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| **Direção de Sistemas de Informação** |  | **2017 Card Issuance Forecast** |
|  |

**Document Information**

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| --- | --- | --- | --- |
| **Date:** | 15-03-2017 | **Recipient:** | SIBS Cartões |
| **Content:** | Forecast for 2017 card production, regarding the issuing of new cards for existing contracts and card renewals. | | |
| **Remarks:** | Card issue volumes tend to grow throughout the year | | |

New Cards

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Contract** | **jan-17** | **feb-17** | **mar-17** | **apr-17** | **may-17** | | **jun-17** | | **jul-17** | **aug-17** | **sep-17** | **oct-17** | **nov-17** | **dec-17** | **Total** |
| Direct | 2213,2214, 2215,2227 | 276 | 300 | 300 | 300 | 300 | 300 | | 300 | | 300 | 300 | 300 | 300 | 300 | **3.576** |
| IKEA Def | 2228 | 1.200 | 1.300 | 1.400 | 1.500 | 1.500 | 1.500 | | 1.600 | | 1.650 | 1.550 | 1.600 | 1.550 | 1.600 | **17.950** |
| Conforama | 2230 | 1.200 | 1.200 | 1.250 | 1.300 | 1.220 | 1.200 | | 1.250 | | 1.300 | 1.350 | 1.300 | 1.350 | 1.400 | **15.320** |
| FnacProv | 2369 | 1.514 | 1.555 | 1.581 | 1.300 | 1.500 | 2.000 | | 1.500 | | 1.800 | 2.200 | 1.800 | 2.100 | 2.700 | **21.550** |
| Fnac Def | 2370 | 1.514 | 1.555 | 1.581 | 1.300 | 1.500 | 2.000 | | 1.500 | | 1.800 | 2.200 | 1.800 | 2.100 | 2.700 | **21.550** |
| IKEA Prov | 2835 | 1.200 | 1.300 | 1.400 | 1.500 | 1.500 | 1.500 | | 1.600 | | 1.650 | 1.550 | 1.600 | 1.550 | 1.600 | **17.950** |
| Salvador Caetano | 2879 | 491 | 566 | 579 | 500 | 500 | 400 | | 550 | | 600 | 600 | 650 | 550 | 600 | **6.586** |
| RP Prov | 3172 | 2.129 | 2.817 | 2.082 | 2.050 | 2.050 | 2.000 | | 2.200 | | 2.100 | 2.459 | 2.200 | 2.500 | 3.000 | **27.587** |
| RP Def | 3173 | 2.129 | 2.817 | 2.082 | 2.050 | 2.050 | 2.000 | | 2.200 | | 2.100 | 2.459 | 2.200 | 2.500 | 3.000 | **27.587** |
| CTT | 4091 | 3.961 | 3.948 | 3.935 | 3.922 | 3.909 | 4.493 | | 4.020 | | 2.631 | 3.310 | 2.850 | 4.335 | 2.826 | **44.140** |
| JOM | 4327 | 196 | 193 | 185 | 192 | 198 | 204 | | 200 | | 200 | 200 | 215 | 220 | 225 | **2.428** |
| Media Markt Prov | 6945 | 500 | 600 | 700 | 1.000 | 600 | 600 | | 600 | | 950 | 1.500 | 700 | 800 | 900 | **9.450** |
| Media Markt Def | 6946 | 500 | 600 | 700 | 1.000 | 600 | 600 | | 600 | | 950 | 1.500 | 700 | 800 | 900 | **9.450** |
| Others | 2230,2231  2232,2233,  6947 | 200 | 200 | 250 | 200 | 200 | 200 | | 250 | | 250 | 200 | 200 | 250 | 300 | **2.700** |
| **TOTAL** |  | **16.734** | **18.651** | **17.725** | **17.814** | **17.327** | **18.697** | | **18.070** | | **17.981** | **21.078** | **17.815** | **20.605** | **21.751** | **224.248** |

**Renewals**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Contract** | **jan-17** | **feb-17** | **mar-17** | **apr-17** | **may-17** | **jun-17** | **jul-17** | **aug-17** | **sep-17** | **oct-17** | **nov-17** | **dec-17** | **Total** |
| Continente | 2205 | 295 | 268 | 271 | 272 | 281 | 278 | 281 | 270 | 242 | 231 | 185 | 230 | **3.104** |
| White | 2213 | 73 | 78 | 139 | 169 | 201 | 1.176 | 69 | 1.073 | 6.110 | 1.159 | 297 | 494 | **11.038** |
| Green | 2214 | 8 | 7 | 5 | 7 | 3 | 15 | 3 | 10 | 22 | 25 | 1 | 17 | **123** |
| Black | 2215 | 100 | 127 | 179 | 169 | 151 | 211 | 118 | 172 | 208 | 198 | 112 | 167 | **1.912** |
| Cetelem (Credial) | 2227 | 191 | 122 | 212 | 142 | 155 | 243 | 78 | 125 | 168 | 229 | 56 | 160 | **1.881** |
| IKEA | 2228 | 992 | 933 | 1.820 | 1.794 | 2.298 | 2.773 | 1.780 | 2.481 | 2.582 | 2.820 | 1.787 | 2.081 | **24.141** |
| Moviflor | 2229 | 129 | 133 | 148 | 406 | 1.533 | 353 | 67 | 156 | 348 | 244 | 53 | 341 | **3.911** |
| Conforama | 2230 | 360 | 621 | 701 | 597 | 821 | 1.049 | 505 | 1.135 | 992 | 1.498 | 1.088 | 1.192 | **10.559** |
| Euronics | 2231 | 58 | 83 | 121 | 61 | 94 | 113 | 70 | 131 | 103 | 164 | 146 | 78 | **1.222** |
| Tien 21 | 2232 | 12 | 20 | 33 | 52 | 169 | 60 | 43 | 63 | 91 | 89 | 98 | 71 | **801** |
| Confort | 2233 | 7 | 9 | 13 | 46 | 104 | 31 | 24 | 34 | 30 | 56 | 35 | 56 | **445** |
| Fnac | 2370 | 1.466 | 4.212 | 2.534 | 2.411 | 3.107 | 2.770 | 2.209 | 4.269 | 2.500 | 3.459 | 5.005 | 2.457 | **36.399** |
| Salvador Caetano | 2879 | 340 | 495 | 1.105 | 958 | 1.080 | 1.138 | 575 | 1.075 | 1.380 | 1.466 | 649 | 1.116 | **11.377** |
| Renault | 3135 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20 | 7 | 25 | 1 | 2 | **55** |
| RP | 3173 | 1.172 | 1.022 | 2.828 | 2.612 | 2.891 | 2.773 | 2.853 | 3.305 | 4.975 | 5.246 | 4.538 | 3.792 | **38.007** |
| Sportzone | 6508 | 243 | 498 | 342 | 399 | 730 | 407 | 461 | 639 | 474 | 302 | 551 | 266 | **5.312** |
| Worten | 6806 | 2.798 | 2.584 | 6.021 | 7.928 | 7.701 | 6.691 | 6.699 | 7.609 | 7.530 | 8.100 | 10.257 | 6.651 | **80.569** |
| **TOTAL** |  | **8.244** | **11.212** | **16.472** | **18.023** | **21.319** | **20.081** | **15.835** | **22.567** | **27.762** | **25.311** | **24.859** | **19.171** | **230.856** |

**Trend**