

## **BANK OF THE YEAR 2022 IN ANGOLA**



BFA was awarded with the "Bank of the Year 2022" accolade by the prestigious magazine "The Banker" of the **Financial Times** Group. The accolade is an acknowledgement of BFA's digital transformation project and the long-term sustainability of a Bank with a 29-year history and an unmatchable track record within the Angolan Financial System.



# FY2022\_ IMPROVED MACROECONOMIC ENVIRONMENT IN ANGOLA







# USD/AOA and EUR/AOA Exchange Rate



- In FY2022, despite the setbacks, hardships and challenges of the global macroeconomic environment, the Angolan Economy recorded a +2.9% GDP rise, following a mild economic growth rate of just 0.8% in FY2021, putting an end to the country's five-year recession period;
- This economic upturn and recovery was due not only to the Oil & Gas sector's role in Angola's GDP growth (+0.81%), but also to the positive performance of the Non-Oil sector, notably: Transportation and Warehousing (+0.49%), Financial Intermediation and Insurance (+0.36%) and Trade (+0.32%), not taking into account the impact of Public Services, National Defence and Social Security sectors;
- In addition, Angola's high- inflation rate pressure eased significantly, and by year-end reached 13.9%. The key measures that have mostly influenced the inflation rate slowdown and sharp decline were the tight monetary policies coupled with the exchange rate appreciation of the Kwanza against the Dollar and the Euro;
- In December 2022 the exchange rates against the US Dollar and the Euro were set at USD/AOA 503.7 and EUR/AOA 537.4, respectively, showing an appreciation of the Kwanza of 10.2% against the US Dollar and 17% against the Euro YoY.



### FY2022 - BFA AT A GLANCE



#### **MEANS OF PAYMENT OFFER**

#### **CUSTOMER BASE**

#### **LENDING TO THE ECONOMY**

#### **RETURN-ON-EQUITY**











#### **Market Leadership**

- **14,6%** SPI Visa Cards Market Share
- 23,3% Debit Cards Market Share
- 29,2% Multicaixa Express Market Share

#### **Customer Base Sustainable Growth**

- 2 616 535 Customers
- + 10,4% ΔYoY

#### **Additional Support for Businesses and Households**

- Total Credit Portfolio of AOA 589.6 billion
- **+ 11,4%** ΔΥοΥ

#### **ROE Downturn**

- Net Profit of AOA 140.6 billion [-10,2% ΔYoY]
- **32% ROE** [-0,1p.p. ΔYoY ]

#### **PUBLIC DEBT SECURITIES**

#### **HUMAN CAPITAL**

#### **CAPITAL POSITION**

#### **SCOPE OF SERVICES**











#### The Bank keeps its Market Leadership

**44,9%** Market Share (vs. 55,3% in 2021)

#### **Investing in Human Capital's Growth**

- **+ 75,7%** of training hours taught ΔΥοΥ [**107,000 hours**]
- **98 Training courses** provided [ **+69%** \( \Delta \text{YoY} \) ]

#### **Strong and Suitable Capital Position**

43,5% Total Capital Ratio, well in excess of the 8% Regulatory Capital Requirement.

#### **Nationwide Footprint**

- 194 Branches (-4 YoY)
- 393 Active ATMs
- 14,7% Downtime Active ATMs rate [Average Market Rate 16,2%]
- **25,661** Active POSs [+23,8% ΔYoY ]





# **FY2022 - NATIONWIDE FOOTPRINT**



194
Branches

119 Luanda



# Luanda

- 93 Branches
- **11** Corporate Centres
  - Large Enterprises Centres
  - 7 Investment Centres
  - **1** Private Banking

9::

In Other Provinces

Nationwide Footprint with a wide range of products and services

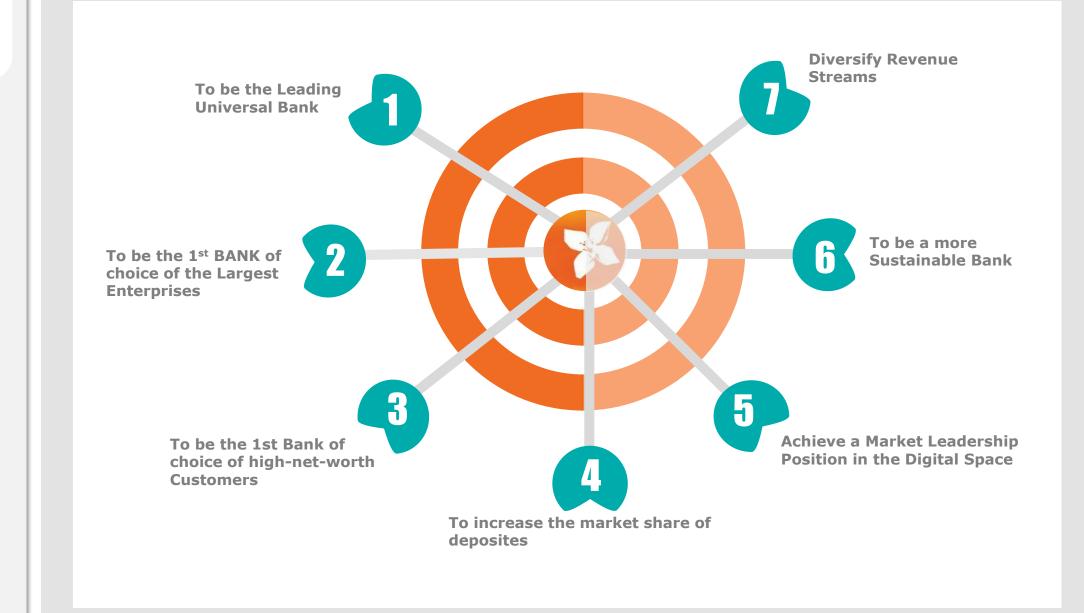
# **Other Provinces**

- **67** Branches
  - 4 Corporate Centres
  - **4** Investment Centres



# **OUR AMBITION, A GLANCE TOWARDS THE FUTURE**



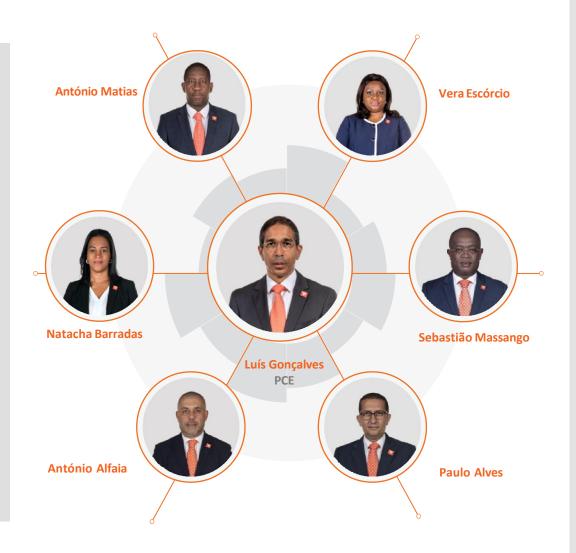




# MANAGEMENT BODIES - MEMBERS OF THE BOARD OF DIRECTORS



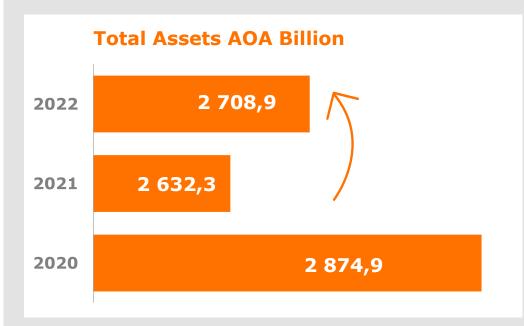
|                                  | BOARD OF DIRECTORS                      |
|----------------------------------|---|
| CHAIRMAN<br>(Non-Executive)      | Rui Jorge Carneiro Mangueira            |
| Vice-Chairman<br>(Non-Executive) | Osvaldo Salvador de Lemos Macaia        |
| (Non-Executive and Independent)  | Filomeno da Costa Alegre Alves de Ceita |
| Directors                        | João Fernando Quiúma                    |
| Non-Executive                    | Divaldo Quienda Feijó Palhares          |
| Directors                        | Jacinto Manuel Veloso                   |
|                                  | Luís Roberto Fernandes Gonçalves        |
|                                  | António Simões Matias                   |
| Executive                        | Vera Cristina dos Anjos Tangue Escórcio |
| Directors                        | Sebastião Machado Francisco Massango    |
|                                  | Natacha Sofia da Silva Barradas         |
|                                  | Paulo Lélis de Freitas Alves            |
|                                  | António Manuel Costa Alfaia             |



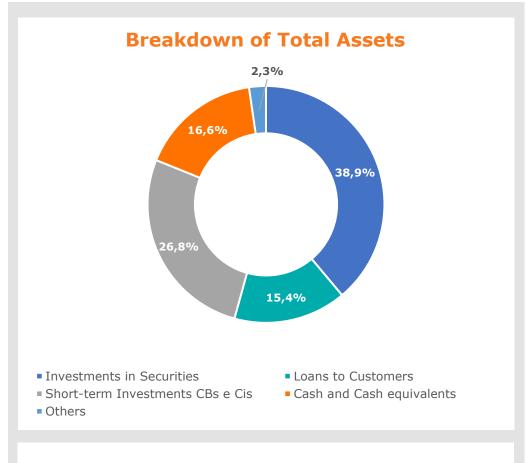


# **TOTAL ASSETS RISE 2,9%**





- **Total Assets** increase of **+2.9%** YoY stemmed primarily from the increase in the book value of the following headings: short-term investments with Central Banks and Collective Investment Schemes (CIS) by 30.5% (+AOA 169.7 Billion), and Loans to Customers by 18.3% (+AOA 64.5 Billion), which offset the decrease of 13.9% recorded in the Securities Portfolio (-AOA 169.6 Billion);
- The sharp appreciation of the national currency's exchange rate, which resulted in a lower counter value in kwanzas for exposures denominated in foreign currency, had a negative impact on the development of Total Assets, amounting to approximately **AOA 115.6** billion.



**Total Net Assets** recorded a slight change in their composition, with an increase in the weight of the Short-Term Investments with Central Banks and Collective Investment Schemes heading (+5.7%), a rise in the weight of the Loans to Customers heading (+2%), and a decrease in the weight of the Securities Portfolio (-7.6%).



# **LOANS TO CUSTOMERS UP BY +18.3%**

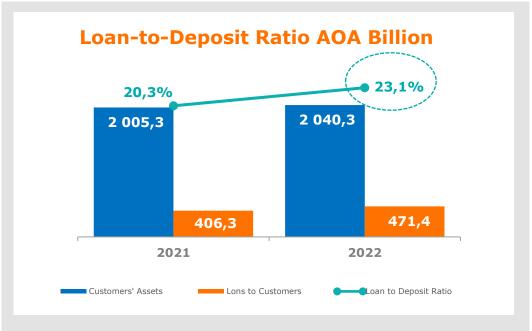


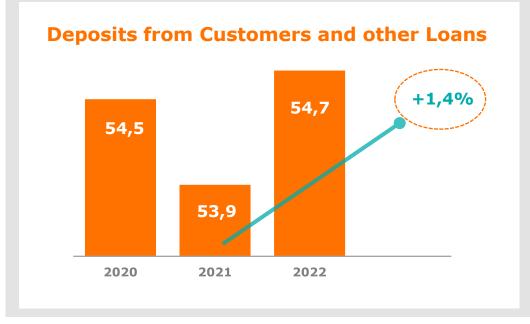










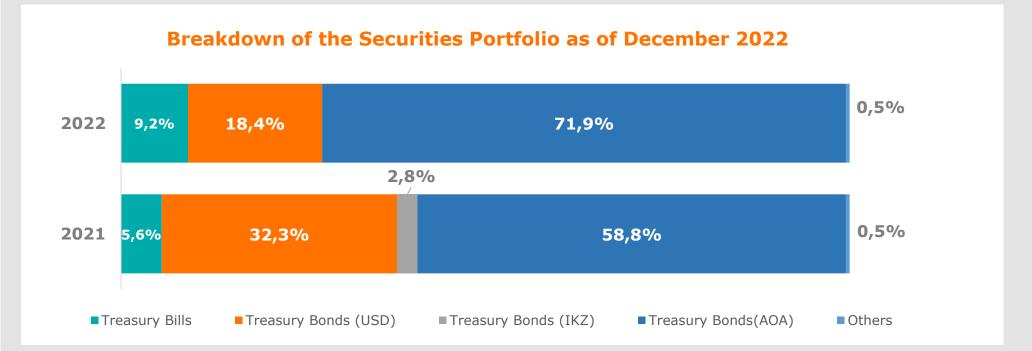






## **SECURITIES PORTFOLIO DECREASED 13.9%**



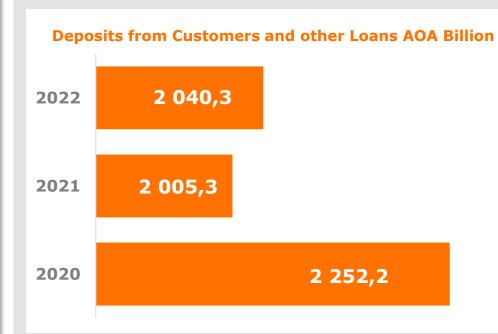


- The **Securities Portfolio** decreased by 13.9% YoY reaching **AOA 1,053.2 Billion**. This decrease was mainly due to the high volume of securities maturing in foreign currency as well as index-linked securities and the subsequent partial replacement of this type of investment with short-term investments in securities purchase agreements with reverse repurchase agreements (Reverse Repos), whose yields and maturities were more attractive in view of the Bank's strategy;
- As far as the Held-To-Maturity Securities Portfolio is concerned, FY2022 ended as follows: 83.1% of the portfolio consisting of securities with a maturity of more than 3 years, 7.2% with a maturity of between 1 and 3 years and the remaining 9.7% with a maturity of less than 1 year, which usually represents the least relevant maturity category.



# **DEPOSITS FROM CUSTOMERS AND OTHER LOANS INCREASED BY +1.7%**





- Deposits from Customers and other Loans recorded an increase of **AOA 34.98 Billion** YoY (+1.7%), mainly underpinned by the growth in **Demand Deposits** (+6.1% ΔYoY);
- Term Deposits fell by 1.4% YoY due to the impact of national currency exchange rate appreciation, as 59.3% of the overall Term Deposits portfolio is denominated in Foreign Currency (FC).

#### **Deposits from Customers and Other Loans Development**

| AOA Billions      | Dec 21      | Dec 22      | Δ%     |
|-------------------|-------------|-------------|--------|
| Demand Deposits   | 840 315,7   | 891 718,2   | 6,1%   |
| National Currency | 611 498,2   | 624 115,8   | 2,1%   |
| Foreign Currency  | 228 817,6   | 267 602,4   | 17%    |
| Term Deposits     | 1 165 003,8 | 1 148 567,0 | -1,4%  |
| National Currency | 362 009,5   | 467 302,4   | 29,1%  |
| Foreign Currency  | 802 994,2   | 681 264,6   | -15,2% |
| Total             | 2 005 319,5 | 2 040 285,2 | 1,7%   |
|                   |             |             |        |

- As a result of maturing Term Deposits, Demand Deposits in national currency (LC) and foreign currency (FC) increased by AOA 12.6 Billion (+2.1% YoY) and AOA 38.8 Billion (+17% YoY), respectively.
- Term Deposits allocated in LC increased by AOA 105.3 Billion (+29.1%  $\Delta$ YoY) but were negatively offset by the decline of AOA 121.7 Billion (-15.2%  $\Delta$ YoY) of the short-term deposits in FC; This outcome was due to the maturity of a proportion of these short-term deposits that remained on demand and, mainly, due to the impact of the National Currency exchange rate appreciation.



# **EQUITY ROSE 14.7%**



#### **Breakdown of Shareholders' Equity**

| AOA Million                              | Dec 21    | Dec 22    | Δ%     |
|--|-----------|-----------|--------|
| Equity                                   |           |           |        |
| Share capital                            | 15 000,0  | 15 000,0  | 0%     |
| Other Reserves and<br>Retained Earnings  | 250 598,4 | 328 834,3 | 31,2%  |
| Annual Net Profit on an individual basis | 156 471,7 | 140 455,2 | -10,2% |
| Total Equity                             | 422 070,2 | 484 289,5 | 14,7%  |

- Equity and Equivalent Capital recorded a positive variation of +14.7%  $\Delta$ YoY , amounting to **AOA 484.3 Billion**;
- This variation was mainly driven by the +31.2% growth in Reserves and Retained Earnings, which stood at AOA 328.8 Billion.





- Total Capital Ratio stood at 43.5%, higher than the minimum regulatory capital required, confirming the strength and soundness of BFA'S capital adequacy and its appropriateness to the business model;
- Despite the 2.7% decrease recorded in the Total Capital Ratio heading ΔYoY, BFA's level of financial self-sufficiency and liquidity (as demonstrated by the Total Capital Ratio figures), remained high compared to the rest of the market and well above the average recorded in the Angolan financial sector (28.41%).



# **NET FINANCIAL INCOME GROWS 8.4%**



#### **Net Financial Income Development**

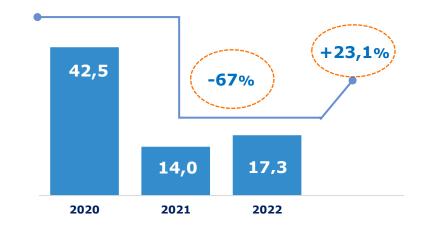
| AOA Million                        | Dec 21    | Dec 22       | Δ%         |
|------------------------------------|-----------|--------------|------------|
| Interest and similar income        | 243 010,8 | 267<br>676,1 | 10,1%      |
| Income from Short-term Investments | 7 546,9   | 29 468,4     | 290,5<br>% |
| Income from Securities             | 185 632,4 | 179 645,9    | -3,2%      |
| Income from Loans to Customers     | 49 831,4  | 58 561,8     | 17,5%      |
| Interest and Similar Charges       | 43 598,7  | 51 499,9     | 18,1%      |
| Deposit Costs                      | 42 171,8  | 50 167,8     | 19%        |
| Other Costs                        | 1 426,9   | 1 332,2      | -6,6%      |
| Net Financial Income               | 199 412,1 | 216<br>176,1 | 8,4%       |

- The growth in Net Financial Income was primarily driven by the increase in Income from Short-term Investments, particularly reverse repurchase agreements (Reverse Repos), and Income from Loans to Customers, which grew by 290.5% and 17.5%, respectively;
- From the perspective of costs, there was a 19% increase in the Deposit Costs heading, which amounted to AOA 50.2 Billion.

#### **Non-Interest Income Development**

| AOA Million                  | Dec-21   | Dec-22   | Δ%      |
|------------------------------|----------|----------|---------|
| Net Financial Services Fees  | 10 391,3 | 11 696,1 | 12,6%   |
| Bank Guarantees              | 782,6    | 964,6    | 23,3%   |
| Loan Portfolio               | 1 487,2  | 2 210,6  | 48,6%   |
| Intrabank Transfers (FC)     | 81,6     | 73,7     | -9,6%   |
| Intrabank Transfers (NC)     | 861,8    | 1 107,1  | 28,5%   |
| Cash withdrawals (FC)        | 367,5    | 623,5    | 69,6%   |
| Cash withdrawals (NC)        | 1 240,5  | 859,6    | -30,7%  |
| Securities Fees              | 3 562,0  | 3 402,7  | -4,5%   |
| Other Commissions & Fees     | 2 008,3  | 2 454,4  | 22,2%   |
| Net Foreign Fees             | 6 180,6  | 5 085,5  | - 17,7% |
| Net Card Fees                | 6 724,3  | 7 957,7  | 18,3%   |
| Other Net Fees               | 4 665,6  | 2 470,4  | -47,1%  |
| <b>Total Net Commissions</b> | 27 961,8 | 27 209,8 | -2,7%   |

#### **Foreign Exchange Results AOA Billions**





# OVERHEADS (+1,1%) & OPERATING INCOME (+11,5%)



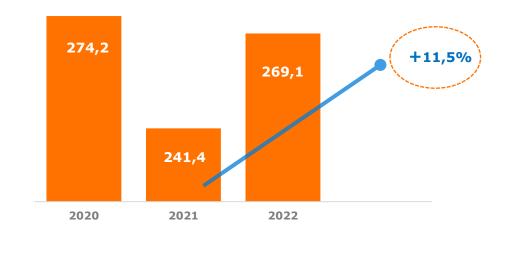
#### **Overheads Development**

| AOA Millions                           | Dec 21    | Dec 22    | Δ%        |
|--|-----------|-----------|-----------|
| Staff Costs (I)                        | 58 125,3  | 63 216,77 | 8,8%      |
| Third-Party Supplies and Services (II) | 35 357,5  | 27 700,8  | -21,7%    |
| Depreciation and Amortisation (III)    | 7 732,3   | 11 425,76 | 47,8%     |
| Overheads (I + II + III)               | 101 215,1 | 102 343,3 | ( 1,1%    |
| Cost-to-income                         | 41,9%     | 38,0%     | -3,9 p.p. |

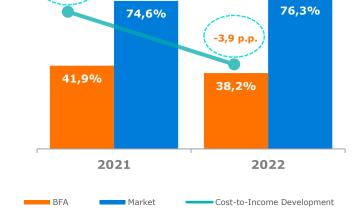
- Overheads increased by 1.1% AYoY amounting to AOA 102.3 billions;
- This increase was mainly driven by a 8.8% rise in Staff Costs and a 47.8% rise in Depreciation and Amortization costs for the year, despite the 21.7% drop in Third-Party Supplies and Services;
- The **Cost-to-Income Ratio** decreased from 41.9% to 38% (-3.9%  $\Delta$ YoY) as a result of a higher increase in Operating Income compared to Overheads.

**Cost-to-Income Ratio Development** 

#### **Operating Income Development AOA Billions**







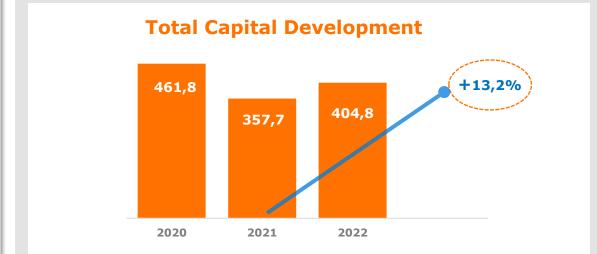


# **NET PROFIT DOWN BY 10,42%**



#### **Income Statement**

| AOA Million                                      | Dec 21     | Dec 22     | Δ%       |
|--|------------|------------|----------|
| Net Financial Income                             | 199 412,1  | 216 176,1  | 8,4%     |
| Non-Interest Income                              | 41 968,2   | 52 879,9   | 26%      |
| Operating Income                                 | 241 380,3  | 269 056,0  | 11,5%    |
| Staff Costs                                      | 58 125,3   | 63 216,8   | 8,8%     |
| Third-Party supplies and services                | 35 357,5   | 27 700,8   | -21,7%   |
| Depreciation and amortization costs for the year | 7 732,3    | 11 425,8   | 47,8%    |
| Provisions and Impairments                       | - 24 405,3 | 6 560,8    | 126,9%   |
| Profit Before Taxes                              | 164 570,5  | 160 151,8  | -2,7%    |
| Income taxes                                     | - 8 098,7  | - 19 696,6 | - 143,2% |
| Net Profit for the Year                          | 156 471,7  | 140 455,2  | -10,2%   |
|  |            |            |          |



- Net Profit amounted to **AOA 140.5 billion**, which represents a decrease of -10.42% YoY;
- The key drivers that mainly explain the negative variation in the Net Profit results are as follows:
  - i. An increase of 126.9% YOY in "Provisions and Impairments", totalling AOA 6,560.8 billion, due to the non-reversal of financial assets impairment losses recorded in 2021, resulting from the upward review of Angola's rating;
  - ii. A rise in Overheads (Staff Costs, Third-Party Supplies and Services, Depreciation and Amortisation costs) by AOA 1,128.3 billion (+1.1% YoY). It is worth highlighting the +8.8% and +47.8% increase in Staff Costs and Depreciation and Amortisation costs for the year, respectively.



## **RISK MANAGEMENT REMAINS THOROUGH AND STRONG**





BFA continues to have very high levels of capital, well above the regulatory capital requirements.

**Total Capital Ratio** calculated in accordance with Regulation n.º 8/2021 and complementary regulations, in December 2022 amounted to 43.5%, demonstrating BFA's capacity to generate capital, as well as the management of risk-weighted assets.

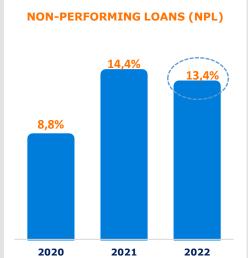


Upholding of stable and comfortable liquidity levels, of approximately 184.2%, complying with the minimum regulatory requirements (100%).

As of March 2022, the method for calculating the ratios has changed, with a review of the criteria for determining the liquid assets(HQLA) leading ratio reduction, with no impact on compliance.

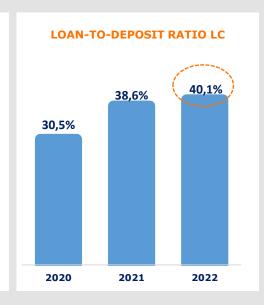
The quality of financial assets has improved: the **NPL ratio** (non-performing loans ratio) decreased to **13.4%** in December 2022, representing an improvement of **+1% YoY.** 

The increase in the cost of risk is mainly explained by the provision of impairment losses to cover the new loan portfolio and the revaluation of risk factors that took place in Q4 2022.



The Loan-to-Deposit Ratio growth from 20.3%% to 23.1% in December 2022 (+2.8 p.p. YoY) is in alignment with BFA's strategy to provide more lending to the economy.

It is worth highlighting a stronger performance by the **Loan-to-Deposit Ratio in Local Currency**, which stood at 40.1%, an increase of 1.5% YoY.





# BFA FINANCIAL STRONGHOLD REMAINS SOUND, STURDY AND RESILIENT

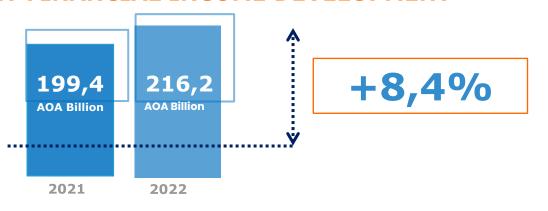


216,2 NET FINANCIAL INCOME

102,3 OVERHEADS

269,1 OPERATING INCOME

#### **NET FINANCIAL INCOME DEVELOPMENT**



#### **OPERATING INCOME**



# **ROA**



### ROE



22.14% Average SFA\_BNA Dec.22

### **COST-TO-INCOME**

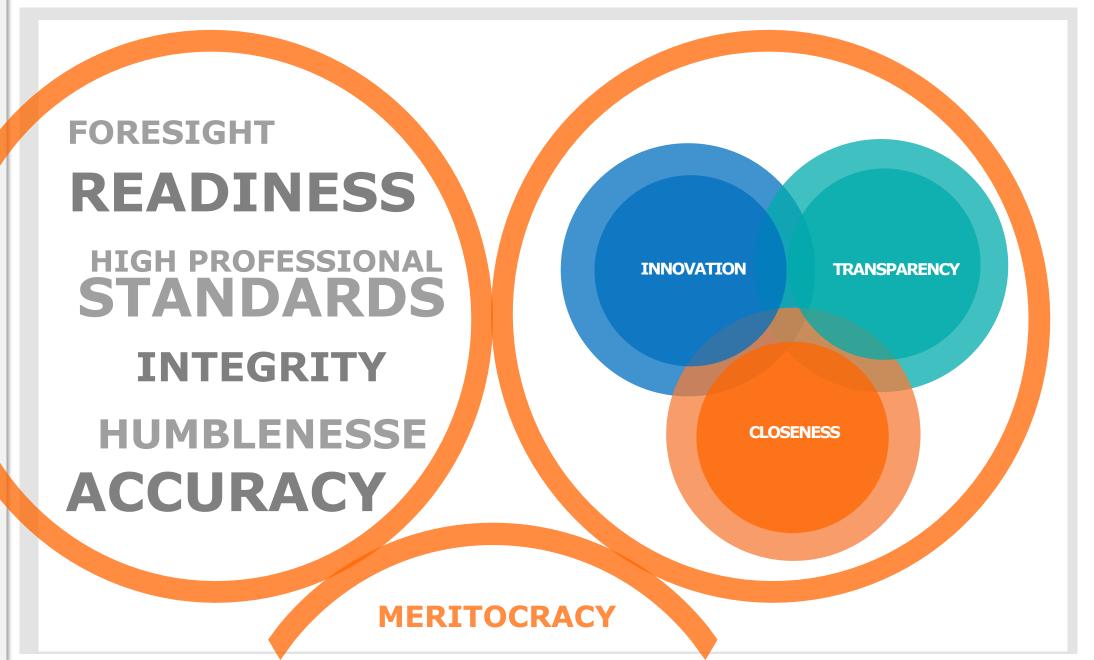


76.31% Average SFA\_BNA Dec.22



# **HUMAN CAPITAL - HR CULTURE BASED ON OUR VALUES**







# STRONG INVESTMENT IN THE ENHANCEMENT AND EMPOWERMENT OF THE HUMAN CAPITAL



#### **Nº OF TEAM MEMBERS**

2775 2770 2709



#### **EDUCATIONAL LEVEL**



Team Members with higher education or university attendance

#### **TRAINING**

+75,7% hours 2022 Training

> 107 000 hours 2022 N.º hours taught

49 553 hours Technical skills training

40horas Average training time per staff member

> **2689** Team Members Qualified for training

#### **BREAKDOWN BY BUSINESS AREA**



Area

Personnel assigned to the Commercial



Personnel assigned to the Support, Control and Supervision Areas

#### **BREAKDOWN BY GENDER AND AGE**



1249

Female Personnel

+300 Female Personnel in Leadership Positions

38 Personnel Average Age



## **FULL YEAR 2022 FINANCIAL HIGHLIGHTS**



## BFA MAINTAINS MARKET LEADERSHIP IN TERMS OF PROFITABILITY

**BUSINESS ACTIVITY** 

LOANS TO CUSTOMERS (NET)

417,4
AOA Billion

+18,3 ΔYoY

DEPOSITS FROM CUSTOMERS
AND OTHER LOANS

2 040,3
AOA Billion

+1,7% ∆YoY

LOAN-TO-DEPOSIT RATIO

23,1%

+2,8 p.p. ΔYoY

**CUSTOMER BASE** 

+2,616
Millions

+10,4% ΔYoY

RISK AND CAPITALISATION

**TOTAL CAPITAL RATIO** 

43,5%

-2,7 p.p. ΔYoY

LEVERAGE RATIO

24,8%

**NPL RATIO** 

13,4%

-1 p.p. ΔYoY

**TOTAL CAPITAL** 

404,4
AOA Billion

+13,2 p.p. ΔYoY

INCOME AND PROFITABILITY

**ROA** 

5,6%

-0,1 p.p. ΔYoY

ROE

**32%** 

-4,4 p.p. ΔYoY

COST-TO-INCOME

38%

-3,9 p.p. ΔYoY

**PROFIT** 

**140,6**AOA Billion

-10,2% ΔYoY



## **OUR COMMITMENT FOR FUTURE GENERATIONS**



# +AOA 22,6 Billion Social Investment (= 55 USD Million)

# +AOA 1,64 Billion

Social Investment 2022 (**≡ 3,3 USD Million**)

# +44,000 Children

have benefited from BFA activities & projects

# +6,000 Angolans

have benefited from the PSI partnership to support the fight against malaria

# +80,000 Angolans

with access to clean drinking water

# +20 Programmes

implemented and aligned with the UN's SDGs



2. Social Fund Budget in 2022



# BFA and UNICEF handover two more primary schools in the Ombadja Municipality, Cunene Province.

- In 2022, within the scope of the + Water + Life BFA Project, it is worth highlighting the handover of **two additional primary schools**, called Augusto Ngangula and Okaku, built from the ground up, consisting of three classrooms each and with a capacity to accommodate more than **100 children** from the Xangongo and Okaku Communes, Ombadja Municipality, Cunene Province;
- During the ceremony, over 200 books were also handed over to the Ombadja Municipal Directorate, which will be part of the Municipality's Library collection.



# **ANNEXES - KEY INDICATORS**



| AOA Million                                  | Dec 21      | Dec 22      | Δ% 21-22  |
|--|-------------|-------------|-----------|
| Total Assets                                 | 2 632 275,3 | 2 708 904,8 | 2,9%      |
| Loans to Customers <sup>1</sup>              | 352 959,5   | 417 425,6   | 18,3%     |
| Customer Deposits                            | 2 005 319,5 | 2 040 285,2 | 1,7%      |
| Equity and Equivalent Capital                | 422 070,2   | 484 289,5   | 14,7%     |
| Operating Income                             | 241 380,3   | 269 056,0   | 11,5%     |
| Net Financial Income                         | 199 412,1   | 216 176,1   | 8,4%      |
| Non-Interest Income                          | 41 968,2    | 52 879,9    | 26%       |
| Overheads <sup>2</sup>                       | 101 215,1   | 102 343,3   | 1,1%      |
| Net Profit                                   | 156 471,7   | 140 455,2   | -10,2%    |
| Return on Total Assets [ROA]                 | 5,7%        | 5,6%        | -0,1 p.p. |
| Return On Equity [ROE]                       | 36,4%       | 32,0%       | -4,4 p.p. |
| Cost-to-income                               | 41,9%       | 38,0%       | -3,9 p.p. |
| Total Assets / Staff                         | 950,3       | 1 000,0     | 5,2%      |
| Loan-to-Deposit Ratio                        | 20,3%       | 23,1%       | 2,8 p.p.  |
| Total Capital Ratio <sup>3</sup>             | 46,2%       | 43,5%       | -2,7 p.p. |
| 90 days past-due credit ratio <sup>4</sup>   | 3,8%        | 3,1%        | -0,7 p.p. |
| 90 days past-due credit provisions coverage  | 353,1%      | 378,2%      | 25,1 p.p. |
| Credit provisions coverage due Impairment(s) | 11,0%       | 11,6%       | 0,6 p.p.  |
| Total number of Branches <sup>5</sup>        | 198         | 194         | -4        |
| Total number of Staff Members                | 2 770       | 2 709       | -61       |
| BFA Net Penetration Rate                     | 9,2%        | 9,1%        | -0,1 p.p. |
| Debit Cards Penetration Rate                 | 53,3%       | 48,2%       | -5,1 p.p. |

<sup>1)</sup> Total Credit Net of Impairments

<sup>2)</sup> It comprises staff costs, third-party supplies and services, depreciations and amortizations costs

<sup>3)</sup> Total Capital Ratio = Capital Adequacy Ratio

<sup>4) 90</sup> days past-due credit ratio = Overdue Loans to Customers / Total Loans to Customers

<sup>5)</sup> Branches + Corporate Centres + Investment Centres + Private Banking



# **ANNEXES - BALANCE SHEET 2022**



| AOA Millions  | Dec21       | Dec22       | Δ%     |
|---|-------------|-------------|--------|
| Net Assets  |             |             |        |
| Cash and Cash Equivalents   | 446 664,4   | 450 426,8   | 0,8%   |
| Total Short-Term Investments  | 2 132 056,0 | 2 196 671,6 | 3%     |
| Cash and Balances at Central Banks and Other Credit Institutions          | 556 325,6   | 726 047,1   | 30,5%  |
| Loans to Customers  | 352 959,5   | 417 425,6   | 18,3%  |
| Investments in Securities   | 1 222 771,0 | 1 053 198,9 | -13,9% |
| Other tangible and intangible assets net of depreciation and amortisation | 35 715,3    | 44 804,7    | 25,4%  |
| Other Assets  | 17 839,5    | 17 001,8    | -4,7%  |
| Total Assets  | 2 632 275,3 | 2 708 904,8 | 2,9%   |
| Liabilities   |             |             |        |
| Deposits from Central Banks and Other Credit Institutions                 | 1 854,0     | 3 696,6     | 99,4%  |
| Deposits from Customers and other Loans                                   | 2 005 319,5 | 2 040 285,2 | 1,7%   |
| Other Liabilities   | 154 061,0   | 129 055,3   | -16,2% |
| Provisions for Risks and Charges  | 48 970,6    | 51 578,2    | 5,3%   |
| Total Liabilities   | 2 210 205,1 | 2 224 615,3 | 0,7%   |
| Equity and Equivalent Capital   | 422 070,2   | 484 289,5   | 14,7%  |
| Total Liabilities and Equity  | 2 632 275,3 | 2 708 904,8 | 2,9%   |



# **GLOSSARY - KEY PERFORMANCE INDICATORS**



The key indicators of performance, efficiency and profitability are stated according to the Income Statement Framework used in the current report.

| KEY INDICATORS OF PERFORMANCE, EFFICIENCY AND PROFITABILITY  |  |  |
|--|--|--|
| Operating Income   | Net Financial Income + Non-Interest Income (commissions, foreign exchange earnings, and gains or losses on financial assets and liabilities).                                    |  |
| Overheads  | It comprises Staff costs + Third-Party Supplies and Services + Depreciation and Amortisation costs.  |  |
| Operating Profit   | Operating Income - Overheads   |  |
| Cost-to-Income Ratio   | Overheads / Operating Income   |  |
| Return-On-Equity (ROE)                                       | Net Profit (calculated over the last 12 months) and the Moving Average of Equity (last 12 months).   |  |
| Return On Total Assets (ROA)                                 | Net Profit attributable to BPI shareholders + Net Profit attributable to non-controlling interests - preferred stock dividends) / Average Net Total Assets value for the period. |  |
| Profit before Taxes  | Operating Profit - Impairment of financial assets and other impairments and provisions<br>+ Gains or losses on other assets  |  |
| BALANCE SHEET AND FINANCING INDICATORS                       |  |  |
| Deposits from Customers and other Loans in the Balance Sheet | Deposits = Demand Deposits NC and FC + Term Deposits NC and FC   |  |



# **GLOSSARY - KEY PERFORMANCE INDICATORS**



| ASSET QUALITY INDICATORS               |   |  |
|--|---|--|
| Non-Performing Exposures Ratio (NPEs)  | Non-Performing Exposures Ratio (NPEs) according to Directive no. 02/DSB/DRO/2020  |  |
| Total Capital Ratio                    | Total Capital / Risk Weighted Assets (RWA)  |  |
| NPL Ratio                              | Value of Non-Performing Loans / Total Value of the Loan Portfolio   |  |
| Loan-to-Deposit Ratio (LDR)            | Total Loans / Total Deposits  |  |
| NPL's Coverage by Impairment           | NPL Provisions + Loan Portfolio Exposure without NPL Status   |  |
| Loans to customers                     | Active Loan Portfolio in National Currency (NC) and Foreign Currency (FC) + Past Due Loans in NC and FC - Loans Impairments |  |
| BALANCE SHEET AND FINANCING INDICATORS |   |  |
| Total Credit Net of Impairments        | Total Gross Loans to Customers - Customer Loans Impairments   |  |
| Loan-to-Deposit Ratio                  | (Total Gross Loans to Customers + Accrued Interest on Loans) / Customer Deposits  |  |

