

PROPRIV



Investors Presentation Privatizations Program 2023 – 2026

June 2023



2023 – 2026 Processes

Main privatization processes by sector

Financial Sector

Description

Key Factors



- **Leading the Angolan insurance market for more than 45 years**, and a market share of 35%, ENSA presents a **solvency margin of 170% (Set. 2022)**.
- **Located in all 18 provinces** of Angola with their own branches
- Co-insurance leader for the petrochemical and aviation sectors and a reference company in the area of pension fund management.

2021

- Equity: US\$ 54,4 M
- Net Income: US\$ 7.6 M
- Employees: 506
- # Branches: 28
- Ranking: 1st



- The first Angolan Stock Market (BODIVA) member, **with more than 70% of market share in number and volume of transactions (2015)**.
- Commercially innovative, the first Angolan Bank to accept American Express Cards and **the second largest bank in Angola**.
- Fifth consecutive year, **named by World Finance magazine as the Bank with the “Best Corporate Management”**.

2022

- Assets: US\$ 3.3 B
- Equity: US\$ 588.4 M
- Net Result: US\$ 170.7 M
- Employees: 2 743
- # Branches: 194
- Ranking: 2nd



- Significant track record in public debt transactions, **with a total balance of securities in custody amounting to Kz 5 636 784 408 999**.
- Market Segment: Listed and OTC Securities.
- Traded instruments (Stock Exchange): Public Securities, Corporate Securities, Collective Investment Fund and Shares.
- Activation of Stock Exchange Markets (MBA), Repo Operations (MOR), and the carrying out of the first SWAP operations (2022).
- **27 members**

Annual Report – 2022

- Sales: US\$ 2.4 M
- Assets: US\$ 6 M
- Net Income: US\$ 415.5 K
- Regular Own Funds: US\$ 3.6 M
- Employees: 54

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Financial Sector

Description

Key Factors



A MUNDIAL SEGUROS
Vida Segura, Futuro Melhor.

- **In the market for 17 years**, Mundial Seguros was distinguished in several awards for its performance over the years.
- With 7 branches spread across 4 provinces, **Mundial Seguros has around 100 employees.**

2021

- Market Share: 1,96%
- Sales: US\$ 5.4 M

Oil and Gas Sector



- **Main asset of the Angolan economy**
- 45 years of experience in the sector
- Broad portfolio of holdings and assets in the various economic sectors of the country
- **International partnerships on all continents**

2022

- Assets: US\$ 18.7 B
- Sales: US\$ 7.6 B
- Production: 200 508 Bbls/d



ENDIAMA

EMPRESA NACIONAL DE DIAMANTES DE ANGOLA, E.P.

- With more than 40 years of experience, **Endiama is dedicated to the prospecting, exploration and commercialization of diamonds.**
- It operates in Angola as an **operator and exclusive concessionaire in the national management of the diamond subsector value chain.**
- The company also **operates in 7 different areas: Mining, Transport and Logistics, Health, Safety, Hospitality, Social Responsibility and Sport.**

2021

- Assets: US\$ 206.4 M
- Net Profit: US\$ 53.4 M
- Employees: +400

2023 – 2026 Processes

Main privatization processes by sector

Telecom. Sector

Description

Key Factors



- Founded in 2001, **Unitel is the largest mobile operator in Angola.**
- Unitel is a service provider in the area of mobile telecommunications (mobile telephony), having been **the first to operate with GSM technology in the Angolan market.**
- UNITEL became the company that most invested in infrastructure in the country, taking the mobile network and internet to the entire national territory.

2022

- Market Share: 78%
- Clients: 15 Millions*
- Fixed and mobile internet subscribers: 7 Millions*



- **Triple Play services: NET + TV + VOICE**
- **15 years of experience in the sector**
- With presence in 5 provinces of the country
- Focused on the corporate and private segment

2022

- Fixed line tel. market share: 34,3%
- % of TV subscription subscribers: 3,2%



- Angola Telecom is an **Angolan public telecommunications and multimedia company founded in 1992.**
- **Operating in the retail, corporate and wholesale segments**, Angola Telecom is present in all provincial capitals in Angola.
- **It also has shareholdings in TV Cabo, Multitel ,Movicel and Angola Cables**

2021

- Assets: US\$ 136 M
- Net Profit: US\$ 33 M
- Sales: US\$ 24 M
- Employees: 882



- MULTITEL Serviços de Telecomunicações, Lda, is an Angolan company, present in the market since 1999, **it is licensed by a concession contract to provide the data communication service for public use granted by INACOM.**
- Telecommunications services (data communication and Internet) and web services, complemented by consulting, maintenance, operation and management services.

2022

- Employees: 105
- Fixe line internet subscribers: 1420

*Source: INACOM

*values in \$ (Dollars) reflects the Exchange rate (USD 1/ Kz 823) dated on 04/07/2023 from Angola National Bank

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Telecom. Sector

Description

Key Factors



- MSTelcom was established in 1997, **providing a range of telecommunications services to the oil industry**, as well as residential and corporate customers.

2022

- Services: TCC, Telephony, Data, Internet. Microwave and Radio Network.
- Has 3% market share for ISP's
- Fixed Telephone Subscribers: 33,641



- Founded in 2008, the Media Nova group is a **company linked to the activity of Social Communication, such as TV, radio and press.**

2022

- Main companies of the group:
 - TV Zimbo
 - Rádio Mais
 - Jornal "O País"



TV ZIMBO

- With 15 years of existence, **TV Zimbo is one of the biggest television stations in Angola, having been the audience leader in the country for 3 consecutive years.**

2022

- Employess: + 300
- Monthly media content: + 500
- Main TV Programs:
 - **Fala Angola e A Tarde é Nossa**

Sector da Economia

- The Luanda – Bengo Special Economic Zone **covers a perimeter of 4.7 thousand hectares for industrial activity**, making it the largest space in Angola for this purpose.
- **Even so, it also comprises a commercial and housing hub**, with a view to promoting national production, as well as attracting national and foreign private investment.

2022

- Companies: + 100
- Jobs: + 6000
- Strategic location:
 - Luanda New Airport (Adjacent)
 - Port of Luanda (13km)



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Transports Sector

Description

Key Factors



- **SGA manages 32 airports and airfields across the country** (including airport management, aeronautical and non-aeronautical services).
- **The largest airport in Angola is located in Luanda and has a capacity of 1.5M passengers**, receiving world-renowned companies.

2021

- Assets: US\$ 104.4 M
- Net Profit: US\$ 4.1 M
- Employees: 482



- **TAAG Linhas Aéreas de Angola, with over 70 years in the aviation market, better known simply as TAAG**, is the national airline of Angola, headquartered in Luanda.
- The company serves **13 domestic destinations and 16 international destinations in Africa, South America, the Caribbean, Europe and Asia.**

2021

- Assets: US\$ 893.6 M
- Sales: US\$ 212.5 M
- Employees: 2.759
- Pax.: 238.365



Aeroporto Internacional
DR. ANTÓNIO AGOSTINHO NETO
Icolo e Bengo | Luanda

- **Dr Airport. António Agostinho Neto located in the municipality of Icolo e Bengo will be the next international airport in Luanda, expected to begin operations in 2023.**
- **With the capacity to receive 15 million passengers/year** between domestic and international flights, as well as the **handling of 50 thousand tons/year.**

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Transports Sector

Description

Key Factors



- Founded in 1988;
- Main activity: Operates in the field of **cargo transport, transit and operator of port and airport terminals.**

2021

- Assets: US\$ 23.1 M
- Sales: US\$ 14.6 M



- SECIL MARITIMA SA is headquartered in Luanda - Angola and **integrates the Transport Industry Support Activities**, and has 55 employees.

2021

- Assets: US\$ 19.4 M
- Sales: US\$ 3.6 M
- Cargo Volume: 40k Ton.



- TCUL is a public company founded in 1988, inserted in the transport sector with **4 operational bases in Luanda, and expeditions in Huambo, Malanje, Uíge and Benguela.**
- Providing urban, intercity, interprovincial and rental services, **it comprises a total of 28 routes distributed among the various services.**

2021

- Assets: US\$ 40.1 M
- Net Profit: US\$ 1.2 M
- Employees: 2 022
- Pax./year: 59 M
- Fleet: 416 buses

2023 – 2026 Processes

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Industry Sector

Description

Key Factors



CIF CEMENT

- CIF Cement is a **cement and clinker factory located in Luanda (Bom Jesus) in an area of 1 million m2.**
- Operating at about 20% of the maximum installed capacity, **the factory has two limestone mines, a gypsum mine and a clay mine.**

2021

- Cimento Prod. Capacidade instalada: 3,6 milhões de toneladas/ano
- Nº de funcionários Nacionais: 434



CIF CERVEJEIRA

- Located in the Special Economic Zone, **CIF Fábrica de Cervejas produces the national brand BELA beer.**

2021

- Capacity: 12 million crates/year
- Number of national employees: 120



CIF LOGÍSTICA

- Located in the Luanda-Bengo Special Economic Zone, adjacent to the CIF beer factory, **the Logistics Center's main activities are to support the Group's Cement factory and hire equipment to support civil construction.**

2021

- Employees: 109



CIF FÁBRICA DE AUTOMÓVEIS

- CIF Fábrica de Automóveis was the first car assembly plant installed in the country, **with an annual capacity to produce 30,000 units of cars and 5,000 units of buses.**

2021

- Factory area: 362 000 m²

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Industry Sector

Description

Key Factors



- Established in 2008, Damer Gráfica is one of the most prestigious graphics in the country, **providing its customers with, among others, the printing service of magazines, books, newspapers, posters, flyers, catalogs, stationary.**



Tofa, Lda.

- Tofa Produtos Alimentares e Confeitaria, Lda is a subsidiary of Nestlé Angola, Lda. It carries out its activity in the food sector in Angola since June 7, 1972, **which currently includes the packaging of NIDO powdered milk.**

2021

- Nova Cimangola is a cement producer with 60 years of experience, **being one of the largest cement producers in the Angolan market.**

- Classification: 1st (volume), 2nd in Installed Capacity
- Market share: 50%
- Production capacity: 2.4 million tons.
- Location: Luanda



Moageira de Farinha
de Trigo de Cabinda

- Located in the industrial hub of Futila, Cabinda province, **this agro-industrial asset was equipped with technology aimed at transforming wheat into wheat flour.**

2022

- Wheat production capacity: 200 ton/day
- Bran Production Capacity: 20 ton/day
- Silos: 6 silos of 1000 ton. installed in an area of 864 m2

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Industry Sector



Cerâmica de
Sassa Zau

Description

- Rehabilitated and reopened in 2011, **Cerâmica de Sassa Zau is a factory dedicated to the manufacture of brick.**
- In good condition, it is supplied with electricity from the public network, **complemented by a 530 KVA generator set.**

Key Factors

2022

- Brick production capacity:
15,000/day

Comercial Sector



8x Lojas Poupa Lá

- **There are 8 stores in the Poupa Lá chain**, characterized by proximity to the population.
- Their main activity is the retail trade of essential goods for the population, **with a predominance of food and beverage products.**

Sonangol Assets and Subsidiaries



13x Assets and
Subsidiaries

- 13 assets such as **hotels, oil production support companies, real estate companies and freight forwarders.**

ZEE Industrial Units



- There are 17 industrial units with the capacity to produce various products such as **industrial plastics, sanitary ware, electrical cables, fiber optic cables, etc.**

PROPRIV

PROGRAMA DE PRIVATIZAÇÕES

Thank You!