## Earnings Presentation $1^{\text {st }}$ Quarter 2007

24 April 2007

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- The figures presented do not constitute any form of commitment by BCP in regard to earnings.


## Main Highlights

- Consolidated net income reached Euro 191 million in the $1^{\text {st }}$ quarter of 2007;
- Recurrent net income increased by $16 \%$;
- Return on equity (ROE) stood at $19 \%$;
- Recurrent net income in Portugal reached Euro 164 million (+12\%);
- Net income from international operations increased by $54 \%$, on a comparable basis;
- Net interest income up by $14 \%$ and net commissions by $8 \%$;
- Decrease on operating costs in Portugal of $6 \%$ ( $y-0-y$ on a recurrent basis) and cost-to-income ratio improved to $52.4 \%$ ( $56.0 \%$ in the first quarter of 2006);
- Loans to customers, including securitised loans, grew by $\mathbf{1 2 \%}$ and mortgage loans increased by $17 \%$;
- Overdue Loans (more than 90 days) stable at $0.8 \%$ of total loans; coverage ratio stood at 269.1\%;
- Solvency ratio at 11.0\% (Core Tier I at 5.6\%);
- Standard \& Poor's revised its outlook on Millennium bcp from stable to positive, in March 2007, and reaffirmed the 'A/A-1' long- and short-term counterparty credit ratings.


## Agenda

1. Consolidated earnings, credit and customer funds and capital
2. Performance by business segments and Millennium Programme
3. International Operations
4. Tender Offer for BPI - Timetable

## Consolidated financial data


(1) Includes non-recurrent items of $€ 33.8$ million in 2006, related to the sale of Interbanco and early retirement costs (net of taxes)
(2) Contribution of the international operations disposed meanwhile (2006) and minority interests reflecting the $65.5 \%$ stake in Bank Millennium as at March 07 ( $50 \%$ in March 06).

## Consolidated financial data

(Eur million)
Intermediation Margin

## Group (*)



Portugal (*)

International



Note: For comparative purposes the figures of Banque BCP (France and Luxembourg) and bcpbank (Canada) for 2006, were equity accounted, as these operations were disposed meanwhile.
(*) Includes dividend income of $€ 0.013$ million in 2006 and $€ 2.3$ million in 2007

## Consolidated financial data

## Breakdown of Net Interest Margins

## Portugal



## Consolidated financial data

(Eur million)

## Net Commissions



Note: For comparative purposes the figures of Banque BCP (France and Luxembourg) and bcpbank (Canada) for 2006, were equity accounted, as these operations were disposed meanwhile.

## Consolidated financial data

(Eur million)

## Breakdown of Commissions

|  | Group | \% Change 1Q2007 vs 1Q2006 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Group | Portugal | International |
| Cards | 39.2 | +10.8\% | -1.7\% | +47.2\% |
| Credit Related | 31.6 | -1.2\% | $-5.9 \%$ | +16.0\% |
| Bank. Services \& Other Comm. | 49.4 | -0.6\% | +4.1\% | -35.2\% |
| Securities and Asset Management | 59.1 | +19.1\% | +9.1\% | +59.6\% |
| TOTAL | 179.3 | +7.6\% | +2.6\% | +28.8\% |
|  |  |  | Includes charges in repaymen | e impact of ortgage early commissions |

Note: For comparative purposes the figures of Banque BCP (France and Luxembourg) and bcpbank (Canada) for 2006, were equity accounted, as these operations were disposed meanwhile.

## Consolidated financial data

## Operating Costs

## (Recurrent)



## Portugal



International

(*) Excluding non-recurrent €66.8 million early retirement charges booked in 1Q 2006
Note: For comparative purposes the figures of Banque BCP (France and Luxembourg) and bcpbank (Canada) for 2006, were equity accounted, as these operations were disposed meanwhile.

## Consolidated financial data

## Operating Costs <br> (recurrent)

\% change 1Q2007 vs 1Q2006


[^0]
## Significant improvement on Cost-to-income ratio

## Cost/ Income (recurrent)



## Nr. of Banking emplovees - Portugal



In 2007

- Increase of

79 persons on
Commercial
functions

- Decrease of

71 persons on Central Units

Nr. of Banking employees - International


Note: For comparative purposes the figures of Banque BCP (France and Luxembourg) and bcpbank (Canada) for 2006, were equity accounted, as these operations were disposed meanwhile.

## Consolidated financial data


(*) Includes securitized Ioans.

Note: The figures presented do not include Banque BCP (France and Luxembourg) and bcpbank (Canada) as these institutions were disposed in the meantime.

## Consolidated financial data

(Eur million)

## Credit Quality

Group


Portugal


Note: The figures presented do not include Banque BCP (France and Luxembourg) and bcpbank (Canada) as these institutions were disposed in the meantime.

## Consolidated financial data

## Credit impairment charges

## as \% of Total Loans ${ }^{\text {* }}$ )



## Consolidated Financial Data

(Eur million)

Impairment Charges
(Net of recoveries)


Impairment charges
(Gross)


Credit recoveries


## Consolidated financial data

(Eur million)


## Evolution of Capital

EUR million

## 1st Quarter 2007

| Total Capital | $12.9 \%$ | 11.9\% | 11.0\% |
| :---: | :---: | :---: | :---: |
| Core Tier 1 | 5.3\% | 5.5\% | 5.6\% |
| Core <br> Capital | 2,894 | 3,056 | 3,133 |

Note: Unrealised capital gains of $€ 482$ m ( 31 March 2007) of which: Eureko $€ 188 \mathrm{~m}$ (2.6\% of capital), EDP $€ 145 \mathrm{~m}(2.0 \%)$, B. Sabadell €149 m (2.0\%).

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## Summary of Business Units Profitability



## Performance by Business segments

(Eur million)
Retail Banking

## PORTUGAL

Commercial and Corporate Banking

Private Banking and Asset Management


## Consistent improvement in Cross-selling (Portugal)

## Cross-selling indicator



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## Strong earnings growth

(Eur million)

## Net Income sustained growth

(Recurring Results)


## Strong revenue growth

(Eur million)

Operating Revenues


## Strong Growth of Loans and Customers' Funds

(Eur million)

Loans (Gross)
Loans (Gross)
Customers' Funds



Note: Market shares include securitised loans. Market shares as of J anuary 2007 (latest available data) and Mar 2006.

$1^{\text {st }}$ Quarter 2007 Earnings Presentation
Source: Company Earnings announcement on 20 ${ }^{\text {th }}$ April 2007
Exchange rate: fixed exchange rate was used for comparison purposes
(Balance sheet: $1 €=3.8668$ PLN; P/L: $1 €=3.9142$ PLN)

## Significant improvement of recurrent net income

(Eur million)

Net Income


Annualised ROE
11.6\%
15.4\%

- Strong increase of recurrent net income ( $+20.8 \%$ y-0-y) fully driven by recurring sources
- Annualized ROE of 15.4\% exceeding the target set for 2008 in spite of expansion costs
- Due to very positive recent evolution in profitability, overall targets will possibly be reached one year ahead of plan


## Increase of net interest income and commissions

(Eur million)
Net Interest Income ${ }^{(*)}$
Net Commissions


- Net interest income increased by $13.1 \% \mathrm{y}-0-\mathrm{y}$ preserving spreads (2.9\%)
- Strong commissions increase by $47.3 \%$ y-0-y with mutual funds, third parties saving products and credit cards being the main contributors
- Commissions already represent 31\% of Total Operating Income


## Cost-to-Income ratio below 65\%

(Eur million)
Operating Costs


Nr of employees
Nr of Branches
Cost-to-income


## Loan growth fuelled by mortgages

(Eur million)


New Mortgage Production



- Strong loan growth (+58\%), namely in mortgage (+116\%) and consumer ( $+85 \%$ ), while corporate loans already grew 11\% yoy
- Strong growth in mortgage fuelled by record levels of new production (+109\%)
- Bank Millennium's estimated mortgage market share of 10.3\% on portfolio and 14.4\% in new production (year-to-date, Feb07)


## Solid growth in customer funds

(Eur million)

Customers' Funds


Mutual Funds
$\qquad$

## Update on strategic developments

## Branch expansion project status

Branch expansion already contributes in a relevant part to the growth of Customers number and business volumes

Number of Branches


Customers and Funds
$\qquad$

## Financial targets

## Previous targets for 2008 already achieved in 2007

## Cost-to-income

(recurrent)



The targets presented on this slide are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

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## BPI Offer - timetable

23 March, 2007: Filling of offer registration request at CMVM

5 April, 2007: Registration of the offer granted by CMVM

10 April, 2007: Start of offer period (25 calendar days)

24 April, 2007: Announcement of the final terms of the offer

4 May, 2007: Closing of the offer period

7 May, 2007: Euronext Lisbon special session to announce results of the offer.


## Save the Date!

## BCP Investor Day

$1^{\text {st }} \mathrm{J}$ une 2007



## $\checkmark$ Financial Statements

## Consolidated Balance Sheet

As at 31 March 2007 and 2006 and 31 December 2006


## Consolidated Statement of Income As at 31 March 2007 and 2006



## Consolidated Statement of Income (*) <br> As at March 2007 and 2006 and Quartely Evolution

(EUR Million, except percentages)


| Quarterly |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Q106 | Q2 06 | Q306 | Q4 06 | Q107 |  |


| Year-to-date |  |  |
| :---: | :---: | :---: |
| Mar 07 | Mar 06 | $\Delta$ <br> $07 / 06$ |


| 340.4 | 344.0 | 356.7 | 364.7 | 386.6 |
| :---: | :---: | :---: | :---: | :---: |
| 0.0 | 26.9 | 0.0 | 5.5 | 2.3 |
| 166.6 | 174.2 | 165.5 | 196.1 | 179.3 |
| 23.7 | 22.5 | 32.4 | 42.2 | 30.7 |
| 96.1 | 71.2 | 92.1 | 135.4 | 61.4 |
| 626.8 | 638.9 | 646.7 | 743.8 | 660.3 |
| 213.1 | 213.1 | 216.5 | 223.9 | 216.5 |
| 137.4 | 144.0 | 135.3 | 153.2 | 133.5 |
| 28.1 | 26.3 | 26.1 | 26.6 | 26.6 |
| 378.7 | 383.5 | 377.8 | 403.7 | 376.6 |
| 248.2 | 255.4 | 268.8 | 340.1 | 283.6 |
| 14.6 | 22.8 | 3.7 | 6.4 | 14.5 |
| 42.2 | 28.7 | 54.4 | 2.3 | 45.3 |
| 10.7 | 5.5 | 12.1 | 7.1 | 6.0 |
| 209.8 | 244.0 | 206.1 | 337.1 | 246.8 |
| 33.7 | 33.1 | 32.2 | 65.7 | 44.1 |
| 11.3 | 13.7 | 12.8 | 14.3 | 11.3 |
| 164.8 | 197.3 | 161.1 | 257.1 | 191.3 |
| 33.8 |  | 0.0 | - 34.2 |  |
| 198.5 | 197.3 | 161.1 | 222.9 | 191.3 |


| 386.6 | 340.4 | $14 \%$ |
| ---: | ---: | ---: |
| 2.3 | 0.0 | $>500$ |
| 179.3 | 166.6 | $8 \%$ |
| 30.7 | 23.7 | $29 \%$ |
| 61.4 | 96.1 | $-36 \%$ |
| 660.3 | 626.8 | $5 \%$ |
| 216.5 | 213.1 | $2 \%$ |
| 133.5 | 137.4 | $-3 \%$ |
| 26.6 | 28.1 | $-6 \%$ |
| 376.6 | 378.7 | $-1 \%$ |
| 283.6 | 248.2 | $14 \%$ |
| 14.5 | 14.6 | $-1 \%$ |
| 45.3 | 42.2 | $7 \%$ |
| 6.0 | 10.7 | $-44 \%$ |
| 246.8 | 209.8 | $18 \%$ |
| 44.1 | 33.7 | $31 \%$ |
| 11.3 | 11.3 | $1 \%$ |
| 191.3 | 164.8 | $16 \%$ |
|  | 33.8 | $-100 \%$ |
| 191.3 | 198.5 | $-4 \%$ |

(*) In 2006, Banque bcp (France and Luxembourg) and bcpbank Canada net income included in "Group Equity-accounted earnings"
${ }^{(* *)}$ Includes results on the sale of Assets, restructuring costs, taxes and minority interests.

Income Statement
National and International Operations*
(Eur Thousands, except percentages)
Interest income
Interest expense
Net interest income
Dividend Income
Intermediation Margin
Net Commission Income
Other Net Operating Income
Basic Revenue
Net Income from Trading Activity
Operating Income
Personnel Costs
Administrative Costs
Depreciation
Operating Expenses
Operating Profit
Group Equity-accounted earnings
Loan Impairment Provision (net of
recoveries)
Other Provisions
Profit before taxes
Income taxes
Profit after taxes
Minority Interests
Net recurrent income
Non-recurrent items
Net income
$\qquad$

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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 3.611.329.567,00


[^0]:    (*) Excluding non-recurrent €66.8 million early retirement charges booked in 1Q 2006.

