



EARNINGS PRESENTATION

FEBRUARY 2014 **FY 2013**

DISCLAIMER

- This document is not an offer of securities for sale in the United States. Canada. Australia. Japan or any other jurisdiction. Securities may not be offered or sold in the United States unless they are registered pursuant to the US Securities Act of 1933 or are exempt from such registration. Any public offering of securities in the United States. Canada. Australia or Japan would be made by means of a prospectus that will contain detailed information about the company and management. including financial statements
- The information in this presentation has been prepared under the scope of the International Financial Reporting Standards ('IFRS') of BCP Group for the purposes of the preparation of the consolidated financial statements under Regulation (CE) 1606/2002
- The figures presented do not constitute any form of commitment by BCP in regard to future earnings
- The figures for Millennium bank in Greece, Banca Millennium Romania and Millennium Gestão Activos (Millennium Asset Management) was restated in 2012 and aggregated into a single income statement item defined as "Income arising from discontinued operations"
- Figures for 2012 and 2013 not audited

Agenda

- Main Highlights
- Group
 - Liquidity
 - Capital
 - Profitability
- Portugal
- International Operations
- Conclusions

Highlights

Capital <i>reinforced and above requirements</i>	<p>Core tier I ratio reaches 13.8% according to BoP, above 12.4% on 31 December 2012. Core tier I ratio of 10.8% according to EBA (12.8% adjusted for 31 December 2013 buffer values)</p>
Profitability <i>in line with macroeconomic environment</i>	<p>Consolidated net income at -740 million euros, comparing with -1,219 million euros in 2012, in line with macroeconomic environment and with the restructuring plan</p>
	<p>Progressive improvement of core income</p>
	<p>Agreement with the unions for the implementation of the restructuring plan (to be implemented at the end of the 1st half of 2014) which includes a reduction of salaries (temporary) and the structure in Portugal in order to comply with DG Comp agreement. Costs related to the early retirement programme and mutual agreement rescissions booked in 2013 in the amount of 126 million euros</p>
	<p>Reduction in operating costs by 15.1%* in Portugal year-on-year</p>
	<p>New entries in NPL in Portugal decreases 53% compared to 2012, confirming the target of a sustained reduction in the cost of risk, but maintaining an high level of provisioning</p>
Liquidity <i>strengthening</i>	<p>Contribution of international operations (excluding Greece and Romania) to consolidated net income of 178 million euros, an increase of 6.5% compared to 2012</p>
	<p>Commercial gap improvement: reduction by 5.4 billion euros from December 2012, with net loans to deposits ratio (BoP) at 117%, below the recommended level of 120%, and net loans to balance sheet customer funds at 108%</p>
	<p>Increase of 5.2%** in customer deposits year-on-year, with a growth in deposits of 4.0% in Portugal</p>
	<p>Focus on new funding to companies in Portugal, despite the lower demand for credit</p>
	<p>Reduction in ECB net usage to 10.0 billion euros</p>

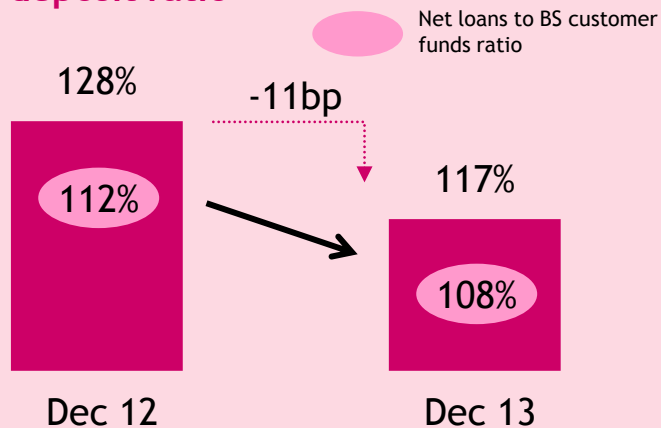
* Excludes non-recurring specific items: restructuring costs (+69.3 M€ in 2012 and +126.5 M€ in 2013 and the impact of the legislative change related to mortality allowance (-64.0 M€ in 2012 and -7.5 M€ in 2013)

** On a comparable basis: excluding Greece (following the sale of that operation), Romania and Millennium bcp Gestão de Activos (following the discontinuation processes)

Highlights 2013

Loan to deposit ratio*

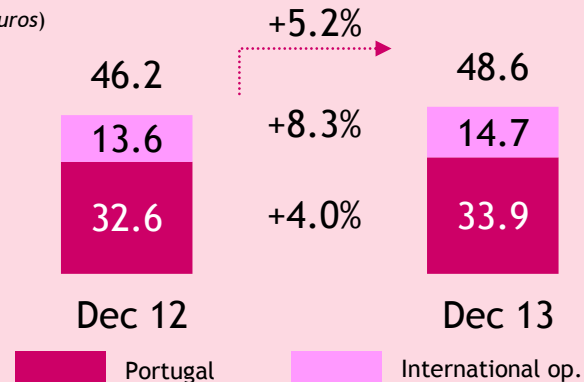
(%)



* Calculated with net loans and customer deposits (according to BoP criteria)

Customer deposits

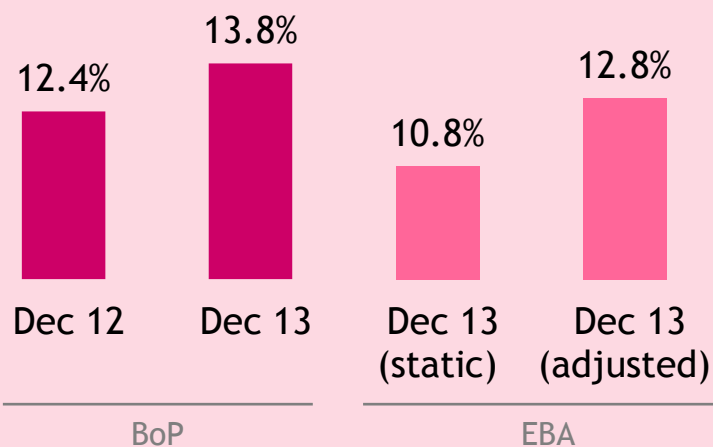
(Billion euros)



** On a comparable basis: excluding Greece (following the sale of that operation), Romania and Millennium bcp Gestão de Activos (following the discontinuation processes)

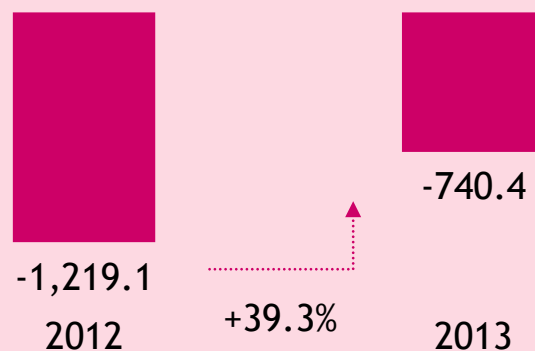
Core tier I

(%)



Net income

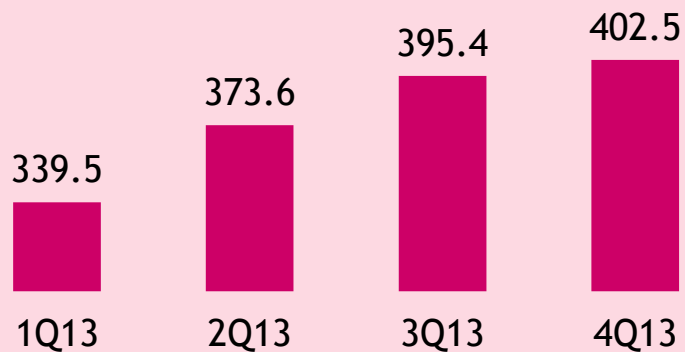
(Million euros)



Highlights 2013

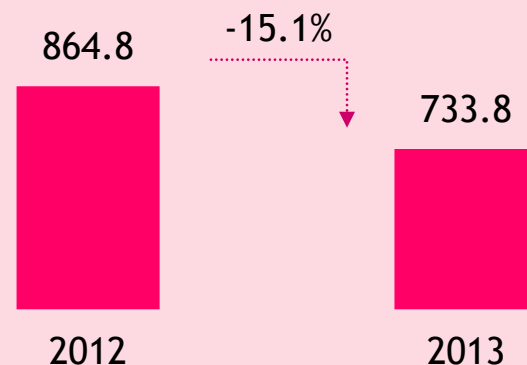
Core income

(Million euros)



Operating costs in Portugal *

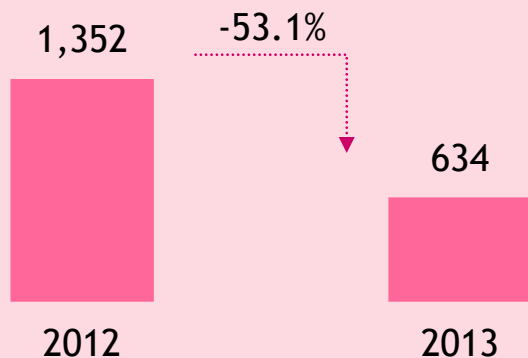
(Million euros)



* Excludes non-recurring specific items: restructuring costs (+69.3 M€ in 2012 and +126.5 M€ in 2013) and the impact of the legislative change related to mortality allowance (-64.0 M€ in 2012 and -7.5 M€ in 2013)

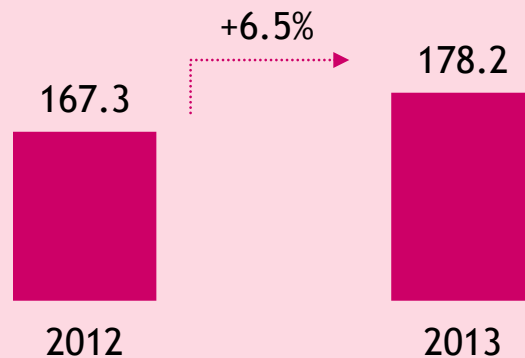
Net new entries in NPL in Portugal

(Million euros)



Contribution of the international operations (excluding Greece and Romania)

(Million euros)



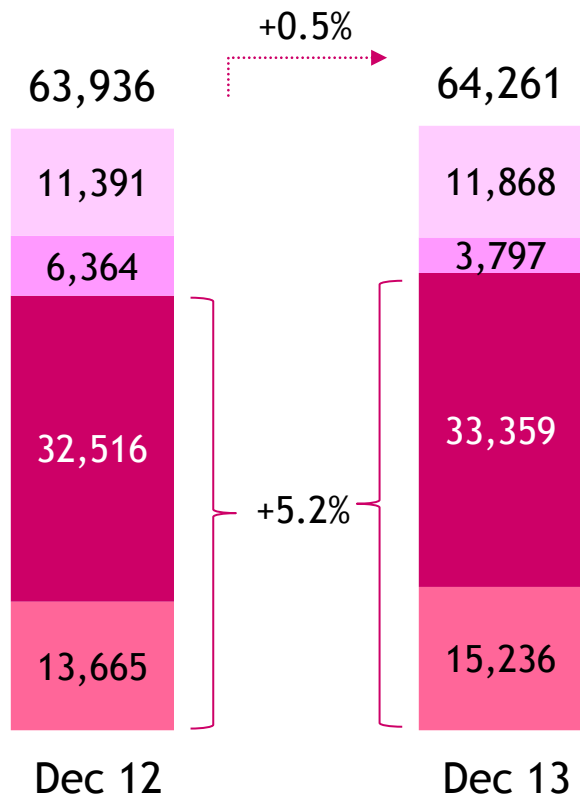
Agenda

- Main Highlights
- Group
 - Liquidity
 - Capital
 - Profitability
- Portugal
- International Operations
- Conclusions

Focus on the increase in customer deposits...

(Million euros)

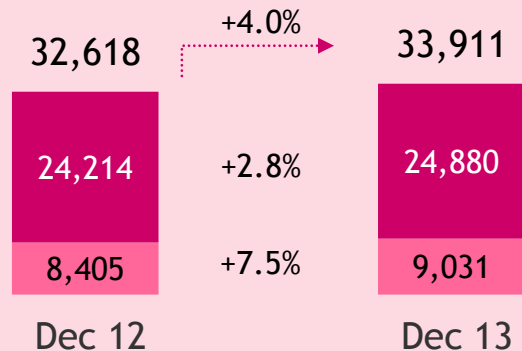
Customer funds



■ Demand deposits ■ Other BS customer funds
■ Term deposits ■ Off BS customer funds

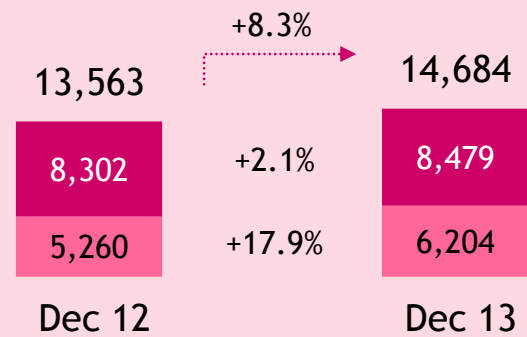
Consolidated

Customer deposits in Portugal



■ Demand deposits ■ Term deposits

Customer deposits in international operations



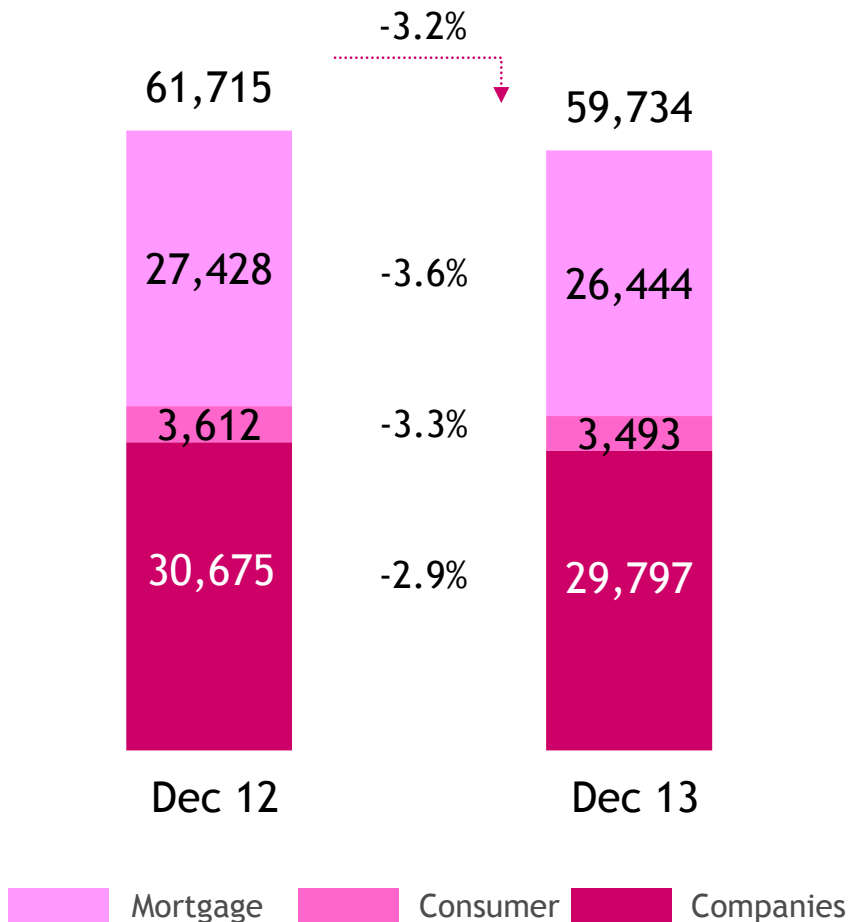
■ Demand deposits ■ Term deposits

... and credit evolution in line with the macroeconomic environment

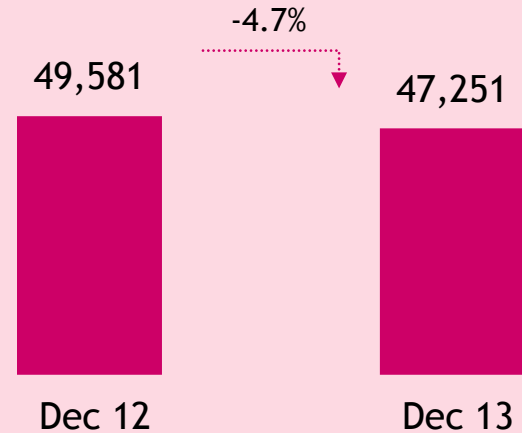
(Million euros)

Consolidated

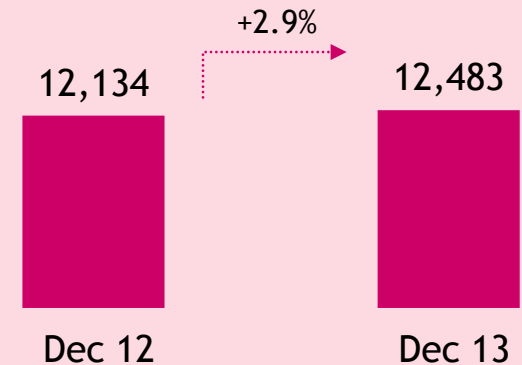
Loans to customers (gross)



Loans to customers (gross) in Portugal



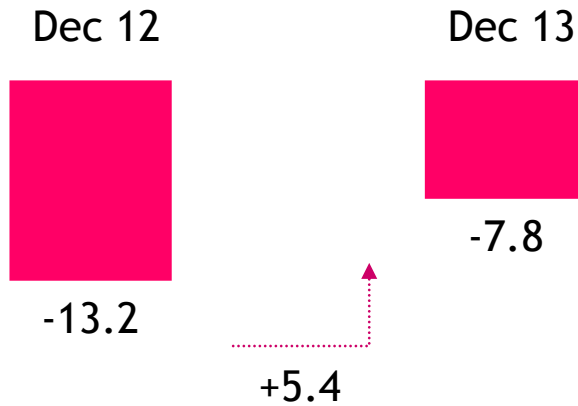
Loans to customers (gross) in international operations



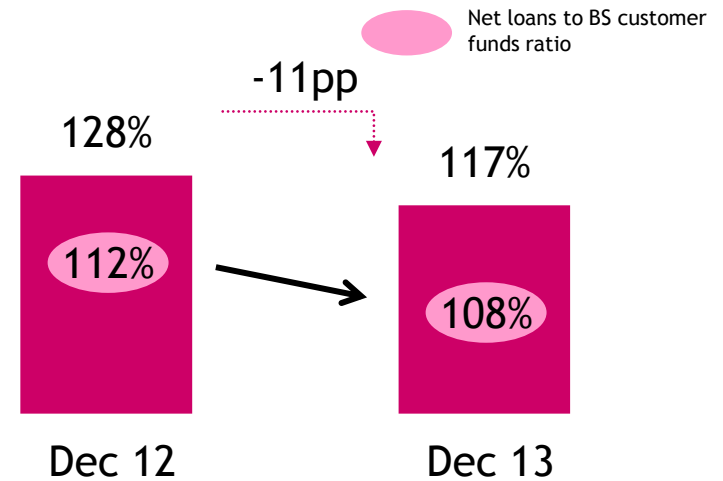
Significant improvement in liquidity position, expressed by the reduction of commercial gap and ECB net usage

(Billion euros)

Commercial Gap *



Loans to deposit ratio ** (BoP)



- Commercial gap improves by 5.4 billion euros over the last year
- Loans to deposit ratio (BoP criteria) of 117% and 108% if including all balance sheet customer funds
- Net usage of ECB of 10.0 billion euros versus 12.7 billion euros as at September 2013
- 19.9 billion euros of eligible assets (net of haircuts) available for refinancing with ECB, with a buffer of 9.9 billion euros

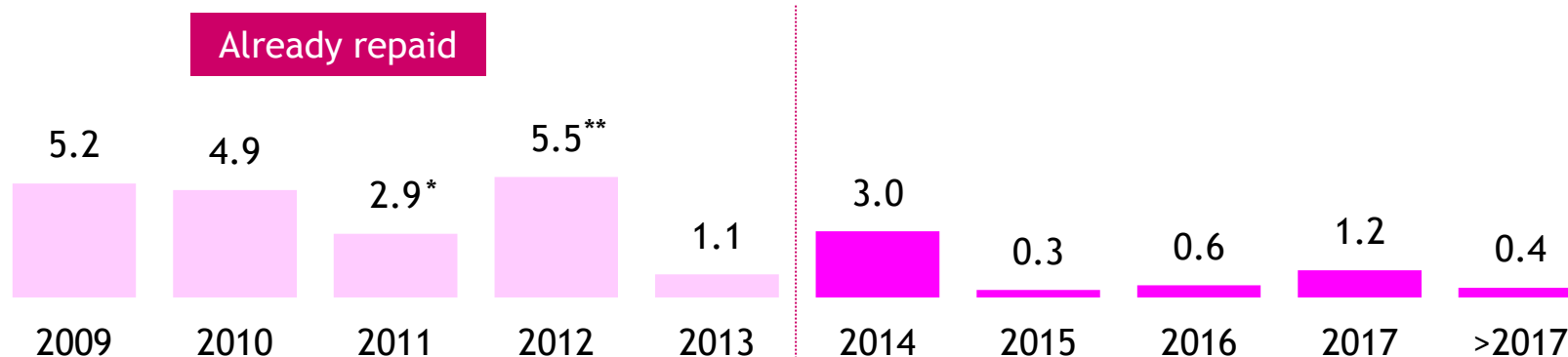
* Calculated based on customer deposits and net loans to customers

** According to Bank of Portugal's criteria

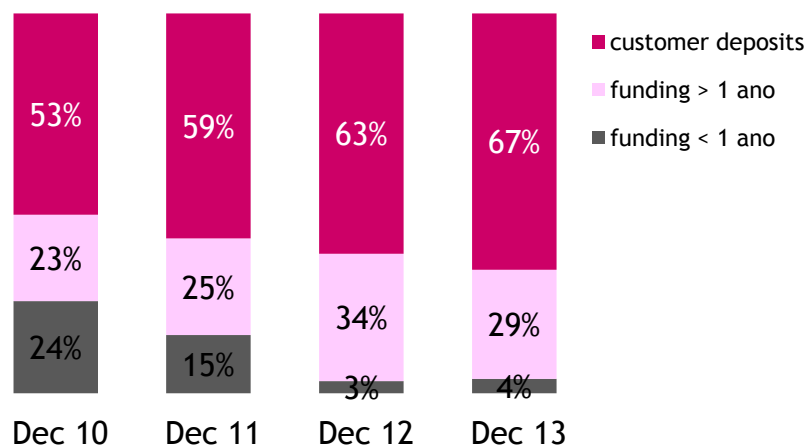
Lower refinancing needs on the short, medium and long term

(Billion euros)

Refinancing needs of medium-long term debt



Significant improvement of the funding structure



- Reduction of funding needs, benefitting from the deleveraging process which proceeds at a good pace
- Deposits are the main source of funding
- Lower short-term refinancing needs than in the past

* Includes repurchase of own debt amounting to 0.5 billion euros

** Includes repayment of 1.6 billion euros related to liability management transactions

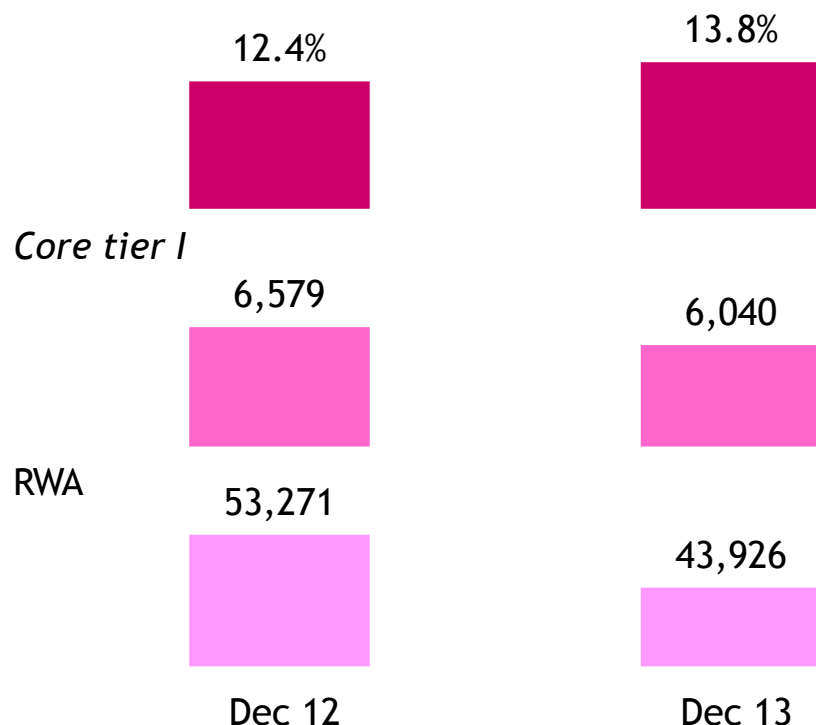
Agenda

- Main Highlights
- Group
 - Liquidity
 - Capital
 - Profitability
- Portugal
- International Operations
- Conclusions

Core tier I ratio complying comfortably with all regulatory requirements

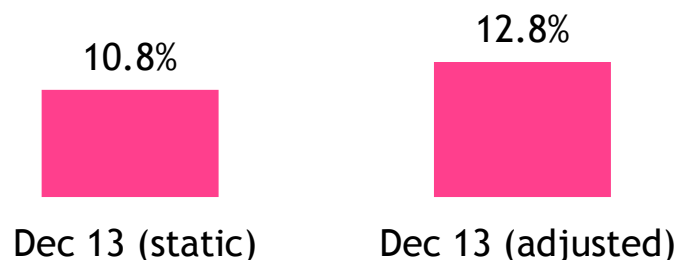
Consolidated

Core tier I ratio (%) - BdP



- Core tier I ratio at 13.8%, above the 12.7% in September 2013 and 12.4% in December 2012.
- The reduction in the amount of core tier I is explained by negative net income
- Considerable reduction in RWA versus December 2012 reflects the deconsolidation of the Greek operation, synthetic securitization transaction, deleveraging and the effect of extension of IRB in Portugal

Core tier I ratio (%) - EBA



Core tier I ratio (EBA) at 10.8% (with €848m static sovereign buffer). Adjusted to 31 Dec.13 values, the sovereign buffer is zero million euros implying a 12.8% ratio

Pension Fund

Main indicators

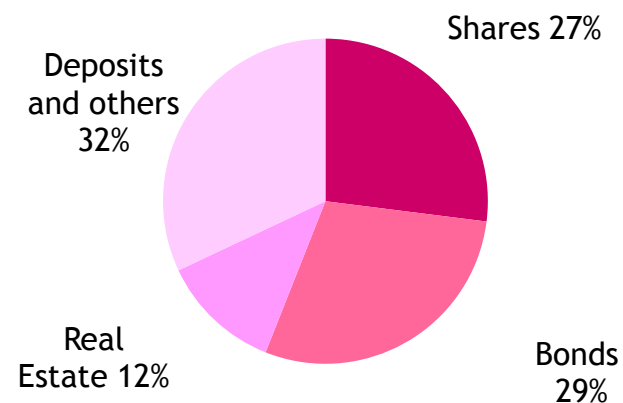
(Million euros)

	2012	2013
Pension liabilities	2,293	2,533
Pension fund	2,432	2,547
Liabilities' coverage	119%	112%
Fund's profitability	1.6%	4.4%
Actuarial differences	(164)	(212)

Assumptions

	2011	2012		2013
Discount rate	5.50%	4.50%		4.00%
Salary growth rate	2.00%	1.00%	until 2016	
		1.75%	after 2017	
Pensions growth rate	1.00%	0.00%	until 2016	
		0.75%	after 2017	
Projected rate of return of fund assets	5.50%	4.50%		
Mortality Tables				
Men	TV 73/7 -1 year			
Women	Tv 88/90 -2 years			

Pension Fund



- Coverage of pension liabilities at 112%
- Actuarial differences in 2013 of -212 M€ penalised by the change in the discount rate to 4% (-200M€)

Agenda

- Main highlights
- Group
 - Liquidity
 - Capital
 - Profitability
- Portugal
- International operations
- Conclusions

Net income in line with the plan, reflecting the macroeconomic scenario

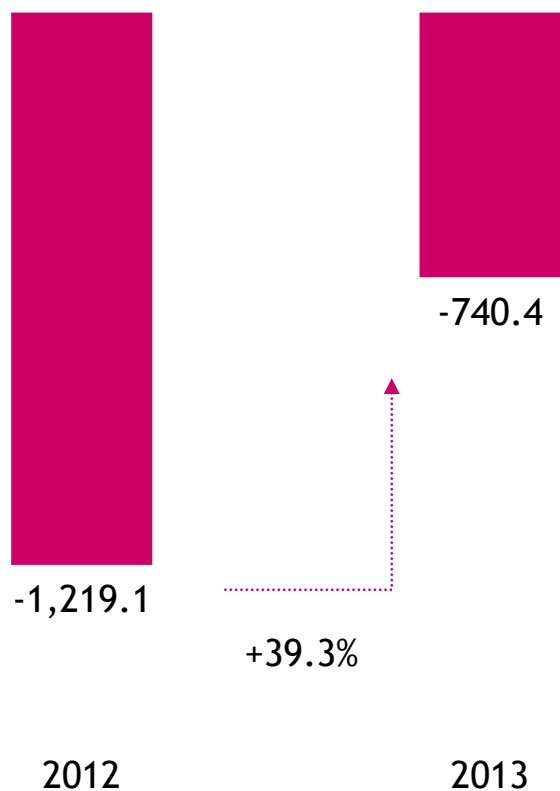
	Consolidated		
(million euros)	2012	2013	Δ
Net interest income	998.0	848.1	-149.9
Of which: costs related with hybrids instruments (CoCo's)	-134.9	-269.0	-134.1
Net fees and commissions	655.1	663.0	7.9
Of which: State guarantee costs	-69.2	-60.1	9.1
Other operating income	448.4	258.2	-190.2
Of which: Piraeus Bank (Greece)	0.0	167.6	167.6
Of which: banking tax contribution and guarantee/resolution funds	-40.8	-50.9	-10.1
Of which: sale of loans portfolio	-25.6	-59.4	-33.8
Of which: Portuguese public debt (trading portfolio)	58.8	7.7	-51.1
Of which: debt repurchase	184.3	0.0	-184.3
Banking income	2,101.5	1,769.3	-332.2
Operating costs	1,321.2	1,295.2	-26.0
Of which: mortality allowance	-64.0	-7.5	56.5
Of which: reestruturing costs	69.3	126.5	57.2
Impairment and provisions	1,319.2	1,286.6	-32.6
Of which: impairment on Piraeus Bank (Greece) participation	0.0	80.0	80.0
Income tax and non-controlling interests	-50.2	-117.1	-66.9
Net income from discontinued or to be discontinued operations	-730.3	-45.0	685.3
Net income	-1,219.1	-740.5	478.6

Net income affected by relevant factors

(Million euros)

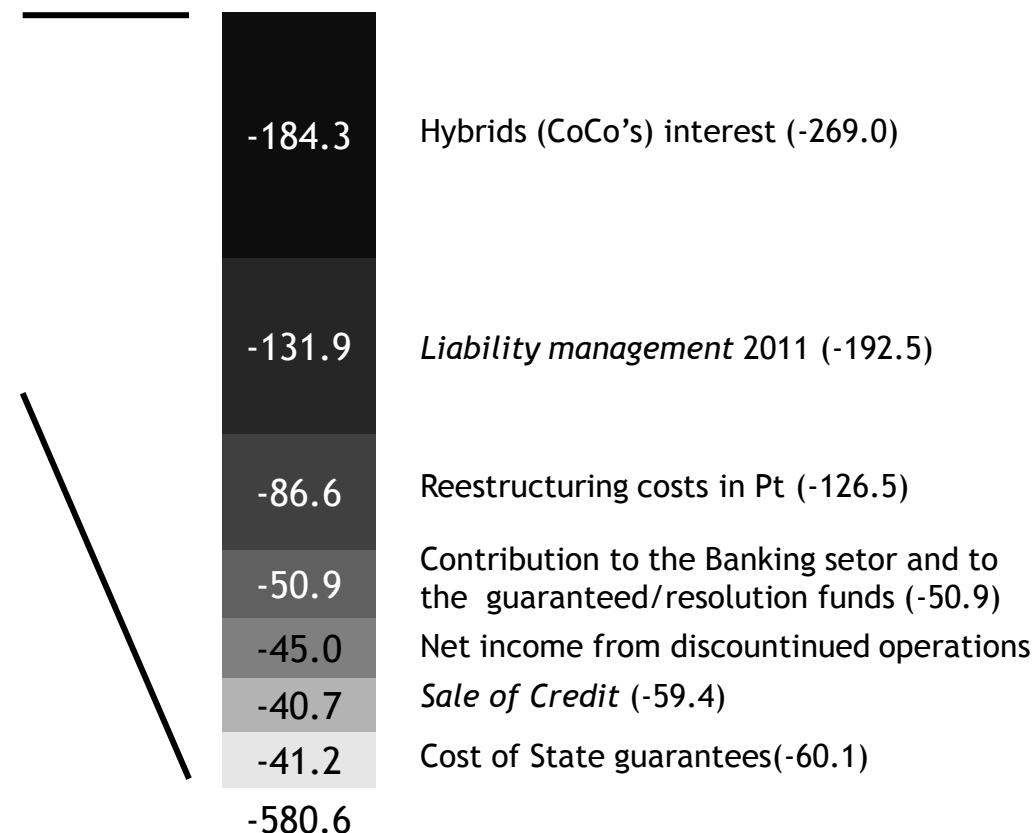
Net income

Consolidated



Relevant factors with impact on net income

Net of taxes * (gross)



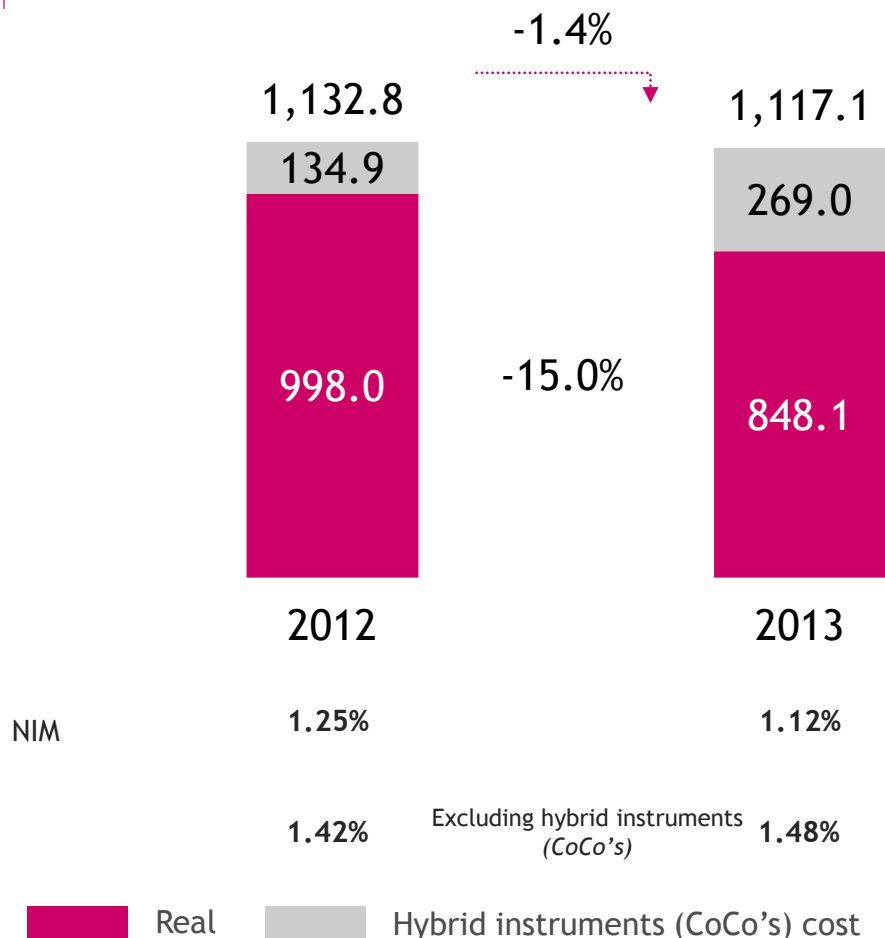
* Considering the marginal tax rate

Net interest income reduction as a result of cost of CoCo's and credit effect, despite the improvement on cost of deposits

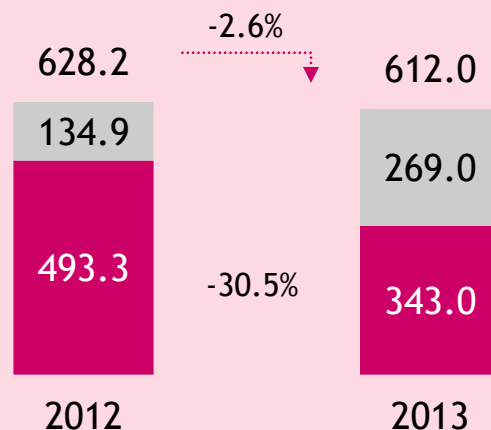
(Million euros)

Net interest income

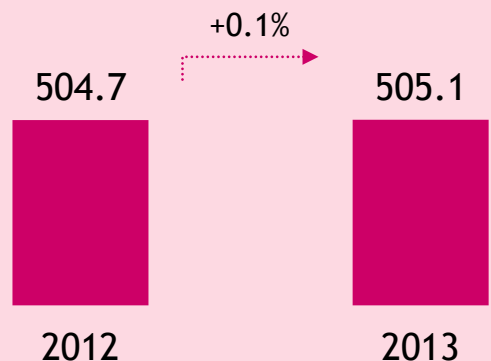
Consolidated



Portugal



International operations



Total fees and commissions increase driven by international operations

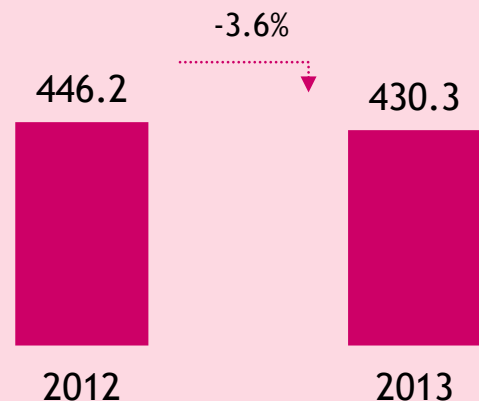
(Million euros)

Fees and commissions

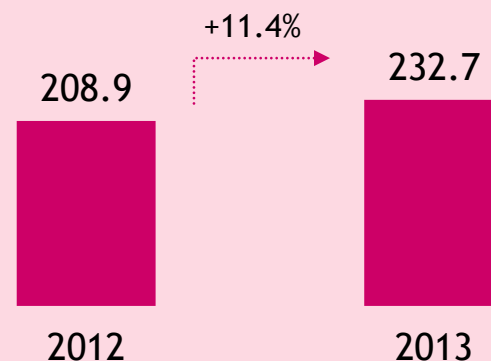
Consolidated

	2012	2013	YoY
Banking fees and commissions	614.3	598.6	-2.5%
Cards and transfers	178.4	181.1	1.5%
Loans and guarantees	170.2	154.5	-9.2%
Bancassurance	60.5	72.5	19.8%
Current account related	116.6	105.1	-9.9%
Other fees and commissions	88.5	85.4	-3.6%
Market related fees and commissions	110.0	124.4	13.1%
Securities operations	83.7	91.4	9.2%
Asset management	26.3	33.1	25.7%
Total fees and comm. excluding State guarantee	724.3	723.1	-0.2%
State guarantee	-69.2	-60.1	-13.1%
Total fees and commissions	655.1	663.0	1.2%

Portugal



International operations

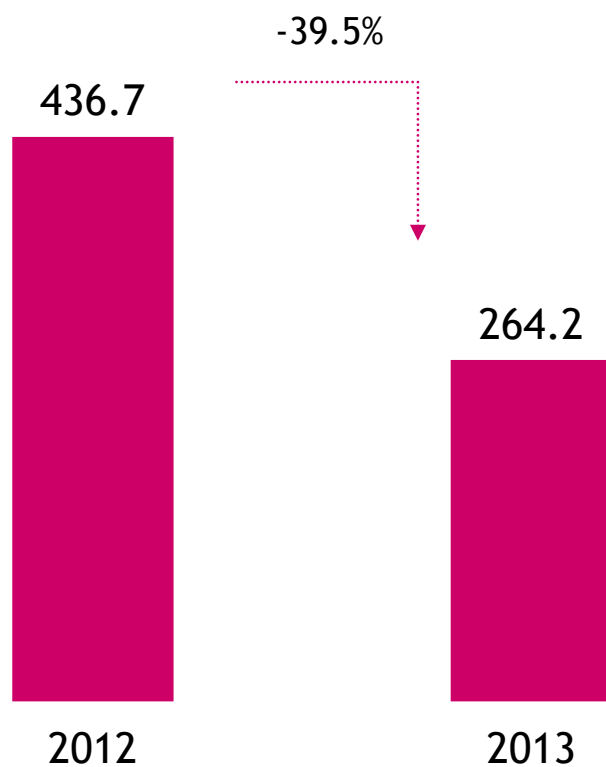


Lower contribution of net trading income

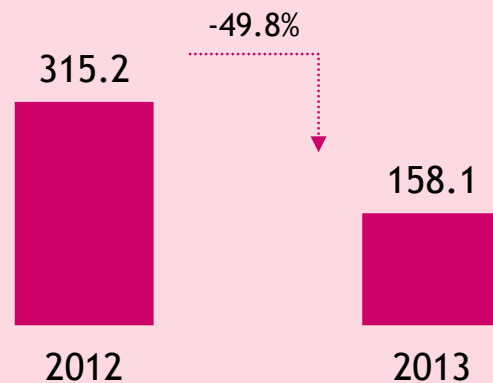
(Million euros)

Net trading income

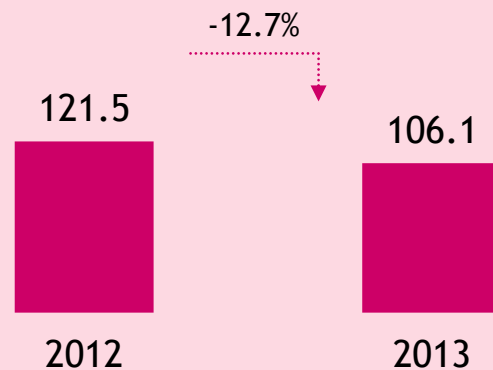
Consolidated



Portugal



International operations

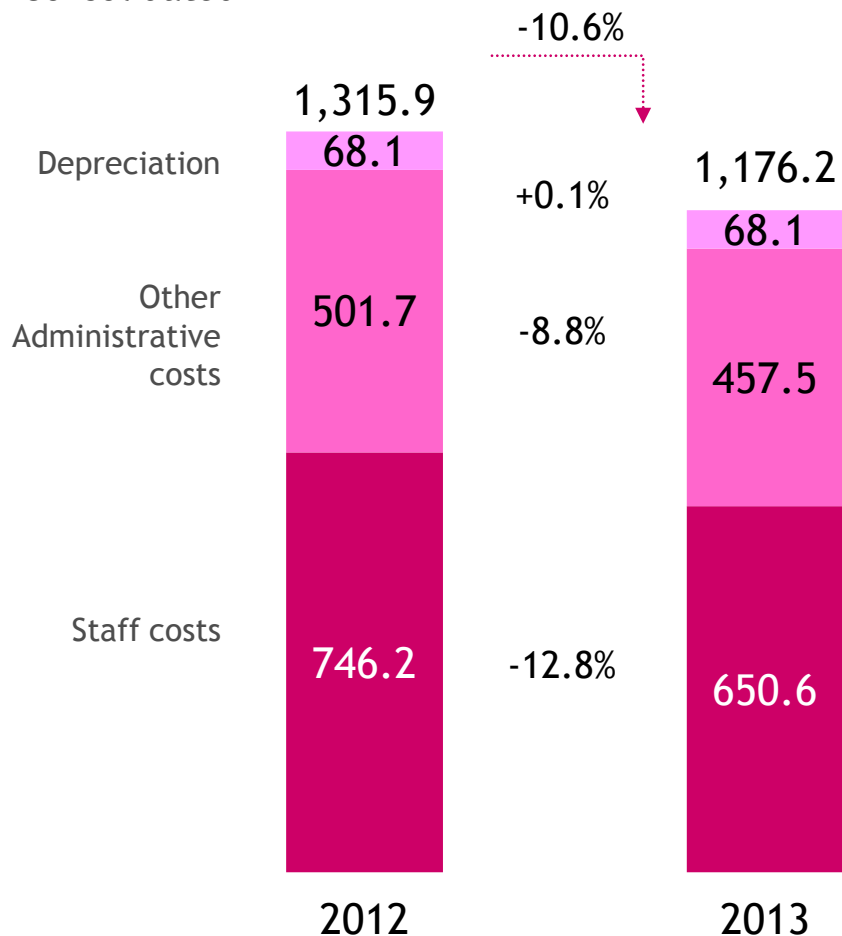


Significant reduction of costs in Portugal

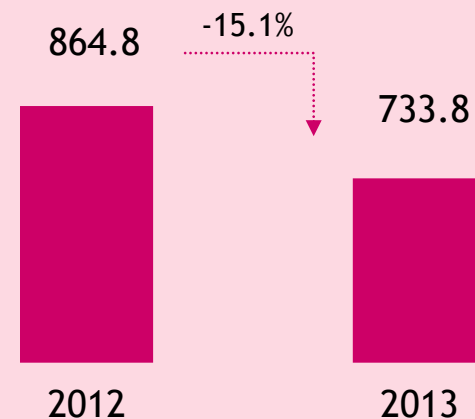
(Million euros)

Operating costs *

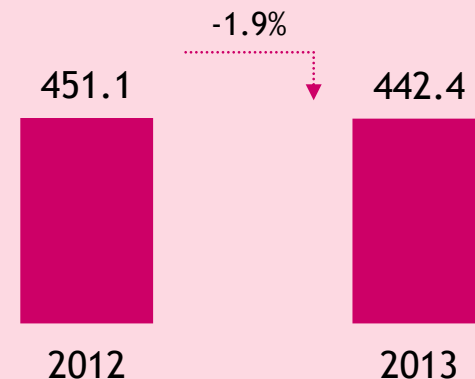
Consolidated



Portugal *



International operations



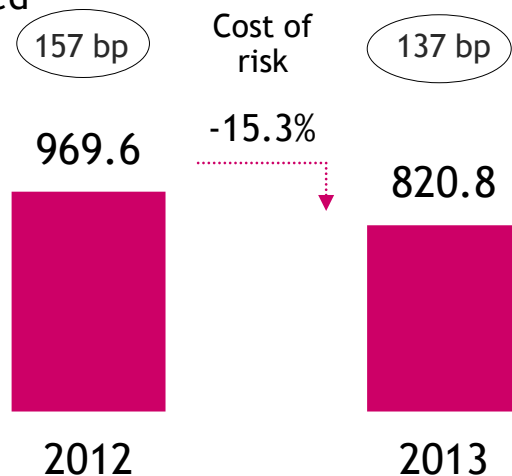
* Excludes non-recurring specific items : restructuring costs (+69.3 M€ in 2012 and +126.5 M€ in 2013 and the impact of the legislative change related to mortality allowance (-64.0 M€ in 2012 and -7.5 M€ in 2013)

Provisioning in line with strategic plan

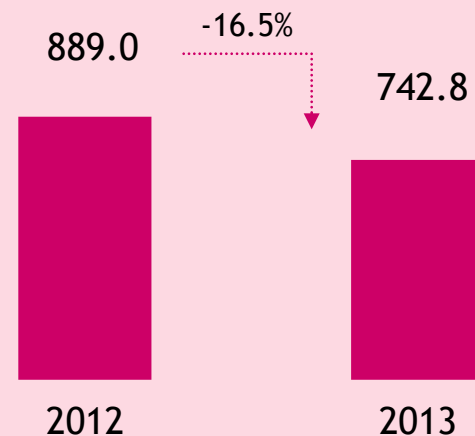
(Million euros)

Loan impairments (net of recoveries)

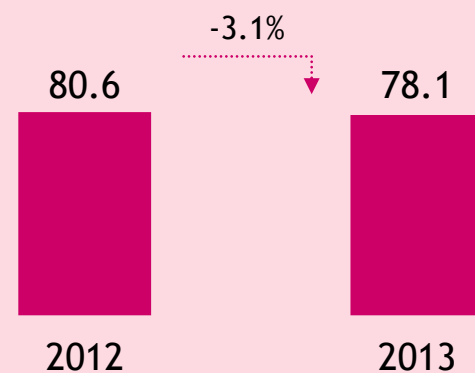
Consolidated



Portugal

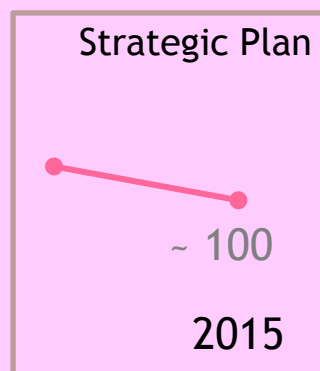
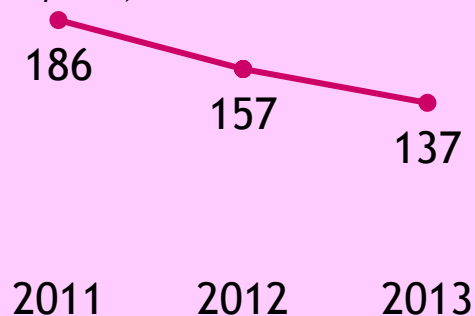


International operations



Cost of risk evolution

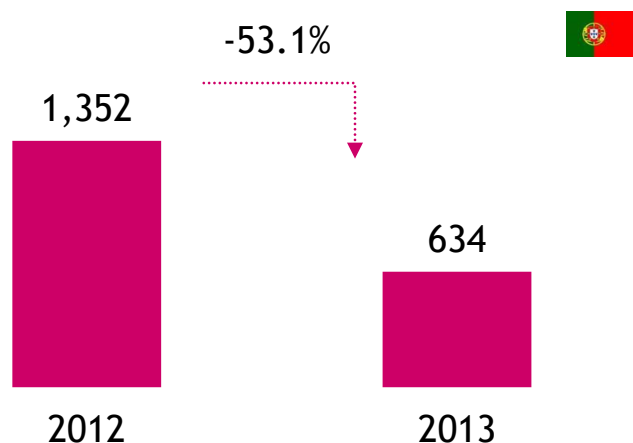
(basis points)



Net new entries in NPL allow the improvement in credit quality ratios

(Million euros)

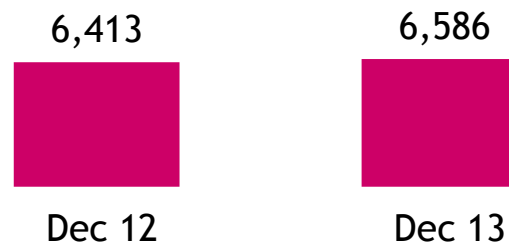
Net new entries in NPL in Portugal



Credit quality

Consolidated

Credit ratio	Dec 12	Sep 13	Dec 13
NPL	10.4%	11.5%	11.0%
Credit at risk	11.4%	12.3%	11.8%



Loan impairment (balance sheet)

Coverage ratio	Dec 12	Sep 13	Dec 13
NPL	58%	50%	51%
Em risco	53%	46%	48%



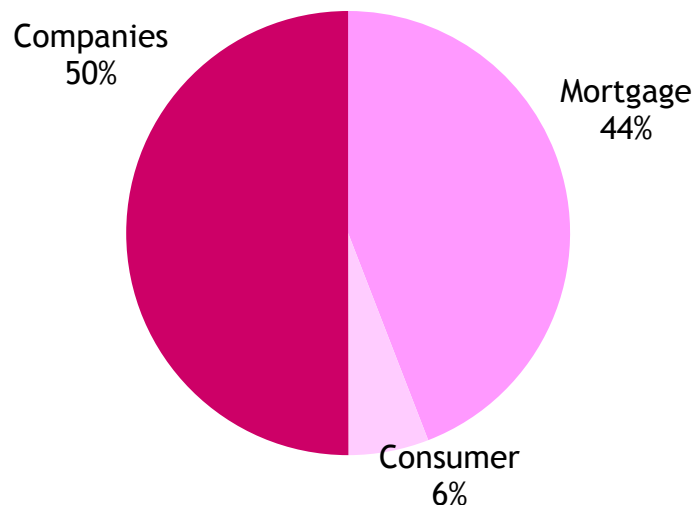
■ NPL (Past due >90d + falling due)

- Non-performing loans ratio reduced to 11.0%, compared to September (11.5%), allowed and increase in coverage to 51%
- Credit at risk ratio reduced to 11.8% compared to September 13 (12.3%) and coverage (by BS impairments and real and financial guarantees) above 100%
- Net new entries in non-performing loans in Portugal, decreased 53.1% year-on-year

Diversified and collateralized credit portfolio

Loan portfolio

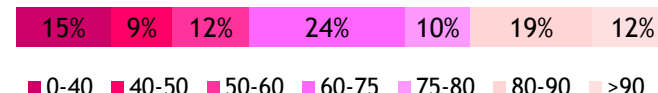
Consolidated



Loans by collateral



LTV of mortgage portfolio in Portugal



- Loans to companies represents 50% of total loan portfolio, with a reduction of the weight on construction and real estate sectors (11.6% in Dec. 13)
- 93% of the loan portfolio is collateralized
- Mortgage loans represent 44% of total loan portfolio, with a low delinquency level and an average LTV of 67%

Agenda

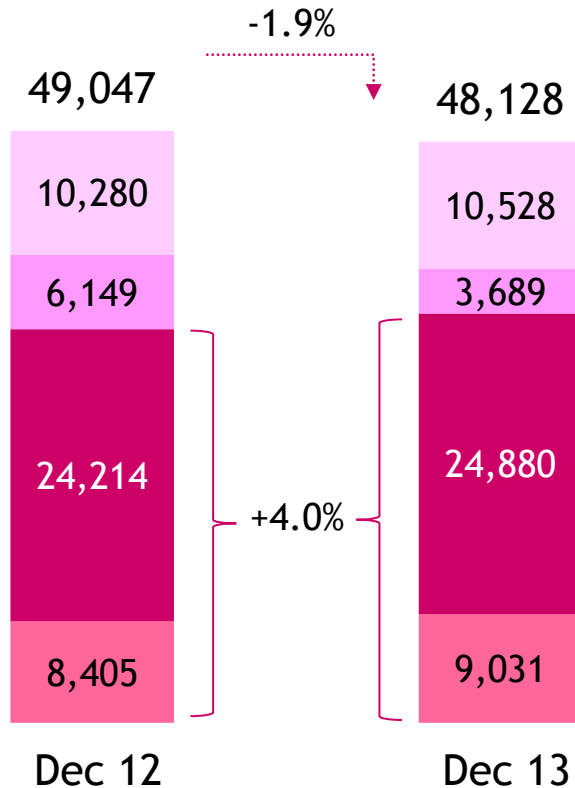
- Main Highlights
- Group
 - Liquidity
 - Capital
 - Profitability
- Portugal
- International Operations
- Conclusions

Portugal: deleveraging effort with increase in deposits and reduction of loans

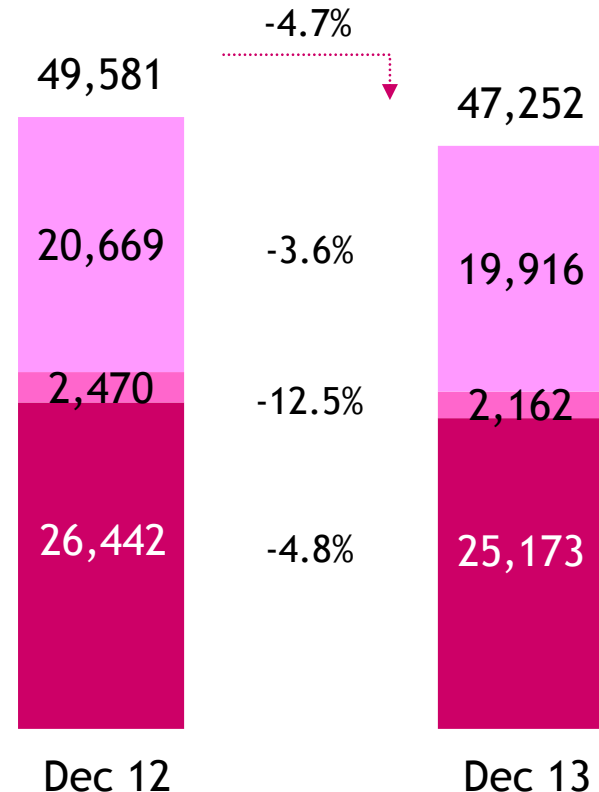


(Million euros)

Customer funds



Loans to customers (gross)



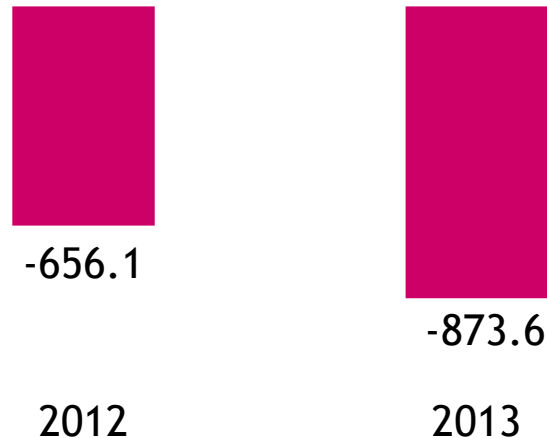
Demand deposits
 Other BS customer funds
 Mortgage
 Consumer
 Companies
 Term deposits
 Off BS customer funds

Net income affected by the cost of CoCo's and lower net trading income despite the significant cost reduction



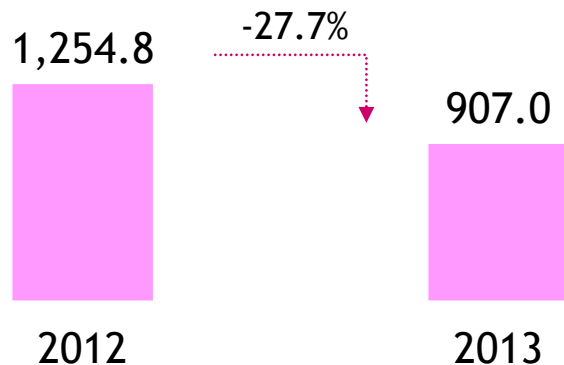
(Million euros)

Net income

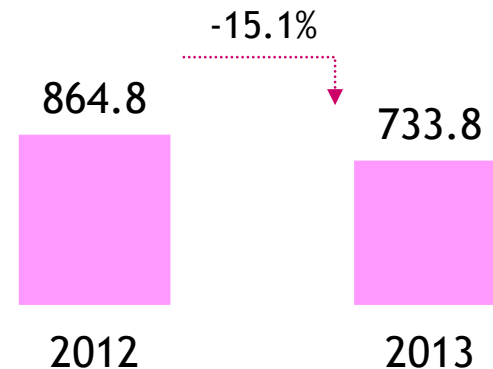


- Net income substantially penalised by the decrease in banking income, despite the strong decrease in operating costs
- Banking income affected by the cost of CoCo's and lower net trading income
- Significant operating costs savings as a result of the implementation of the restructuring plan started at the end of 2012 and of the projects developed in 2013

Banking income



Operating costs*



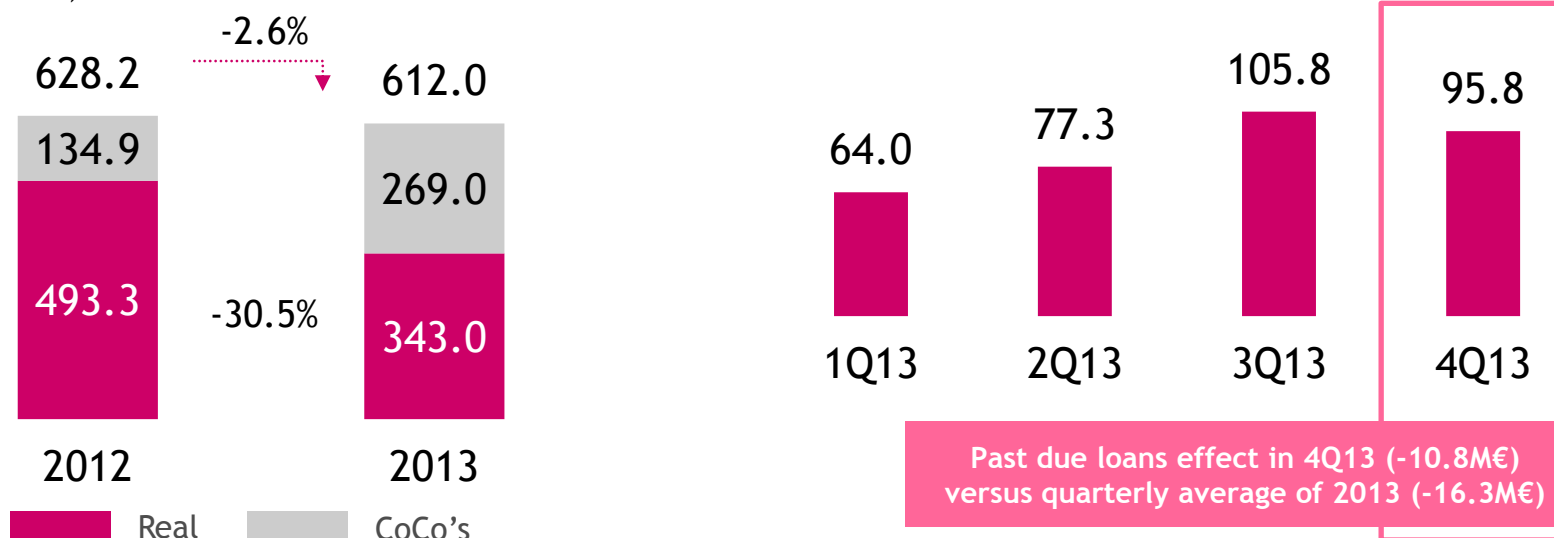
* Excludes non-recurring specific items : restructuring costs (+69.3 M€ in 2012 and +126.5 M€ in 2013) and the impact of the legislative change related to mortality allowance (-64.0 M€ in 2012 and -7.5 M€ in 2013)

Reduction of net interest income in Portugal with the cost of CoCo's and volume effect of loans, despite deposits cost improvement



Net interest income

(Million euros)



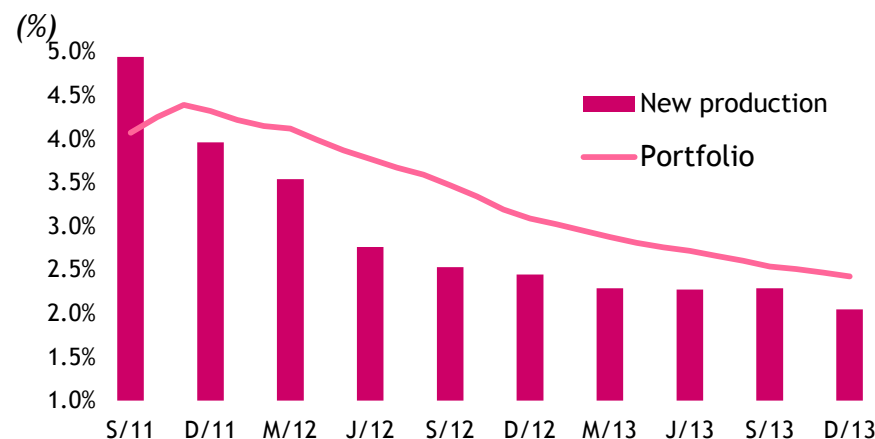
	2013 vs. 2012
Cost of CoCo's	-134.1
Customer funds margin	+26.1
Volume effect of loans	-109.1
Past due loans and recovery effect	+37.7
Other	+29.1
Total	-150.3

	4Q13 vs. 3Q13
Cost of CoCo's	-1.5
Customer funds margin	+9.6
Volume effect of loans	-5.7
Past due loans and recovery effect	-8.7
Other	-3.7
Total	-10.0

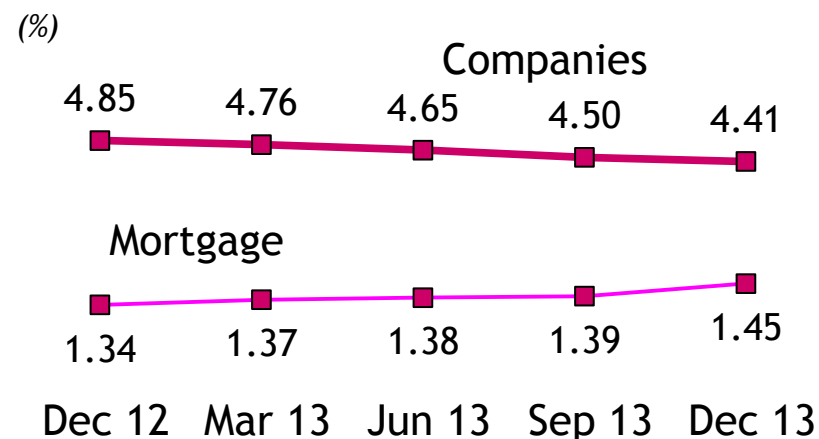
Continuation of strong efforts to reduce the cost of deposits, in line with the strategic plan



Term deposit rate

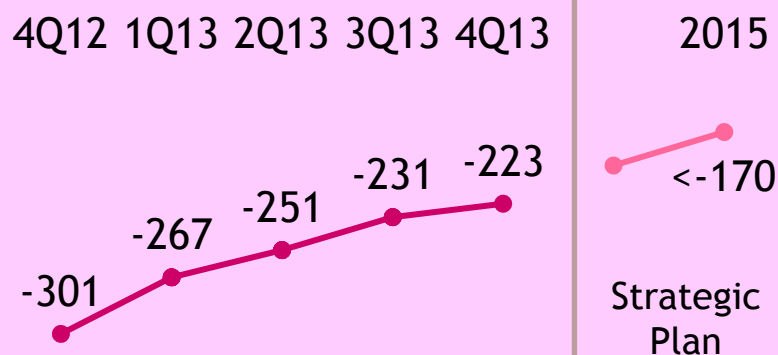


Credit portfolio rate



Evolution of term deposits spreads in Portugal

(basis points)



- Continuous effort to reduce the cost of deposits, new production with rates substantially lower when compared with the previous year
- Perfectly in line with the strategic plan target of term deposit's spread reduction
- Interest rate of companies's credit portfolio remains at a high level

Positive performance of market related commissions and lower banking commissions, but improving in the last quarter



(Million euros)

	2012	2013	YoY	3Q13	4Q13	4Q13/ 3Q13
Banking fees and commissions	463.3	430.1	-7.2%	101.6	103.5	1.8%
Cards and transfers	95.1	92.8	-2.4%	23.0	24.0	4.3%
Loans and guarantees	142.5	125.2	-12.2%	30.0	33.7	12.4%
Bancassurance	60.5	72.5	19.8%	18.0	17.8	-1.0%
Current account related	116.6	105.1	-9.9%	22.4	19.8	-11.7%
Other fees and commissions	48.5	34.5	-28.9%	8.2	8.1	-0.5%
Market related fees and commissions	52.1	60.3	15.7%	16.5	16.7	1.4%
Securities operations	47.5	53.8	13.2%	14.3	15.4	7.9%
Asset management	4.5	6.5	42.4%	2.2	1.3	-40.7%
Total fees and comm. excluding State guarantee	515.4	490.4	-4.8%	118.1	120.2	1.8%
State guarantee	-69.2	-60.1	-13.1%	-12.4	-12.3	-0.9%
Total fees and commissions	446.2	430.3	-3.6%	105.7	107.9	2.1%

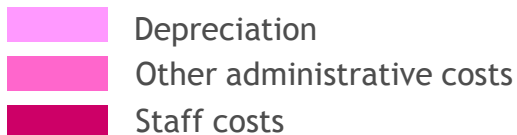
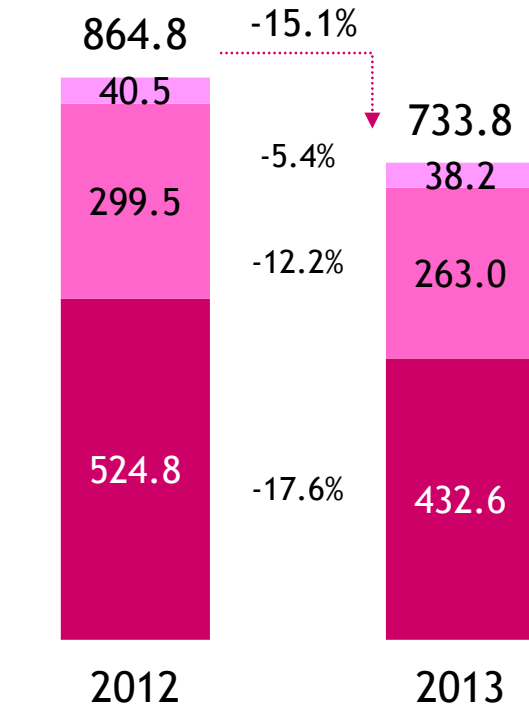
Positive results in operating costs in Portugal, comparing favourably to national peers



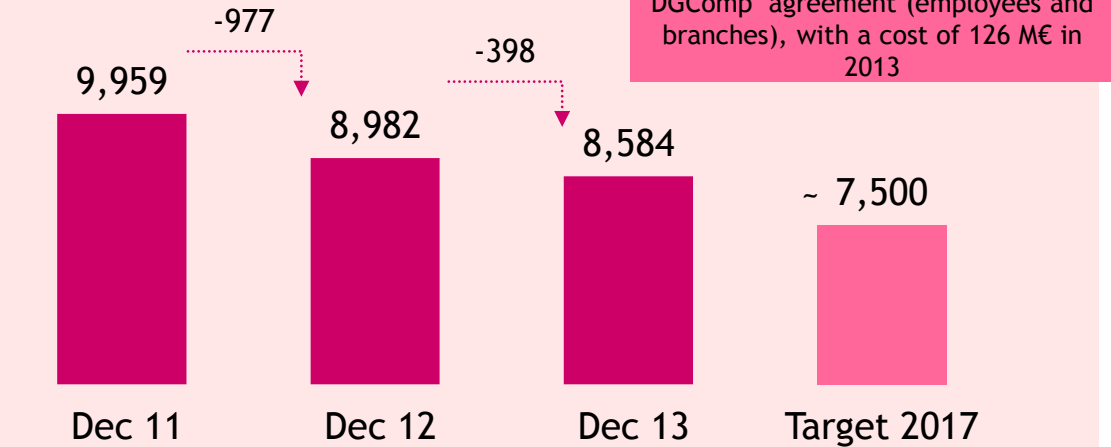
(Million euros)

Operating costs*

Portugal



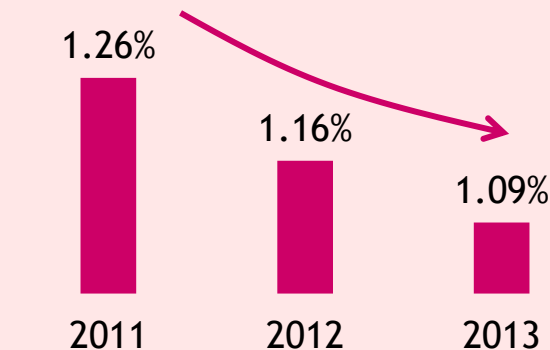
Employees



Agreement with the Unions in order to achieve the targets of the DGComp agreement (employees and branches), with a cost of 126 M€ in 2013

Annualised operating costs * / Volumes **

Consolidated



Top 5

1º Bank 1	1.03%
2º BCP	1.09%
3º Bank 3	1.13%
4º Bank 4	1.23%
5º Bank 5	1.31%

Source: Each bank data (2013, if not available 9M13)

** Volumes: gross credit + deposits

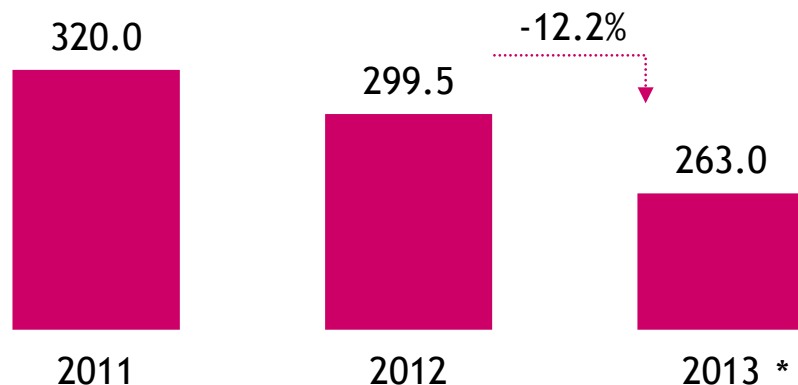
* Excludes non-recurring specific items: restructuring costs (+69.3 M€ in 2012 and +126.5 M€ in 2013) and the impact of the legislative change related to mortality allowance (-64.0 M€ in 2012 and -7.5 M€ in 2013)

Projects developed in 2013 enabled to save administrative costs in all items



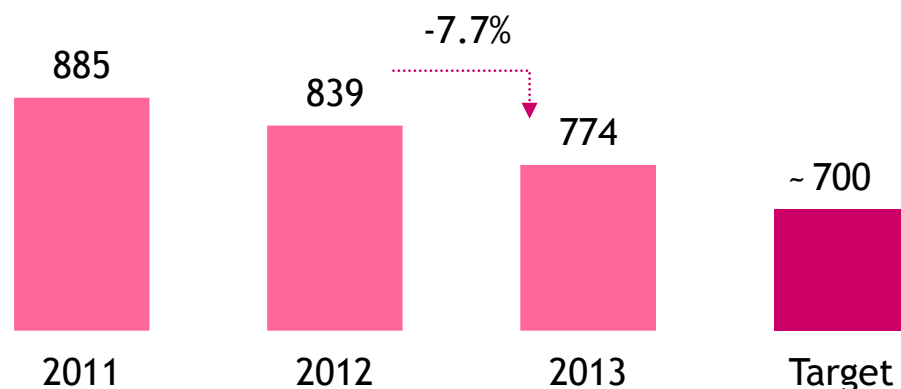
(Million euros)

Other administrative costs



	2012	2013 *	YoY
Consumables	18.9	16.1	-14.5%
Rents	56.5	53.4	-5.5%
Legal expenses	8.4	6.7	-20.6%
Insurance, travel and transportation	17.9	15.4	-14.0%
Advertising	16.8	10.4	-37.8%
Maintenance and related services	20.0	18.6	-7.3%
Outsourcing	79.2	78.4	-1.0%
Communications and information tecno	43.3	33.7	-22.2%
Advisory services	17.2	14.8	-14.2%
Other supplies and services	21.3	15.5	-27.2%
Other administrative costs	299.5	263.0	-12.2%

Branches



Projects developed (2013)

- Renegotiation of large outsourcing contracts
- Global space reorganization of central services, with release of buildings
- Significant increase in digital account statements
- Closing of branches

* Excludes non-recurring specific items related to restructuring costs (+2.2M€ in 2013)

Credit quality shows the first signs of recovery with reduction on NPL ratios and increase in coverage



(Million euros)

Credit quality

Credit ratio	Dec 12	Sep 13	Dec 13
NPL	12.2%	13.9%	13.1%
Credit at risk	12.9%	14.1%	13.6%

6,062



Dec 12

6,532



Sep 13

6,211



Dec 13

 Non-performing loans (NPL)

Loan impairment (balance sheet)

Coverage ratio	Dec 12	Sep 13	Dec 13
NPL	47%	46%	48%
Credit at risk	45%	44%	46%

2,863



Dec 12

2,953



Dec 13

Loan impairment (net of recoveries)

NPL evolution detail	Dec 13 vs. Dec 12	Dec 13 vs. Sep 12
Initial stock	6.062	6.532
+/- Net entries	+634	-176
- Write-offs	-405	-141
- Sales	-79	-3
Final stock	6.211	6.211

179 pb

889.0



2012

Cost of
risk

157 pb

742.8



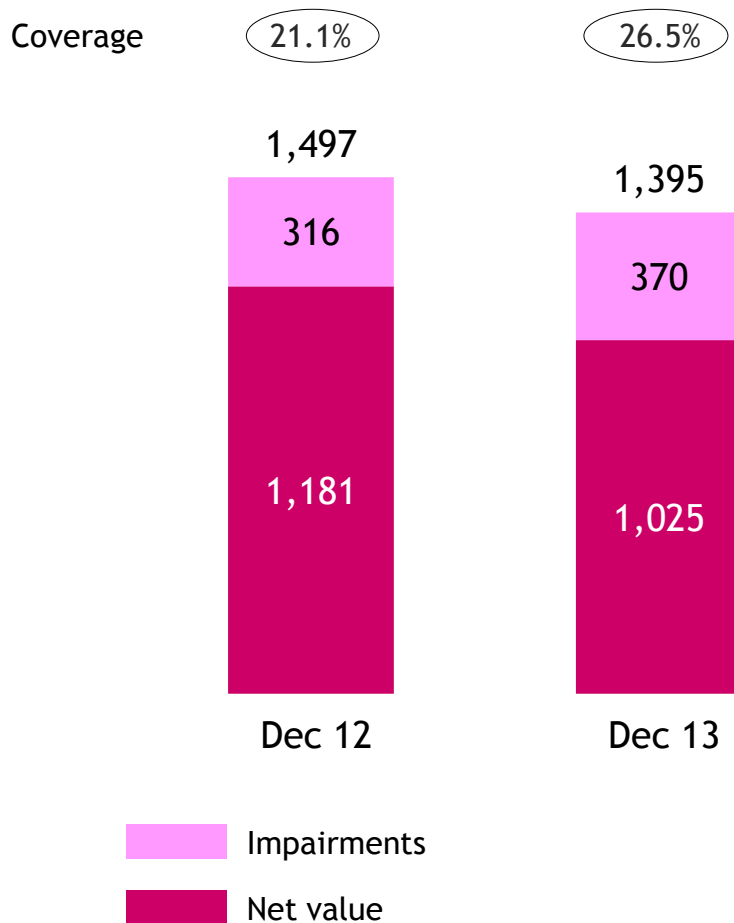
2013

Reduction of foreclosed assets, with and increase of properties sold and coverage increase

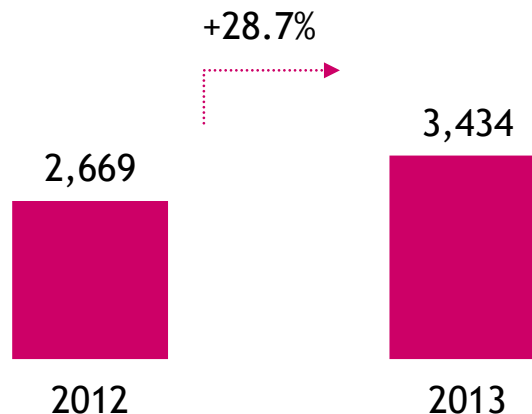


Foreclosed assets portfolio

(Million euros)

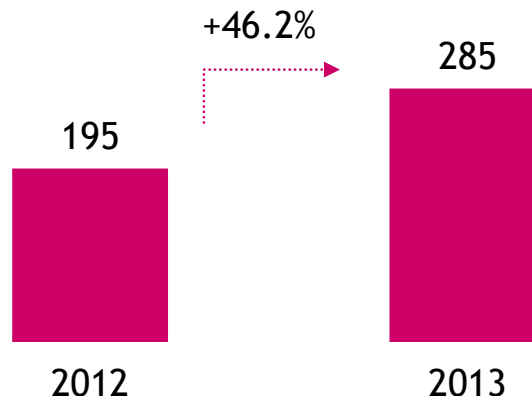


Number of properties sold



Value of properties sold

(Million euros)



Agenda

- Main Highlights
- Group
 - Liquidity
 - Capital
 - Profitability
- Portugal
- International Operations
- Conclusions

Net income in international operations

(Million euros)

	2012	2013	Δ % local currency	Δ % euros	ROE (2013)
International operations *	167.3	178.2		6.5%	
Poland	112.0	127.1	13.5%	12.4%	11%
Mozambique	78.3	85.5	9.2%	0.0%	25%
Angola	35.9	40.8	13.6%	9.3%	17%
Other and non-controlling interests	-58.9	-75.2			

€253 M

Note: subsidiaries' net income presented reflect the same exchange rate considered for 2013 in order to allow the comparison without the exchange effect

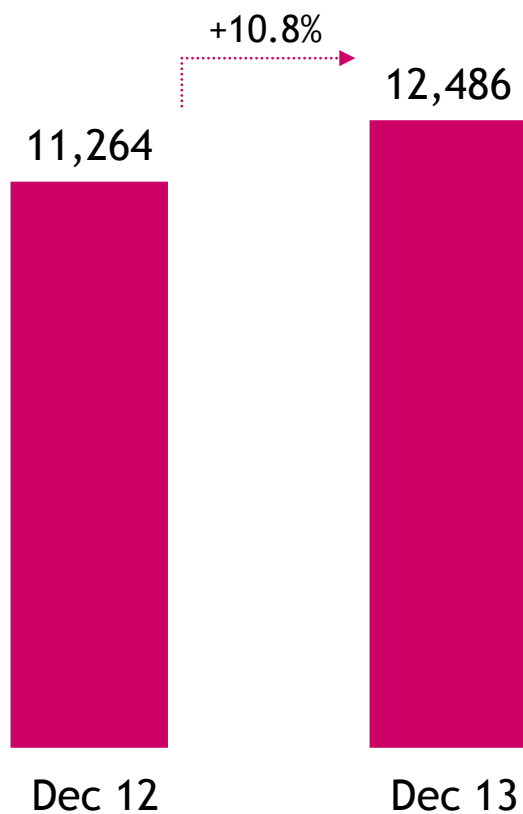
* Excludes Millennium Bank (Greece) and Banca Millennium Romania)

Poland: customer funds and loans to customers growth

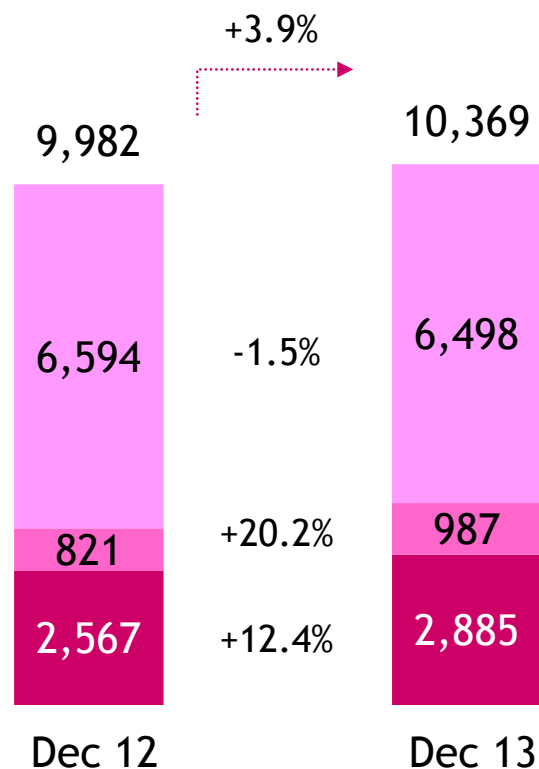


(Million euros)

Customer funds



Loans to customers (gross)



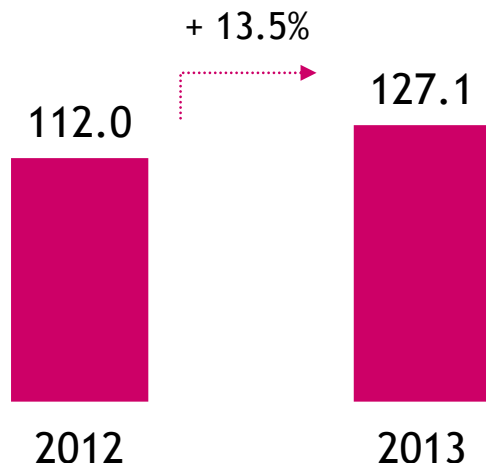
Mortgage
 Consumer
 Companies

Net income growth driven by banking income increase and strict cost control



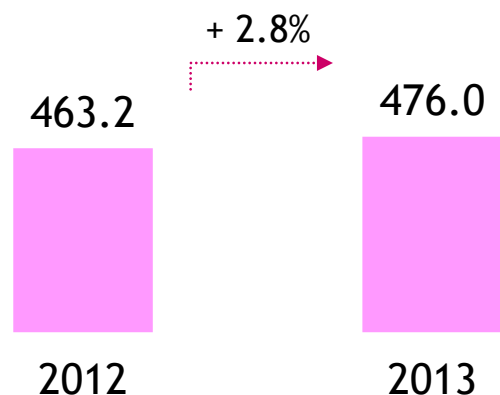
(Million euros)

Net income

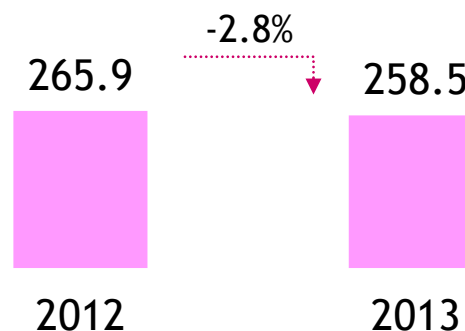


- Net income grows by 13.5%, with ROE at 10.6%
- Increase in banking income (+2.8%), despite the decrease in the reference interest rates that reached historic minimums (WIBOR3M fell from 4.1% in Dec12 to 2.7% in Dec13)
- Strict cost control(-2.8%)
- Positive macroeconomic outlook by the IMF for real GDP : +2.4% in 2014 and +2.6% in 2015

Banking income



Operating costs

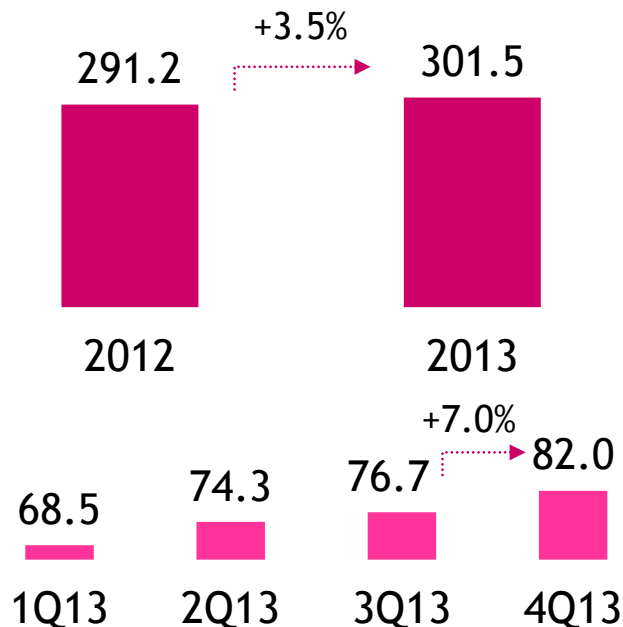


Steady recovery of net interest income, strong growth in commissions and strict cost control

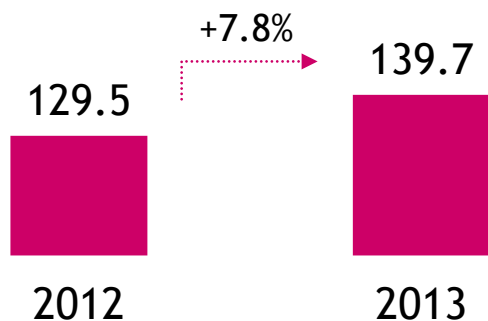


(Million euros)

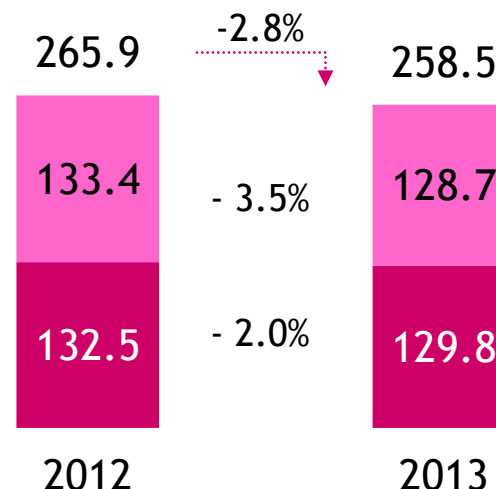
Net interest income *



Fees and commissions

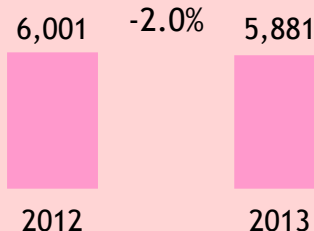


Operating costs

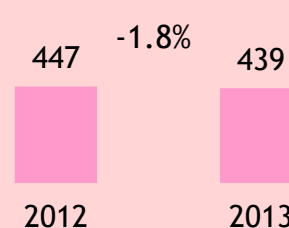


Other administrative costs and depreciations
Staff costs

Employees



Branches



* Pro forma data. Margin from derivative products, including those from hedging FX denominated loan portfolio, is included in net interest income, whereas in accounting terms, part of this margin (15.7M€ in 2012 and 12.1M€ in 2013) is presented in net trading income
Excluded FX effect. €/PLN rates used : Income Statement 4.21511667; Balance Sheet 4.1543

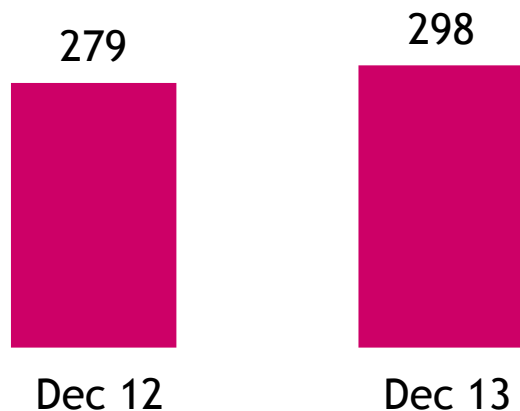
Credit quality stable with high level in coverage



(Million euros)

Credit quality

Credit ratio	Dec12	Dec13
NPL	2.8%	2.9%



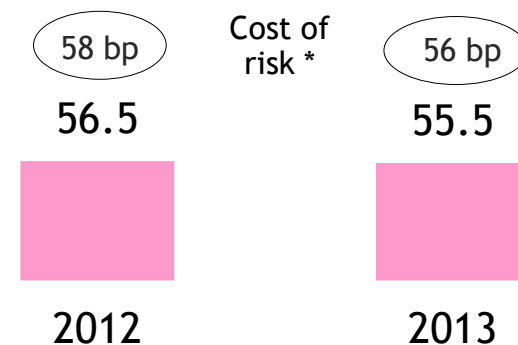
 Non-performing loans (NPL)

Loan impairment (balance sheet)

Coverage ratio	Dec12	Dec13
NPL	107%	106%



Loan impairment (net of recoveries)



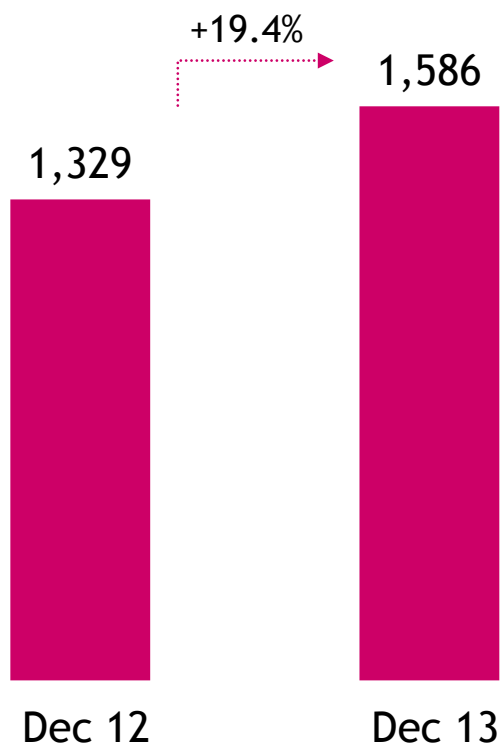
* Impairment charges / average net loans for the period (in bps, annualized)
Excluded FX effect. €/PLN rates used : Income Statement 4.21511667; Balance Sheet 4.1543

Mozambique: strong volumes growth

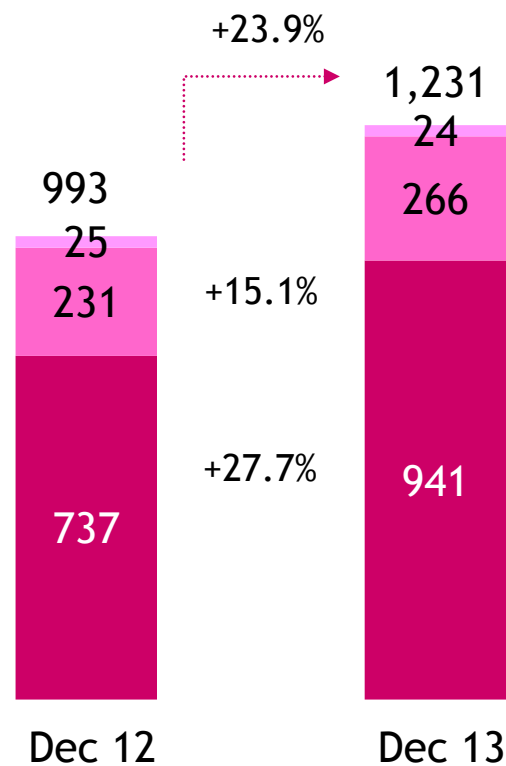


(Million euros)

Customer funds



Loans to customers (gross)



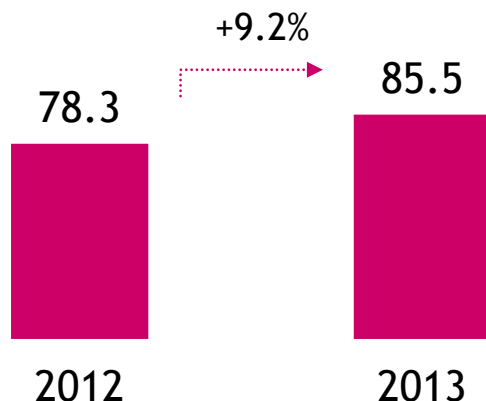
Mortgage Consumer Companies

Net income benefited by the increase of banking income



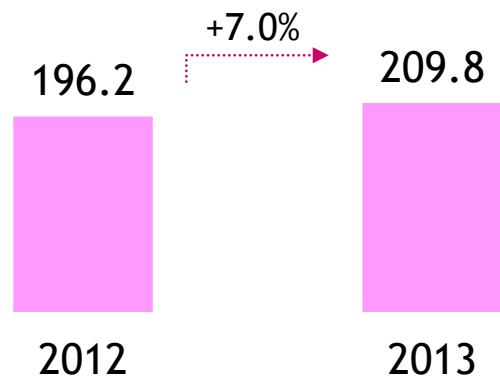
(Million euros)

Net income

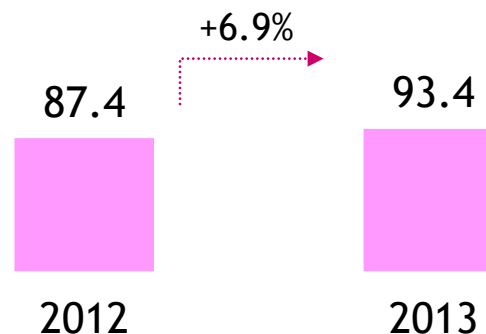


- Net income increases 9.2%, with ROE of 24.8%
- Increase 7% in banking income: increase in net interest income (benefiting from the volume effect, despite lower reference interest rates) and increase in commissions
- Operating costs increase 6.9% (+6 branches compared with December 12)
- Positive macroeconomic outlook by the IMF for real GDP: +8.5% in 2014 and +8.5% in 2015

Banking income



Operating costs

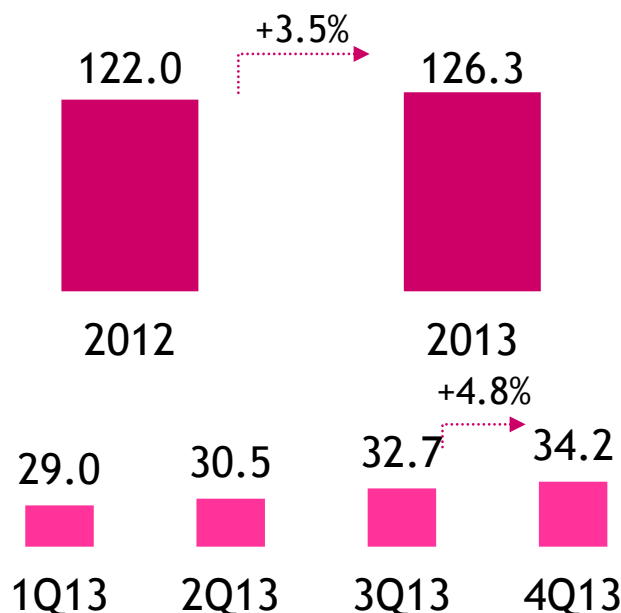


Consistent quarterly increases in net interest income and in commissions



(Million euros)

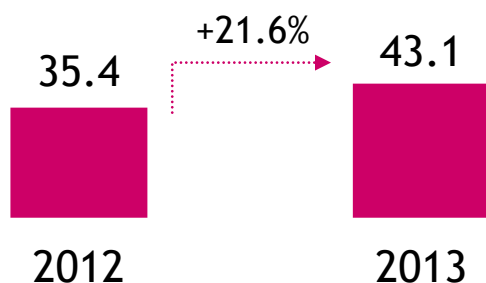
Net interest income



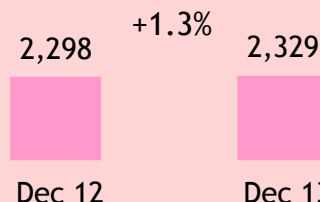
Operating costs



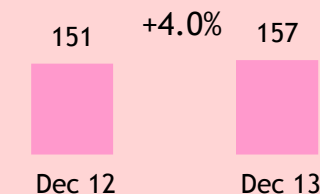
Fees and commissions



Employees *



Branches



* Excluding employees from SIM (insurance company)

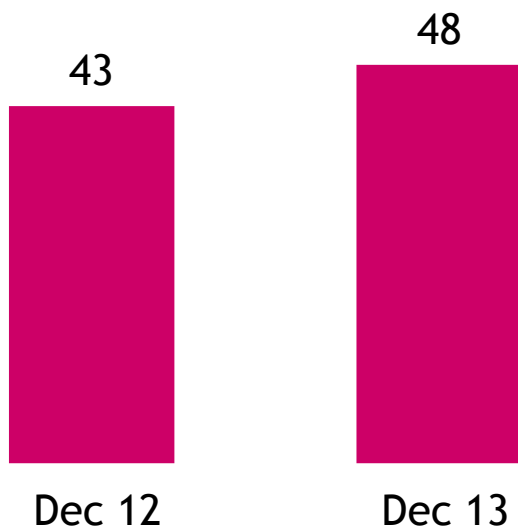
Improvement of credit quality and high coverage



(Million euros)

Credit quality

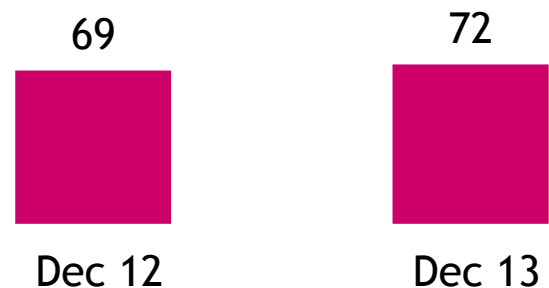
Credit ratio	Dec 12	Dec 13
NPL	4.3%	3.9%



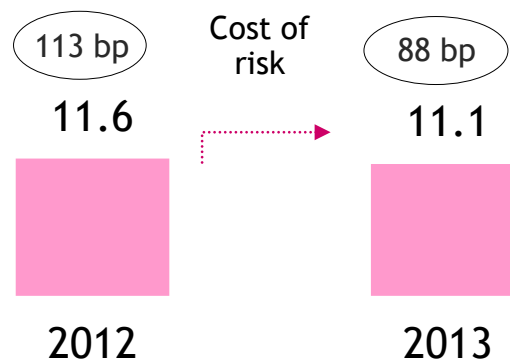
 Non-performing loans (NPL)

Loan impairment (balance sheet)

Coverage ratio	Dec 12	Dec 13
NPL	161%	151%



Loan impairment (net of recoveries)

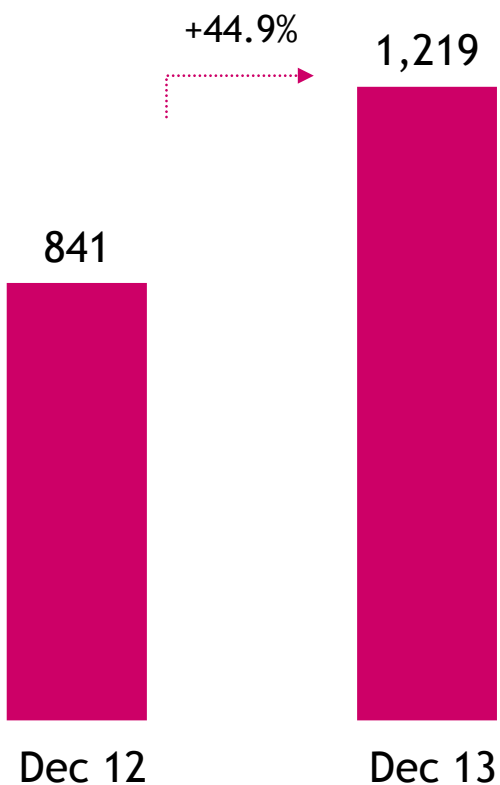


Angola: strong volumes growth

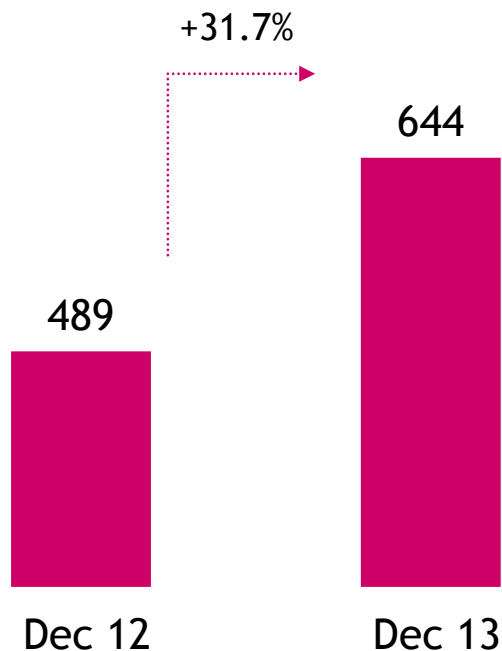


(Million euros)

Customer funds



Loans to customers (gross)

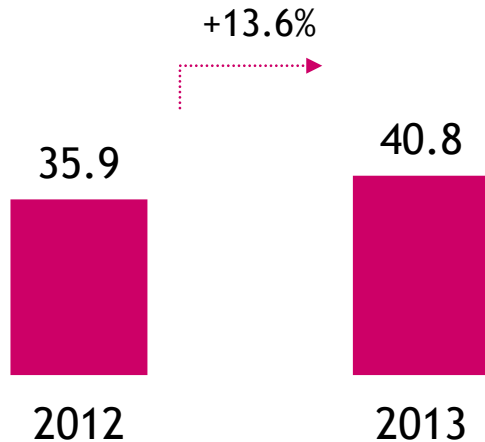


Net income increases driven by higher banking income, despite the expansion plan



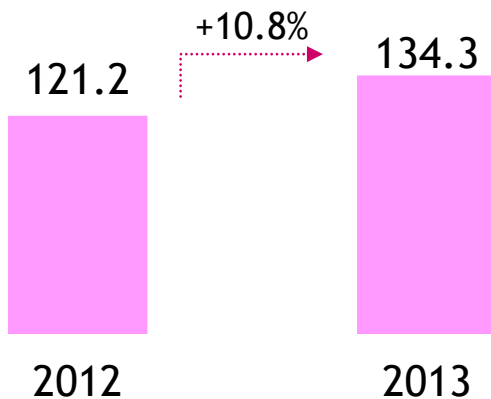
(Million euros)

Net income

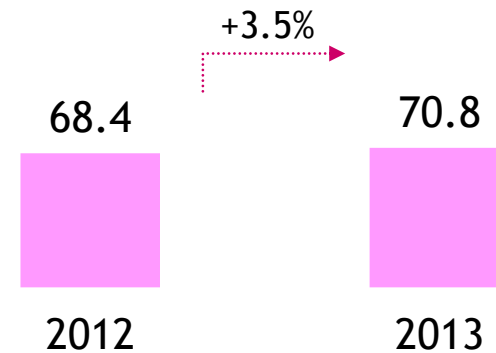


- Net income increases 13.6% with ROE at 17.5%
- Increase in banking income in 10.8%: driven by commissions and net interest income, despite lower reference interest rate
- Focus on network growth (+6 branches and +48 employees compared with December 2012)
- Positive macroeconomic outlook by the IMF for real GDP: +6.3% in 2014 and +6.4% in 2015

Banking income



Operating costs *



Excluded FX effect. €/Kwaza rates used : Income Statement 128.26875; Balance Sheet 134.5100

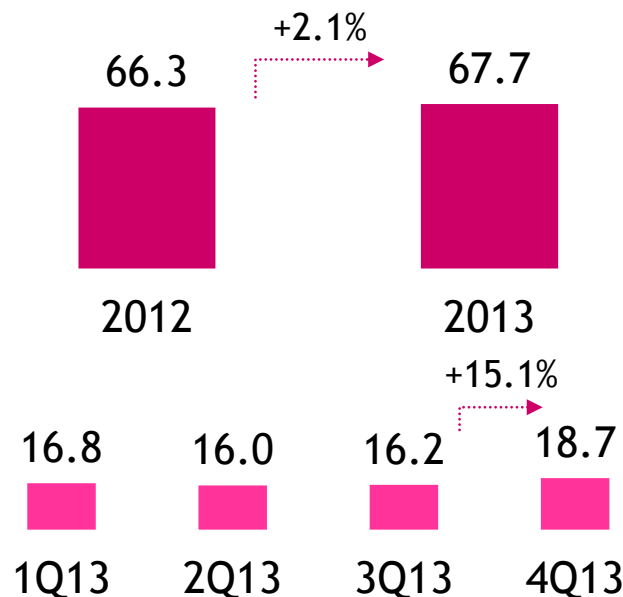
* Excludes non-recurring specific items : accounting change related to depreciation in rented branches renovations (-3.9 M€ in 2012)

Growth in Net Interest Income and strong growth on fees and commissions, operating costs in line with the expansion plan

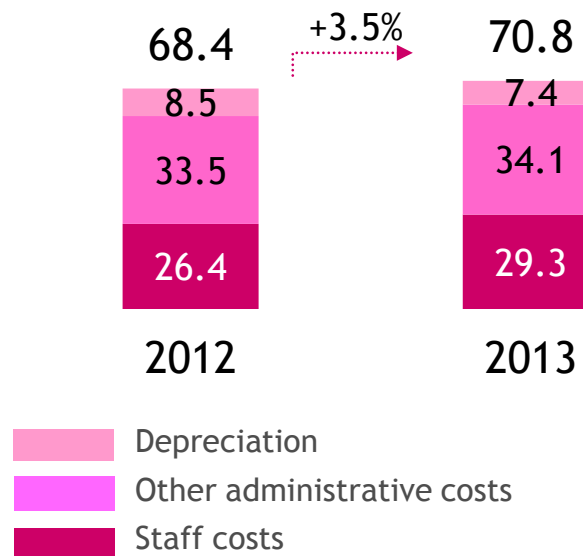


(Million euros)

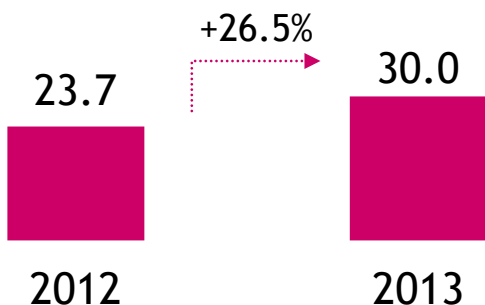
Net interest income



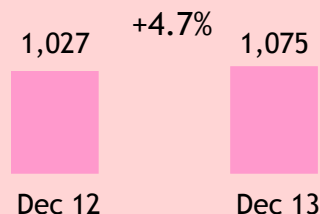
Operating costs *



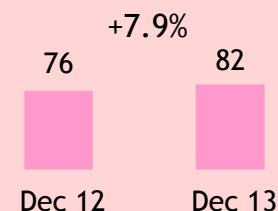
Fees and commissions



Employees



Branches



Excluded FX effect. €/Kwanzas rates used : Income Statement 128.26875; Balance Sheet 134.5100

* Excludes non-recurring specific items : accounting change related to depreciation in rented branches renovations (-3.9 M€ in 2012)

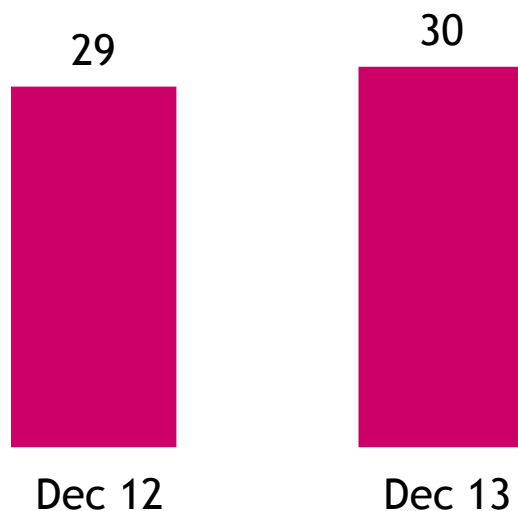
Credit quality ratio and coverage



(Million euros)

Credit quality

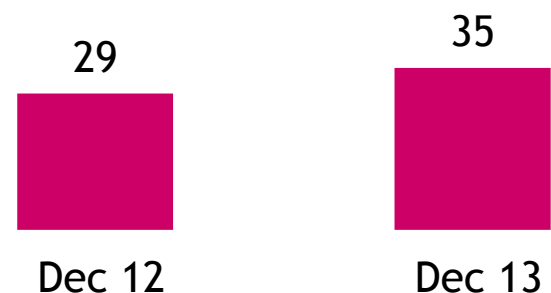
Credit ratio	Dec 12	Dec 13
NPL	5.9%	4.7%



 Non-performing loans (NPL)

Loan impairment (balance sheet)

Coverage ratio	Dec 12	Dec 13
NPL	102%	114%




Loan impairment (net of recoveries)



Agenda

- Main Highlights
- Group
 - Liquidity
 - Capital
 - Profitability
- Portugal
- International Operations
- Conclusions

Progress on strategic plan metrics

PHASES	Priorities		2012	2013		2015	Initiatives
Demanding economic environment (2012-13)	Stronger balance sheet	CT1 (BoP)	12.4%	13.8%	...	~12%	Maintaining solid capital ratios by reducing RWA . despite the negative results
Creating growth and profitability conditions (2014-15)	Recovery of profitability in Portugal	LTD *	112%	108%	...	<110%	Strengthening liquidity position with the deleveraging process and increase in deposits
		C/I	63%	66%	...	<55%	Efficiency penalized by the increase in cost of CoCos
		Oper. Costs ** 	865M€	734M€	...	<700M€	Restructuring program initiated at the end of 2012 with savings already visible
		Cost of risk (b.p.)	157	137	...	~100	Reduction in new entries in NPL and new recovery model in Portugal allow reduction in the level of provisioning
Sustained growth (2016-17)	Net income sustained growth, more balance between domestic and international component	ROE	-35%	-26%	...	~10%	Disposal of Greece . increase in the contribution of international operations and the first signs of recovery in Portugal

Results aligned with the strategic plan to strengthen the balance sheet, preparing for recovery of profitability in Portugal and growth in Poland, Mozambique and Angola

* LTD ratio (Loans to deposits ratio) calculated based on Net Loans to Customers and On BS Customer Funds


** Excludes non-recurring specific items

Appendixes


Awards 2013


PORTUGAL


 "Ethibel EXCELLENCE Investment Register"
ETHIBEL Fórum

 Best Corporate Governance and Best Investor Relations Team / Capital Finance International
Cfi.co


"Investment Fund/Open Pension Fund", "Most Active in Certificates", "Most Active in Shares B and C" and "Best Capital Market Promotion Event"
Investment Challenge


 First place in financial setor category, in the ranking of TOP CEO's in Portugal
Institutional Investor


 ActivoBank was classified as the 15th best company to work for in Portugal
Exame Magazine/Accenture


 "Brands of Excellence", in Health Insurance
Selec. Reader's Digest


 Benefactor Member attributed to Millennium bcp Foundation
World Monuments Fund Portugal


 "Best Consumer Internet Bank", in the scope of the "World's Best Internet Banks in Europe 2013"
Global Finance


 1st place in the Marktest Reputation Index 2013 ranking, in the Insurance category


 "Best Commercial Bank" in Portugal, in the scope of the World Finance Banking Awards 2013
World Finance Magazine

 "Leading Top Rated" for Leading Clients, "Top Rated" for Cross Border/Non Affiliated Clients and "Commended" for Domestic Clients
2013 Global Custodian Survey

 Integração do Millennium bcp nos índices "Stoxx Europe Sustainability", "Euro Stoxx Sustainability"
Sustainalytics


 Millennium bcp and Medis were classified as "Consumer Choice"
Consumerchoice

 "Brands of Excellence in Portugal in 2013" for Millennium bcp, Medis and American Express
Superbrands


 "Best website for online banking" for Millennium bcp
PC Guia Reader Awards


POLAND

 "Best Banking Offer" in Market Pearls
Retailers' Choice

 "RESPECT Index" integration for the 5th time
Warsaw Stock Exchange/Association of Listed Companies

 "Golden Six", in growing Millennium's brand value
Jornal Rzeczpospolita

 "2013 Service Quality Star"
Voting through Service Quality Stars website


 "Best Consumer Internet Bank", in the scope of "World's Best Internet Banks in Europe 2013"
Global Finance

 "Friendly Bank for Retail Customers"
Newsweek Magazine

 State-of-the-art Internet communication methods in Investor Relations
Institute of Capital Market - WSE Research

 MasterCard World Signia/Elite VIP card has been ranked 1st in the list of prestigious credit cards
Forbes Magazine


ANGOLA

 "Brands of Excellence in Angola 2012/13"
Superbrands

MOZAMBIQUE

 "Best Bank"
Global Finance

 "Best Bank in Mozambique"
EMEAFinance

 "Bank of the year in Mozambique"
The Banker

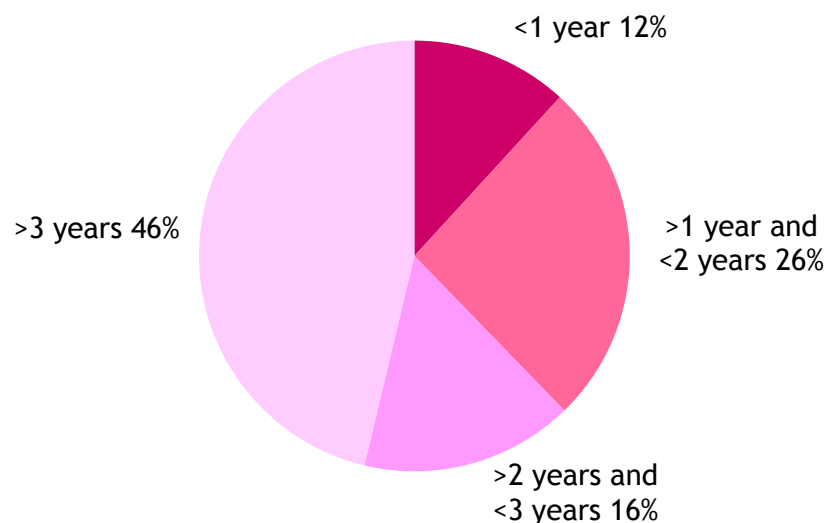
Evolution of public debt portfolio

(Million euros)

Public debt portfolio

	Dec 12	Sep 13	Dec 13	Δ % annually	Δ % quarterly
Portugal	5,439	6,762	5,879	8%	-13%
T-bills	1,979	2,877	2,178	10%	-24%
Bonds	3,460	3,885	3,701	7%	-5%
Poland	1,668	2,079	1,366	-18%	-34%
Mozambique	233	358	393	69%	10%
Angola	320	244	319	-1%	31%
Romania	88	64	39	-56%	-39%
Greece	45	0	0	na	na
Others	315	333	337	7%	1%
Total	8,108	9,839	8,332	3%	-15%

Total maturity of public debt



- Total public debt of 8.3 billions euros, of which 4.5 billions euros with maturity under 3 years
- During the year Sovereign Portuguese and Mozambican debt increased, whereas Romanian, Polish, Angolan and Greek exposures to public debt decreases.

Detail of public debt portfolio

(Million euros)

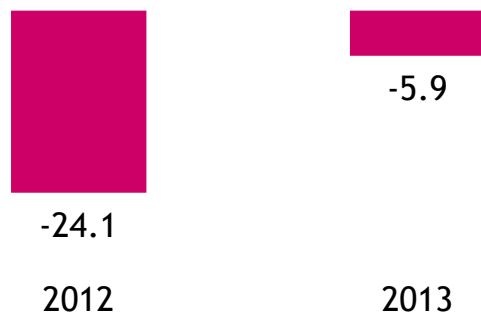
	Portugal	Poland	Mozambique	Angola	Romania	Ireland	Others	Total
Trading book	181	104					73	358
< 1 year		0						0
> 1 year and <2 years	0	14						14
> 2 year and <3 years	14	20						34
> 3 years	167	70					73	309
AFS book	3,861	1,261	393	319	39		5	5,878
< 1 year	696	1	72	2	5			775
> 1 year and <2 years	1,493	118	271	157	34			2,074
> 2 year and <3 years	718	495	2	78			5	1,298
> 3 years	954	648	49	81				1,731
HTM book	1,837					208	50	2,095
< 1 year						208		208
> 1 year and <2 years	73							73
> 2 year and <3 years								0
> 3 years	1,764						50	1,814
Total	5,879	1,366	393	319	39	208	129	8,332
< 1 year	696	1	72	2	5	208		984
> 1 year and <2 years	1,566	132	271	157	34			2,161
> 2 year and <3 years	732	515	2	78			5	1,332
> 3 years	2,885	717	49	81			124	3,855

Romania: strong improvement in banking income with the maintenance of a cost containment policy and volumes growth

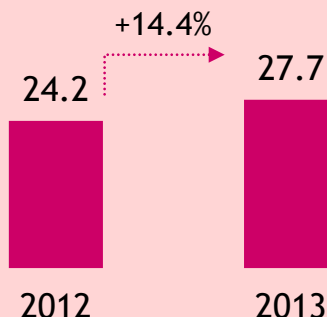


(Million euros)

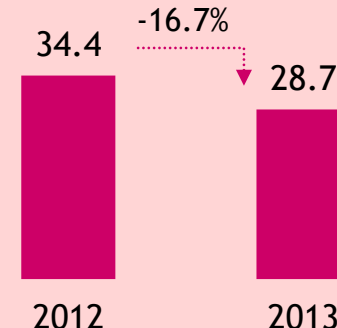
Net income



Banking Income

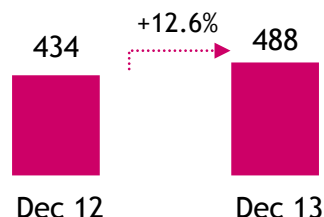


Operating costs

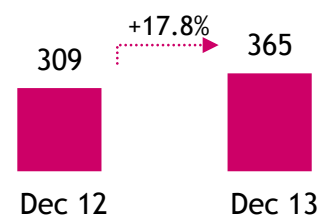


- Net income improvement due to the increase in banking income and the reduction in operating costs
- 2nd half 2013 is the first period ever which the Bank shows positive operating net income
- Banking income growth driven by higher net interest income of 20.5% and commissions of 11.0%
- Continuous effort to simplify the organization with the decrease in the number of employees
- Increase of both deposits and credit volumes, above the market average, maintaining a conservative risk management policy

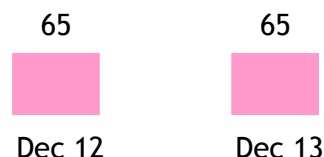
Loans to customers (gross)



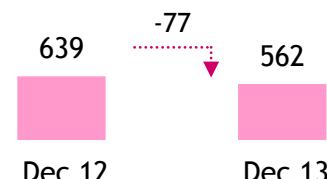
Customer Deposits



Branches



Employees



Financial statements

Consolidated Balance Sheet and Income Statement

	2013	2012
	(Thousands of Euros)	
Assets		
Cash and deposits at central banks	2,939,663	3,580,546
Loans and advances to credit institutions		
Repayable on demand	1,054,030	829,684
Other loans and advances	1,240,628	1,887,389
Loans and advances to customers	56,802,197	62,618,235
Financial assets held for trading	1,290,079	1,690,926
Financial assets available for sale	9,327,120	9,223,411
Assets with repurchase agreement	58,268	4,288
Hedging derivatives	104,503	186,032
Financial assets held to maturity	3,110,330	3,568,966
Investments in associated companies	578,890	516,980
Non current assets held for sale	1,506,431	1,284,126
Investment property	195,599	554,233
Property and equipment	732,563	626,398
Goodwill and intangible assets	250,915	259,054
Current tax assets	41,051	34,037
Deferred tax assets	2,181,405	1,755,411
Other assets	593,361	1,124,323
	<u>82,007,033</u>	<u>89,744,039</u>
Liabilities		
Amounts owed to credit institutions	13,492,536	15,265,760
Amounts owed to customers	48,959,752	49,404,398
Debt securities	9,411,227	13,862,999
Financial liabilities held for trading	869,530	1,393,194
Hedging derivatives	243,373	301,315
Provisions for liabilities and charges	365,960	253,328
Subordinated debt	4,361,338	4,298,773
Current income tax liabilities	24,684	15,588
Deferred income tax liabilities	6,301	2,868
Other liabilities	996,524	945,628
Total Liabilities	<u>78,731,225</u>	<u>85,743,851</u>
Equity		
Share capital	3,500,000	3,500,000
Treasury stock	(22,745)	(14,212)
Share premium	-	71,722
Preference shares	171,175	171,175
Other capital instruments	9,853	9,853
Fair value reserves	22,311	2,668
Reserves and retained earnings	(356,937)	850,021
Net income for the period attributable to Shareholders	(740,450)	(1,219,053)
Total Equity attributable to Shareholders of the Bank	2,583,207	3,372,174
Non-controlling interests	692,601	628,014
Total Equity	<u>3,275,808</u>	<u>4,000,188</u>
	<u>82,007,033</u>	<u>89,744,039</u>

	2013	2012
	(Thousands of Euros)	
Interest and similar income	2,832,912	3,422,798
Interest expense and similar charges	(1,984,825)	(2,424,838)
Net interest income	848,087	997,960
Dividends from equity instruments	3,680	3,840
Net fees and commission income	662,974	655,087
Net gains / losses arising from trading and hedging activities	80,385	391,874
Net gains / losses arising from available for sale financial assets	184,065	44,871
Net gains / (losses) arising from financial assets held to maturity	(278)	(22)
Other operating income	(55,627)	(43,687)
	<u>1,723,286</u>	<u>2,049,923</u>
Other net income from non banking activity	20,502	20,093
Total operating income	<u>1,743,788</u>	<u>2,070,016</u>
Staff costs	767,463	751,466
Other administrative costs	459,653	501,725
Depreciation	68,123	68,050
Operating costs	<u>1,295,239</u>	<u>1,321,241</u>
Operating net income before provisions and impairments	448,549	748,775
Loans impairment	(820,827)	(969,600)
Other financial assets impairment	(102,193)	(75,585)
Other assets impairment	(210,471)	(258,933)
Goodwill impairment	(3,043)	-
Other provisions	(150,059)	(15,123)
Operating net income	<u>(838,044)</u>	<u>(570,466)</u>
Share of profit of associates under the equity method	62,260	55,659
Gains / (losses) from the sale of subsidiaries and other assets	(36,759)	(24,193)
Net (loss) / income before income tax	(812,543)	(539,000)
Income tax		
Current	(115,635)	(81,286)
Deferred	326,434	213,343
Net (loss) / income after income tax from continuing operations	(601,744)	(406,943)
Income arising from discontinued operations	(45,004)	(730,267)
Net income after income tax	<u>(646,748)</u>	<u>(1,137,210)</u>
Attributable to:		
Shareholders of the Bank	(740,450)	(1,219,053)
Non-controlling interests	93,702	81,843
Net income for the period	<u>(646,748)</u>	<u>(1,137,210)</u>
Earnings per share (in euros)		
Basic	(0.04)	(0.10)
Diluted	(0.04)	(0.10)

Consolidated income statement

Quarterly evolution

(Million euros)

	Quarterly					Year-to-date		
	4Q 12	1Q 13	2Q 13	3Q 13	4Q 13	Dec 12	Dec 13	Δ % 13 / 12
Net interest income	248.6	179.2	201.0	233.5	234.3	998.0	848.1	-15.0%
Dividends from equity instruments	0.0	0.0	1.5	0.2	2.0	3.8	3.7	-4.2%
Net fees and commission income	164.9	160.3	172.6	161.9	168.2	655.1	663.0	1.2%
Other operating income	-13.6	-8.1	-15.7	-24.9	-23.2	-47.8	-71.9	-50.4%
Net trading income	100.4	72.6	-19.5	96.2	114.8	436.7	264.2	-39.5%
Equity accounted earnings	12.7	14.1	16.5	15.8	15.8	55.7	62.3	11.9%
Banking income	513.0	418.1	356.4	482.7	512.0	2,101.5	1,769.3	-15.8%
Staff costs	248.2	166.1	170.6	167.3	263.5	751.5	767.5	2.1%
Other administrative costs	130.6	113.4	112.7	109.3	124.3	501.7	459.7	-8.4%
Depreciation	13.2	16.8	16.5	15.4	19.4	68.1	68.1	0.1%
Operating costs	392.1	296.3	299.8	292.0	407.2	1,321.2	1,295.2	-2.0%
Operating net income bef. imp.	120.9	121.8	56.7	190.8	104.8	780.2	474.1	-39.2%
Loans impairment (net of recoveries)	280.5	186.9	287.0	144.7	202.2	969.6	820.8	-15.3%
Other impairm. and provisions	165.8	50.8	183.6	141.1	90.3	349.6	465.8	33.2%
Net income before income tax	-325.5	-115.9	-414.0	-95.0	-187.7	-539.0	-812.5	-50.8%
Income tax	-103.7	-27.8	-102.0	-8.6	-72.4	-132.1	-210.8	-59.6%
Non-controlling interests	26.2	20.1	23.9	23.4	26.4	81.8	93.7	14.5%
Net income (before disc. oper.)	-247.9	-108.2	-335.8	-109.8	-141.7	-488.8	-695.4	-42.3%
Net income arising from discont. operations	-174.8	-43.8	-0.4	0.6	-1.4	-730.3	-45.0	93.8%
Net income	-422.7	-152.0	-336.3	-109.1	-143.1	-1,219.1	-740.5	39.3%

Consolidated income statement (Portugal and International operations)

For the 12 months period ended 31th of December, 2012 and 2013

(Million euros)

	Group			Portugal			Total			Bank Millennium (Poland)			Millennium bim (Moz.)			Millennium Angola			Other int. operations		
	Dec 12	Dec 13	Δ %	Dec 12	Dec 13	Δ %	Dec 12	Dec 13	Δ %	Dec 12	Dec 13	Δ %	Dec 12	Dec 13	Δ %	Dec 12	Dec 13	Δ %	Dec 12	Dec 13	Δ %
Interest income	3,423	2,833	-17.2%	2,365	1,914	-19.1%	1,058	919	-13.2%	748	634	-15.2%	200	183	-8.5%	95	92	-3.3%	15	9	-37.1%
Interest expense	2,425	1,985	-18.1%	1,872	1,571	-16.0%	553	413	-25.3%	469	345	-26.6%	67	57	-15.1%	26	24	-7.3%	-10	-12	-29.7%
Net interest income	998	848	-15.0%	493	343	-30.5%	505	505	0.1%	278	289	4.0%	133	126	-5.2%	69	68	-1.8%	24	22	-10.8%
Dividends from equity instruments	4	4	-4.2%	3	1	-56.2%	1	2	>100%	1	0	-59.5%	0	0	6.5%	0	2	--	0	0	>100%
Intermediation margin	1,002	852	-15.0%	496	344	-30.6%	506	508	0.4%	279	290	3.8%	133	126	-5.2%	69	70	1.1%	24	22	-10.8%
Net fees and commission income	655	663	12%	446	430	-3.6%	209	233	114%	131	140	6.8%	39	43	114%	25	30	217%	15	20	34.9%
Other operating income	-48	-72	-50.4%	-57	-88	-53.6%	9	16	69.8%	-2	-4	<-100%	12	19	60.9%	0	1	>100%	-1	0	82.8%
Basic income	1,609	1,443	-10.3%	885	687	-22.4%	724	756	4.4%	408	425	4.2%	184	189	2.6%	94	100	7.2%	38	41	9.5%
Net trading income	437	264	-39.5%	315	158	-49.8%	121	106	-12.7%	57	49	-15.3%	29	21	-28.7%	32	34	5.2%	2	2	5.0%
Equity accounted earnings	56	62	119%	54	62	14.1%	1	0	-77.1%	1	0	-40.6%	1	0	-100.0%	0	0	--	0	0	76.0%
Banking income	2,101	1,769	-15.8%	1,255	907	-27.7%	847	862	1.8%	466	474	1.7%	214	210	-2.1%	126	134	6.6%	40	44	9.3%
Staff costs	751	767	2.1%	530	549	3.6%	221	218	-1.5%	134	130	-3.0%	46	44	-2.9%	27	29	6.7%	14	14	10%
Other administrative costs	502	460	-8.4%	300	265	-11.5%	202	194	-3.8%	120	115	-4.0%	41	40	-2.3%	35	34	-1.9%	7	6	-18.1%
Depreciation	68	68	0.1%	40	38	-5.4%	28	30	8.2%	13	13	-2.9%	9	9	2.6%	5	7	53.5%	0	0	-34.0%
Operating costs	1,321	1,295	-2.0%	870	853	-2.0%	451	442	-1.9%	267	257	-3.4%	95	93	-2.1%	67	71	5.6%	22	21	-6.0%
Operating net income bef. imp.	780	474	-39.2%	385	54	-85.9%	396	420	6.2%	200	217	8.6%	119	116	-2.0%	59	63	7.8%	18	23	28.0%
Loans impairment (net of recoveries)	970	821	-15.3%	889	743	-16.5%	81	78	-3.1%	57	53	-7.9%	13	11	-12.1%	11	11	-1.2%	0	4	>100%
Other impairm. and provisions	350	466	33.2%	348	463	33.1%	2	3	52.2%	0	3	>100%	1	1	-45.3%	1	-1	<-100%	0	0	>100%
Net income before income tax	-539	-813	-50.8%	-852	-1,152	-35.1%	313	339	8.3%	143	161	13.1%	105	105	-0.4%	47	53	13.2%	18	19	7.9%
Income tax	-132	-211	-59.6%	-191	-278	-45.6%	59	67	14.3%	30	34	15.8%	18	18	-1.1%	10	13	27.9%	1	2	>100%
Non-controlling interests	82	94	14.5%	-5	0	>100%	87	94	7.6%	0	0	--	1	1	-16.9%	0	0	--	86	93	7.9%
Net income (before disc. oper.)	-489	-695	-42.3%	-656	-874	-33.2%	167	178	6.5%	113	127	12.4%	86	86	-0.0%	37	41	9.3%	-69	-75	-9.5%
Net income arising from discount. operations	-730	-45	93.8%																		
Net income	-1,219	-740	39.3%																		

Portugal



Mozambique



Angola



Millennium

bcp

Investor Relations Division

Rui Coimbra. *Head of Investor Relations*

Investor Relations

João Godinho Duarte. CFA

Paula Dantas Henriques

Tl: +351 21 1131 084

Reporting and Ratings

Luís Morais

Lina Fernandes

Tl: + 351 21 1131 337

Email: Investors@millenniumbcp.pt

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 501 525 882 and the share capital of EUR 3.500.000.000