



Corporate Presentation

We have the **answer**

Banco BIR continued to be a source of support for the development of the Angolan economy, gearing its activity and decisions towards the sustainable growth of its banking operations, taking into account the consolidation of its assets and its role as a responsible financial institution.

As a full-scale commercial financial organisation, Banco BIR reaffirms the commitment demonstrated by its team. We have the answer.

Index

1

Angola At a Glance

004 - 006

2

About Us

007 - 012

3

Our Path

013 - 014

4

Our Strategy

015 - 016

5

Sustainability

017 - 018

6

Key Indicators

019 - 022

7

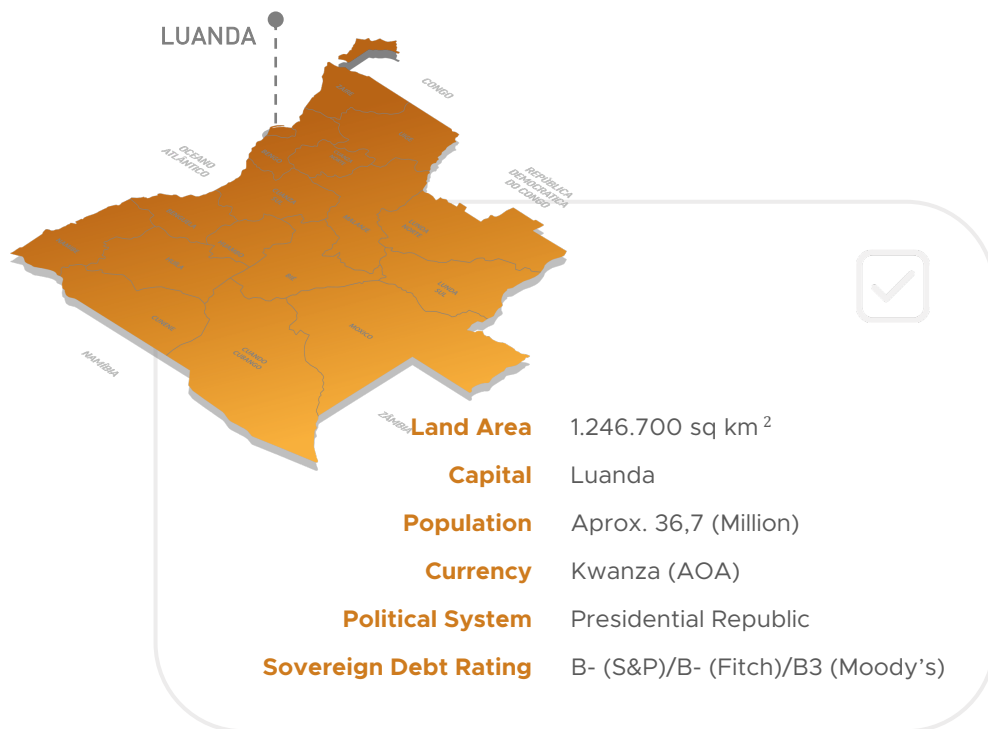
Annexes

023 - 025



1. Angola At a Glance

1. 1 Angola At a Glance



109,5\$

GDP at Market Prices
(Billion USD)

2 963\$

GDP Per Capita
(USD)

0,9%

Real GDP Growth
(%)

20%

Consumer Price Inflation
(%)

2,4%

Private
Consumption
(Var.%)

-19,0%

Government
Consumption
(Var.%)

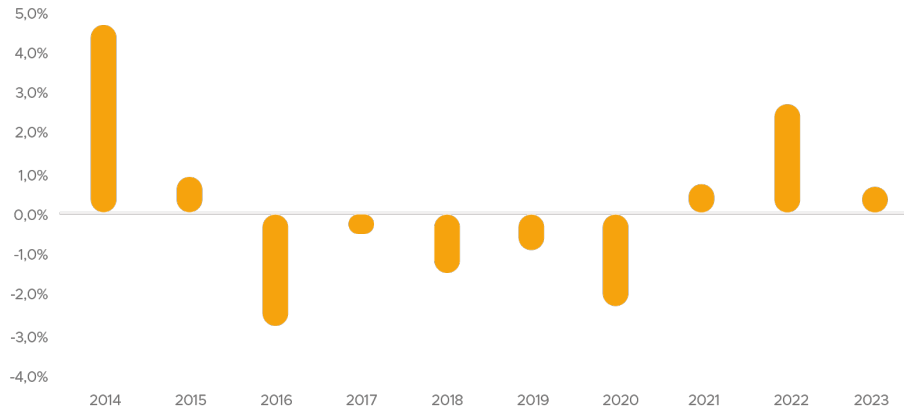
5,8%

Gross Fixed Investment
(Var.%)

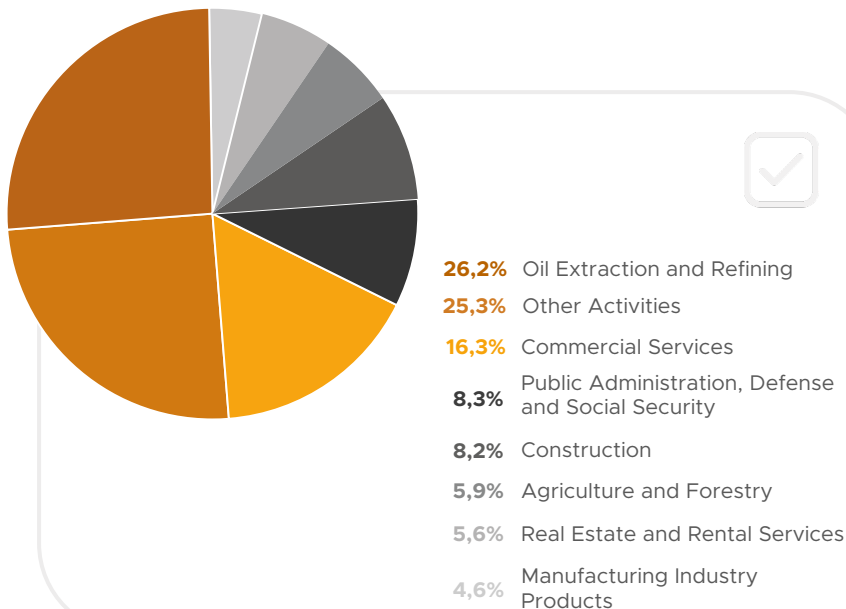
32,4%

Unemployment
Rate
(%)

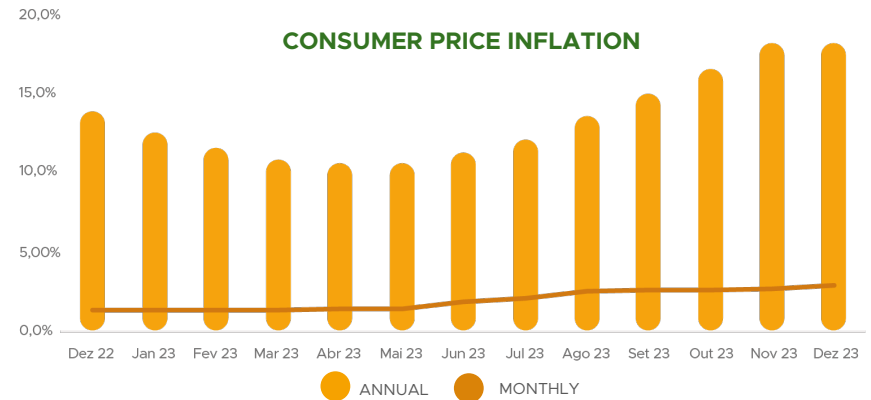
GDP (%)



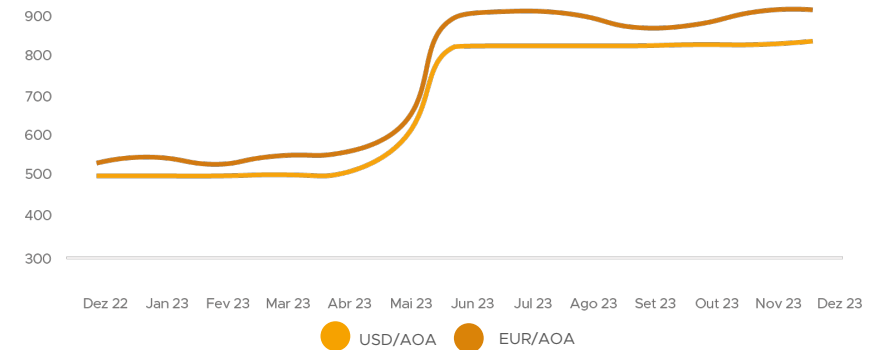
PARTICIPATION OF ACTIVITIES IN THE GDP OF THE 4th QUARTER OF 2023



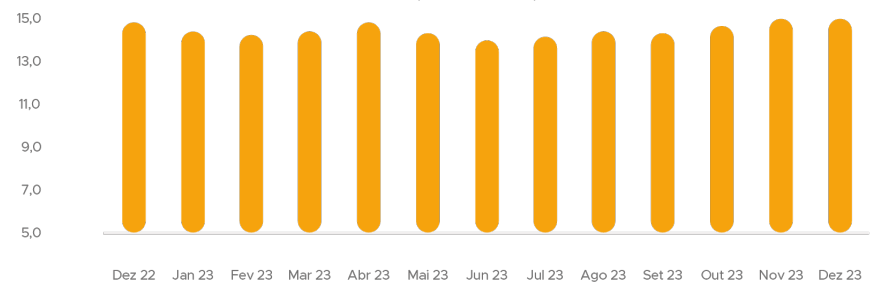
CONSUMER PRICE INFLATION



EXCHANGE RATES



INTERNATIONAL RESERVES (Billion USD)





2. About Us

2. 1 Vision, Mission & Values



It is the ambition of Banco BIR to be a universal service Bank, focusing on:
Innovation - In products, customer channels and service;
Transparency - In its relationship with customers and employees, and with other stakeholders;
Proximity - Through comprehensive availability of the entire Bank structure and the establishment of partnerships.



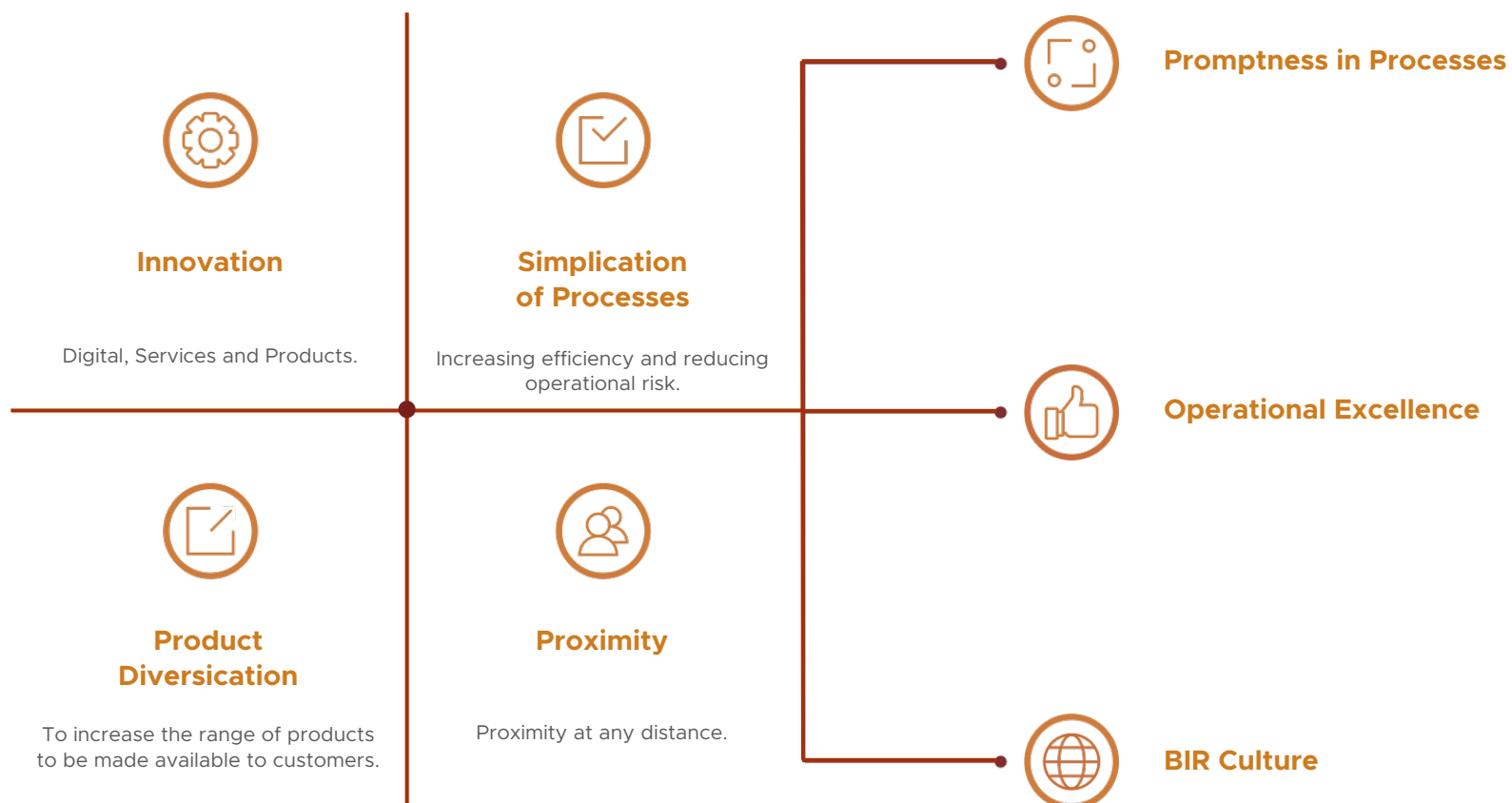
To develop solutions, products and services that promote lasting partnerships with its customers and create value for shareholders.



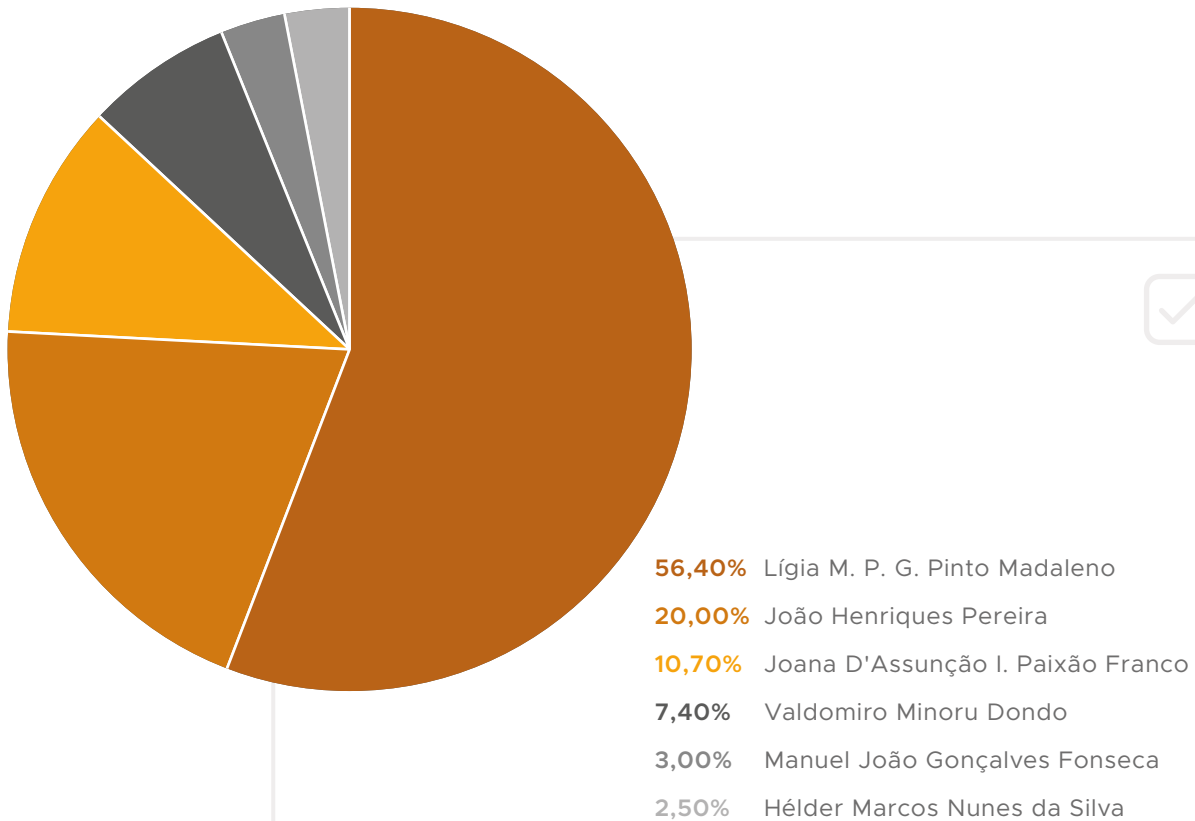
Above all, the values of Banco BIR reflect the essence of an Institution motivated by the satisfaction and success of its customers.

Trust, Professionalism, Ethics, Innovation and Responsibility.

2.2 Commitment to Customers and Critical Success Factors



2.3 Shareholder Structure



2.4 Governance Model

Banco BIR's operating model is established in its Bylaws and complies with the requirements of the Law on the Arrangements for Financial Institutions.

The Governing Bodies of Banco BIR are the General Meeting, the Board of Directors and the Supervisory Board.

Advisory and support bodies to the General Meeting and the Board of Directors include:

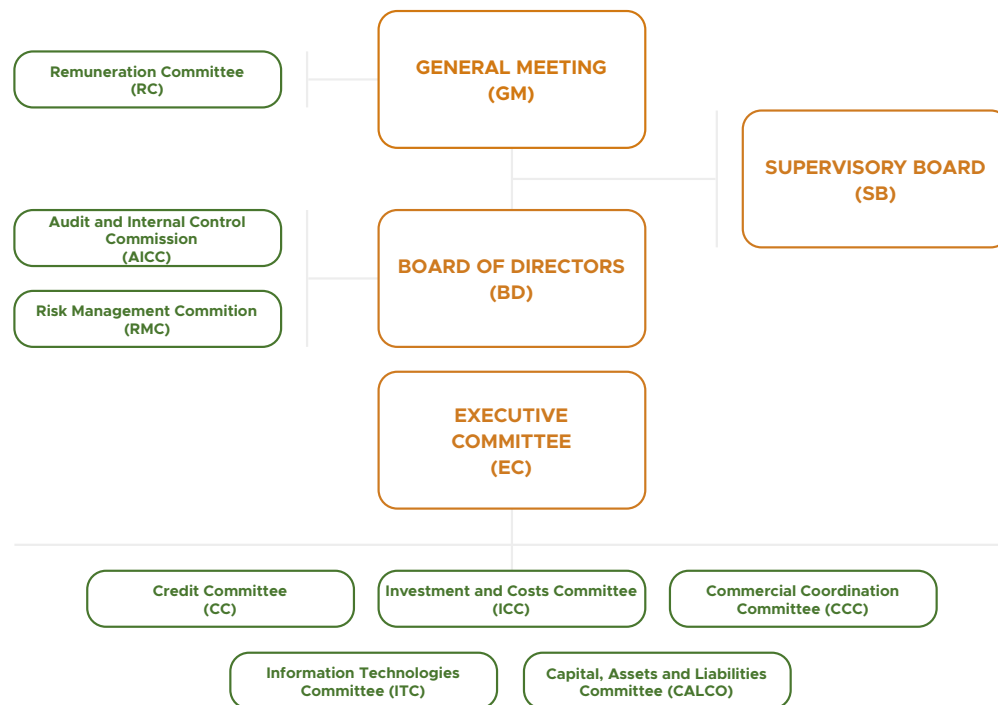
- Remuneration Commission;
- Risk Management Commission;
- Audit and Internal Control Commission.

As support bodies to the Executive Committee, the following were constituted:

- Capital, Assets and Liabilities Management Committee;
- Credit Committee;
- Business Committee;
- Information Technology Committee; and
- Investment and Costs Committee.

All members of Banco BIR's Governing Bodies are bound by strict duties of confidentiality and are subject to a set of rules designed to prevent conflicts of interest or insider dealing, observing best practice and best principles of proper and prudent management.

Additionally, all members of the Management Bodies have the technical competence, professional experience and moral standing to perform their respective duties.



2.5 Corporate Bodies

GENERAL MEETING

Chair	Paulo Antunes
Vice-Chair	Adriano Leal
Secretary	Isaura Pinto Fernandes

BOARD OF DIRECTORS

Chairman	Generoso de Almeida
Executive Director	Lígia Pinto Madaleno
Executive Director	João Carlos Moita
Executive Director	Carlos Francisco Ribeiro
Independent Director	Júlio Ângelo Correia

EXECUTIVE COMMITTEE

CEO	Lígia Pinto Madaleno
Executive Director	João Carlos Moita
Executive Director	Carlos Francisco Ribeiro

SUPERVISORY BOARD

Chair	Faustino Mpemba Madia
Member	Carlos Ferraz
Member	Nuno Ricardo Barros



3. Our Path

3.1 Our Path

- Official inauguration of the Bank;

- Inauguration of the branch office in Malanje;

- Opening of an account at the 1st Correspondent Bank.

- Capital Increase to AOA 10,000 Million;

- Official inauguration of the new Bank Headquarters;

- Institution's first annual profit.

- Inauguration of Viana Corporate Branch;

- Commercialization of Kwanza Credit Card for use in all Multicaixa scheme;

- Commercialization of Mastercard Products – Credit and Pre-paid cards.

- Inauguration of 2 new ATM Centers (Aeroporto and Patriota);

- Launch of the Mobile Banking.





4. Our Strategy

4.1 Strategic Plan 2021-2024 (Priorities)



Sustainability of the Business Model.

- To streamline the commercial banking business model, focusing on corporate and large corporate business;
- To develop an investment banking business model focusing on venture capital allocated to import substitution projects, in an initial phase, and boosting exports in a subsequent phase.



Strengthening of Digital Skills.

- To facilitate customer access to the Bank;
- To enable productivity gains;
- Reduction of operational risk.



Sustainable Growth.

- To leverage the Bank to the category of medium-sized institution;
- To protect the balance sheet, through conservative credit and liquidity management policies;
- To strengthen skills and intervention of non-executive directors, in particular those who are independent;
- Increased transparency in the disclosure of information to the different stakeholders;
- Capacity building across the entire structure, with a special focus on control areas.



Mobilisation.

- To involve employees in the execution of the Bank's strategic agenda, as a team and creating development opportunities;
- Acquisition of talent, through the recruitment of senior staff and partnerships with Universities;
- Capacity building through the strengthening of training initiatives.



5. Sustainability

5.1 Sustainability Vision



Sustainable Client

A company's sustainability focuses on reconciling it's financial, environmental, and social performance. For continuous evolution, companies need to identify improvement opportunities and invest in their realization.

BIR is dedicated to supporting it's clients on their sustainable development journey through tailored interactions and customizing it's offerings to meet their specific goals and requirements.



Financial Resilience

The escalation of climate change and social inequalities poses risks to the economy, businesses, and value chains. This situation calls for a proactive approach to mitigate these risks before they become more frequent and severe.

Recognizing this, BIR prioritizes the integration of environmental, social, and governance risks into it's financial risk management strategy.



Social Ethics

The value that employees add to the business should be fostered with a healthy internal culture and opportunities for continuous growth and learning.

The relationship with the client is also an essential part of the Bank's strategy, which goes beyond the services provided.

BIR aims to develop positive impact initiatives that value and empower it's employees and bring the Bank closer to the surrounding communities.



6. Key Indicators

6.1 Key Indicators – December 2023

Balance Sheet



255.982	Total Assets	53.249	Loans to Customer (gross figures)
200.001	Customer Funds	48.851	Own Funds

MILLION AOA

Structure



7	Branch Network	3	ATM Centres
39	ATM's	2 940	POS
148	Employees	10.445	Active Customers

MILLION AOA

Earnings and Profitability



43,3%	Cost-to-income Ratio		
40%	ROAE	34.053	Net Operating Income
7,5%	ROAA	17.564	Income

MILLION AOA

Solidity and Credit Quality



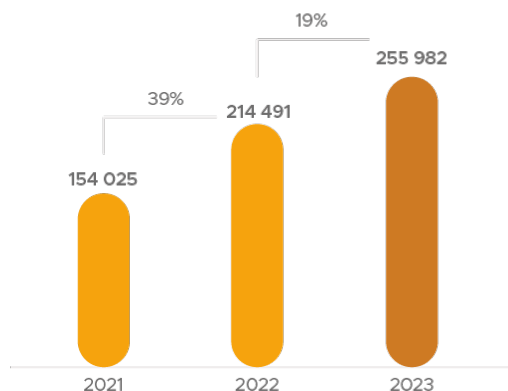
36,1%	RSR	663,9%	NPL Coverage
0,7%	Non Performing Loans		

MILLION AOA

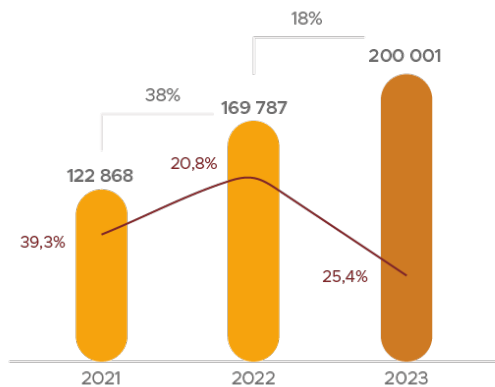
6.2 Performance 2021 - 2023

MILLION AOA

TOTAL ASSETS



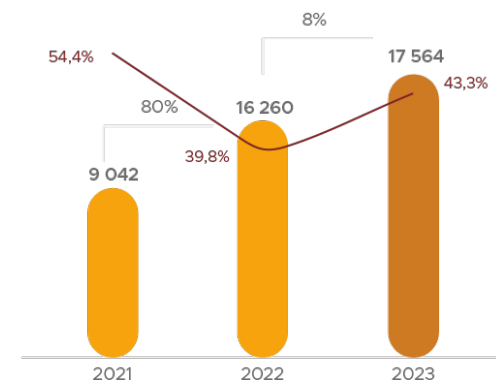
CUSTOMER FUNDS



DEPOSITS

LOAN TO DEPOSIT RATIO

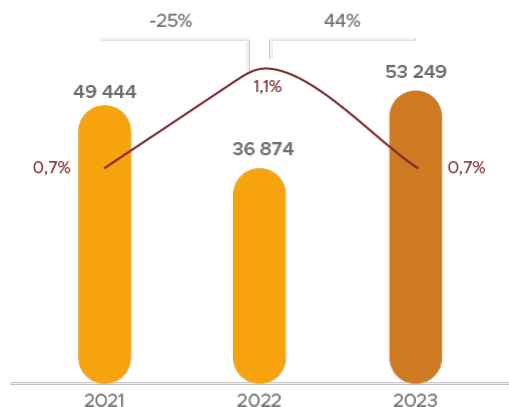
NET INCOME



NET INCOME

COST-TO-INCOME RATIO

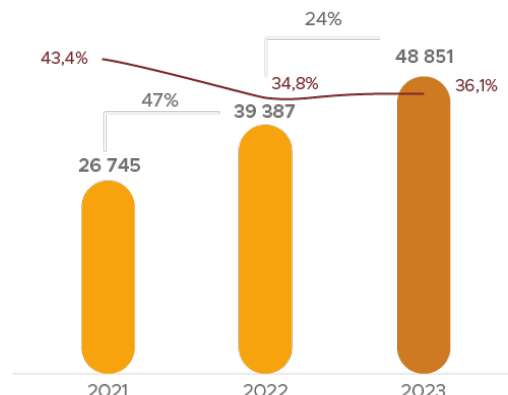
LOANS TO CUSTOMERS



LOANS TO CUSTOMERS

NON-PERFORMING LOANS

OWN FUND



EQUITY

SOLVENCY RATIO

6.3 Strategic Plan Achievement Degree of Objectives

		Actual Dec 23	Strategic Plan Dec 23	Achievement Degree of objective
Business	Loan to Customer (M AOA)	53 249	33 032	161%
	Customer Funds (M AOA)	200 001	175 222	114%
	Active Customer	10 445	4 750	220%
	Branches + ATM Centres	10	10	100%
Profitability	Net Operating Income (M AOA)	34 053	23 053	148%
	Net Income	17 564	11 150	158%
	Cost-to-income ratio	43.3%	45.1%	
	ROAE	40.0%	>30%	
Solidity	Own Funds (M AOA)	48 851	41 276	118%
	RSR	36.1%	>30%	
Credit Quality	Non Performing Loan > 30 days	0.7%	<2%	
	Coverage of Non Performing Loan > 30 days by impairments	590%	>300%	

The Bank achieved all the objectives set out in the strategic plan for 2023.



7. Annexes

7.1 Balance Sheet

BALANCE SHEETS	2023	2022
Assets		
Cash and cash balances at central banks	35 404 299	30 547 959
Cash balances at other credit institutions	9 264 165	11 056 562
Investments at central banks and other credit institutions	2 092 897	1 014 826
Financial assets measured at fair value through profit or loss	16 530 841	50 504 419
Financial assets measured at amortised cost	114 352 426	72 251 538
Loans to Customer	50 759 855	35 348 483
Other intangible assets	1 298 349	1 295 508
Tangible fixed assets	22 194 671	11 467 454
Investments in subsidiaries and associates	1 650 000	-
Current tax assets	159 735	159 735
Other assets	2 274 630	844 111
Total Assets	255 981 868	214 490 595
Liabilities and Equity		
Funds from central banks and other credit institutions	1 118 999	489 886
Customer funds and other loans	200 001 271	169 786 576
Provisions	92 699	29 524
Other liabilities	5 917 764	4 797 285
Total Liabilities	207 130 733	175 103 271
Share Capital	17 500 000	10 000 000
Legal reserves	9 224 952	7 598 990
Other reserves and retained earnings	4 562 373	5 528 717
Net earnings for the year	17 563 810	16 259 617
Total Equity	48 851 135	39 387 324
Total Liabilities and Equity	255 981 868	214 490 595

(thousand AOA)

7.2 Income Statement

FINANCIAL STATEMENTS FOR THE YEARS ENDING 31 DECEMBER 2023 AND 2022	2023	2022
Interest and similar income	31 361 814	25 320 521
Interest and similar charges	(10 669 709)	(8 977 926)
Net interest income	20 692 105	16 342 596
Income from services and fees	5 258 754	5 626 604
Expenses from services and fees	(1 254 719)	(1 010 508)
Earnings from financial assets and liabilities measured at fair value through profit or loss	6 137 141	1 886 388
Profit or loss from investments at amortised cost	2 069 645	721 786
Income from services and fees	12 210 821	7 224 270
Foreign exchange gains and losses	3 619 779	7 693 736
Gains and losses on sale of other assets	5 000	-
Other operating profit or loss	(2 474 638)	(2 774 345)
Results of financial operations	1 150 141	4 919 391
Proceeds from banking activity	34 053 068	28 486 256
Personnel expenses	(7 435 166)	(5 990 679)
Third-party supplies and services	(5 152 452)	(3 735 569)
Depreciation and amortisation for the year	(2 144 792)	(1 607 758)
Net provisions from cancellations	(63 175)	(1 351)
Impairment on customer loans net of reversals and recoveries	(1 036 503)	(385 500)
Impairment for other financial assets net of reversals and recoveries	(632 694)	(238 091)
Impairment for other assets net of reversals and recoveries	(24 476)	(267 691)
Earnings before tax	17 563 810	16 259 617
Income taxes	-	-
Net profit / comprehensive income for the year	17 563 810	16 259 617
Basic and diluted earnings per share	17.56	16.26

(thousand AOA)

Contacts

INDIVIDUALS & SME



TELMA VON HAFF – DIRECTOR

tvonhaff@bir.ao

DÉLCIO TEIXEIRA – DEPUTY DIRECTOR

dteixeira@bir.ao

MEURE DA COSTA – COORDINATOR

meure.erickssana.costa@bir.ao

CORPORATE



SUELY NETO – DIRECTOR

sneto@bir.ao

JOELMA GAMA – COORDINATOR

joelma.raquel.gama@bir.ao

ELSON DA COSTA – COORDINATOR

elson.alexandre.costa@bir.ao

PRIVATE & INSTITUTIONAL



RUI PINTO – COORDINATING DIRECTOR

rpinto@bir.ao

BERNARDA MARQUES – DIRECTOR

bmarques@bir.ao

DAISY MORAIS – COORDINATOR

dmorais@bir.ao

TREASURY & MARKETS



ANTÓNIO MARQUES – DIRECTOR

amarques@bir.ao

CARMEN MESQUITA – DEPUTY DIRECTOR

carmen.filomena.mesquita@bir.ao

COMPLIANCE



MARY SILVA – COMPLIANCE OFFICER

msilva@bir.ao

PEMBA KIALANDA – COORDINATOR

pemba.andre.kialanda@bir.ao

DIRECT BIR



+ 244 226 461 179 | +244 226 431 559

info@bir.ao

SAIBA MAIS AQUI

