

Fidelity Bank Investor Presentation

Audited Financial Results for the 12 months ended December 31, 2023

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Please read the following before continuing:

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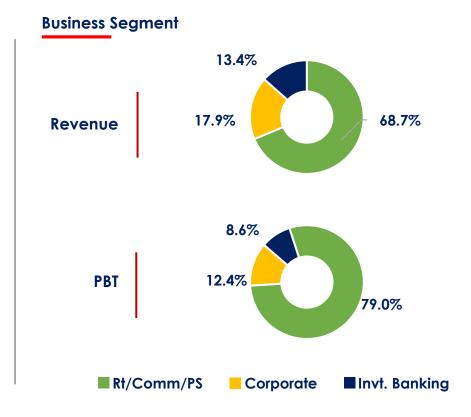
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Rated and In compliance with the NGX Corporate Governance Rating System (CGRS)





Fidelity S&P stand-alone credit rating is "B".



Robust risk management is at the core of Fidelity Bank operations

Three-tiered approach for enterprise-wide risk management



Fidelity Bank has a strong focus on ESG Principles

- 29% reduction in energy consumption over 3 years
- 28% reduction in carbon footprint over 3 years
- ❖ 15% reduction in paper usage over 3yrs
- 9200kg E-Waste Sustainably Disposed
- ❖ 51% Female Employees
- * 29% of women in Top Management
- ESG Board presence
- 1st female Managing Director on the Bank's Board
- Spent 40% of training expenses on female employees



- Over \(\frac{\textbf{4700m}}{700m}\) invested in Education, Environment, Health & Social Welfare and Youth Empowerment projects in 2023.
- 3,500+ employees/staff volunteered hours devoted to CSR projects in 2023
- ❖ 15+ schools in Nigeria impacted by our CSR Investments in 2023.

- 30,000+ financial inclusion agents
- 32,000+ financial inclusion customers acquired in 2023
- ❖ 157,000+ transactions screened for E&S Risk in 2023



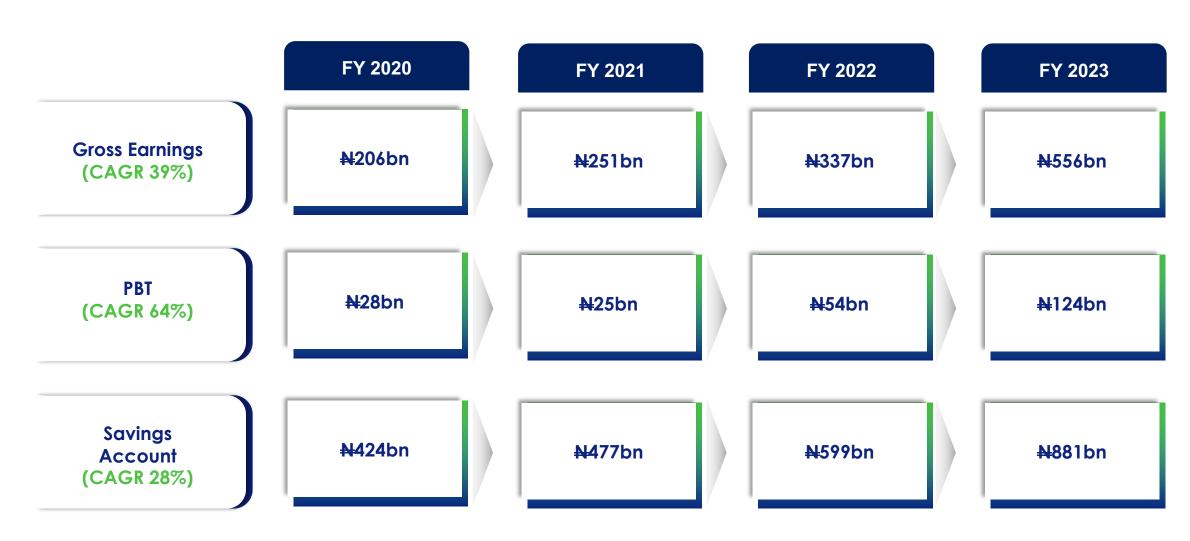








Our scorecard









Total Assets (¥'bn)			
	FCY	NGN	Total
Group	2,188	4,047	6,235
% Share	35.1%	64.9%	
Nigeria	2,075	4,047	6,122
% Share	33.9%	66.1%	98.2%
UK	113	-	113
% Share	100.0%	0.0%	1.8%

Net Loans (N 'bn)			
	FCY	NGN	Total
Group	1,570	1,522	3,092
% Share	50.8%	49.2%	
Nigeria	1,440	1,522	2,962
% Share	48.6%	51.4%	95.8%
UK	130	-	130
% Share	100.0%	0.0%	4.2%

Customer Deposits (¥'bn)			
	FCY	NGN	Total
Group	1,377	2,638	4,015
% Share	34.3%	65.7%	
Nigeria	1,289	2,638	3,927
% Share	32.8%	67.2%	97.8%
UK	88	-	88
% Share	100.0%	0.0%	2.2%

Profit before Tax (PBT)			
	₩ 'bn	% Share	NPL Ratio
Group	124.26	100.0%	3.5%
Nigeria	124.34	100.1%	3.5%
UK	(0.08)	-0.1%	0.0%

- > Fidelity Bank Nigeria concluded the acquisition of Union Bank UK (Now FidBank UK Limited) and the Change in Control (CiiC) process on 26 July 2023.
 - > It boasts of solid asset quality with zero NPL.
 - > Post-acquisition loss was \$\frac{177.6m}{277.6m} (\$115.0k), a 96.2% drop from its pre-acquisition loss.
- > In 2024, the management team will focus on stemming the losses and returning FidBank UK to the path of sustainable growth and long-term profitability.
- > And current asset quality will be sustained.

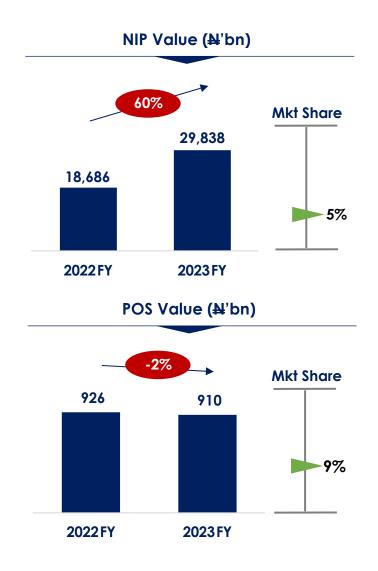
Deepening strong growth in NIR and customer reach through digital banking

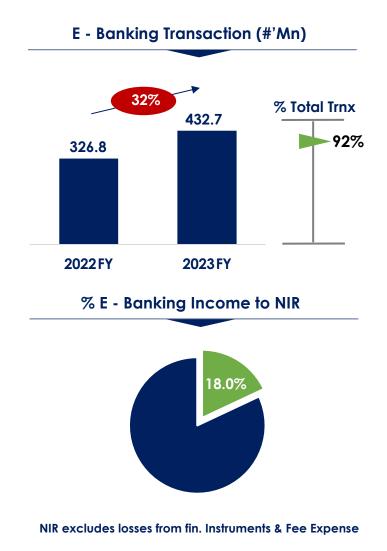












Grow. Thrive. Prosper.

Now that's our word.

When you choose Fidelity Bank, you choose to partner with us; to build a genuine partnership that empowers your dreams, and helps you achieve properity, you can rest assured that your aspirations are in dafe hands.

That's our word and it's our bond.

www.fidelitybank.ng/corporatebank

- CORPORATE & PROJECT FINANCE TRADE FINANCE
- TREASURY AND LIQUIDITY MANAGEMENT
- TRANSACTION BANKING ADVISORY

We Are Fidelity, We Keep Our Word.





- Agriculture, Manufacturing, Construction, Trade, Information Education, and Financial etc. were the top drivers of GDP growth.
- Headline inflation maintained a steady rise m-o-m from Mar 2023, anchored on exchange rate volatility and fuel subsidy removal.
- Headline inflation rate was 7.58% points higher compared to the rate recorded in December 2022, which was 21.34%.
- Rise in food inflation was driven by staple food including bread, cereal, soaring prices, disruptions in food supply chain, import charges etc.
- Bonny light crude was priced at \$79.12pb in Dec 2023 compared to \$81.94pb in Dec 2022 as daily crude oil production averaged 1.24mbp.
- External reserves stood at \$34.1bn in Jun 2023 but fell to \$33.0bn in Dec 2023



Key regulatory and policy changes in 2023

- CBN issues guidelines for the regulation of representative offices of foreign banks in Nigeria.
- * MPC raised the MPR by 50 bps to 18.5% and retained the CRR and Liquidity Ratio at 32.5% and 30.0% respectively.
- * CBN sets the transaction limit for contactless payment at N15,000 and N50,000 as maximum daily limit.
- * Banks authorized to trade foreign currencies freely at market-determined exchange rate.

- ❖ The CBN removed the FX restriction placed on 43 items to stabilize the country's currency against the dollar.
- ❖ The President presented the 2024 budget of N27.5trn to the National Assembly, with a deficit of N9.18trn.
- * CBN directs all banks to accept and issue old naira notes alongside the redesigned naira banknotes.
- ❖ The Ministry of Finance released a circular outlining fiscal incentives for the gas industry.



- ❖ MPC raised the MPR by 100 bps to 17.5% and retained the CRR and Liquidity Ratio at 32.5% and 30.0% respectively.
- ❖ Nigerians go to the polls on 25th Feb to elect a new president and members of the Senate and House of Representatives.
- * CBN reviewed the tenure of Executive Management and Non-Executive Directors of DMBs in Nigeria.
- ❖ MPC raised the MPR by 50 bps to 18.0% and retained the CRR and Liquidity Ratio at 32.5% and 30.0% respectively.

- ❖ MPC raised the MPR by 25 bps to 18.75% and retained the CRR and Liquidity Ratio at 32.5% and 30.0% respectively
- * FG signs new bills into law, including the Electricity Act, the Student Loan Act, and the Data Protection Act etc.
- * The President forms a fresh Presidential Committee on Fiscal Policy and Tax Reforms.
- Dr. Olayemi Cardoso was appointed as the new Governor of the Central Bank of Nigeria (CBN).



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Tailored Lending | Bills Settlement | Legacy Planning | Custodial Services

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Impressive performance across key income and balance sheet lines

Gross Earnings 64.9% N555.8bn

Operating Income 114.9%

N386.6bn

▲61.4%

Operating Expenses

₩194.9bn

Customer Deposits ▲ 55.6% N4,014.8bn

Net Loans & Advances 46.1% N3,092.4bn

Total Assets ▲ 56.3% N6,234.7bn

CAR **▼**190bps 16.2%

NPL ▲60bps 3.5%

RoAE **▲**1,090bps 26.5%

PBT: ▲131.5% to ₩124.3bn

Financial Performance Highlights - SCI

Summary of Income Statement					
₩'million	2022FY	2023FY	% VAR		
Gross Earnings	337,050	555,830	64.9 %		
Interest Income Loans	235,808	365,857	▲ 55.2%		
Interest Income Liquid Assets	59,770	93,673	6 .7%		
Total Interest Income	295,578	459,530	▲ 55.5%		
Interest Expense Deposits	-97,580	-136,579	40.0%		
Interest Expense Borrowings	-45,303	-45,586	0.6%		
Total Interest Expense	-142,883	-182,165	27.5%		
Net Interest Income	152,695	277,366	▲ 81.6%		
FX Income	5,892	49,764	▲ 744.6%		
Digital Income	13,800	17,358	1 25.8%		
Other Fee Income	7,517	42,149	4 60.7%		
Net Fee Income	27,209	109,271	301.6%		
Operating Income	179,904	386,636	▲ 11 4.9 %		
Operating Expenses	-120,784	-194,939	61.4%		
Net Impairment Losses	-5,443	-67,436	1139.0%		
Profit Before Tax	53,677	124,260	▲ 131.5%		

- ➤ Gross earnings grew by 64.9% due to 55.5% increase in interest income and 132.2% growth in non-interest revenue (excl. gains from Fin. Instr.).
- > The increase in interest income reflects the steady rise in asset yield in 2023 and 58.3% expansion in earnings base:
 - > Avg. yield on earning assets increased to 13.5% from 12.2% in 2022FY.
- The increase in non-interest revenue was led by FX revaluation gains and double-digit growth in key income lines: dividend income (408%), trade (110%), Account maintenance (69%), etc.
- > 25.8% increase in digital banking income is attributable to 32.4% increase in customer-induced digital transactions.
- > The diversification of income sources is a strong indicator of our financial strength and resilience.

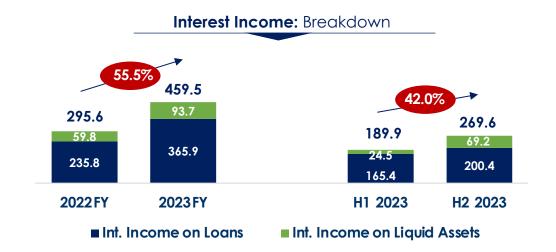
Driving sustainable earnings with 132.2% growth in non-interest revenue

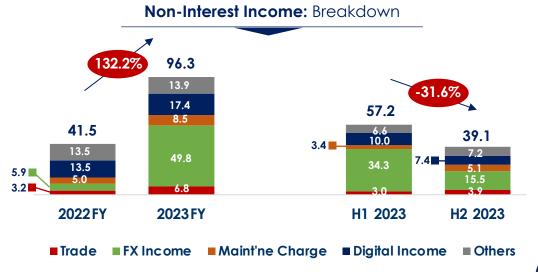
Breakdown of Gross Earnings

¥'billion
Int. Inc. on Loans
Int. Inc. on Liquid Asset
FX Income
Digital Income
Maintenance Charge
Trade
Credit Related Fee
Others

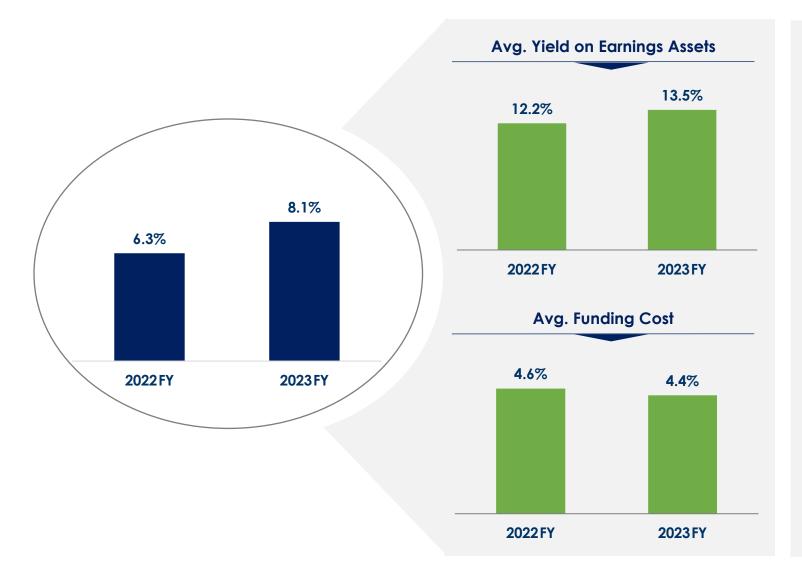
2022FY	2023FY	VAR	% VAR
236.0	365.9	129.9	55.0%
59.8	93.7	33.9	56.7%
5.9	49.8	43.9	744.6%
13.8	17.4	3.6	25.8%
5.0	8.5	3.5	68.8%
3.2	6.8	3.6	110.0%
3.3	4.8	1.5	45.7%
10.2	9.1	-1.1	-11.1%
337.2	555.8	218.6	64.8%

- > Non-interest revenue (excl. gains from Fin. Instruments) increased by 132.2% to 496.3bn, driven by FX income which increased to 449.8bn from \$45.9bn in 2022FY.
 - > FX revaluation gains accounted for only 88.6% of total FX income.
- > Interest income on loans grew by 55.0%, accounting for 65.8% of gross earnings. The increase is attributable to loan growth and improved average lending rate to 14.0% from 12.5% in 2022FY.









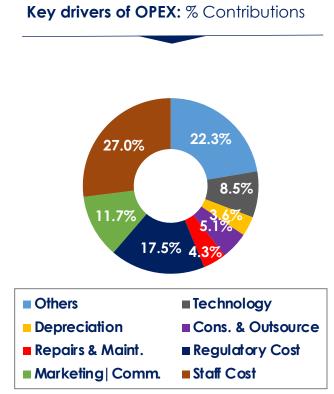
- Higher asset yield and slight moderation in avg. funding cost led to an increase in NIM to 8.1% from 6.3% in 2022FY.
- Yield on earning assets gained 131 bps to 13.5%, anchored on an increase in avg. lending rate.
 - Regulatory adjustment of the interest rate on intervention funds from 5.0% to 9.0% p.a. was largely responsible for the increase in the average lending rate to 14.0% from 12.5% in 2022FY.
- Avg. funding cost dropped by 20bps to 4.4%, reflecting an improved deposit mix as we mobilize low-cost funds to 97.4% of total deposits from 83.6% in 2022FY.
- However, funding cost is gradually ticking up in response to higher money market yields and increased MPR to 24.75%...

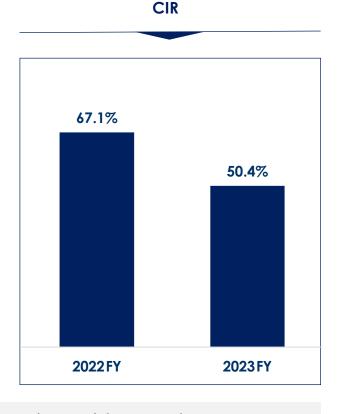
Dropped CIR to 50.4% despite increasing operating expenses and rising inflation

Breakdown of OPEX

₩'billion	20
Regulatory Charges	2
Staff Cost	2
Marketing Comm Entr.	2
Consulting & Outsourcing	1
Depreciation	6
Repairs & Maint.	,
Energy	2
Technology	4
Secutity	1
Others	1







- > OPEX increased by 61.4% to \$\frac{1}{2}194.9bn, driven by regulatory charges (AMCON & NDIC), staff cost, technology, repairs & maintenance etc.
 - > The cost drivers were responsible for 61.6% of the absolute growth in OPEX.
- ▶ However, due to strong revenue growth, the cost-to-income ratio declined to 50.4% from 67.1% in 2022FY. A further drop in CIR will come from a combination of increased revenue and moderation in OPEX.

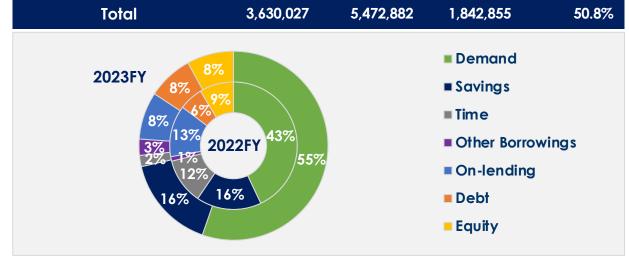
Financial Performance Highlights - SFP

Statement of Financial Position						
₩'million	2022FY	2023FY	VAR	% VAR		
_Total Assets	3,989,009	6,234,688	2,245,679	56.3%		
Earning Assets	2,640,137	4,179,012	1,538,875	58.3%		
Bank Placements	13,601	32,356	18,755	137.9%		
Treasury Bills	280,276	605,414	325,138	116.0%		
Bonds	230,048	448,823	218,775	95.1%		
Net Loans	2,116,212	3,092,419	976,207	46.1%		
Non-Earning Assets	1,348,872	2,055,676	706,804	52.4%		
Cash	33,300	21,440	(11,860)	-35.6%		
Restricted Bal. with CBN	863,090	1,174,398	311,308	36.1%		
Bal. with other Banks	253,444	310,381	56,937	22.5%		
Fixed Assets	42,657	47,382	4,725	11.1%		
All Other Assets	156,381	502,075	345,694	221.1%		
Interest Bearing Liabilities	3,315,666	5,035,575	1,719,909	51.9%		
Customer Deposits	2,580,597	4,014,811	1,434,214	55.6%		
Other Borrowings	41,917	152,432	110,515	263.7%		
On-lending Facilities	473,603	443,736	(29,867)	-6.3%		
Debt Securities	219,549	424,596	205,047	93.4%		
All Other Liabilities	358,983	761,807	402,824	112.2%		
Equity	314,360	437,307	122,947	39.1%		

- > Total assets increased by 56.3% to \$\frac{1}{2}\$6.2tm from \$\frac{1}{4}.0\text{frn in 2022FY.}
 - > 35.1% of the Group 's balance sheet is in foreign currency.
 - > 98.2% of the Group's total assets are controlled by Fidelity Nigeria.
 - While FidBank UK accounted for 1.8% of the total assets and 5.1% of the Group's FCY assets.
- > Earning mix improved by 80 bps to 67.0%, led by 58.3% increase in total earnings base to N4.2trn from N2.6trn in 2022FY.
- > The increase in earnings assets supported the 55.5% growth in interest and similar income to N459.5bn

Building a resilient balance sheet with a well-structured funding base

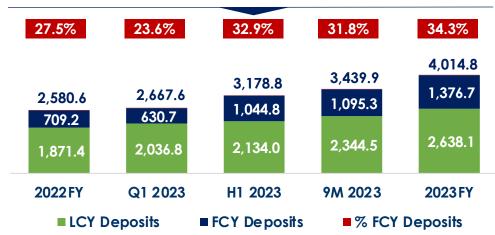
¥'million	2022FY	2023FY	VAR	% VAR
Demand Deposits	1,559,170	3,028,939	1,469,769	94.3%
Savings Deposits	599,331	880,905	281,574	47.0%
Tenor Deposits	422,096	104,967	(317,129)	-75.1%
Other Borrowings	41,917	152,432	110,515	263.7%
On-Lending	473,604	443,736	(29,868)	-6.3%
Debt Securities	219,549	424,596	205,047	93.4%
Equity	314,360	437,307	122,947	39.1%



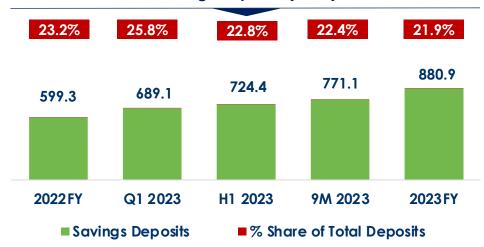
- > Total customer deposits crossed the N4.0tn mark, which boosted the funding base.
- ➤ Total deposits increased by 55.6%, driven by double-digit growth in low-cost deposits (Demand: 94.3% | Savings: 47.0%).
 - > FCY deposits increased by 94.1% and now accounts for 34.3% of total deposits from 27.5% in 2022FY while:
 - ➤ LCY deposits increased by 41.0% to ¥2.6trn.
- ➤ Low-cost deposits increased by 81.1% to ¥3.9trn and now represents 97.4% of total deposits from 83.6% in 2022FY, while tenured funds declined by 75.1%, resulting in improved margins.
- Savings deposits grew by 47.0% to ¥880.9bn, as we mark the 10th consecutive double-digit annual growth in savings deposits.

Sustained growth in low-cost deposits improves margins

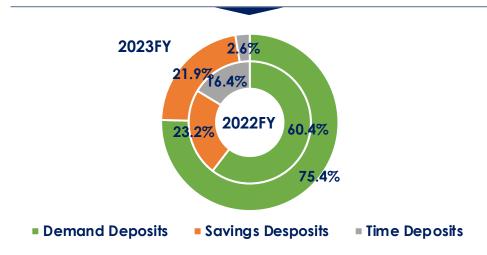




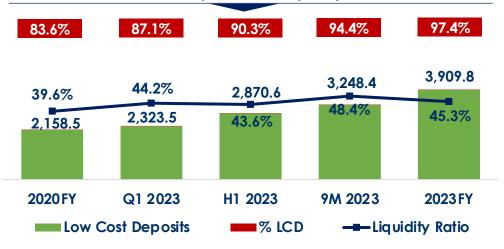
Savings Deposits (N'bn)



Customer Deposits by Type



Low Cost Deposits Vs. Liquidity Ratio

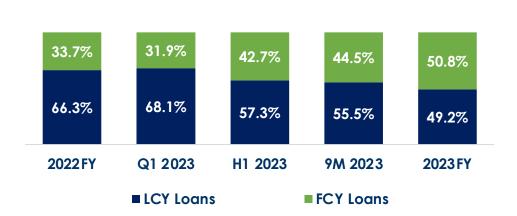


Net Loans and advances

Net Loans & Advance (N'bn)



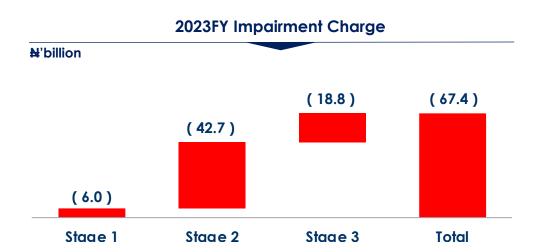
LCY Loans Vs. FCY Loans



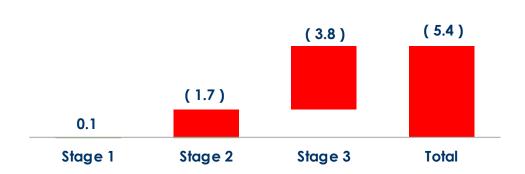
- ➤ Net loans & advances increased by 46.1% to ₩3.1tm, with 44.1% of the loan book within the 12 months or less maturity portfolio.
- > However, real growth was 7.9% while the impact of Naira depreciation accounted for 38.2% increase in the loan book
 - > Conversely, Naira devaluation was responsible for 82.9% of the absolute growth in the loan book.
 - > FCY loans now constitute about 50.8% of the loan book from 33.7% in 2022FY.
 - > FidBank UK accounted for 8.3% of the Group FCY Loans and 4.2% of the Group loan book.
- > Loans to funding ratio came in at 65.9% compared to 69.1% in 2022FY after weighting all permissible loans: Mortgage Loans | SME Loans | Consumer loans etc.

N'billion

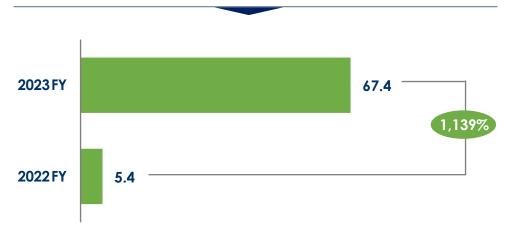
Impact of Naira devaluation leads to increased impairment charge







Impairment Charge



Total Impairment Allowance by Currency

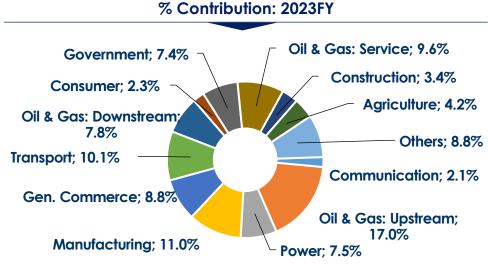
	2022FY	2023FY	VAR	% VAR
FCY	19.0	52.1	33.1	174.2%
NGN	61.5	91.8	30.3	49.3%
TOTAL	80.5	143.9	63.4	78.8%

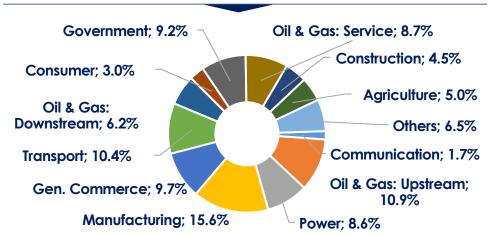
Diversified loan book with focus on asset quality

Gross Loans by Sector								
₩'million	2022FY	Q1 2023	H1 2023	9M 2023	2023FY	VAR	% VAR	
Communication	37,878	42,825	69,406	67,550	66,576	(974)	-1.4%	
Oil and Gas	565,913	572,678	877,774	895,251	1,111,294	216,043	24.1%	
- Upstream	238,622	223,269	349,274	368,471	548,894	180,424	49.0%	
- Downstream	135,916	142,018	228,001	248,479	251,712	3,233	1.3%	
- Services	191,375	207,391	300,499	278,301	310,687	32,386	11.6%	
Power	188,961	191,113	206,869	205,438	241,954	36,516	17.8%	
Manufacturing	341,943	334,423	353,376	352,258	357,545	5,288	1.5%	
General Commerce	213,873	231,327	265,782	274,401	283,540	9,139	3.3%	
Transport	227,728	219,810	301,128	302,315	328,058	25,743	8.5%	
Consumer (Individuals)	66,986	61,268	62,233	71,074	76,051	4,977	7.0%	
Government	202,183	241,019	233,696	231,523	240,183	8,660	3.7%	
Construction	98,793	98,581	110,357	108,227	108,803	575	0.5%	
Agriculture	109,006	106,684	114,889	108,665	137,161	28,496	26.2%	
Real Estate	48,181	49,586	45,350	45,883	44,793	(1,090)	-2.4%	
Education	12,901	12,135	12,582	13,678	13,691	13	0.1%	
Finance & Insurance	8,842	6,098	5,694	4,501	134,793	130,292	2894.8%	
Others	73,572	77,791	87,497	84,025	91,947	7,923	9.4%	
Total	2,196,759	2,245,339	2,746,633	2,764,788	3,236,389	471,600	17.1%	

Sectoral contributions remain below internal guidance and portfolio limit of 20.0%







% Contribution: 2022FY

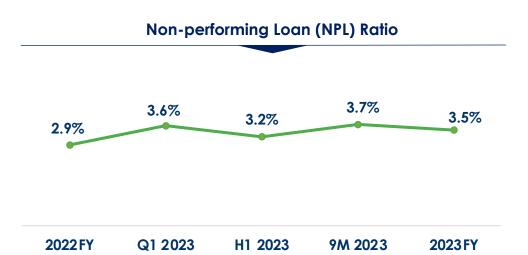
Adequate coverage across stages with NPL coverage at 127.7%

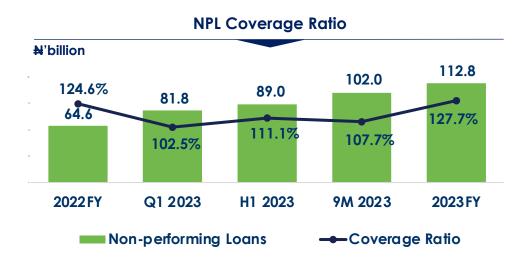
Gross Loan Book by Stage								
₩'million	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Total
Communication	48,426	2,510	15,641	66,576	72.7%	3.8%	23.5%	2.1%
Oil and Gas	636,531	451,579	23,184	1,111,294	57.3%	40.6%	2.1%	34.3%
- Oil & Gas Upstream	225,408	323,487	0	548,894	41.1%	58.9%	0.0%	17.0%
- Oil & Gas Downstream	219,912	25,684	6,116	251,712	87.4 %	10.2%	2.4%	7.8%
- Oil & Gas Services	191,211	102,408	17,068	310,687	61.5%	33.0%	5.5%	9.6%
Power	860	241,093	0	241,954	0.4%	99.6%	0.0%	7.5%
Manufacturing	333,223	20,912	3,410	357,545	93.2%	5.8%	1.0%	11.0%
General Commerce	256,438	17,286	9,816	283,540	90.4%	6.1%	3.5%	8.8%
Transport	115,043	208,463	4,552	328,058	35.1%	63.5%	1.4%	10.1%
Consumer (Individuals)	48,232	882	26,936	76,051	63.4%	1.2%	35.4%	2.3%
Government	196,598	43,583	2	240,183	81.9%	18.1%	0.0%	7.4%
Construction	59,847	41,326	7,630	108,803	55.0%	38.0%	7.0%	3.4%
Agriculture	130,244	3,912	3,005	137,161	95.0%	2.9%	2.2%	4.2%
Real Estate	3,518	40,309	966	44,793	7.9%	90.0%	2.2%	1.4%
Education	11,812	15	1,864	13,691	86.3%	0.1%	13.6%	0.4%
Finance and Insurance	134,098	0	695	134,793	99.5%	0.0%	0.5%	4.2%
Others	75,198	1,668	15,081	91,947	81.8%	1.8%	16.4%	2.8%
Total	2,050,068	1,073,538	112,783	3,236,389	63.3%	33.2%	3.5%	100.0%

Non-performing loans (NPL) analysis

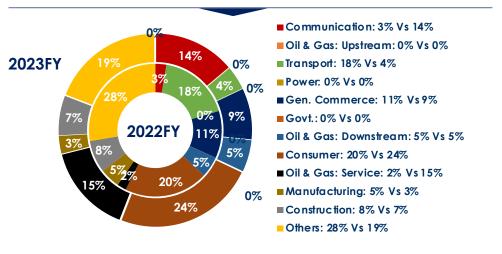
NPL Analysis							
	2022FY	2023FY	VAR	% VAR	2022FY	2023FY	
	N 'million	₩ 'million	₽'million	%	NPL Ratio	NPL Ratio	
Communication	1,748	15,641	13,893	794.8%	4.6%	23.5%	
Oil and Gas	4,738	23,184	18,446	389.3%	0.8%	2.1%	
- Oil & Gas Upstream	0	0	-	0.0%	0.0%	0.0%	
- Oil & Gas Downstream	3,296	6,116	2,820	85.6%	2.4%	2.4%	
- Oil & Gas Services	1,442	17,068	15,626	1083.4%	0.8%	5.5%	
Power	0	0	(O)	-100.0%	0.0%	0.0%	
Manufacturing	3,145	3,410	265	8.4%	0.9%	1.0%	
General Commerce	7,429	9,816	2,387	32.1%	3.5%	3.5%	
Transport	11,397	4,552	(6,844)	-60.1%	5.0%	1.4%	
Consumer (Individuals)	13,189	26,936	13,748	104.2%	19.7%	35.4%	
Government	18	2	(15)	-86.3%	0.0%	0.0%	
Construction	5,121	7,630	2,508	49.0%	5.2%	7.0%	
Agriculture	4,550	3,005	(1,545)	-34.0%	4.2%	2.2%	
Real Estate	172	966	794	462.9%	0.4%	2.2%	
Education	597	1,864	1,267	212.1%	4.6%	13.6%	
Finance and Insurance	697	695	(2)	-0.3%	7.9%	0.5%	
Others	11,843	15,081	3,238	27.3%	16.1%	16.4%	
Total	64,644	112,783	48,139	74.5%	2.9%	3.5%	

Focus remains on asset quality as the loan book increases

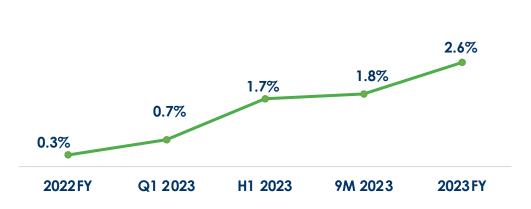




NPL Contribution by Sector (2022FY Vs. 2023FY)









Capital Adequacy Ratio Computation – Basel II						
N 'billion	2022FY	2023FY	VAR			
Tier 1 Capital	218.2	208.2	(10.0)			
Tier 2 Capital	71.3	90.5	19.2			
Total Qualified Capital	298.8	9.3				
Credit Risk	1,326.8	1,459.5	132.7			
Market Risk	18.0	12.1	(5.9)			
Operational Risk	250.9	376.4	125.4			
Risk Weighted Assets 1,595.		1,848.0	252.3			
Capital Adequacy Ratio						
Tier 1	13.7%	11.3%				
Tier 2	4.5%	4.9%				
Overall CAR	16.2%					

Capital Adequacy Ratio Trend



- > CAR dropped to 16.2%, yet stood well above the minimum regulatory threshold of 15.0%.
- The drop is attributable to the recent Naira devaluation which had an estimated 250 – 300 bps negative impact on CAR.
- > Implementation of Zero NOP limit by the CBN was responsible for the N5.9bn (32.7%) drop in market risk.



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Guidance

Actual Vs. Target

	2023FY Actual	2023FY Target	Comment	2024FY Target
PBT	₩124.4bn	₩70.0bn	Achieved	₩170.0bn
Loan Growth	26.1%	10.0% - 15.0%	Achieved	10.0% - 15.0%
Deposit Growth	55.6%	15.0% - 20.0%	Achieved	15.0% - 20.0%
Net Interest Margin	8.1%	6.0% - 6.5%	Achieved	8.0% - 8.5%
Cost to Income Ratio	50.4%	Below 65.0%	Achieved	Below 65.0%
RoAE – Post Tax	26.5%	18.2%	Achieved	20.0% - 25.0%
Cost of Risk	2.6%	1.0%	Not Achieved	2.0%
NPL Ratio	3.5%	Below 5.0%	Achieved	Below 5.0%
Tax Rate	20.0%	10.0% - 15.0%	Not Achieved	20.0%
Proposed Dividends	27.3% (85K/Share)	25% - 40% (of PAT)	Achieved	25% - 40% (of PAT)

