

# BANCO COMERCIAL PORTUGUÊS, S. A. MACAU BRANCH

DISCLOSURE OF INFORMATION
31 DECEMBER 2017

(Circular No. 026/B/2012-DSB/AMCM)

# BANCO COMERCIAL PORTUGUÊS, S. A. – MACAU BRANCH DISCLOSURE OF INFORMATION (Circular No. 026/B/2012-DSB/AMCM)

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#### **STATUS OF THE BRANCH**

Banco Comercial Português, S. A. – Macau Branch (the Branch) is the Macau Branch of Banco Comercial Português, S. A. ('BCP' or the 'Head-Office') as from 11 May 2010 and has its registered office and principal place of business at Avenida Comercial de Macau, Quarteirão 5, Lote A, Finance and IT Centre of Macau Building, 19. Floor, G-I.

The Branch provides general banking and related financial services.

(Previously to 11 May 2010, since 1 July 1993, the Branch had been an offshore branch of BCP).

#### **DISCLOSURE OF INFORMATION**

The information presented hereinafter concerning the Branch and the Banking Group to which it belongs is disclosed under and in compliance with Circular No. 026/B/2012-DSB/AMCM of the Monetary Authority of Macau ('AMCM') (Guideline on Disclosure of Financial Information).

The Branch's policy on this matter is available and can also be consulted.

The information enclosed in pages 3 to 37 of this document is consistent with information otherwise published or in any way supplied to the AMCM and, in what concerns the Group information, other regulators.

The annual information provided has also been reviewed by the Branch's external auditors.

The information or any other remarks belonging to the Branch's books or practices are duly marked along these pages with the tag 'Macau Branch'.

#### The Management of the Branch

# BALANCE SHEET AS OF 31 DECEMBER 2017 (MACAU BRANCH)

ASSETS	GROSS	PROVISIONS,	<b>NET ASSETS</b>
	ASSETS	DEPRECIATION,	
		<b>AMORTIZATION</b>	
Cash in hand	898	-	898
Deposits with AMCM	138,008	-	138,008
Receivables	100	-	100
Balances with other local credit institutions	32,464	-	32,464
Balances with credit institutions abroad	63,458	-	63,458
Loans to customers	3,133,494	-	3,133,494
Placements with credit institutions abroad	4,721,846	-	4,721,846
Debtors	193	-	193
Equipment	8,535	(5,258)	3,277
Other fixed assets	4,091	(2,192)	1,899
Internal accounts	28,238	-	28,238
TOTALS	8,131,325	(7,450)	8,123,875
			_
LIABILITIES AND OWN FUNDS		SUBTOTALS	TOTALS
Sight deposits		992,224	-
Time deposits		4,578,795	5,571,019
Deposits from the public sector		629,644	-

# INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2017 (MACAU BRANCH)

### **DEBIT**

Interest expense	65,430
Staff expenses	
Remunerations of managing and audit bodies	-
Remunerations of employees	6,733
Social expenses	8
Other staff expenses	11,354
Goods provided by third parties	295
Services provided by third parties	6,431
Other banking costs	341
Taxes and other levies	137
Inorganic costs	703
Allowances for depreciation and amortization	1,532
Allowances for impairment	-
Operating profit	119,967
TOTAL	202,931
CREDIT	
Interest income	189,401
Fee and commission income	4,867
Revenues from other banking operations	7,789
Income from securities	-
Other banking revenues	874
Inorganic revenues	-
Operating losses	
TOTAL	202,931

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2017 (MACAU BRANCH)

# **DEBIT**

Operating losses	-
Losses from previous years	-
Extraordinary losses	-
Allowance for income tax	14,684
Net profit	108,283
TOTAL	122,967
CREDIT	
Operating profit	119,967
Profits from previous years	3,000
Extraordinary gains	-
Utilized provisions	-
Net loss	<u>-</u> _
TOTAL	122,967

# SUMMARY OF THE ACTIVITY REPORT FOR THE YEAR ENDED 31 DECEMBER 2017 (MACAU BRANCH)

In International economic environment, 2017 was marked by a good performance of USA economy, an acceleration of the growth in European economies, growth of RPC economy in accordance with planned targets, eruptions of some tensions on International Trade and a volatile behavior of some emerging economies arising from some turbulence on international capital flows.

RPC keeps developing her strategy of internationalization through several initiatives centered on partnerships with Asian, African and South American countries. Besides foreign trade, investment in infrastructure development is now assuming a more important role. On domestic side of RPC policy and with impacts to Macau, a special note should be given to the promotion of the economic integration of the Big Bay Delta region which could create a meaningful economic expansion to generate wealth effects and supporting Macau and Hong Kong economies. A gateway of opportunities is being open for Macau economic agents.

In 2017 and despite the huge negative impacts from typhoon Hato, Macau SAR economy had a good performance with GDP growing at 9.1% versus -2.1% in 2016. This performance was mainly achieved by the god performance of Tourism, Gaming and Entertainment with an annual growth rate of 19.1%. Macau Property market (prices and rentals) start to evidence again a overheat behavior with signal of some bubble being formed. However, inflation still keeps a moderate path although some accelerating signals are being shown.

In year 2017 BCP Macau Branch kept developing its activity under the strategy "Macau as Business Platform" for BCP Group Clients by offering products and services for Portuguese Speaking Countries where the Group is present, a reference bank for Golden Visa services addressed to Chinese Clients with origin in mainland China and a participating bank at some of Macau SAR relevant projects. A main focus was addressed to trade finance operations between China and Portuguese Speaking Countries where African speaking countries were targeted. However, the arising of some economic and political uncertainty within some Portuguese Speaking Countries, namely Angola and Brazil, constrain Trade Finance operations.

Persistence of meaningful uncertainties in International Economy arising from International Trade protectionism with risks for a commercial war among big trading blocs as well, as some overheating signals on Macau Property Market behavior plus some recession factors at some of the Portuguese Speaking Countries, have driven the Branch to follow in 2017 a defensive business approach.

In 2017, BCP Macau Branch achieved a net income of MOP108.2 million (-34.7%), its Deposits Portfolio reached MOP6,200.7 million (-31.1%) and Loans Portfolio was at MOP3,133.5 million (-13.5%) . Operating Costs were MOP17.5 million (+0.1%).

Although there is a positive 2018 outlook for Macau SAR economy performance, mainly, driven by the continuous good performance of Tourism, Gaming and Entertainment Sector, international economy uncertainties arising from potential commercial wars has added by expectations of a meaningful reduction of fixed investments in Hotels/Resorts in Macau, BCP Macau Branch will keep its defensive business strategy in 2018 with main focus on risk mitigation.

Last but not least, we wish to say thanks to our Clients, Branch Staff and Macau SAR Authorities for the trust in Banco Comercial Português, S.A., Macau Branch.

The Management of Banco Comercial Português, Macau Branch

#### **SUMMARY OF THE EXTERNAL AUDITORS' OPINION**

# To the management of Banco Comercial Português, S. A. – Macau Branch (A branch of a commercial bank incorporated in Portugal)

We have audited the 2017 financial statements of Banco Comercial Português, S. A. – Macau Branch in accordance with the Audit Standards and the Technical Auditing Standards of the Macau Special Administrative Region, and, have expressed an unqualified opinion in our report dated 16 May 2018 on the financial statements.

The above-mentioned financial statements comprise the balance sheet as at 31 December 2017, the income statement, the statement of changes in equity, and a cash flow statement for the year ended, as well as a summary of significant accounting policies and other explanatory notes.

The summarized financial statements stated in this document are prepared by the management of the Branch in accordance with the above audited financial statements. In our opinion, the summarized financial statements are consistent, in all material aspects, with the audited financial statements and the books and records of the Branch.

In order to a better understanding in financial status and the operating results of Banco Comercial Português, S. A. – Macau Branch in the year as well as the audit scope, you are advised to read the summarized financial statements together with the audited financial statements and the respective auditors' report.

[Signed on the original]

Kwok Sze Man, Registered Auditor Deloitte Touche Tohmatsu – Audit Firm Macau, 16 May 2018

# LIST OF SHAREHOLDERS WITH QUALIFYING HOLDINGS IN BANCO COMERCIAL PORTUGUÊS, S. A.

NAME	% OF SHARE CAPITAL	% OF VOTING RIGHTS
<b>Grupo Fosun</b> Chiado (Luxembourg) S.à.r.l.	27.06%	27.06%
<b>Grupo Sonangol</b> Sonangol-Sociedade Nacional de Combustíveis de Angola, EP	19.49%	19.49%

#### Note:

According with the definition adopted by the Monetary Authority of Macau (AMCM), a qualifying holding is a holding which is owned directly or indirectly by the shareholder and which represents 10% or more of the share capital or voting rights of the credit institution or which confers, in any other form, the possibility to exercise a significant influence over the management of the credit institution.

# NAMES OF MEMBERS OF COMPANY BOARDS OF BANCO COMERCIAL PORTUGUÊS, S. A.

#### **BOARD OF THE GENERAL MEETING**

Pedro Rebelo de Sousa
Chairman
Octávio Castelo Paulo
Vice-Chairman
Ana Isabel dos Santos de Pina Cabral
Company Secretary

#### **BOARD OF DIRECTORS**

António Vitor Martins Monteiro Chairman Carlos José da Silva Vice-Chairman Nuno Manuel da Silva Amado Vice-Chairman Álvaro Roque de Pinho Bissaia Barreto Member André Magalhães Luiz Gomes Member António Henriques de Pinho Cardão Member António Luis Guerra Nunes Mexia Member Cidália Maria Mota Lopes Member Jaime de Macedo Santos Bastos Member João Manuel de Matos Loureiro Member João Nuno de Oliveira Jorge Palma Member José Jacinto Iglésias Soares Member José Miguel Bensliman Schorcht da Silva Pessanha Member Lingjiang Xu Member Maria da Conceição Mota Soares de Oliveira Callé Lucas Member Miguel de Campos Pereira de Bragança Member Miguel Maya Dias Pinheiro Member Raquel Rute da Costa David Vunge Member Rui Manuel da Silva Teixeira Member

#### **EXECUTIVE COMMITTEEE**

Nuno Manuel da Silva Amado Chairman Miguel Maya Dias Pinheiro Vice-Chairman Miguel de Campos Pereira de Bragança Vice-Chairman João Nuno de Oliveira Jorge Palma Vice-Chairman José Jacinto Iglésias Soares Member Maria da Conceição Mota Soares de Oliveira Callé Lucas Member Rui Manuel da Silva Teixeira Member José Miguel Bensliman Schorcht da Silva Pessanha Member

# BANCO COMERCIAL PORTUGUÊS, S. A. – MACAU BRANCH DISCLOSURE OF INFORMATION (Circular No. 026/B/2012-DSB/AMCM)

ALL AMOUNTS IN MOP (THOUSANDS)
UNLESS OTHERWISE INDICATED

#### **REMUNERATION AND WELFARE BOARD**

José Gonçalo Ferreira MauryChairmanJosé Guilherme Xavier de BastoMemberJosé Luciano Vaz MarcosMemberManuel Soares Pinto BarbosaMember

#### **BOARD FOR INTERNATIONAL STRATEGY**

Carlos Jorge Ramalho dos Santos Ferreira Chairman
Francisco de Lemos José Maria Vice-Chairman
Josep Oliu Creus Vice-Chairman

António Vítor Martins Monteiro Members due to their functions
Carlos José da Silva Members due to their functions
Nuno Manuel da Silva Amado Members due to their functions

#### **AUDIT COMMITTEE**

João Manuel de Matos Loureiro Chairman
Jaime de Macedo Santos Bastos Member
Cidália Maria Mota Lopes Member

# MEMBERS OF THE MANAGEMENT OF THE MACAU BRANCH OF BANCO COMERCIAL PORTUGUÊS, S. A. [MACAU BRANCH]

José João Barreiros PãosinhoGeneral ManagerVong Sau MuiDeputy General ManagerChan Fong MeiDeputy General ManagerRogério Gomes Simões FerreiraDeputy General Manager

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2017 (MACAU BRANCH)

CASH FLOW ARISING FROM OPERATING ACTIVITIES	
Profit before tax	122,967
<u>Adjustments</u>	,
Depreciation and amortisation	1,532
Reversal of impairment losses on loans and commitments	(3,000)
Interest income	(189,401)
Interest expense	65,430
	(2,472)
Decrease / (increase) in operating assets:	497 104
Loans and advances to customers Other assets	487,194 19
Other assets	19
Increase / (decrease) in operating liabilities:	
Deposits from credit institutions	138,199
Deposits from customers	(2,800,885)
Other liabilities	(68,112)
CASH (USED IN) / GENERATED FROM OPERATIONS	(2,243,585)
	()
Interest paid	(69,024)
Interest received	183,870
Tax paid NET CASH (USED IN) / GENERATED FROM OPERATIONS	(22,442) (2,153,653)
NET CASH (USED IN) / GENERATED FROM OPERATIONS	(2,133,033)
CASH FLOW ARISING FROM INVESTING ACTIVITIES	
Acquisition of property and equipment	(119)
Acquisition of intangible assets	(995)
NET CASH USED IN INVESTING ACTIVITIES	(1,114)
CASH FLOW ARISING FROM FINANCING ACTIVITIES	(4.5= 50=)
Distributions to the Head office	(165,697)
NET CASH USED IN FINANCING ACTIVITIES	(165,697)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(2,320,464)
CASH AND CASH EQUIVALENTS AT 1 JANUARY	7,277,238
CASH AND CASH EQUIVALENTS AT 31 DECEMBER	4,956,774
	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
REPRESENTED BY:	
Cash and deposits at the Monetary Authority of Macau	138,906
Balances with credit institutions repayable on demand	96,022
Other loans and advances to credit institutions	4,721,846
CASH AND CASH EQUIVALENTS AT 31 DECEMBER	4,956,774

# OFF-BALANCE SHEET EXPOSURES OTHER THAN DERIVATIVES TRANSACTIONS AS OF 31 DECEMBER 2017 (MACAU BRANCH)

TOTAL	23,895,401
Other off-balance sheet items	20,605,050
Undrawn credit facilities and other commitments to extend credit	3,245,860
Asset sales with repurchase option	-
Forward deposits	-
Unpaid portion of partly paid shares and other securities	-
Forward asset purchases	-
other similar facilities	-
Not issuance facilities, revolving underwriting facilities and	
Acceptances and other trade-related contingencies	14,738
Transaction-related contingencies	-
Credit substitutes	29,753

# DERIVATIVES TRANSACTIONS AS OF 31 DECEMBER 2017 (MACAU BRANCH)

# **Exchange rate contracts**

Forward purchases	40,259
Forward sales	40,158
Interest rate contracts	
Purchases	-
Sales	-
Equities contracts	-
Commodities contracts	-
Others	-
TOTAL	80,417

### **TOTAL OFF-BALANCE SHEET EXPOSURES**

23,975,818

## SIGNIFICANT ACCOUNTING POLICIES (MACAU BRANCH)

### 1 Statement of Compliance

The Branch's financial statements are prepared in accordance with the requirements as set out in Decree-Law No. 32/93/M and the Macau Financial Reporting Standards ("MFRSs") issued under the Administrative Regulation No. 25/2005 of Macau Special Administration Region (the "Macau SAR").

# 2 Basis of preparation of the financial statements

The Branch is part of Banco Commercial Português, S.A.. It is registered as a branch under the Macau Financial System Act under the Supervision of the Monetary Authority of Macau ("AMCM"), accordingly, it is not a separate legal entity. These financial statements have been prepared from the books and records of the Branch, which contain evidence of all transactions entered into locally.

The financial statements are prepared in Macau Patacas ("MOP"), which is the Branch's functional currency, rounded to the nearest thousand.

The measurement basis used in the preparation of the financial statements is historical cost. As mentioned above, the Branch is part of the Head Office and therefore no consolidated financial statements are required.

The preparation of financial statements in conformity with MFRSs requires the Branch's management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis for judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The issues involving a higher degree of judgment or complexity or where assumptions and estimates are considered to be significant are presented in note 15.

#### 3 Loans and advances to customers

Loans and advances to customers include loans and advances which are not intended to be sold in the short term and are recognised when cash is advanced to borrowers.

Loans and advances to customers are initially recognised at fair value, which normally will be equal to the transaction price plus directly attributable transaction costs and fees, and are subsequently measured at amortised cost using the effective interest method, less impairment losses, if any.

These assets are derecognised when the contractual rights to receive the cash flows from the loans and advances expire, or where the asset together with substantially all the risks and rewards of ownership, have been transferred.

#### **Impairment**

In accordance with the terms of the Administrative Regulation No.25/2005 of the Macau SAR, the valuation and provisioning of loans and advances to customers are set out by the Monetary Authority of Macau as follows:

# Specific provision for loan losses

Specific provisions are made when there is evidence that loans and advances to customers will not be fully recoverable and is intended to cover specific credit risks. This provision is presented as a deduction against credit granted. The adequacy of this provision is reviewed regularly by the Branch and the Head Office taking into consideration the existence of asset-backed guarantees, the overdue period and the customer's current financial position.

### **General provision for loan losses**

This provision is intended to cover latent bad and doubtful debts which are present in any loan portfolio, including off-balance sheet commitments, but which have not been specifically identified as such. This general provision is recorded separately in liabilities. The general provision for loan losses is calculated in accordance with Notice No. 18/1993 of AMCM.

Changes in the provisions for loan losses are recognised in the income statement.

# Write-off of loans

Loans and advances are written-off when it is determined that the loans are uncollectible. For collateralised loans, the write-off occurs for the unrecoverable amount when the funds arising from the execution of the respective collateral is effectively received. This write-off is carried out only for loans that are considered not to be recoverable and have been fully provided. An amount recovered from loans and advances that have already been written off will be recognised as income in the income statement.

#### 4 Financial liabilities

Financial liabilities include money market transactions, deposits from customers and from other financial institutions, and other payables. These financial liabilities are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method.

The Branch derecognises financial liabilities when the obligation specified in the contract is discharged, cancelled or expired.

# 5 Interest income and expense

Interest income and expense for financial instruments measured at amortised cost using the effective interest method are recognised in the income statement on an accruals basis.

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating the interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, for a shorter period, to the net carrying amount of the financial asset.

When calculating the effective interest rate, the Branch estimates cash flows considering all contractual terms of the financial instrument (for example, prepayment, call and similar options) but does not consider future credit losses. The calculation includes all fees paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

Specifically regarding the accounting policy for interest on overdue loans, the following aspects are considered:

- Interest income for overdue loans secured by collaterals is accounted for as income
  up to the limit of the valuation of the collateral valued on a prudent basis. This
  income is recorded as a gain assuming that there is a reasonable probability of
  recoverability; and
- Interest accrued and not paid for loans overdue for more than 90 days that are not covered by collateral is written-off and recognized only when received, on the basis that its recoverability is considered to be remote.

#### 6 Fee and commission income

Fee and commission income arising from services provided by the Branch is recognised when the services are rendered.

# 7 Property and equipment

Property and equipment are stated at acquisition cost net of accumulated depreciation and impairment losses, if any. Subsequent costs are recognised as a separate asset only

when it is probable that future economic benefits will flow to the Branch.

Depreciation is calculated to write off the cost of property and equipment using straight-line method over their estimated useful lives as follows:

Improvements to leasehold buildings 10
Equipment 4 to 10

The useful life of an asset and its residual value, if any, are reviewed annually.

# 8 Intangible assets

#### **Software**

The Branch records the costs associated to software acquired from external entities as intangible assets. These assets are stated at cost less accumulated amortisation and impairment losses, if any. Amortisation is calculated on straight-line basis over an estimated useful life of three years. The Branch does not capitalize internal costs arising from software development.

### 9 Impairment

At the end of the reporting period, the Branch reviews the carrying amounts of its assets to determine whether there is any indication that those assets are impaired. If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount.

Impairment losses are immediately recognised in the income statement. A reversal of impairment losses is limited to the carrying amount of the assets that would have been determined had no impairment loss been recognised for the assets in prior years. Reversals of impairment losses are credited to the income statement in the year in which the reversals are recognised.

# 10 Cash and cash equivalents

Cash and cash equivalents comprise cash at bank and on hand, deposits with credit institutions having less than three months of maturity at acquisition.

Cash and equivalents include mandatory deposits with the AMCM.

## 11 Offsetting

Financial assets and liabilities are offset and the net amount is reported in the balance sheet when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

# 12 Foreign currency transactions

Foreign currencies transactions during the year are translated at the foreign exchange rates ruling at the transaction date. Monetary assets and liabilities denominated in foreign currencies are translated at the foreign exchange rates ruling at the balance sheet date. Foreign exchange gains and losses are recognised in the income statement.

Non-monetary assets and liabilities that are measured in terms of historical cost are translated using the foreign exchange rates ruling at the transaction dates. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated using the foreign exchange rates ruling at the dates the fair value was determined.

# 13 Provisions and contingent liabilities

Provisions are recognised for liabilities of uncertain timing or amount when the Branch has a legal or contractual obligation arising as a result of a past event, it is probable that an outflow of economic benefit will be recognised to settle the obligation and a reliable estimate can be made. Where the time value of money is material, provisions are stated at the present value of the expenditure expected to settle the obligation.

Where it is not probable that an outflow of economic benefits will be recognised, or the amount cannot be estimated reliably, the obligation is disclosed as a contingent liability, unless the probability of outflow of economic benefit is remote. Possible obligations, whose existence will only be confirmed by the occurrence or non-occurrence of one or more future events, are also disclosed as contingent liabilities unless the probability of outflow of economic benefits is remote.

#### 14 Off-Balance sheet instruments

Off-balance sheet financial instruments include mainly derivatives arising from forward, swap and option transactions undertaken by the Branch in the foreign exchange and interest rate markets. Transactions undertaken for trading purposes are marked to market in respect of any excess, and the realized gain or loss is recognized in income statement.

# 15 Accounting estimates and judgments in applying accounting policies

MFRSs set forth a range of accounting treatments and require the Branch's management to apply judgment and make estimates in deciding which treatment is most appropriate. In the process of applying the Branch's accounting policies, management has made the following accounting judgements.

# Impairment losses on loans and advances to customers

The Branch and the Head Office review its loan portfolio to assess impairment losses on a regular basis as described in accounting policy note 3.

The valuation process of the loan portfolio in order to determine whether an impairment loss should be recognised in the income statement is subject to management estimates and judgments. The probability of default, risk ratings, value of associated collateral, recovery rates and the estimate of both the amount and timing of future cash flows, among other things, are considered in making this assessment.

Alternative methodologies and the use of different assumptions and estimates could result in a different level of impairment losses with a consequent impact in the Branch's income statement.

# 16 Related parties

For the purpose for these financial statements, related parties include:

- (a) Any person or any close family member of that person if that person:
  - i. Has control or joint control over the Branch;
  - ii. Has significant influence over the Branch;
  - iii. Holds a qualifying holding in the Branch;
  - iv. Is a member of the board of directors or supervisory board of the Branch or of a parent of the Branch; or
  - v. Is a member of key management personnel, other than a member of the board of directors or supervisory board as identified in sub-item (iv) above, of the Branch or of a parent of the Branch.
- (b) An entity if any of the following conditions applied:
  - i. That entity and the Branch are members of the same group (e.g. parent, subsidiary and fellow subsidiary).
  - ii. That entity holds a qualifying holding in the Branch.
  - iii. That entity is controlled or jointly controlled by a person identified in (a).
  - iv. A person identified in (a)(i) has significant influence over that entity or is a member of the key management personnel of that entity (or of a parent of that entity).
  - v. A person identified in (a)(iv) is a member of the key management personnel of that entity (or of a parent of that entity).

#### 17 Fair value calculation

Fair value is based on market prices, whenever these are available. If market prices are not available, fair value is estimated through internal models based on cash flow discounting techniques. Cash flows of the financial instruments are calculated according to their financial characteristics and the discount rates used take into account both the market interest rate and the current conditions of the Branch pricing policy.

Therefore, the fair value obtained is influenced by the parameters used in the valuation model that necessarily have some degree of judgment, and reflects exclusively the value attributed to the different financial instruments. Considering the characteristics of the financial instruments held by the Branch and that the terms of the existing portfolio are similar to current market conditions, management considers that the fair value of financial instruments measured at amortised cost does not differ significantly from the carrying value.

## SOME PRINCIPLES ON RELATED PARTY TRANSACTIONS (MACAU BRANCH)

#### 1 Definition of basic terms

### **Related Party Transactions**

A related party transaction is a transfer of resources, services or obligations between related parties, regardless of whether a price is charged.

# Related party (non-exhaustive definition – see item 16 of 'Significant Accounting Policies')

A party is related to an entity if the party, directly and indirectly, controls, is controlled by, or is under common control with, the entity.

A related party relationship might exist between entities when they are members of the same group either as a parent, a subsidiary or a fellow subsidiary.

#### **Conflicts of interest**

Conflicts of interest arise when an entity unduly benefits (directly or indirectly) from a transaction due to being in a relation of control with or having a significant influence over a related party.

### 2 Related party transactions

Because conflicts of interest may result more easily when transactions between related parties are at stake, it is of great importance that all transactions with related parties are conducted free of conflicts of interest, i.e. based on terms and conditions that are equally favorable when compared to transactions between unrelated parties, and the parties refrain from entering into transactions that unrelated parties would not.

# 3 Terms and conditions of related party lending

Within Banco Comercial Português, S. A. (BCP) Group, the terms and conditions inherent in related party lending are as much as possible in usual economic terms, i.e. on arm's length basis, and subject to the same analysis and approval procedures as if the transactions were done with unrelated parties.

Conflicts of interest are, on the other hand, governed by the Group's Code of Conduct.

6,697

### 4 Disclosure

The Macau Branch of BCP hereinafter discloses all business relationships such as the balances and the impact on Income Statement of transactions made with its Head-Office and, if any, with other fellow entities.

# RELATED PARTY TRANSACTIONS AS OF 31 DECEMBER 2017 (MACAU BRANCH)

# **BALANCE SHEET AS OF 31 DECEMBER 2017**

ASSETS Balances with credit institutions abroad Placements with credit institutions abroad Debtors Internal accounts	58,796 4,721,846 - 500
TOTAL	4,781,142
LIABILITIES AND OWN FUNDS	
Borrowings and other balances	2,067,044
Internal accounts	491
TOTAL	2,067,535
	_

### **INCOME STATEMENT**

# **INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2017**

# DEBIT Interest expense Other banking expenses

Other banking expenses	302
	6,999
CREDIT	
Interest income	62,292
Other banking revenues	13
	62,305

# **OFF-BALANCE SHEET EXPOSURES AS OF 31 DECEMBER 2017**

Forward deposits	_ <del>_</del>	-
Interest rate contracts Purchases Sales		-
CONSOLIDATED CAPITAL ADEQUACY RATIO OF BANCO COMERCIAL PORTUGUÊS, S. A. GROUP AS OF 31 DECEMBER 2017	IN MOP (MILLIONS) @9.6179	IN EURO (MILLIONS)
RISK WEIGHTED ASSETS		
Credit risk	340,147	35,366
Market risk	9,541	992
Operational risk	34,374	3,574
Other risks	2,299	239
TOTAL	386,361	40,171
OWN FUNDS (LEVEL 1)		
Ordinary share Capital	53,870	5,601
Share premium	154	16
Ordinary own shares	-	-
Other capital (State aid)	-	-
Reserves and retained earnings	3,857	401
Minority interests elegible	5,424	564
Regulatory adjustments	(12,147)	(1,263)
TIER 1 CAPITAL	51,158	5,319
TIER 2 CAPITAL	5,896	613
TOTAL CAPITAL	57,054	5,932
SOLVENCY RATIOS		
Common Equity Tier 1	-	13.2%
Tier I	-	13.2%
Tier II	-	1.5%
Total Solvency Ratio	-	14.8%

# RISK AND RISK MANAGEMENT IN BANCO COMERCIAL PORTUGUÊS, S. A. GROUP

#### 1 Introduction

The Group is subject to several risks during the course of its business. The risks from different companies of the Group are managed centrally through coordinating with the local departments and considering the specific risks of each business.

The Group's risk-management policy is designed to ensure adequate relationship at all times between its own funds and the business it carries on and to evaluate the risk/return profile by business line.

Monitoring and control of the main type of financial risks – credit, market (namely interest rate and exchange rate risk), liquidity and operational – to which the Group's business is subject are of particular importance.

### 2 Risk management organization

The Banco Comercial Português Executive Committee is responsible for the definition of the risk policy, including approval at the very highest level of the principles and rules to be followed in risk management, as well as the guidelines dictating the allocation of economic capital to the business lines.

The Executive Committee, through mainly the Risk Committee, ensures the existence of adequate risk control and of risk-management systems at the level both of the Group and of each entity.

The Risk Committee is responsible, at an executive level, for the follow-up of the overall risk levels (credit, market, liquidity and operational risks), ensuring that these are compatible with the objectives, the available financial resources and the strategies approved for the development of the Group's activity.

It includes all of the members of the Executive Committee, the Group Risk Officer, the Compliance Officer and the heads of several key departments such as Internal Audit and Treasury.

The Group Risk Officer is responsible for the risk control function for all entities of the Group. In order to ensure the transversal monitoring and alignment of concept, practices and objectives, the Group Risk Officer is responsible for informing the Risk Committee on the general risk level and for proposing measures to improve the control environment and to implement the approved limits.

The activity of every entity included within the Banco Comercial Português consolidation perimeter is governed by the principles and decisions established centrally by the Risk Committee and they are provided with Risk Office structures which are established in accordance with the risks inherent in their particular business. A Risk

Control Committee has been set up at each subsidiary, responsible for the control of risks at local level, in which the Group Risk Officer takes part.

The Group Head of Compliance is responsible for implementing prevention systems, monitoring and reporting of risk in organizational processes that include, among others, the prevention of money laundering, combating the financing of terrorism, prevention of conflict of interest, abuse of market and communication with customers.

#### **RISK AND RISK MANAGEMENT – CREDIT RISK**

#### 1 Credit risk definition

Credit risk is associated with the degree of uncertainty of the expected returns as a result of the inability either of the borrower (and the guarantor, if any) or of the issuer of a security or of the counterparty to an agreement to fulfill their obligations. This type of risk is particularly incisive under adverse economic conditions, when families and companies are faced with financial difficulties.

# 2 Credit risk assessment and management in BCP Group (summary)

Control and mitigation of this risk are carried out, on one hand, through a solid structure of risk analysis and assessment — using internal rating systems suited to the different business segments and a model for the early detection of potential defaults of the portfolio - and, on the other hand, through structural units that are exclusively dedicated to loan recovery, for the defaults that occur.

Credit granting is based on prior classification of the customers' risk and on thorough assessment of the level of protection provided by the underlying collateral. In order to do so, a single risk-notation system has been introduced, the Rating Master Scale. It is based on the expected probability of default, allowing greater discrimination in the assessment of the customers and better establishment of the hierarchies of the associated risk. The Rating Master Scale also identifies those customers showing worsening credit capacity.

The protection-level concept has been introduced as a crucial element of evaluation of the effectiveness of the collateral in credit-risk mitigation, leading to more active collateralization of loans and more adequate pricing of the risk incurred.

# 3 Credit risk elements - Notice No.18/1993 - AMCM (Macau Branch)

# • Definition of past due or impaired assets

**Past due assets** (Group I) are deemed to be all credits and other placements in relation to which either the payments of interest or commission or the repayment of principal is

delayed for no more than 3 months.

**Impaired assets** (Group II to IV) are deemed to be all credits and other placements in relation to which either the payments of interest or commission or the repayment of principal is delayed for more than 3 months.

### Approach for provisions and statistical methods (individual impairment provision)

For all impaired assets (Group II to IV), at the end of each quarter, a minimum specific impairment accumulated provision shall be set up based on their respective balances net of the realizable value of any existing and duly formalized tangible collateral in the following manner:

Group II (assets with impairment for more than 3 months and less or equal to 12 months) – 40%

Group III (assets with impairment for over 12 months and less than or equal to 18 months) – 80%

Group IV (assets with impairment for more than 18 months) – 100%

### Approach for provisions and statistical methods (collective impairment provision)

For the remaining assets (loans performing or the above Group I assets), a general impairment provision shall be set up by the end of each year in order to reach a balance of not less than 1% of their respective aggregated value.

The protection-level concept has been introduced as a crucial element of evaluation of the effectiveness of the collateral in credit-risk mitigation, leading to more active collateralization of loans and more adequate pricing of the risk incurred.

# **CREDIT GRANTED AS OF 31 DECEMBER 2017 (MACAU BRANCH)**

GEOGRAPHIC DISTRIBUTION		
Canada	0.0%	589
China	0.1%	1,975
France	7.1%	222,173
Germany	10.7%	336,627
Hong Kong	0.3%	9,618
Luxembourg	22.4%	700,540
Macau	16.0%	502,054
Mozambique	1.0%	31,452
Netherlands	29.2%	913,739
Portugal	0.1%	3,162
Spain	7.3%	229,748
USA	5.8%	181,817
TOTAL	100.0%	3,133,494
INDUSTRY DISTRIBUTION OF CREDIT GRANTED		
Electricity, gas and water	23.0%	721,343
Other manufacturing industries	32.0%	1,001,817
Restaurants, hotels and similar	11.1%	347,477
Transports, warehousing and communications	3.7%	116,751
Constructions and public works	22.4%	700,540
Others	7.8%	245,566
TOTAL	100.00%	3,133,494
PAST DUE ASSETS  More than 3 months but not more than 6 months	_	-
More than 6 months but not more than 1 year	-	-
More than 1 year	-	-
TOTAL	-	

# ASSETS MATURITY ANALYSIS AS OF 31 DECEMBER 2017 (MACAU BRANCH)

LOANS AND ADVANCES TO CUSTOMERS		
On demand (Overdrafts)	1.5%	46,625
Within 1 month	3.3%	103,583
More than 1 month but not more than 3 months	7.7%	239,987
More than 3 months but not more than 1 year	0.3%	7,837
More than 1 year but not more than 3 years	51.5%	1,615,251
More than 3 years	35.7%	1,120,211
Indefinite period	-	-
TOTAL	100.0%	3,133,494
BALANCES WITH AND LOANS AND ADVANCES TO BANKS AS OF 33 (MACAU BRANCH) On demand Within 1 month More than 1 month but not more than 3 months More than 3 months but not more than 1 year More than 1 year but not more than 3 years More than 3 years Indefinite period TOTAL	2.0% 98.0% - - - - 100.0%	95,922 4,721,846 - - - - - - <b>4,817,768</b>
CERTIFICATES OF DEPOSITS HELD AS OF 31 DECEMBER 2017 (MACAU BRANCH)		
On demand	-	-
Within 1 month	-	-
More than 1 month but not more than 3 months	-	-
More than 3 months but not more than 1 year	-	-
More than 1 year but not more than 3 years	-	-
More than 3 years	-	-
Indefinite period	-	
TOTAL	-	

More than 1 month but not more than 3 months More than 3 months but not more than 1 year More than 1 year but not more than 3 years

More than 3 years Indefinite period

**TOTAL** 

SECURITIES ISSUED BY THE MACAU GOVERNMENT AND/OR AMC (MACAU BRANCH)	M AS OF 31 DECEMBER 2017	
On demand	-	_
Within 1 month	-	-
More than 1 month but not more than 3 months	-	-
More than 3 months but not more than 1 year	-	-
More than 1 year but not more than 3 years	-	-
More than 3 years	-	-
Indefinite period	<u> </u>	
TOTAL		-
OTHER SECURITIES AS OF 31 DECEMBER 2017		
(MACAU BRANCH)		
On demand	_	_
Within 1 month	-	_
More than 1 month but not more than 3 months	-	-
More than 3 months but not more than 1 year	-	-
More than 1 year but not more than 3 years	-	-
More than 3 years	-	-
Indefinite period	<u> </u>	
TOTAL	-	
LIABILITIES MATURITY ANALYSIS AS OF 31 DECEMBER 2017 (MACAU BRANCH)		
DEDOCITE AND DALANCES OF LOCAL DANKS AND THE STATE OF STA	TUTIONS	
DEPOSITS AND BALANCES OF LOCAL BANKS AND FINANCIAL INST AS OF 31 DECEMBER 2017 (MACAU BRANCH)	HUHUNS	
On demand	-	-
Within 1 month	-	-

**TOTAL** 

100.0%

5,571,018

DEPOSITS FROM PUBLIC SECTOR ENTITIES AS OF 31 DECEMBER (MACAU BRANCH) On demand Within 1 month More than 1 month but not more than 3 months More than 3 months but not more than 1 year More than 1 year but not more than 3 years More than 3 years Indefinite period TOTAL	2017 - 100.0% 100.0%	- 629,644 - - - - - - 629,644
DEPOSITS FROM HOLDINGS AND ASSOCIATED COMPANIES AS (	OF 31 DECEMBER 2017	
(MACAU BRANCH) On demand	17.5%	362,695
Within 1 month	3.4%	70,824
More than 1 month but not more than 3 months	-	-
More than 3 months but not more than 1 year	8.4%	172,962
More than 1 year but not more than 3 years	70.7%	1,460,563
More than 3 years	-	-
Indefinite period		
TOTAL	100.0%	2,067,044
DEPOSITS FROM NON-BANK CUSTOMERS AS OF 31 DECEMBER	2017	
(MACAU BRANCH)		
On demand	17.8%	992,224
Within 1 month	13.5%	754,904 1 247 250
More than 1 month but not more than 3 months  More than 3 months but not more than 1 year	24.2% 41.3%	1,347,250 2,300,437
More than 1 year but not more than 3 years	41.3% 3.2%	2,300,437 176,203
More than 3 years	J.Z/0 -	170,203
Indefinite period	- -	<u>-</u>

CERTIFICATES OF DEPOSITS ISSUED AS OF 31 DECEMBER 2017 (MACAU BRANCH) On demand Within 1 month More than 1 month but not more than 3 months More than 3 months but not more than 1 year More than 1 year but not more than 3 years More than 3 years Indefinite period TOTAL	- - - - - - -	- - - - - - -
OTHER SECURITIES ISSUED AS OF 31 DECEMBER 2017 (MACAU BRANCH) On demand Within 1 month More than 1 month but not more than 3 months More than 3 months but not more than 1 year More than 1 year but not more than 3 years More than 3 years Indefinite period TOTAL	- - - - - -	- - - - - -

# RISK AND RISK MANAGEMENT – MARKET RISK (NAMELY INTEREST RATE RISK AND FOREIGN EXCHANGE RISK)

#### 1 Market risk

Market risk reflects the potential loss inherent in a given portfolio as a result of changes in rates (mainly of interest and exchange) and/or in the prices of the various financial instruments that make up the portfolio, considering both the correlations between them and the respective volatility.

### 2 Market risk assessment and management in BCP Group

The Group in monitoring and control of market risk existing in the diverse portfolios uses an integrated risk measurement that includes the main types of market risk identified by the Group: generic risk (including interest rate risk, FX risk, equity risk and diversification effects), specific risk, non-linear risk and commodities risk. The measure used in evaluating the generic market risk is the VAR (Value at Risk). The VAR is calculated considering a 10-working day time horizon and a confidence level of 99%.

As a complement to the VAR calculation, and aiming to identify risk concentrations that are not captured by this measurement and, also, for the purpose of testing other possible dimensions, the Group continuously tests a broad set of stress tests scenarios over the trading book and analyses its results.

# 3 Market risk assessment and management – Interest rate risk (Macau Branch)

Besides being followed by the Group risk function on an integrated global basis, the Branch also monitors its interest rate risk by mainly using the model provided by the regulator (AMCM). Through this model, computed at least once every quarter, the Branch is able to determine the sensitivity of its positions to changes in interest rates as well as the amount of capital that would be necessary to cover such scope of risk.

# FOREIGN EXCHANGE RISK ASSESSMENT ELEMENTS AS OF 31 DECEMBER 2017 (MACAU BRANCH)

# SPOT POSITION [LONG (+); SHORT (-)]

### **CURRENCIES**

Macau Pataca (MOP)	(353,394)
Australian Dollar (AUD)	1,685
Canadian Dollar (CAD)	2,875
Chinese Yuan (CNY)	1,504
Hong Kong Dollar (HKD)	268,558
South African Rand (ZAR)	(822)
Swiss Franc (CHF)	(519)
British Pound (GBP)	1,382
USA Dollar (USD)	74,665
Euro (EUR)	4,066

# FORWARD POSITION [LONG (+); SHORT (-)]

Macau Pataca (MOP)	(40,158)
USA Dollar (USD)	40,259

NET POSITION (ALL CURRENCIES)	101
NET POSITION (ALL FOREIGN CURRENCIES)	393,653

# BREAKDOWN OF FOREIGN CURRENCIES WHICH NET POSITION EXCEEDS 10% OF TOTAL FOREIGN CURRENCIES NET POSITION (MACAU BRANCH)

# HONG KONG DOLLAR (HKD)

# **ASSETS**

Cash in hand	105
Balances with other local credit institutions	25,158
Balances with credit institutions abroad	40,727
Loans to customers	344,352
Placements with credit institutions abroad	672,590
Debtors	-
Equipment	5
Internal accounts	2,135
TOTAL	1,085,072

LIABILITIES Sight deposits Time deposits Deposits from the public sector Borrowings in foreign currencies Cheques and orders payable Creditors Internal accounts TOTAL	4,736 180,076 629,644 - - 10 2,048 <b>816,514</b>
SPOT POSITION	268,558
FORWARD PURCHASE/SALE(-)	-
NET POSITION	268,558
USA DOLLAR (USD)  ASSETS Cash in hand Balances with other local credit institutions Balances with credit institutions abroad Loans to customers Placements with credit institutions abroad Debtors Equipment Internal accounts	4 713 6,243 386,822 2,254,504 - - 1,815
TOTAL	2,650,101
LIABILITIES Sight deposits Time deposits Deposits from the public sector Borrowings in foreign currencies Cheques and orders payable Creditors Internal accounts TOTAL	603,606 1,956,022 - - - 3,386 12,422 <b>2,575,436</b>
SPOT POSITION	74,665
FORWARD PURCHASE/SALE(-)	40,259
NET POSITION	114,924

#### RISK AND RISK MANAGEMENT - OPERATIONAL RISK

#### 1 Operational risk

Operational risk is understood to be the potential loss resulting from the failures or inadequacies in internal procedures, persons or systems and also the potential losses resulting from external events.

# 2 Operational risk assessment and management in BCP Group

The approach to operational risk management is based on the business and support 'end-to-end' processes. Process management is the responsibility of the Process Owners, who are the first parties responsible for evaluation of the risks and for strengthening the performance within the scope of their processes. The Process Owners are responsible for keeping up to date all the relevant documentation concerning the processes, for ensuring the real adequacy of all the existing controls through direct supervision or by delegation on the departments responsible for the controls in question, for coordinating and taking part in the 'risk self-assessment' exercises, and for detecting and implementing improvement opportunities, including mitigating measures for the more significant exposures.

In the operational risk management implemented in the Group, there is a systematic process of gathering information on operational losses, which defines on a systematic form, the causes and the effects associated to an eventual detected loss. From the analysis of the historical information and its relationships, processes involving greater risk are identified and mitigation measures are launched to reduce the critical exposures.

#### **RISK AND RISK MANAGEMENT – LIQUIDITY RISK**

# 1 Liquidity risk

Liquidity risk reflects the Group's inability to meet its obligations at maturity without incurring in significant losses resulting from the deterioration of the funding conditions (funding risk) and/or from the sale of its assets below market value (market liquidity risks).

# 2 Liquidity risk assessment and management in BCP Group

Evaluation of the Group's liquidity risk is carried out using indicators defined by the supervisory authorities on a regular basis and other internal metrics for which exposure limits are also defined.

The Group's wholesale funding structure is defined for each annual period by the

Liquidity Plan, which is an integral part of the budgeting process, formulated at consolidated level and for the main subsidiaries of the group. The setup of this plan is coordinated by the Group Treasurer and its implementation is monitored continuously along the year, being revised whenever necessary or advisable.

# 3 Liquidity risk assessment and management (Macau Branch)

Besides being followed by the Group risk function on an integrated global basis, and the support given by the Head-Office in this particular aspect by providing the liquidity as needed, the Branch has also its own liquidity risk management policy. Under this policy, the Branch manages its liquidity needs namely through maturity mismatch analysis over a series of time-bands as determined by the local regulator (AMCM).

# SELECTED LIQUIDITY INDICATORS FOR THE YEAR OF 2017 (MACAU BRANCH)

•	Arithmetic mean of the minimum weekly amount of cash in hand that is required to be held during the annual reporting period (2017)	127,378
•	Arithmetic mean of the average weekly amount of cash in hand during the annual reporting period (2017)	146,415
•	Arithmetic mean of the specified liquid assets at the end of each month during the annual reporting period (2017)	6,064,269
•	Average ratio of specified liquid asset to total basic liabilities at the end of each month during the annual reporting period (2017)	81%
•	Arithmetic mean of its one-month liquidity ratio in the last week of each month during the annual reporting period (2017)	257%
•	Arithmetic mean of its three-month liquidity ratio in the last week of each month during the annual reporting period (2017)	24%

CONSOLIDATED INFORMATION – KEY INDICATORS OF BANCO COMERCIAL PORTUGUÊS, S. A. GROUP AS OF 31 DECEMBER 2017	IN MOP (MILLIONS) @9.6179	IN EURO (MILLIONS) OR %
BALANCE SHEET		
Total assets	691,902	71,939
Loans and advances to customers (net)	458,129	47,633
Total customer funds	686,583	71,386
Resources from customers	492,321	51,188
Loans to customers (net)/Resources from customers	-	94%
Shareholders' equity and subordinated debt	69,730	7,250
PROFITABILITY		
Net operating revenues	21,131	2,197
Operating costs	9,175	954
Impairment and provisions	8,897	925
Income tax		
Current	981	102
Deferred	(692)	(72)
Non-controlling interests	991	103
Net income attributable to shareholders of the bank	1,789	186
Return on average shareholders' equity (ROE)	-	3.3%
Return on average total assets (ROA)	-	0.4%
Net interest margin	-	2.2%
Net operating revenues/Average net assets	-	3.0%
Cost to income	-	44.1%
Staff costs/Net operating revenues	-	24.6%
CAPITAL		
Own funds	57,053	5,932
Risk weighted assets	386,361	40,171
Common Equity Tier 1		13.2%
Tier I	-	13.2%
Tier II		1.5%
Total Solvency Ratio		14.8%

### **OTHER INFORMATION**

None.

BANCO COMERCIAL PORTUGUÊS, S. A. – MACAU BRANCH