





We celebrate three decades of growth, innovation and independence.



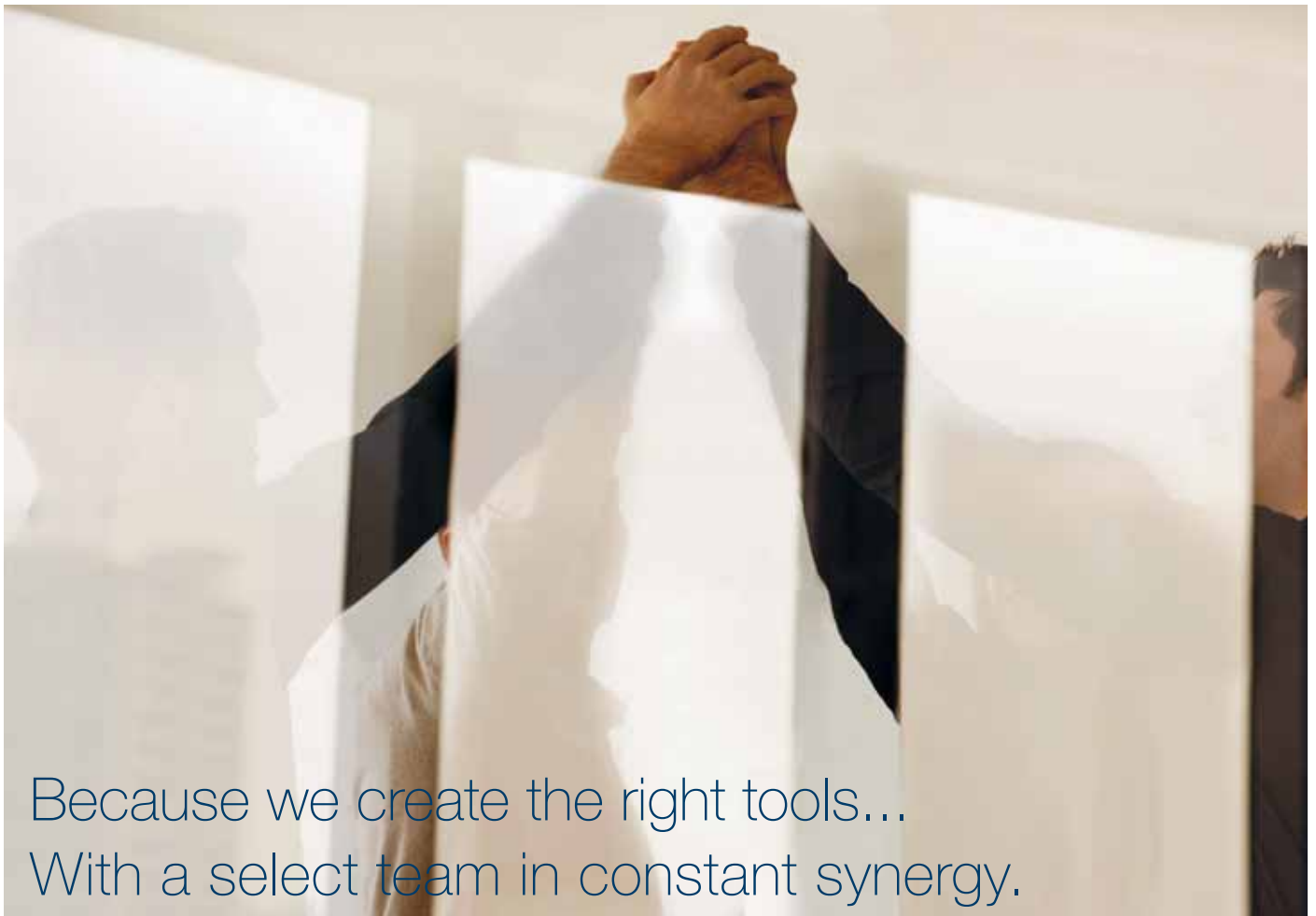
OUR MISSION

- > We offer our **clients** high quality value-added services
- > We recruit, train and develop the most talented **professionals**
- > We create value for our **shareholders**, while keeping our institution sound at all times

OUR CULTURE

- > Our **values** guide us through every step of our work
- > We follow a coherent **path**, searching for the most effective economic and financial solutions
- > Our **culture** shines through in the relationships we have developed and cemented over the years

Excellence The professionalism, quality and dedication of our staff and the recognized international experience of our management teams set us apart **Independence** We guarantee that the service we provide to clients is completely free of conflicts of interest **Soundness** We maintain stable capital and liquidity ratios to carry out our various activities **Integrity** We demand high ethical standards from our staff **Creativity** We develop financial solutions and services that lead to unique growth and investment opportunities **Innovation** We anticipate most of our clients' needs and offer them high added-value services **Client-orientation** We always seek the best solutions for our clients, in order to establish long term relationships **Team Work** Working as a team, sharing responsibilities and rewards, is the way to achieve our objectives and satisfy our clients



Because we create the right tools...
With a select team in constant synergy.

CHAIRMAN'S MESSAGE



2017 was characterized by a turnaround in general sentiment in the developed economies and positive prospects for financial activities after the previous year with low growth, risk aversion and widespread restructuring.

Our operations have benefited from this optimism and have expanded in volume and scope, to the benefit of our clients and stakeholders.

Net profit of Banco Finantia of €42.3 million was its third best on record, with a 38% increase over the previous year. This translated into a 10% ROE (after taxes) which has been our target in the last few years, given our cost of capital.

As we celebrate our third decade, we are proud to acknowledge that our success comes from the hard work of our dedicated staff over the years. The newly recruited staff, highly qualified and motivated, will help strengthen our capabilities in the various financial centers we operate in. Our recently opened Miami office provides an additional base for expansion of our fixed income business in the Americas.

Capital resources remain high and solid with Net Worth above €455 million and the CET1 ratio at 23% at year end, one of the highest for European banks. This has positioned Banco Finantia comfortably above all the threshold levels of the various regulatory requirements.

Regulation continues to be highly demanding, burdensome and costly, which has restricted innovation and efficient allocation of resources in the financial sector. Unregulated competitors have benefited as a result. Our Group has responded with the simplification of its structure and intense staff training. Additional investments in systems are envisioned as well.

Thirty remarkable years: we are confident that the coming decades will be equally so, with various opportunities to explore in our business lines with continued diversification of clients and assets.

A handwritten signature in black ink, appearing to be 'A. Guerreiro', written in a cursive style.

António M. A. Guerreiro
Chairman/C.E.
Grupo Finantia

OUR ACTIVITIES

- > We are an **independent** financial group with **three decades** of experience
- > Free from conflicts of interest, we have a long track record of **successful** national and international operations
- > We are constantly widening our extensive network of contacts in the international **financial** sector



- > Formation and official start of Finantia – Gestão e Consultoria Financeira Internacional
- > The first foreign investors, Dupont-Denant and Wallace Smith, take a stake

- > Investment by additional foreign shareholders – Crédit National and IFC
- > Transformation into Finantia – Sociedade de Investimentos

- > Formation of a Funds Management Co., together with Lloyds Bank, to generate and distribute the first money market fund in Portugal
- > Launch of Finantia Capital, Sociedade de Capital de Risco and Finantia Corretora

- > Advice on the privatizations of Petrogal, TAP, União de Bancos and Banif
- > Capital increase with a new shareholder – Rockefeller & Co

- > Complete access to the interbank money market for Finantia
- > Increase in number of employees to 75
- > Participation in bond issues for BEI, IFC, IDB and EDP



1987



1988



1989



1990

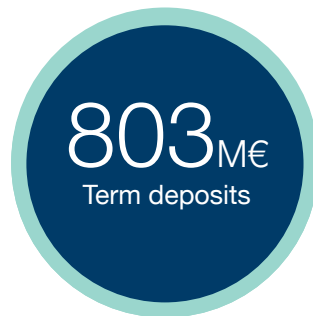


1991

OUR ACTIVITIES



+85%
2016-2017



+8%
2016-2017

INVESTMENT BANKING

- > Professional and **independent** advice, with extensive experience in mergers and acquisitions
- > Strong **international** presence, promoting and carrying out transactions in countries with close cultural and economic ties to Portugal, in particular Spain and Brazil
- > Specialists in **cross-border** transactions, attracting foreign investment to Portugal and to other parts of the world
- > Support for **domestic** companies in their international expansion processes
- > Experience in privatisation and transactions in the **regulated** and concessions sectors

CAPITAL MARKETS

- > Teams in Lisbon, Madrid, London, New York, Miami and Sao Paulo – the Bank's **major international** offices
- > **Pioneer** and trusted partner for Finantia's clients in the fixed income markets
- > Distributor of syndicated loans, working together with a wide and diverse range of **investors** in Europe and Americas
- > Key supporter of Portuguese businesses through the issuance of **commercial paper**
- > **Leading** counterparty for asset pricing in national and international markets with a special focus on Portugal, Spain, Turkey, Russia and Brazil

PRIVATE BANKING

- > **Investment and savings** solutions with the Bank's straightforward and transparent products
- > Wide range of **term deposits** allowing to meet each client's needs
- > Finantia's term deposits are covered by the Deposit Guarantee Fund's **reimbursement guarantee**
- > Secure **home banking** available 24 hours a day, 365 days a year
- > Specialist **portfolio management** team

- > Finantia leads first Eurobond issue (Banco Mundial)
- > Finantia obtains banking license and is renamed Banco Finantia
- > Creation of holding company Finantipar, SGPS

- > Take over of Sofinloc – Sociedade Financeira de Locação
- > First International Award "Best Investment Bank in Portugal"
- > First meeting of the International Strategic Board

- > Management of the first Eurobond issue in escudos for a Brazilian institution (Unibanco)
- > Organisation of the "First International Conference on Emerging Markets"

- > Capital increase to €100 million in equity
- > Award "Best Portuguese Team – Investment Analysis"
- > Admission to the Founders' Board of the Serralves Foundation in Porto

- > Competition for the privatisation of Banco de Fomento e Exterior
- > Introduction of asset-backed securities to the Portuguese market



1992



1993



1994



1995

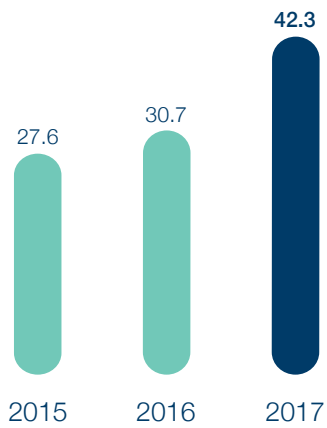


1996

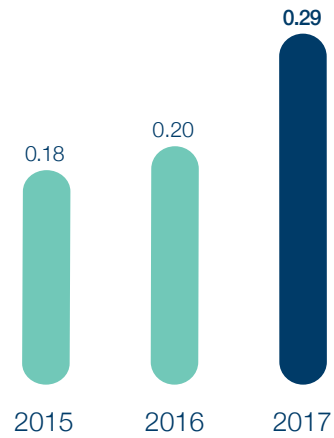
FINANCIAL HIGHLIGHTS

BANCO FINANTIA

NET PROFIT (M€)



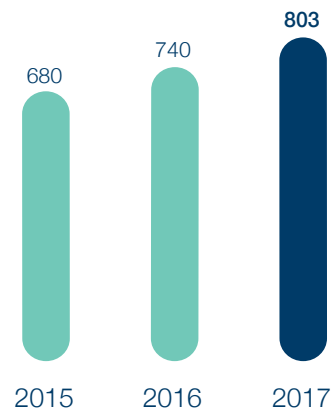
PROFIT PER SHARE (€)



CORE TIER 1 (%)



DEPOSITS (M€)



- > Award "Best Investment Bank in Portugal"
- > Creation of Finantia UK (London), Finantia Brazil (Sao Paulo) and Finantia USA (New York) after acquisition of the Tradeway Group
- > Celebration of 10 years in business with the renovation of the Diplomatic Corps room in Palácio Nacional da Ajuda in Lisbon

- > Leadership of the first bond issues for the United Mexican States and World Bank
- > Award "Best Small Investment Bank in the World"
- > Increase in number of employees to 300

- > First securitisation of car leasing assets (LTR) by Sofinloc
- > Structuring of 50M€ financing to Globopar
- > Management of the first bond issue in Euros (Banco Safra)

- > Third place in the league table of Eurobond issuance for Brazilian institutions
- > Advisor to Unibanco (Brazil) on the purchase of Banco Bandeirantes from Caixa Geral de Depósitos

- > Acquisition of Banco Esfinge in Spain (current BFS) and securities broker Inverbolsa and merger with BFS
- > Structuring of the biggest ever Eurobond issue by CESP



1997



1998



1999



2000



2001

Because our results give us...
the opportunity to embark in new conquests.



42,3M€

Net profit

23,0%

Core Tier 1

0,29€

Profit per share

- > Start of activities in the Eastern European markets and in Turkey, with participation in a bond issue for the Turkish Republic (€750 million)
- > Structuring, jointly with West LB, of a new bond issue for CESP (US\$150 million)
- > Euromoney award "Best M&A Bank"

- > Creation of Finantia SGFTC – Sociedade Gestora de Fundos de Titularização de Créditos
- > Record placement of about US\$3,000 million of debt for Brazilian companies
- > Euromoney award "Best Local Partner"

- > Management of a Eurobond issue for Moscow Narodny Bank
- > Advised the State on the conclusion of Portucel's second phase of reprivatization

- > Euromoney award "Best Smaller Bank in Europe"
- > Participation in the first car lease securitization in the Russian market
- > Banking income greater than €100 million

- > Ranked among "Top 10" in managing Eurobond issues for Brazilian institutions
- > Secondary market Eurobond transactions exceed €3,000 million
- > Total assets exceed €5,000 million



2002



2003



2004



2005



2006

CONSOLIDATED BALANCE SHEET AND INCOME STATEMENT

FINANTIPAR (PARENT COMPANY)

CONSOLIDATED BALANCE SHEET

EUR Million	2017	2016
ASSETS		
Cash and banks	66.8	100.3
Fixed income and loan portfolio	1 837.9	1 640.0
Other assets	108.6	76.5
Total Assets	2 013.3	1 816.8
LIABILITIES		
MM takings	40.4	28.1
Customers deposits	802.1	735.5
Repos	610.5	495.4
Other liabilities	82.6	137.1
Total Liabilities	1 535.6	1 396.1
EQUITY		
Share capital, reserves and retained earnings	435.1	389.9
Net profit	42.6	30.9
Total Equity	477.7	420.8
Total Liabilities and Equity	2 013.3	1 816.8

CONSOLIDATED INCOME STATEMENT

EUR Million	2017	2016
Net interest income	60.5	60.9
Net fee and operating income	26.7	19.4
Impairments and provisions	(8.9)	(14.7)
Total Operating Income	78.3	65.6
Operating expenses	(24.0)	(22.6)
Profit before tax and extraordinary items	54.3	43.0
Net profit	42.6	30.9

- > Advised on the renegotiation of contracts in the area of natural gas distribution to the Portuguese State
- > 20 years of Finantia in Portugal and 10 years in the UK, Brazil and USA

- > Management of a syndicated loan for Abkars Bank Russia (US\$200 million)
- > Start of deleveraging process as a result of the global crisis following the fall of Lehman Brothers

- > Expansion into new territories: Uruguay, Argentina and Chile
- > Strong investment in private banking
- > Consumer credit asset securitisation of about €125 million

- > Expansion of activity in secondary markets, with loans from issuers in Portugal, Greece, Ireland and Central Europe

- > Specialized financing and insurance brokerage transferred from Sofinloc to Banco Finantia
- > Volume of transacted assets in the trade finance area doubled



2007



2008



2009



2010



2011

CONSOLIDATED BALANCE SHEET AND INCOME STATEMENT

BANCO FINANTIA

CONSOLIDATED BALANCE SHEET

EUR Million	2017	2016
ASSETS		
Cash and banks	66.8	100.3
Fixed income and loan portfolio	1 815.9	1 631.2
Other assets	105.8	75.9
Total Assets	1 988.5	1 807.4
Liabilities		
MM takings	40.4	28.1
Customers deposits	802.5	740.4
Repos	610.5	495.4
Other liabilities	80.1	135.4
Total Liabilities	1 533.5	1 425.3
Equity		
Share capital, reserves and retained earnings	412.7	377.3
Net profit	42.3	30.7
Total Equity	455.0	408.0
Total Liabilities and Equity	1 988.5	1 807.4

CONSOLIDATED INCOME STATEMENT

EUR Million	2017	2016
Net interest income	59.9	60.5
Net fee and other operating income	26.6	19.4
Impairments and provisions	(8.9)	(14.7)
Total Operating Income	77.6	65.2
Operating expenses	(23.8)	(22.6)
Profit before tax and extraordinary items	53.8	42.7
Net profit	42.3	30.7

- > Advised China Three Gorges Corporation on the acquisition of stake in EDP's capital
- > Conclusion of the deleveraging process initiated in 2008



2012

- > Core tier I and solvency ratio amongst the best in portuguese banking
- > Intermediation/sale of car and life insurance realises €2.2 million in commissions



2013

- > Advice to Fidelidade Seguros (Fosun) on the acquisition of Espírito Santo Saúde
- > "Investment Bank of the Year in Portugal" and "Private Bank of the Year in Portugal" awards



2014

- > 136 commercial paper programmes for 25 different issuers, for a total of €796 million
- > Advice to the Yildirim Group of Turkey on the acquisition of Tertir from Mota-Engil and Novo Banco



2015

- > Joined Terra Alliance and Groupement Européen de Banques
- > Opening of Finantia Private's agency on Av. Fontes Pereira de Melo, in Lisbon
- > Opening of the Malta office



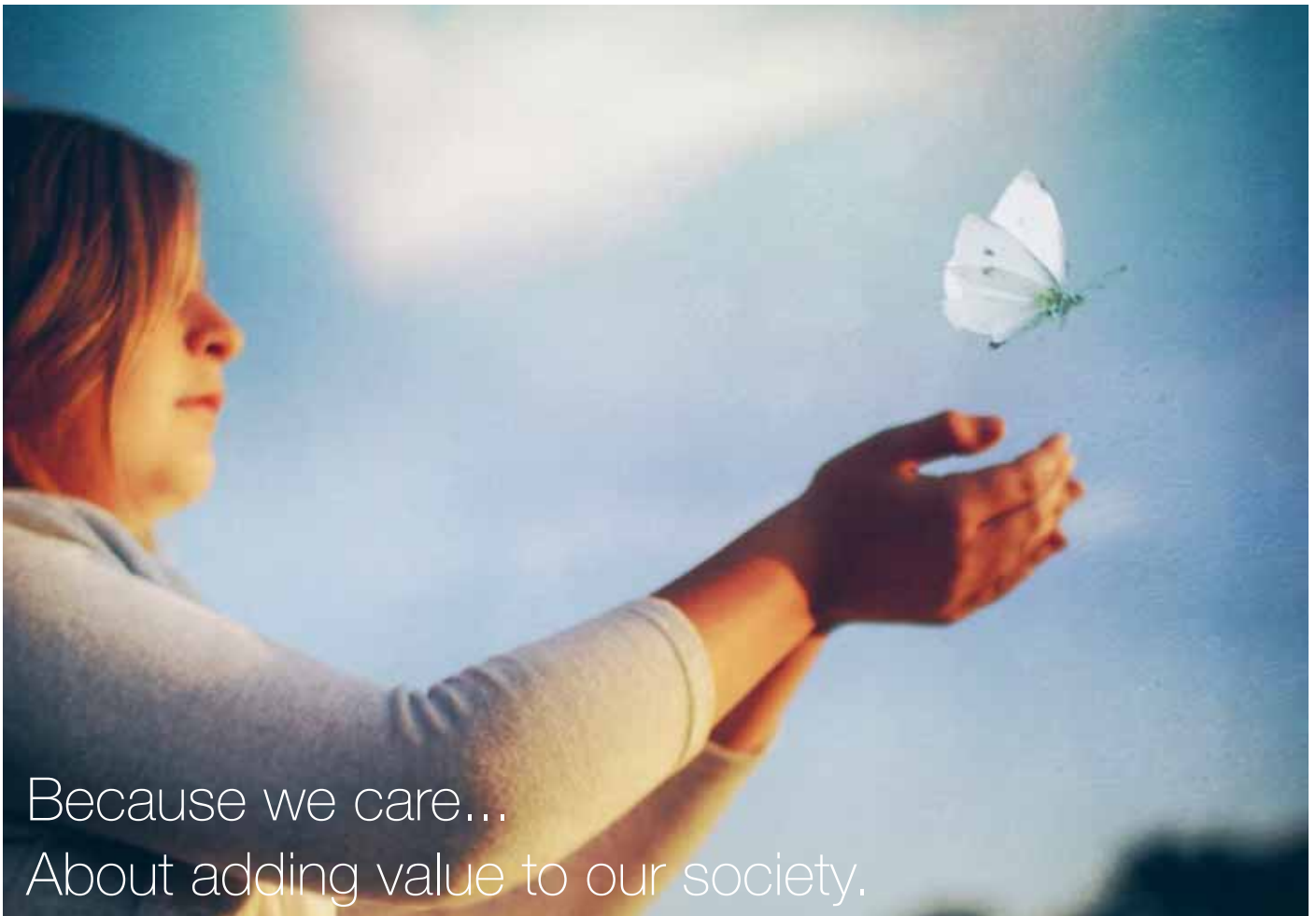
2016

CORPORATE RESPONSIBILITY

SOCIAL RESPONSIBILITY

During its 30 years of existence, Banco Finantia has sought to contribute to a better world, mainly concentrating its solidarity policy in supporting disadvantaged children and young people and/or with special educational needs.

APSA – www.apsa.pt, a private social solidarity institution set up in Lisbon in 2003, by a group of parents with the mission to promote the support and social integration of young people with Asperger's Syndrome, and which helps to create the conditions necessary for a dignified and autonomous life. The most relevant project of APSA is Casa Grande, opened in 2014 in Lisbon, focuses on the guidance of young adults, the age gap in which APSA found more significant need. APSA completed 15 years in 2017.



Because we care...
About adding value to our society.

CORPORATE RESPONSIBILITY



BANCO DO BÉBÉ – www.bancodobebe.org, a private social solidarity institution created in 1996 to help unprivileged families with babies born at Alfredo da Costa Maternity in Lisbon. Its intervention has now extended also to Santa Maria Hospital and Beatriz Ângelo Hospital. This institution assists families with babies and children up until 6 years of age referenced by social services from the neonatology/pediatrician units.

LIGA DOS AMIGOS DO HOSPITAL DE S.JOÃO – An association created in 2006 to support needy children and the elderly in a hospitalization context, in collaboration with the existing Volunteer section at the Hospital and the management.

SANTA CASA DE MISERICÓRDIA DE LISBOA – Founded in 1498, this secular institution focuses on the improvement of the wellbeing of a person as a whole, prioritizing the most unprotected. Banco Finantia financed a behavioral support project for inadequate children.

MERCEARIA SOCIAL – A project from the council of Santo António (Lisbon) which aims to actively fight the difficulties of the residents of such council by creating a place where they can acquire essential goods for free.

CULTURAL PATRONAGE

PALÁCIO NACIONAL DA AJUDA – Banco Finantia has been an active patron since 1997, where it has financed the complete restoration of the Diplomatic Corps room as well as the repurchase of several decorative pieces which previously belonged to the Palace's collection.

FUNDAÇÃO DE SERRALVES – Banco Finantia is a founding member of the Serralves Foundation since 1995 where it has sponsored various cultural and social programmes.

EDUCATION

ISEG – In 2016 the Bank has once again collaborated with ISEG – Instituto Superior de Economia e Gestão of the Universidade Técnica de Lisboa, by awarding the best first-year student of the Master's in "International Economics and European Studies".

FUNDAÇÃO ECONÓMICAS – The Bank is also a founding member of "Fundação Económicas – Fundação para o Desenvolvimento das Ciências Económicas, Financeiras e Empresariais".

















- > 30 years of existence
- > Efficient cost structure and online global platform
- > Physical presence in Portugal, Spain, London, New York, Sao Paulo, Malta and Miami



2017

OUR TEAM

Ahmet Iplikci	Member Strategic Board	Banco Finantia
Alexei Mitrofanov	Member Strategic Board	Banco Finantia
António Guerreiro	Chairman Strategic Board Non Executive Chairman Board of Directors	Banco Finantia Banco Finantia Sofinloc (Spain)
António Santiago de Freitas	Non Executive Member Board of Directors	Banco Finantia
António Vila-Cova	Non Executive Chairman Board of Directors	Banco Finantia
Armin Eckerman	General Manager	Finantia Malta
Carlos Cuervo	Member Strategic Board	Banco Finantia
Carlos Perelló	Non Executive Member Board of Directors	Banco Finantia
Charles-Louis de Laguiche	Member Strategic Board	Banco Finantia
David Guerreiro	Executive Member Board of Directors	Banco Finantia
David Pfeiffer	General Manager	Finantia UK
Dominique de Guerre	Member Strategic Board	Banco Finantia
Duarte Correia de Sá	Executive Member Board of Directors	Banco Finantia Sofinloc (Spain)
Eduardo Catroga	Non Executive Chairman Board of Directors	Finantipar
Eduardo Costa	Vice-Chairman Strategic Board	Banco Finantia
Filipe Marques	General Manager	Finantia USA
Francisco Ortigão	Executive Director	Banco Finantia
Hartmut Schott	Member Strategic Board	Banco Finantia
Igor Souvorov	Member Strategic Board	Banco Finantia
Israel Vainboim	Member Strategic Board	Banco Finantia
Jennifer Lima	Executive Director	Finantia USA
João Cassiano	Executive Director	Banco Finantia
João Vieira de Almeida	Chairman General Assembly	Banco Finantia
João Sabido Silva	Non-Executive Member Board of Directors	Finantipar
José A. Pinto Ribeiro	Chairman General Assembly	Finantipar
José Archer	Chairman Audit Board	Banco Finantia
Luisa Antas	General Secretary	Banco Finantia
Manuel Faria Blanc	Member Audit Board	Banco Finantia
Marta Eirea	CEO	Banco Finantia Sofinloc (Spain)
Michael Hamilton	Non-Executive Member Board of Directors	Finantia UK
Miguel Cancellla de Abreu	Member Audit Board	Banco Finantia
Narciso Santos	Executive Director	Finantia SF
Pedro Santos	Executive Director	Banco Finantia
Pedro Reis	Executive Director	Banco Finantia
Quoc-Bao Tran	Member Strategic Board	Banco Finantia
Renato Schulman	Executive Director	Finantia USA
Ricardo Caldeira	Executive Member Board of Directors	Banco Finantia
Riccardo Orcel	Member Strategic Board	Banco Finantia
Rui Guerra	Executive Director	Banco Finantia
Rui Martinho	Member Strategic Board	Banco Finantia
Sandra Guerreiro	CEO	Finantipar
Sérgio Zappa	Representative Banco Finantia	Finantia Brasil
Telma Oliveira	Executive Director	Banco Finantia
Tiago Lopes	Executive Member Board of Directors	Banco Finantia Sofinloc (Spain)
Vaga Bartalini	Member Strategic Board	Banco Finantia
External Auditors	Ernst & Young Audit Associados, S.R.O.C.	

 <p>Acquisition of Mota Engil and Novo Banco stakes in Tertir</p> <p>Financial Advisor</p> <p>2016</p>	 <p>Corporate restructuring</p> <p>Financial Advisor</p> <p>2017</p>	 <p>Associação Mutualista's public tender offer to take Caixa Económica private</p> <p>Financial Advisor</p> <p>2017</p>	 <p>Tender process for the subconcession of Porto metro network</p> <p>Financial Advisor</p> <p>2017</p>
 <p>Contract extension</p> <p>Financial Advisor</p> <p>2017</p>	 <p>Acquisition of solar photovoltaic assets in Iberia</p> <p>Financial Advisor</p> <p>2017</p>	 <p>Bond Issue €50,000,000 Maturity in 2023</p> <p>Joint Arranger and Lead Manager</p> <p>2017</p>	 <p>Exchange Offer / Fixed Rate Bond Issue €131,290,000 Maturity in 2023</p> <p>Arranger and Lead Manager</p> <p>2017</p>
 <p>Schuldschein €30,000,000</p> <p>Senior Co-Lead Arranger</p> <p>2017</p>	 <p>2019 and 2021 Bonds consent solicitation</p> <p>Financial Advisor</p> <p>2017</p>	 <p>Commercial Paper €75,000,000</p> <p>Arranger and Lead Manager</p> <p>2017</p>	 <p>Commercial Paper €15,000,000</p> <p>Arranger and Lead Manager</p> <p>2017</p>
 <p>Commercial Paper €10,000,000</p> <p>Arranger and Lead Manager</p> <p>2017</p>	 <p>Commercial Paper €10,000,000</p> <p>Arranger and Lead Manager</p> <p>2017</p>	 <p>Commercial Paper €20,000,000</p> <p>Arranger and Lead Manager</p> <p>2017</p>	 <p>Bond Issue €20,000,000 Maturity in 2021</p> <p>Arranger and Lead Manager</p> <p>2017</p>

The contents of this document are complemented by Finantipar and Banco Finantia's Report and Accounts 2017.



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