

2017 AT A GLANCE



OVERVIEW

Access Bank is a full service commercial bank operating through branches and service outlets located in major centres primarily across Nigeria and sub-Saharan Africa, as well as the United Kingdom (extension to United Arab Emirates (Dubai)), with representative offices in China, Lebanon, and India. The Group provides a wide range of banking and other financial services to over 10 million customers from 397 branches and service centres.

Listed on the Nigerian Stock Exchange (1998) with its Bond instrument listed on the Irish Stock Exchange (2016), the Bank serves its various markets through four business segments: Personal, Business, Commercial and Corporate & Investment Banking.

The Bank has over 830,000 shareholders including several Nigerian and International Institutional Investors and has enjoyed what is arguably Africa's most successful banking growth trajectory in the last fourteen years ranking amongst Africa's top 20 banks by total assets and capital in 2017.

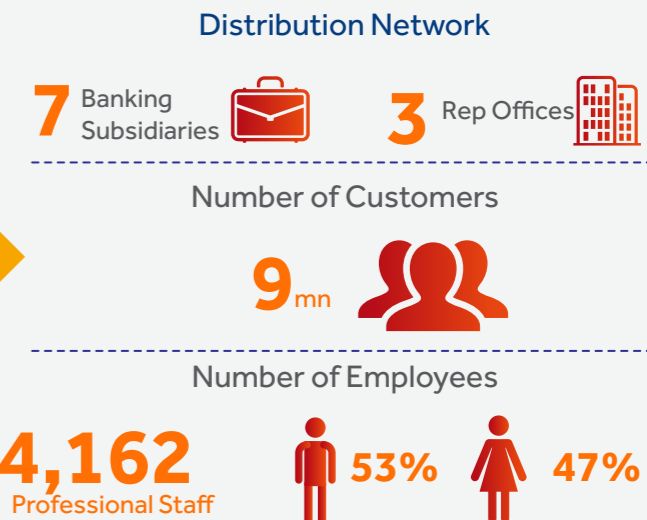
As part of its continued growth strategy, Access Bank is focused on mainstreaming sustainable business practices into its operations. The Bank strives to deliver sustainable economic growth that is profitable, environmentally responsible and socially relevant.

As part of its continued growth strategy, Access Bank is focused on mainstreaming sustainable business practices into its operations.








FUNDAMENTAL STATISTICS

As at December 31, 2017



Credit Ratings

Long-Term Issuer Ratings



	Counterparty	National
 S&P Global	B (Stable)	BBB (Stable)
 Fitch Ratings	B (Stable)	A+ (Stable)
 MOODY'S	B2 (Stable)	Aa3 (Stable)
 Agusto & Co. <small>Research, Credit Ratings, Credit Risk Management</small>		Aa (Stable)
 GCR		A+ (Stable)

CHANNELS

Alternate Channels
Dec. 2017



Listings

	Debt / Equity Listing	Coupon Rate
 The Nigerian Stock Exchange	Primary Equity Listing	
 Irish Stock Exchange	\$400m Tier II bond (2021)	9.25%
	\$300m Senior bond (2021)	10.50%

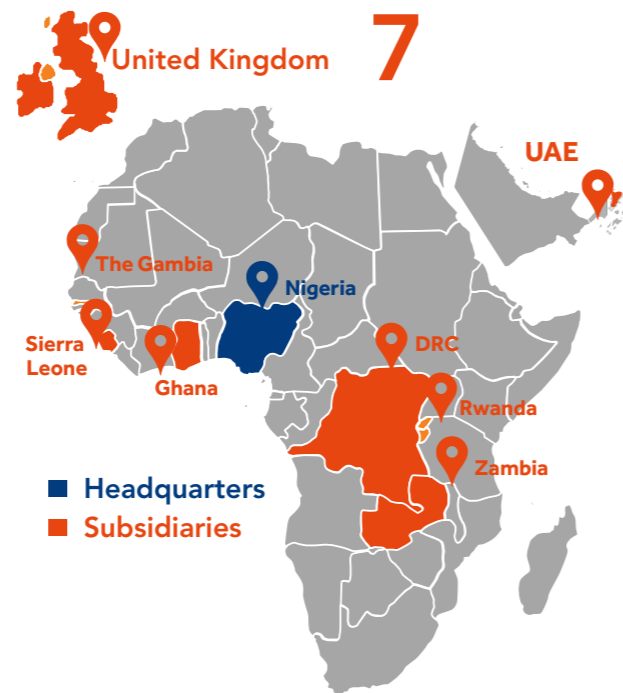
OUR INTERNATIONAL NETWORK

The Bank's strategic intent includes expansion into high-impact EMEA countries.

Over the years, the Bank has successfully established representative offices in:



supported by a strong compliance and risk management framework. In addition to the above, Access UK has established a branch in Dubai.



	NIGERIA	PBT (₦'bn)	67,044		ZAMBIA	PBT (₦'m)	-1.9
		ROE (%)	14.3			ROE (%)	-31.2
		Equity(₦'bn)	469.5bn			Equity(₦'bn)	8.7
		Branches	314			Branches	6
	THE UK	PBT (₦'bn)	8.9		GAMBIA	PBT (₦'m)	0.2
		ROE (%)	15.1			ROE (%)	6.3
		Equity(₦'bn)	74.3			Equity(₦'bn)	3.4
		Branches	2			Branches	7
	GHANA	PBT (₦'bn)	4.4		R.D. CONGO	PBT (₦'m)	0.8
		ROE (%)	13.0			ROE (%)	17.4
		Equity(₦'bn)	36.8			Equity(₦'bn)	4.3
		Branches	53			Branches	4
	RWANDA	PBT (₦'m)	0.3		SIERRA LEONE	PBT (₦'m)	0.3
		ROE (%)	8.4			ROE (%)	14.5
		Equity(₦'bn)	3.7			Equity(₦'bn)	1.7
		Branches	7			Branches	4

AWARDS AND RECOGNITION

CBN Sustainability Awards 2017

- Sustainable Bank of the Year
- Sustainable Transaction of the Year (Oil and Gas Sector)
- Sustainable Transaction of the Year (Agriculture)
- Excellence in Women Economic Empowerment



World Finance Awards 2017

- Most Sustainable Bank, Nigeria
- Best Corporate Governance, Nigeria



Karlsruhe Sustainable Finance Awards, 2017

- Outstanding Business Sustainability Achievement Award



STRONG CORPORATE GOVERNANCE

Our governance structure determines the fundamental relationships among the members of the Board of Directors, Management and other Stakeholders which defines the framework through which ethical values are established and the context in which corporate strategies and objectives are set. The Board is responsible for embedding high standards of corporate governance across the Group, which is essential for the sustainability of the brand.

Our governance framework is designed to ensure on-going compliance with the Code of Corporate Governance issued by the Central Bank of Nigeria ('the CBN Code') and the Securities and Exchange Commission's Code of Corporate Governance ('the SEC Code') as well as the Post-Listing Requirements of the Nigeria Stock Exchange. These, in addition to the Board Charter and the Bank's Memorandum and



Articles of Association, collectively provide the foundation for sound corporate governance. Our core values of excellence, innovation, leadership, passion for customers, professionalism and empowered employees continue to define our corporate behaviour.

The Board is responsible for embedding high standards of corporate governance across the Group, which is essential for the sustainability of the brand.

THE BOARD OF DIRECTORS



Front row (sitting), left to right:

Dr. Ajoritsedere Awosika, MFR
Independent Non-Executive Director

Herbert Wigwe
Group Managing Director / CEO

Mosun Belo-Olusoga
Chairman

Dr. Ernest Ndukwe, OFR
Independent Non-Executive Director

Back row (standing), left to right:

Anthonia O. Ogunmefun
Non-Executive Director

Adeniyi Adekoya
Independent Non-Executive Director

Hadiza Ambursa
Executive Director

Abba Mamman Tor Habib
Non-Executive Director

Dr. Gregory Jobome
Executive Director

Victor Etuokwu, HCIB
Executive Director

Titi Osuntoki, HCIB
Executive Director

Iboroma Akpana
Independent Non-Executive Director

Roosevelt Ogbonna, FCA
Group Deputy Managing Director

Ojinika Olaghere, FCA
Executive Director

Paul Usoro, SAN
Non-Executive Director

Sunday Ekwochi, HCIB
Company Secretary



STRATEGY

To achieve being a digitally led bank, the Bank will consolidate its digital portfolio of applications across SBUs and stimulate the migration of transactions to self-service channels which will enable the Bank to focus on achieving synergies across channels.



Access Bank has defined its next five years (2018 - 2022) with intent to become Africa's Gateway to the world. This is in addition to its vision to be the world's most respected African Bank. The Bank aims to be the no. 1 bank in Nigeria by rapidly growing its retail customer base, SME client base, and by dominating the top 100 Nigerian corporates. Internationally the Bank will develop an integrated global franchise by growing its presence in key African markets, global financial gateways including London and New York, and trade hubs such as Dubai and China.

The new strategy has six strategic levers:

- **Retail banking growth and consolidation in wholesale markets:** The Bank seeks to dominate the rising middle-income segment by offering seamless omnichannel experience and unparalleled customer service, including leveraging the franchise to offer unique cross-border products and accounts. The bank will also drive the consolidation of its leadership in domestic wholesale banking by dominating the top 100 corporates in Nigeria, with the target being at least 80 relationships.
- **Digitally led:** To achieve being a digitally led bank, the Bank will consolidate its digital portfolio of applications across SBUs and stimulate the migration of transactions to self-service channels which will enable the Bank to focus on achieving synergies across channels.
- **Customer focused:** Customers are recognised as the heart of its business

model, and in addition to delivering excellent customer service, it will automate several customer journeys and processes. The Bank will conduct business with a focus on long-term relationships, adding value and giving individuals the power of banking by working with companies, growing their business and empowering their employees, suppliers and distributors.

- **Analytics driven, with robust risk management:** The Bank aims to remain the industry leader in Risk Management and have prioritized many key initiatives to support its goal in relation to Credit, Market, Operational, Compliance, Digitized risk management
- **Global collaboration:** Access Bank will pursue a deliberate and structured international expansion that will focus on the business' overall strategic objectives as well as strong collaborations to be the global financial gateways of United Kingdom, United States and Hong Kong. The bank will also exploit the trade hubs of China, Lebanon, Dubai and Mumbai, key African markets as well as the rest of Africa.
- **Creation of a universal payments gateway:** The Bank intends to lay the foundation to play in all parts of the payments value chain in both operating and non-operating countries by, enhancing cross-border and domestic transfers in countries where it both has a presence and where it does not and across all business segments and payments flows."



GROUP FINANCIAL HIGHLIGHTS

*underlying in millions of Naira unless otherwise stated

	2016	2017	%
Gross Earnings	381	459	20%
Operating Income	273	303	11%
Profit Before Tax	90	80	-11%
Profit for the Period	71	62	-13%
Cost-to-Income (%)	58.8%	62.1%	3.3%
Loans and Advances	1,855	2,064	11%
Total Assets	3,484	4,102	18%
Total Deposits	2,089	2,245	7%
Shareholders' Fund '000	454	515	13%
Return on Average Equity (%)	17.4%	12.8%	-4.6%
Capital Adequacy (%)	21.0%	20.0%	-1.0%
Liquidity (%)	43.6%	43.3%	-0.3%

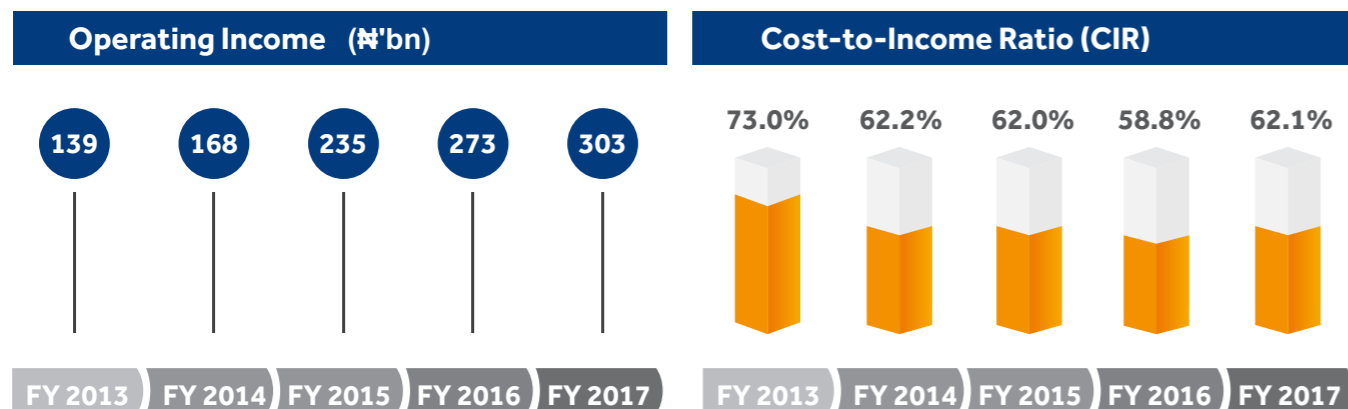
STRONG FINANCIAL INDICATORS

Total Capital Adequacy 20.0

Liquidity Ratio 43.3

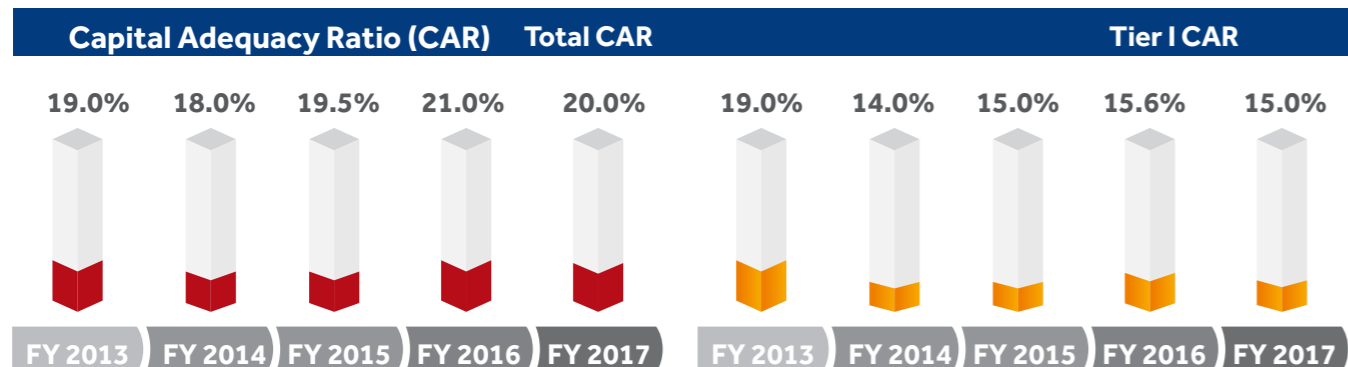
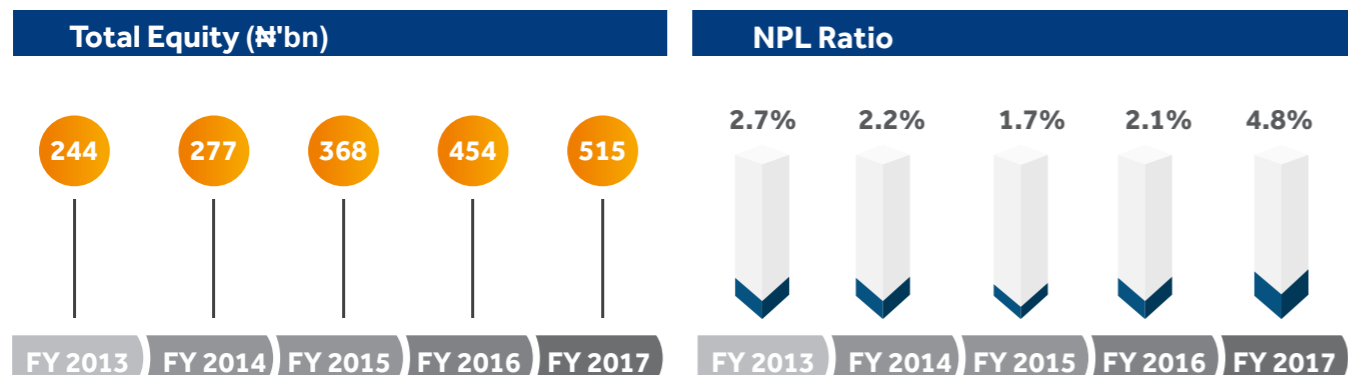
NPL Ratio 4.8

FIVE-YEAR TREND FOR SELECT PERFORMANCE INDICATORS







Net Loans and Advances (₦'m)			
	Loans & Advances to Customers	Loans & Advances to Banks	Total Loans & Advances
FY 2013	786	25	811
FY 2014	1,110	12	1,123
FY 2015	1,366	43	1,409
FY 2016	1,809	45	1,855
FY 2017	1,996	68	2,064

Customer Deposits (₦'m)				
	Demand	Term	Savings	Total Deposits
FY 2013	712	502	118	1,331
FY 2014	696	629	129	1,454
FY 2015	839	706	138	1,683
FY 2016	984	926	179	2,089
FY 2017	861	1,173	212	2,245



SBU PERFORMANCE

Access Bank operates four strategic business units (SBUs) that serve over eight million customers:

 <p>Corporate & Investment Banking</p>	Serves multinationals and well-structured companies with annual gross turnover in excess of ₦10bn	70% contribution to PBT	₦625bn in customer loans	₦398bn in customer deposits
 <p>Commercial Banking</p>	Serves corporates, organizations with annual gross turnover between ₦1bn and ₦10bn, as well as federal entities	24% contribution to PBT	₦999bn in customer loans	₦976bn in customer deposits
 <p>Business Banking</p>	Serves small and medium enterprises (SMEs) with annual gross turnover less than ₦1bn, as well as micro-SMEs	2% contribution to PBT	₦64bn in customer loans	₦312bn in customer deposits
 <p>Personal Banking</p>	Serves Ultra High- and High-Net-Worth Individuals (UHNIs & HNIs), Affluent Professionals, Employees in the Value Chain, Students and Pensioners, with focus on women	4% contribution to PBT	₦52bn in customer loans	₦559bn in customer deposits

Profit Before Tax (₦'bn)				
	Dec'16	Dec'17	Dec'16	Dec'17
Corporate & Investment Banking	49.9	74.6	46%	70%
Commercial Banking	47.3	26.2	43%	24%
Business Banking	0.4	1.7	0%	2%
Personal Banking	11.7	4.6	11%	4%
Total	109.3	107.0	100%	100%

Loan Contribution				
	Dec'16	Dec'17	Dec'16	Dec'17
Corporate & Investment Banking	702,318,575	625,016,339	38%	36%
Commercial Banking	1,028,136,471	998,546,813	55%	57%
Business Banking	66,283,947	64,104,240	4%	4%
Personal Banking	57,923,181	51,776,501	3%	3%
Total	1,854,662,174	1,739,443,893	100%	100%

Deposit Contribution				
	Dec'16	Dec'17	Dec'16	Dec'16
Corporate & Investment Banking	480,494,494	397,529,002	23%	18%
Commercial Banking	970,978,683	976,398,417	46%	43%
Business Banking	243,016,286	311,944,929	12%	14%
Personal Banking	394,707,823	559,006,727	19%	25%
Total	2,089,197,286	2,244,879,075	100%	100%

SUSTAINABILITY

Creating a successful and sustainable business is of great importance to the Bank and goes beyond financial performance and over the years has consistently demonstrated a sincere commitment to sustainability principles across its various operations and core business functions.

PIONEERING SUSTAINABILITY:

- First African financial institution to win the **Karlsruhe Sustainable Finance Awards** for Outstanding Business Sustainability (two times in a row)
- Eighth time winner of the **Most Sustainable Bank in Nigeria Award** by World Finance
- Winner of all (4) categories of the first-ever **CBN Sustainability awards 2017**

CORPORATE SOCIAL RESPONSIBILITY

Inspired by the tangible impact our employees make on the world, Our CSR brings to life our purpose, reflecting our core values as well as our strategic priorities.

OUR MISSION:

Setting standards for sustainable business practices that; unleash the talents of our employees, deliver superior value to our customers and provide innovative solutions for the markets and communities we serve.

SOCIAL FOOTPRINTS:



Invested **N3.48billion** in CSR

100% participation in the Access Bank Employee Volunteering initiative with a total of **1,761,156** hours, in **142** strategic community initiatives across **6** geo-political zones



N1.4billion in capacity building programs for female employees of the Bank

Partnered with ACT Foundation to provide funding for the delivery of grants to non-profit organizations across Africa, with **22** Grantee Organizations funded, **54,941** Direct beneficiaries and 23 states reached in 6 Geo political zones in Nigeria

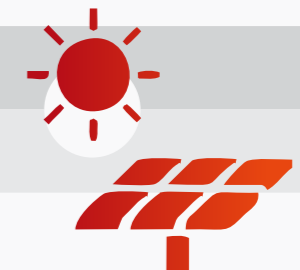


ENVIRONMENTAL FOOTPRINTS:



92.64% reduction in waste-to-landfill through the expansion of the Bank's recycling initiative in 2017

4 branches (**2%**) are solar-powered; **311** branches (**98%**) are hybrid (inverter + PHN + generator); the **1** branch (Ogunlana Drive), fully powered by solar energy with no connection to the national grid (PHN)



257 solar-powered ATMs accounting for **14%** of total ATMs of the Bank

Donated waste pick-up trucks to its off takers: Parallel Points and Recycle Points to enhance their recycling capacity





www.accessbankplc.com