CORPORATE PRESENTATION

2025



Φ ATLANTICO





### **Disclaimer**

This presentation contains forward-looking statement. Forward-looking statements are statements that are not historical facts. They include statement on our opinions and expectations and the underlying assumptions. 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<sup>st</sup> 2022, with the exception of those that are duly marked.









# **Schedule**



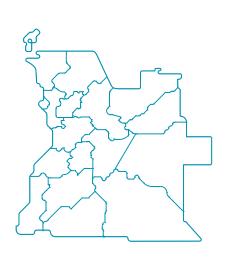








### MAP



#### **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<sup>2</sup>

#### **Borders**

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

#### **Population**

34 million (25.75 people/km)<sup>2</sup>

#### **Mean 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** 19.5%

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

### **CHDI Country Classification:**

0.586

(Middle income country), **PNUD 2021** 

Size of economy in **Sub-Saharan Africa** 

Third biggest

Size of economy in SADC

Third biggest followed by Nigeria and South Africa

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

The economic growth rate is expected to remain resilient, and is estimated to accelerate by 0.6 p.p. to 3.3% in 2023. Performance will be driven by accelerating growth in the non-oil sector.



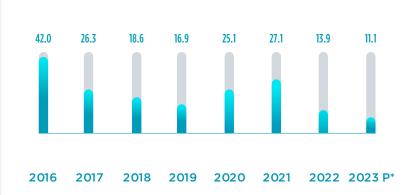
#### **GDP GROWTH (%)**

The growth of the non-oil sector should be driven by the materialization of several programs, with emphasis on the Programa de Investimento Privado (PIP), Planagrão (valued at AOA 2.852 billion), Planapesca and Planapecuaria (valued at AOA 135 billion



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

The inflation rate is expected to continue its deceleration process in 2023, to 11.1%, compared to 13.9% in 2022. The deceleration of prices reflected, essentially, the moderation in the increase of food prices, much due to the implementation of the Strategic Food Reserve.



\*E (Estimation)

\*P (Prevision)

Source: INE, Minfin, \*OGE 2023, BNA, FMI\*











## **Angola**

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

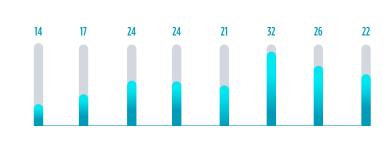
The exchange rate appreciated for the second consecutive year in 2022, benefiting from the favourable performance of the international crude oil price. Meanwhile, the correction in the price of crude oil could contribute to the depreciation of the national currency in



2016 2017 2018 2019 2020 2021 2022 2023 P\*

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

Trade balance is expected to remain positive in 2023, despite the moderation of the weight on GDP. The performance primarily reflects the moderation of the trade balance, in line with the reduction in oil prices that will impact total exports.



2016 2017 2018 2019 2020 2021 2022E\* 2023 P\*

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

Current Account balance may decelerate for the second year in a row in 2023, which may reflect moderation in oil exports and continued imports of services.



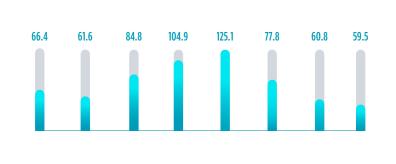
#### **FISCAL BALANCE (% GDP)**

The fiscal balance is expected to maintain surplus in 2023 for the third year in a row.



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

The public debt management strategy is expected to continue in 2023, with the public debt-to-GDP ratio remaining below 60%.



2016 2017 2018 2019 2020 2021 2022E\* 2023 P\*

#### **ANGOLA RATING**

The main rating agencies maintained the country's rating, but improved the outlook from stable to positive, benefiting from optimism surrounding the country's economic growth and higher than estimated oil revenue collections.

Agency	Rating	Outlook	Data	
Moody's	В3	Positive	20/10/2022	
Fitch	B-	Positive	15/07/2022	
S&P	B-	Stable	04/02/2022	

\*E (Estimation)

\*P (Prevision)

Source: BNA, \*FMI, OGE 2023, TRADINGECONOMICS | amounts in AOA billion











# **Banking sector**



Banks



1,685

Service points



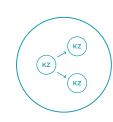
49%

Adult population banking



46%

concentration (top 4 private banks)



**38%** 

Turnover Ratio



21%

Bad debt overdue loans

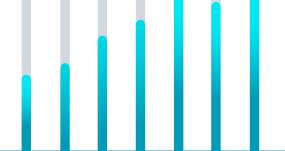


Credit to the economy

#### **ASSETS**

Total assets recovered slightly, growing 0.6%, in 2022, driven by the increase in Deposits with financial institutions (12.4%) and Other assets (1.6%).

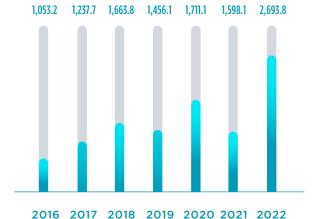




2016 2017 2018 2019 2020 2021 2022

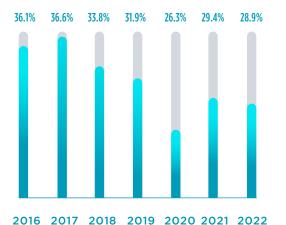
#### **OWN FUNDS**

Own Funds increased significantly in 2022, growing 68.6% to AOA 2,693.84 billion.



#### **CREDIT**

The weight of credit over total assets decreased slightly, much because of the reduction in Loans (1.3%), coupled with the increase in total assets.



#### **DEPOSITS**

Total deposits in the system recorded a slight variation, growing 0.6% to AOA 13,930.45 billion, of which 40% were term deposits.



Source: BNA, Amounts in AOA billion











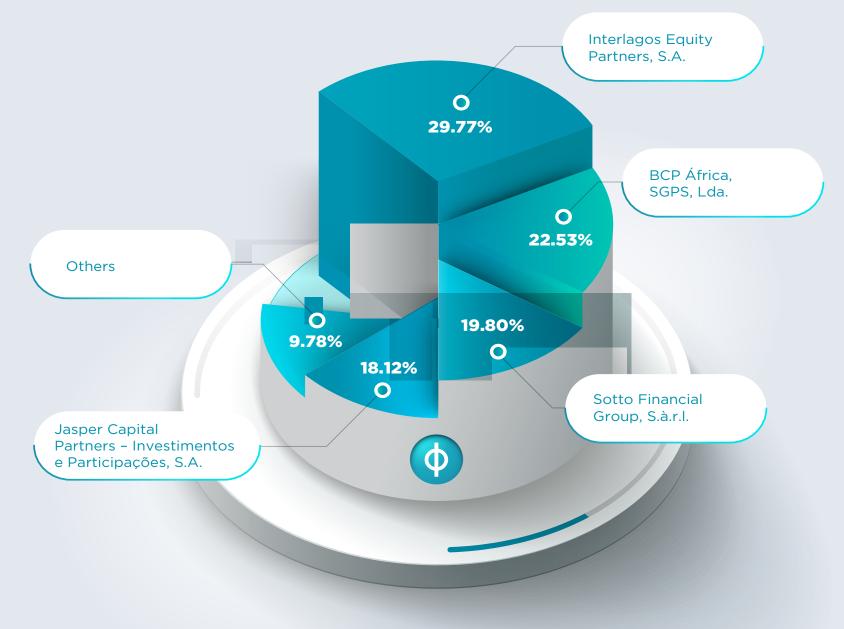
### Institucional

ATLANTICO was established on 31 August 2006, and began operations in November of the same year, as a banking institution under Angolan law, regulated by Banco Nacional de Angola. On 3 May 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.

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 31 December 2021, ATLANTICO had the following shareholder structure:







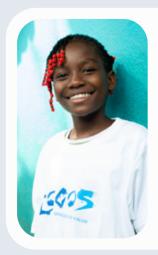




### **Timeline**



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 Awarded 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 Sons do Atlântico festival in the Luanda Bay with local and international artistes.



2016

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

First merger in the Angolan financial sector.







#### 2017

Opening of 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 financial lines with IFC and Commerzbank.



Launch of 1st Direct deposit machine in Angola.



#### 2019

Founding of ATLANTICO with the mandate to implement the **ATLANTICO Social Transformation** Strategy.

Launch of mobile banking platform 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



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





#### 2021

Launch of bank agents,

conferring capillarity and a better service experience to customers, and providing greater financial inclusion.

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



#### 2022

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











## **Strategy**











# **Strategic indicators**





Talent, our main Asset







**27**% development





Customers with value





Digital personalized



O Complaints per

1000 Customers



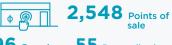








Using technology to better serve



96 Branches (64% em 24/7) 55 Personalized management centre

2,401 Bank Agents



1.9 million digital channel users

**51%** Digital active Customers



Core processes 62% digital

40% self-banking



Resilience



3.5 AOA billion



Operating costs on total assets



Own Capital 190 AOA billion



**ESG** 



**63**%





45 oportunities to improve the internal control report













## An experience of excellence

The focus on the development of People, the Bank's greatest asset, is a founding pillar of ATLANTICO. In the strategic vision for 2024, this pillar will be reinforced by ATLANTICO's ambition to be an organization that continues to recognise and leverage 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 be the key indicators for measuring the success of ATLANTICO's performance, with People remaining a critical factor of differentiation, which increases the quality of the service, reinforcing the ambition of being a benchmark Institution and which, through its activity, transforms lives and contributes to the construction of an increasingly better future.







Career development



Provide an excellent costumer experience



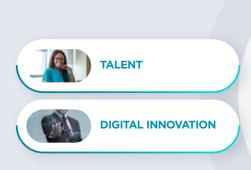
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### An organization that empowers Talent





















# Using technology to better serve

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







**BANKING AGENTS** 



INCLUSION ACCOUNT OPENING



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



**DIGITAL CREDIT** 



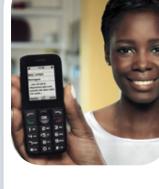
**DIGITAL ONBOARDING** 



100% DIGITAL **ACCOUNT OPENING** 



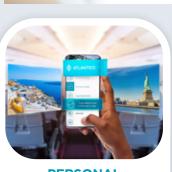




**KITADI** 



**HIGH AVAILABILITY** 



**PERSONAL INTERNATIONAL PAYMENT ORDERS** ATLANTICO DIRECTO



**PRESTIGE DIGITAL** 



iOLA DIGITAL ASSISTANT



**DISRUPTION LAB** 



ATLANTICO 24H SELF-BANKING SPACES

**Digital Innovation** 



0.3

(2022)

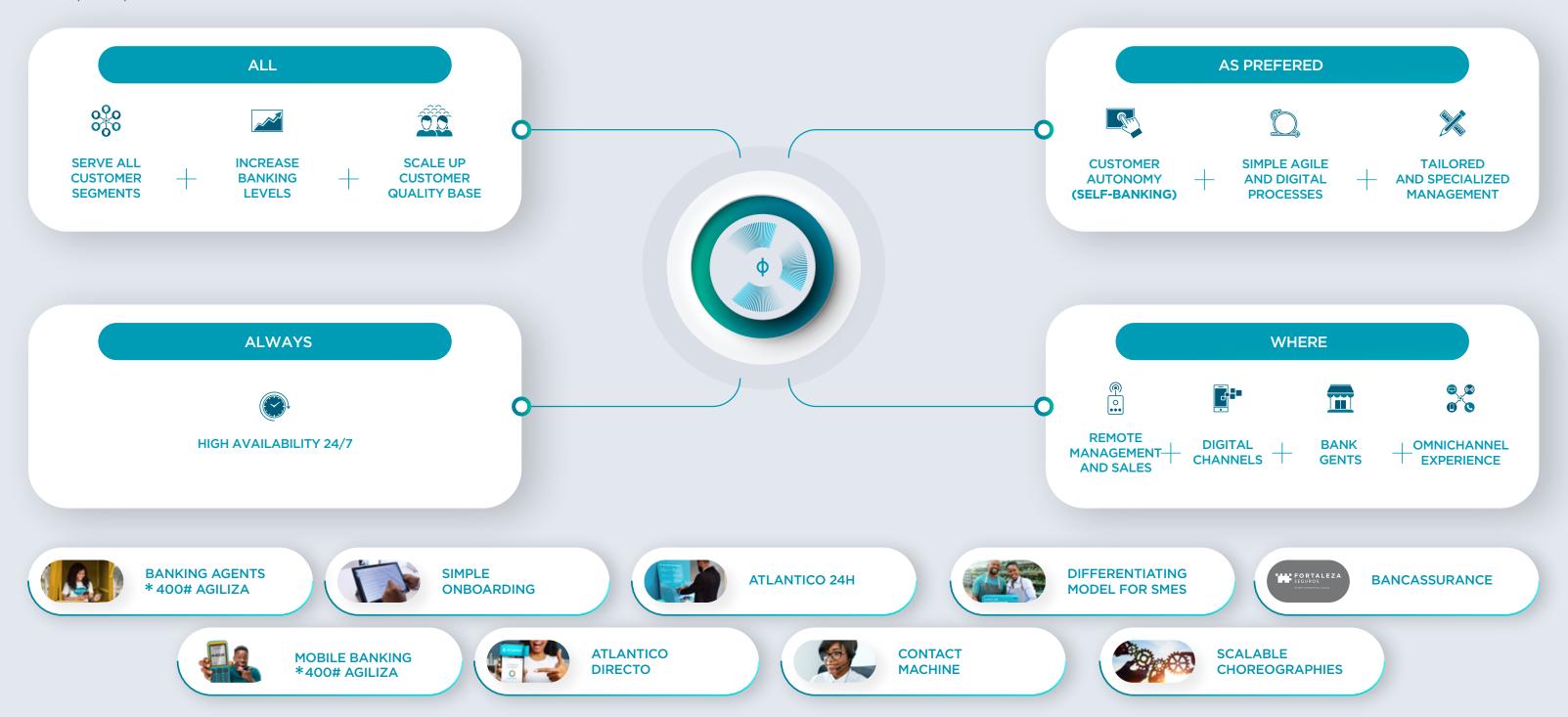






### Scalable business model

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:







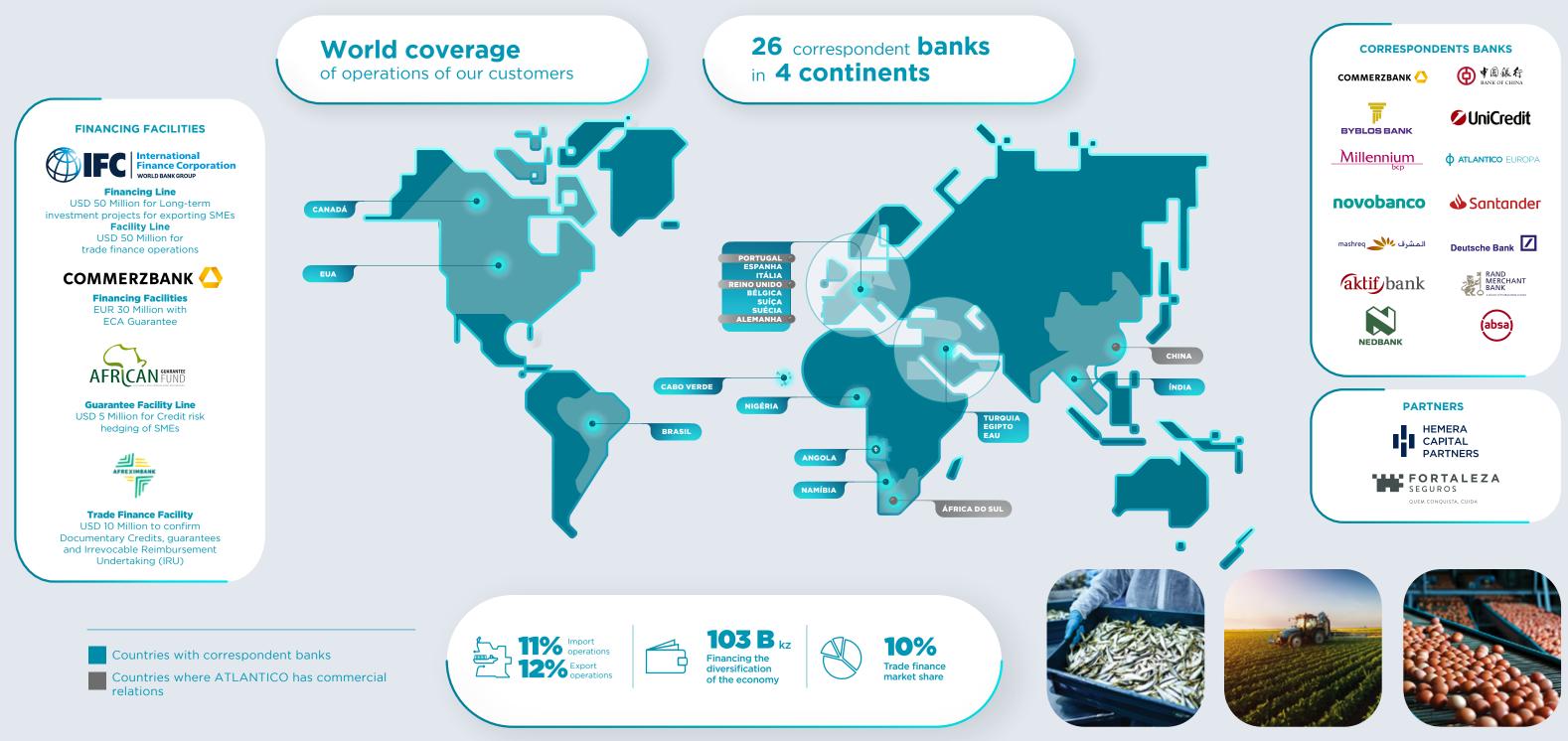






### Partnerships ecosystem

ATLANTICO is positioned as a partner of reference in investment from and to Angola, seeking to develop a partner ecosystem that will enable it to continue to support the affirmation of Angola in the world as well as the diversification of the Angolan economy, thus consolidating its role as one of the leading private banks in the financing of the economy.







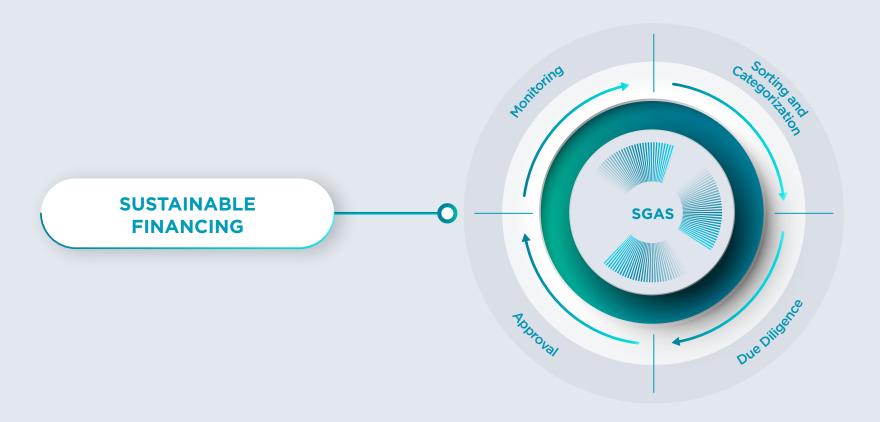


## **ESG | Environmental, Social and Governance**

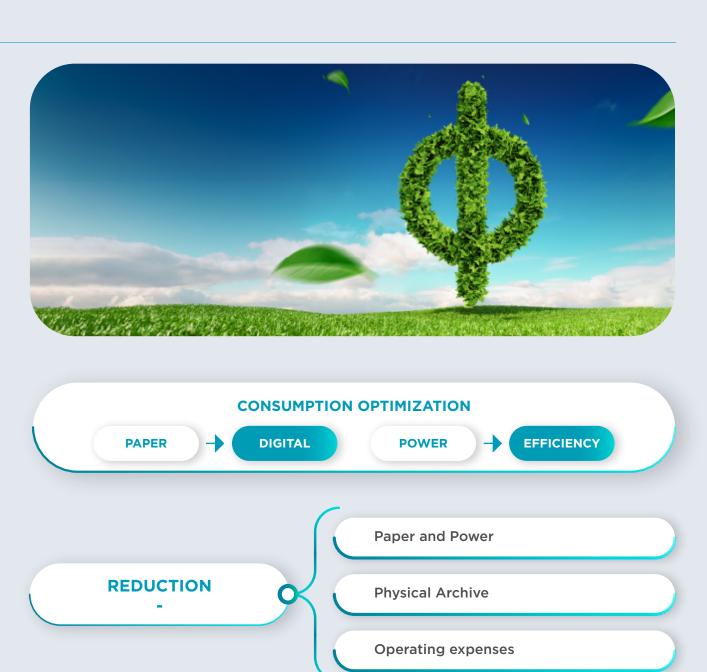
### Sustainable environment

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.



Work area and working time

**INCREASE** 

Satisfaction

Service level









# **ESG** | Social

### Focus on social transformation

Social Transformation is a foundational pillar of ATLANTICO, with the sharing of the results of its activity with the Community in which it operates in its DNA, leaving a relevant mark on society.

Under this strategy, ATLANTICO aims to impact on communities far beyond financial contributions, but equally through knowledge sharing and financial inclusion, targeting high levels of banking and transactionality, through \*400# Agiliza. \*400# Agiliza.

#### STRATEGY FOR SOCIAL TRANSFORMATION











**ENTREPRENEURSHIP** 





**HEALTH AND WELL-BEING** 











### CONHECIMENTO | TUNIDOS



#### **OBJECTIVE**

- 1. Teachers: train teachers so they can provide quality teaching that contributes to the integral development of
- **School Managers:** train school managers to promote the efficient management of resources
- Infrastructures: help improve and maintain key infrastructures for the proper functioning of the schools involved in the
- 4. Students: promotion of Student-centred learning, supporting the training of students as agents of transformation towards global citizenship

#### **SCOPE OF ACTION**







**IMPACT** 













# SEIVA

### **ENTREPRENEURSHIP | DOMBE 4.0**

#### **OBJECTIVE**

- Enhance models of inclusive development based on rural property
- Supporting rural households through training programmes
- Technical assistance and agricultural management
- Promoting production and the rural community in the formal market
- Attracting young Angolans to the primary sectors

#### **SCOPE OF ACTION**

- Rural households in Dombe Grande Commune, Benguela province.
- The aim is to replicate the model to other regions of the country.



**IMPACT** 

















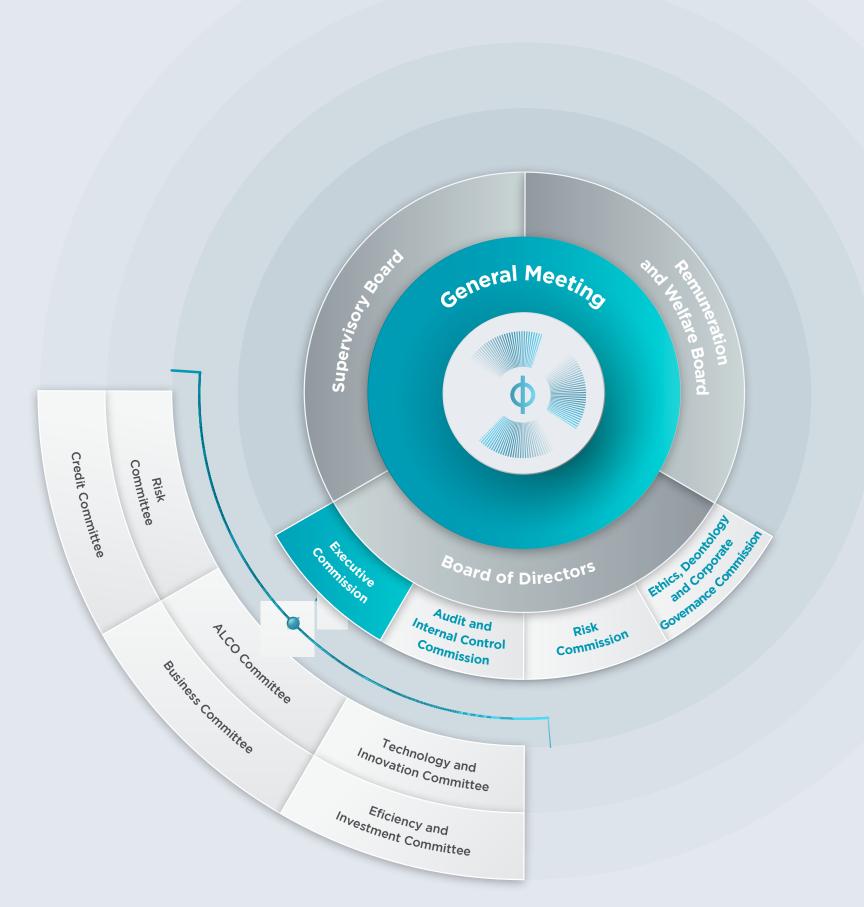






# **ESG | Governance**

**Governance 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 systematisation 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.

- (a) New policies, processes, manual and rules approved and implemented.
- (Q) 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.

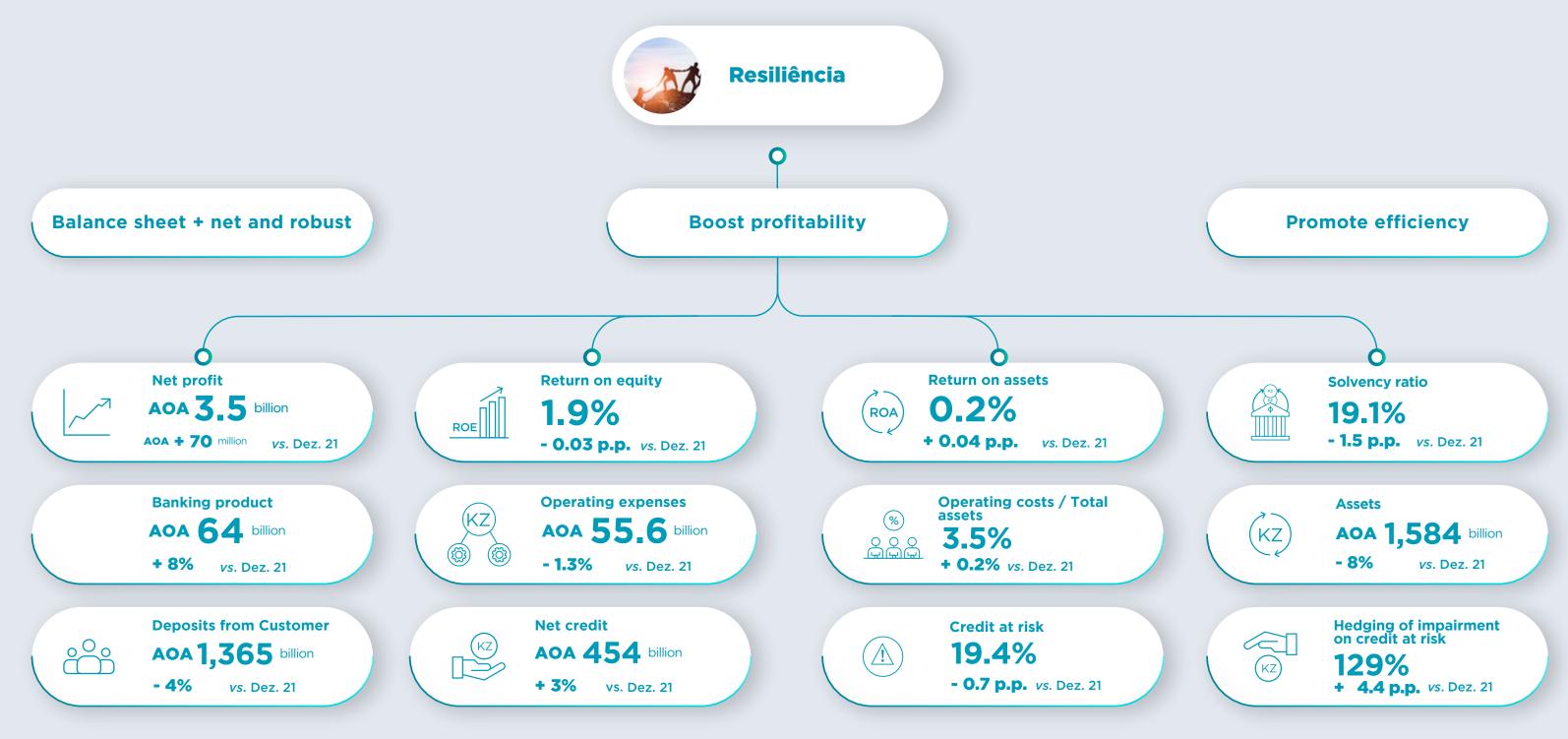
- Use of internationally recognized best practices, the Angolan laws, and cooperation policies with regulatory entities in charge of combating this type of practices.
- Approach of prevention of this type of practice, covering the Bank's Customers, correspondent banks and transactions. Based on the assessment 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	2022 December	2021
			AOA Millio
Net interest income	32,454	20,024	
Complementary margin	31,516	39,207	
Operating income	63,970	59,231	
Operating costs	(55,567)	(56,273)	
Operating income	8,404	2,958	
Provisions and impairments	(5,238)	494	
Taxes	333	(23)	
Net profit	3,498	3,428	







# **Annexes** (2/2)

<b>Key Indicators</b>	December 2022	December 2021
		AOA Millio
Operating costs   Assets (%)	3.4%	3.3%
NIM (%)	4.0%	1.9%
ROE (%)	1.9%	1.9%
ROA (%)	0.2%	0.2%
Transformation ratio (%)	44.7%	41.3%
Overdue credit ratio (%)	15.3%	16.2%
Credit at risk (%)	20.1%	20.1%
Overdue credit coverage ratio (%)	167.2%	155.0%
Credit at risk coverage ratio (%)	127.4%	124.6%
Cost of risk (p.b.)	49.0%	(1.15)
Solvency ratio (%)	19.1%	20.5%







### **INVESTOR RELATIONS**

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