

access >>>

2018

ACCESS BANK

FACTSHEET



SPEED SERVICE SECURITY

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 in 1998, 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 fifteen 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.

Over **10 Million** customers are provided financial services from **397** branches and service centres

Africa's top **20** banks by total assets and capital in 2017

The bank has over **830,000** shareholders



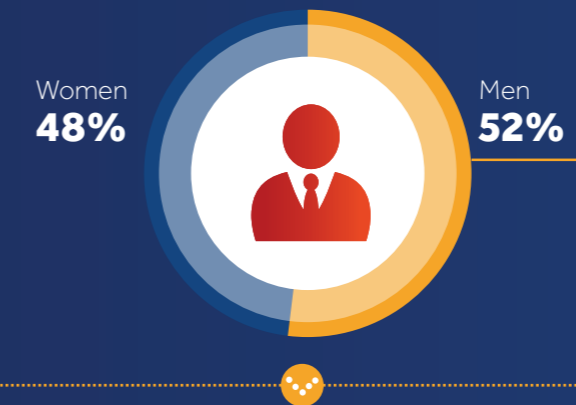
FUNDAMENTAL STATISTICS

*As at December 31, 2018

7 Bank Subsidiaries | **3** Rep Offices | **10m+** Number of Customers | **4,454** Professional Staff

Professional Staff

*Breakdown



Channels

Alternate Channels, Dec. 2018

Number of Branches: **402**

POS Terminals: **19,843**

Cards: **5.4mn**

ATMs: **1,870**

Credit Ratings

(Long term Issuer Ratings)

	Counterparty	National
S&P Global	B (Stable)	A
Fitch Ratings	B (Stable)	A+
MOODY'S	B1 (Stable)	B1 (Stable)
Agusto & Co. <small>Research, Credit Ratings, Credit Risk Management</small>	N/A	AA- (Stable)
GCR	N/A	A+ (Stable)

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



NIGERIA



PBT (N'bn) **75**
 Employee **3,397**
 Equity(N'bn) **410.4**
 Branches **321**

THE UK



PBT (N'bn) **15.1**
 Employee **124.0**
 Equity(N'bn) **90.7**
 Branches **3**

GHANA



PBT (N'bn) **9.3**
 Employee **555.0**
 Equity(N'bn) **49.8**
 Branches **46**

RWANDA



PBT (N'bn) **1.0**
 Employee **36.0**
 Equity(N'bn) **4.1**
 Branches **8**

ZAMBIA



PBT (N'bn) **1.0**
 Employee **75.0**
 Equity(N'bn) **8.5**
 Branches **8**

THE GAMBIA



PBT (N'bn) **0.4**
 Employee **44.0**
 Equity(N'bn) **3.7**
 Branches **6**

R.D CONGO



PBT (N'bn) **1.0**
 Employee **77.0**
 Equity(N'bn) **1.9**
 Branches **5**

SIERRA LEONE



PBT (N'bn) **0.06**
 Employee **36.0**
 Equity(N'bn) **1.6**
 Branches **4**

AWARDS AND RECOGNITION



In honour of its defining roles across the African continent, Access Bank has been accorded recognition by reputable domestic and global organisations. Some of these recognitions in the year:

Awards

EMEA Finance (African Banking Awards) 2018

- Best Bank, Nigeria
- Financial Inclusion, Nigeria

World Finance Awards 2018

- Most Sustainable Bank, Nigeria
- Best Digital Bank, Nigeria
- Best Mobile Banking Application, Nigeria

CBN Sustainability Awards 2018

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

Karlsruhe Sustainable Finance Awards, 2018

- Outstanding Business Sustainability
- Sustainable Leader of the year

Euromoney Awards, 2018

- Africa's Best Bank for Corporate Social Responsibility

Sustainability, Enterprise and Responsibility Awards (SERAs) 2018

- Best in Partnership for Development
- Most Responsible Company of the Year/Overall Winner

Global Brands Awards 2018

- Best CSR Banking Brand, Nigeria
- Best Bank for Investor Relations Brand, Nigeria
- Fastest Growing Digital Banking Brand, Nigeria

EXECUTIVE MANAGEMENT



Mr. Herbert Wigwe
FCA (Group Managing Director)



Mr. Roosevelt Ogbonna
FCA (Group Deputy Managing Director)



Mr. Victor Etuokwu
Executive Director, Personal Banking Division



Mrs. Titi Osuntokl
Executive Director, Business Banking



Dr. Gregory Ovie Jobome
Executive Director, Risk Management Division



Ms. Hadiza Ambursa
Executive Director, Commercial Banking (North)



Ade Bajomo
Executive Director

BOARD OF DIRECTORS



Mrs. Mosun Belo-Olusoga
(Chairperson)



Dr. Ernest Ndukwe, OFR
Independent Director



Mrs. Anthonia Olufeyikemi Ogunmefun
Non-Executive Director



Dr. Ajoritsedere Awosika
MFR (Independent Director)



Mr. Abba Mammam Tor Habib
Non-Executive Director



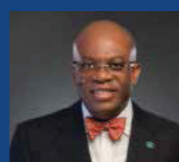
Mr. Emmanuel Chiejina
Non-Executive Director



Mr. Adeniyi Adedokun Adekoya
Independent Non-Executive Director



Mr. Iboroma Tamunoemi Akpana
Independent Non-Executive Director



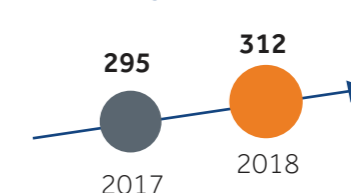
Mr. Paul Usoro, SAN
Non-Executive Director

GROUP FINANCIAL HIGHLIGHTS

Gross Earnings (N'bn)



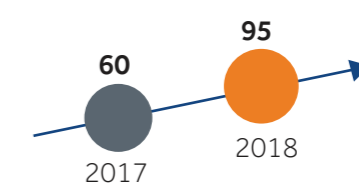
Operating Income (N'bn)



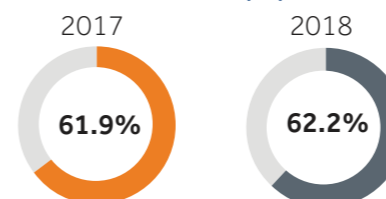
Profit Before Tax (N'bn)



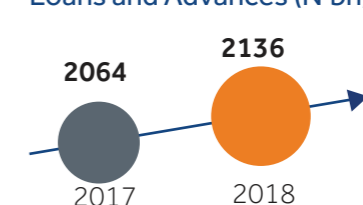
Profit for the Period (N'bn)



Cost-to-Income (%)



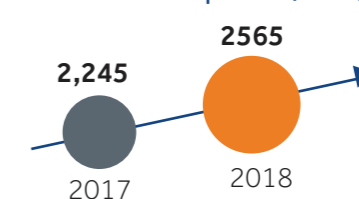
Loans and Advances (N'bn)



Total Assets (N'bn)



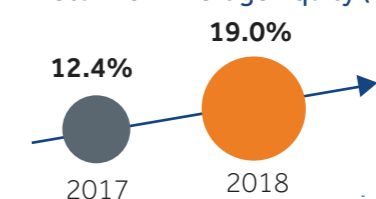
Customer Deposits (N'bn)



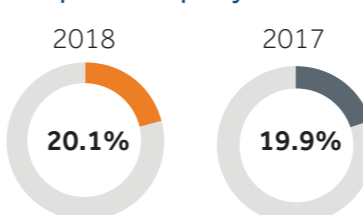
Shareholders' Fund '000 (N'bn)



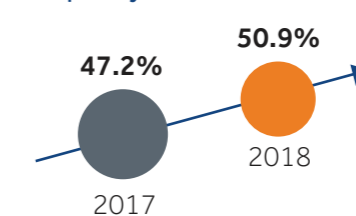
Return on Average Equity (%)



Capital Adequacy (%)



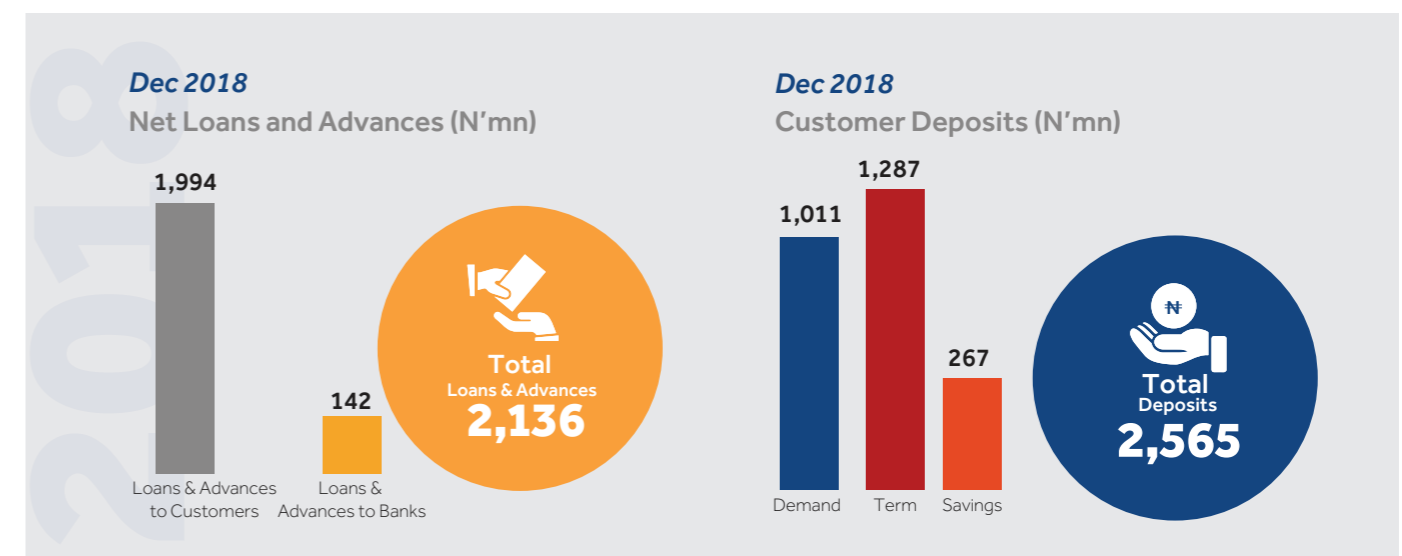
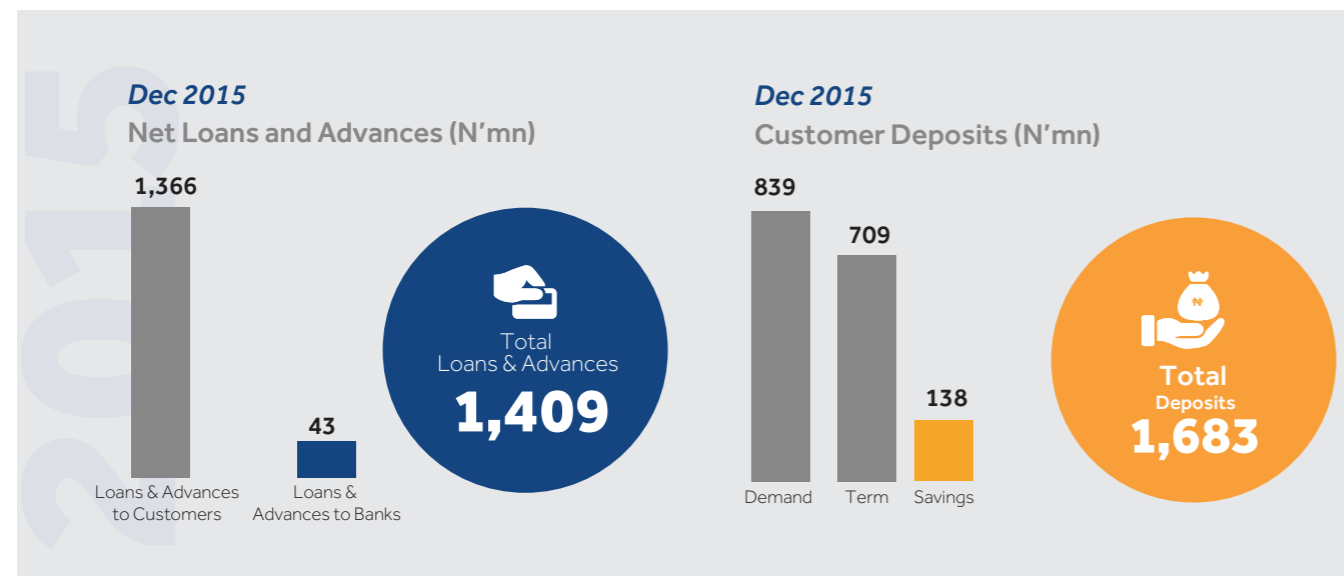
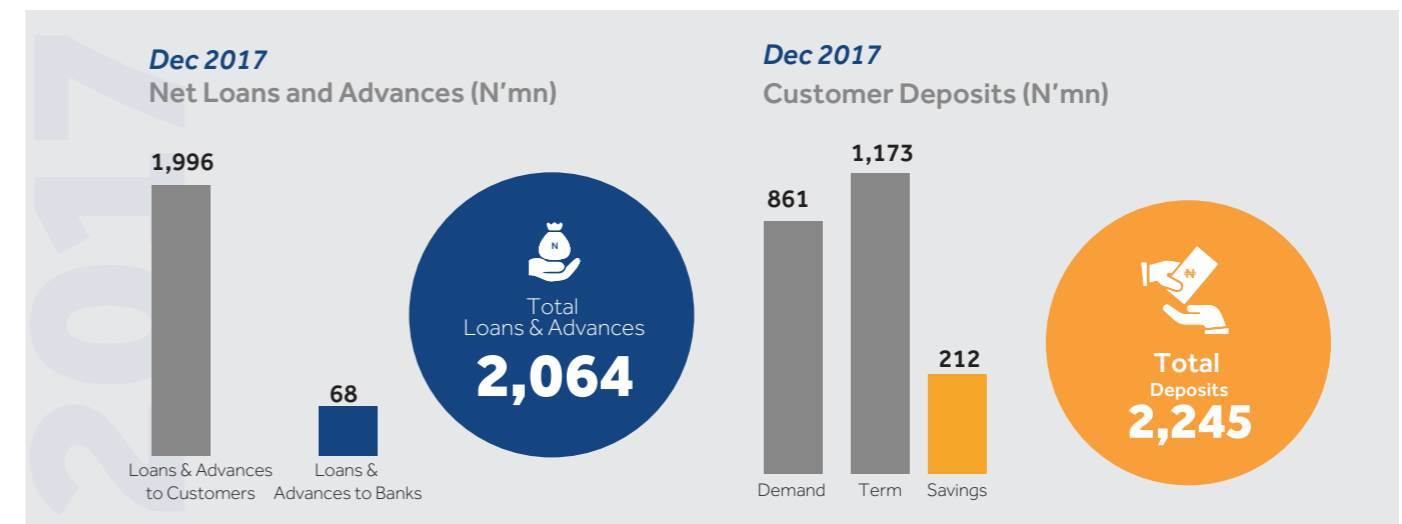
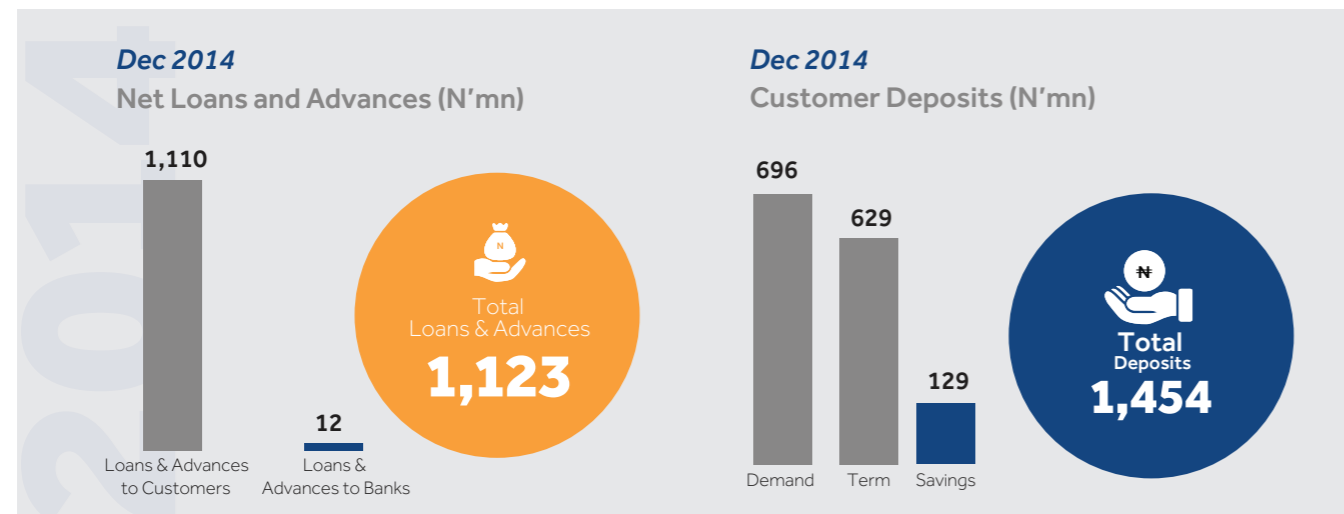
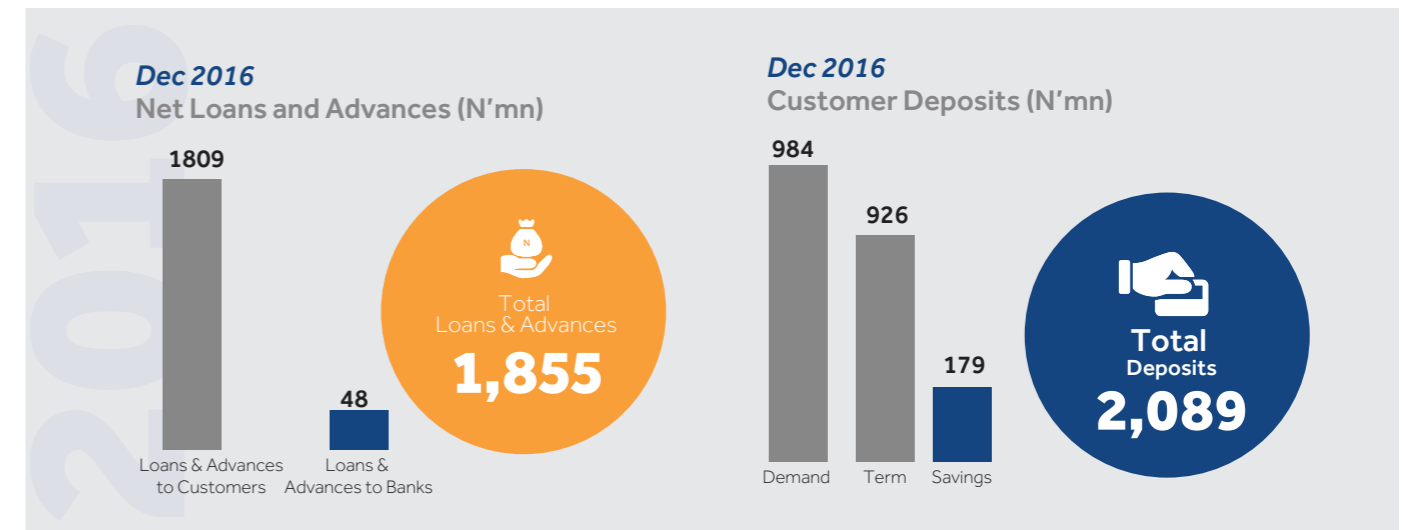
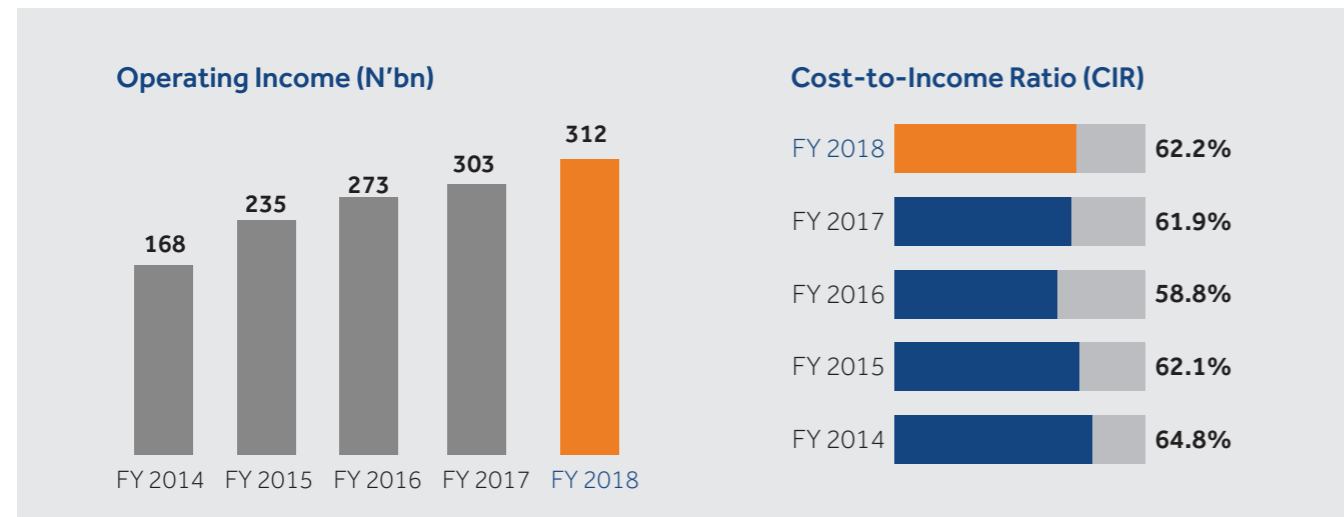
Liquidity (%)

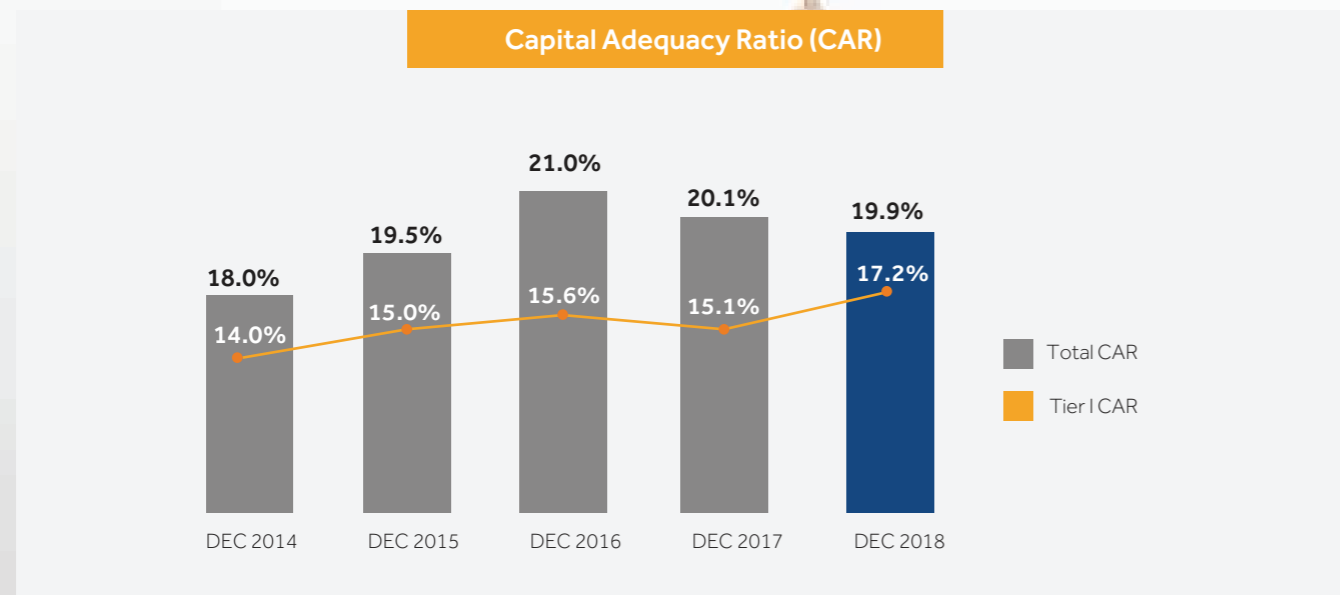
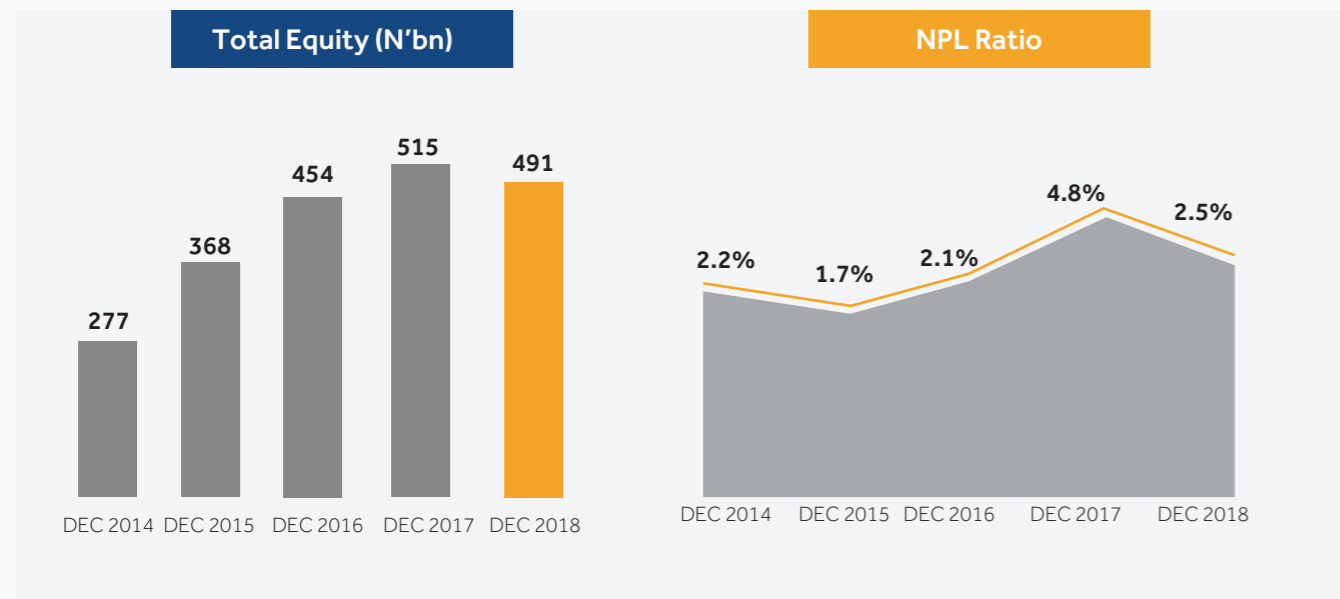


STRONG FINANCIAL INDICATORS

After-Tax ROAE	19.0%	Total Capital Adequacy	19.9%
NPL Ratio	2.5%	Liquidity Ratio	50.9%

FIVE-YEAR TREND FOR SELECT PERFORMANCE INDICATORS





STRATEGIC BUSINESS UNIT INFORMATION

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

Corporate & Investment Banking

Serves multinationals and well-structured companies with annual gross turnover in excess of

- 68% contribution to PBT
- N791bn in customer loans
- N1008bn in customer deposits

Commercial Banking

Serves corporates, organizations with annual gross turnover between N1bn and N10bn, as well as federal entities

- 22% contribution to PBT
- N1,237bn in customer loans
- N805bn in customer deposits

Business Banking

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
- N62bn in customer loans
- N31bn in customer deposits

Personal Banking

Serves Ultra High- and High-Net-Worth Individuals (UHNIs & HNIs), Affluent Professionals, Employees in the Value Chain, Students and Pensioners, with focus on women

- 6% contribution to PBT
- N46bn in customer loans
- N435bn in customer deposits

Profit Before Tax				
	Dec'17	Dec'18	Dec'17	Dec'18
Corporate & Investment Banking	74.6	86.3	70%	68%
Commercial Banking	26.2	27.9	24%	22%
Business Banking	1.7	5.4	2%	4%
Personal Banking	4.6	7.0	4%	6%
Total	107.0	126.6	100%	100%

Loan Contribution				
	Dec'17	Dec'18	Dec'17	Dec'18
Corporate & Investment Banking	817.4	791.0	40%	37%
Commercial Banking	1,118.6	1,237.1	54%	58%
Business Banking	74.0	61.9	4%	3%
Personal Banking	54.1	46.1	3%	2%
Total	2,064.1	2,136.1	100%	100%

Deposit Contribution				
	Dec'17	Dec'18	Dec'17	Dec'18
Corporate & Investment Banking	398	1,008	18%	39%
Commercial Banking	976	806	43%	31%
Business Banking	312	331	14%	13%
Personal Banking	559	435	25%	17%
Total	2,245	2,580	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)

Most Sustainable Bank in Nigeria Award by World Finance

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

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.




Social Footprints

Invested **N3.48bn** in CSR

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

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

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

Environmental Footprints:

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

2% branches (4) are solar-powered

311 branches (98%) are hybrid hybrid (inverter+ PHN + generator); the Ogunlana Drive branch is 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

ACCESS - DIAMOND MERGER

The Bank's five years (2018 - 2022) strategic intent is to become Africa's Gateway to the world, which is to be achieved by being the number one Bank in Nigeria by rapidly growing its retail base.

To deliver this transformation, Access Bank has signed a Memorandum of Agreement which valued Diamond Bank at approximately NGN72.5 billion (~\$200m).

The merger will result in the formation of a leading Tier 1 Nigerian bank and the largest bank in Africa in terms of number of total assets, customers and deposits.



This brings together treasury, risk management and corporate banking expertise with strong retail and digital banking capabilities to create a financial institution operating across the full suite of products for all customer segments.

KEY NUMBERS

	ACCESS BANK as at 30.9.18	DIAMOND BANK as at 30.9.18	INDICATIVE PROFORMA (as reference) as at 30.9.18
Total Assets (NGN'Bn)	4,555	1,555	6,110
Net loans (NGN'Bn)	1,976	730	2,706
Customer deposits (NGN'Bn)	2,475	1,068	3,543
Number of customers (million)	10	19	29
Mobile customers (million)	3	10	13
Digital/financial inclusion customers	6,400	7,000	13,400
Number of branches	400	277	677
Number of ATMs	1,881	1,218	3,099
Cards in issue	5,700,000	10,200,000	15,900,000
Number of POS	17,943	14,115	32,058

THE SIX LEVERS: HIGHLIGHTS OF 2018

01

Retail Banking Growth & Wholesale Bank Consolidation

Signed on 9 additional clients

About 800K retail accounts opened YTD (200K e-accounts & 600K BAU accounts)

02

Universal Payments Gateway

Access Africa completed for straight through Access to Access transfers

Version 3.0 set to go live before the end of the year enabled to transfer to other banks in countries of presence.

03

Global Collaboration

Currently ranked as the preferred Nigerian bank in the UK and first by profitability

Strengthened correspondent banking relationships via our rep offices in Dubai, Lebanon, Shanghai & Mumbai

04

Digital Led

Launch of Quick Bucks and WhatsApp Banking

Upgrade of the Corporate internet banking platform, PrimusPlus

Process maker and ERP implementation

05

Customer Focused

A self-service tool for customers, the TAMARA chatbot, set to go live before the end of the year

Improved KPMG BICSS rankings on improved customer service

06

Analytics-driven Insights & Robust Risk Management

Organized hackathon in collaboration with Data Science Nigeria and Microsoft

Developed a Churn model for the institution, set to go live before end of the period

OUR SERVICE MANTRA

Exceptional Service
Our DNA...

Customers
Our Priority...



Corporate Head Office:

Plot 999c Danmole Street,
Off Adeola Odeku / Idejo Street,
Victoria Island,
Lagos, Nigeria.
www.accessbankplc.com

www.accessbankplc.com