

# Stanbic IBTC Holdings PLC

## FY 2018 Financial Results Presentation

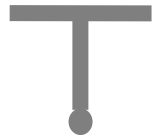
March 2019



# Table of Content



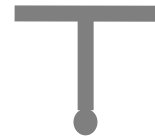
Slide 3



**Background  
and the  
operating  
environment**



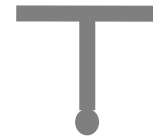
Slide 7



**Financial  
review: FY  
2018**



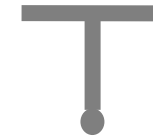
Slide 21



**Business  
unit results**



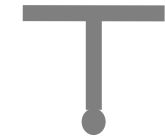
Slide 35



**Outlook &  
Guidance for  
2019**



Slide 39



**Appendix**

A nighttime photograph of a city skyline across a body of water. The sky is dark blue, and the city lights are reflected on the water. A large, stylized circular graphic is overlaid on the left side of the image, consisting of two concentric rings. The inner ring is white with a light blue segment, and the outer ring is light blue with a white segment. The text "Background and the operating environment" is centered within the white segment of the inner ring.

# Background and the operating environment

# Strategic focus is unchanged



## Mission

Committed to solutions that drive your progress.

## Vision

To be the **leading** end-to-end financial solutions provider in **Nigeria** through **innovative** and **customer focused people**.

### In executing our group strategy our key focus areas are



**Client centricity**

Do valuable things for clients



**Digitisation**

Digitise front to back



**Integration**

Deliver a seamless universal financial service proposition

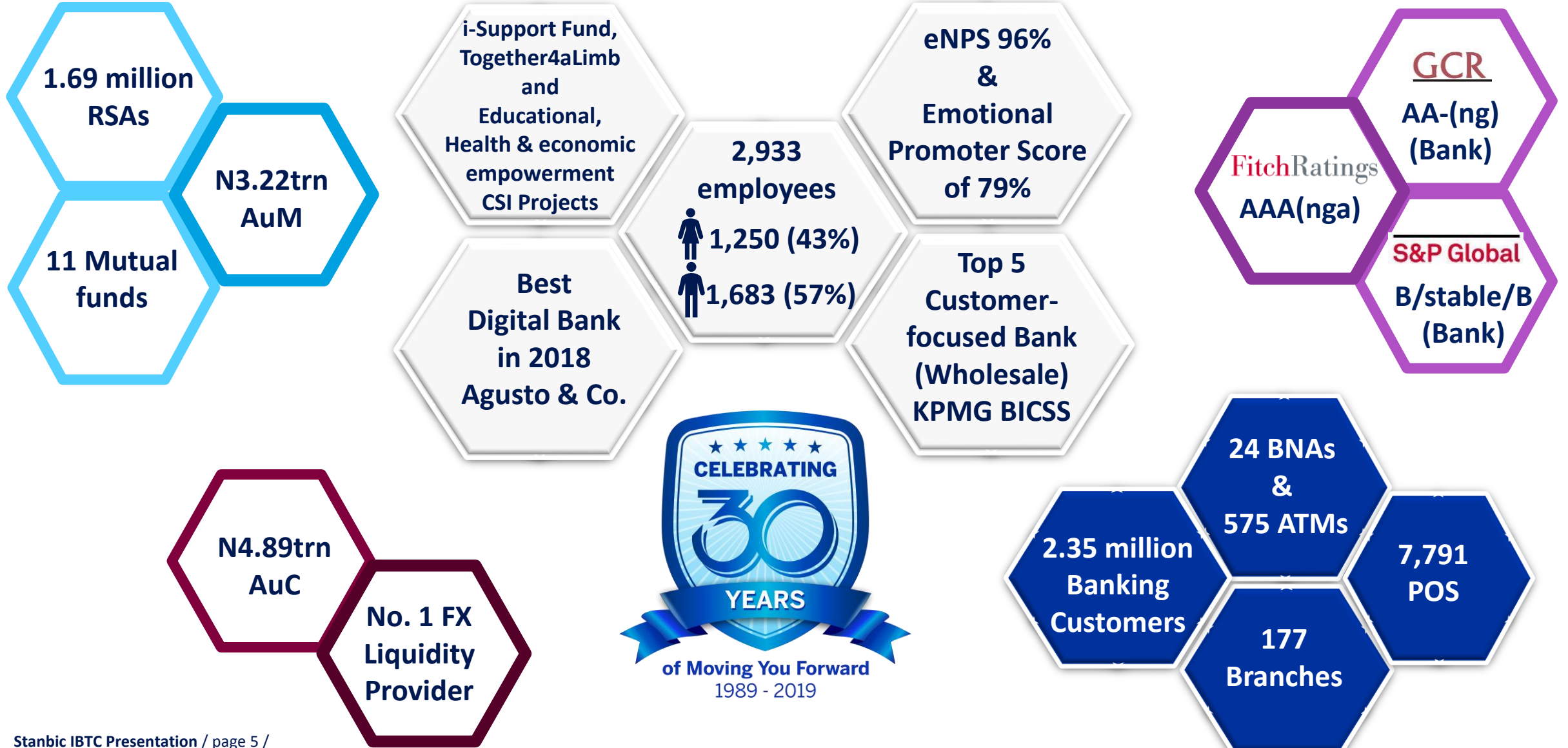
### We measure our progress using five strategic value drivers



SEE = Social, economic and environmental



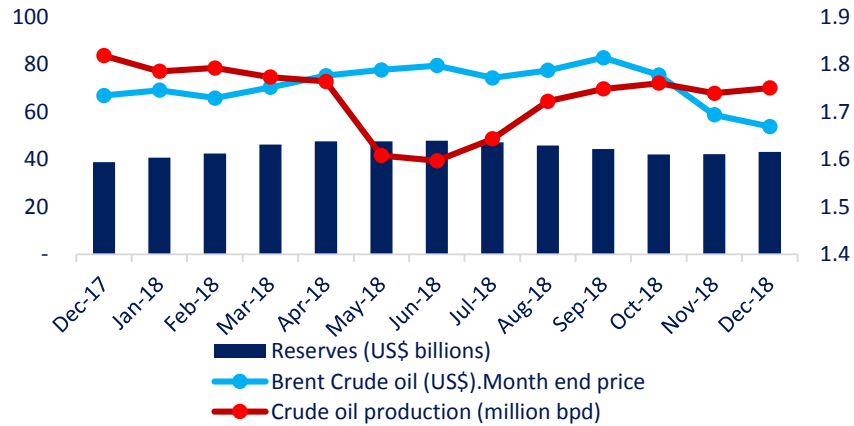
# Stanbic IBTC: Nigeria's leading financial services group



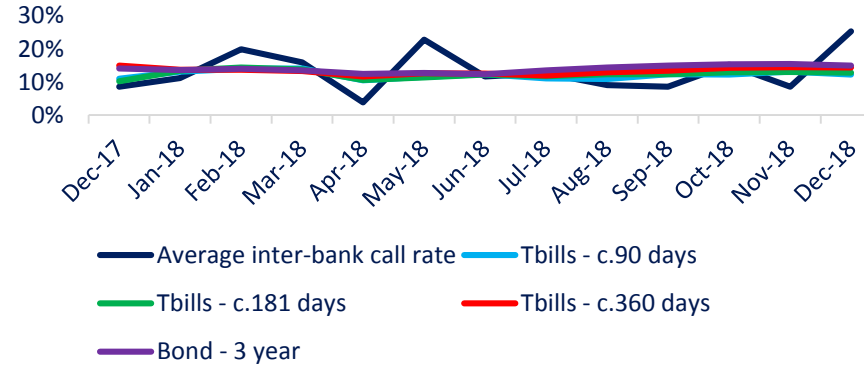


# Macro-economic and Operating environment

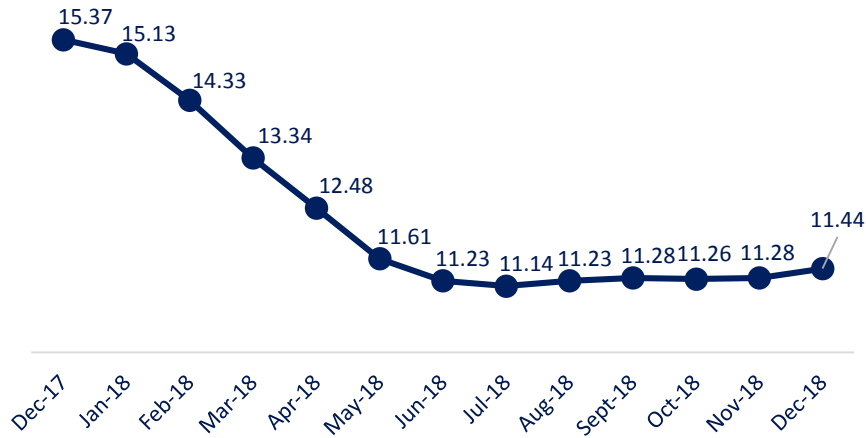
Reserves, Brent Crude oil price & Crude Oil Production



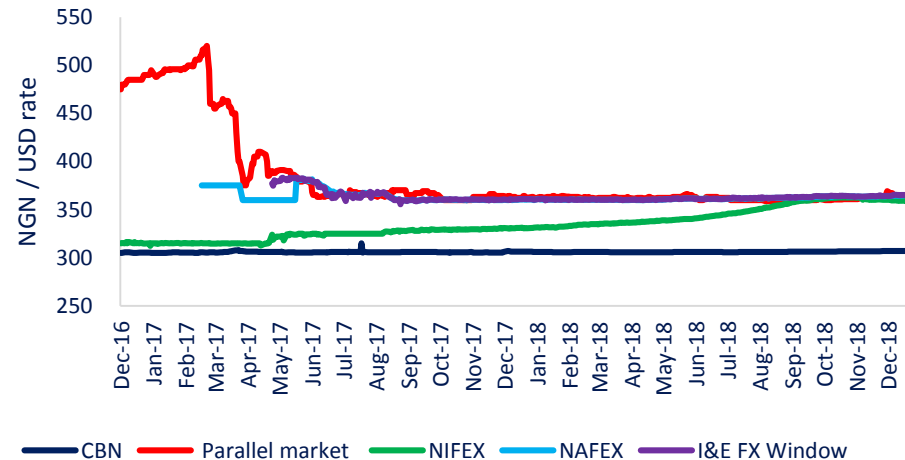
Interest Rates



Inflation (%)



Exchange Rate Movement



❖ The Nigerian economy improved fairly in 2018 with real GDP growing by 1.9% as against 0.8% in 2017.

❖ The country's foreign reserves position dipped from a peak of \$47.8bn in June 2018 to \$41.6bn in November 2018 as the emerging markets contagion triggered foreign portfolio outflows. However, the foreign reserves position closed the year around \$43bn following the successful issuance of a \$2.86bn Eurobond by the government.

❖ Crude oil production in the country averaged 2.1mbpd in 2018. Oil prices became rather volatile towards the end of the year as increased production from the U.S and Russia impacted negatively on prices. Oil prices averaged \$71.7 in 2018 nonetheless.

❖ The Central Bank maintained a tight monetary policy stance during the year, retaining the policy rate at 14%.

❖ Headline inflation moderated to an average of 12.1% from 16.5% average recorded in 2017 as the disinflation process was sustained for most of the year.

❖ The currency was largely stable in 2018 amid continued efforts from the CBN to tame foreign outflows. The Naira averaged N361.77 to the US dollar in 2018.



**Financial Review: FY 2018**

# Summary of FY18 Performance – Income Statement



## Gross Earnings

FY18: N222.4bn  
FY17: N212.4bn



## Earnings Per Share

FY18: 704Kobo  
FY17: 460Kobo

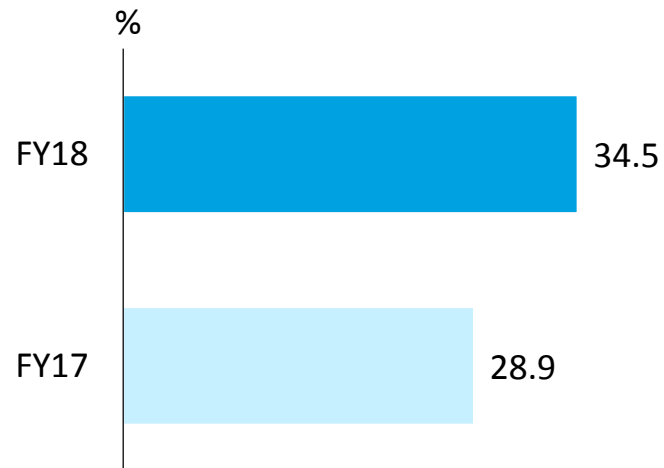


## Profit After Tax

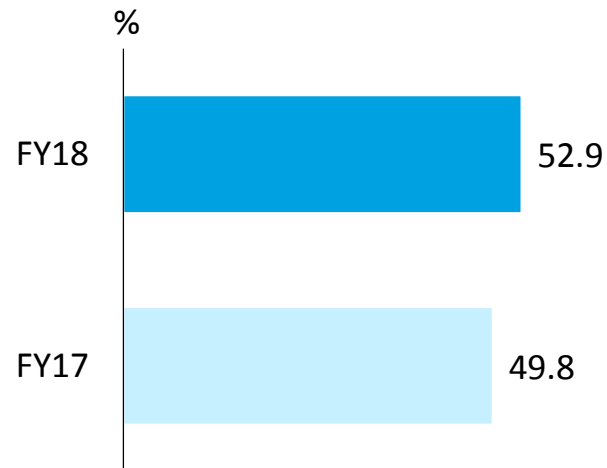
FY18: N74.4bn  
FY17: N48.4bn



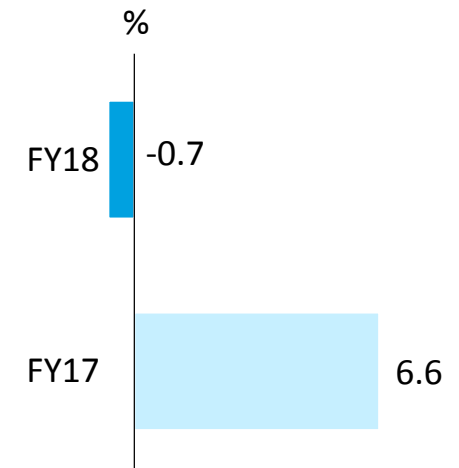
## ROE



## Cost to Income



## Credit Loss Ratio



# Summary of FY18 Performance – Financial Position items



## Total Asset

FY18: N1.664trn  
FY17: N1.386trn



## Customer Deposits

FY18: N807.7bn  
FY17: N753.6bn

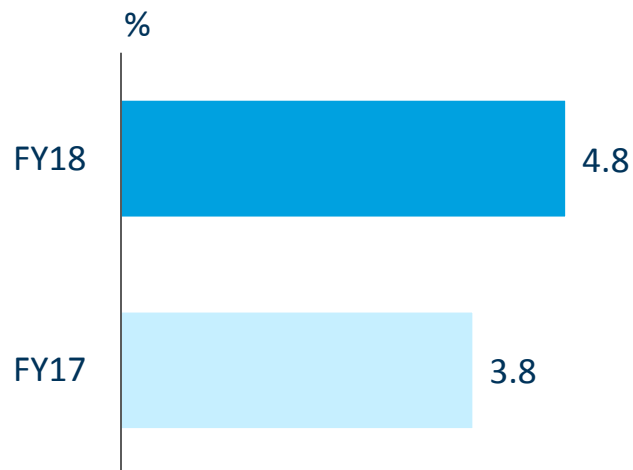


## Customer Loans & Advances

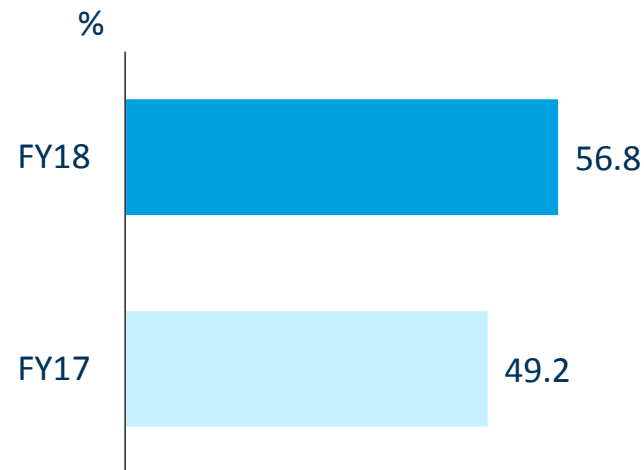
FY18: N432.7bn  
FY17: N372.1bn



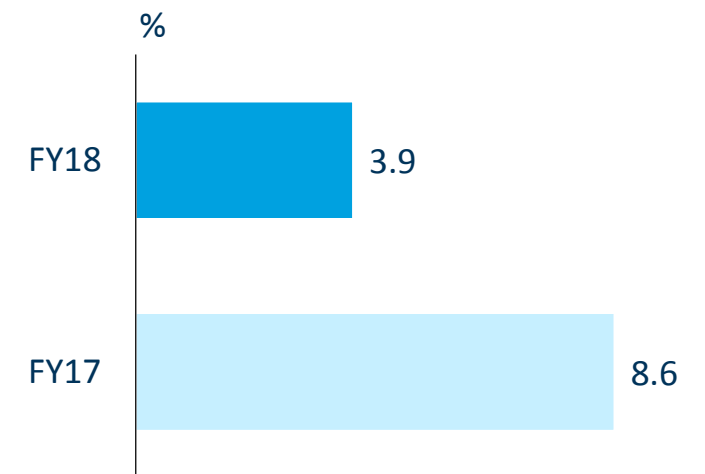
## ROA



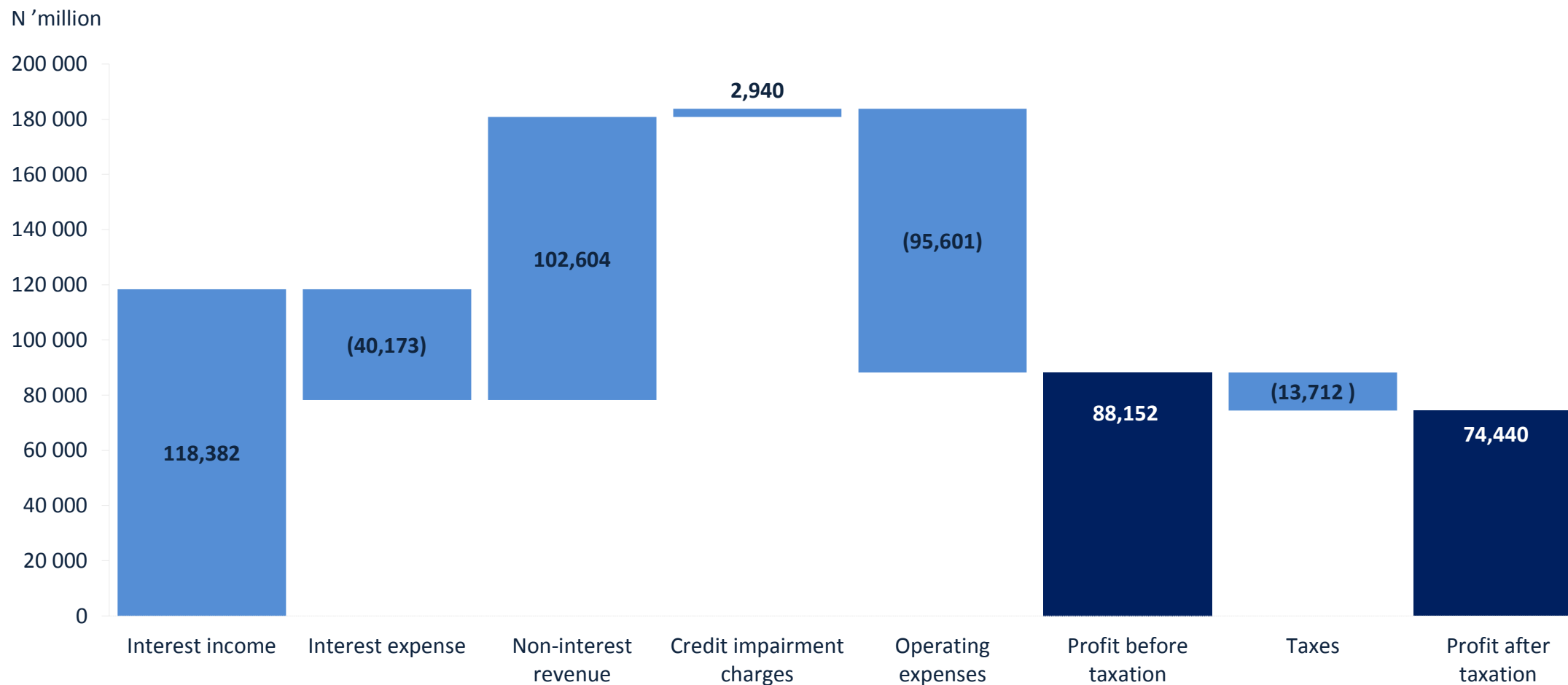
## CASA Ratio



## Gross NPL Ratio (IFRS)



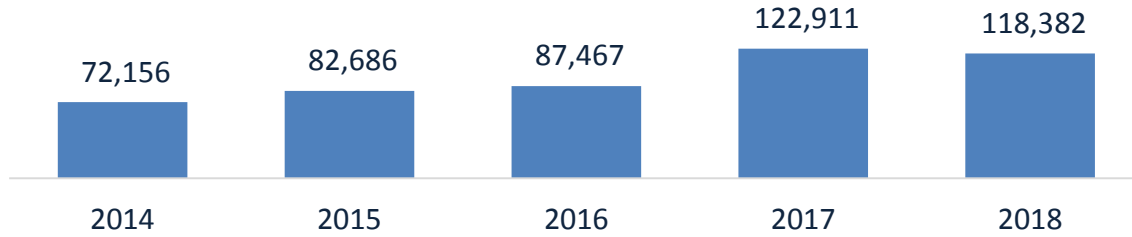
# Overview of income statement for FY18



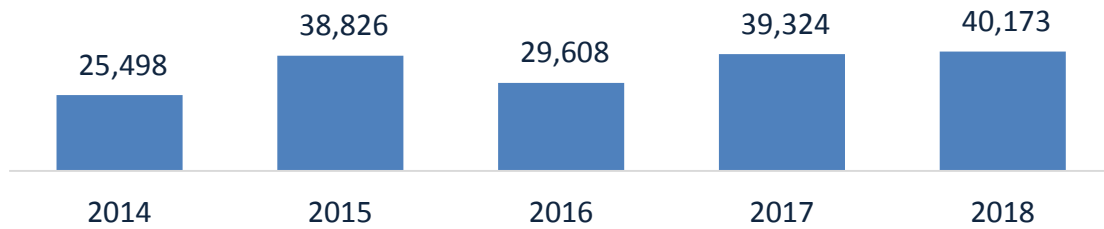


# Net Interest Income

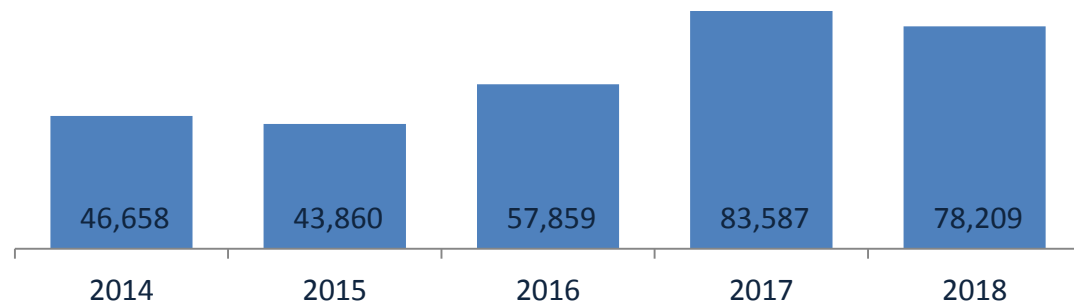
### Interest Income



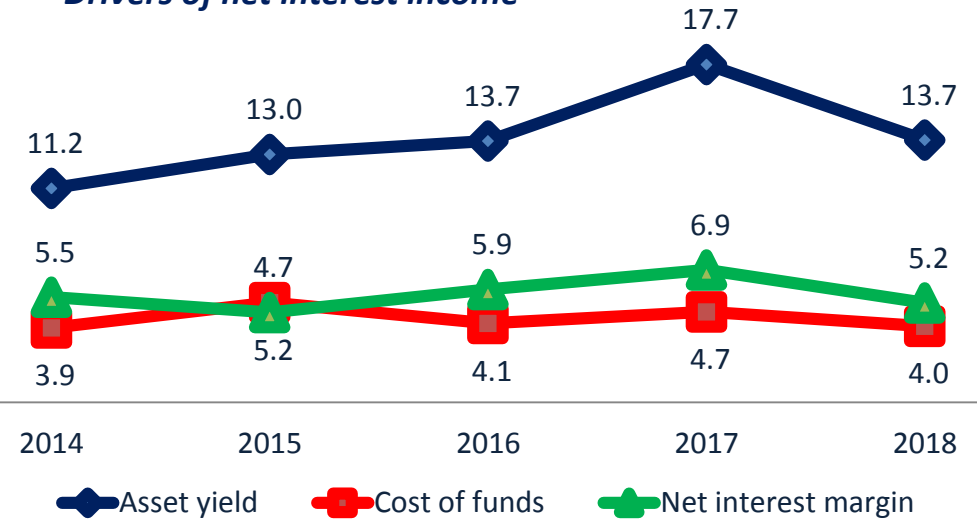
### Interest Expense



### Net Interest Income



### Drivers of net interest income

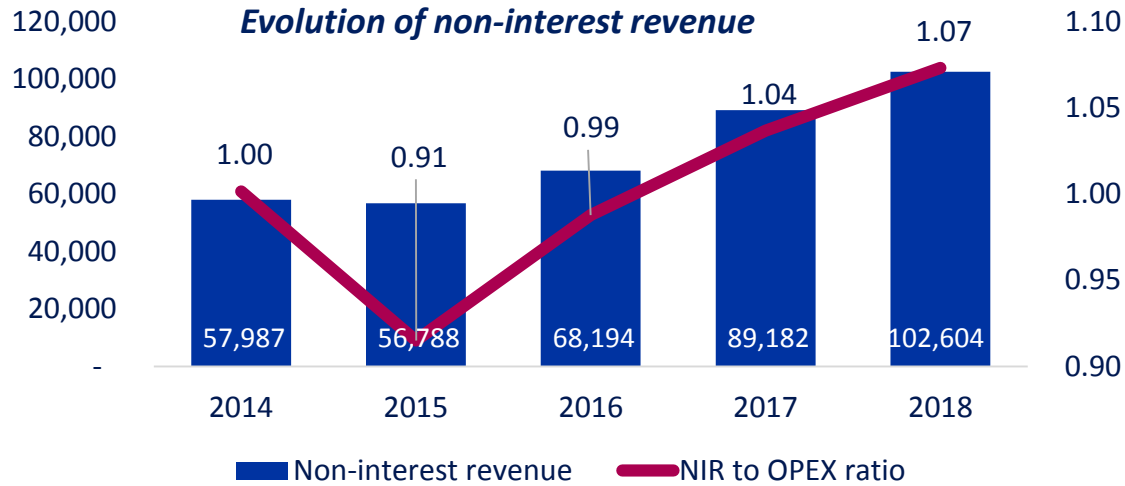


- ❖ Net interest income was down by 6% as interest income declined by 4% to N118.4 billion (FY 2017: N122.9 billion) largely due to declining interest rate environment and asset pricing as well as 2% growth in interest expense.
- ❖ Consequently, net interest margin declined as a result of net interest income decline and growth in total asset.
- ❖ Cost of funds declined year-on-year as we continue the drive to replace expensive term deposit with cheaper deposit liabilities.

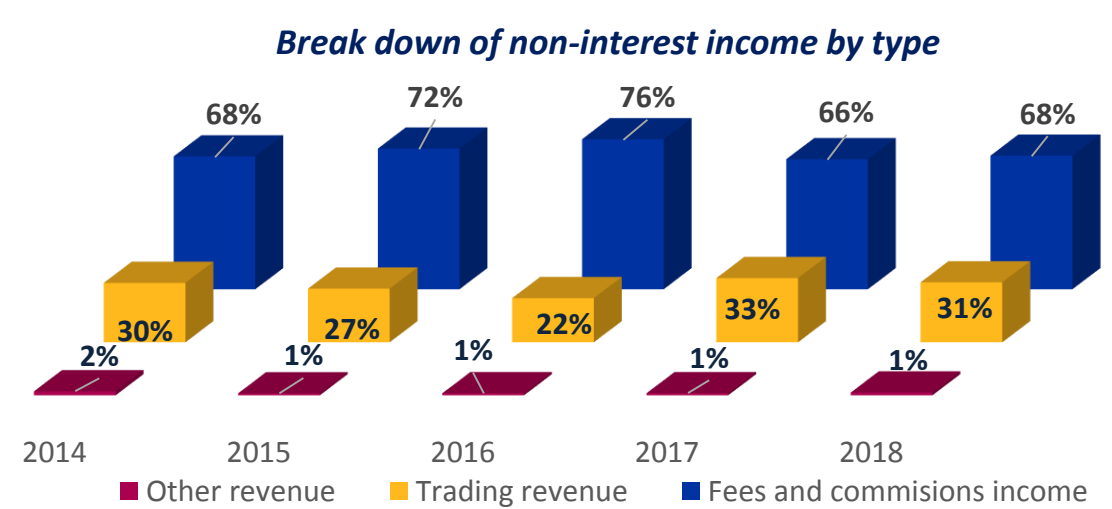


# Non-Interest Revenue

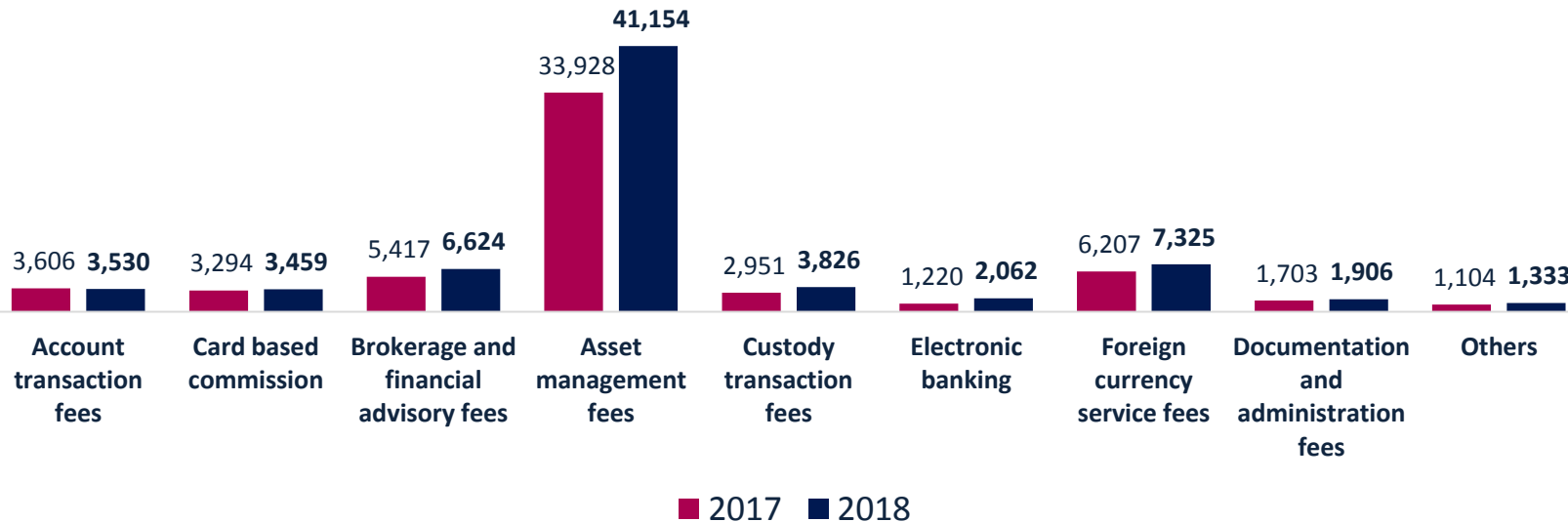
*Evolution of non-interest revenue*



*Break down of non-interest income by type*



*Break down of fees and commission income*

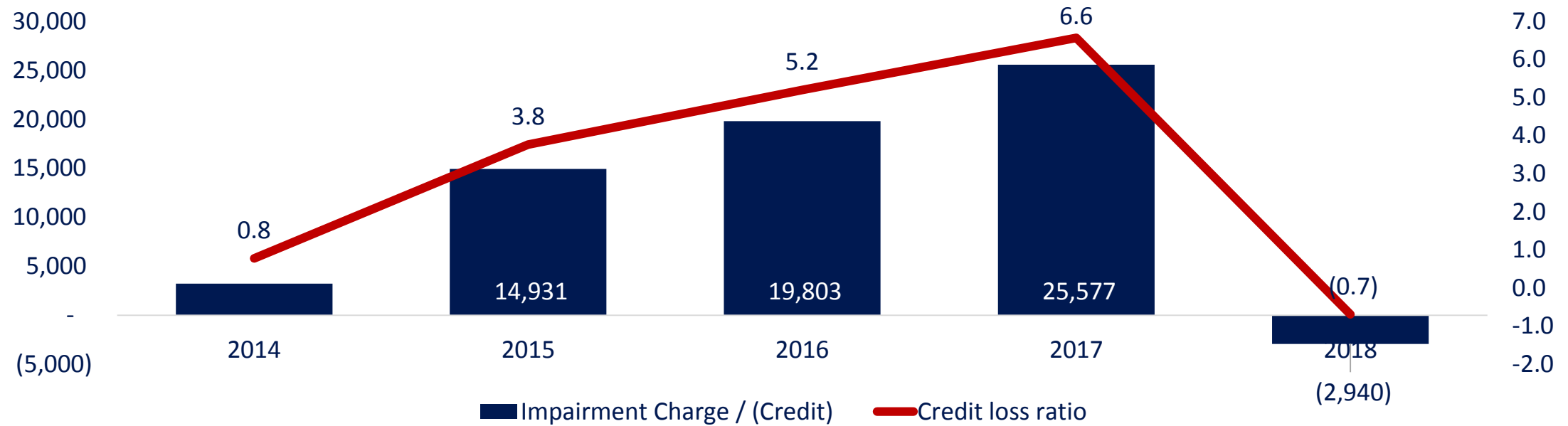


❖ *Non-interest revenue grew by 15% driven by a 7% increase in trading income and 18% growth in net fees and commission.*

❖ *Our asset management, custody, brokerage and capital market businesses witnessed improved business patronage which contributed to the growth in non-interest revenue.*



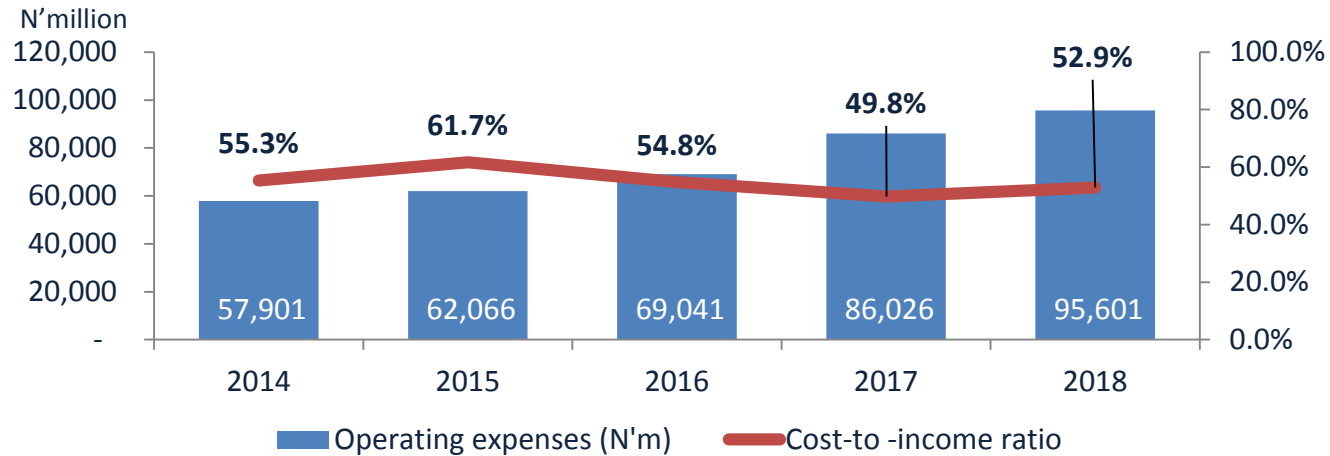
# Income statement - credit impairment



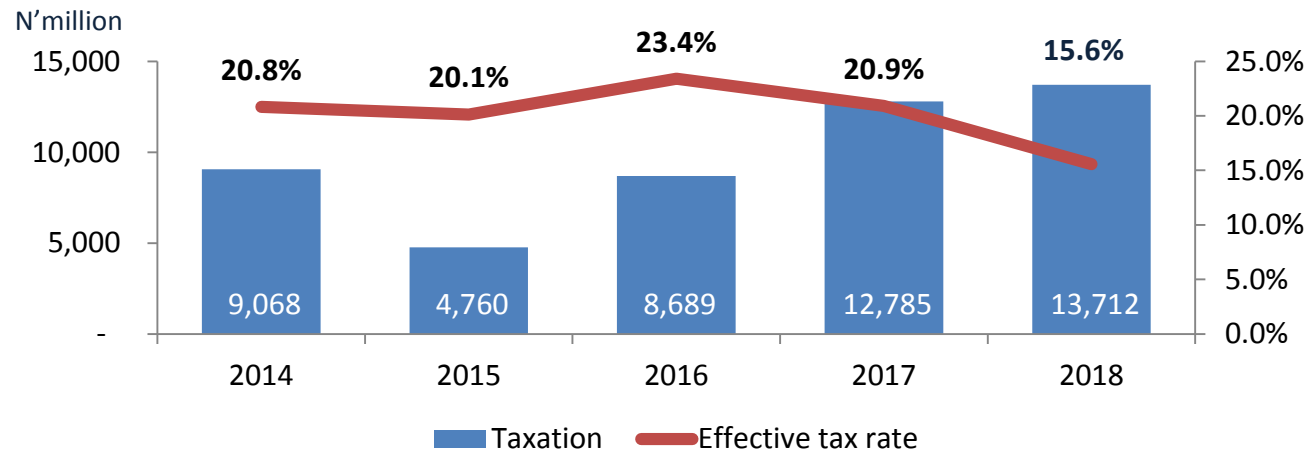
❖ Credit impairment charges improved by over 100% from N25.6bn charge in FY 2017 to a write back of N2.9bn in FY 2018 due to our recovery efforts and strategy.

❖ Credit loss ratio improved to (0.7%) due to recoveries from previously impaired loans.

# Operating expense and Taxation

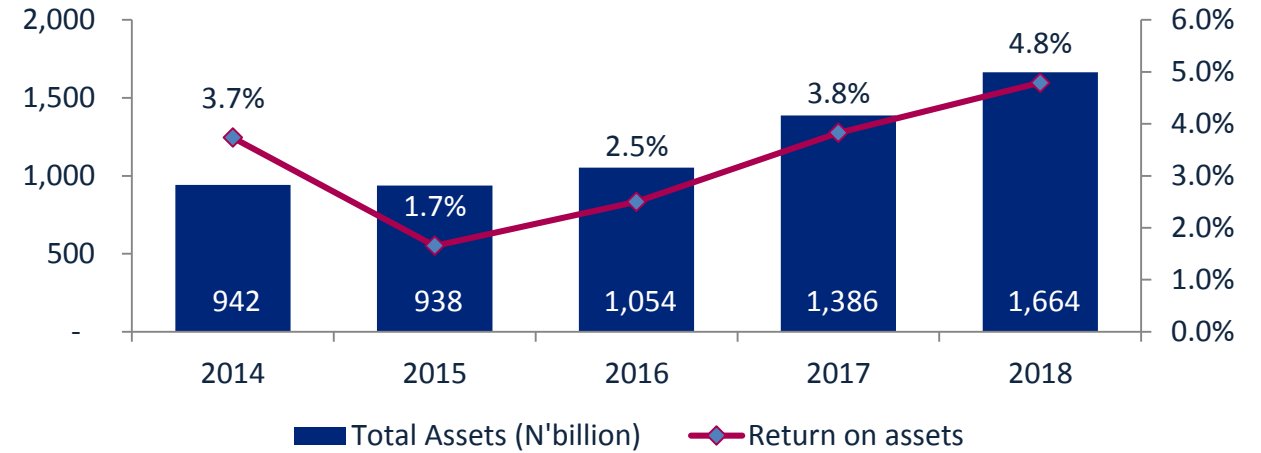
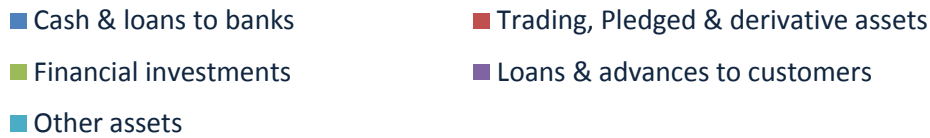
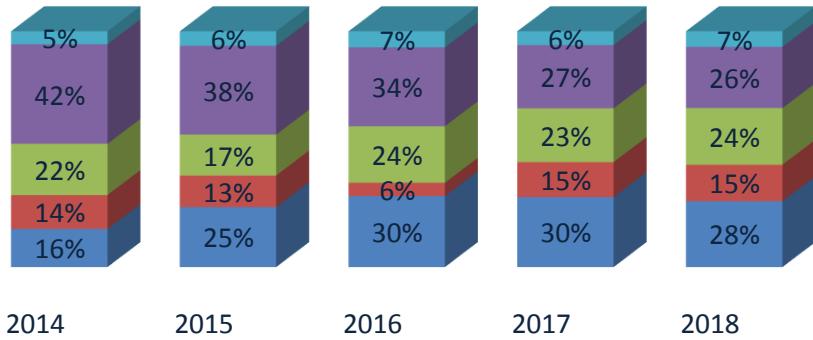


- ❖ *Operating expenses increased by 11% year-on-year.*
- ❖ *Staff cost was up 19% due to one-time adjustment to staff salaries to cushion the effect of currency devaluation and inflation.*
- ❖ *Other operating expenses increased by 6% mainly as a result of growth in information technology cost, AMCON charges and deposit insurance premium on customer deposits.*



- ❖ *Consequently, Cost to income ratio rose to 52.9% from 49.8% recorded in prior year.*
- ❖ *Effective tax rate declined to 15.6% from 20.9% in FY 2017.*

# Total Assets



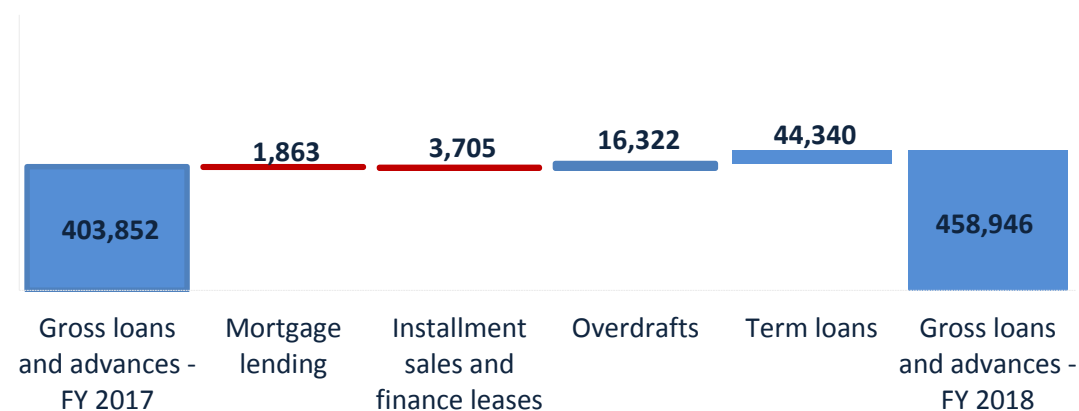
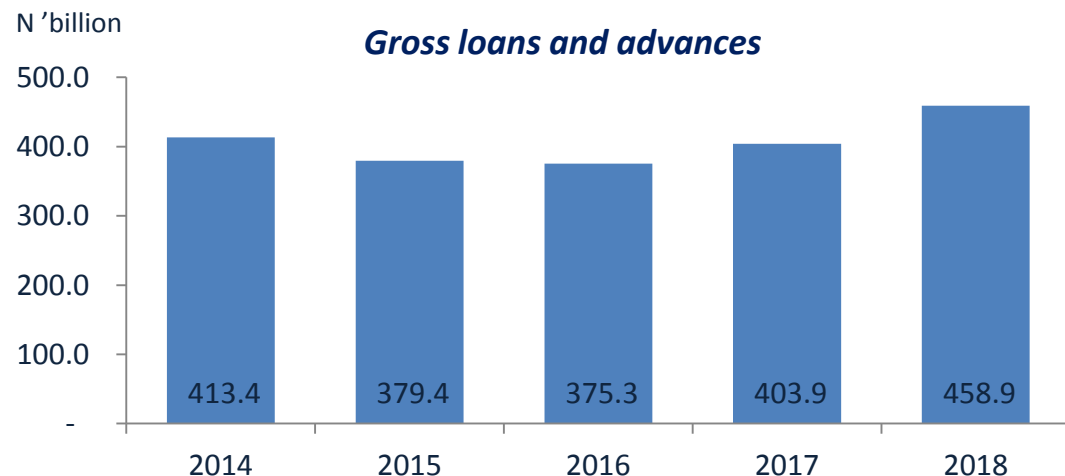
❖ Return on asset grew on the back of improved asset utilization.

# Loans and Advances



2018	2018			2017		
	LCY loans	FCY loans	Total loans	LCY loans	FCY loans	Total loans
	N 'billion	N 'billion	N 'billion	N 'billion	N 'billion	N 'billion
<b>Personal &amp; Business Banking</b>	<b>139.4</b>	<b>40.4</b>	<b>179.8</b>	<b>123.4</b>	<b>26.0</b>	<b>149.3</b>
Mortgage	5.6	-	5.6	7.4	-	7.4
Instalment sale & finance leases	7.9	0.8	8.7	11.4	0.8	12.2
Overdrafts	28.8	2.9	31.6	21.2	2.6	23.8
Term loans	97.2	36.8	134.0	83.3	22.6	106.0
<b>Corporate &amp; Investment Banking</b>	<b>104.3</b>	<b>174.9</b>	<b>279.1</b>	<b>94.7</b>	<b>159.8</b>	<b>254.5</b>
Term loans	67.6	174.9	242.5	66.4	159.8	226.1
Overdrafts	35.5	-	35.5	27.0	-	27.0
Instalment sale and finance lease	1.1	-	1.1	1.4	-	1.4
<b>Total loans</b>	<b>243.7</b>	<b>215.3</b>	<b>459.0</b>	<b>218.1</b>	<b>185.7</b>	<b>403.9</b>
<b>Percentage (%)</b>	<b>53%</b>	<b>47%</b>	<b>100%</b>	<b>54%</b>	<b>46%</b>	<b>100%</b>

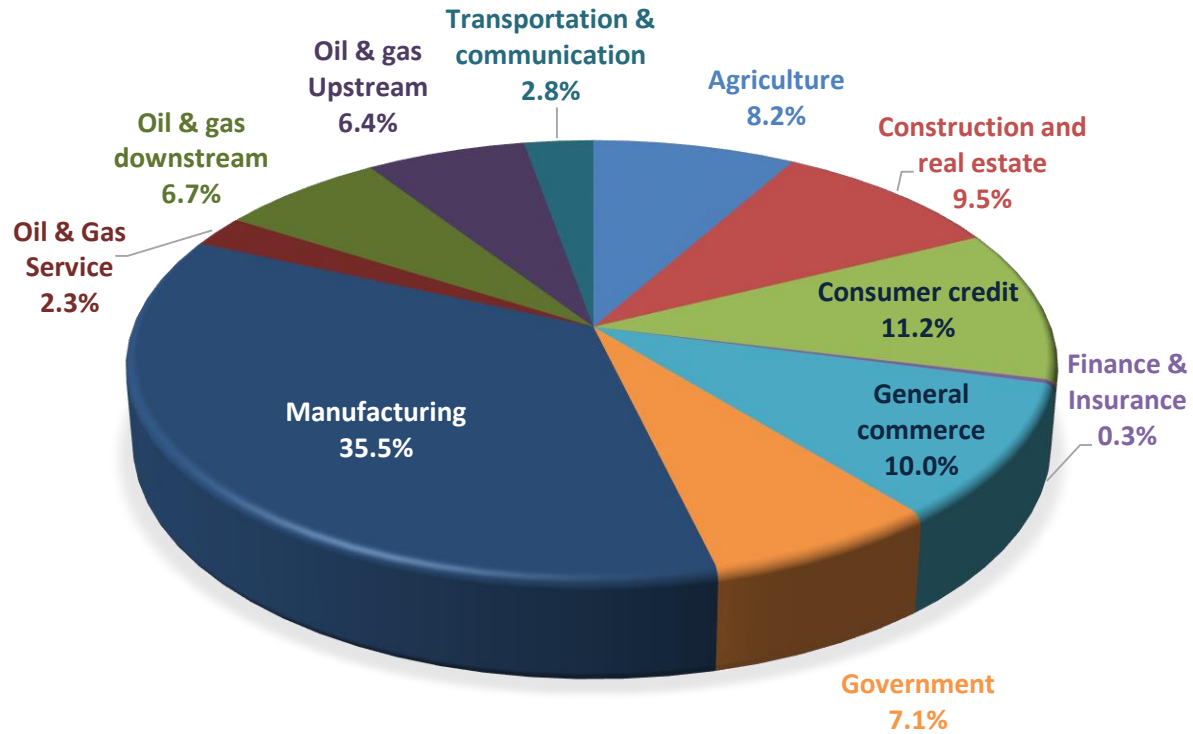
- ❖ PBB loan book grew by 20% and CIB loan book grew by 9.6%.
- ❖ LCY book grew by 11.7% and FCY book grew by 15.9%
- ❖ Gross loans portfolio has grown by 14% year-on-year due to our improved lending appetite as the economy recovers.
- ❖ Installment sales, finance leases and mortgage loans declined as a result of maturities in the year.
- ❖ Increase in overdraft and term loans was due to a review of risk appetite considering the gradual improvement in economic conditions.



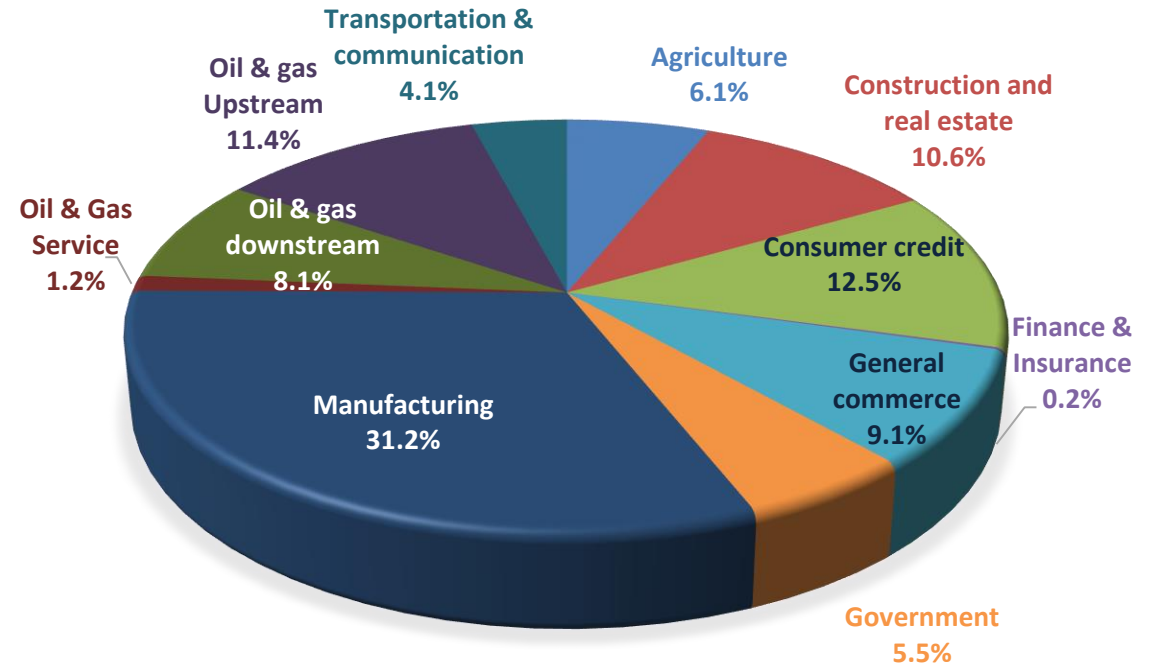
# Loans and Advance by sector



2018



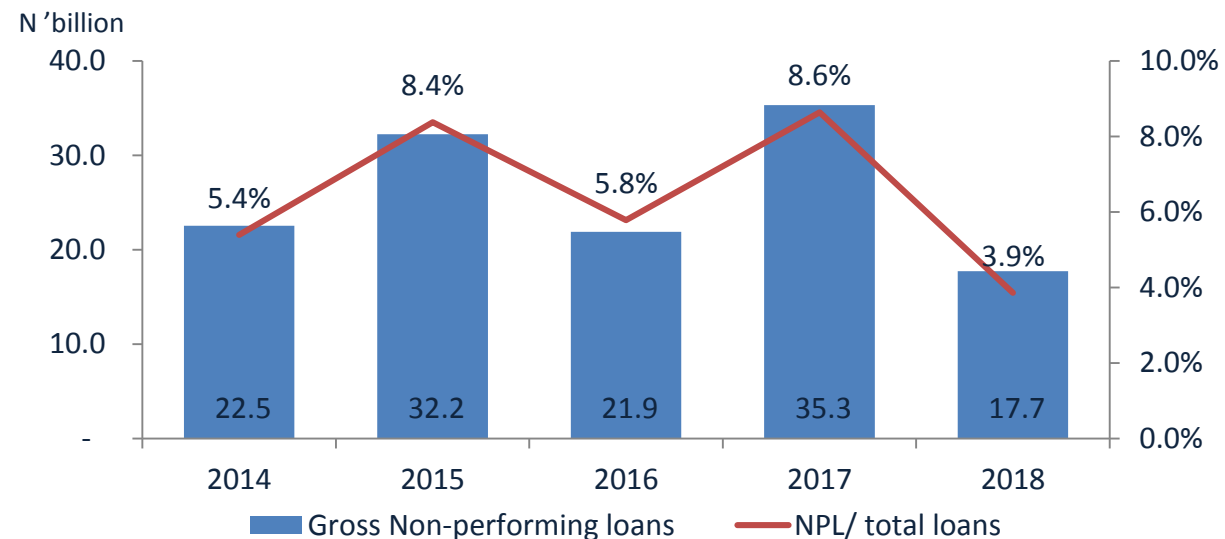
2017



# Loan Performance



Sector	2018		2017	
	% of Total NPL	NPL ratio (%)	% of Total NPL	NPL ratio (%)
Agriculture	12.4%	5.9%	4.4%	6.3%
Construction and real estate	2.9%	1.2%	5.7%	4.7%
Consumer credit	44.9%	15.5%	22.6%	15.3%
General commerce	10.0%	3.8%	6.2%	5.9%
Government	9.4%	5.1%	0.6%	1.0%
Manufacturing	0.7%	0.1%	0.5%	0.1%
Oil & gas services	5.4%	9.1%	1.9%	13.6%
Oil Downstream	0.2%	0.1%	21.3%	22.6%
Transportation & communication	14.1%	19.6%	36.7%	43.9%
<b>Grand Total</b>	<b>100.0%</b>	<b>3.9%</b>	<b>100.0%</b>	<b>8.6%</b>



	% of total NPLs		% of total NPLs	
	2018	2017	2018	2017
Local currency	15,037	25,789	85%	76%
Foreign currency	2,677	9,533	15%	24%
<b>Total NPLs</b>	<b>17,714</b>	<b>35,322</b>	<b>100%</b>	<b>100%</b>

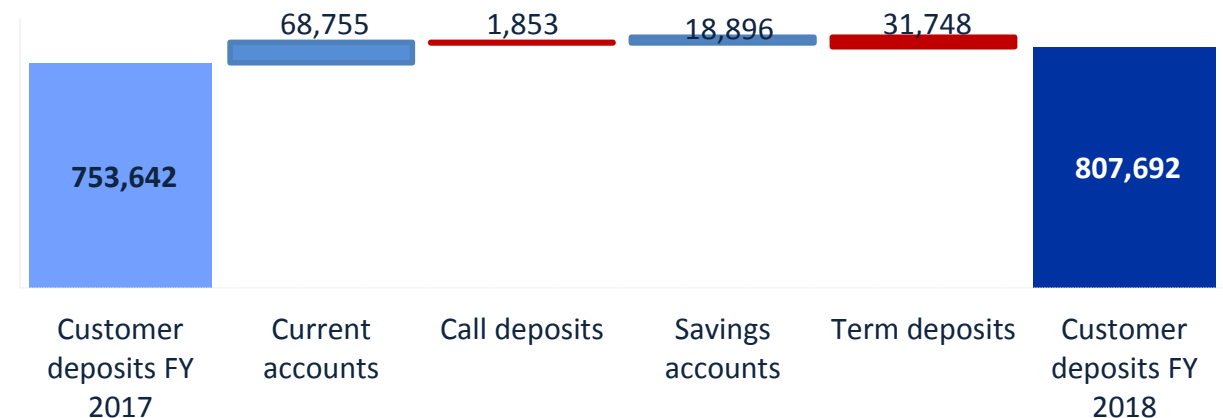
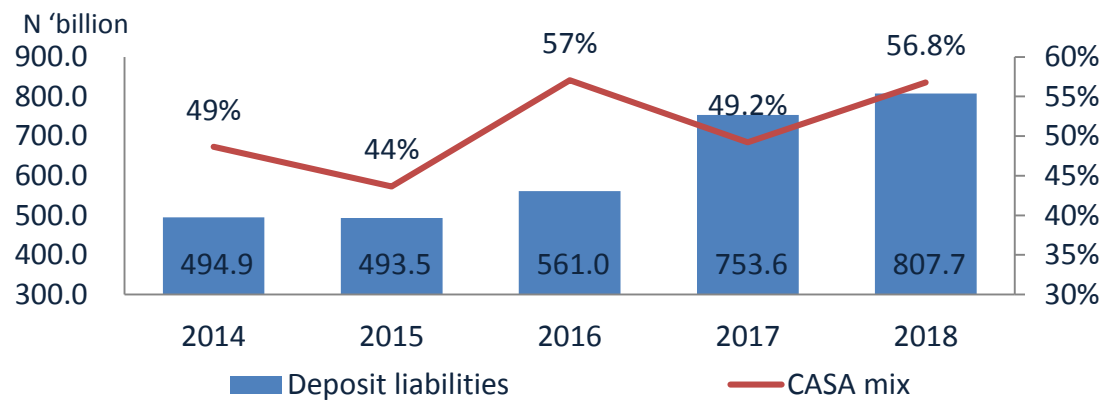
# Customer Deposit



	2018			2017		
	LCY	FCY	Total	LCY	FCY	Total
	N 'billion	N 'billion	N 'billion	N 'billion	N 'billion	N 'billion
<b>Personal &amp; Business Banking</b>	339.6	166.1	501.7	266.6	170.0	436.6
Current Accounts	204.3	121.5	325.8	125.7	119.4	245.2
Savings Accounts	67.3	0.0	67.3	48.4	-	48.4
Call Deposits	5.3	0.9	6.2	5.3	1.5	6.8
Term Deposits	62.7	39.7	102.4	87.1	49.0	136.2
<b>Corporate &amp; Investment Banking</b>	171.0	131.0	306.0	227.4	89.6	317.0
Current accounts	38.5	26.9	65.4	41.0	36.3	77.3
Call deposits	37.0	30.5	67.5	64.9	3.8	68.6
Term deposits	95.4	77.7	173.1	121.6	49.5	171.1
<b>Total deposits</b>	510.6	297.1	807.7	494.0	259.6	753.6
	<b>63%</b>	<b>37%</b>	<b>100%</b>	<b>66%</b>	<b>34%</b>	<b>100%</b>

❖ Expensive term deposits were released and replaced with low cost deposit.

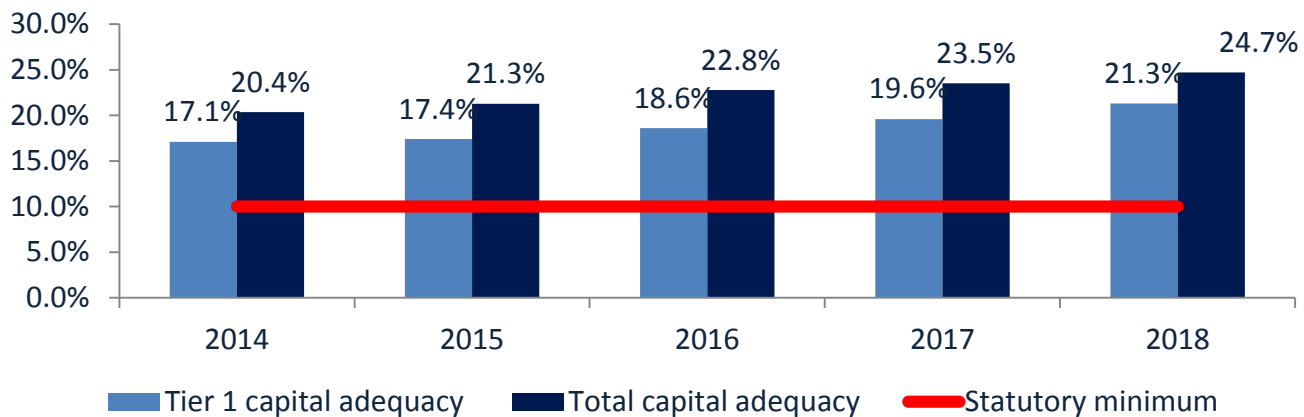
❖ CASA ratio improved from 49.2% in 2017 to 56.8% in 2018.



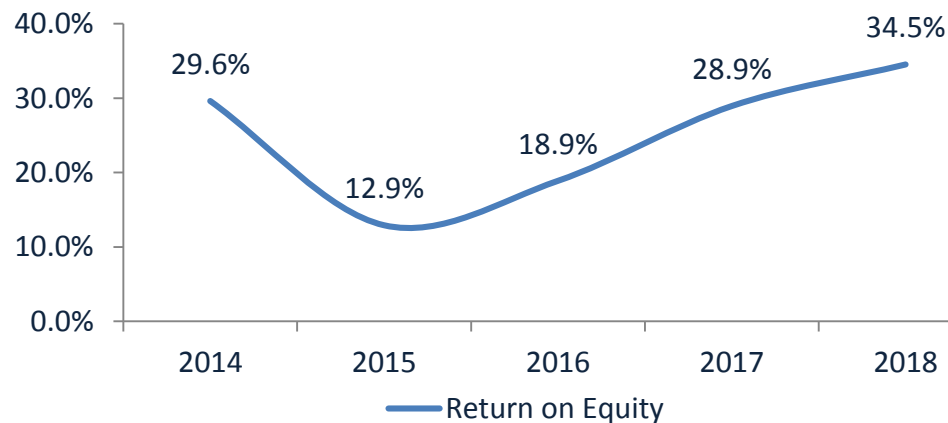
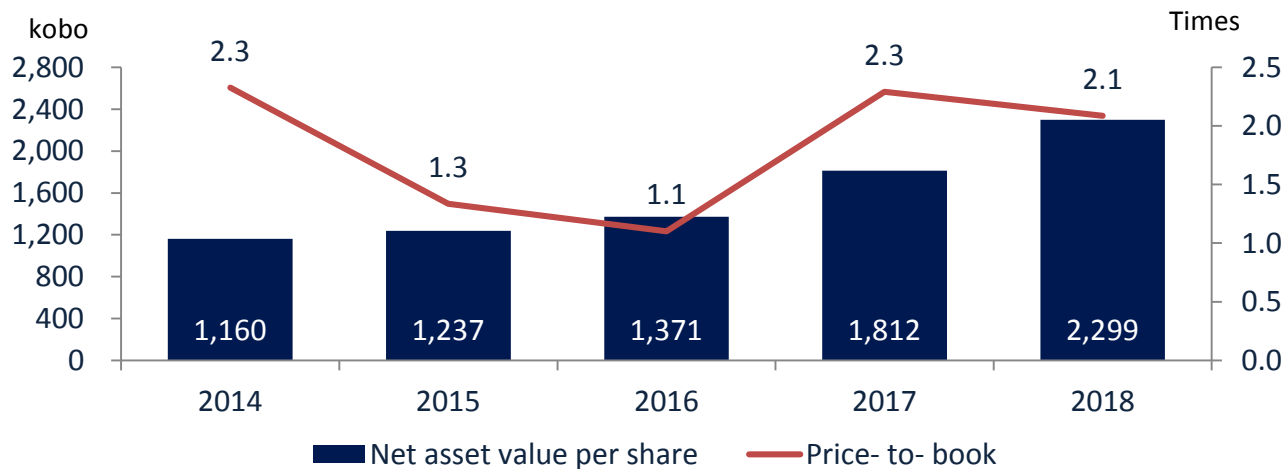
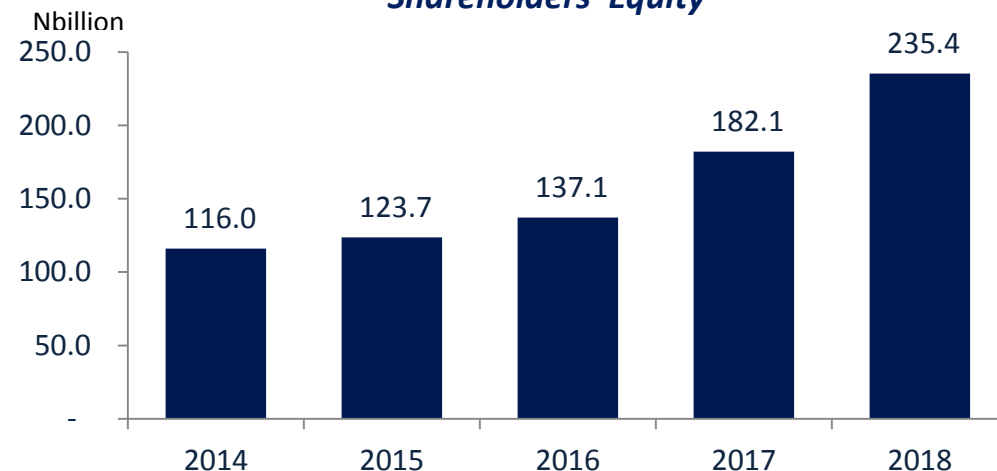
# Capital and Shareholder Value



Amortization of IFRS 9 Day 1 impact as mandated by CBN would increase CAR to 25.3%



## Shareholders' Equity



# Personal & Business Banking (“PBB”)



Stanbic IBTC Bank

# PBB Performance Highlights



## Total Income

FY18: N48.9bn  
FY17: N44.3bn



## Profit / (loss) After Tax

FY18: N581mn  
FY17: (N16.5bn)



## Gross loans & Advances

FY18: N179.8bn  
FY17: N149.3bn

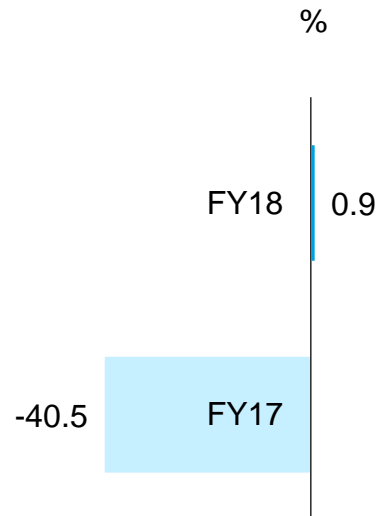


## Customer Deposits

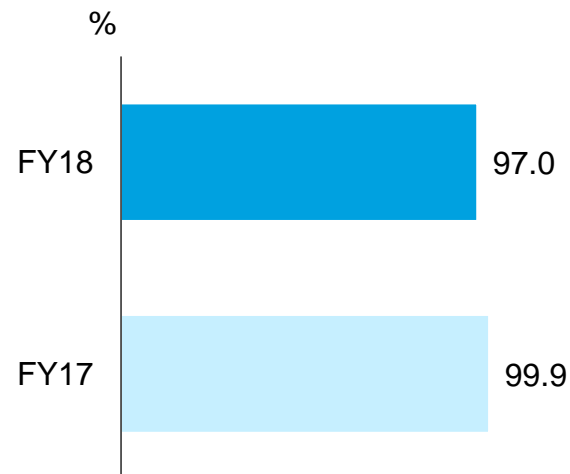
FY18: N501.7bn  
FY17: N436.6bn



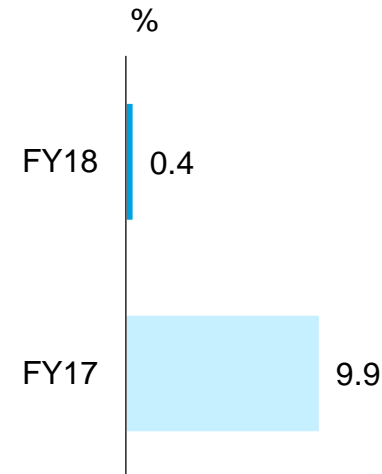
## ROE



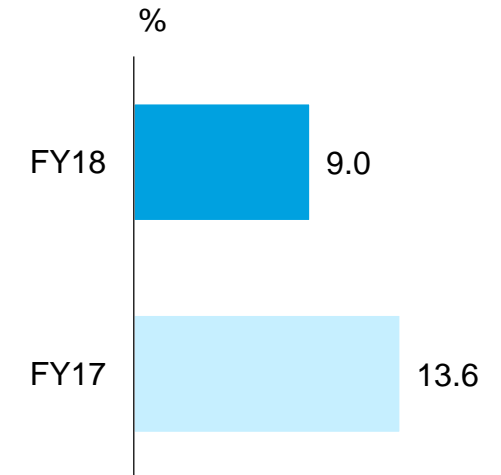
## Cost to Income



## Credit Loss Ratio



## NPL Ratio



# PBB Financial Analysis – FY 2018



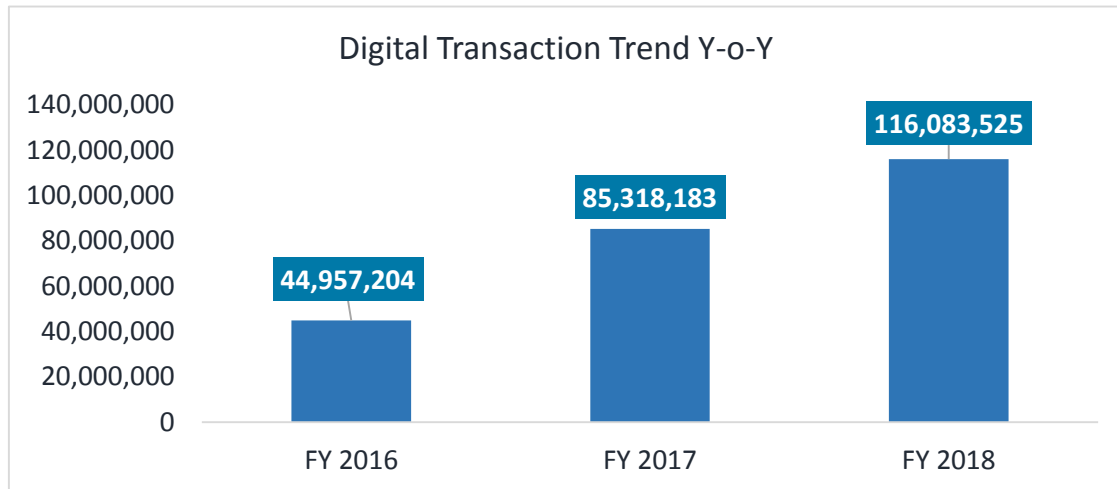
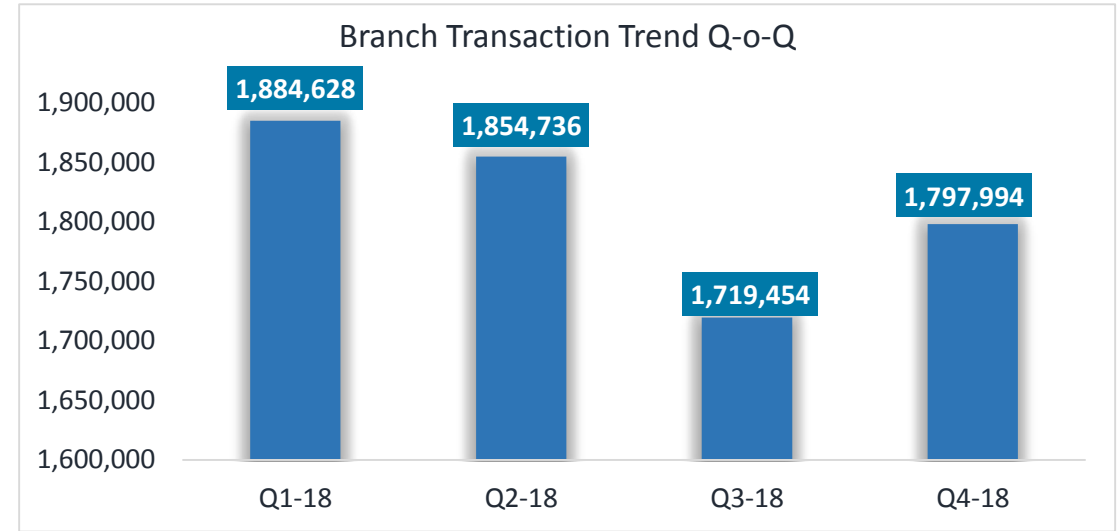
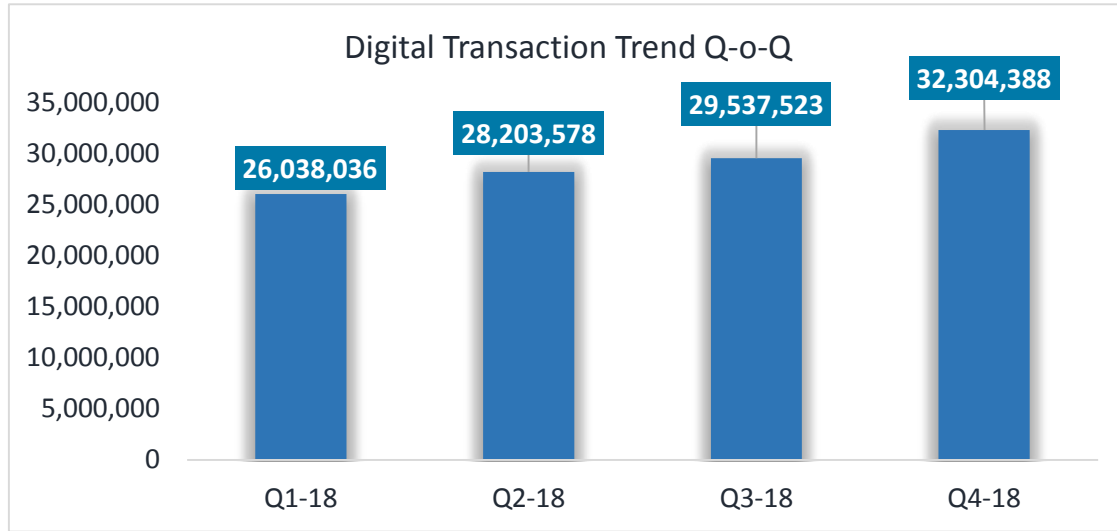
## Performance highlights

	2018	Change	2017
Income statement	N'million	%	N'million
Net interest income	32,176	3	31,243
Non-interest revenue	16,720	28	13,044
<b>Total income</b>	<b>48,896</b>	<b>10</b>	<b>44,287</b>
Credit impairment charges	(618)	(96)	(14,970)
Operating expenses	(47,435)	7	(44,234)
<b>Profit before tax</b>	<b>843</b>	<b>&gt;100</b>	<b>(14,917)</b>
<b>Profit after tax</b>	<b>581</b>	<b>&gt;100</b>	<b>(16,525)</b>
<b>Balance sheet</b>	<b>FY 2018</b>		<b>FY 2017</b>
Gross loans & advances	179,813	20	149,324
Deposit liabilities	501,689	15	436,621
<b>Key selected ratios</b>	<b>FY 2018</b>		<b>FY 2017</b>
Cost to income ratio %	97.0		99.9
CASA ratio %	78		67
Credit loss ratio %	0.4		9.9
NPL/total loan ratio %	9.0		13.6

- ❖ 20% decline in interest expense due to improved low cost deposit base, which led to the marginal increase in Net Interest Income even though we saw a 4% decline in interest revenue.
- ❖ Non-interest revenue grew as transaction turnover grew year-on-year across our banking channels.
- ❖ Credit impairment charges improved by over 96% with a write back from recovery on some previously impaired loans.
- ❖ Operating expenses growth is as a result of staff cost growth due to a one-off adjustment to cushion the effect of currency devaluation.
- ❖ Loan book growth is on the back of improved economic activities with improved customer appetite to support their businesses.
- ❖ Deposit book increased on account of continued growth in customer numbers and drive to increase our cheap deposit base. CASA ratio for PBB improved to 78% from 67% the previous year.



# Digital Channels



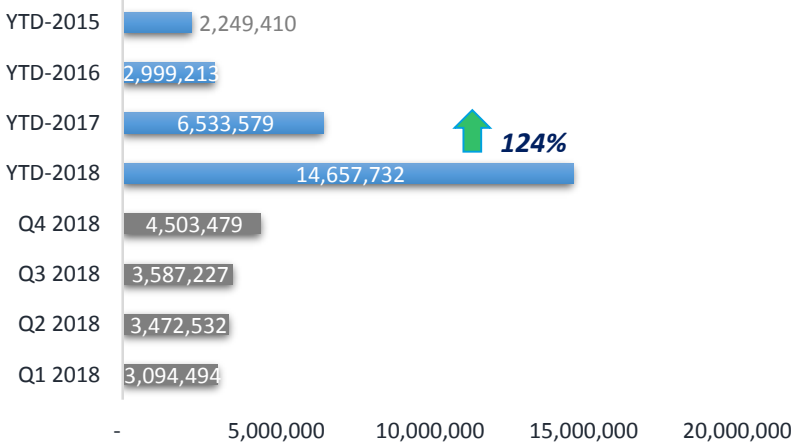
*The growth recorded in digital banking volumes as at end of 2018 represents 36% year-on-year increase across all digital banking channels.*

*The bank continues to drive digital transactions as customers become more comfortable using our alternative channels as reflected in the 24% growth in Digital transactions between Q1 & Q4 and 4.5% drop in branch transactions between Q1 & Q4*

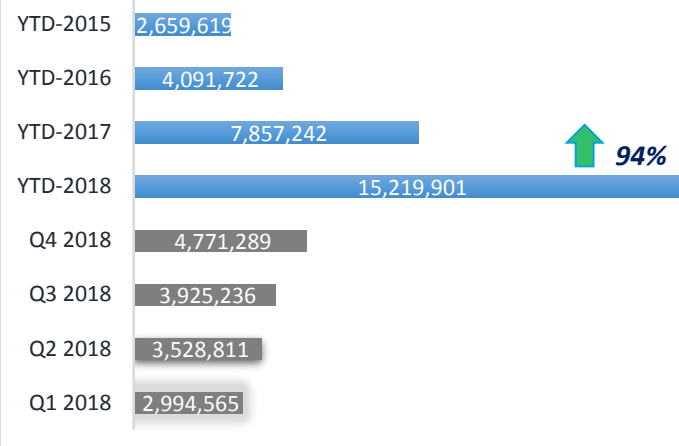


# Digital Channels

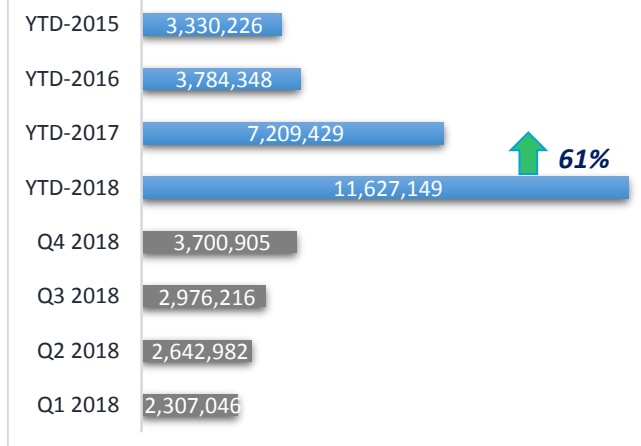
## USSD Banking



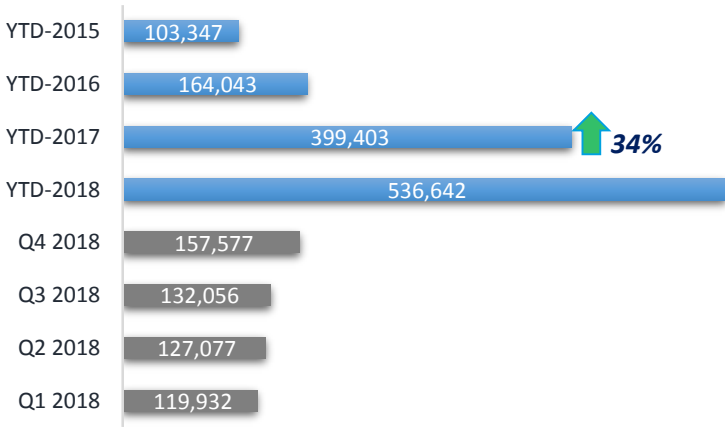
## Mobile Banking



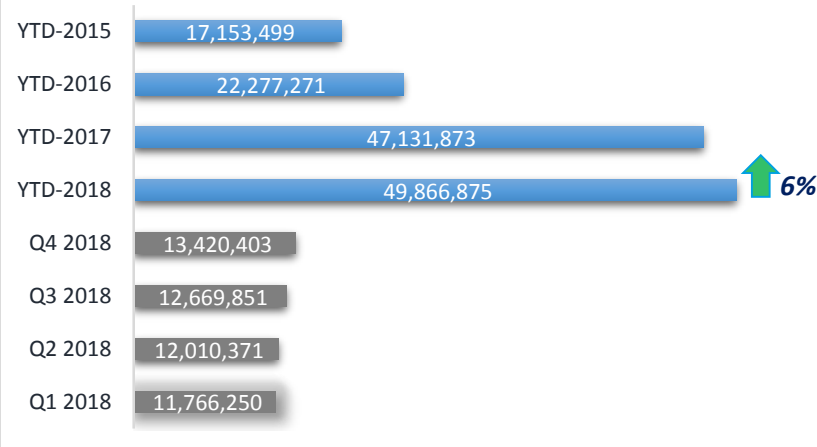
## POS



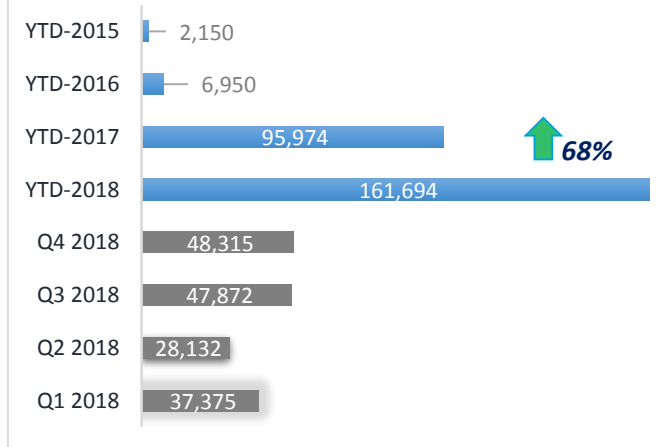
## SME Internet Banking



## ATM



## Bulk Note Acceptors (BNA)





## 1 Non-Interest Revenue (NIR)

Through our various initiatives, we aim at accelerating NIR growth in a sustainable manner. Emphasis is on Pay & Receive, increased Digital Usage, loan fees and growth of other key NIR lines.

## 3 Performing Loans

We will continue to grow performing loans conscientiously and sustainably across our focus segments. The aim is to ensure that quality loans are booked early in the year to enable the business enjoy the interest income benefits.

1

2

## 2 Customer Deposits

The business is focused on effectively driving and sustaining the growth in customer deposits in 2019 with emphasis on savings and low cost deposits. We aim to capture larger market share of customer deposits as this would positively impact funding and ultimately net interest income.

3

4

## 4 Virtual Banking Proposition

The business is focused on delivering the virtual banking proposition 2.0 which is a major game changer for PBB in 2019, as this would positively influence customer recruitment and experience.



**Corporate & Investment  
Banking (CIB)**

# CIB Performance Highlights



## Total Income

FY18: N84.6bn  
FY17: N89.0bn



## Profit After Tax

FY18: N51.2bn  
FY17: N45.7bn



## Gross loans & Advances

FY18: N279.1bn  
FY17: N254.5bn



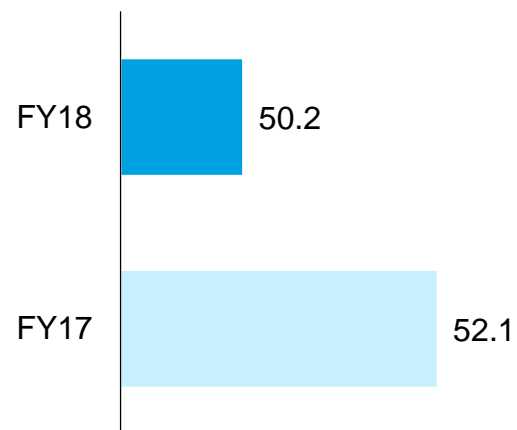
## Customer Deposits

FY18: N306.0bn  
FY17: N317.0bn



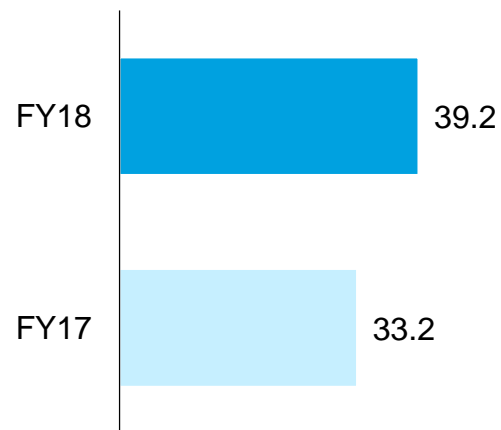
## ROE

%



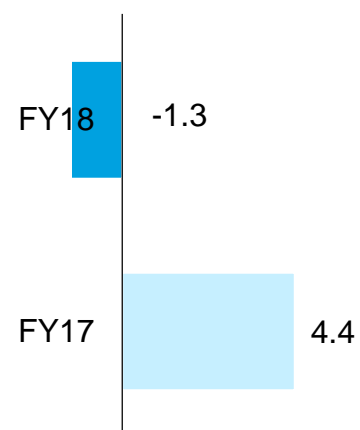
## Cost to Income

%



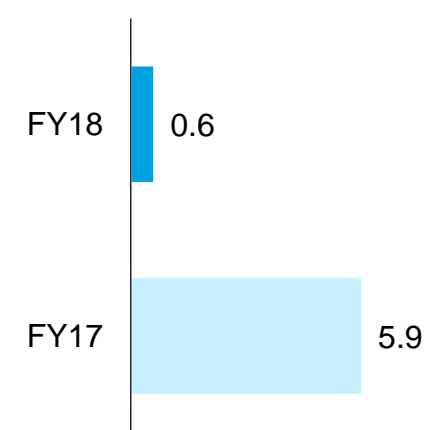
## Credit Loss Ratio

%



## NPL Ratio

%



# CIB Financial Analysis – FY 2018



## Performance highlights

	2018	Change	2017
	N 'million	%	N 'million
<b>Income statement</b>			
Net interest income	40,952	(15)	47,969
Non-interest revenue	43,600	6	41,051
<b>Total income</b>	<b>84,552</b>	<b>(5)</b>	<b>89,020</b>
Credit impairment charges	3,594	>(100)	(10,607)
Operating expenses	(33,141)	12	(29,556)
<b>Profit before tax</b>	<b>55,005</b>	<b>13</b>	<b>48,857</b>
<b>Profit after tax</b>	<b>51,218</b>	<b>12</b>	<b>45,748</b>
<b>Balance sheet</b>	<b>FY 2018</b>		<b>FY 2017</b>
Gross loans & advances	279,133	10	254,528
Deposit liabilities	306,003	(3)	317,021
<b>Key selected ratios</b>	<b>FY 2018</b>		<b>FY 2017</b>
Cost to income ratio %	39.2		33.2
CASA ratio %	21		24
Credit loss ratio %	(1.3)		4.4
NPL/total loan ratio %	0.6		5.9

- ❖ A strong performance from our capital markets, advisory, custody, brokerage, FX trading and trade finance businesses in 2018, despite the headwinds from margin compression.
- ❖ Credit impairments improved due to write back of previously impaired loans in the earlier part of the year.
- ❖ Cost-to-income ratio deteriorated as a result of a 20% increase in other operating expenses.
- ❖ Loan book growth was driven by opportunities to expand trade finance, overdrafts and term loans.
- ❖ Deposit book declined due to our drive to curtail cost of fund.

# CIB– Moving forward 2019



**Growing quality loans and advances with focus on the more resilient sectors of the economy**

**1**

**Growing deposits with focus on transactional low cost deposits. Relentless focus on lowering cost of funding**

**2**

**Growing our Trade Finance market share**

**3**

**Focus on winning mandates in our capital markets businesses**

**4**

**Growing our foreign currency trading market share**

**5**

**Wealth**



# Wealth Performance Highlights



## Total Income

FY18: N47.4bn  
FY17: N39.5bn



## Profit After Tax

FY18: N22.6bn  
FY17: N19.2bn



## Asset under Management

FY18: N3.22trn  
FY17: N2.71trn



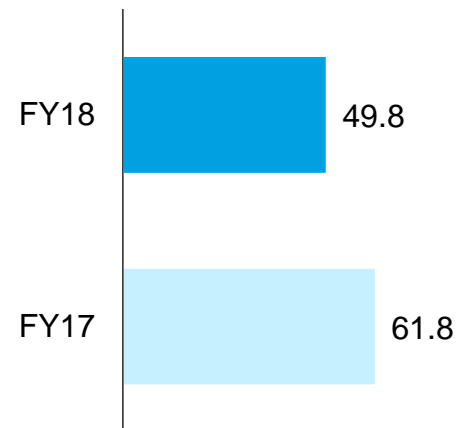
## No. of RSAs

FY18: 1.7mn  
FY17: 1.6mn



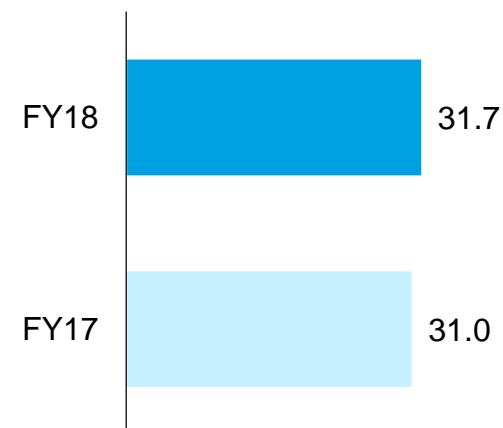
## ROE

%



## Cost to Income

%



# Wealth Financial Analysis – FY 2018



## Performance highlights

<b>Income statement</b>	<b>2018 N'million</b>	<b>Change %</b>	<b>2017 N'million</b>
Net interest income	5,081	16	4,375
Non-interest revenue	42,284	21	35,087
<b>Total income</b>	<b>47,365</b>	<b>20</b>	<b>39,462</b>
Credit impairment charges	(36)	>100	-
Operating expenses	(15,025)	23	(12,236)
<b>Profit before tax</b>	<b>32,304</b>	<b>19</b>	<b>27,226</b>
<b>Profit after tax</b>	<b>22,641</b>	<b>18</b>	<b>22,641</b>
	<b>FY 2018</b>		<b>FY 2017</b>
Asset under Management (N 'million)	3,221,574	19	2,713,800
Retirement Savings Accounts (number)	1,695,861	6	1,595,343
	<b>FY 2018</b>		<b>FY 2017</b>
<b>Key selected ratios</b>			
Cost to income ratio %	31.7		31.0

- ❖ *Net interest income grew by 16% as the business continues to invest its capital in financial and investment securities.*
- ❖ *Non-interest revenue grew by 21% due to increased revenue from management fees as assets under management grew year-on-year.*
- ❖ *Operating expenses grew by 23%, driven by one-time adjustment to staff salaries, while other operating expenses increased on the back of increased pension protection levy and marketing expenses.*
- ❖ *Cost-to-income ratio deteriorated year-on-year but the business will continue to strive for better efficiencies.*



## Regulatory Changes

1

We will maintain the momentum of positive disposition to regulatory changes with continuous engagements with the various regulatory bodies to introduce rules and regulations to promote industry growth and customer experience.

## Micro Pension

3

In view of the imminent commencement of the Micro pension initiative, we will offer eligible Nigerians in the informal sector market bespoke solutions and end-to-end financial services leveraging on existing expertise within the Group.

2

## Mining the Ecosystem

Extensively penetrate ecosystems available within our client base, relationships and areas of influence to grow our various businesses.

We will focus on business sustainability, risk and conduct as part of our acquisition strategy.

4

## Digitization

Digitization will be a key focus point for us this year as we enhance our digital capabilities for our financial advisory and investment services.

The background of the slide features a large window with a view of a modern building. Two people are silhouetted against the bright light coming through the window, looking out. The overall color palette is cool, with blues and greys. On the right side, there is a dark blue circular graphic with white and light blue concentric rings.

# Outlook & Guidance for 2019



## Banking Industry

- ✓ No change in MPR
- ✓ Interest rates remain around 12% - 14%
- ✓ Stable foreign exchange rate

1

## Nigeria's Economic & Political environment

- ✓ Continuous economic growth
- ✓ Stable oil production levels and relative peace in the delta
- ✓ Stable oil price
- ✓ Stable political environment
- ✓ Average headline inflation of 11%
- ✓ Accretion to external reserves

2

3

## Stanbic IBTC

Areas of focus for 2019 financial year:

- ✓ Cost efficiency
- ✓ Improving risk asset quality
- ✓ Loan growth
- ✓ Growing low-cost deposits
- ✓ Client service and improving customer experience
- ✓ Digitization

Key risks to our results are:

- ✓ Low-cost deposit growth
- ✓ Competitive asset pricing
- ✓ Regulatory interventions

# 2019 Guidance Vs 2018 Actual



	2018 Actual	2018 Guidance	2019 Guidance
AuM Growth	+19%	15% - 20%	15% - 20%
Return on Equity	34.5%	30% - 35%	30% - 35%
Cost to Income	52.9%	50% - 55%	50% - 55%
Net Interest Margin	5.2%	>6.0%	5.0 - 6.0%
Cost of Risk	(0.7%)	<1.0%	<3.0%
CASA Ratio	57%	55% - 60%	55% - 60%
NPL Ratio	3.9%	≤5%	<5%
Deposit Growth	+7%	5% - 10%	10% - 15%
Loan Growth	+16%	7.5% - 10%	10% - 15%



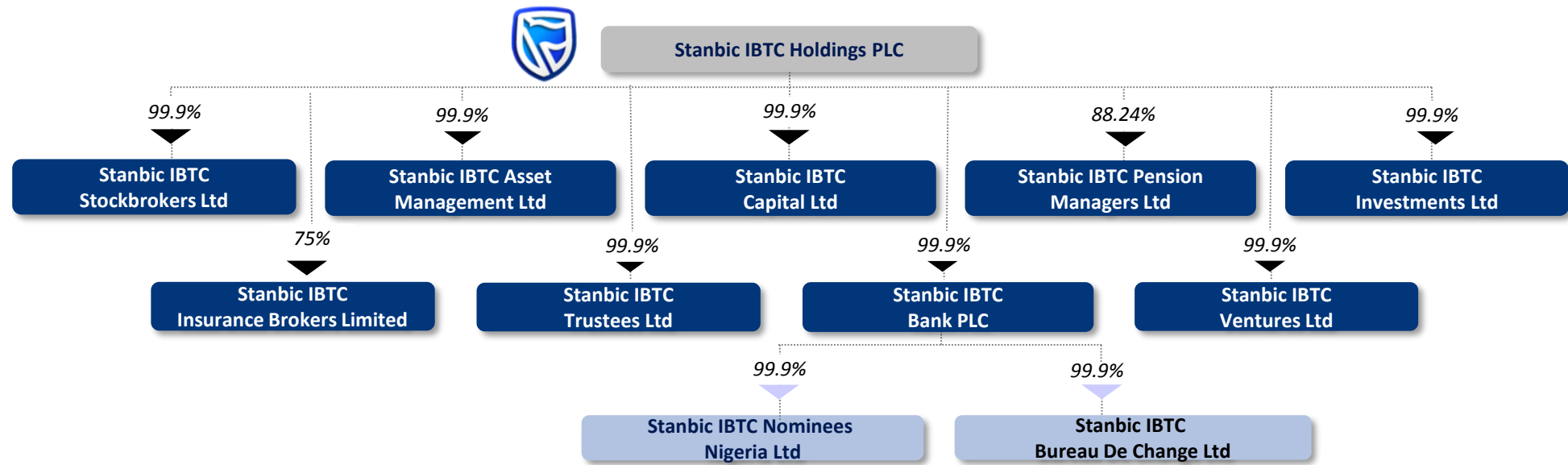
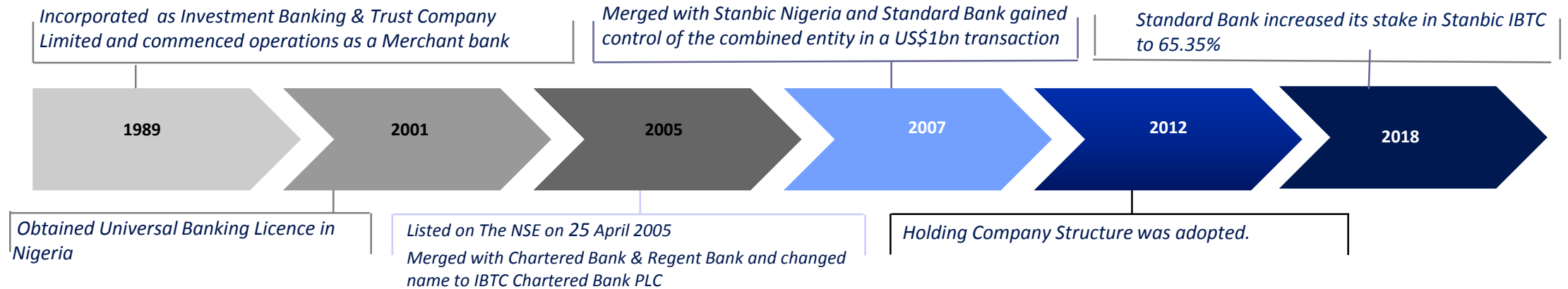
## Questions & Answers



# Appendix



# About Stanbic IBTC Holdings PLC





# Group income statement

	Change %	2018 Nmillion	2017 Nmillion
<b>Gross earnings</b>	5	222,360	212,434
<b>Net interest income</b>	(6)	78,209	83,587
Interest income	(4)	118,382	122,911
Interest expense	2	(40,173)	(39,324)
<b>Non-interest revenue</b>	15	102,604	89,182
Net fees and commission revenue	18	69,845	59,089
Fees and commission revenue	20	71,219	59,430
Fees and commission expense	>100	(1,374)	(341)
Trading revenue	7	31,311	29,148
Other revenue	53	1,448	945
<b>Total income</b>	5	180,813	172,769
Credit impairment charges	(>100)	2,940	(25,577)
<b>Income after credit impairment charges</b>	25	183,753	147,192
<b>Operating expenses</b>	11	(95,601)	(86,026)
Staff costs	19	(43,027)	(36,282)
Other operating expenses	6	(52,574)	(49,744)
<b>Profit before taxation</b>	44	88,152	61,166
Direct taxation	7	(13,712)	(12,785)
<b>Profit for the period</b>	54	74,440	48,381

# Group quarterly income statement



	Q4 2018 N'million	Q3 2018 N'million	Q2 2018 N'million	Q1 2018 N'million
<b>Gross income</b>	53,559	54,594	56,818	57,389
Net interest income	19,766	18,274	21,318	18,851
Interest income	30,494	27,964	30,396	29,528
Interest expense	(10,728)	(9,690)	(9,078)	(10,677)
<b>Non-interest revenue</b>	22,630	26,146	26,096	27,732
Net fee and commission revenue	16,929	16,229	18,840	17,847
Fee and commission revenue	17,364	16,713	19,166	17,976
Fee and commission expense	(435)	(484)	(326)	(129)
Trading revenue	5,591	9,744	6,414	9,562
Other revenue	110	173	842	323
<b>Total income</b>	42,396	44,420	47,414	46,583
Credit impairment charges	(1,196)	(1,372)	394	5,114
<b>Income after credit impairment charges</b>	41,200	43,048	47,808	51,697
<b>Operating expenses</b>	(23,428)	(23,398)	(23,768)	(25,007)
Staff costs	(11,690)	(10,004)	(11,058)	(10,275)
Other operating expenses	(11,738)	(13,394)	(12,710)	(14,732)
<b>Profit before taxation</b>	17,772	19,650	24,040	26,690
Taxation	(3,089)	(2,977)	(4,023)	(3,623)
<b>Profit for the period</b>	14,683	16,673	20,017	23,067



# Group statement of financial position

	Change %	2018 Nmillion	2017 Nmillion
<b>Assets</b>			
Cash and cash equivalents	14	455,773	401,348
Pledged assets	>100	142,543	43,240
Trading assets	(44)	84,351	151,479
Derivative assets	>100	30,286	11,052
Financial investments	26	400,000	316,641
Assets held for sale	(100)	-	114
Loans and advances	16	441,261	381,711
Loans and advances to banks	(11)	8,548	9,623
Loans and advances to customers	16	432,713	372,088
Other assets	57	77,787	49,442
Property and equipment	(1)	21,652	21,883
Intangible assets	37	827	605
Deferred tax assets	3	9,181	8,901
<b>Total assets</b>	<b>20</b>	<b>1,663,661</b>	<b>1,386,416</b>

	Change %	FY 2018 N'million	FY 2017 N'million
<b>Equity and liabilities</b>			
<b>Equity</b>	29	239,667	185,218
Equity attributable to ordinary shareholders	29	235,406	182,060
Ordinary share capital	2	5,120	5,025
Ordinary share premium	14	76,030	66,945
Reserves	40	154,256	110,090
Non-controlling interest	35	4,261	3,158
<b>Liabilities</b>	19	1,423,994	1,201,198
Trading liabilities	>100	125,684	62,449
Derivative liabilities	60	4,152	2,592
Deposit and current accounts	19	967,964	815,363
Deposits from banks	>100	160,272	61,721
Deposits from customers	7	807,692	753,642
Other borrowings	(7)	69,918	74,892
Debts Securities Issued	>100	60,595	29,046
Current tax liabilities	22	14,899	12,240
Deferred tax liabilities	14	137	120
Provisions	4	13,452	12,979
Other liabilities	(13)	167,193	191,517
<b>Total equity and liabilities</b>	<b>20</b>	<b>1,663,661</b>	<b>1,386,416</b>



**If you received this document in error, please immediately return the document and other related documents to Standard Bank Group / Stanbic IBTC Holdings PLC.**

**On receipt of this document, you agree to be bound and are deemed to understand that:**

This presentation is provided to you for information purposes only on the understanding that such information is strictly confidential. This presentation must not be delivered or its contents disclosed to anyone other than the entity (including its employees) to which it is provided and must not be used or reproduced, in whole or part, for any purpose other than for information.

This presentation is intended to be a commercial communication and is not to be construed as a recommendation or the constitution or solicitation of an offer for the sale and purchase of any financial product, service, investment or security. The information, investments and/or strategies discussed in this presentation may not be suitable for all investors and where you have any concerns you should approach an investment advisor.

We do not accept liability for any loss (direct or consequential) arising from use of this presentation. You must not rely on any communication (written or oral) from us as investment advice, a recommendation to enter into a transaction (which includes the information and explanations related to the terms and conditions of a transaction) or deem it to be an assurance or guarantee as to the expected results of a transaction. Investments discussed in this presentation may fluctuate in price or value over time and past performance is not indicative of future results. While we have taken care in preparing this presentation, we give no representation, warranty or undertaking and accept no responsibility or liability as to the accuracy or completeness of the information set out in this presentation. This presentation does not represent an offer of funding and any facility to be granted in terms of this presentation is subject to us obtaining the requisite internal and external approvals.

**Our duties and responsibilities do not include tax advisory, legal, regulatory accounting or other specialist or technical advice or services. You must procure and rely on independent assessments and investigations into all matters contemplated in this presentation.**

© 2019 Standard Bank Group / Stanbic IBTC Holding PLC. All rights reserved.