# Consolidated financial statements



# Who we are

The BNI has obtained its license from National Bank of Angola in February 2006 and began operating in November of the same year.

We are a Bank directed to entities residing in Angola, including public and national institutions, as well as foreign entities.

The Bank's activity has expanded and nowadays we have more than 200.000 clients

2015 was our 9th year in business, marked by the refinement of the Bank's strategy and organic structure in light of the Angolan economy's new reality, as well as by the new impositions emanating from the financial sector's regulatory entity. Once again, people were at the heart of our concerns. Our customers are our biggest asset, with the result that our priority during 2015 was responding to their concerns. In this domain, we carried out the restructuring of our organic units, the review of processes and procedures, the creation of new committees with full decision-making powers, amongst other structural reforms, and which we believe are directed at the desired goal.

A total of 760 employees, deployed at 91 branches spread over 14 provinces of the country, dedicate themselves daily to responding to the needs of our 209.592 Customers.

In July 2014, we expanded our activity to Lisbon, Portugal, offering to our customers a modern digital low-cost banking platform and innovative banking products.



## Where we are





Chairman's Message

Mário A. Palhares Chairman's Message

### Economic background and banking sector

The drop in the barrel price of crude oil on the international markets which began midway through 2014 had a profound impact during 2015, giving rise firstly to a financial crisis and later an economic crisis which is currently shaking the Angolan economy and the other sectors of economic activity.

During 2015 the principal difficulties faced by the banking sector were primarily interlinked with the scrupulous management of customer operations in foreign currency, undermined by the decrease in the volume of foreign currency made available by the Central Bank (BNA) to the commercial banks, with an inevitable impact on the sector's general profitability. Furthermore, the BNA found itself forced to devalue the local currency against other foreign currencies so as to discourage the consumption of foreign reserves, with this action having influenced activity in the various sectors, including banking. Non-performing Customer loans and the consequent higher provisioning are also amongst the main problems confronting banks in 2015, the impact of which affected the level of profitability.

Turning to the main challenges of 2016, it is assumed that the risk management, consolidation movements within the sector, the management of foreign currency operations, the optimisation of digital banking as well as that of the customer's experience, the recognition of impairments, the tax impacts of the full adoption of the IFRS's and the implementation of the special tribute on banking operations, will be amongst the sector's principal transversal challenges.



### BNI

2015 is our 9th year in business, marked by the refinement of the Bank's strategy and organic structure in light of the Angolan economy's new reality, as well as by the new impositions emanating from the financial sector's regulatory entity.

Once again, people were at the heart of our concerns. Our customers are our biggest asset, with the result that our priority during 2015 was responding to their concerns. In this domain, we carried out the restructuring of our organic units, the review of processes and procedures, the creation of new committees with full decision-making powers, amongst other structural reforms, and which we believe are directed at the desired goal.

A total of 760 employees, deployed at 91 branches spread over 14 provinces of the country, dedicate themselves daily to responding to the needs of our 209.592 Customers.

With regulatory Own Funds of AKZ 23.026.212 thousand, net total assets of AKZ 234.099.969 thousand, a Customer deposits' portfolio of AKZ 154.016.888 thousand, to whom granted gross Loans of AKZ 101.909.159 thousand, BNI achieved a net income of AKZ 1.294.611 thousand and is now placed amongst the 100 largest banks in Africa according to a survey published by the renowned magazine "African Business" conducted in 2015, a feat that we have

managed to achieve in less than a decade.

From the standpoint of compliance with prudential and regulatory standards, the rigour that is our hallmark enables us to scrupulously comply with the legislation promulgated by the BNA. In 2015, BNI embraced the full implementation of Central Bank's Notices 1 and 2 of 2013, which permitted the refinement of our internal control systems, not to mention the improvement of risk mitigation.

Considering that BNI was indicated by the Central Bank to be amongst the group of institutions that must adopt the IFRS/IAS reporting standards, our efforts directed at the processes associated with this issue were almost one of main priorities, resulting in full compliance with the timetable of activities laid down by that Institution.

The management geared towards compliance with the objectives, the stringent monitoring of costs, the commitment to enhancing our Employees' knowledge, the offer of innovative products and services, the fostering of operating efficiency and the quest for sound partnerships were also amongst our daily endeavours and permitted maintaining our position in the market despite the severe economic adversities plaguing the country.

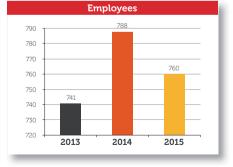
I extend my profound gratitude to our Customers, Employees, Shareholders and Board of Directors, because without any one of you we would not be the institution we are.



# The Bank at a glance

Thousands of USD	2013	2014	2015
Net Assets	1 886 419	1 964 571	1 730 036
Business Volume	2 265 478	2 433 340	1 891 335
Gross Loans	899 499	924 568	753 125
Costumers Resources	1 365 979	1 508 772	1 138 210
Own Funds	216 212	193 859	170 166
Net income of the year	28 859	13 147	10 695
Transformation Ratio	65,85%	61,28%	66,17%
Return on Equity	13,35%	6,78%	6,29%
Retun on Assets	1,53%	0,67%	0,62%
Solvency Ratio	15%	11%	12%









# Our presence in Angola











# Facilcred – Supporting entrepeneurship

In August 2012, International Business Bank launched Facilcred, a subsidiary aimed at suporting micro-entrepeneurs projects in Angola.

### Income statement

		AKZ'000
Description	2015	2014
Income from Financial Instrument Assets	89 503	92 604
Costs of Financial Instrument Liabilities	-	-
Net Interest Income	89 503	92 604
Income from provision of financial services	(5)	16
Provisions for the year	(22 518)	(6 738)
Results from Financial Intermediation	66 980	85 883
Costs with employees	(53 410)	(51 849)
Third party supplies	(24 188)	(24 529)
Taxes and fees	(694)	(746)
Penalties	(386)	(636)
Depreciations and amortizations	(6 577)	(13 671)
Other operating income and expenses	1	-
Operating income	(18 273)	(5 548)
Non-Operating income	5 142	(7 923)
Charges on current result	(512)	-
Profit for the year	(13 644)	(13 472)





# **Awards and Partnerships**

The International Business Bank has been awarded with various worldwide distinctions, such as:

- The Bizz 2013 World Bank Leader (World Confederation of Business, Houston, USA)
- The Bizz 2013 Inspirational Company (World Confederation of Business, Houston USA)
- The Majestic Five Continents Award for Quality & Excelence (Association Otherway Managment & Consulting, Switzerland)
- Total Quality Amplitude Seal for the High Quality Performance/Best Consumer Satisfaction (European Society for Qality Research, Switzerland)
- Best Enterprise Socrates Prize in Bank Services Category (Europe Business Assembly, UK)

We have a partnership with the Government of Angola in the Angola Invest programme, to support micro, small and medium enterprises with activity on priority economic sectors, and also in he Bakita programme, to help to expand the number of citizens with bank accounts.









The BNI Europe Bank and has a highly qualified team that works in a logical incubator of new businesses / products that are launched in the bank platform in a regular basis.The BNI Europe Bank does not have branches and its structure is based on high standards of efficiency and effectiveness translating to customers in a single low cost offer, providing only essential products tailored to their needs instead of complex products that few understand and They require even less.

Betting on an innovative and based on offering new technological solutions BNI Europe Bank aims to be a landmark in the new digital banking using this channel to promote their products.

The Bank BNI Europe seeks to establish partnerships with FINTECH companies to launch new products and tries to exploit niche markets untapped by traditional banks. This strategic positioning allows the Bank BNI Europe find itself at the forefront of the new way of being Bank.

The Bank BNI Europe was recently awarded the "International Finance Magazine" with the award of "BANK MORE INNOVATIVE IN PORTUGAL - 2016". This award proves to be correct the investment strategy in innovative solutions ominichannel that has invested and from which is image the home banking and APP launched recently.

The Bank was also recently awarded by "Global Business Outlook" as "BEST INTERNET BANK PORTUGAL 2016", and by the "Global Banking & Finance Review" with the award "BEST DIGITAL BANK PORTUGAL 2016"





# **Consolidated financial statements**

### At 31 December 2015 and 2014

	2015	2015	2014	2014
Assets	AKZ'000	USD'000	AKZ'000	USD'00
10000				
Cash and deposits	40 985 941	302 893	29 885 793	290 54
Amounts owed by financial institutions	25 224 040	186 410	16 400 687	159 44
Stocks and securities	28 499 524	210 616	23 611 649	229 54
- held for trading	1 536 473	11 355	-	
- held to maturity	26 963 051	199 261	23 611 649	229 54
Loans in the payments system	169 336	1 251	66 970	65
Foreign currency operations	-	-	925 767	9 00
Total loans	92 488 039	683 501	88 604 796	861 387
- Performing and non-performing loans	101 909 159	753 125	95 103 821	924 568
- Provision for doubtful debts	(9 421 119)	(69 624)	(6 499 025)	(63 181
Other assets	26 299 837	194 360	13 966 103	135 774
Financial fixed assets	4 332 897	32 021	3 925 139	38 159
Tangible and in progress fixed assets	14 356 847	106 099	13 440 971	130 669
Intangible assets	1 743 508	12 885	11 253 592	109 404
Total assets	234 099 969	1730036	202 081 467	1 964 571
Liabilities				
Deposits	154 016 888	1 138 210	155 196 552	1 508 772
- Sight deposits	88 444 939	653 623	78 819 295	766 255
- Term deposits	65 568 135	484 559	76 373 559	742 478
- Other deposits	3 814	28	3 698	39
Amounts owed to financial institutions	21 856 840	161 526	15 047 479	146 287
<ul> <li>Inter-financial money market operations</li> </ul>	21 856 840	161 526	15 047 479	146 287
Liabilities in the payments system	5 193 341	38 380	292 510	2 844
Foreign currency operations	-	-	926 280	9 0 05
Other amounts owed to financial institutions	8 563 313	63 284	6 978 676	67 844
- Subordinated debt	6 874 002	50 800	5 225 440	50 800
<ul> <li>Other resources contracted</li> </ul>	1 689 311	12 484	1 753 236	17 044
Other liabilities	20 948 093	154 810	3 051 148	29 662
Provisions for contingent liabilities	495 286	3 660	549 660	5 344
Total liabilities	211 073 761	1 559 870	182 042 305	1 769 755
Minority interests	-	-	98 178	954
Share capital	14 642 808	108 213	14 642 808	142 353
	3 817 474	28 212	3 568 462	34 69
Reserves and funds	-	(1129)	-	(543
Conversion gains/(losses)	(11844)	(88)	(1 154 502)	( 11 224
Retained earnings	3 622 876	26 774	2 930 483	28 48
(-) Own shares or quotas	( 339 713)	(2 511)	(1 342 746)	(13 054
Net income for the year	1 294 611	10 695	1 296 479	13 14
Total own funds	23 026 212	170 166	19 940 984	193 859
Total liabilities and shareholders' equity	234 099 969	1 730 036	202 081 467	1 964 571
iotal liabilities and shareholders' equity	234 099 969	T 130 030	202 081 407	1 504 571





# **Consolidated income statement**

### At 31 December 2015 and 2014

	2015	2015	2014	2014
	AKZ'000	USD'000	AKZ'000	USD'000
Income from financial instrument assets	15 269 624	126 146	11 058 465	112 142
<ul> <li>Income from amounts owed by financial institutions</li> </ul>	70 821	585	595 407	6 038
<ul> <li>Income from stocks and securities</li> </ul>	5 758 923	47 576	1 416 422	14 364
- Income from loans	9 439 880	77 985	9 046 636	91 740
(-) Costs of financial instrument liabilities	(5 353 036)	(44 222)	(4 420 348)	(44 825)
- Cost of deposits	(3 820 782)	(31 564)	(3 667 584)	(37 192)
<ul> <li>Cost of amounts owed to financial institutions</li> </ul>	(1 169 086)	(9658)	(457 969)	(4644)
- Cost of other resources	(363 168)	(3000)	(294 795)	(2989)
Net interest income	9 916 588	81 924	6 638 117	67 316
Net income from currency operations	1 680 267	13 881	4 311 565	43 723
Net income from financial services	2 381 396	19 673	3 304 514	33 510
Net operating revenue	10 025 442	82 823	8 429 510	85 483
(-) Personnel	(3 320 329)	(27 430)	(3 137 420)	(31 816)
(-) Outside supplies	(3 953 707)	(32 663)	(3 719 192)	(37716)
(-) Non-profit related taxes and levies	(239 708)	(1980)	(86 820)	(880)
(-) Penalties applied by the regulatory authorities	(2042)	(17)	(21 129)	(214)
(-) Depreciation and amortisation	(1 285 907)	(10 623)	(1 297 037)	(13153)
<ul> <li>Provisions for contingent liabilities</li> </ul>	(94 000)	(777)	(9335)	(95)
Costs recouped	4 597	38	102 264	1 0 37
Other operating income and costs	1 304 569	10 777	1 044 094	10 588
Operating profit	2 438 920	20 149	1 304 935	13 234
Non-operating profit	(589 653)	(4871)	77 604	787
and the second sec	(,	,		
Income before taxation and other charges	1 849 267	15 277	1 382 539	14 021
(-) Charges on net operating income	(554 655)	(4582)	(92 661)	(940)
Consolidated net income	1 294 611	10 695	1 289 878	13 080
Minority interests	-	-	6 601	67
Consolidated net income attributable to BNI shareholders	1 294 611	10 695	1 296 479	13 147
consolidated her income attributable to BNI sitaleholders	1294011	10 095	1 290 479	13 147



# Foreign currency operation

The caption foreign currency operations comprise:

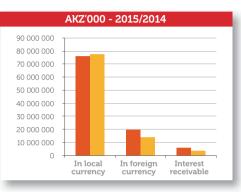
	2015 AKZ'000	2015 USD'000	2014 AKZ'000	2014 USD'000
Foreign currency operations - Assets	-	-	925 767	9 000
Purchase of foreign currency - USD	-	-	925 767	9 000
Foreign currency operations - Liabilities	-	-	926 280	9 005
Sale of local currency	-	-	926 280	9 005

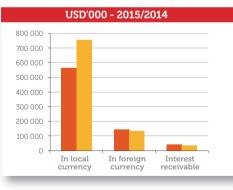




# **Total loans**

	2015	2015	2014	2014
	AKZ'000	USD'000	AKZ'000	USD'000
Total loans	92 488 038	683 501	88 604 796	861 387
Performing and overdue loans	101 909 159	753 124	95 103 821	924 568
Performing and overdue toans	101 909 139	/ 33 124	<b>33 103 021</b>	924 300
In local currency	76 234 807	563 388	77 741 490	755 777
Companies and public sector	71 461 432	528 112	71 954 791	699 521
Individuals	4 773 375	35 276	5 786 699	56 256
In foreign currency	19 837 034	146 598	13 844 249	134 589
Companies and public sector	19 075 245	140 968	13 180 164	128 133
Individuals	761 789	5 630	664 085	6 456
Interest receivable	5 837 318	43 139	3 518 082	34 202
Provision for doubtful debts	(9 421 120)	( 69 624)	(6 499 025)	( 63 181)



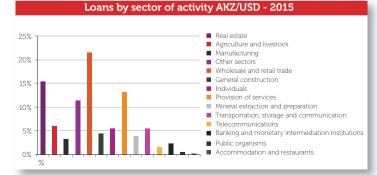




# Loans by sector of activity (2015)

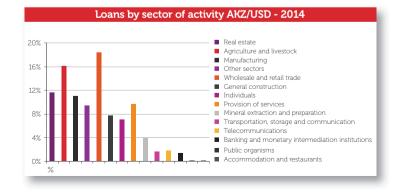
		2015 AKZ'000			2015 USD'000
	Performing and	%		Performing and	%
Total	101 909 159	100%	Total	753 125	100%
Real estate	15 699 832	15,41%	Real estate	116 024	15,41%
Agriculture and livestock	6 151 247	6,04%	Agriculture and livestock	45 459	6,04%
Manufacturing	3 297 365	3,24%	Manufacturing	24 368	3,24%
Other sectors	11 555 365	11,34%	Other sectors	85 396	11,34%
Wholesale and retail trade	21 912 974	21,50%	Wholesale and retail trade	161 940	21,50%
General construction	4 452 980	4,37%	General construction	32 908	4,37%
Individuals	5 535 163	5,43%	Individuals	40 906	5,43%
Provision of services	13 397 011	13,15%	Provision of services	99 006	13,15%
Mineral extraction and preparation	3 906 397	3,83%	Mineral extraction and preparation	28 869	3,83%
Transportation, storage and communication	5 569 103	5,46%	Transportation, storage and communication	41 157	5,46%
Telecommunications	1 571 017	1,54%	Telecommunications	11 610	1,54%
Banking and monetary intermediation institutions	2 333 669	2,29%	Banking and monetary intermediation institutions	17 246	2,29%
Public organisms	470 713	0,46%	Public organisms	3 479	0,46%
Accommodation and restaurants	219 003	0,21%	Accommodation and restaurants	1 619	0,21%
Interest receivable	5 837 318	5,73%	Interest receivable	43 139	5,73%





# Loans by sector of activity (2014)

	Performing and	2014 AKZ'000 %		Performing and	2014 USD'000 %
Total	95 103 821	100%	Total	924 568	100%
Real estate	10 613 146	11,16%	Real estate	103 177	11,16%
Agriculture and livestock	14 765 147	15,53%	Agriculture and livestock	143 542	15,53%
Manufacturing	10 093 839	10,61%	Manufacturing	98 129	10,61%
Other sectors	8 664 235	9,11%	Other sectors	84 231	9,11%
Wholesale and retail trade	16 875 535	17,74%	Wholesale and retail trade	164 058	17,74%
General construction	7 095 072	7,46%	General construction	68 976	7,46%
Individuals	6 453 364	6.79%	Individuals	62 737	6,79%
Provision of services	8 874 741	9,33%	Provision of services	86 277	9,33%
Mineral extraction and preparation	3 623 208	3.81%	Mineral extraction and preparation	35 224	3,81%
Transportation, storage and communication	1 508 009	1.59%	Transportation, storage and communication	14 660	1,59%
Telecommunications	1 648 325	1.73%	Telecommunications	16 024	1,73%
Banking and monetary intermediation institutions	1 240 118	1.30%	Banking and monetary intermediation institutions	12 056	1,30%
Public organisms	94 221	0,10%	Public organisms	916	0,10%
Accommodation and restaurants	36 779	0,04%	Accommodation and restaurants	358	0,04%
Interest receivable	3 518 082	3,70%	Interest receivable	34 202	3,70%





# **Provisions for credits**

The caption Provisions for doubtful debts records the amounts set aside net of reversals and comprises:

	2015 AKZ'000	2015 USD'000	2014 AKZ'000	2014 USD'000
Balance 1 January	6 499 025	63 181	1 716 892	17 588
Increases	5 361 672	44 294	7 865 973	79 767
Reversals	(1 337 580)	(11 050)	(2 231 062)	(22 625)
Utilisation	(1 101 997)	(9104)	(852778)	(8648)
Foreign currency difference	-	(17698)	-	(2902)
Balance at 31 December	9 421 120	69 624	6 499 025	63 181

### Balance AKZ'000 - 2015/2014



### Balance USD'000 - 2015/2014





# Provisions for doubtful depts and for other contingent liabilities

The caption Provisions for other contingent liabilities comprises:

	2015	2015	2014	2014
	AKZ'000	USD'000	AKZ'000	USD'000
Total	(3 952 809)	(32 655)	(5 824 686)	( 59 067)
Domestic loans (note 8)	(4 024 090)	(33 244)	(5 634 911)	(57142)
Increases	(5 361 672)	(44 294)	(7 865 973)	(79767)
Reversals	1 337 580	11 050	2 231 062	22 625
Contingent liabilities (Note 17)	71 282	589	189 776	1 925
Increases	( 230 793)	(1907)	(295 177)	(2994)
Decreases	302 075	2 496	105 402	1 069

	2015 AKZ'000	2015 USD'000	2014 AKZ'000	2014 USD'000
Provisions for contingent liabilities	( 94 000)	(777)	(9335)	(94)
Provisions for contingent tax liabilities	-	-	23 187	234
Provisions for contingent administrative liabilities Provisions for contingent liabilities for survivors' pensions	( 94 000)	(777)	( 76 948) 44 426	(780) 451



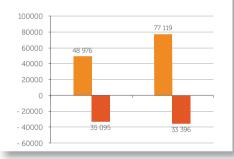


# Net income from foreign currency operations

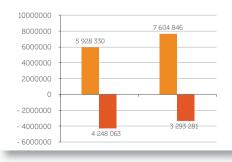
The net gains from foreign currency operations are derived from the revaluation of the Bank's foreign currency position, as well as from foreign currency operations realised.

	2015 AKZ'000	2015 USD'000	2014 AKZ'000	2014 USD'000
Net income from foreign currency operations	1 680 267	13 881	4 311 565	43 723
Profits	5 928 330	48 976	7 604 846	77 119
Losses	(4 248 063)	(35 095)	(3 293 281)	(33 396)

### Profits and Losses USD'000 - 2015/2014



### Profits and Losses AKZ'000 - 2015/2014





PwC

pwc

To the Board of Directors of Banco de Negócios Internacional, S.A.

### INDEPENDENT AUDITOR'S REPORT

### Report on the Financial Statements

We have audited the accompanying financial statements of Banco de Negócios Internacional, S.A., which comprise the balance sheet at 31 December 2015 (which reflects a balance sheet total of 234,295,886 thousand AKZ and total shareholders' equity of 23,031,698 thousand AKZ, including net income for the year of 1,247,014 thousand AKZ), the income statement, the statement of changes in own funds and the cash flow statement for the year ended on that date, as well as a summary of the significant accounting policies and other explanatory information.

# BOARD OF DIRECTOR'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

The Board of Directors is responsible for the preparation

and presentation of these financial statements in conformity with the principles and practices generally accepted in Angola for Angola and other provisions issued by the Banco Nacional de Angola ("BNA"), and for the internal control that it deems necessary to ensure the preparation of financial statements which are free of material distortion due to fraud or error.

### AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on those financial statements based on our audit, which was carried out in accordance with the International Auditing Standards. Those Standards require that we comply with ethical requirements and that we plan and perform the audit in such a manner as to obtain reasonable assurance that the financial statements are free from material distortion.

An audit involves executing procedures for the purpose of obtaining audit evidence regarding the amounts and disclosures appearing in the financial statements. The procedures selected depend on the auditor's judgment, including the evaluation of the risks of material misstatements in the financial statements due to fraud.



or error. By making these risk evaluations, the auditor considers the internal control system to be relevant for the preparation and proper presentation of the financial statements by the entity in order to conceive audit procedures which are appropriate under the circumstances, but not with the object of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes an evaluation of the appropriateness of the accounting policies adopted and the reasonableness of the accounting estimates made by the Board of Directors, as well as an evaluation of the overall presentation of the financial statements.

We believe that the audit evidence we obtained is sufficient and appropriate for providing a basis for issuing our opinion.

### OPINION

In our opinion, the financial statements present in a proper manner, in all material respects, the financial position of **Banco de Negócios Internacional, S.A.** at 31 December 2015, its financial performance and its cash flows for the year then ended, in accordance with the principles and practices generally accepted in Angola for the banking sector and other specific provisions issued by the Banco Nacional de Angola ("BNA").

### Other matters

Without affecting the opinion expressed in the preceding paragraph, we draw attention to the fact that the financial statements relating to the year ended 31 December 2014, presented in the accompanying financial statements for comparative purposes, were examined by another firm of Statutory Auditors who issued the respective Independent Auditor's Report without qualifications and dated 8 April 2015.

For PwC (Angola)

Luanda, 3 June 2016

Ricardo Sontos

