

Fidelity Bank Investor Presentation

Unaudited Financial Results for the 9 months ended

September 30, 2015



1 The Operating Environment

2 Overview of Fidelity Bank

3 Financial Highlights

4 Financial Review

5 2015 Guidance

Recent Events & Policy Changes



- ❑ JP Morgan has excluded Nigeria from its local-currency emerging-market bond indexes, citing liquidity concerns due to restrictions on foreign exchange transactions.
- ❑ The partial removal cuts the weight of Nigerian Bonds to 0.79%, while that of Brazil and South Africa increased to 0.80% and 0.20% respectively.
- ❑ President Muhammadu Buhari backs the CBN foreign currency control measures targeted at protecting the value of the Naira.
- ❑ The CBN implements the Treasury Single Accounts (TSA) on Sept. 15th, 2015.
- ❑ The MPC reduces banks Cash Reserve Requirements (CRR) to 25%, freeing up some liquidity in the banking sector post TSA implementation.
- ❑ Nigerian Electricity Regulatory Commission (NERC) set to increase electricity tariff as DISCOs and GENCOs lament over high operating cost.
- ❑ Foreign reserves stands at \$30.2bn though import cover remains below 6 months.
- ❑ Inflation is currently at 9.4%; above the targeted band of 6% – 9%.

Economic Stimulus to Drive Growth



- ❑ Senate confirms all 36 ministerial nominees, bringing an end to over 3 weeks of ministerial screening.
- ❑ With the Senate confirmation concluded, the President can now constitute a cabinet to chart the way forward for the economy.
- ❑ The Presidency plans setting up \$25 billion infrastructure fund to stimulate the economy with investments targeted at key sectors including transport and power
- ❑ The Debt Management Office in September restructured an estimated N322bn of 13 state government loans by issuing 2034 FGN bonds to commercial banks, effectively removing the loans from the balance sheet of banks (de-risking the banking industry).
- ❑ The CBN has started the disbursement of concessionary loans to state governments for the liquidation of workers salary arrears; a total of N338bn is estimated to have been disbursed to 27 states.
- ❑ The concessionary loans was issued at an interest rate of 9% with a tenor of 20 years.
- ❑ State workers start receiving backlog of owed salaries after the Federal Government begins the implementation of the three-pronged bailout for cash strapped state governments.



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Overview of Fidelity Bank



Background

- ▶ A full service bank with International Authorisation established in 1987 and licensed by the Central Bank of Nigeria
- ▶ The Bank currently has over 400,000 shareholders with the majority being Nigerian citizens and corporations.
- ▶ A Well capitalised bank with a CAR of 20.6%
- ▶ Over 85% of the branch network is located in key business centres and the most economically viable regions of Nigeria.
- ▶ A leading partner to the SMEs and key sectors in the Nigerian economy.

Distribution Network

Business Offices		Electronic Banking	
Lagos	80	ATMs	730
South West	13	POS	3,854
South South	41		
South East	42		
North West	15		
North East	7		
North Central	11		
FCT Abuja	16		

Key Highlight

Total Assets	N1,159.2 billion
Total Equity	N180.3 billion
Business Offices	225
No of Accounts	3.2 million
Professional Staff	3,296
Consumer Sales Agents	915
Ratings	B/B (S&P)/Fitch
Auditors	Ernst & Young / PKF



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Performance Highlights



Revenue and Efficiency Ratio

- ❑ Total Interest Income up by 10.2% to N84.7 billion in 9M 2015 (9M 2014: N76.8 billion)
- ❑ Net Fee Income up by 7.7% to N21.4 billion in 9M 2015 (9M 2014: N19.9 billion)
- ❑ Net Interest Margin at 6.9% in 9M 2015 (H1 2015: 6.6%; Q1 2015: 6.2%; 2014FY: 6.0%)
- ❑ PBT increased by 3.0% to N13.8 billion in 9M 2015 (PAT came in at N11.4 billion)

Asset Quality

- ❑ Cost of Risk increased to 1.0% in 9M 2015, compared to 0.8% in 2014 FY
- ❑ NPL Ratio: 3.7% as at September 30, 2015 from 4.4% in 2014 FY
- ❑ Coverage Ratio improved to 102.0% in 9M 2015 from 71.6% in 2014 FY
- ❑ FCY Loans accounts for 44.0% of Total Loan Book from 41.9% in 2014 FY

Capital Adequacy and Liquidity

- ❑ Capital Adequacy Ratio of 20.6%, based on Basel II computation
- ❑ Liquidity Ratio of 33.4% compared to regulatory minimum of 30.0%
- ❑ Net Loans to Customer Deposits of 71.5% from 66.1% (2014 FY)
- ❑ Total Equity of N180.3 billion from N173.1 billion (2014 FY)

Financial Highlights



Summary of Income Statement: 9M 2015 Vs 9M 2014

N'million	9M 2015	9M 2014	VAR	% VAR
Gross Earnings	106,570	96,023	10,547	11.0%
Interest Income Loans	58,836	51,614	7,222	14.0%
Interest Income Liquid Assets	25,854	25,204	650	2.6%
Total Interest Income	84,690	76,818	7,872	10.2%
Interest Expense Customer Deposits	(36,097)	(37,212)	1,115	-3.0%
Interest Expense Borrowings	(7,988)	(2,948)	(5,040)	171.0%
Total Interest Expense	(44,085)	(40,160)	(3,926)	9.8%
Net Interest Income	40,605	36,658	3,947	10.8%
FX Income	6,316	9,234	(2,918)	-31.6%
COT	1,608	3,356	(1,748)	-52.1%
Other Fee Income (Net)	13,459	7,268	6,191	85.2%
Net Fee Income	21,383	19,859	1,525	7.7%
Operating Income	61,988	56,517	5,471	9.7%
Total Expenses	(44,756)	(40,577)	(4,179)	10.3%
Net gains / (losses) from Fin. Inst	497	(653)	1,150	-176.0%
Net Impairment Losses	(3,940)	(1,898)	(2,042)	107.6%
Profit before Tax	13,789	13,389	400	3.0%

Please note: Gross Earnings is net of Fees and Commission Expenses

Financial Highlights



Summary of Income Statement: Q-o-Q Change

N'million	Q3 2015	Q2 2015	Q1 2015	VAR	% VAR
Gross Earnings	35,765	36,518	34,288	(753)	-2.1%
Interest Income Loans	20,870	19,396	18,570	1,474	7.6%
Interest Income Liquid Assets	7,794	9,512	8,548	(1,718)	-18.1%
Total Interest Income	28,664	28,908	27,118	(245)	-0.8%
Interest Expense Customer Deposits	(11,905)	(11,671)	(12,521)	(234)	2.0%
Interest Expense Borrowings	(3,000)	(2,780)	(2,209)	(220)	7.9%
Total Interest Expense	(14,905)	(14,450)	(14,730)	(454)	3.1%
Net Interest Income	13,759	14,458	12,388	(699)	-4.8%
FX Income	277	1,259	4,780	(983)	-78.0%
COT	525	503	580	22	4.4%
Other Fee Income (Net)	5,402	4,713	3,345	688	14.6%
Net Fee Income	6,203	6,476	8,704	(272)	-4.2%
Operating Income	19,962	20,934	21,093	(971)	-4.6%
Total Expenses	(15,935)	(14,994)	(13,827)	(941)	6.3%
Net gains / (losses) from Fin. Inst	898	1,134	(1,535)	(236)	-20.8%
Net Impairment Losses	(800)	(2,120)	(1,020)	1,320	-62.3%
Profit before Tax	4,125	4,954	4,710	(829)	-16.7%

Please note: Gross Earnings is net of Fees and Commission Expenses

Financial Highlights



Statement of Financial Position: 9M 2015 Vs 2014 FY

N'million	9M 2015	2014 FY	VAR	% VAR
Total Assets	1,159,184	1,187,025	(27,841)	-2.3%
Earning Assets	789,058	818,993	(29,935)	-3.7%
Bank Placements	11,500	42,049	(30,549)	-72.7%
Treasury Bills	173,719	184,342	(10,623)	-5.8%
Bonds	56,135	50,917	5,219	10.2%
Customer Loans (Naira)	306,473	314,941	(8,468)	-2.7%
Customer Loans (FCY)	241,230	226,744	14,487	6.4%
Non-Earning Assets	370,126	368,032	2,094	0.6%
Cash	19,324	33,659	(14,335)	-42.6%
Cash Reserve	210,244	224,472	(14,228)	-6.3%
Bal. with other Banks/Settlement Acct	47,822	26,686	21,136	79.2%
Fixed Assets	40,735	37,958	2,777	7.3%
All Other Assets	52,002	45,257	6,745	14.9%
Interest Bearing Liabilities	907,637	937,575	(29,938)	-3.2%
Demand	400,648	424,397	(23,749)	-5.6%
Savings	105,925	97,996	7,929	8.1%
Time Deposits	259,213	297,641	(38,428)	-12.9%
Borrowings	53,719	62,547	(8,828)	-14.1%
Debt Securities	88,133	54,994	33,139	60.3%
All Other Liabilities	71,207	76,339	(5,132)	-6.7%
Equity	180,339	173,111	7,228	4.2%

Financial Highlights



Statement of Financial Position: Q-o-Q Change

N'million	Q3 2015	Q2 2015	Q1 2015	2014 FY	VAR	% VAR
Total Assets	1,159,184	1,192,684	1,196,228	1,187,025	(33,500)	-2.8%
Earning Assets	789,058	825,327	804,752	818,993	(36,270)	-4.4%
Bank Placements	11,500	4,000	2,000	42,049	7,500	187.5%
Treasury Bills	173,719	199,640	203,983	184,342	(25,921)	-13.0%
Bonds	56,135	48,848	51,888	50,917	7,287	14.9%
Customer Loans (Naira)	306,473	327,313	302,886	314,941	(20,840)	-6.4%
Customer Loans (FCY)	241,230	245,526	243,995	226,744	(4,296)	-1.7%
Non-Earning Assets	370,126	367,356	391,476	368,032	2,770	0.8%
Cash	19,324	22,801	75,457	33,659	(3,478)	-15.3%
Cash Reserve	210,244	215,863	200,063	200,123	(5,620)	-2.6%
Bal. with other Banks/Settlement Acct	47,822	29,647	18,127	51,035	18,174	61.3%
Fixed Assets	40,735	40,028	38,221	37,958	707	1.8%
All Other Assets	52,002	59,017	59,608	45,257	(7,015)	-11.9%
Interest Bearing Liabilities	907,637	934,665	902,180	937,575	(27,027)	-2.9%
Demand	400,648	389,250	429,472	424,397	11,398	2.9%
Savings	105,925	105,214	105,581	97,996	710	0.7%
Time Deposits	259,213	302,086	262,487	297,641	(42,873)	-14.2%
Borrowings	53,719	48,334	45,571	62,547	5,385	11.1%
Debt Securities	88,133	89,780	59,070	54,994	(1,647)	-1.8%
All Other Liabilities	71,207	79,463	115,978	76,339	(8,256)	-10.4%
Equity	180,339	178,557	178,070	173,111	1,782	1.0%



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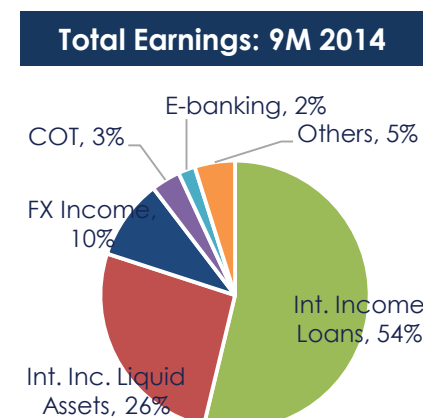
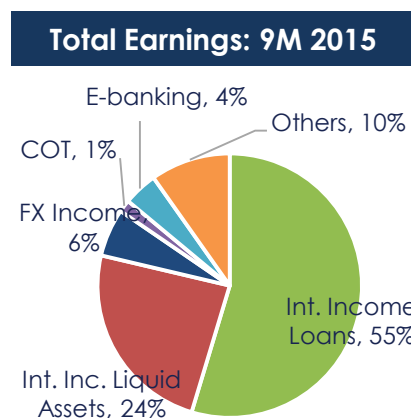
4 Financial Review

5 2015 Guidance

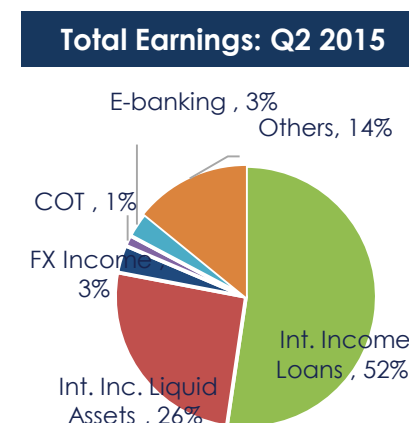
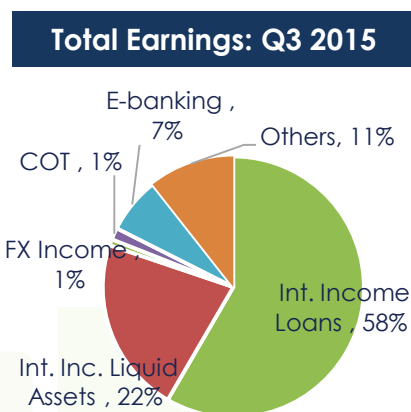
Total Earnings Analysis



Key Highlights (N'million)	9M 2015	9M 2014	VAR
Total Earnings	107,637	96,023	11,613
Interest Income Loans	58,836	51,614	7,222
Interest Income Liquid Assets	25,854	25,204	650
FX Income	6,316	9,234	(2,918)
Comm. on Turnover (COT)	1,608	3,356	(1,748)
E-banking Income	4,486	1,964	2,521
Other Income	10,040	5,304	4,736
Net Gains/Losses frm Fin. Inst.	497	(653)	1,150



Key Highlights (N'million)	Q3 2015	Q2 2015	Q1 2015
Total Earnings	35,746	37,061	34,829
Interest Income Loans	20,870	19,396	18,570
Interest Income Liquid Assets	7,794	9,512	8,548
FX Income	277	1,259	4,780
Comm. on Turnover (COT)	525	503	580
E-banking Income	2,489	1,155	841
Other Income	2,894	4,101	3,045
Net Gains/Losses frm Fin. Inst.	898	1,134	(1,535)



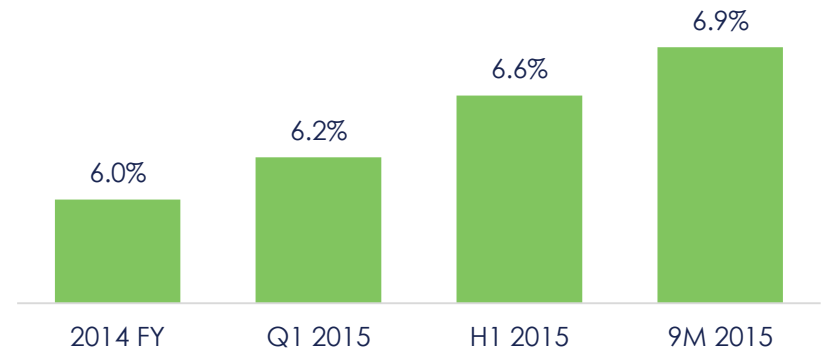
- Total earnings was up by 12.1%y-o-y, driven by interest income on loans, E-Banking and other transactional fees.
- COT increased by 4.4% q-o-q but dropped by 52.1% y-o-y due to the reduction in regulatory tariff by 50%

Net Interest Margin Analysis

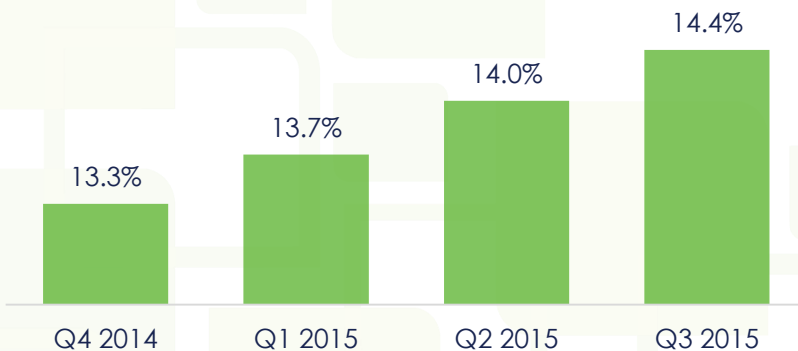


- ▶ NIM has grown steadily from 6.0% in 2014FY to 6.9% in Q3 2015 due to a 1.1% growth in the yield on earning assets and a 0.3% decline in funding costs
- ▶ The increase in the yield on earning assets was driven by repricing of the loan book and the growth in higher yield segments e.g. consumer loans
- ▶ Funding costs have declined YTD due to the rebalancing of funding base and increased contribution of low-cost deposits, however funding pressures in Q3 led to an increase in the cost of funds.

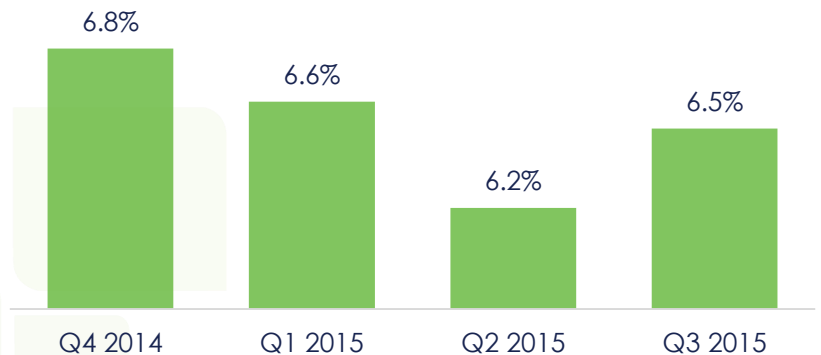
NIM Trend



Yield on Earnings Assets (Q-o-Q)



Funding Cost (Q-o-Q)



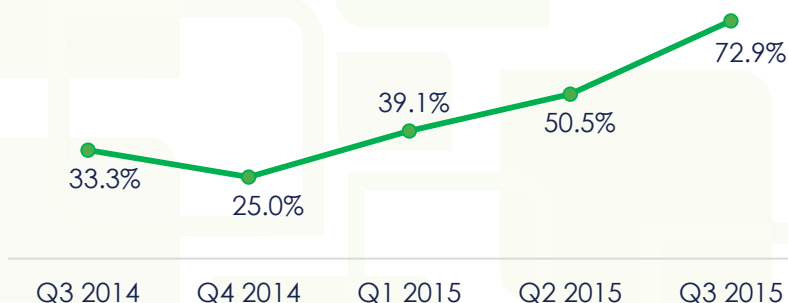
E-Banking Income Analysis



- ▶ Disciplined implementation of our retail strategy using technology as an enabler has continued to translate to improved earnings with income from e-banking increasing by 128.4% y-o-y.
- ▶ Compared to Q2 2015, profit was up by 115.4% as more customers are migrated to our electronic banking platforms leading to a significant growth in transaction volumes/values.
- ▶ Profit margin trends up as revenue growth outpaces direct cost of products and channels.

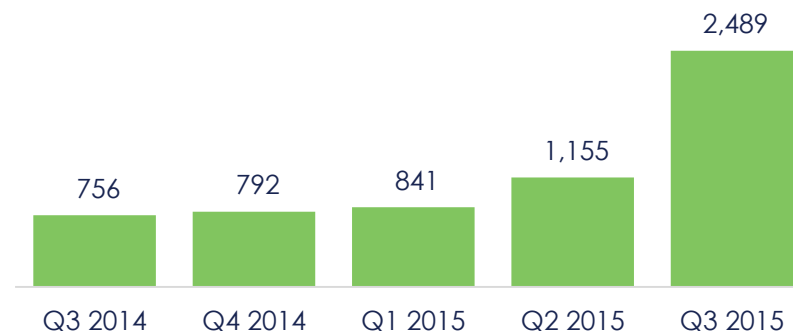
E-Banking Profit Margin

Net earnings to total revenue



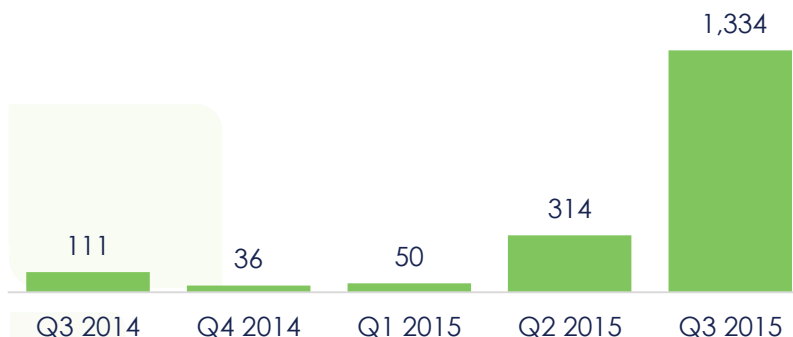
Quarterly Revenue Trend

N'million



Quarterly Revenue Growth

N'million

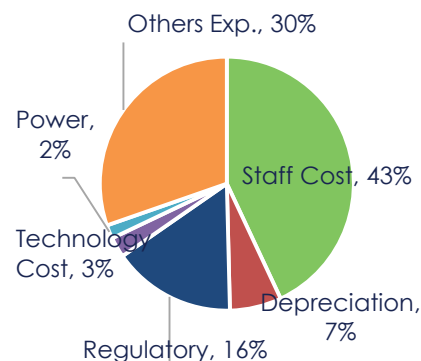


Expense Analysis

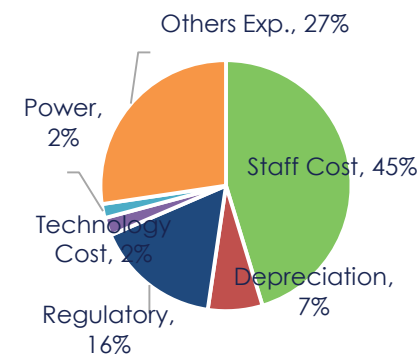


Key Highlight (N'million)	9M 2015	9M 2014	VAR
Total Expenses	44,756	40,577	4,179
Staff Cost	19,257	18,380	878
Depreciation	2,947	2,853	94
Regulatory Cost	7,039	6,578	461
Technology Cost	1,161	935	226
Power	777	732	45
Security	939	877	62
Branding & Advert	2,286	557	1,729
Other Expenses	10,350	9,665	684

Total Expenses: 9M 2015

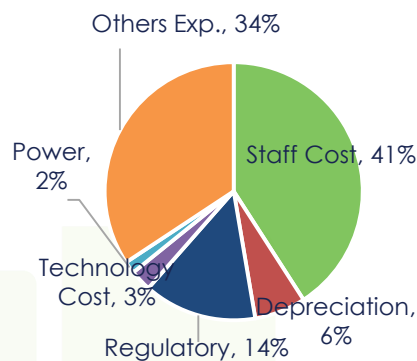


Total Expenses: 9M 2014

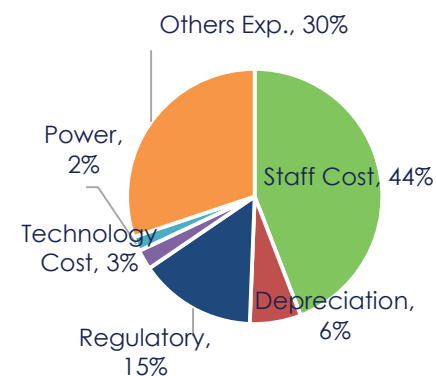


Key Highlight (N'million)	Q3 2015	Q2 2015	Q1 2015
Total Expenses	15,935	14,994	13,827
Staff Cost	6,517	6,617	6,123
Depreciation	1,024	972	951
Regulatory Cost	2,257	2,229	2,553
Technology Cost	430	377	354
Power	243	279	255
Security	310	323	307
Branding & Advert	1,475	453	358
Other Expenses	3,679	3,744	2,926

Total Expenses: Q3 2015



Total Expenses: Q2 2015



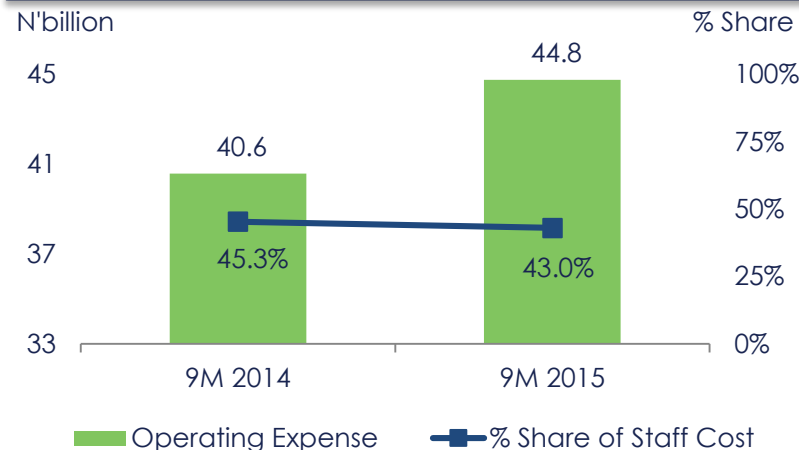
- Total operating expenses grew by 10.3% on the back of increased staff cost, Technology Costs, branding & advertisement cost, and regulatory charges etc.
- Branding & advertisement cost increased by 225.6% q-o-q due to expenses incurred on our rebranding initiatives.

Cost Dynamics



- ▶ Total expenses increased by 10.3% y-o-y (6.3% q-o-q), with staff cost, branding & advertisement, and regulatory charges contributing most to the cost line.
- ▶ Cost to income ratio improved y-o-y to 71.6% (9M 2015) from 72.6% (9M 2014), however, it increased to 76.4% in Q3 2015 from 67.9% (Q2) largely due to the cost lines above.
- ▶ Though key cost drivers are not likely to change in Q4, we are still committed to ensuring cost growth for the year is below the inflation rate.

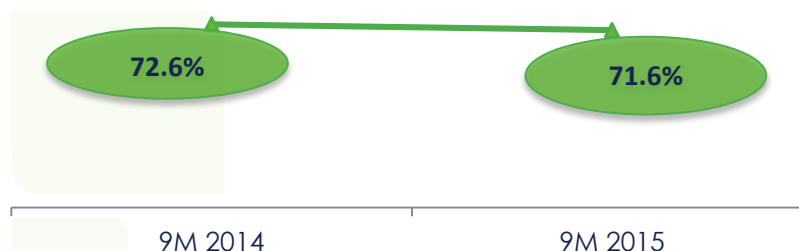
Operating Expenses & Staff Cost



Key Cost Drivers in Q3 2015



Cost – Income Ratio

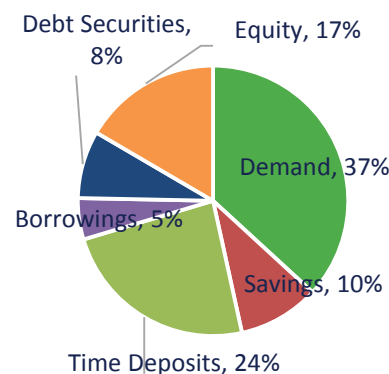


Funding Structure

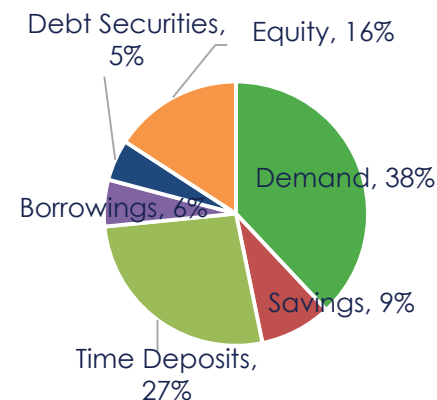


Key Highlights (N'm)	9M 2015	2014FY	VAR
Demand Deposits	400,648	424,397	(23,749)
Savings Deposits	105,925	97,996	7,929
Time Deposits	259,213	297,641	(38,428)
Borrowings	53,719	62,547	(8,828)
Debt Securities	88,133	54,994	33,139
Equity	180,339	173,111	7,228
Total	1,087,977	1,110,686	(22,709)

Funding Structure: 9M 2015

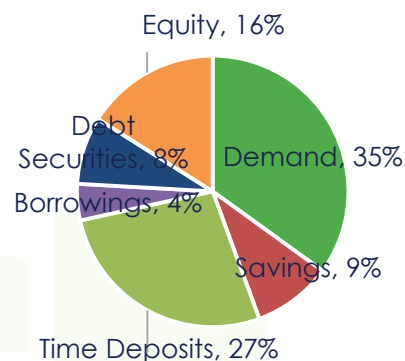


Funding Structure: 2014FY

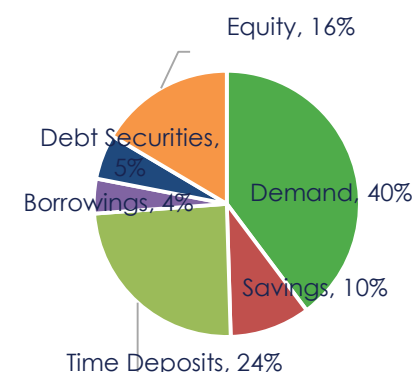


Key Highlights (N'm)	Q3 2015	Q2 2015	Q1 2015
Demand Deposits	400,648	389,250	429,472
Savings Deposits	105,925	105,214	105,581
Time Deposits	259,213	302,086	262,487
Borrowings	53,719	48,334	45,571
Debt Securities	88,133	89,780	59,070
Equity	180,339	178,557	178,070
Total	1,087,977	1,113,221	1,080,249

Funding Structure: Q2 2015



Funding Structure: Q1 2015



- Total customer deposits dropped by 6.6% YTD (3.9% drop q-o-q) to N765.8 billion from N820.0 billion, however, low cost deposits (Demand and Savings) increased by 2.4% q-o-q as low cost deposit ratio improved to 66.2% from 62.1% (Q2 2015).
- Customer deposits represents 70.4% of total funding base and 84.4% of interest bearing liabilities.

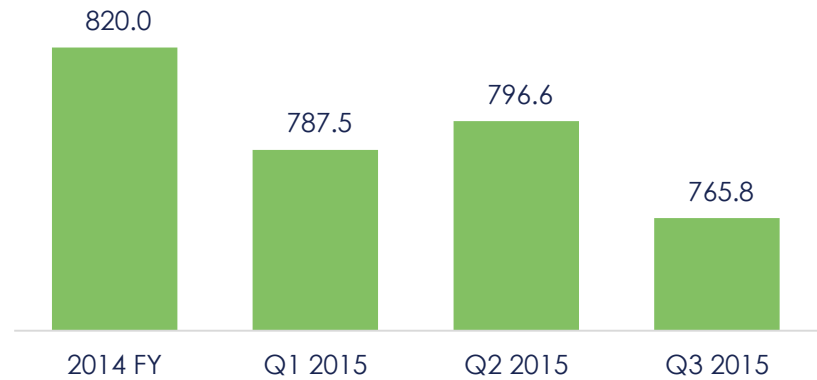
Deposits Analysis



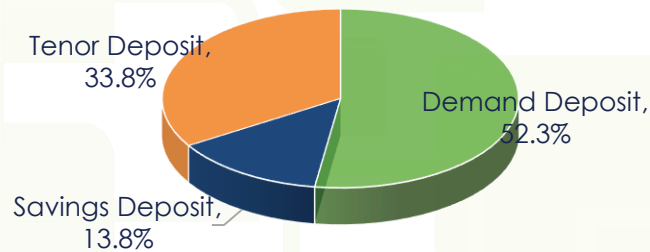
- ▶ Total deposits declined by 6.6% YTD to N765.8 billion and 3.9% q-o-q due to regulatory initiatives e.g. Treasury Single Account (TSA) which impacted our deposit base by about N75bn.
- ▶ Low cost deposits constitute about 66.2% of total deposits from 63.7% in Dec 2014 and 62.1% in Q2 2015.
- ▶ We have revised our deposit guidance for the year in line with current business realities

Customer Deposits

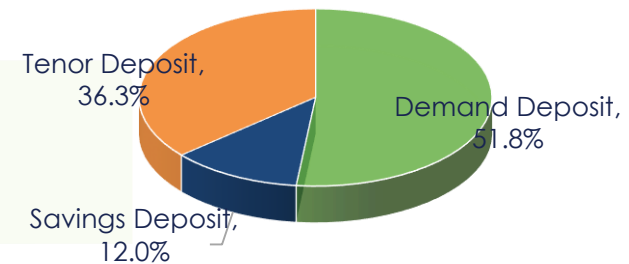
N'billion



Customer Deposits by Type – Q3 2015



Customer Deposits by Type – 2014 FY



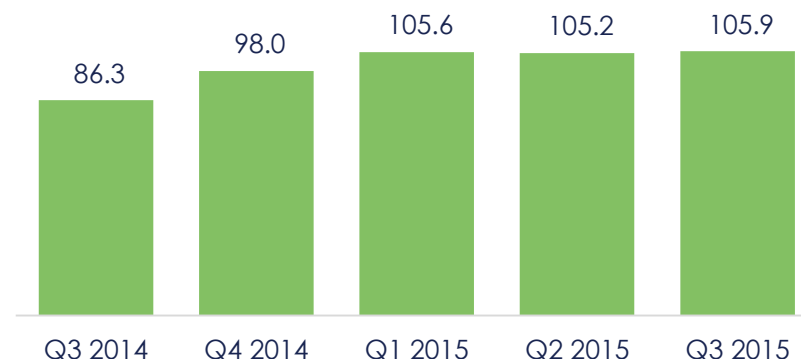
Retail Banking Analysis (Personal Banking)



- ▶ Savings deposit grew by 8.1% YTD while it increased marginally by 0.7% q-o-q.
- ▶ We expect the disbursement of the salary bailout funds to increase consumer disposable income which should impact our retail deposit base in Q4.
- ▶ Retail assets growth picked up after the aggressive collection drive in Q1 2015, this has improved the overall yield of the loan book.

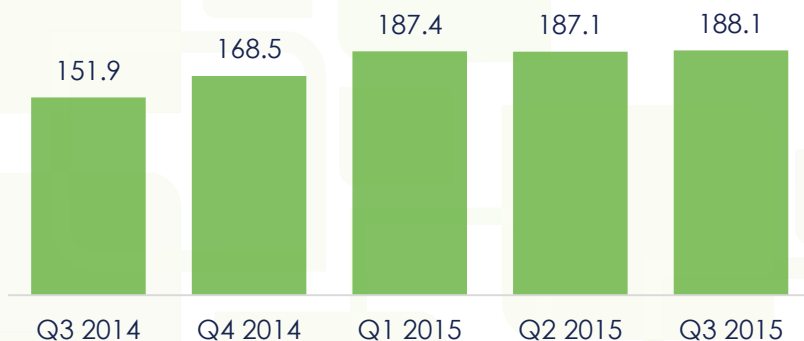
Savings Deposits Trend

N'billion



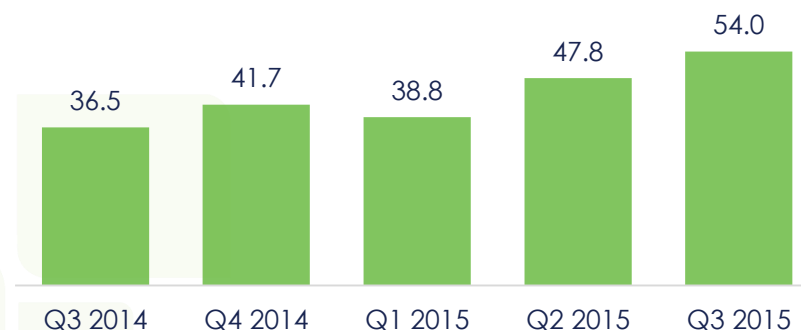
Retail Low Cost Deposits

N'billion

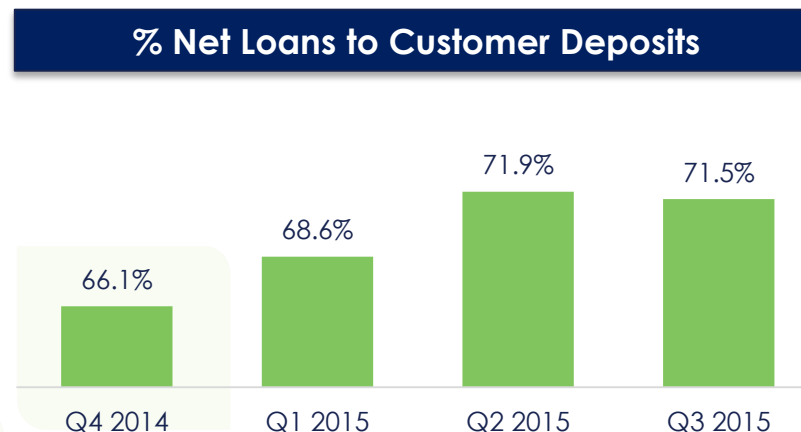
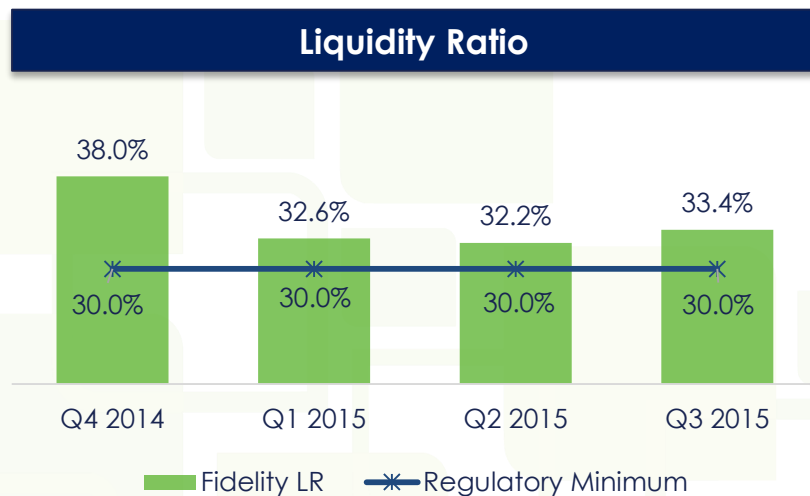
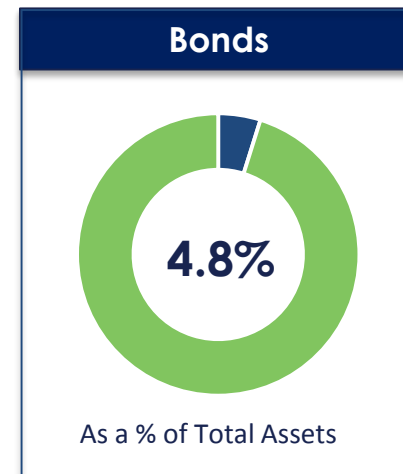
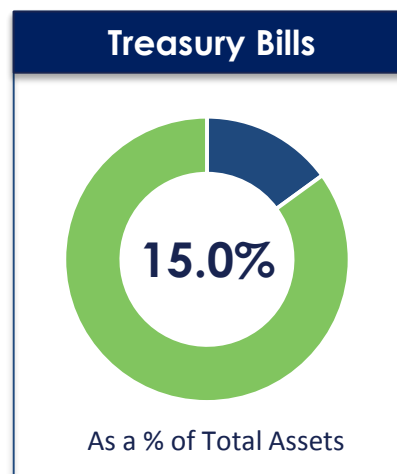
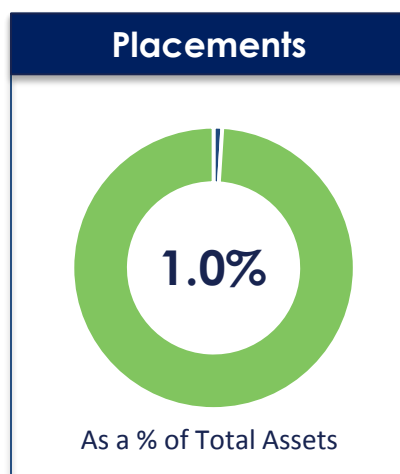
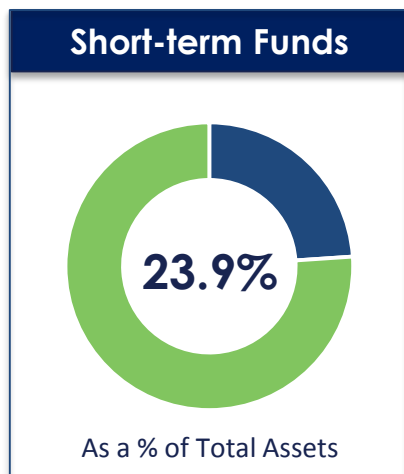


Retail Assets Trend

N'billion



Liquidity Assets Position



Portfolio Analysis



Breakdown of Loans & Advances to Customers: 9M 2015 Vs 2014 FY

N'million	9M 2015	2014 FY	VAR	% VAR
Communication	53,330	76,480	(23,150)	-30.3%
Oil and gas	151,671	134,750	16,921	12.6%
Power	59,098	57,626	1,472	2.6%
Manufacturing	64,336	51,323	13,013	25.4%
General Commerce	39,372	47,502	(8,130)	-17.1%
Transport	51,845	48,826	3,019	6.2%
Consumer (Individuals)	53,980	41,735	12,245	29.3%
Government	6,401	12,328	(5,927)	-48.1%
Construction	16,731	18,444	(1,713)	-9.3%
Agriculture	12,140	14,456	(2,316)	-16.0%
Real Estate	15,989	12,146	3,843	31.6%
Education	2,740	2,553	187	7.3%
Finance and Insurance	908	836	72	8.6%
Others	40,553	40,131	422	1.1%
TOTAL	569,094	559,136	9,958	1.8%

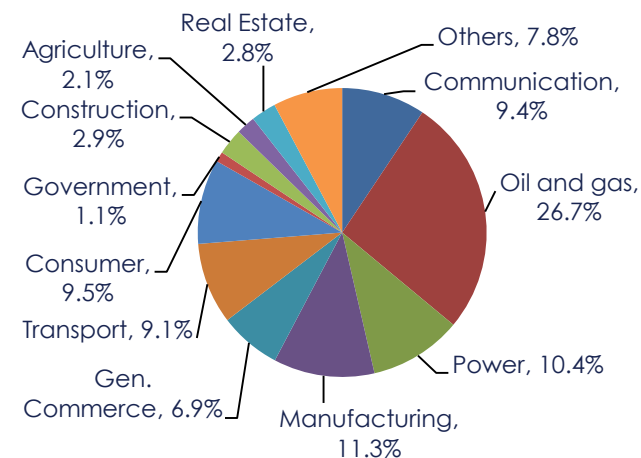
Portfolio Analysis



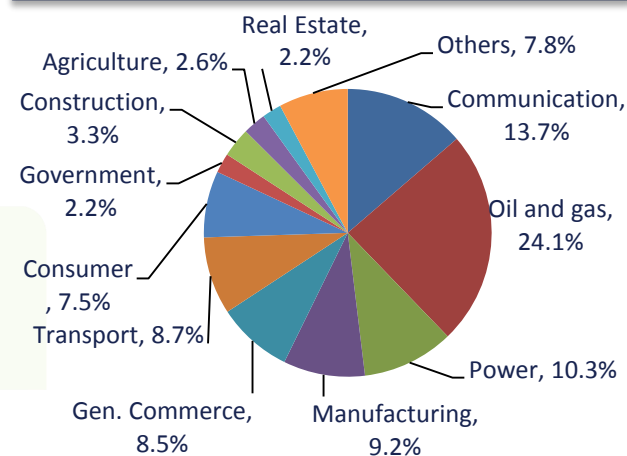
Breakdown of Loans & Advances to Customers

N'million	Q3 2015	Q2 2015	Q1 2015	Q4 2014	Q3 2014
Communication	53,330	72,887	73,200	76,480	86,204
Oil and gas	151,671	150,527	144,147	134,750	122,410
Power	59,098	59,223	59,641	57,626	46,652
Manufacturing	64,336	60,537	51,778	51,323	31,408
Gen. Commerce	39,372	45,994	47,436	47,502	44,110
Transport	51,845	51,671	49,484	48,826	35,659
Consumer	53,980	47,825	38,832	41,735	36,482
Government	6,401	5,295	5,922	12,328	30,259
Construction	16,731	17,606	19,069	18,444	16,398
Agriculture	12,140	11,409	15,206	14,456	12,854
Real Estate	15,989	16,509	13,197	12,146	10,047
Education	2,740	3,145	2,157	2,553	189
Fin. & Insurance	908	3,166	710	836	688
Others	40,553	47,616	43,960	40,131	36,953
TOTAL	569,094	593,410	564,738	559,136	510,314

Loan Analysis – Q3 2015



Loan Analysis – 2014 FY



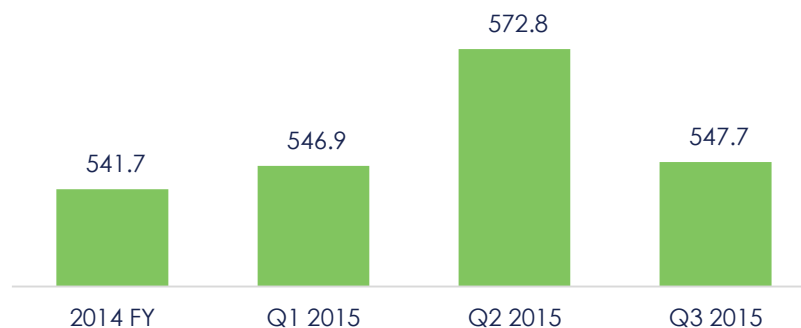
Loan Book Analysis



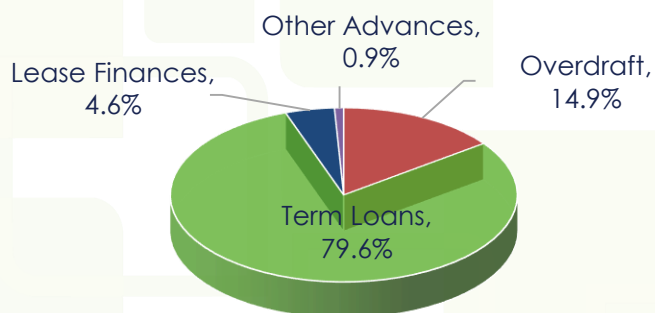
- ▶ Net loans increased by 1.1% YTD to N547.7 billion but declined by 4.4% q-o-q driven by customer pay-downs and cautious approach to asset creation in line with the weaker macro environment.
- ▶ Q-o-Q drop was driven by communication (major pay-down by a Telco) and general commerce.
- ▶ Manufacturing and retail were the key growth segments
- ▶ FCY loans now represents 44.0% of total loans from 42.7% in Q2, as pay-downs impacted LCY volumes.

Net Loans and Advances to Customers

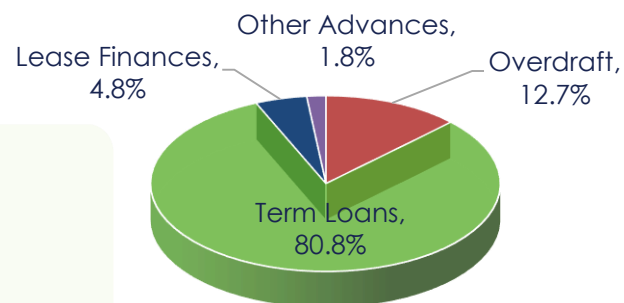
N'billion



Total Loans by Type – Q3 2015



Total Loans by Type – 2014 FY





Breakdown of Non-performing Loans: 9M 2015 Vs 2014 FY

	9M 2015			2014 FY		
	N'million	% Contr.	% NPL	N'million	% Contr.	% NPL
Communication	4,168	19.9%	7.8%	3,628	14.9%	4.7%
Oil and gas	1,256	6.0%	0.8%	605	2.5%	0.4%
Power	0	0.0%	0.0%	0	0.0%	0.0%
Manufacturing	7,142	34.1%	11.1%	7,393	30.3%	14.4%
General Commerce	2,096	10.0%	5.3%	3,670	15.1%	7.7%
Transport	1,794	8.6%	3.5%	1,326	5.4%	2.7%
Consumer (Individuals)	1,108	5.3%	2.1%	1,569	6.4%	3.8%
Government	189	0.9%	3.0%	864	3.5%	7.0%
Construction	152	0.7%	0.9%	512	2.1%	2.8%
Agriculture	663	3.2%	5.5%	647	2.7%	4.5%
Real Estate	330	1.6%	2.1%	466	1.9%	3.8%
Education	314	1.5%	11.5%	355	1.5%	13.9%
Finance and Insurance	164	0.8%	18.1%	295	1.2%	35.3%
Others	1,599	7.6%	3.9%	3,039	12.5%	7.6%
TOTAL	20,976	100%	3.7%	24,368	100%	4.4%

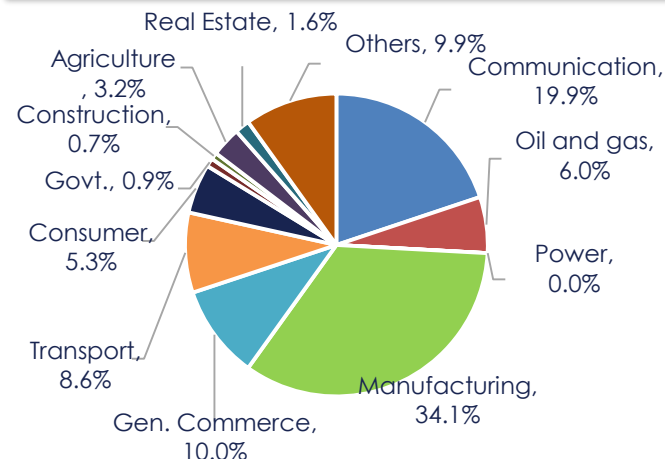
Portfolio Analysis



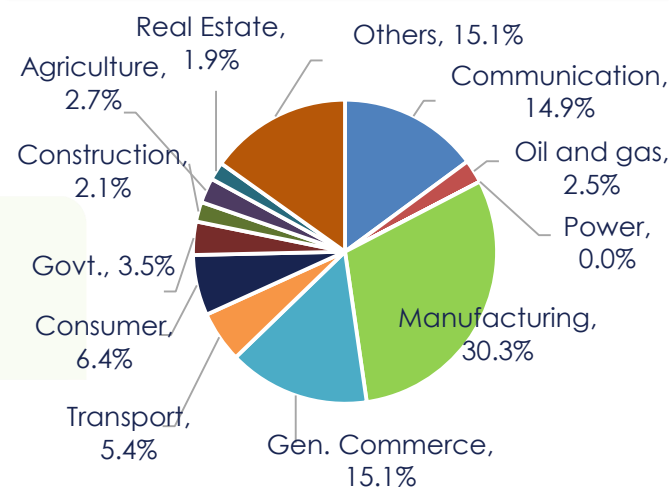
Breakdown of Non-performing Loans

N'million	Q3 2015	Q2 2015	Q1 2015	Q4 2014	Q3 2014
Communication	4,168	3,405	3,431	3,628	4,458
Oil and gas	1,256	1,022	622	605	2,167
Power	0	0	0	0	0
Manufacturing	7,142	7,177	7,197	7,393	6,903
Gen. Commerce	2,096	4,006	3,669	3,670	3,396
Transport	1,794	1,466	1,366	1,326	1,624
Consumer	1,108	1,178	1,477	1,569	277
Government	189	109	267	864	54
Construction	152	137	520	512	480
Agriculture	663	659	659	647	633
Real Estate	330	347	342	466	97
Education	314	327	343	355	177
Fin. & Insurance	164	165	297	295	308
Others	1,599	1,646	1,506	3,039	1,919
TOTAL	20,976	21,645	21,695	24,368	22,495

NPL Analysis – Q3 2015



NPL Analysis – 2014 FY



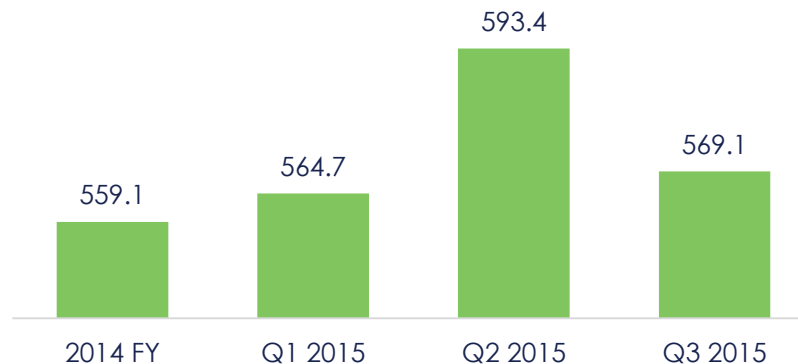
NPL Analysis



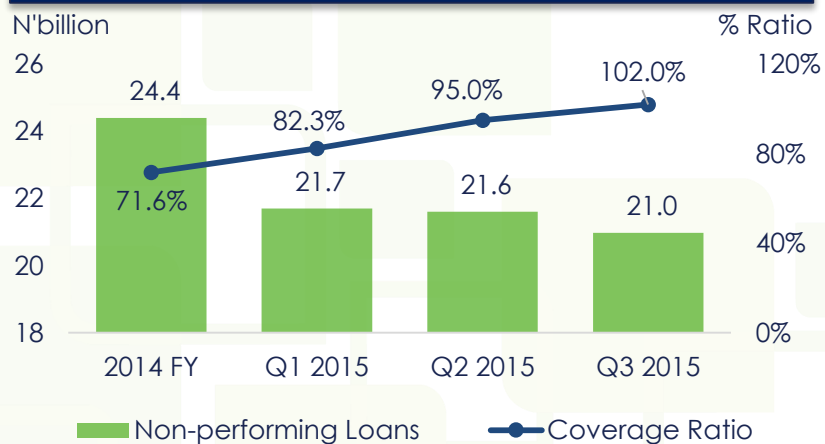
- ▶ NPL remained unchanged at 3.7% in Q3 2015, however absolute NPL dropped by 3.2% q-o-q (16.2% y-o-y) due to increased pay-down and improved collections.
- ▶ The major sectors driving the decline in absolute NPL is General Commerce due to the aggressive loan collections/pay-downs
- ▶ Coverage ratio has now improved to 102.0%

Gross Loans and Advances

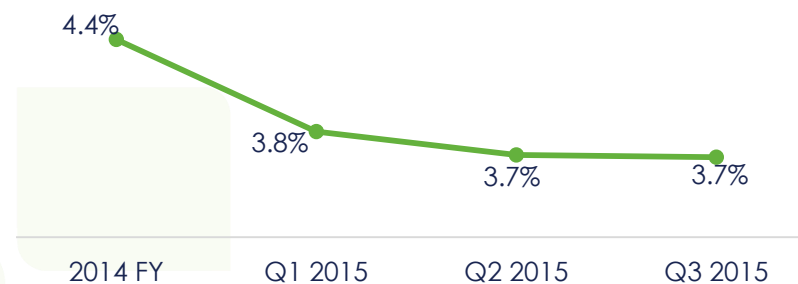
N'billion



NPL Coverage Ratio



Non-performing Loans

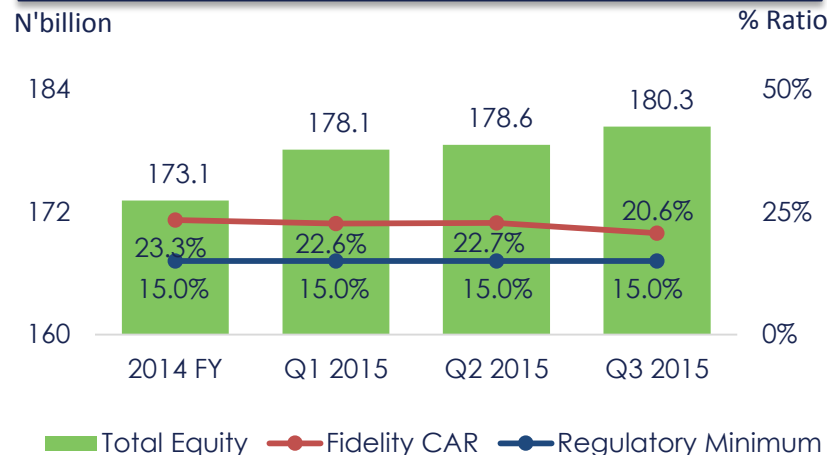


Capital Adequacy

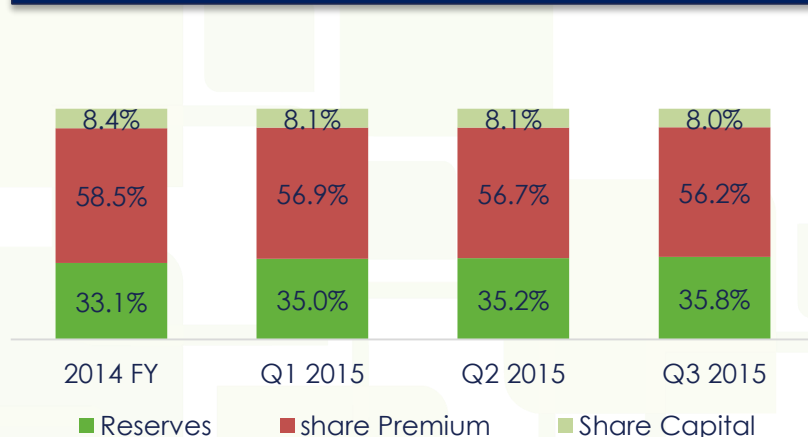


- ▶ Fidelity remains well capitalized with strong capital adequacy ratio (CAR) of 20.6% compared to the regulatory minimum requirement of 15.0%.
- ▶ Total equity increased by 4.2% YTD (1.0% q-o-q) to N180.3 billion as earnings improved; constitutes about 16.4% of total funding base.
- ▶ With the impact of CRR adjustment on our deposits, the percentage of equity to total assets improved to 15.6% from 15.0% in Q2 2015.

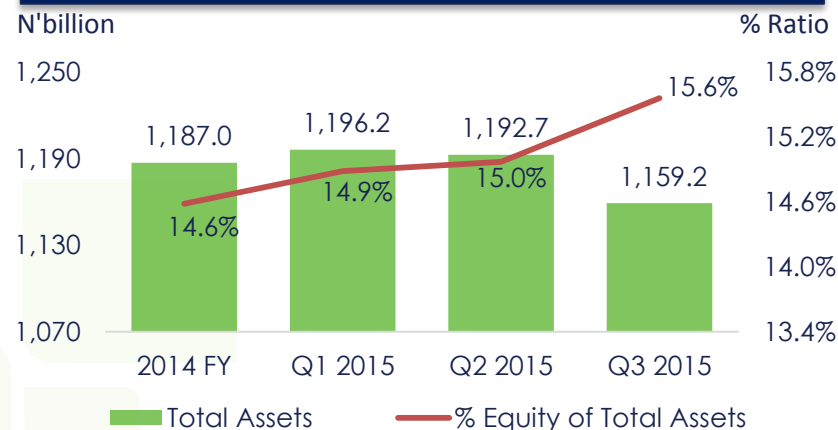
Capital Adequacy Ratio



Composition of Equity



% Equity to Total Assets

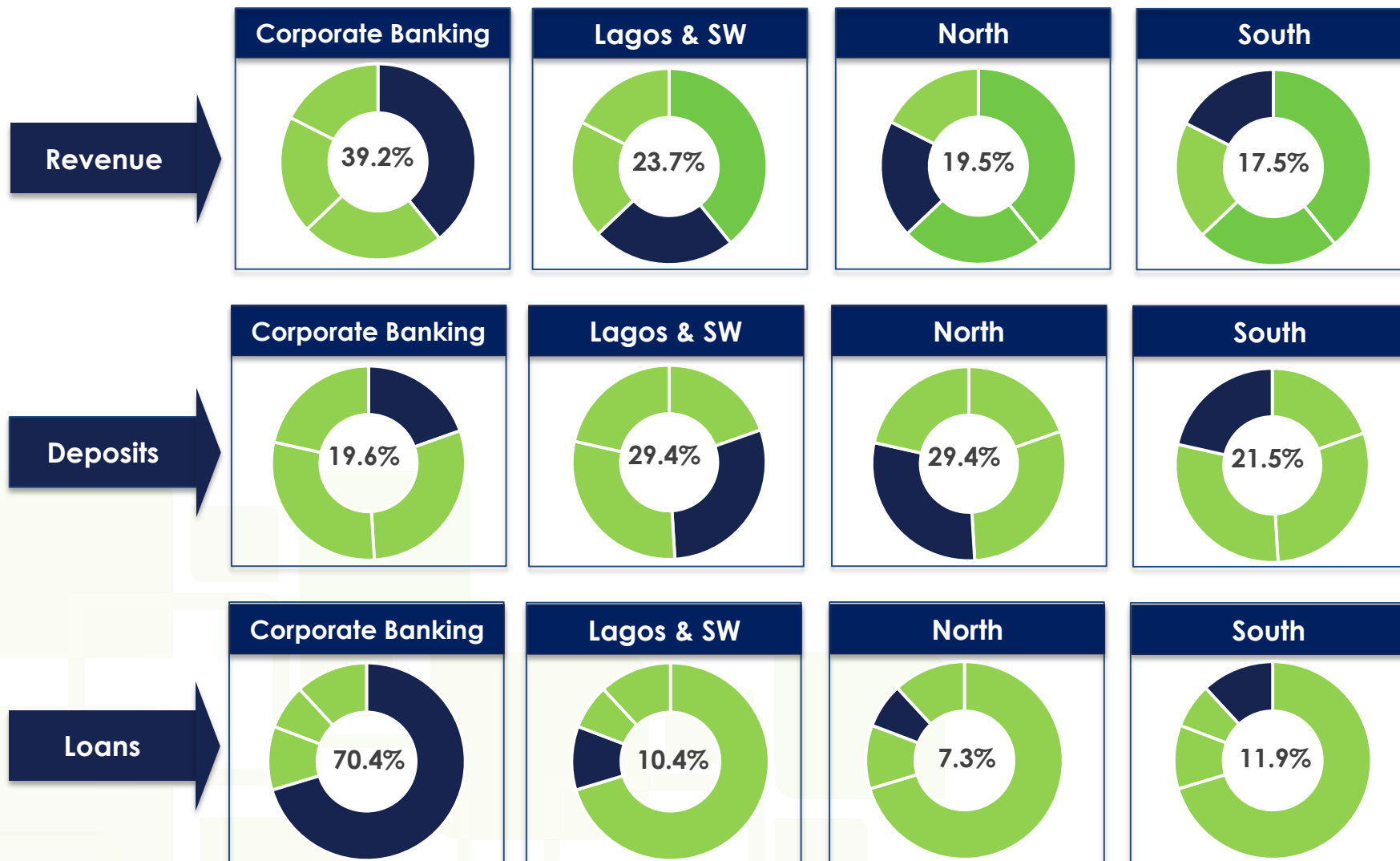


Business Segment Analysis



	Business Description	Revenue	Deposits	Loans
Corporate & Investment Banking	<ul style="list-style-type: none"> ➤ Handles the bank's institutional clients with turnover in excess of ₦10.0bn. ➤ Key focus sectors include: <ul style="list-style-type: none"> Oil & gas upstream Oil & gas downstream Power & infrastructure Telecommunication FMCG Construction & real est. Agriculture Transport & shipping 			
Lagos & SW Bank	<ul style="list-style-type: none"> ➤ Handles retail, commercial, SME customers, and clients not matching the corporate banking criteria etc. ➤ Drives retail deposits, lending, payroll and e-products etc. ➤ Operates at 93 locations 			
North Bank	<ul style="list-style-type: none"> ➤ Handles retail, commercial, SME customers, and clients not matching the corporate banking criteria etc. ➤ Drives retail deposits, lending, payroll and e-products etc. ➤ Operates at 49 locations including FCT. 			
South Bank	<ul style="list-style-type: none"> ➤ Handles retail, commercial, SME customers, and clients not matching the corporate banking criteria etc. ➤ Drives retail deposits, lending, payroll and e-products etc. ➤ Operates at 83 locations 			

Business Segment Analysis





- 1 The Operating Environment
- 2 Overview of Fidelity Bank
- 3 Financial Highlights
- 4 Financial Review
- 5 2015 Guidance**



GROWTH EXPECTATIONS ON KEY INDICATORS					
S/N	INDEX	2014 Actual	9M 2015 Actual	2015 TARGET	COMMENT
1	Net Interest Margin	6.0%	6.9%	7%	On Track
2	Tax Rate	11.1%	17.0%	15% to 20%	Revised
3	Loan Growth	27.1%	1.1%	10%	Behind Target
4	Deposit Growth	1.7%	-6.6%	Decline (10% to 15%)	Revised
5	Cost - Income Ratio	74.2%	71.5%	70% band	On Track
6	Proposed Dividends	37.8%	—	30-50% (of PAT) band	On Track
7	NPL Ratio	4.4%	3.7%	4.0%	On Track.
8	ROE – Post Tax	8.0%	8.5%	8.5%	Revised

#NewFaceOfService

Thank You

Fidelity Bank Plc
2 Kofo Abayomi Street,
Victoria Island, Lagos, Nigeria
+234 (01) 4480853
info.investor@fidelitybank.ng

www.fidelitybank.ng