

 **Opening date**
May 2010

 **Capital as at 31/12/2018**
Euro 7 million

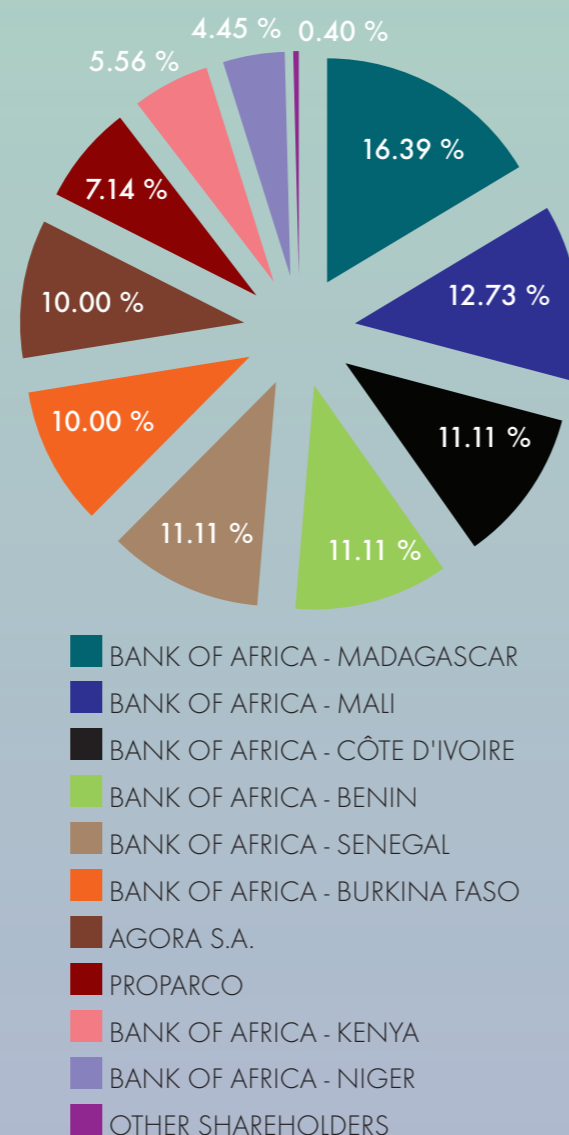
 **Board of Directors as at 31/12/2018**
PAUL DERREUMAUX, Chairman
BANK OF AFRICA - BENIN, represented by Paulin Laurent COSSI
BANK OF AFRICA - BURKINA FASO, represented by Lassiné DIAWARA
BANK OF AFRICA - COTE D'IVOIRE, represented by Paul DERREUMAUX
BANK OF AFRICA - MADAGASCAR, represented by Alphonse RALISON
BANK OF AFRICA - MALI, represented by Serge KAPNIST
BMCE BANK OF AFRICA, represented by Yasmina BENNANI
BOA GROUP S.A., represented by Abderrazzak ZEBDANI

 **Auditors**
MAZARS FRANCE

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Principal shareholders as at 31/12/2018



Financial analysis

2018 was marked by the continued upturn in BOA-FRANCE's Corporate Banking business, which already started in 2017. The Trade Finance business continued to suffer from structural capital inadequacy. Regarding Diaspora banking, the end to cash remittances in 2017, in compliance with the undertaking given to the Prudential and Resolution Authority (Autorité de Contrôle Prudentielle et de Résolution), significantly reduced income from this business in spite of alternative offers put in place (account-to-account transfer) and .../...

Key figures 2018

(in thousands of Euro)

Activity	2017	2018	Variation
Deposits	2,184	5,853	168 %
Loans	43,827	26,022	-41 %
Number of branches	4	3	-25 %
Structure			
Total Assets	91,562	96,615	6 %
Shareholders' equity	4,726	3,991	-16 %
Number of employees	34	30	-12 %
Income			
Net operating income	2,549	3,358	31.7 %
Operating expenses (including depreciation and amortization)	3,344	3,791	13 %
Gross operating profit	-796	-434	-43 %
Cost of risk in value	-211	-302	7 %
Net income	-736	-735	0 %
Operating ratio	131.2 %	112.9 %	
Cost of risk	0.7 %	0.9 %	
Return on Assets (ROA)	-1.0 %	-0.8 %	
Return on Equity (ROE)	-14.4 %	-16.9 %	
Capital Adequacy Ratio			
Tier 1	4,518	3,859	
Tier 2			
Risk Weighted Asset (RWA)	15,394	15,061	
Tier 1 + Tier 2 / RWA	29.4 %	25.6 %	

6 %
Total assets

Deposits
2,184 Euro million
2017
5,853 Euro million
2018

Loans
-41 %

Net operating income
31.7 %

.../... the development of remote-access branches. This trend was confirmed with the strategic closure of the Marseilles branch in 2018.

Against this backdrop, customer deposits increased compared to 2017, particularly thanks to demand deposits. Term deposits witnessed a slight increase following the fall in Trade loans, which require deposited guarantees.

Interbank demand deposits amounted to EUR 37 million at the end of 2018 vs. EUR 26 million end 2017.

Term deposits fell from EUR 58 million in 2017 to EUR 49 million in 2018, down 15%.

Lending activities also fell substantially in 2018 (-41%) due to capital inadequacy. Trade Finance, the main generator of loans, is indeed equity-intensive.

Total assets stood at EUR 97 million at the end of December 2018, up 6% compared to 2017.

In terms of earnings, operating income was EUR 2.4 million, against EUR 2.5 million the previous year, a decline of 6%. Unlike in 2017, banking margin made up 10% of net operating income with income from commissions and others representing 90%.

Overhead costs rose from EUR 3.3 million in 2017 to EUR 3.8 million in 2018, an increase of 12.5%. In spite of efforts to contain costs, the increase in overheads is mainly due to the increase in Group costs and personnel costs, particularly retirement benefits.

BOA-FRANCE also absorbed the claim relating to VAT and TSS (solidarity levy on services) in respect of financial years 2015 and 2016 to the tune of 858. After accounting for this exceptional item, the net income came out at - EUR 735,000, which is equivalent to that of 2017.

Equity stood at EUR 3.9 million at end 2018, a decline of 16% compared with 2017



Compared balance sheet for the past two fiscal years (in Euro)

ASSETS	2017	2018	VARIATION
CASH	140,000	90,000	-36 %
INTERBANK LOANS	41,285,285	66,028,703	60 %
CUSTOMER LOANS	43,826,910	26,022,093	-41 %
- Portfolio of discounted bills	43,825,321	25,701,872	-41 %
- Other customer credit facilities		310,701	
- Ordinary debtor accounts	1,589	9,520	499 %
- Factoring			
INVESTMENT SECURITIES	5,309,735	2,952,449	-44 %
FINANCIAL ASSETS		7,995	
LEASING AND SIMILAR TRANSACTIONS			
FINANCIAL ASSETS AT EQUITY VALUE			
INTANGIBLE ASSETS	92,744	123,435	33 %
FIXED ASSETS	607,916	454,739	-25 %
SHAREHOLDERS & ASSOCIATES			
OTHER ASSETS	290,916	807,183	177 %
SUNDRY ACCOUNTS	8,565	128,406	1399 %
CONSOLIDATED GOODWILL			
TOTAL ASSETS	91,562,071	96,615,004	6 %

OFF BALANCE SHEET	2017	2018	VARIATION
COMMITMENTS GIVEN	10,795,054	6,865,185	-36 %
Credit commitments	10,264,758	6,390,725	-38 %
• to credit institutions	10,264,758	6,390,725	-38 %
• to customers			
Guarantees given	530,296	474,460	-11 %
• on behalf of credit institutions	135,451	326,331	141 %
• on behalf of customers	394,845	148,130	-62 %
Commitments on securities			

Compared balance sheet for the past two fiscal years (in Euro)

LIABILITIES	2017	2018	VARIATION
INTERBANK LIABILITIES	83,782,489	85,689,875	2 %
CUSTOMER DEPOSITS	2,184,163	5,852,821	168 %
- Savings deposit accounts			
- Time deposit accounts			
- Short-term borrowings			
- Other demand deposits	1,661,150	5,306,966	219 %
- Other time deposit accounts	523,013	545,855	4 %
DEBT SECURITIES			
OTHER LIABILITIES	177,560	136,492	-23 %
SUNDRY ACCOUNTS	577,243	679,528	18 %
EARMARKED FUNDS	114,447	265,481	132 %
SUBORDINATED LOANS & SECURITIES			
INVESTMENT SUBSIDIES			
RESERVES FOR GENERAL BANKING RISKS			
INVESTMENT SUBSIDIES			
GENERAL BANKING RISKS			
CAPITAL OR APPROPRIATIONS	7,000,000	7,000,000	0 %
SHARE PREMIUMS			
RESERVES			
RETAINED EARNINGS (+/-)	-1,537,926	-2,273,831	48 %
NET INCOME	-735,905	-735,362	0 %
TOTAL LIABILITIES	91,562,071	96,615,004	6 %

OFF BALANCE SHEET	2017	2018	VARIATION
COMMITMENTS RECEIVED	51,613,640	16,000,000	-69 %
Credit commitments	10,000,000	10,000,000	0 %
• received from credit institutions	10,000,000	10,000,000	0 %
• received from customers			
Guarantees received	41,613,640	6,000,000	-86 %
• received from credit institutions	41,613,640	6,000,000	-86 %
• received from customers			
Commitments on securities			

Compared income for the past two fiscal years

(in Euro)

INCOME	2017	2018	VARIATION
INTEREST INCOME	930,691	916,208	-2 %
INTEREST EXPENSE	-588,321	-578,868	-2 %
NET INTEREST INCOME	342,370	337,340	-1 %
FEE AND COMMISSION INCOME	2,277,796	2,288,699	0 %
FEE AND COMMISSION EXPENSE	-253,080	-261,954	4 %
NET FEE AND COMMISSION INCOME	2,024,716	2,026,745	0 %
NET INCOME AND OTHERS EXPENSES	181,848	993,589	446 %
NET OPERATING INCOME	2,548,934	3,357,674	32 %
OPERATING EXPENSE	-3,344,435	-3,791,335	13 %
GROSS OPERATING INCOME	-795,501	-433,661	-45 %
IMPAIRMENT CHARGES	-211,414	-301,701	43 %
NET PROVISION FOR GENERAL BANKING RISK			
EXCEPTIONAL INCOME	271,009		-100 %
PROFIT BEFORE INCOME TAX	-735,906	-735,362	0 %
INCOME TAX EXPENSE			
NET INCOME	-735,906	-735,362	0 %