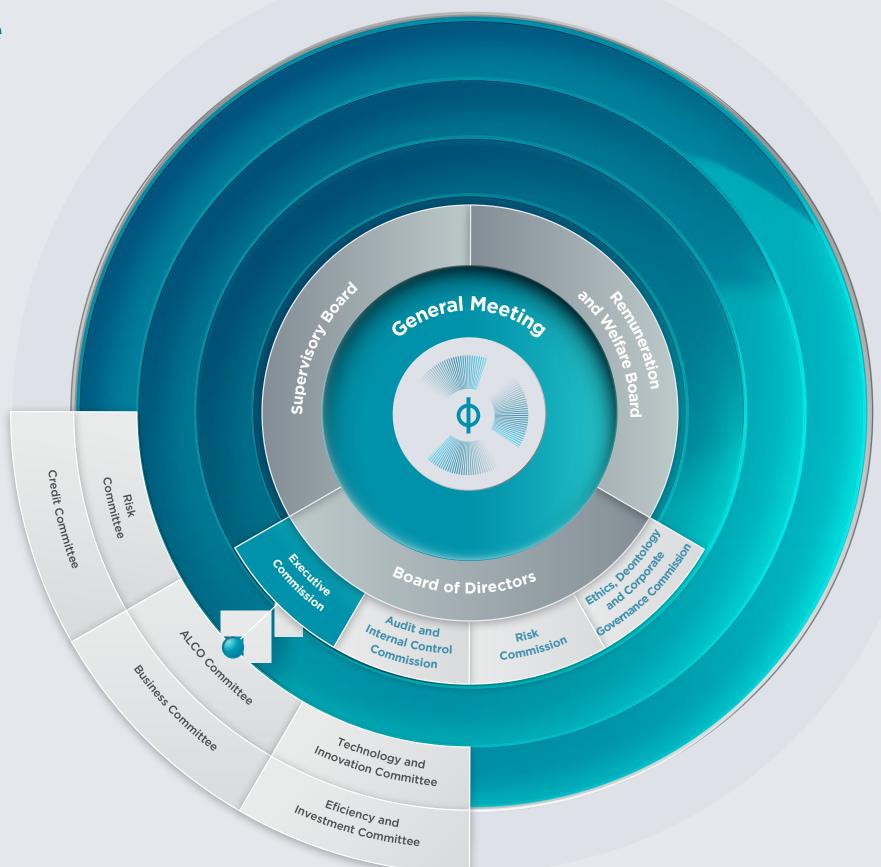






# **ESG | Governance**

**Government Model** 











# **Resilience** | Risk culture

### **Cyber risk**

As part of its strategy and in line with regulations, ATLANTICO, has been working on the implementation of best market practices for the systematization of control objectives within the global operational risk management matrix, aimed at ensuring that systems, data and customers are protected from the growing risk and scale and sophistication of cyber attacks.

ATLANTICO increasingly relies on automation and machine learning technologies for event analysis to cope with ever-changing threat scenarios. The approach adopted to mitigate cyber risks comprises strongly Talent-focused procedural, technological and organizational controls.

ATLANTICO's focus on systemic risk has been on building better cyber preparedness and resilience, mitigating points of failure, and ultimately minimizing the negative effects stemming from cyber offensives that could jeopardize the Bank and the ecosystem to which it belongs.

- New policies, processes, manual and rules approved and implemented.
- Identification of cyber risks that can affect ATLANTICO business objectives. Attack simulation
- Campaigns sent to employees and awareness campaigns.



### **Compliance**

"Use of international best practices for the prevention and identification of money laundering, terrorist financing and weapons of mass destruction proliferation practices."

The compliance activities focus on the promotion, definition, approval and implementation of policies and processes aimed at ensuring that management bodies, functional structures and all Employees comply with the legislation, rules and regulations (internal and external) that guide the Bank's activities.

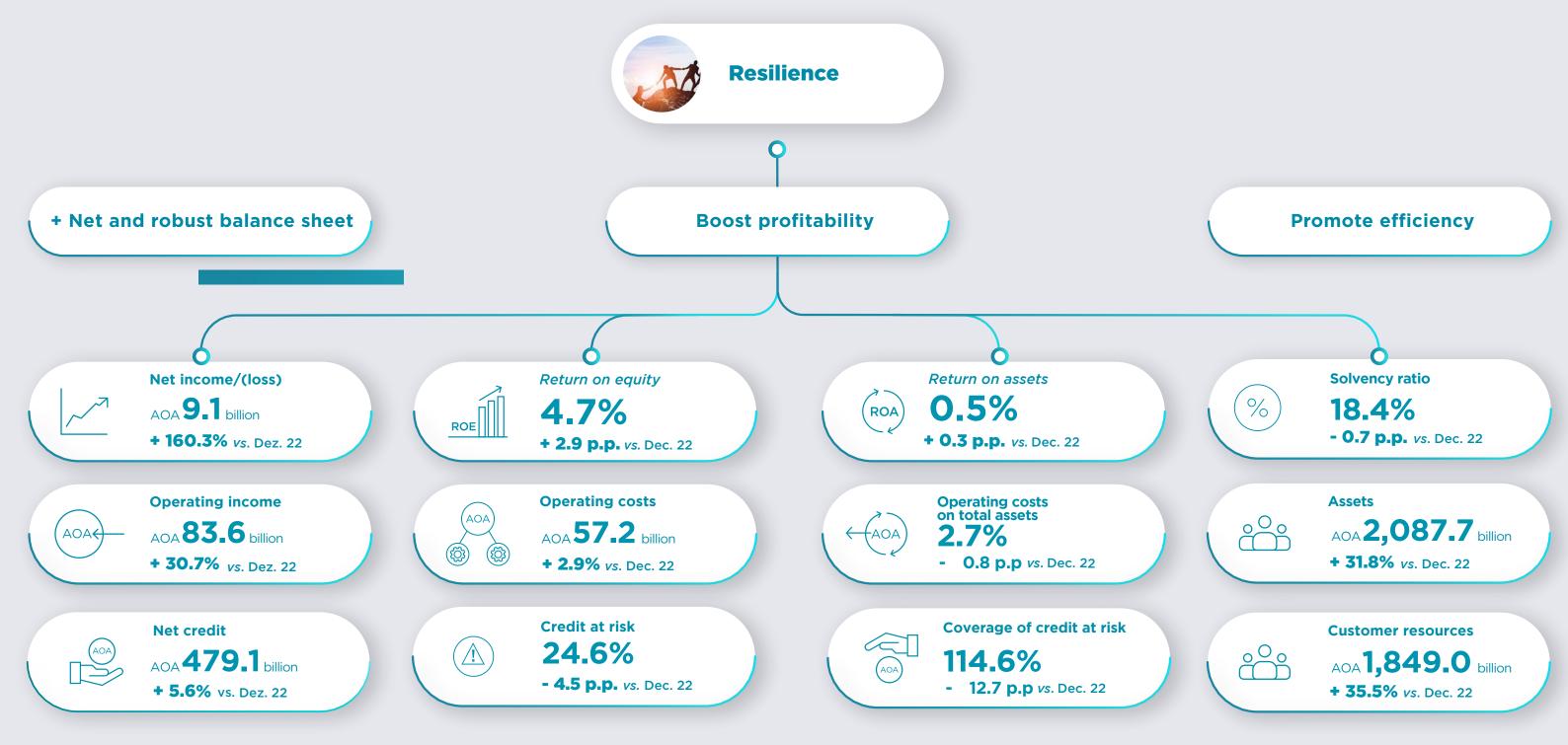
- Use of internationally recognized best practices, the Angolan laws, and cooperation policies with regulatory entities in charge of combating this type of practices.
- Prevention approach to this type of practice, covering the Bank's Customers, correspondent banks and transactions. Based on the assessment of Customer characteristics obtained during Know your Customer (KYC) processes and transactional profile during the course of the business relationship.
- Automatic screening systems of the Customer database against Sanctions and PEP lists using the following AML software: AML by ASSECO, FircoTrust, FircoContinuity.







# **Resilience | Solid financial structure**







# **Annexes** (1/2)

Income Statement	December 20	December 2022
		Amounts in AOA million
Net interest income	16,328	32,454
Complementary Margin	67,309	31,516
Banking income	83,637	63,970
Operating costs	(57,189)	(55,567)
Operating income	26,451	8,404
Provisions and impairments	(17,252)	(5,238)
Taxes	(93)	333
Net income	9,106	3,498









# **Annexes** (2/2)

Principais Indicadores	December 2023	December 2022
		Amounts in AOA million
Operating costs   Assets (%)	2.7%	3.4%
NIM (%)	1.6%	4.0%
ROE (%)	4.7%	1.9%
ROA (%)	0.5%	0.2%
Transformation ratio (%)	36.2%	44.7%
Overdue credit ratio (%)	21.4%	15.3%
Credit at risk (%)	24.6%	20.1%
Overdue credit coverage ratio (%)	132.0%	167,2%
Credit at risk coverage ratio (%)	114.6%	127,4%
Cost of risk (p.b.)	153.4	49,0
Solvency ratio (%)	18.4%	19,1%









### **INVESTOR RELATIONS**

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