

Connecting Mature and Fast Growing Markets

ICC International Summit - Lisbon, April 18 2013



**Caixa Geral
de Depósitos**

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Caixa Geral de Depósitos

CGD Group Overview

International Strategy

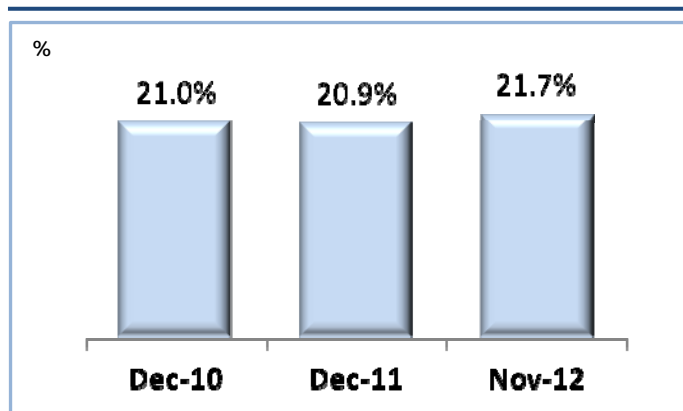
CGD International Presence: The Angolan Case

Banco Caixa Totta Angola

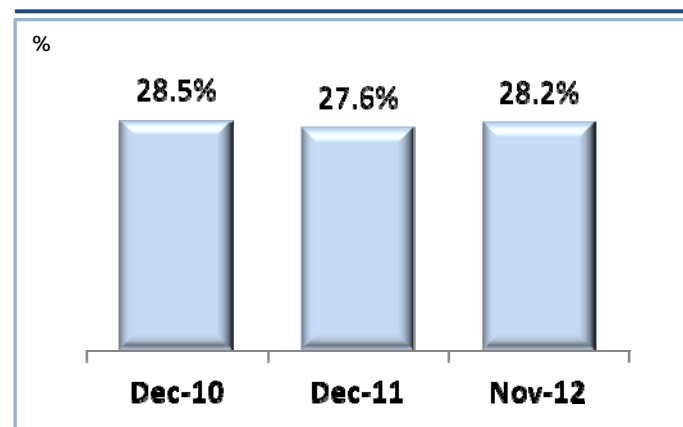
CGD Group Overview

- Established in 1876
- Leading universal Bank and dominant financial group in Portugal
- More than 4 million customers in Portugal
- Fully owned by the Portuguese State
- Subjected to the general Banking and Fiscal regulation
- Present in all areas of the financial sector
- Largest international platform among Portuguese banks with presence in 23 countries and 4 continents
- Total network of 1,312 Branches (Dec. 2012):
 - 848 in Portugal
 - 464 abroad
- Total CGD Group employees: 22,875 (Dec. 2012)
- Consolidated net assets of 116,9 B€ (Dec. 2012)

Loans and Advances to Customers Market Share - Portugal



Deposits from Customers Market Share - Portugal



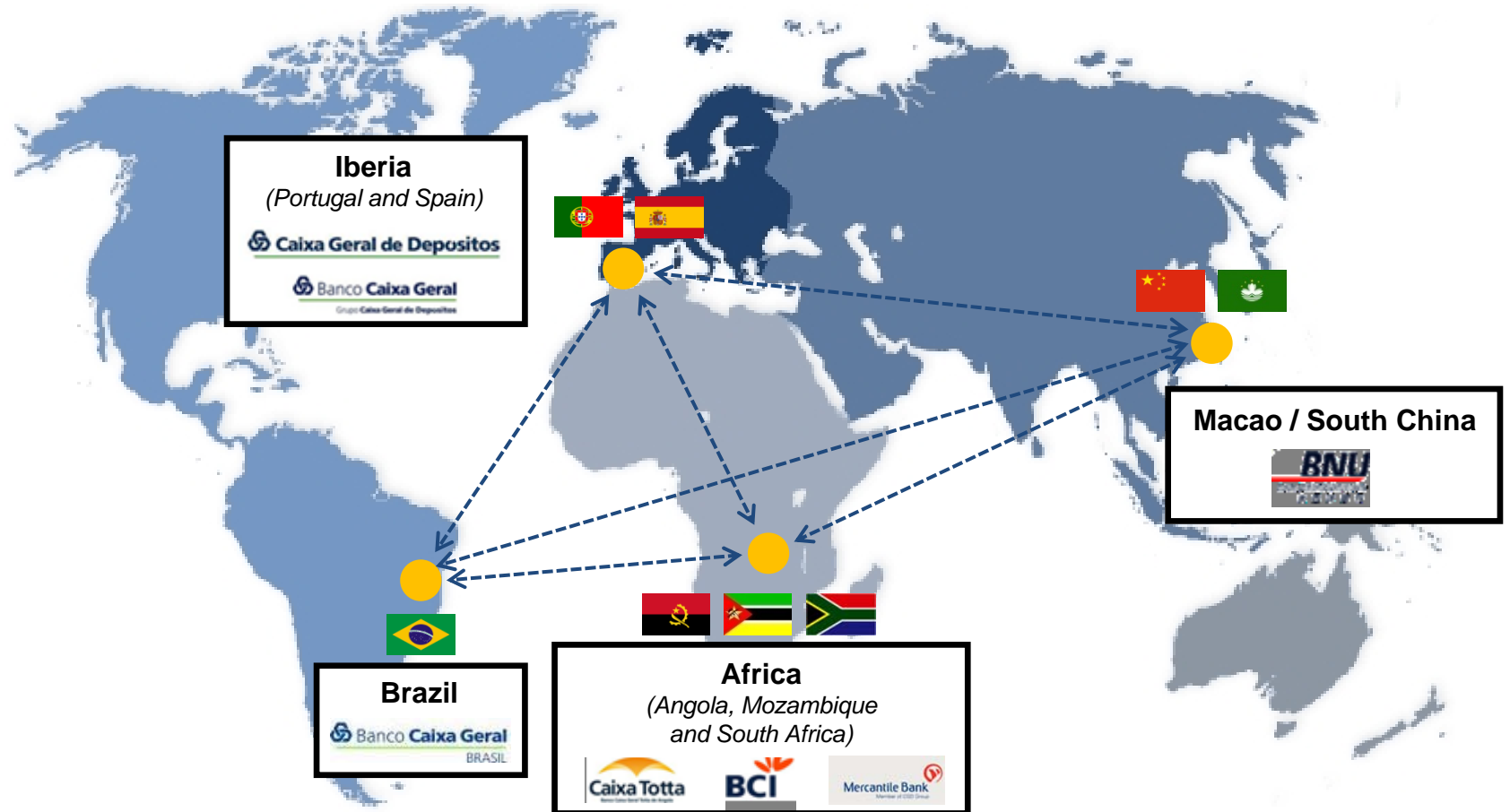
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International Strategy

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Banco Caixa Totta Angola

International Strategy



Large network connecting mature and fast growing markets

Strategic Focus

Corporate and Merchant Banking

Support to CGD Group clients exporters and investors in Brazil

- ✓ Current accounts
- ✓ Mergers&Acquisitions, Primary Equity, project financing, structured debt, bilateral loans, derivatives, purchase and sale of currencies, etc.
- ✓ Financing of working capital or other financing of the company
- ✓ Trade Finance operations (documentary collections, documentary credits(L/C) , Letter of guarantees (L/G))
- ✓ Local legal and fiscal advice



BASILÉIA
32,1%

Fitch Ratings
A+(bra)
Longo Prazo
Escala Nacional

RISKbank[®]
SISTEMA DE CLASSIFICAÇÃO DE RISCO BANCÁRIO



International Strategy

Africa: Mozambique

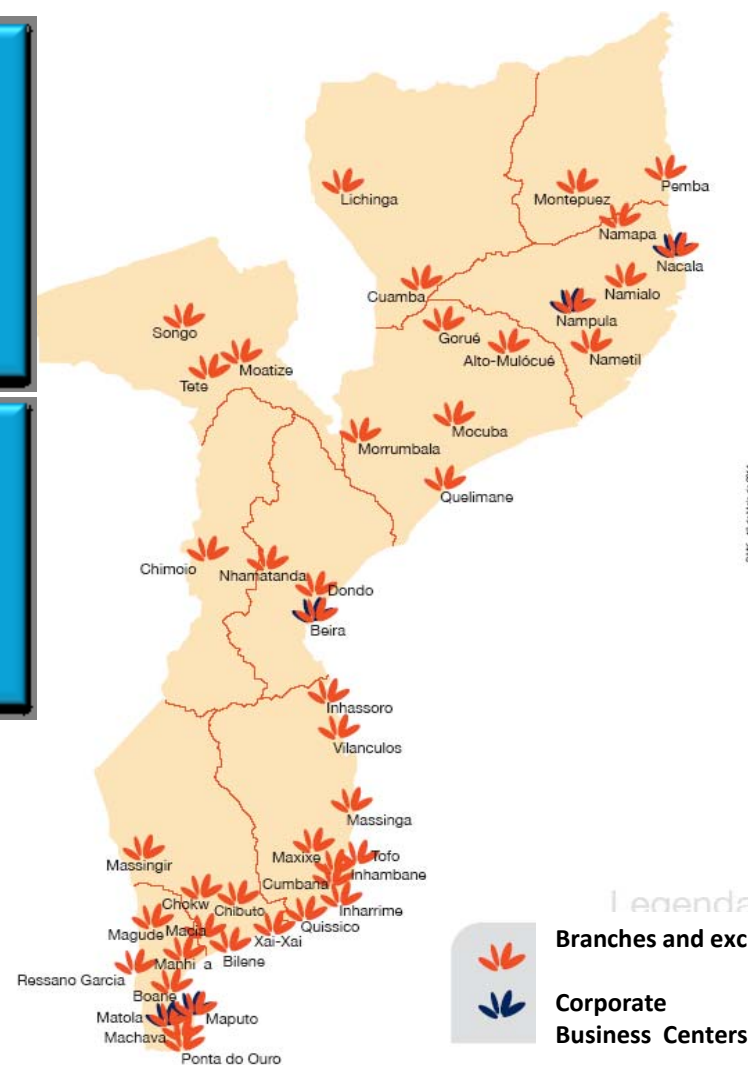
Strategic Focus

Universal and commercial bank

Support to CGD Group clients exporters and investors in Mozambique

Corporate desks

- ✓ Current accounts
- ✓ Trade finance solutions
- ✓ Financing of working capital or other financing of the company
- ✓ Local legal and fiscal advice



International Strategy

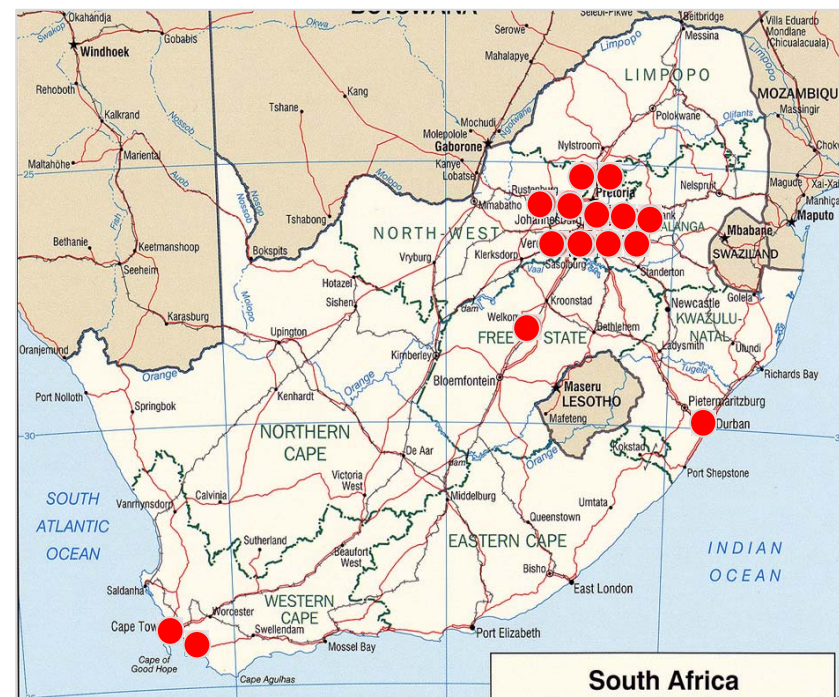
Africa: South Africa

Strategic Focus

Universal and commercial bank

Support to CGD Group clients exporters and investors in South Africa

- ✓ Current accounts
- ✓ Trade finance solutions
- ✓ Financing of working capital or other financing of the company
- ✓ Local legal and fiscal advice



International Strategy

Asia: Macao, Zhuhai, Shanghai

Strategic Focus

Commercial bank

Support to CGD Group clients exporters and investors in Asia

- ✓ Current accounts
- ✓ Trade finance facilities
- ✓ Local short-term financing for liquidity and investment purposes
- ✓ Interaction between the commercial structures of CGD and BNU
- ✓ Local legal and fiscal advice



- 14 branches in Macau,
- 1 CGD Branch in Zuhai
- 1 BNU Rep.Office in Shanghai



Zhuhai



Shanghai



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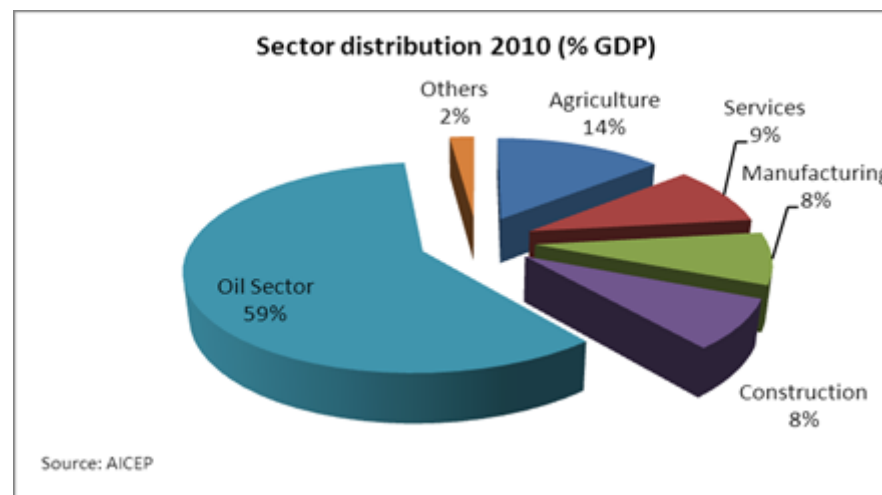
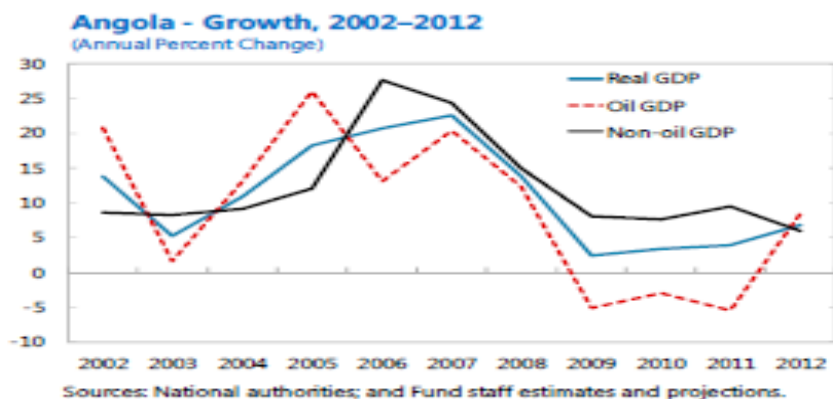


BACKGROUND:

- Angola has emerged from more than four decades of war to become Africa's second largest oil exporter and its third largest economy.
- After the collapse in oil prices in 2008-09, Angola experienced a sharp contraction on its oil revenue and faced growing macroeconomic instability.
- Three years after the abrupt decline in world oil prices, Angola has attained: an improved fiscal position, a more comfortable level of international reserves, a stable exchange rate, and lower inflation.

RECENT ECONOMIC DEVELOPMENTS:

- Overall macroeconomic stability improved in 2011. Oil production problems constrained oil sector growth, but non-oil growth compensated for the decline, resulting in an overall real growth rate of 3.9 percent
- Headline inflation declined to 11.4 percent by year-end, helped by a stable exchange.

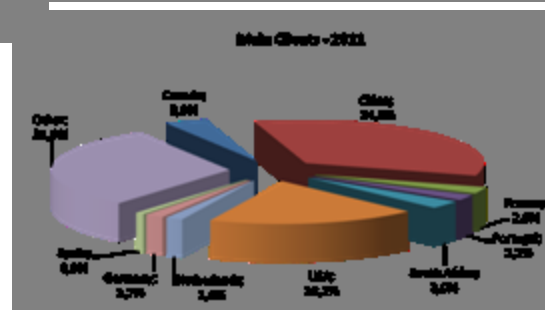
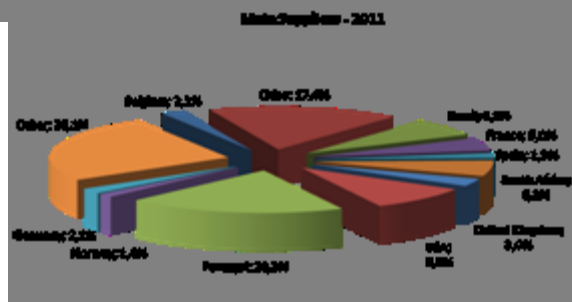
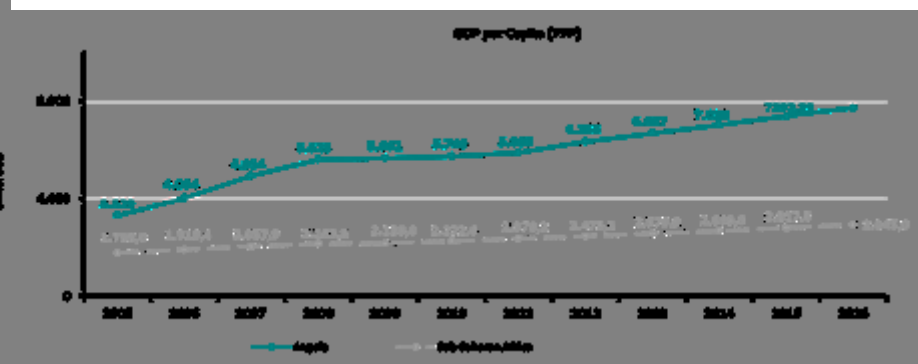
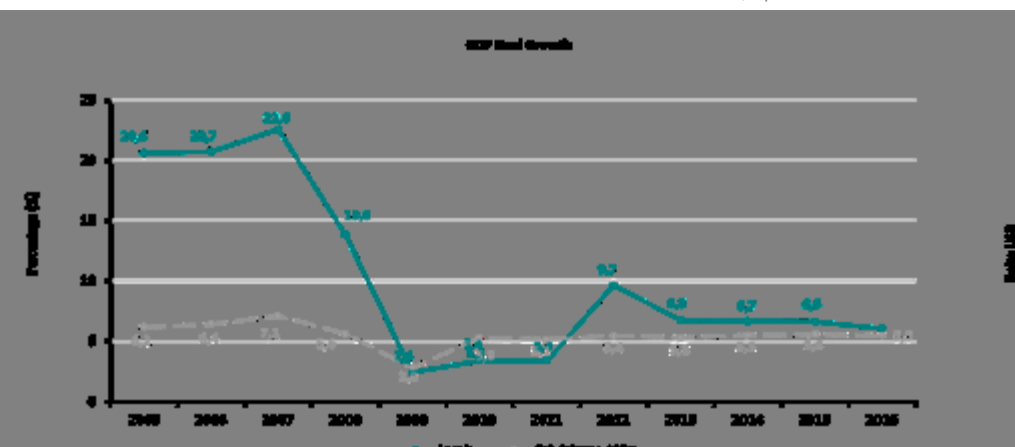


CGD International Presence: The Angolan Case

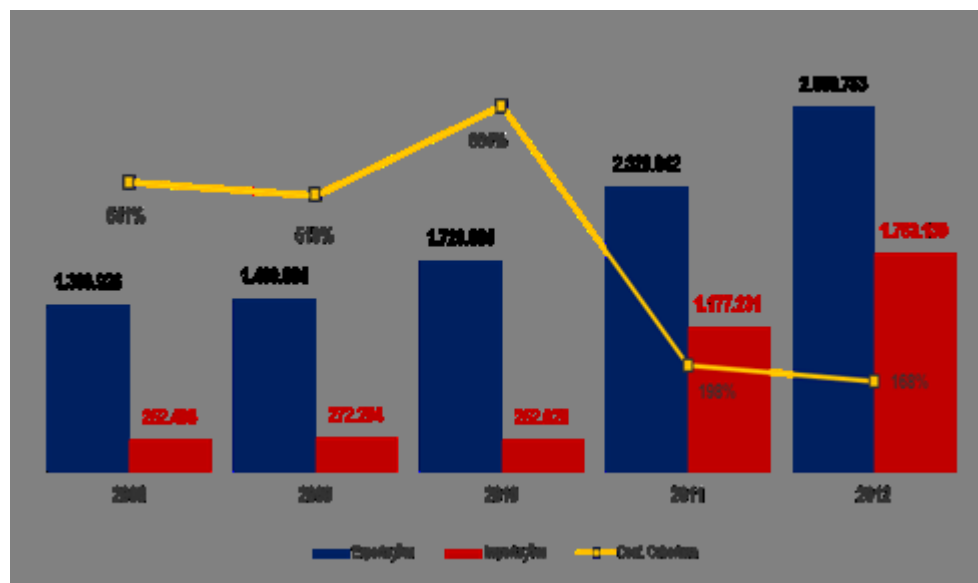


	Unit	2007	2008	2009	2010	2011*	2012*	2013*	2014*	2015*
Population	Mios	17,6	18,0	18,5	19,1	19,6	20,2	20,8	21,4	22,1
Nominal GDP	10 ⁹ USD	60,4	84,2	75,5	82,5	100,9	121,5	129,7	133,1	143,5
PIB per capita (PPP)	USD	4.954	5.615	5.661	5.749	5.895	6.356	6.687	7.028	7.392
Current-account balance	% GDP	21,7	12,7	-8,9	10,4	8,1	9,7	6,2	4,1	0,5
Public sector balance	% GDP	11,3	8,9	-4,9	6,8	12,6	12,2	8,3	6,9	5,0
Gen. Gov. Gross Debt	% GDP	20,8	31,5	36,3	37,5	30,9	23,8	20,7	18,5	16,1
Inflation (average)	%	12,2	12,5	13,7	14,5	13,5	11,1	8,3	6,5	6,0
Investment	% GDP	13,5	16,2	15,2	12,7	11,1	10,4	12,6	13,3	13,8

Source: IMF - World Economic Outlook Database, April 2012 / * Estimates



CGD International Presence: Strong economic ties between Portugal and Angola



Source: International Trade Centre (thousand €)

Number of Portuguese firms

	2010	2011	2012
Exporters to Angola	7875,0	7132,0	7893,0
Importers from Angola	130,0	136,0	148,0

Source: INE (National Statistic Institute)

CGD International Presence:

Strong economic ties between Portugal and Angola

Portuguese FDI in Angola

(10 ⁶ Euros)	2009	2010	2011	Jan-Abr 12
Gross investment	693,7	669,5	246,4	89,6
Desinvestment	1.062,3	512,1	571,7	142,1
Net investment	-368,6	157,3	-325,4	-52,5
Ranking	3	5	4	4
Representativity (%)	8,9	6,8	1,6	2,6

Angolan FDI in Portugal

(10 ⁶ Euros)	2009	2010	2011	Jan-Abr 12
Gross investment	116,0	32,8	70,3	122,7
Desinvestment	0,5	2,2	1,8	0,7
Net investment	115,6	30,6	68,5	122,0
Ranking	14	18	16	10
Representativity (%)	0,36	0,08	0,18	1,14

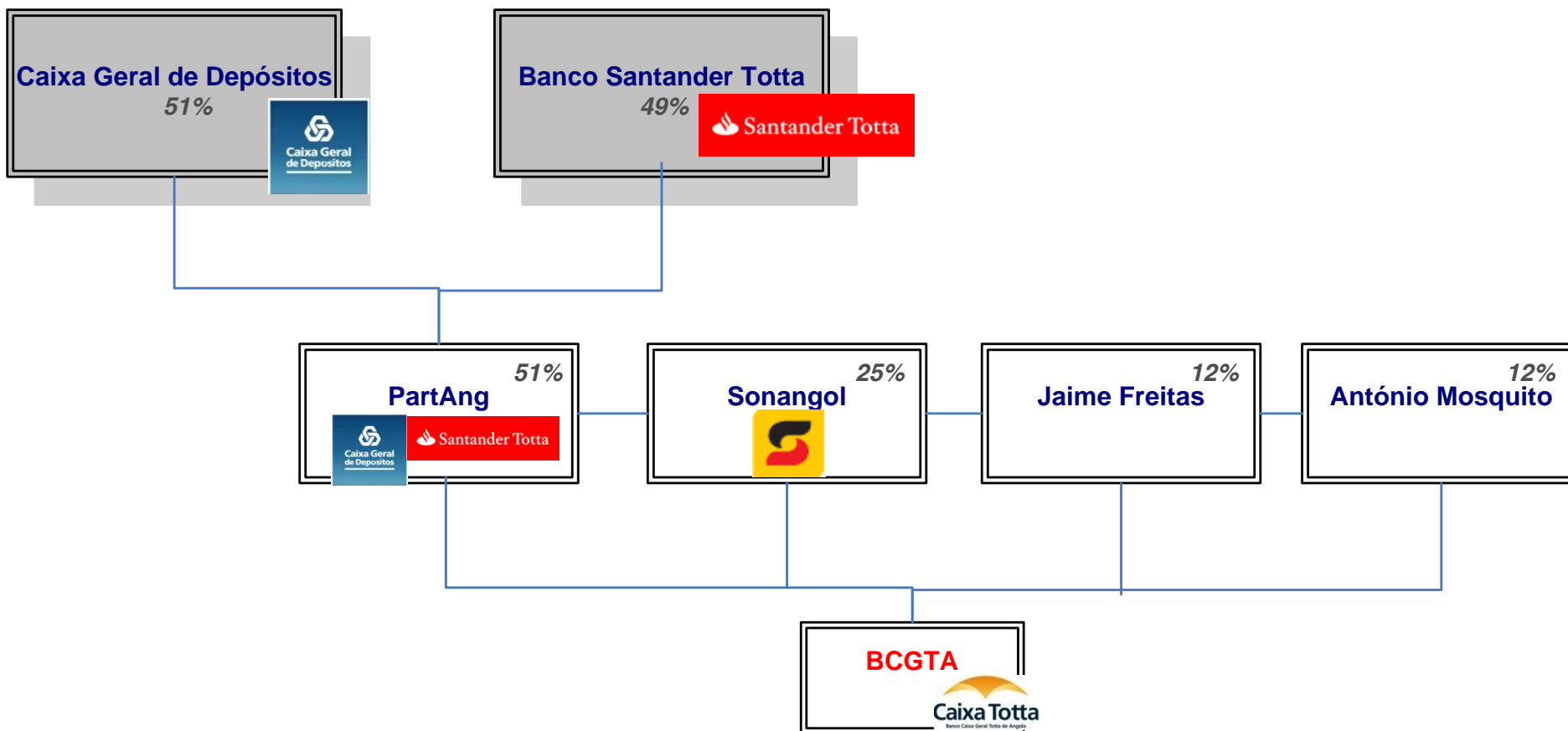
Source: Bank of Portugal

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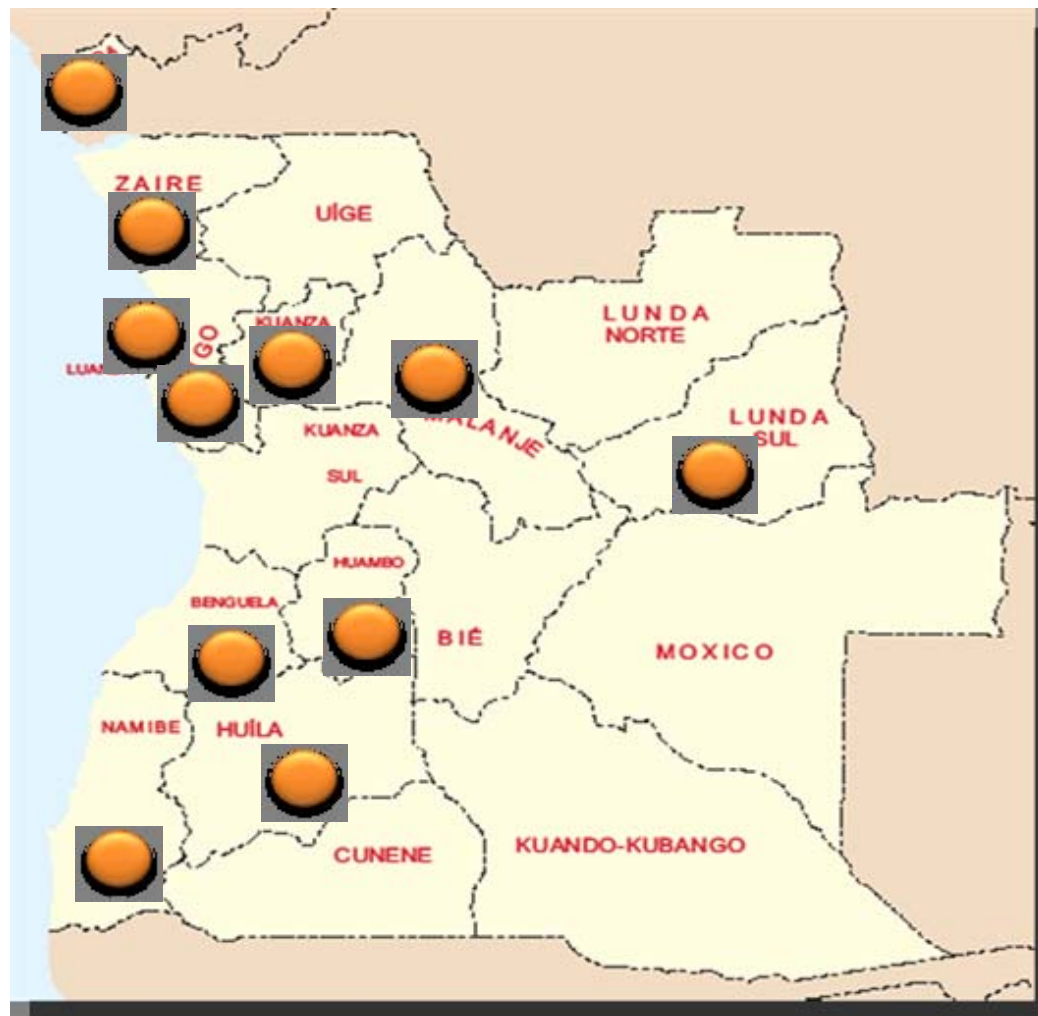


22 branches

- Luanda
- Bengo
- Cabinda
- Kuanza Norte
- Huambo
- Benguela
- Namibe
- Huila
- Lunda Sul
- Zaire
- Malanje (opening soon)

4 Corporate Centers

- Luanda
- Benguela



Whole Sale to Retail Bank

Corporate banking

**Progressive approach to SMEs
and private customers**

2010

2011

2012





Oil Sector



Construction



Distribution



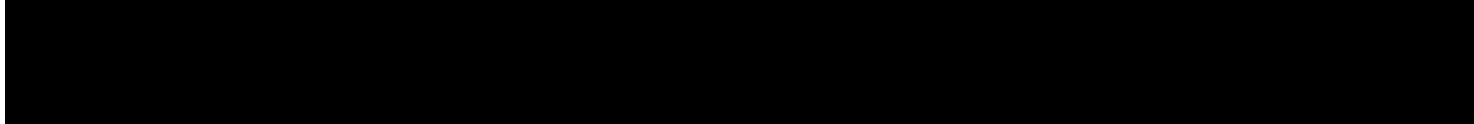
Accommodation

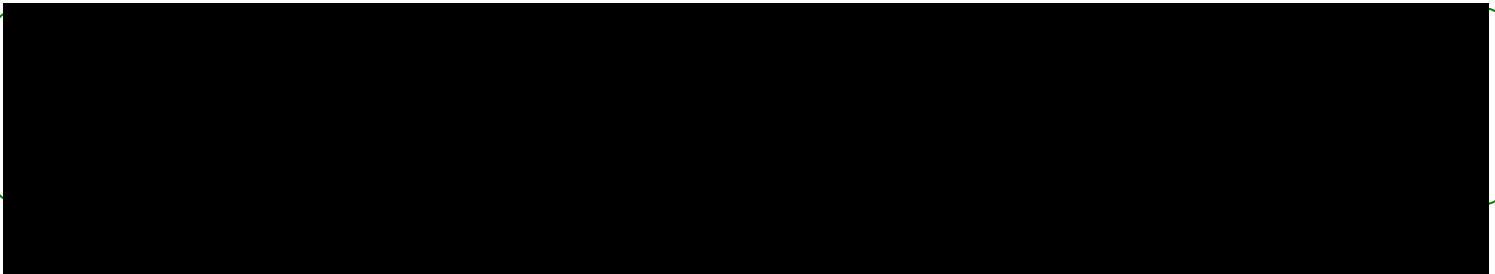


Transportation



Documentary Letters of Credit Import Documentary collections

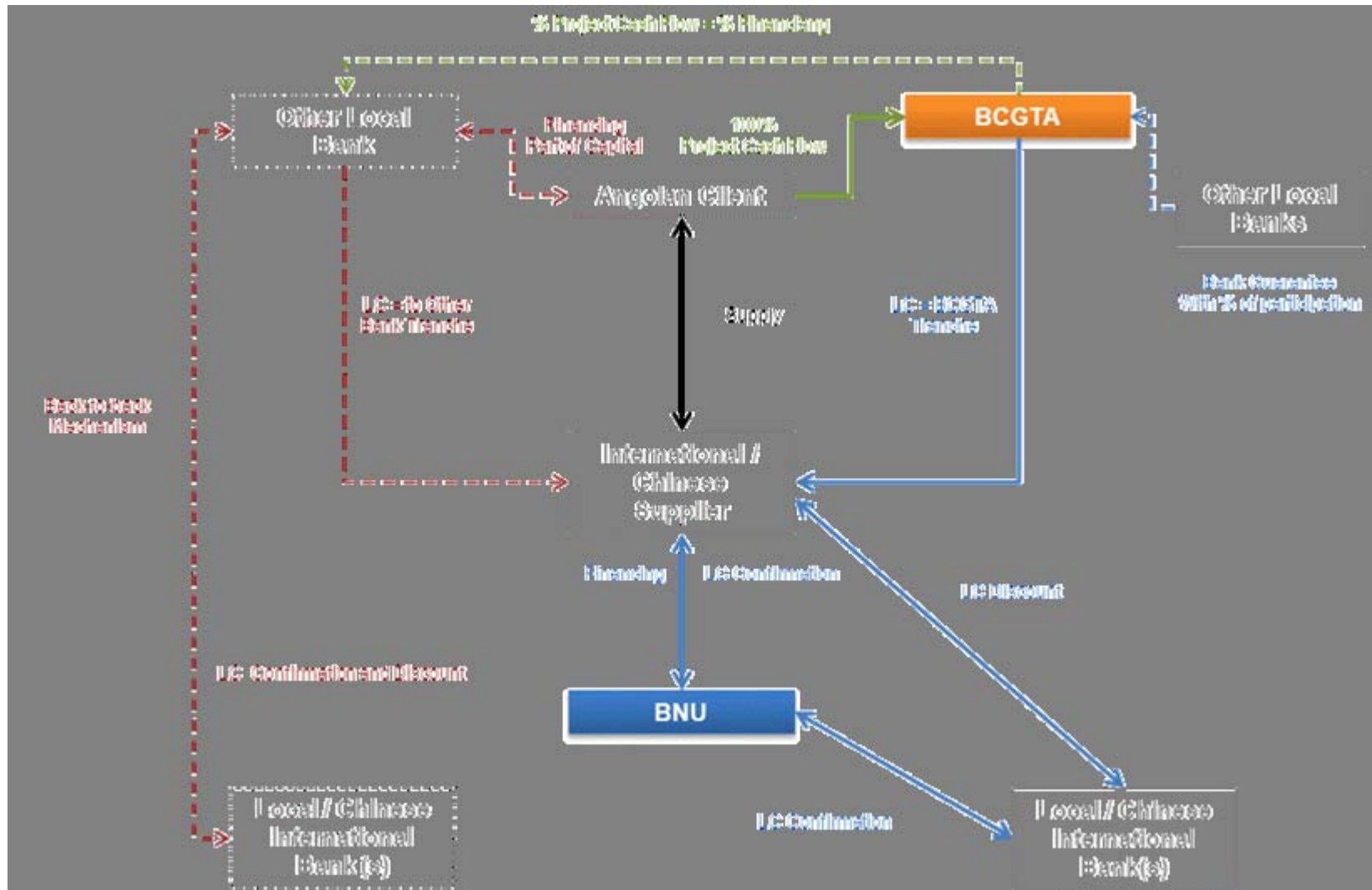




Angola – Portugal COSEC-backed € 1.000 Credit Line

20006			20007		
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20008			20009		
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€ 30.120.000,00	€ 30.120.000,00	€ 30.120.000,00	€ 30.120.000,00	€ 30.120.000,00	€ 30.120.000,00

Structured Trade Finance – China/Angola/Portugal financing case



Thank You



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