# Eerriligs Presentation <br> Jul-29 <br> 1* H'09 

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- First half figures for 2008 and 2009 were subject to a limited scope revision by External Auditors.


## Highlights $1^{\text {st }}$ Half 2009

Strengthening capital ratios: Tier I ratio at 8.0\% and Core Tier I ratio rises to 6.2\%, in June 2009

Net income grows by $45.5 \%$, reaching 147.5 million euros

Banking income increases by 10.0\% and costs decline by 5.2\%

Portugal: cost and risk control in a context of economic recession and interest rates steep decline
International operations affected by the impact of the current crisis
Loans to customers and balance sheet customers' funds continue to grow despite the unfavourable economic environment

Solid and prudent liquidity position: new debt issues of 3.8 billion euros until June 2009, stable commercial gap, highly liquid assets of 7.2 billion euros, possibility to use up to 3.5 billion euros of State guarantee

## Net Income growth of 45.5\%



## Although the economic environment is not favourable, business volumes keep on increasing

Consolidated

Loans to customers (gross) Eur million

| 70,865 | $5.1 \%$ | 74,510 |
| :---: | :---: | :---: |
| 26,954 | $7.2 \%$ | 28,903 |
| 4,797 | $5.9 \%$ | 5,081 |
| 39,114 |  | 40,526 |
|  | $3.6 \%$ |  |
| Jun 08 |  | Jun 09 |

Customers' funds
Eur million

Mortgage
Consumer Loans
Loans to companies

Others
Deposits
Off Balance Sheet customers' funds

## Strengthening Capital Ratios

## Solvency ratios

Consolidated


## Evolution of Millennium bcp's capital ratios

Tier I and Core Tier I
Consolidated


2000200220042 Q 052005 LQ 062006 QQ07 2007 2Q08 2008 2Q09 2000200220042 Q 0520052 Q 0620062 Q 0720072 Q 0820082 Q 09

## Change in the actuarial assumptions of the Pension Fund


3. Change in conditions for benefits attribution of the Defined Benefit Fund

## Coverage of $107 \%$ of pension responsibilities

```
(Eur Million)
```

|  | 2006 | 2007 | 2008 | 1H09 |
| :--- | ---: | ---: | ---: | ---: |
| Pension Responsibilities | 5,715 | 5,879 | 5,723 | 5,370 |
| Pension Fund | 5,578 | 5,616 | 5,322 | 5,372 |
| Responsabilities' coverage* | $105 \%$ | $102 \%$ | $100 \%$ | $107 \%$ |
| Pension Fund profitability** | $11 \%$ | $4 \%$ | $-14 \%$ | $4 \%$ |
| Actuarial differences | 1,240 | 1,353 | 2,140 | 1,651 |
| Corridor | 572 | 588 | 572 | 537 |
| Out of corridor | 668 | 765 | 1,568 | 1,114 |
| Actuarial gains (losses) | 157 | $(160)$ | $\mathbf{( 8 2 7 )}$ | 450 |
| \% Equities in the Pension Fund | $49 \%$ | $35 \%$ | $20 \%$ | $22 \%$ |

- Actuarial gains of 450 million euros in 1H09
- 107\% coverage of Pension Responsibilities
- Equity exposure reduction over the last years: 22\% on 1H09


## Liquidity Position Wholesale funding

Maturity (Refinancing needs of long term debt)

|  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |

* Includes the issue of 300 million de euros of Subordinated Perpetual Securities (June 2009).


## Income Statement

| (Eur million) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 1H08 | 1H09 | $\Delta \%$ |
| Net interest income | 841.9 | 675.6 | -49.8\% |
| Commissions and other income | 416.3 | 397.7 | -4.5\% |
| Net income from trading activity | -114.24 | 214.1 | -287.6\% |
| Dividends and Equity acc. Earnings | 57.7 | 34.1 | -41.0\% |
| Banking income | 1,201.8 | 1,321.4 | 10.0\% |
| Staff costs | 451.5 | 444.2 | -1.6\% |
| Other administrative costs | 311.8 | 278.7 | -10.6\% |
| Depreciation | 54.1 | 52.3 | -3.4\% |
| Operating costs | 817.5 | 775.2 | -5.2\% |
| Operational profit before provisions | 384.3 | 546.2 | 42.1\% |
| Loans impairment provisions (net of recoveries) | 205.9 | 279.1 | 35.6\% |
| Other provisions | -6.1 | 60.9 |  |
| Income tax and minorities | 83.2 | 58.8 | -29.4\% |
| Net income | 101.4 | 147.5 | 45.5\% |

2009 includes capital gains arising from sale of participation in Banco Millennium Angola of 21.2 million euros

Includes BPI's impairment of 202.2 million euros, in 2008

Reduction, in 2008, of variable remuneration accrued in 2007
of 18 million euros

Tax impact of the above mentioned items of 22.0 million euros, in 2008

## Strong cost control as basis profits are pressured

## (Eur million)

Consolidated

Banking Income*
Operating Costs



## Banking Income pressured by international operations and interest rates' decrease

(Eur million)

Banking income in Portugal*

Banking Income in International operations*



Net interest income pressured by international operations and interest rates' decrease
(Eur million)
Net Interest Income


Portugal


## Core banking commissions growing YoY and QoQ; lower capital markets related commissions

(Eur million)
Consolidated

|  | 1H08 | 1H09 | Change | $2 \mathrm{Q08}$ | 1Q09 | 2Q09 | $\begin{gathered} 2 \mathrm{Q} 091 \\ 2 \mathrm{Q} 08 \end{gathered}$ | $\begin{array}{r} 2 \mathrm{Q} 09 / \\ 1 \mathrm{Q} 09 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Banking commissions | 254.1 | 262.3 | 3.2\% | 130.0 | 125.4 | 136.8 | 5.2\% | 9.1\% |
| Cards | 89.8 | 90.4 | 0.7\% | 47.2 | 44.8 | 45.6 | -3.3\% | 1.7\% |
| Loans | 72.3 | 72.2 | -0.1\% | 35.7 | 36.1 | 36.1 | 1.2\% | 0.1\% |
| Other commissions | 92.1 | 99.7 | 8.2\% | 47.2 | 44.5 | 55.1 | 16.8\% | 23.9\% |
| Market related commissions | 113.6 | 84.4 | -25.7\% | 63.9 | 43.3 | 41.1 | -35.7\% | -5.0\% |
| Asset management | 62.2 | 49.0 | -21.2\% | 35.7 | 23.7 | 25.3 | -29.2\% | 6.4\% |
| Securities | 51.4 | 35.4 | -31.1\% | 28.2 | 19.5 | 15.9 | -43.8\% | -18.8\% |
| Total Commissions | 367.7 | 346.6 | -5.7\% | 193.9 | 168.7 | 177.9 | -8.3\% | 5.5\% |

## Strong cost control both in Portugal and in international operations

(Eur million)
Operating Costs


Includes the reduction, in 2008, of variable remuneration accrued in 2007 of 18 million euros.

## Staff cost containment in all geographies except Africa

|  |  |  | (Eur million) |
| :--- | :---: | :---: | :---: |
|  | 1 H 08 | 1 H 09 | Change |
| Portugal | $\mathbf{2 9 8 . 2}$ | $\mathbf{3 2 0 . 0}$ | $\mathbf{7 . 3 \%}$ |
| Remunerations | 251.7 | 236.9 | $-5.9 \%$ |
| Pension costs | 46.5 | 83.1 | $78.6 \%$ |
| International operation | $\mathbf{1 5 3 . 3}$ | $\mathbf{1 2 4 . 2}$ | $-19.0 \%$ |
| Poland | 85.8 | 53.5 | $-37.6 \%$ |
| Greece | 30.2 | 30.3 | $0.4 \%$ |
| Romania | 8.4 | 8.3 | $-0.7 \%$ |
| Turkey | 7.5 | 6.1 | $-18.9 \%$ |
| USA | 6.3 | 5.9 | $-6.8 \%$ |
| Mozambique | 12.7 | 14.8 | $17.2 \%$ |
| Angola | 2.5 | 5.2 | $110.3 \%$ |
| Staff costs | $\mathbf{4 5 1 . 5}$ | $\mathbf{4 4 4 . 2}$ | $-1.6 \%$ |

## Strong administrative costs reduction despite the expansion in several geographies in 2008

| (Eur million) | Consolidated |  |  |
| :---: | :---: | :---: | :---: |
|  | 1H08 | 1H09 | Change |
| Rents | 70.3 | 71.8 | 2.1\% |
| Outsourcing | 43.9 | 38.3 | -12.8\% |
| Communications | 25.2 | 23.0 | -8.7\% |
| Advertising | 27.7 | 17.3 | -37.8\% |
| Maintenance | 21.3 | 18.6 | -12.6\% |
| Consumables | 14.0 | 11.6 | -17.5\% |
| Travels | 11.2 | 8.7 | -22.3\% |
| Consulting | 11.7 | 8.6 | -26.2\% |
| Insurance | 9.4 | 8.1 | -14.0\% |
| Independent work | 7.6 | 5.0 | -33.4\% |
| Transport of values | 4.2 | 5.0 | 17.6\% |
| Security | 2.4 | 2.6 | 5.5\% |
| Training | 1.6 | 1.6 | 1.6\% |
| Others | 61.2 | 58.6 | -4.3\% |
| Administrative costs | 311.8 | 278.7 | -10.6\% |

## Cost to income improvement

Cost to income ratio in Portugal


## Evolution of the cost of risk

```
Impairment charges as % of total loans* (annualized)
```



* Excluding securities reclassified as credit


## Cost of risk and asset quality at expected level and in line with current economic cycle

(Eur million)
Consolidated

Credit quality*

days
$0.8 \% \quad \begin{gathered}\text { Overdue } \\ \text { ratio }>90 \text { days }\end{gathered} \quad 2.0 \%$
1,774.7
$\begin{array}{rc} & 288.4 \\ \text { Total Overdue } & \\ 660.4 & 1,456.3 \\ 123.6 \\ 536.8\end{array} \quad . \begin{gathered} \\ \text { Jun 08 }\end{gathered}$

Up until December 31, 2008, in accordance with the criteria adopted by the Group, non-performing loans that were completely covered by provisions were written off from assets when impairments corresponded to $100 \%$. In the first quarter of 2009, following Circular Letter \#15/2009 from Banco de Portugal, the Bank began to write off only the nonperforming loans completely covered that it considers unrecoverable. As a result of this change 241 million euros was returned to the asset side of the Balance Sheet.

Impairment charges as \% of total loans*


```
\(\square\) < 90 days
> 90 days
> 90 days
```


## Millennium BCP presents one of the better provisioning levels among the Iberian banks



## Agenda

- Portugal
- International operations


## Income Statement

| (Eur million) |  |  |  | 2009 includes capital gain arising from sale of participation in Banco Millennium Angola of $\mathbf{2 1 . 2}$ million euros |
| :---: | :---: | :---: | :---: | :---: |
|  | 1H08 | 1H09 | $\Delta \%$ |  |
| Net interest income | 589.9 | 506.3 | -14.2\% |  |
| Commissions and other income | 307.1 | 306.0 | -0.4\% |  |
| Net income from trading activity | -189.34 | 115.8 | -161.1\% | Includes BPI's impairment of 202.2 million euros, in 2008 |
| Dividends and Equity acc. Earnings | 56.4 | 32.0 | -43.2\% |  |
| Banking income | 764.1 | 960.1 | 25.6\% |  |
| Staff costs | 298.2 | 320.0 | 7.3\% | Reduction, in 2008, of variable remuneration accrued in 2007 <br> of 18 million euros |
| Other administrative costs | 189.7 | 160.6 | -15.3\% |  |
| Depreciation | 33.9 | 30.7 | -9.5\% |  |
| Operating costs | 521.8 | 511.3 | -2.0\% |  |
| Operational profit before provisions | 242.4 | 448.8 | 85.2\% |  |
| Loans impairment provisions (net of recoveries) | 183.7 | 208.4 | 13.5\% | Tax impact of the above mentioned items of 22.0 million euros, in 2008 |
| Other provisions | -6.9 | 60.0 |  |  |
| Income tax and minorities | 24.7 | 36.7 | 48.4\% |  |
| Net income | 40.9 | 143.6 | 251.4\% |  |

## On balance-sheet Customers' funds continue to grow in Portugal

```
*
```

Loans to customers* (gross) Eur million

## Customers' funds

 Eur million| 57,138 | $+4.3 \%$ | 59,587 |
| :---: | :---: | :---: |
| 20,305 | $5.4 \%$ | 21,395 |
| 3,180 | $7.3 \%$ | 3,411 |
| 33,653 | $3.3 \%$ | 34,781 |
|  |  |  |
| Jun 08 |  | Jun 09 |


|  |  | 2.4\% |  |
| :---: | :---: | :---: | :---: |
|  | 36,854 | - | 37,721 |
| On Balance | 7,210 |  | 6,046 |
| Sheet | 29,644 | 6.9\% | 31,675 |
|  | 15,198 |  | 13,824 |
|  | Jun 08 |  | Jun 09 |
| Total | 52,052 | -1.0\% | 51,545 |
|  | Other |  |  |
|  | Deposits |  |  |
|  | Off BS cust | mers' funds |  |

## Strict cost control as base operating revenues are under pressure

```
*)
```

Banking Income*
Eur million

Operating Costs
Eur million


## Interest rates decrease pressures net interest income

Net interest income
Eur million


Interest rates' sharp decline negatively impacted the evolution of the net interest income, reducing deposits' margin

```
*
```

Euribor 3 months (Quarter average)


Quarter net interest income Eur million
1.81\% 1.82\% 1.75\% 1.89\% 1.78\%

$290.2 \quad 299.7 \quad 297.3 \quad 308.0 \quad 287.9$


## Deposit margin declines with the steep fall of interest rates

```
*
Deposit spreads (\%)
```



Euribor 3m (quarterly average*)


- Steep decline in market rates penalises deposit spreads

Repricing speed was insufficient to offset the reduction of deposit margin


Net Interest Income of
Corporate and Companies
Eur million


- Repricing of corporates portfolio (58\% of total loans) up to 3 years, with visible impact in Corporate and Companies' NII
- Mortgage portfolio ( $36 \%$ of loans) cannot be re-priced, new production booked with adequate spreads


## Core banking commissions growing YoY and QoQ; lower capital markets related commissions

```
*)
```

|  | 1H08 | 1H09 | Change | 2Q08 | 1Q09 | 2009 | $\begin{array}{r} 2 Q 09 / \\ \text { 2Q08 } \end{array}$ | $\begin{array}{r} 2 Q 09 / \\ 1009 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Banking commissions | 195.0 | 219.6 | 12.7\% | 108.3 | 101.8 | 118.0 | 8.9\% | 16.1\% |
| Cards | 54.0 | 56.0 | 3.7\% | 27.9 | 27.7 | 28.2 | 1.1\% | 1.9\% |
| Loans | 49.6 | 53.6 | 8.2\% | 26.5 | 24.4 | 29.3 | 10.5\% | 20.2\% |
| Other commisions | 91.4 | 110.0 | 20.4\% | 53.9 | 49.7 | 60.5 | 12.3\% | 22.1\% |
| Market related commissions | 67.7 | 41.3 | -39.1\% | 35.5 | 22.6 | 18.6 | -47.5\% | -17.8\% |
| Asset management | 27.8 | 15.3 | -45.1\% | 12.8 | 7.7 | 7.6 | -40.7\% | -0.8\% |
| Securities | 39.9 | 26.0 | -34.9\% | 22.6 | 15.0 | 11.0 | -51.3\% | -26.5\% |
| Total Commissions | 262.7 | 260.9 | -0.7\% | 143.8 | 124.3 | 136.6 | -5.0\% | 9.9\% |

## Cost reduction in Portugal

| (Eur million) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 1H08 | 1H09 | Change |
| Staff costs | 298.2 | 320.0 | 7.3\% |
| Salaries | 251.7 | 236.9 | -5.9\% |
| Pension costs | 46.5 | 83.1 | 78.6\% |
| Administrative costs | 189.7 | 160.6 | -15.3\% |
| Depreciation | 33.9 | 30.7 | -9.5\% |
| Operating costs | 521.8 | 511.3 | -2.0\% |
| Operating costs ex-specific items | 539.8 | 511.3 | -5.3\% |
| Cost-to-income ratio | 55.9\% | 54.5\% |  |
| Numer of employees | 10,810 | 10,518 | -2.7\% |
| Number of branches | 914 | 917 | 0.3\% |

## Strong administrative costs' cutting in Portugal

|  |  |  | Eur mill |
| :---: | :---: | :---: | :---: |
|  | 1H08 | 1H09 | Change |
| Rents | 29.3 | 29.5 | 0.9\% |
| Outsourcing | 40.3 | 34.1 | -15.6\% |
| Communications | 16.3 | 15.1 | -7.4\% |
| Advertising | 13.2 | 10.7 | -19.0\% |
| Maintenance | 11.5 | 11.2 | -2.6\% |
| Consulting | 9.9 | 5.7 | -42.1\% |
| Travels | 7.1 | 5.3 | -24.5\% |
| Independent work | 6.9 | 4.3 | -38.3\% |
| Insurance | 5.7 | 4.4 | -23.5\% |
| Consumables | 3.9 | 3.0 | -23.6\% |
| Training | 1.1 | 1.2 | 13.8\% |
| Others | 44.6 | 36.1 | -18.9\% |
| Administrative costs | 189.7 | 160.6 | -15.3\% |

## Cost of risk and asset quality at expected levels and in line with current economic cycle



Impairment charges as \% of total loans*
(annualized)
Eur million


Up until December 31 2008, in accordance with the criteria adopted by the Group, non-performing loans that were completely covered by provisions were written off from assets when impairments corresponded to $100 \%$. In the first quarter of 2009, following Circular Letter \#15/2009 from Banco de Portugal, the Bank began to write off only the nonperforming loans completely covered that it considers unrecoverable. As a result of this change 241 million euros was returned to the asset side of the Balance Sheet.

* Excludes securities reclassified as credit


## Evolution of Past Due ratio in Portugal

## Total Past Due ratio



## Increase in client satisfaction and cross-selling

Client satisfaction index
Cross-selling index

$\qquad$
$\qquad$

## Focus on innovation

## Ranking of R\&D investment in Portugal



## Resilience of market positioning in Portugal

(Activity in Portugal)
Market share in
loans to customers in Portugal


## Market share in Customers' funds in Portugal



## Agenda

- Portugal
- International operations


## International operations with impact from current economic and financial crisis

|  | $1 \mathrm{H08}$ | 1H09 | Change |
| :--- | ---: | ---: | ---: |
| International operations | $\mathbf{6 0 . 5}$ | 3.8 | $-93.6 \%$ |
| Poland | 72.1 | 4.6 | $-93.6 \%$ |
| Mozambique | 23.8 | 27.2 | $14.3 \%$ |
| Angola | 2.4 | 6.3 | $164.8 \%$ |
| Greece | 10.7 | 3.3 | $-69.2 \%$ |
| Romania | -14.7 | -15.9 | $-8.2 \%$ |
| Turkey | -2.0 | -3.4 | $-71.8 \%$ |
| USA | -0.3 | -5.5 | n.m. |

## Net income and operating income and costs

Net profit
(Eur million)

## 55.7



Total operating income
(Eur million)


- Net profit for 1H 2009 was influenced by:
- continuation of the price „war" on deposits and high cost of FX swaps used to fund loan portfolio denominated in foreign currency
- further achievements in cost reduction
- stabilization of provisioning effort
- The Bank achieved a cost reduction of $10 \%$ in 1 H 2009 compared to 1H 2008.
- Operating income decreased by $23 \%$, mainly due to much lower net interest income


## Total operating costs (Eur million)

126.9


## Net interest income - the worst seems to be over

## Net interest income* <br> (Eur million)

| 116.7 |  |  |  |
| :---: | :---: | :---: | :---: |
|  | -44\% |  |  |
|  |  |  | 65.4 |
|  | --- |  |  |
|  | 39.8 | 25.6 |  |
| 1H08 | 1Q09 | 2Q09 | 1Q09 |

NIM evolution*


- Deposit „war" on the Polish market resulted in deterioration of Bank Millennium deposit spreads to $-0.74 \%$. However in June it was already visible a spread recovery from $-0.8 \%$ in previous months to $-0.6 \%$ as a result of repricing.
- Average cost of FX funding grew during 2Q, although current prices are already lower than the peak between November and February.
- As a result of the above mentioned trends, Net Interest Margin decreased during 2Q 09 to $1.1 \%$ and Net Interest Income decreased by $36 \%$ vs. the previous quarter.


## Net Commissions income and other income

Net commission income
(Eur million)


- Net Commissions in 1H 09 decreased only 7\% compared to quite good 1 H 08 , mainly due to drop of commissions from investment products and brokerage.
- The quarterly commissions are on similar level as in the previous quarters except for 1 Q 09 in which they were higher due to bancassurance.
- In 2Q09 all other main groups of commissions increased, except for loans
- Trading and other operating income (including FX, profits from trading and dividends) grew by $26 \% \mathrm{y} / \mathrm{y}$ supported by better result on the Bank's fixed income portfolio.
- The compound impact of FX derivatives on trading income (including profits from trading and FX income) was not material in 1 H 09.

FX, financial operations and other
(Eur million)


## Strong cost control in line with target even serving a bigger retail network



## Sustained volume growth

Loans to Customers (net)
Eur million

| 5,662 | +38\% | 7,841 |
| :---: | :---: | :---: |
|  |  | 5,170 |
| 3,412 |  |  |
| 468 |  | 617 |
| 1,782 |  | 2,053 |
| Jun 08 |  | Jun 09 |

## Customers' deposits*

Eur million


## Conservative provisioning still with impact from FX derivatives

| Credit quality* |
| :---: |
| Eur million |
| $75 \% \quad$Impairment <br> coverage |
| $3.1 \% \quad 54 \%$ |
| Impairment <br> ratio |
| Total <br> Impaired <br> loans |
| Jun 08 |

## Impairment charges as \% of Total Loans (YTD)

Eur million


[^0]
## Greece: net income decrease due to focus on liquidity

Net Income
Eur million
10.7


- Earnings are negatively influenced by the increase in impairment
- Operating income recovery in 2Q09: stable margin at $31.6 \mathrm{M} €$, $0.4 \%$ above the quarterly average of 2008 and $17.5 \%$ above 1 Q09 margin
- Controlled costs, although 13 branches were opened since 2007

Eur million


## Strong growth with deposits' focus

Loans to clients (gross)
Eur million


## Mozambique: net income growth in a less favourable world economy

Net Income
Eur million


- GDP growth in Mozambique remains at high levels: $4-5 \%$ in 2009(E) and 2010(P)
- High profitability levels and net income growth, which rose $14.3 \%$ to 27.2 ME
- Ongoing expansion program
- Strong volume increase
- Positive commercial gap: loans/deposits ratio of $65.6 \%$

Eur million


## Sustained volume growth with improved credit quality

Loans to customers (gross)
Eur million

| 478\% | Impairment coverage > 90 days | 460\% |
| :---: | :---: | :---: |
| 1.0\% | Overdue ratio > 90 days | 0.9\% |
| 396 | +32.9\% | $\begin{aligned} & 526 \\ & 24 \end{aligned}$ |
|  | - | 136 |
| $\begin{aligned} & 21 \\ & 84 \end{aligned}$ |  |  |
| 291 |  | 365 |
| Jun 08 |  | Jun 09 |

Customers' deposits
Eur million

Mortgage
Consumer Loans
Loans to companies


## Angola: partnership with Sonangol and BPA contributes to materialize growth in Africa



- Completion of the partnership between Sonangol and BPA
- Network expansion
- Strong loans' and deposits' growth
- Despite the continuous expansion, profitability remains high

Eur million


## 2009 priorities: key initiatives



## Focus on risk management:

- Capital ratios strengthen

Capital ratios strengthened reaching a Tier I of $8 \%$ and a Core Tier I of $6.2 \%$ (before the IRB Advanced)
300 million debt issue in subordinated perpetual securities until June 2009
Monitoring of approval processes for the advanced methods of Basel II

- Liquidity position strengthen

Three long term debt issues reaching 3.500 million euros
Consolidated commercial gap control in main operations
Highly liquid assets rise to 7,2 billion euros

- Internal control and risk management systems improvement

Faster cost reduction and organization streamlining:

- Introduction of measures to streamline the organization; 5,2\% operating costs reduction: -2\% in Portugal and -10,8\% in international operations
Commitment to the Customers, funds and profits maximization
- Ongoing repricing process with an expected impact in the next few years
- Beginning of the leakage management process in 2Q09
- High service levels maintenance, on balance sheet funds' capture efforts

Business models adjustment and growth opportunities completion:

- Business model adjustment for Poland, Romania and Private Banking
- Angola partnership completion and expansion in Mozambique
- Capital allocation discipline

Talent management and employees mobility

- New assessment and performance system and new incentive system in Portugal


## Prepared for the Future

## Millennium bcp is transforming itself : <br> institutionally stable, commercially resilient, focused on risk control, efficiency, innovation and customers' service

-The Bank is more solid: capital ratios strengthened, reaching a Tier I of 8\% and a Core Tier I of 6.2\% (before the IRB Advanced)
-Prudent liquidity position, allowing a more secure future
-The adverse economic environment decreased international operations' profitability levels and is pressuring operating profits and increasing the cost of risk, but...

- The Bank is more efficient: cost reduction efforts are already visible for the main operations and their results are not dependent on the economic environment
- Repricing efforts keeps its pace, with more visible impact in the next few years
- Although impairment levels are higher, they are in line with expectations at this point of the economical cycle
-Millennium bcp's strategy is adequate for its long term vision and current market environment: we change what we believe must change and adjust with discipline to what we cannot modify.


## Annexes

## Credit quality and coverage *

| (Eur million) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Portfolio | Overdue <br> $>90$ days | Overdue >90 <br> days / Total <br> loans | Overdue >90 <br> days / Total <br> loans | Coverage

## Credit portfolio and coverage quality *

(Eur million)

| Portfolio | Overdue <br> $>90$ days | Overdue >90 <br> days / Total <br> loans | Overdue >90 <br> days / Total <br> loans | Coverage |
| :---: | :---: | :---: | :---: | :---: |
| Individuals | 240 | $1 \mathrm{H09}$ | 1009 | $1 \mathrm{H09}$ |
| Mortgage | 124 | $0.6 \%$ | $1.0 \%$ | $113.8 \%$ |
| Consumer | 149 | $4.4 \%$ | $0.5 \%$ | $128.4 \%$ |
| Corporate | 854 | $2.5 \%$ | $1.6 \%$ | $101.4 \%$ |
| Services | 230 | $1.8 \%$ | $1.1 \%$ | $158,7 \%$ |
| Commerce | 211 | $5.1 \%$ | $4.2 \%$ | $113.2 \%$ |
| Others | 414 | $2.4 \%$ | $1.9 \%$ | $164.1 \%$ |
| Total | 1,128 | $1.9 \%$ | $1.5 \%$ | $141.3 \%$ |

## Romania*: business model change



- Stable network expansion
- Strong growth of deposits and loans
- Change of the business model: refocus on customers' funds, conversion of consumer branches into full branches
- Despite the expansion, costs are controlled


## Turkey: costs cutting in an adverse environment

## C.



- Devaluation of the Turkish lira by $11.9 \%$ versus previous year
- Strong activity contraction reduction compared to 1 H 08 , pressing operating income and especially net interest income
- Positive commercial gap
- Cost reduction by $15 \%$ ( $-3 \%$ in local currency)



## EUA: strengthening risk management in the financial crisis centre

Net Income
Eur million


- Positive commercial gap
- USD valuation by c. $10 \%$ boosts growth in deposits and loans
- Strong cost reduction by $7 \%$ in local currency
- The reinforcement of risk management and provisioning levels hamper 1H09 profits
- Past due loans over 90 days of $154 \%$


Financial Statements

## Consolidated Balance Sheet

At 30 June, 2009 and 2008

## Thousand Euros

30 June 2009

Cash and deposits at central banks
Loans and advances to credit institutions
Repayable on demand
Other loans and advances
Financial assets held for trading
Other financial assets held for trading
at fair value through profit or loss
Financial assets available for sale
Assets with repurchase agreement
Financial assets held to maturity
Investments in associated companies
Non current assets held for sale
Investment property
Property and equipment
Goodwill and intangible assets
Current tax assets
Other assets

| 2.041 .485 |
| ---: |
| 537.870 |
| 2.255 .496 |
| 75.854 .735 |
| 3.337 .301 |
|  |
| 2.086 .423 |
| 43.514 |
| 383.388 |
| 1.333 .660 |
| 3744.688 |
| 57.920 |
| 708.151 |
| 539.831 |
| 24.161 |
| 586.795 |
| 3.621 .053 |
| 93.786 .471 |


| 30 June 2008 |
| ---: |
| 1.951 .747 |
| 695.849 |
| 7.189 .891 |
| 69.534 .060 |
| 3.920 .302 |
|  |
| 4.465 .508 |
| 51.661 |
| 149.691 |
| 5.575 |
| 2855.569 |
| 27.932 |
| 709.199 |
| 534.934 |
| 46.755 |
| 603.543 |
| 3.537 .314 |
| 93.709 .530 |

## iabilities

Amounts owed to central banks
Amounts owed to others credit institution
Amounts owed to customer
Debt securities
Other financial liabilities held for trading
at fair value through results
Hedging derivatives
Non current liabilities held for sale
Provisions for liabilities and charges
Current income tax liabilities
Deferred income tax liabilities
Other liabilities
Total Liabilities
Equity
Share capital
Treasury stock
Preference shares
Other capital instruments
Fair value reserves
Reserves and retained earnings
Profit for the period attributable to Shareholders
Total Equity attributable to Shareholders of the Bank
Minority interests
Total Equity


## Consolidated Statement of Income

## At 30 June, 2009 and 2008

## Thousand Euros

Interest income
Interest expense
Net interest income
Dividends from equity instrument
Net fees and commission income
Net gains / losses arising from trading and hedging activities
Net gains / losses arising from available for sale financial assets
Other operating income

Other net income from non banking activity Total operating income

Staff costs
Other administrative costs
Depreciation
Operating costs

Loans impairment
Other assets impairment
Other provisions
Operating profit
Share of profit of associates under the equity method
Gains from the sale of subsidiaries and other assets Profit before income tax
Income tax
Current
Deferred
Income after income tax excluding the effect of the income arising from non curren assets held for sale
Income arising from non current assets held for sale
Profit after income tax
Attributable to:
Shareholders of the Bank
Minority interests
Profit for the period

| 30 June 2009 | 30 June 2008 |
| :---: | :---: |
| 1.991 .263 | 2.514 .900 |
| (1.315.700) | (1.672.964) |
| 675.563 | 841.936 |
| 3.108 | 29.323 |
| 346.635 | 367.689 |
| 204.533 | 82.015 |
| 9.592 | (196.181) |
| 20.774 | 40.758 |
| 1.260 .205 | 1.165 .540 |
| 8.818 | 8.288 |
| 1.269 .023 | 1.173 .828 |
| 444.162 | 451.510 |
| 278.699 | 311.818 |
| 52.329 | 54.147 |
| 775.190 | 817.475 |
| 493.833 | 356.353 |
| (279.056) | (205.851) |
| (41.824) | (21.541) |
| (19.118) | 27.691 |
| 153.835 | 156.652 |
| 30.944 | 28.409 |
| 21.466 | (454) |
| 206.245 | 184.607 |
| (56.842) | (25.412) |
| 10.904 | (24.833) |
| 160.307 | 134.362 |
| - | - |
| 160.307 | 134.362 |
| 147.480 | 101.358 |
| 12.827 | 33.004 |
| 160.307 | 134.362 |

## Consolidated Statement of Income (Quarterly Evolution)

At 30 June, 2009 and 2008

| (Million euros) | Quarterly |  |  |  |  | Year-to-date |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 08 | 3Q 08 | 4Q 08 | 1Q 09 | 2Q 09 | Jun 09 | Jun 08 | $\begin{gathered} \Delta \% \\ 09 / 08 \end{gathered}$ |
| Net interest income | 429,7 | 434,8 | 444,4 | 373,8 | 301,8 | 675,6 | 841,9 | - 20\% |
| Dividends from equity instruments | 27,6 | -0,2 | 7,7 | 0,6 | 2,5 | 3,1 | 29,3 | - 89\% |
| Net fees and commission income | 193,9 | 185,4 | 187,4 | 168,7 | 177,9 | 346,6 | 367,7 | - $6 \%$ |
| Other operating income | 18,3 | 15,8 | 2,2 | 35,1 | 15,9 | 51,1 | 48,6 | 5\% |
| Net inc. from trading activity | 0,7 | 4,9 | 127,4 | 149,8 | 64,4 | 214,1 | - 114,2 | >200\% |
| Equity accounted earnings | 14,1 | 7,4 | -16,8 | 11,5 | 19,4 | 30,9 | 28,4 | 9\% |
| Net operating revenues | 684,4 | 648,0 | 752,2 | 739,5 | 581,9 | 1.321,4 | 1.201,8 | 10\% |
| Staff costs | 239,2 | 239,1 | 224,7 | 231,9 | 212,2 | 444,2 | 451,5 | - 2\% |
| Other administrative costs | 164,9 | 161,6 | 169,2 | 142,6 | 136,1 | 278,7 | 311,8 | - 11\% |
| Depreciation | 27,8 | 28,4 | 30,3 | 26,2 | 26,1 | 52,3 | 54,1 | - 3\% |
| Operating costs | 432,0 | 429,1 | 424,3 | 400,7 | 374,5 | 775,2 | 817,5 | - 5\% |
| Operating profit before provisions | 252,5 | 219,0 | 327,9 | 338,8 | 207,4 | 546,2 | 384,3 | 42\% |
| Loans impairment (net of recoveries) | 136,1 | 134,7 | 204,1 | 160,1 | 119,0 | 279,1 | 205,9 | 36\% |
| Other impairm. and provisions | -9,0 | 19,5 | 31,1 | 36,8 | 24,1 | 60,9 | -6,1 | >200\% |
| Profit before income tax | 125,4 | 64,7 | 92,7 | 141,9 | 64,4 | 206,2 | 184,6 | 12\% |
| Income tax | 22,5 | 6,0 | 27,7 | 28,9 | 17,1 | 45,9 | 50,2 | - 9\% |
| Minority interests | 16,3 | 17,9 | 5,9 | 6,3 | 6,5 | 12,8 | 33,0 | -61\% |
| Net income | 86,6 | 40,8 | 59,0 | 106,7 | 40,8 | 147,5 | 101,4 | 46\% |

Consolidated Statement of Income (National and International Operations)

## At 30 June, 2009 and 2008

(million Euros, except \%)

|  | Group |  |  | Portugal |  |  | International operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Total | Bank Millennium (Poland) |  |  | Millennium bim (Moz.) |  |  | Millennium Bank (Greece) |  |  | Other int. operations |  |  |
|  | Jun09 | Jun08 | $\Delta \%$ |  |  |  | Jun09 | Jun08 | $\Delta \%$ | Jun09 | Jun08 | $\Delta \%$ | Jun09 | Jun08 | $\Delta \%$ | Jun09 | Jun08 | $\Delta \%$ | Jun09 | Jun08 | $\Delta \%$ | Jun09 | Jun08 | $\Delta \%$ |
| Interest income | 1.991 | 2.515 | -20,8\% | 1.446 | 1.926 | -24,9\% | 545 | 589 | -7,4\% | 265 | 311 | -15,0\% | 56 | 45 | 24,8\% | 156 | 172 | -9,5\% | 68 | 59 | 14,3\% |
| Interest expense | 1.316 | 1.673 | -21,4\% | 940 | 1.336 | -29,7\% | 376 | 336 | 11,7\% | 218 | 180 | 21,2\% | 12 | 10 | 22,3\% | 98 | 109 | -10,2\% | 48 | 38 | 26,5\% |
| Net interest income | 676 | 842 | -19,8\% | 506 | 590 | -14,2\% | 169 | 252 | -32,8\% | 47 | 132 | -64,3\% | 44 | 35 | 25,5\% | 59 | 64 | -8,4\% | 20 | 21 | -7,9\% |
| Dividends from equity instruments | 3 | 29 | -89,4\% | 3 | 28 | -90,6\% | 0 | 1 | -64,0\% | 0 | 0 | 48,3\% | 0 | 1 | -98,8\% | 0 | 0 |  | 0 | 0 |  |
| Intermediation margin | 679 | 871 | -22,1\% | 509 | 618 | -17,6\% | 170 | 253 | -33,0\% | 47 | 132 | -64,1\% | 44 | 36 | 22,1\% | 59 | 64 | -8,4\% | 20 | 21 | -7,9\% |
| Net fees and commission income | 347 | 368 | -5,7\% | 261 | 263 | -0,7\% | 86 | 105 | -18,4\% | 51 | 71 | -27,9\% | 12 | 10 | 17,5\% | 14 | 16 | -8,7\% | 9 | 8 | 3,0\% |
| Other operating income | 51 | 49 | 5,1\% | 45 | 44 | 1,5\% | 6 | 4 | 43,7\% | 1 | 2 | -30,1\% | 3 | 2 | 58,5\% | 1 | 1 | 84,0\% | 0 | 0 | 183,4\% |
| Basic revenue | 1.076 | 1.288 | -16,4\% | 815 | 925 | -11,9\% | 261 | 363 | -27,9\% | 100 | 205 | -51,2\% | 59 | 48 | 22,6\% | 74 | 80 | -7,6\% | 28 | 29 | -2,8\% |
| Net inc. from trading activity | 214 | -114 | >200\% | 116 | -189 | 161,1\% | 98 | 75 | 30,9\% | 57 | 59 | -2,4\% | 9 | 6 | 40,4\% | 7 | 2 | >200\% | 25 | 8 | >200\% |
| Equity accounted earnings | 31 | 28 | 8,9\% | 29 | 28 | 3,5\% | 2 | 0 |  | 2 | 0 |  | 0 | 0 |  | 0 | 0 |  | 0 | 0 |  |
| Net operating revenues | 1.321 | 1.202 | 10,0\% | 960 | 764 | 25,6\% | 361 | 438 | -17,4\% | 159 | 264 | -39,7\% | 68 | 54 | 24,7\% | 81 | 82 | -1,5\% | 54 | 37 | 44,3\% |
| Staff costs | 444 | 452 | -1,6\% | 320 | 298 | 7,3\% | 124 | 153 | -19,0\% | 53 | 86 | -37,6\% | 15 | 13 | 17,2\% | 30 | 30 | 0,4\% | 26 | 25 | 3,4\% |
| Other administrative costs | 279 | 312 | -10,6\% | 161 | 190 | -15,3\% | 118 | 122 | -3,3\% | 51 | 67 | -24,6\% | 13 | 10 | 39,3\% | 27 | 25 | 6,0\% | 27 | 20 | 36,8\% |
| Depreciation | 52 | 54 | -3,4\% | 31 | 34 | -9,5\% | 22 | 20 | 6,9\% | 9 | 9 | 0,2\% | 3 | 2 | 25,7\% | 5 | 5 | 5,7\% | 5 | 5 | 11,0\% |
| Operating costs | 775 | 817 | -5,2\% | 511 | 522 | -2,0\% | 264 | 296 | -10,8\% | 113 | 162 | -30,2\% | 31 | 25 | 26,6\% | 62 | 60 | 3,2\% | 58 | 49 | 17,5\% |
| Operating profit bef. imp. | 546 | 384 | 42,1\% | 449 | 242 | 85,2\% | 97 | 142 | -31,3\% | 46 | 102 | -55,0\% | 36 | 30 | 23,0\% | 19 | 22 | -14,0\% | -4 | -12 | 66,0\% |
| Loans impairment (net of recoveries) | 279 | 206 | 35,6\% | 208 | 184 | 13,5\% | 71 | 22 | >200\% | 41 | 10 | >200\% | 2 | 1 | >200\% | 13 | 7 | 80,3\% | 14 | 4 | >200\% |
| Other impairm. and provisions | 61 | -6 | >200\% | 60 | -7 | >200\% | 1 | 1 | 19,1\% | 0 | 1 | -126,8\% | 0 | 0 | >200\% | 0 | 0 | 77,3\% | 0 | 0 | >200\% |
| Profit before income tax | 206 | 185 | 11,7\% | 180 | 66 | 174,9\% | 26 | 119 | -78,2\% | 5 | 91 | -94,5\% | 33 | 29 | 16,4\% | 6 | 15 | -60,2\% | -19 | -16 | -18,1\% |
| Income tax | 46 | 50 | -8,6\% | 37 | 25 | 50,8\% | 9 | 26 | -66,1\% | 0 | 19 | -98,2\% | 6 | 5 | 26,2\% | 3 | 4 | -37,6\% | 0 | -2 | 85,4\% |
| Minority interests | 13 | 33 | -61,1\% | -1 | 0 | >200\% | 13 | 33 | -59,4\% | 0 | 0 |  | 0 | 0 | 34,1\% | 0 | 0 | >200\% | 13 | 33 | -59,9\% |
| Net income | 147 | 101 | 45,5\% | 144 | 41 | >200\% | 4 | 60 | -93,6\% | 5 | 72 | -93,6\% | 27 | 24 | 14,3\% | 3 | 11 | -69,2\% | -31 | -46 | 32,2\% |

$\qquad$

# Millennium <br> bcp 

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Banco Comercial Português, S.A., a public company (sociedade aberta) having its registered office at Praça D. João I, 28, Oporto, registered at the Commercial Registry of Oporto, with the single commercial and tax identification number 501525882 and the share capital of EUR 4.694.600.000


[^0]:    ** Excluding provisions connected to FX derivatives

