

Consolidating its commitment in Mozambique

Fidelidade buys 70% of Ímpar

Maputo, December 31st 2021 - Fidelidade reinforced its international expansion strategy through the acquisition of 70% of the capital of Seguradora Internacional Moçambique, S.A. ("SIM"), which operates under the brand Ímpar. Ímpar is a Mozambican brand with strong tradition, roots and implementation in the market.

The operation to acquire 70% of SIM will allow Fidelidade to consolidate and strengthen its presence in the Mozambican market, in the Life and Non-Life branches, positioning itself, with this acquisition, as one of the three leading Insurers in the market, according to data from the Insurance Supervision Institute of Mozambique (ISSM), for the year 2020.

The Board of Directors will be chaired by Mr. Manuel Alfredo Gamito, with Mr. Rui Oliveira and Mr. Carlos Leitão as vice-chairmen.

For Rogério Campos Henriques, CEO of Fidelidade Group: "With this operation, Fidelidade Group will now operate in the Mozambican market with the brands Fidelidade and Ímpar and we will have a range of brand options that ensure greater flexibility to meet the needs of customers in Mozambique, fulfilling the Group's omnichannel strategy. We are sure that the partnership and synergies generated by this acquisition, which bring together the Mozambican roots and tradition of Ímpar, with the capacity, experience and know-how of Fidelidade, will be a recipe for success. "

After completion of this transaction, the participation of other shareholders will be as follows: Millennium BIM 22%; Other Minorities 8%. In addition to the acquisition of 70% of SIM's share capital, Fidelidade has an option that allows it to subsequently acquire an additional stake of 12%.

Manuel Gamito, Chairman of the Board of Directors of Seguradora Internacional de Moçambique, explains the nature of this investment: "This transaction responds to the strategy of more solid repositioning and growth of the insurance activity. This strategy is in the commitment defined by Fidelidade that intends to consolidate and strengthen its position in the Mozambican market, allowing it to extend its current offer and expand its presence in the national territory, in a permanent search for the improvement of products and services provided to the Mozambican population. "

SIM will operate using the brands: Fidelidade, Ímpar and Millennium Seguros.

The partnership with Millennium BIM, the largest Mozambican private bank, will continue to be worked on and strengthened, with Millennium BIM continuing to distribute SIM insurance exclusively through the Millennium Seguros brand.

After the conclusion of the process of transferring insurance portfolios, in Mozambique the Fidelidade group will expand its portfolio of innovative Life and Non-Life products and services, which it will make available to around 330,000 customers resulting from the merger of the portfolios of the two insurers. It will also have a dedicated team of about 200 people and a network of more than 100 mediators (promoters, agents and brokers), in addition to the network of more than 200 branches that Millennium BIM has spread throughout the country. The market share resulting from this partnership will be 14.1% (2020 data).

For Jorge Magalhães Correia, Chairman of the Board of Directors of Fidelidade Group, "the great collaboration and diligence shown by the Mozambican authorities was fundamental for the implementation of this partnership. The administration of the Fidelidade Group, at its highest level, will have the opportunity, in the near future, to duly mark this new stage of investment in the future of Mozambique, by organizing a ceremony to commemorate this very important step in our long-term commitment to the Mozambican people and economy.

Created in 1992 in Mozambique, SIM operates in the Life and Non-Life sectors, through the Ímpar brand, with which it is present in traditional channels, and Millennium Seguros, with which it operates in the banking channel through Millennium BIM.

Since 2019, SIM has been rated by the prestigious US rating company AM Best, with the Financial Strength Rating "B" (Good) and Long-Term Issuer Credit Rating "BB" with the assigned outlook of "Stable" credit ratings, being the first Mozambican insurer with an internationally recognized rating.

About Fidelidade

Founded in 1808, Fidelidade is the leading life and non-life insurer in Portugal, with a market share of 28 percent in 2020, and is present in Angola, Cape Verde, Mozambique, Spain, France, Macau, Peru, Bolivia, Paraguay and Chile. The Fitch rating agency classified Fidelidade with an "A stable (IFS)" and "A-stable (IDR)" rating, one of the highest in the national corporate panorama, highlighting the Company's high capitalisation, namely its solvency ratio and the solidity of its investment portfolio.

Fidelidade operates based on a defined and continued strategy of "Customer Centric Approach", where customers effectively come first. The fact that it gives crucial importance to the quality of the service it provides and to the comprehensive and innovative offer it provides make Fidelidade one of the most awarded insurers in Portugal, as well as internationally. In 2014, Fidelidade was distinguished by the "Efma Accenture Innovation Awards", in the "sustainable business" category, with its 'WeCare' project, which aims to support the correct reintegration of people who were victims of serious accidents that jeopardised their physical, economic and social reintegration.