



BUILDING A SUSTAINABLE ECOSYSTEM

Investors & Analysts
Presentation

FY 2022

FCMB GROUP PLC
WWW.FCMBGROUPPLC.COM



April 2023

AGENDA

1 *Introduction / Results Highlights & Strategic Updates*

2 *FY 2022 Results Overview*

3 *Digital Business Review*

4 *The Banking Group: Performance Review*

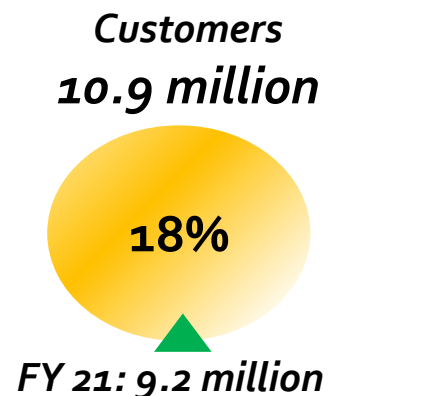
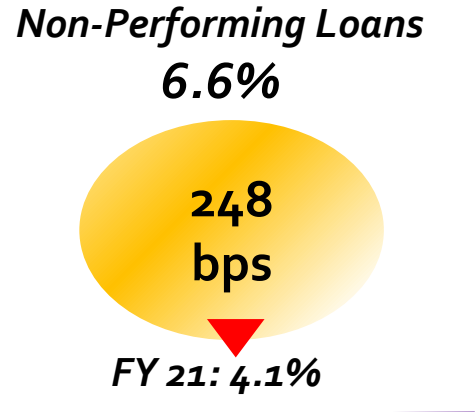
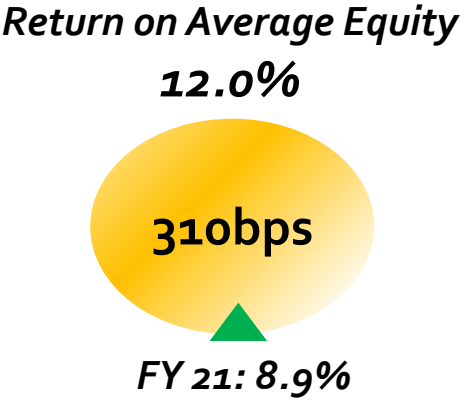
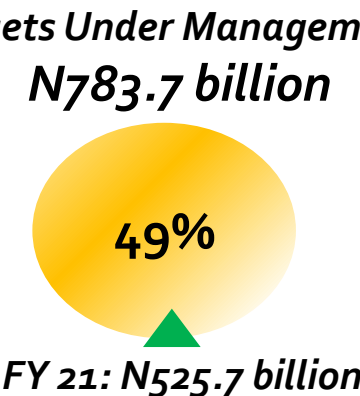
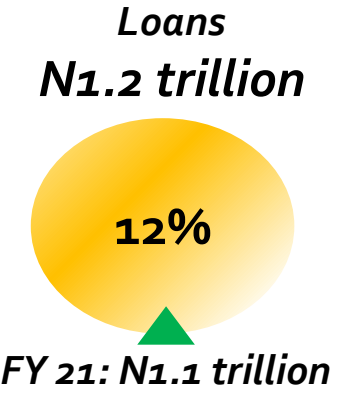
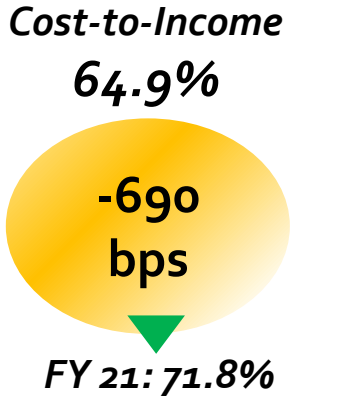
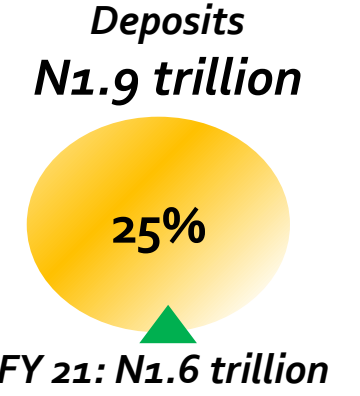
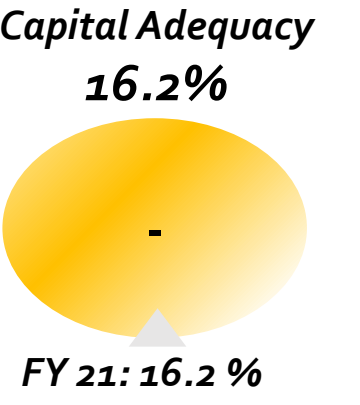
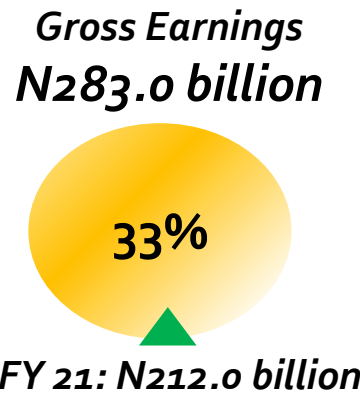
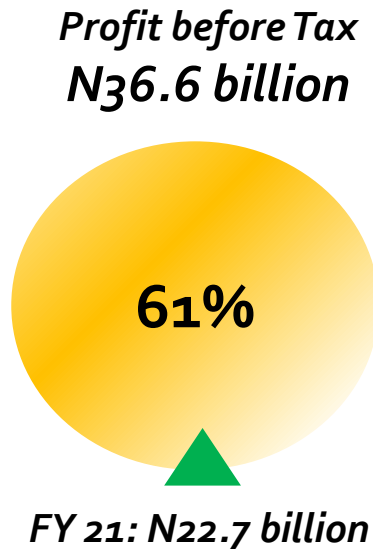
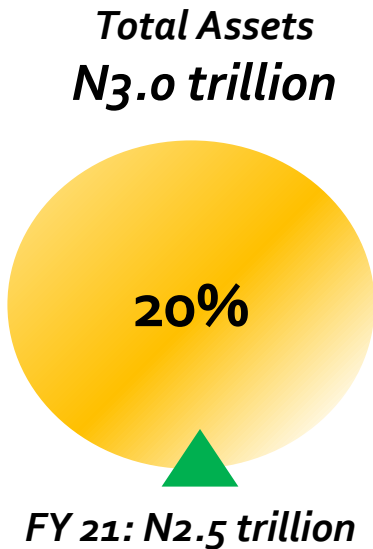
5 *Consumer Finance: Performance Review*

6 *Investment Banking: Performance Review*

7 *Investment Management: Performance Review*

8 *Outlook*

FY22 Results Highlights



Building a Supportive Ecosystem, connecting people capital and markets. FY '22 Update:

1a

Platforms: Our 4 operational platforms are exhibiting strong profit growth. (Banking 72%, Consumer Finance 26%, Investment Banking 27% and Investment Management 46%.

1b

Technology Platforms

Borderless Banking: A Diaspora focused digital banking is currently in private Beta. Commercial launch anticipated in H2 2023.

Banking as a Service: Our Banking As A Service (BaaS) platform. Recorded over 2,000,000 transactions totaling N80bn since launch.

2 Customers: We acquired over 1.7million customers in FY 2022 taking our customer base to 10.9 million customers as at the end of 2022.

3

Products

- I. **Payment:** Value of transactions via our Mobile/USSD platforms grew by 55% to 13.5trillion in FY 2022 from the same period prior year.
- II. **Lending:** Grew loan book by 12% YoY to N1.2 trillion with loans to Manufacturing, Agriculture and Individual sectors contributing the highest to loan book growth.
- III. **Treasury:** Generated over N10.4billion in Treasury Sales income in FY 2022 growing by 564% YoY (FY 2021: N1.6billion).
- IV. **CASA:** Growth in low-cost deposits by over 13% YoY to N1.2trillion.
- V. **Wealth:** Recorded a 49% growth in Assets Under Management grew YoY, to N783.7billion.
- VI. **Financial advisory/Capital Raise:** Our investment banking business grew fees from investments raised and advised on by 47% YoY to N897.1 million .

4

3rd Party Products and Services

Insurance: Over N1billion in revenues generated from Insurance in FY 2022. (FY 2021: N1.1billion).

Airtime & Data: N1.4billion revenue generated from Airtime & Data sales in FY 2022 up by 26% from FY 2021.

Other Services: 55% growth (to N239 million) in revenue for from in-app vending of services (gaming, utilities, travel etc)

5

Capital

N1.1trillion incremental capital deployed to support the growth of our customers, capital markets and the economy as follows:

- N857billion – Capital Raised by FCMB Capital Markets
- N132billion – Incremental Loan growth
- N92billion – Organic growth in AUM excluding impact of AllCO acquisition

Over **N345.5billion** of funding from DFI's and donor agencies was channeled through the Bank to critical sectors of the economy by the likes of BOI, CBN, DBN, AfDB, AFREXIM, Mastercard Foundation.



Financial Inclusion

- Provided over N13 billion microloans to 120k beneficiaries of which over 80% were women.
- Over 210k customers acquired through agency banking.
- Our agency banking network increased to over 100,000.



Women Empowerment

- 150 women empowered business (SMEs) offered up to N310million in Zero Interest Loans.
- Over 2000 women attended various business management trainings.
- Secured grants specifically to support women owned/led MSMEs.



Climate Action

- Transitioned **12** branches to solar power as at FY 2022 taking the number of branches running on renewable energy to **154** (i.e., **75%** of total branches).
- Financed mini-grid and hybrid energy efficient projects for **~5,600** households and SMEs across the country.



Food Security

- Grew lending to Agricultural Sector by 44% to N147 billion as at FY 2022 from N102 billion in as at FY 2021.
- We helped deliver Africa's first cassava-based Sorbitol Factory, in the process empowering over 10,000 rural farmers.
- Supported over 280,000 smallholder farmers and created over 600,000 jobs nationwide.



Community Initiatives

- Partnership with She-Coops to raise women's participation in Co-operatives across the country with over 25,000 Women-only Cooperatives across Nigeria to benefit from the programme.
- Recorded over 350,000 beneficiaries (over the last 15 years) across the country enjoying free access to eye care services.

FCMB



FY 2022 Results Overview: FCMB Group Plc

Mr. Deji Fayose: Chief Financial Officer - FCMB Group Plc



Group Statements of Comprehensive Income

- Earnings grew by 12% and 33% QoQ and YoY respectively driven by YoY growth in both net-interest income and non-interest income.
- Net Interest Income declined by 12% QoQ however grew 34% YoY. The YoY growth was due to a 35% increase in interest income, as yields on earning assets grew from 11.0% to 12.7% and a loan book growth of 12%.
- Non-interest income also grew by 14% YoY largely driven by growth in service fees and commissions, asset management fees and trading income despite a decline in Foreign Exchange revenues.
- Operating expenses declined by 6% QoQ, however grew by 18% YoY, largely due to increased personnel costs, regulatory costs and general inflationary pressures. However, cost-to-income ratio improved to 64.9%.
- Impairment charges declined by 22% QoQ however grew by 64% YoY on the back of increased provisions on risk assets.
- Overall, Group PBT grew by 61% YoY from N22.7b in FY 21 to N36.6b in FY 22.

N'm	3Q22	4Q22	%Δ QoQ	FY 21	FY 22	%Δ YoY
Gross Earnings	73,844	82,914	12%	212,012	282,981	33%
Interest Income	55,996	65,468	17%	162,042	219,552	35%
Interest Expense	(23,108)	(36,526)	58%	(71,128)	(97,554)	37%
Net Interest Income	32,888	28,942	-12%	90,914	121,997	34%
Non-Interest Income	15,500	14,836	-4%	46,787	53,405	14%
- Net Fees & Commissions	12,751	6,842	-46%	28,753	34,014	18%
- Trading Income	2,428	4,308	77%	9,367	12,866	37%
- FX Income	2,686	2,949	10%	6,138	4,298	-30%
- Others	(2,366)	737	131%	2,528	2,228	-12%
Operating Income	48,387	43,779	-10%	134,045	175,403	31%
Operating Expenses	(29,304)	(27,451)	-6%	(96,185)	(113,866)	18%
Net impairment loss on financial assets	(8,008)	(6,262)	-22%	(15,238)	(24,966)	64%
PBT	11,076	10,066	-9%	22,717	36,570	61%
PAT	9,258	8,208	-11%	20,917	31,129	49%

Group Performance Highlights

- FY 2022 RoAE grew to 12.0% from 8.9% in prior year a YoY growth of 35% as a direct result of growth in profitability.
- Net-Interest Margin increased by 12.9% YoY driven by a growth in earning assets yield from 11% to 12.7%.
- Cost to Income ratio also declined QoQ by 3.5% to 62.7% however, improved YoY by 9.6% closing at 64.9%.
- Both Capital Adequacy & Liquidity Ratios are above regulatory thresholds closing at 16.2% and 35.4% respectively.

	Performance Index	3Q22	4Q22	%Δ QoQ	FY 21	FY 22	%Δ YoY
	Return on Average Equity	14.6%	12.7%	-13.0%	8.9%	12.0%	34.8%
	Return on Average Assets	1.4%	1.2%	-14.3%	0.9%	1.1%	22.2%
	Loan/Deposit Ratio	54.1%	60.3%	11.5%	65.0%	60.3%	-7.2%
	Loan/Funding Ratio	46.2%	50.0%	8.2%	54.8%	50.0%	-8.8%
	Cost/Income Ratio	60.6%	62.7%	3.5%	71.8%	64.9%	-9.6%
Operating	Net Interest Margin	7.5%	6.7%	-10.7%	6.2%	7.0%	12.9%
	NPL/Total Loans	4.4%	6.6%	49.5%	4.1%	6.6%	60.5%
	Coverage Ratio	89.8%	75.0%	-16.5%	112.5%	75.0%	-33.3%
	NII/Operating Income	32.0%	33.9%	5.9%	34.0%	30.4%	-10.6%
	Financial Leverage	91.0%	90.8%	-0.2%	90.0%	90.8%	0.9%
	Cost of Risk*	1.8%	1.5%	-16.7%	1.0%	1.4%	40.0%
Capital & Liquidity	Capital Adequacy Ratio	15.2%	16.2%	6.8%	16.2%	16.2%	0.0%
	Liquidity Ratio	31.8%	35.4%	11.3%	34.8%	35.4%	1.7%
Investment	Share Price	3.36	3.85	14.6%	3.0	3.85	28.3%
	NAV(N'B)	263.5	275.9	4.7%	243.8	275.9	13.2%
	Dividend (Kobo)	-	25	-	20	25	25.0%
	EPS (Kobo)	19.9	41.0	106.0%	104.6	156.0	49.1%
Others	Opex (N'B)	29.3	27.5	-6.1%	96.2	113.9	18.4%
	Risk Assets (net) (N'B)	1,185.1	1,195.6	0.9%	1,063.6	1,195.6	12.4%
	Customer Deposits (N'B)	1,816.8	1,944.9	7.1%	1,554.4	1,944.9	25.1%

* including recoveries

Group Earnings Contribution – Profit before Tax

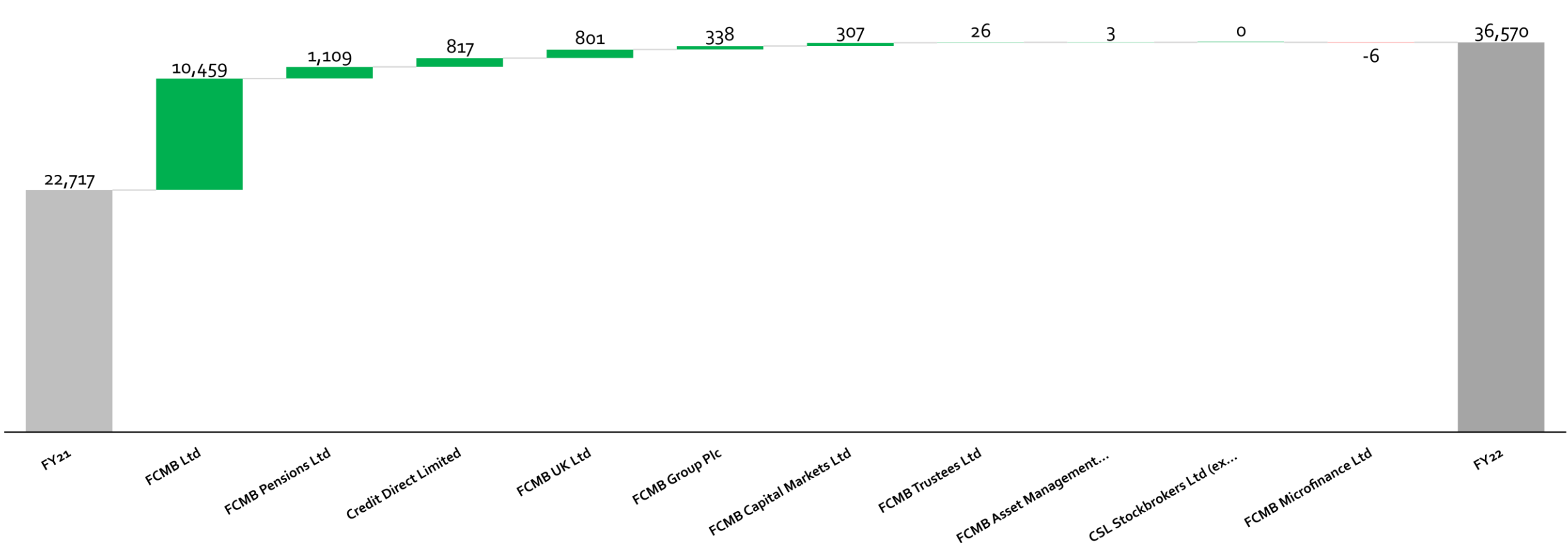
N'm	3Q22	4Q22	%Δ QoQ	FY 21	FY 22	%Δ YoY	% Contribution
Banking Group	8,304	7,724	-7%	15,693	26,946	72%	74%
FCMB Ltd	7,641	7,611	0%	15,221	25,680	69%	70%
FCMB UK Ltd	664	103	-84%	460	1,261	174%	3%
FCMB Microfinance Ltd	(1)	10	1100%	11	5	-55%	0%
Consumer Finance	1,045	834	-20%	3,189	4,006	26%	11%
Credit Direct Limited	1,045	834	-20%	3,189	4,006	26%	11%
Investment Banking	639	156	-76%	1,140	1,446	27%	4%
FCMB Capital Markets Ltd	153	185	21%	286	593	107%	2%
CSL Stockbrokers Ltd (ex FCMB-AM)	486	(28)	-106%	854	854	0%	2%
Investment Management	965	966	0%	2,490	3,628	46%	10%
FCMB Pensions Ltd	747	706	-5%	1,595	2,704	70%	7%
FCMB Asset Management Ltd	198	235	19%	840	843	0%	2%
FCMB Trustees Ltd	21	25	21%	55	81	47%	0%
FCMB Group Plc (Separate)	123	4,998	3963%	5,108	7,288	43%	20%
Intercompany Adjustments	0	(4,621)	-	(4,903)	(6,745)	38%	18%
FCMB Group Plc (consolidated)	11,076	10,066	-9%	22,717	36,570	61%	100%

All our operating companies recorded double-digit YoY growth as follows; Banking Group 72%, Consumer Finance 26%, Investment Banking 27% and Investment Management 46%.

The Banking Group contributed 74% of Group profits, whilst our other non-banking subsidiaries contributed 26% (Consumer Finance 11%, Investment Management 10%, and Investment Banking 4%).

FY 2022 PBT Waterfall

■ Increase ■ Decrease ■ Total



FCMB



Digital Business Review: FCMB Group Plc

Mr. Gbolahan Joshua: Chief Operating Officer - FCMB Group Plc





Digital Revenue

- ✓ **N37.1bn** generated from digital payments, lending activities and wealth management in FY22, a 42% growth from for FY21.
- ✓ Digital revenues accounted for **13%** of Gross Earnings for FY22 driven by lending and payments.



Digital Loans

- ✓ Over **N207bn** disbursed to **984,094** customers as at FY 22.
- ✓ Total portfolio size (**N64.2bn**) grew by **6%** from FY 21.
- ✓ Digital lending now accounts for **61%** of digital revenues.

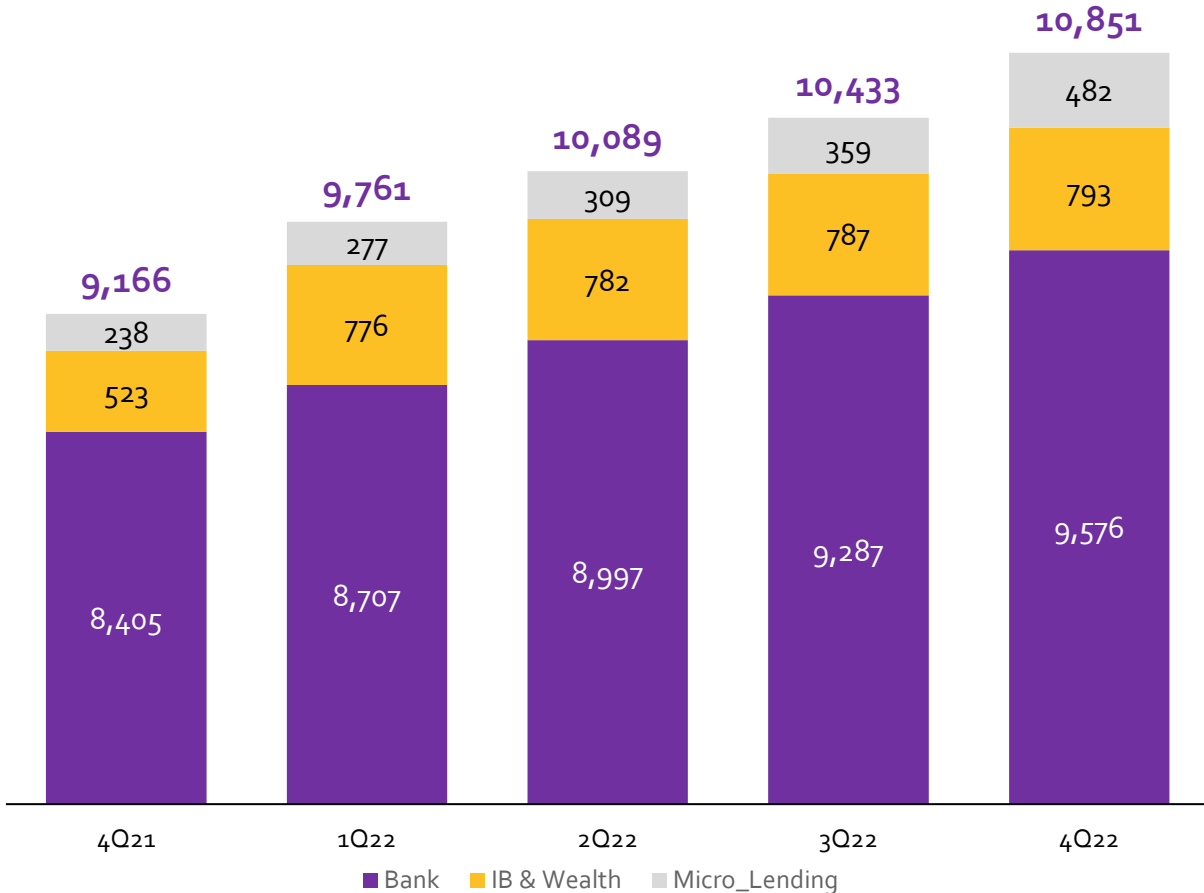


Digital Customers

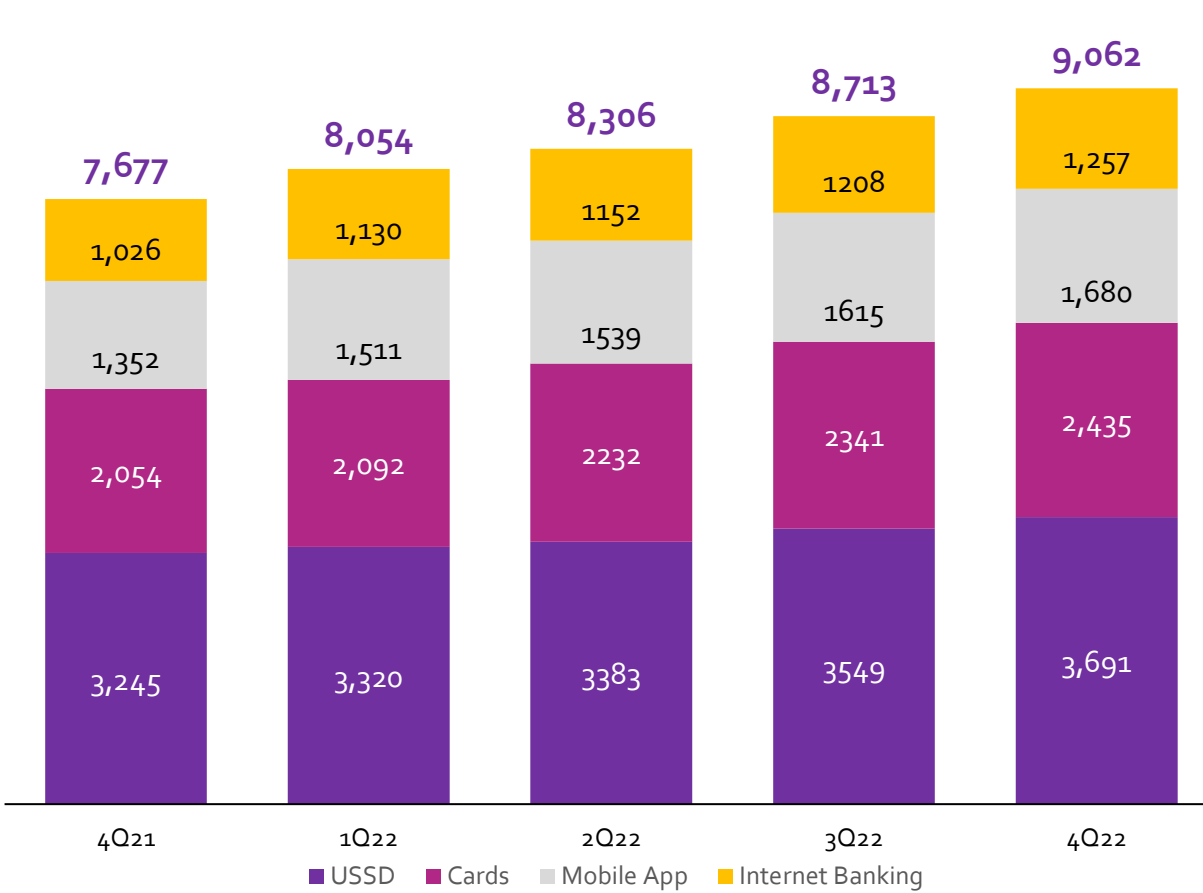
- ✓ **9.1 million** digital customers up **18%** from 7.7 million (December 2021).

Customer Acquisition & Digital Adoption Trend FY22

Customer Acquisition Trend ('000)

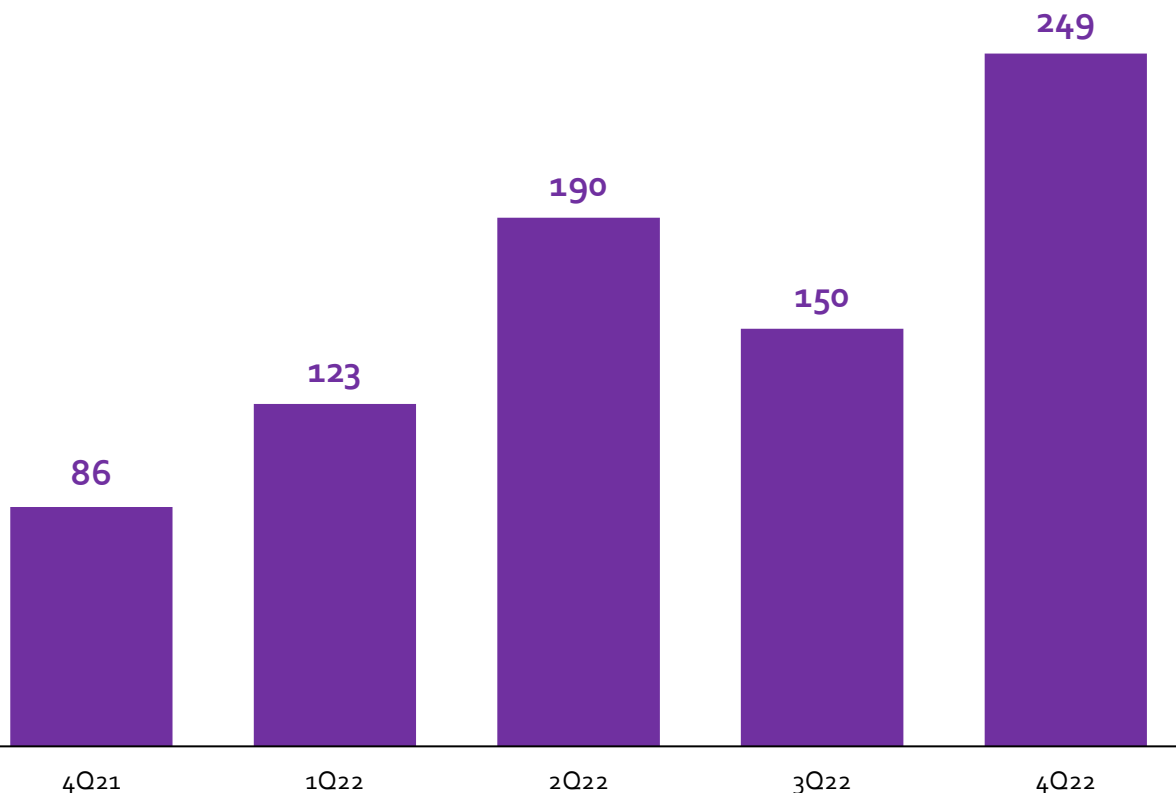


Digital Adoption By Products Trend ('000)

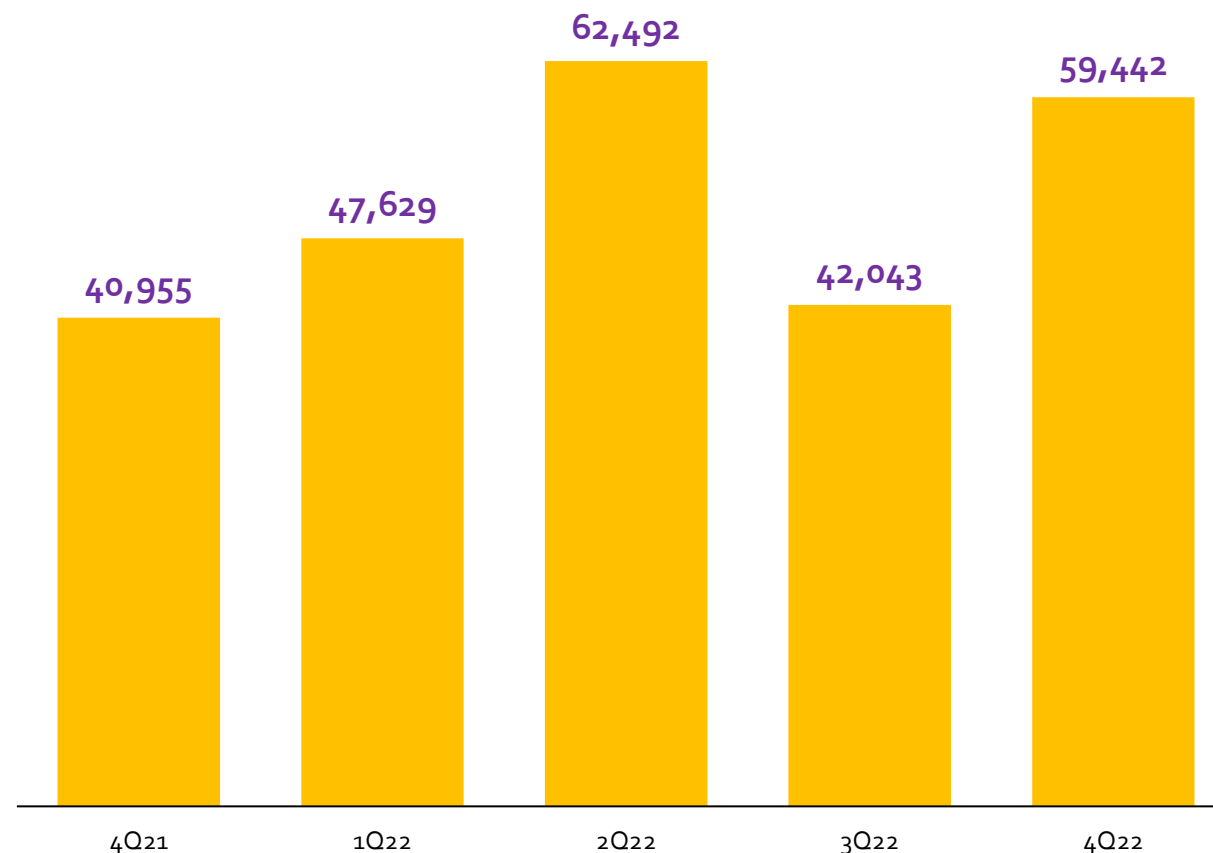


Consistent growth in customer acquisition (1.69million acquired in 2022) with increased cross-selling of digital our products across payments, lending and wealth management. Average of 360k customers acquired quarterly plus 250k customers via AICO pensions acquisition.

Agency Banking Revenue N' m



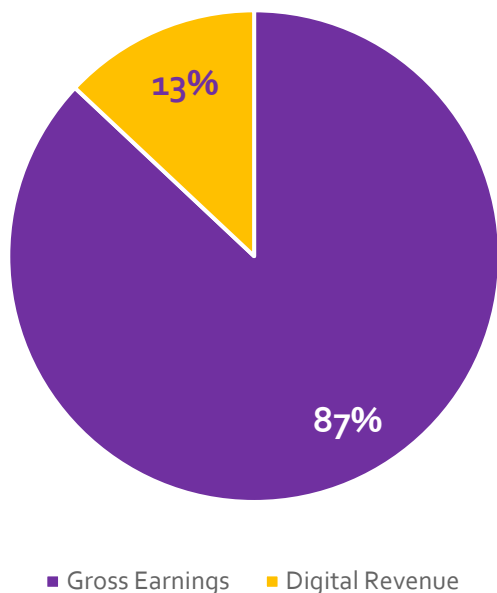
Customer Acquisition Trend



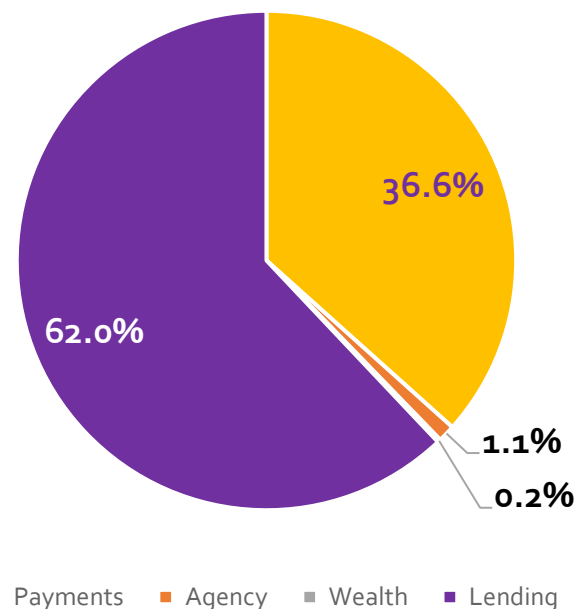
Our agency banking business remains a key focus for the Group. Revenues and customer acquisition inched up in Q4 after the dip in Q3 due to enhanced operational risk controls introduced. We acquired over over 211k customers in 2022 and expect increased contribution from agency banking to digital revenues in 2023.

Digital Revenue Analysis FY22

Digital Contribution to Gross Earnings



Digital Revenue Split



Digital revenue of **N37.1bn** accounts for **13%** of gross earnings with Lending at **N23.0bn** contributing the largest share of revenues as at FY 22.



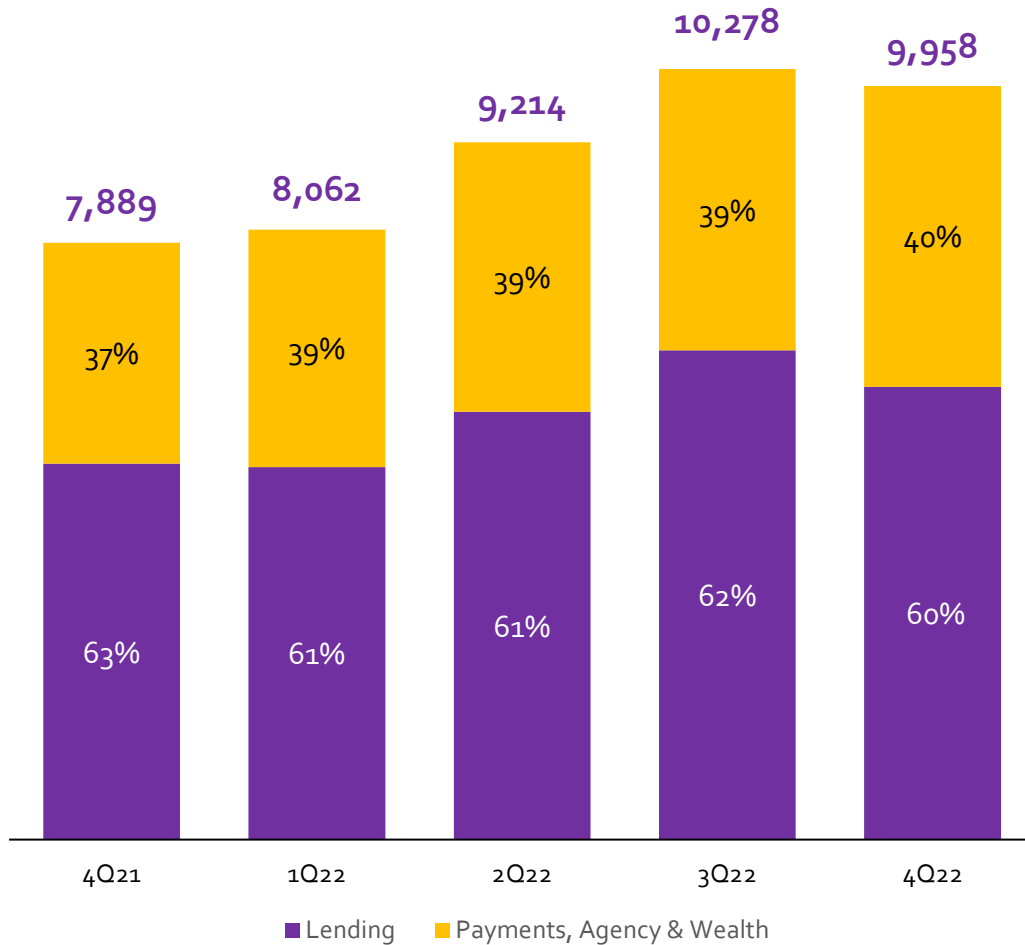
Digital lending and payments remain the key drivers of digital revenues of digital revenues (**98.7%**). We continue to see significant traction in digital wealth with AUM and revenues growing by **131%** and **222%** respectively from FY21.



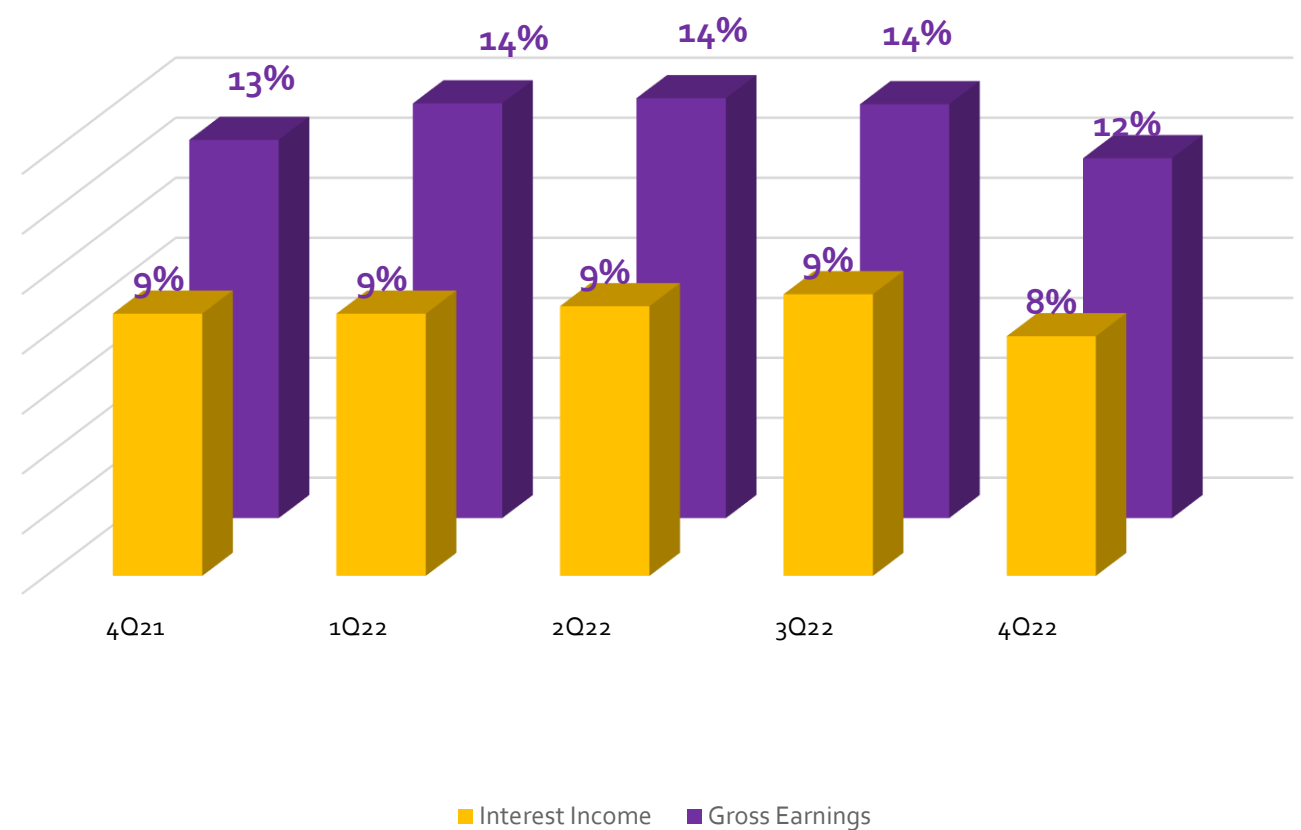
Digital loans to Retail have grown by **30%** while loans to SMEs declined by **1%YoY**.

Digital Revenue Trend / Contribution To Gross Earnings & Interest Income

Digital Revenue Trend (In Millions)



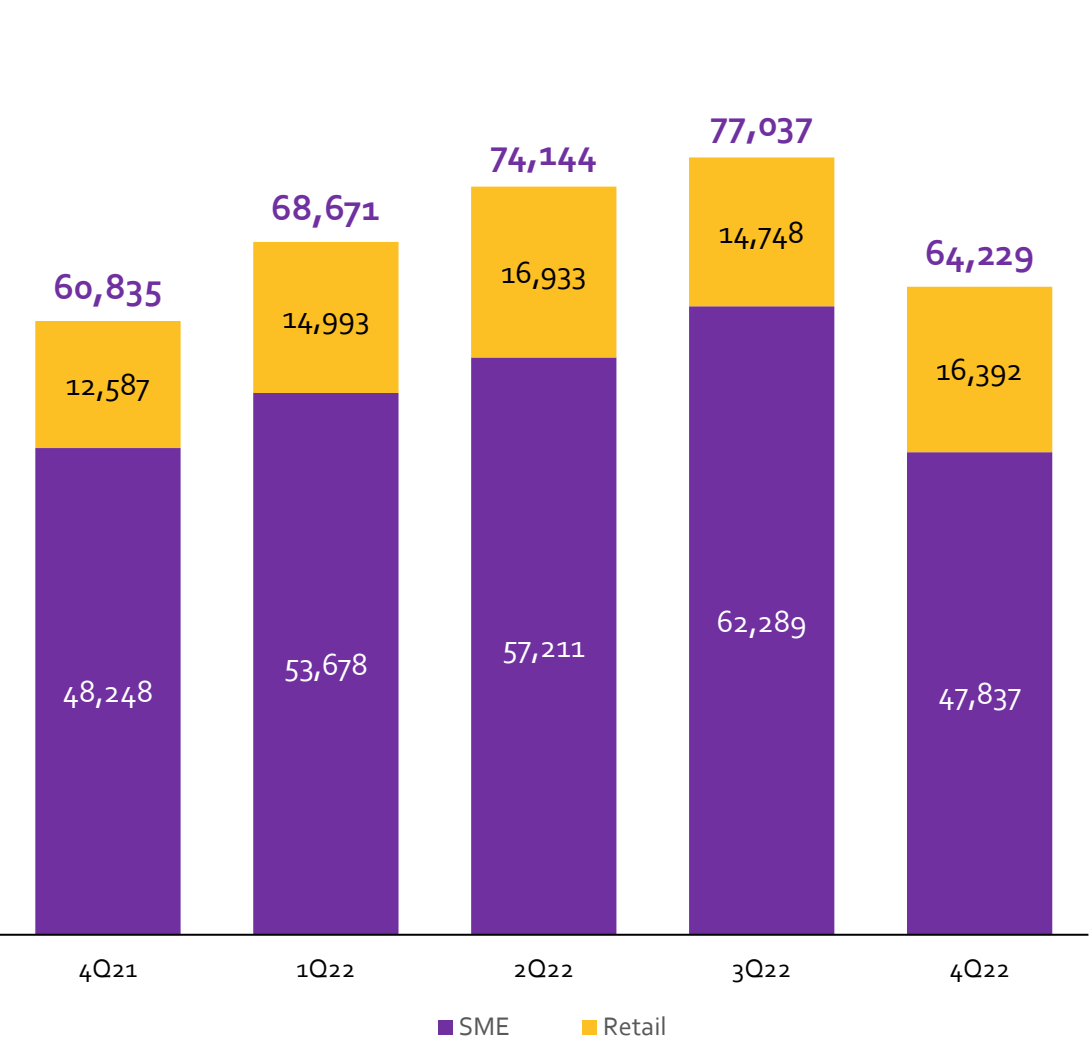
Digital Contribution To Interest Income & Gross Earnings



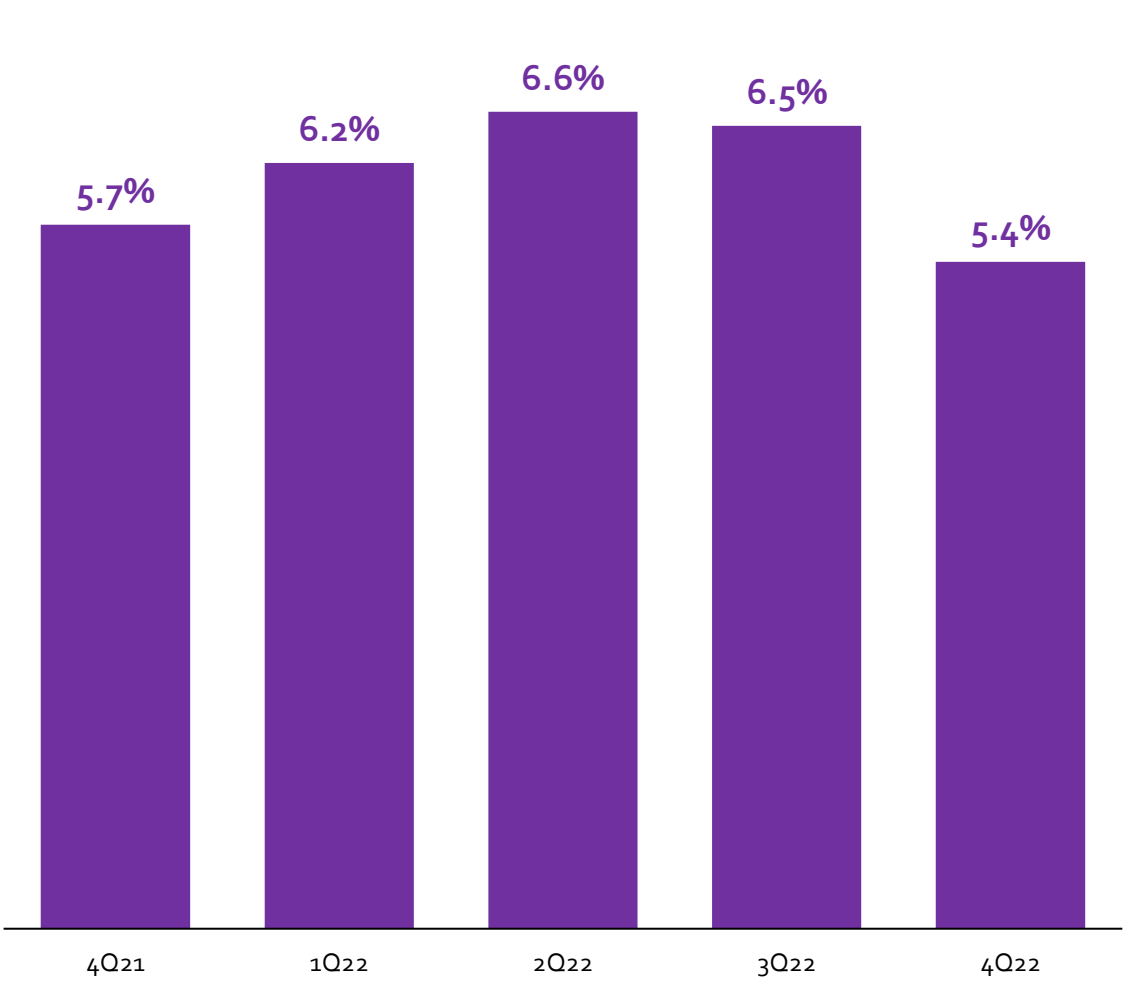
Consistent quarterly growth in digital revenues by over N1bn (Q1-Q3) driven by increased adoption on our digital channels and increased origination & repeat transactions on our digital lending products. Q4 revenues declined by No.7b with SME lending accounting for over 70% (No.5b) of this decline due to a 23% drop in the lending book.

Digital Loans Trend & Contribution To Total Loans FY22

Digital Loans Trend (in billions)

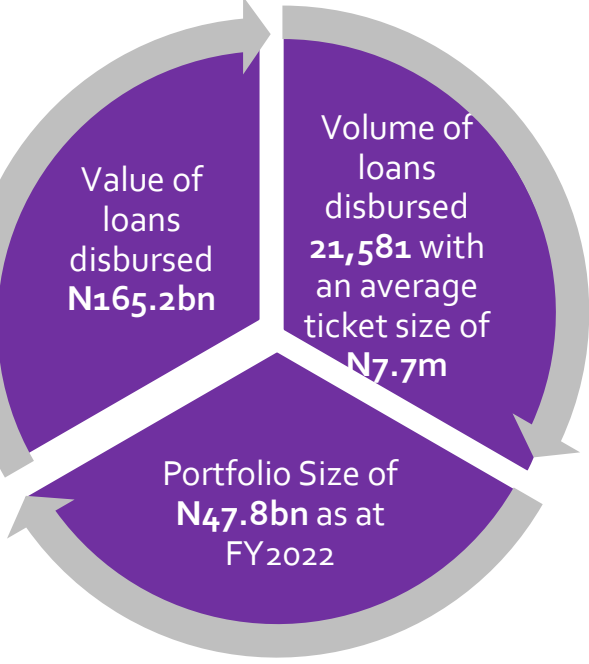


Digital Loans Contribution To Total Loans Trend

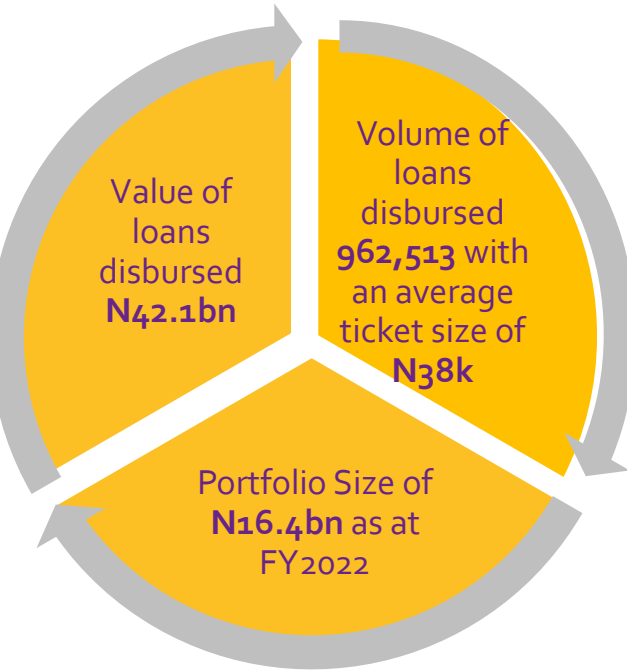


Digital loans grew by 6% from N60.8bn in 4Q21 to N64.2bn in 4Q22 accounting for 5.4% of the Total Loan Portfolio. SME digital lending declined following a slowdown in origination of new loans during the quarter due to capital management and tightened underwriting standards. Retail digital lending portfolio is currently split 52%/48% between CDL and the Bank.

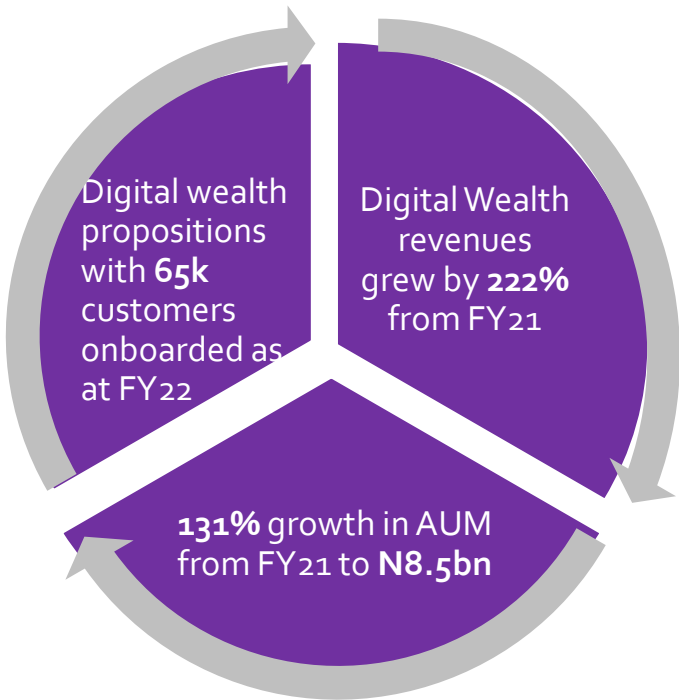
SME Digital Loans FY 2022 Highlights



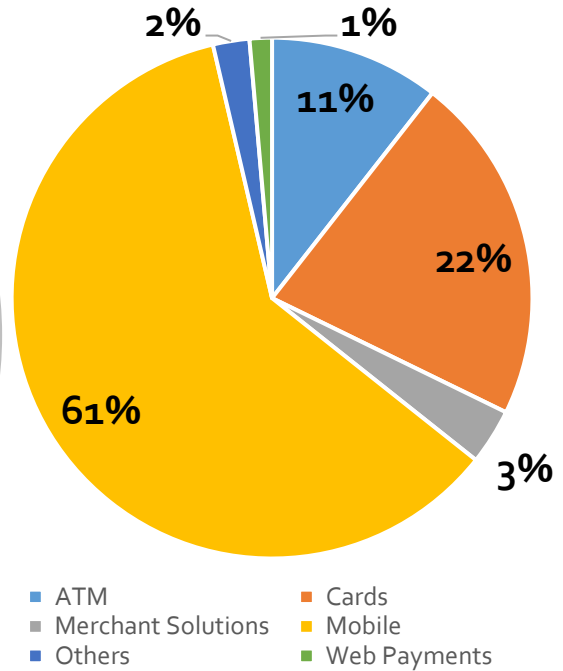
Retail Digital Loans FY 2022 Highlights



Digital Wealth FY 2022 Highlights



Digital Payments FY 2022 Highlights



FCMB



Group Performance Review: The Banking Group

Mrs. Yemisi Edun: Managing Director - FCMB Ltd



FY 2022 Results Highlights

Gross Earnings
N255.88 billion

34%

FY 21: N190.58 billion

Cost-to-income
66.5 %

10%

FY 21: 74.1%

Return on Average Equity
11.0%

307
bps

FY 21: 7.9%

Capital Adequacy
16.0%

60
bps

FY 21: 15.4 %

Deposits
N1.95trillion

25%

FY 21: N1.56 trillion

Gross Loans
N1.21 trillion

12%

FY 21: N1.09 trillion

Cost of Risk
1.4%

60bps

FY 21: 0.8%

Profit before Tax
N26.95 billion

72%

FY 21: N15.69billion

Non-Performing Loans
3.7%

38bps

FY 21: 4.1%

Customers
8.07 million

16%

FY 21: 6.95 million

Total Assets
N2.91 trillion

19%

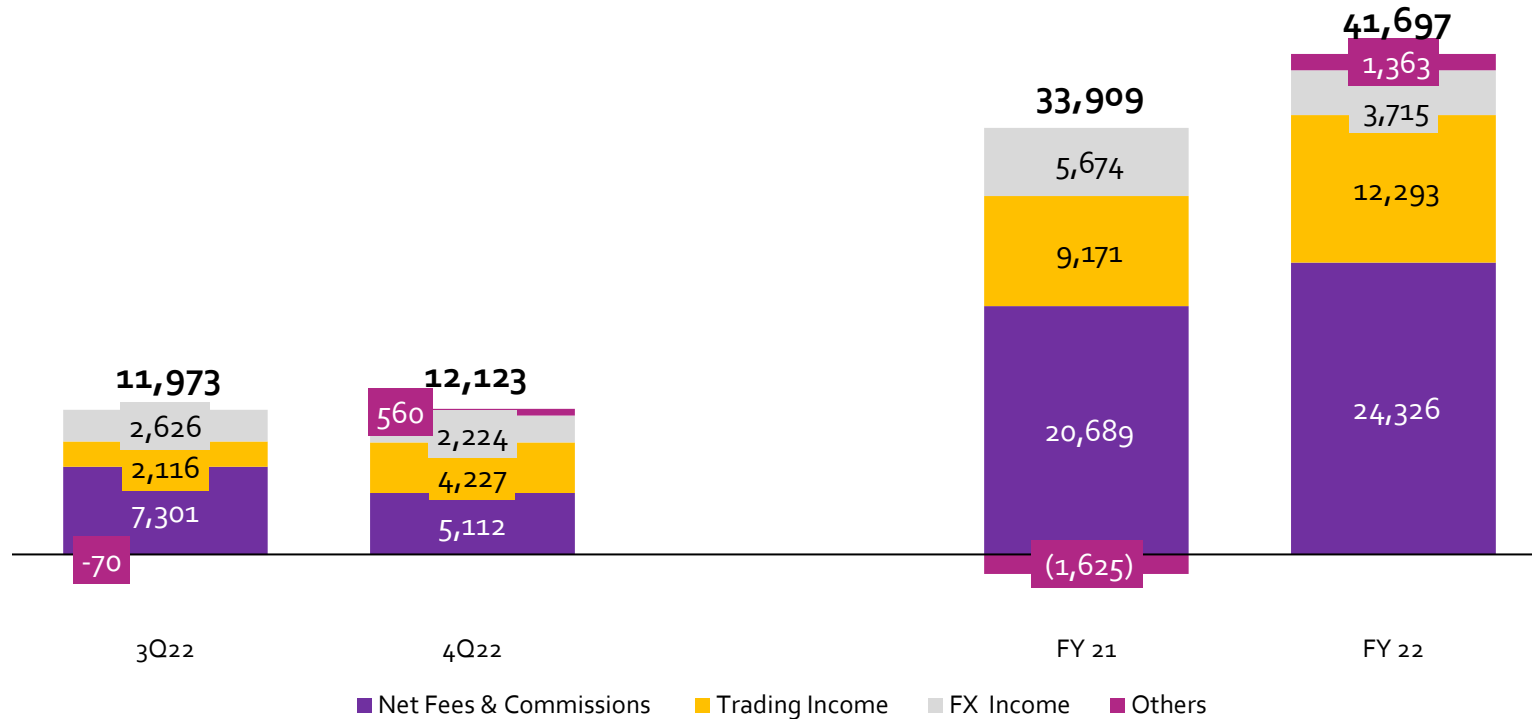
FY 21: N2.43 trillion

Banking Group: Financial Analysis: 3Q22 vs. 4Q22 and FY21 vs. FY22

- PBT grew 72% YoY largely due to a growth in Net interest income and Non-interest income, it however declined 7% QoQ.
- Net Interest Income increased 37% YoY, this was due to 37% growth in loans and advances, it however declined by 15% QoQ due to the rising cost of funds in Q4 2022.
- Non-Interest Income increased 1% QoQ and 23% YoY. YoY growth was driven by an increase in fees & commissions, trading and other income despite a decrease in FX income.
- Operating expenses declined by 8% QoQ due to the accelerated amortization of the regulatory cost (AMCON levy) in line with IFRS and our continued drive to curb controllable expenses. However, grew 19% YoY due to technology enhancement costs and increased regulatory, coupled with the double-digit inflationary environment.
- Risk Assets (net) grew by 1% QoQ and 12% YoY, while Customer Deposits also increased 7% QoQ and 26% YoY respectively.

N'm	3Q22	4Q22	%Δ QoQ	FY 21	FY 22	%Δ YoY
Revenue	64,571	82,595	28%	190,609	255,904	34%
Interest Income	52,598	61,529	17%	149,908	205,264	37%
Interest Expense	(22,677)	(36,004)	59%	(69,623)	(95,310)	37%
Net Interest Income	29,921	25,525	-15%	80,285	109,953	37%
Non-Interest Income	11,973	12,122	1%	33,909	41,697	23%
- Net Fees & Commissions	7,301	5,112	-30%	20,689	24,326	18%
- Trading Income	2,116	4,227	100%	9,171	12,293	34%
- FX Income	2,626	2,224	-15%	5,674	3,715	-35%
- Others	(70)	560	902%	(1,625)	1,363	184%
Operating Income	41,894	37,647	-10%	114,195	151,650	33%
Operating Expenses	(25,922)	(23,760)	-8%	(84,642)	(100,842)	19%
Net impairment loss on financial assets	(7,668)	(6,182)	-19%	(13,860)	(23,882)	72%
PBT	8,304	7,704	-7%	15,693	26,946	72%
PAT	8,079	6,010	-26%	16,168	24,563	52%
Balance Sheet (N'B)						
Customer Deposits	1,817	1,950	7%	1,558	1,950	26%
Risk Assets	1,157	1,167	1%	1,040	1,167	12%

Non-Interest Income Analysis: 3Q22 vs. 4Q22 and FY21 vs. FY22



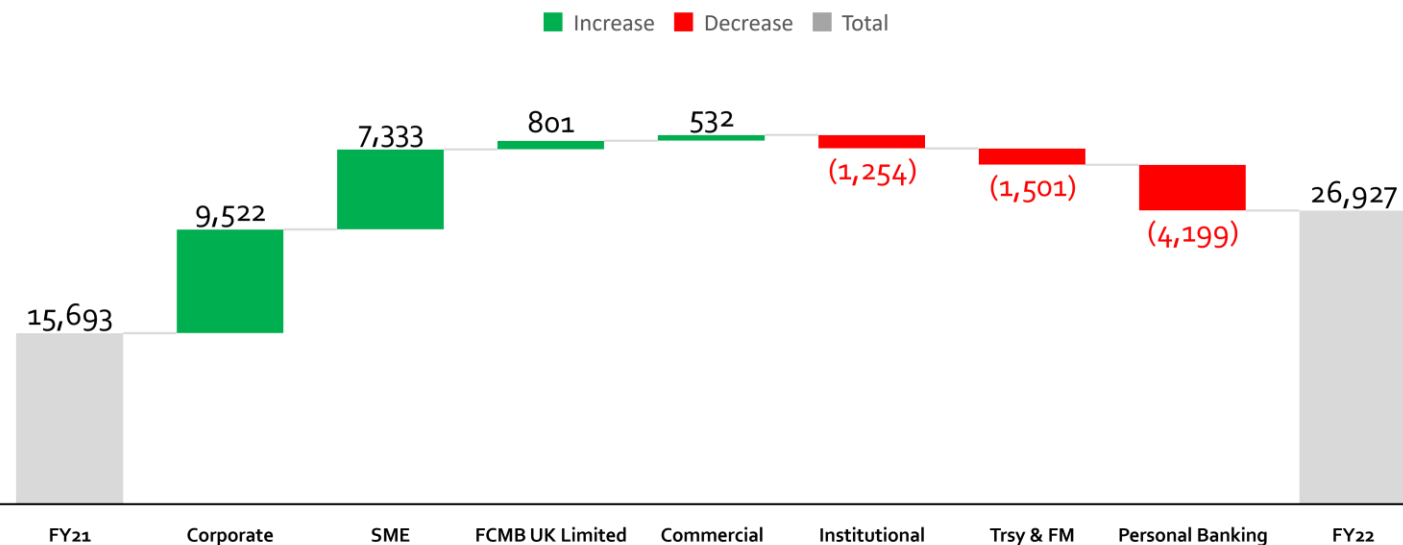
	%Δ QoQ	%Δ YoY
Net Fees & Commissions	-30.0%	17.6%
Trading Income	99.8%	34.0%
FX Income	-15.3%	-34.5%
Others	902.1%	183.9%
Non-Interest Income	1.2%	23.0%

- Net fees and commissions declined by 30% QoQ however grew 18% YoY driven by growth in electronic and service fees & commissions;
- Trading income grew by 100% and 34% QoQ and YoY respectively due to higher trading activities in government-backed securities;
- FX income declined by 15% and 35% QoQ respectively due to minimal revaluation gain;
- Other income grew by 902% and 184% QoQ and YoY respectively due to dividend income received.

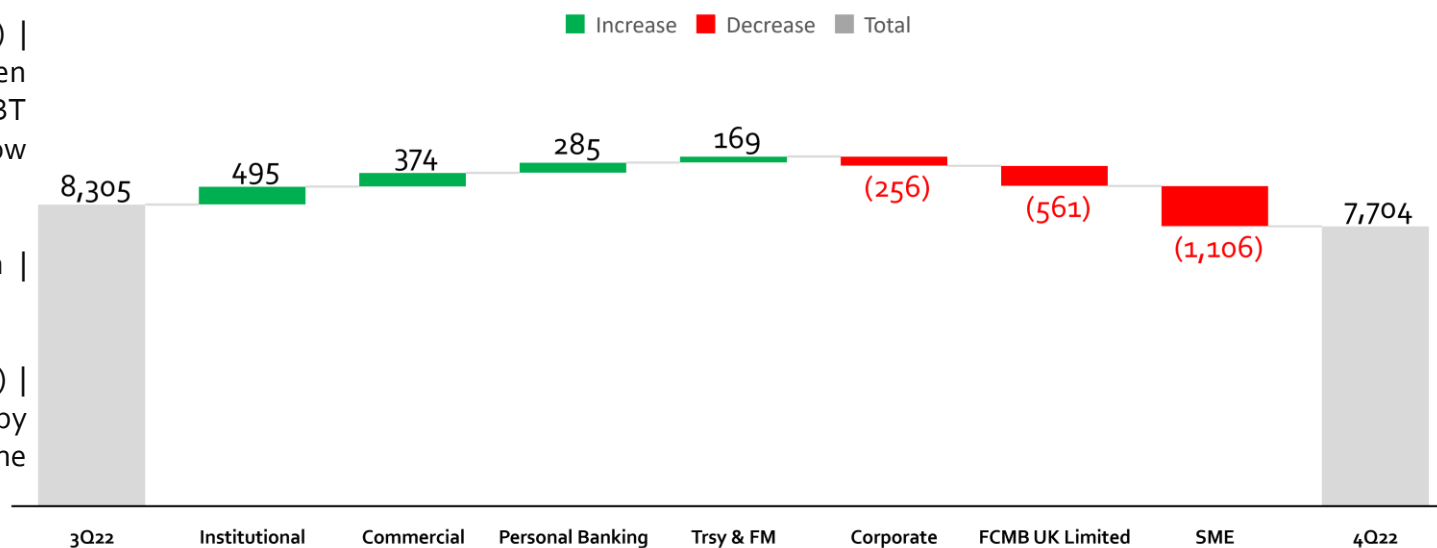
Segment & Subsidiaries Highlights: FY22 & 4Q22

- Personal Banking | FY22: PBT N7.9bn (Q1:N1.4bn | Q2:N2.0bn | Q3:N2.1bn | Q4:N2.4bn)** PBT declined YoY by N4.2bn, driven largely by an increase in operating costs, and decrease in net interest income as a result of increase in CRR and MPR rate from H2 2022. However, grew by No.3bn in 4Q22 due to increase in transaction activities on Alternate channel as a result of cashless policy of CBN.
- SME Banking | FY22 PBT: N12.7bn (Q1:N2.7bn | Q2:N3.0bn | Q3:N4.1bn | Q4:N2.9bn)** We continue to see traction as we remain on course with our strategy of using innovation and technology to drive the business. YoY, PBT grew by N7.3bn. However, declined QoQ by N1.2bn due to slow growth of the portfolio to manage capital as well as asset quality.
- Treasury & Financial Markets | FY22 PBT: N7.2bn (Q1:N2.0bn | Q2:N2.6bn | Q3:N1.2bn | Q4:N1.4bn)** PBT declined by N1.5bn YoY due to scarcity of FX for trading and minimal revaluation gain. However, grew by No.2bn QoQ due to higher trading activities in government-backed securities.
- Corporate Banking | FY22 PBT: (No.02bn) (Q1:(N1.6bn) | Q2:(No.1bn) | Q3:N1.0bn | Q4:No.7bn)** though the business is still loss making, we have seen a significant reduction in losses, with losses declining by N9.5bn YoY. PBT declined by No.3bn QoQ as a result of increase in impairment and slow growth of the portfolio to manage capital as well as asset quality.
- Commercial Banking | FY22 PBT: (No.1bn) (Q1:(No.0bn) | Q2:N.2bn | Q3:(No.3bn) | Q4:No.03bn)** PBT improved YoY by No.5bn and No.4bn QoQ.
- Institutional Banking | FY22 PBT: (N2.0bn) (Q1:(No.8bn) | Q2:(No.9bn) | Q3:(No.4bn) | Q4:No.1bn)** PBT declined by N1.3bn YoY however improved by No.5bn QoQ as a result of increase in low-cost deposits, which improve the net revenue of the segment

Banking Group: FY 22 PBT Waterfall

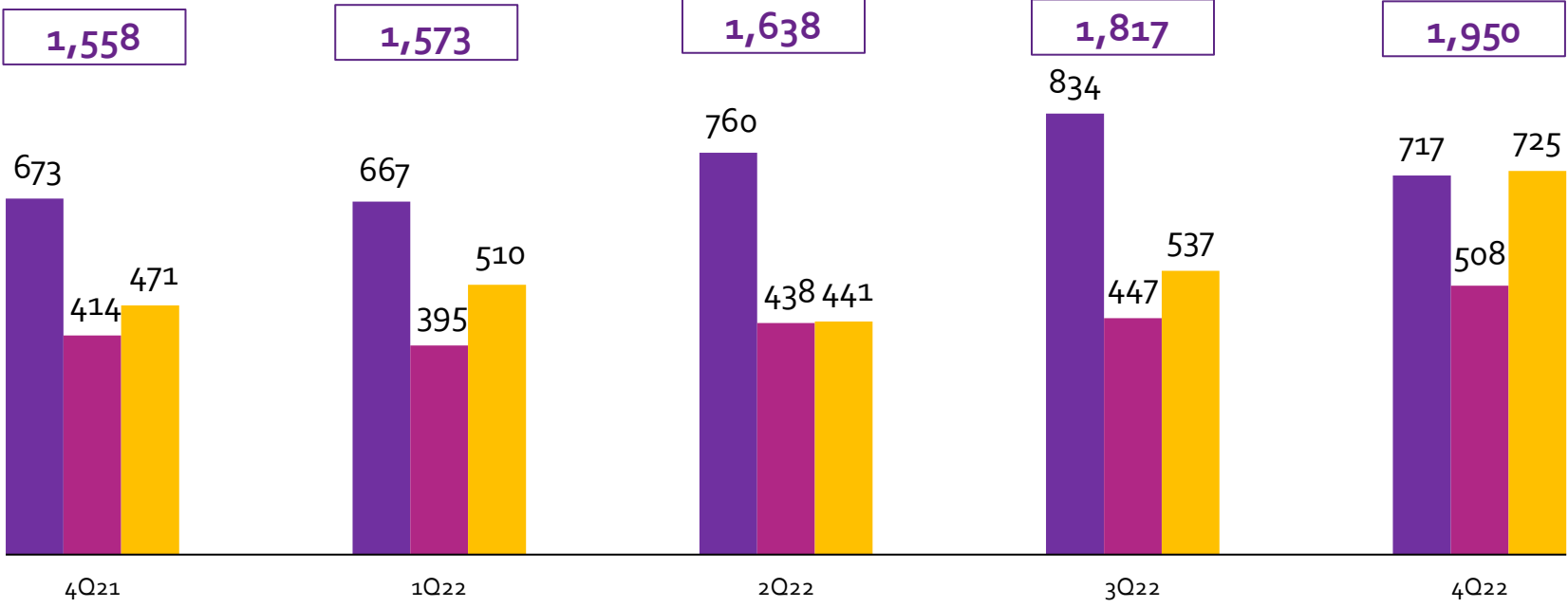


Banking Group: Q4 22 PBT Waterfall



Deposits Trend Analysis

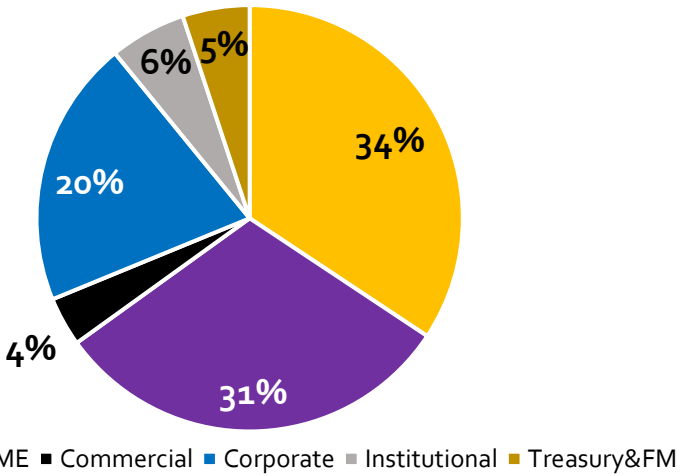
Customer Deposits (N'bn)



- Total deposits rose **7%** QoQ and **25%** YoY.
- Low-cost deposits now account for **63%** of total deposits. Low-cost deposits declined by **4%** QoQ however grew **13%** YoY.
- Retail (Personal and SME Banking) deposits which now constitutes about **65%** of total deposits and grew by **12%** QoQ and **23%** YoY respectively.

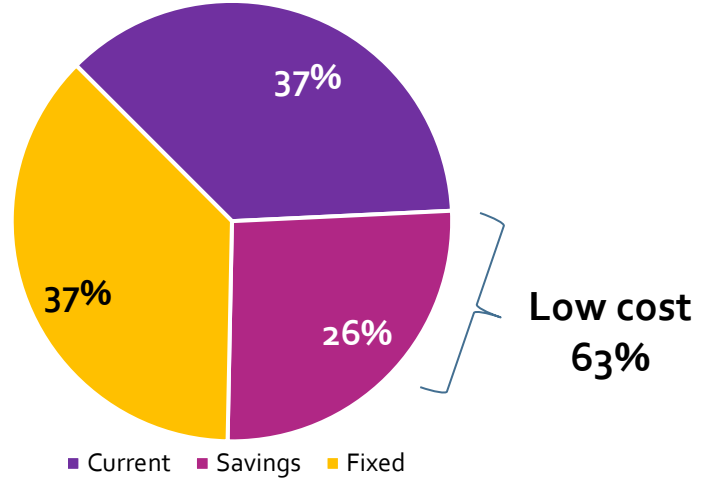
■ Current ■ Savings ■ Fixed

By Business Segment



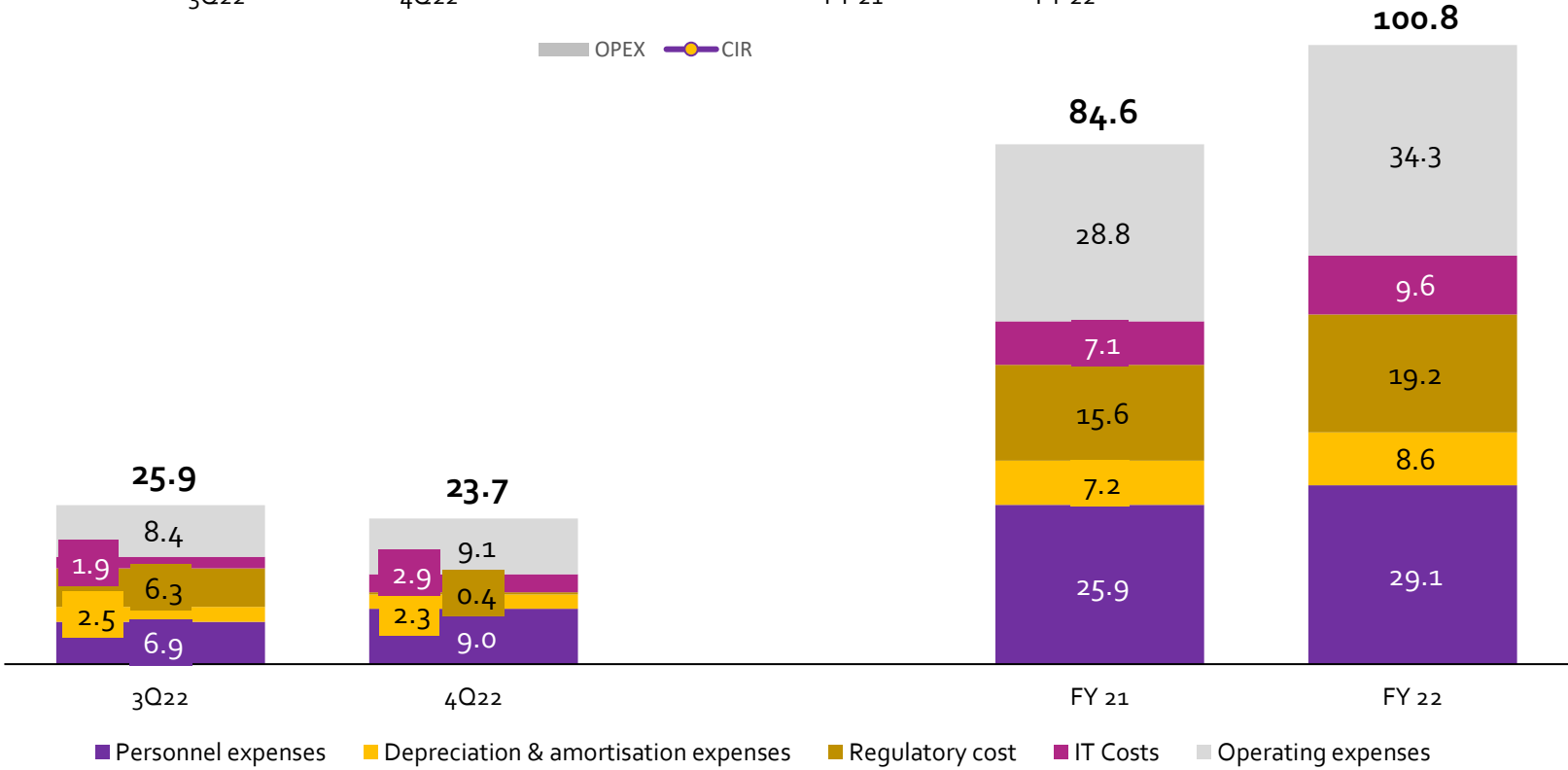
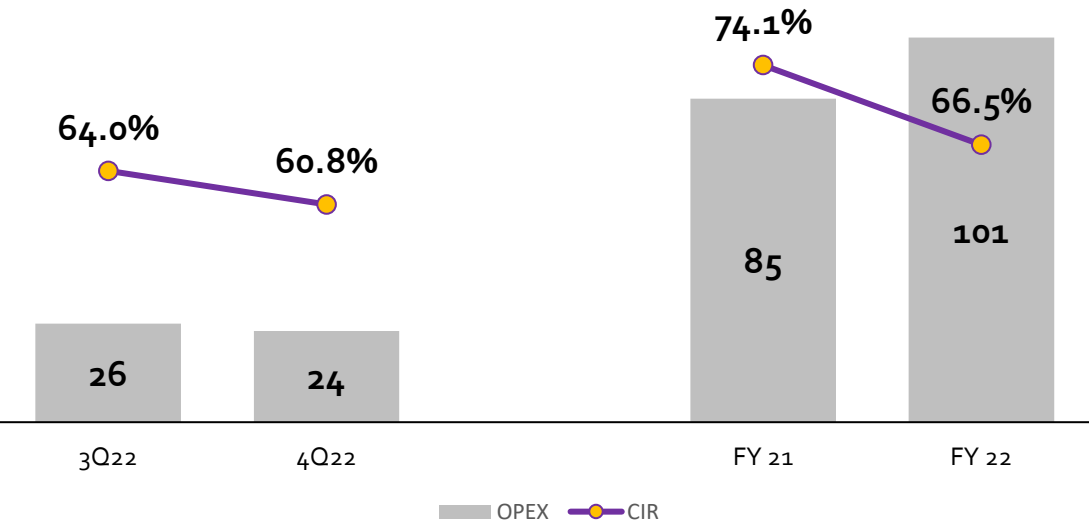
■ Personal ■ SME ■ Commercial ■ Corporate ■ Institutional ■ Treasury&FM

By Type



■ Current ■ Savings ■ Fixed

Cost Analysis & Reduction Plans



Analysis

- Operating expenses decreased by 8% QoQ due to the accelerated amortization of the regulatory cost (AMCON levy) in line with IFRS and our continued drive to curb controllable expenses. However, grew by 19% YoY due to increase in regulatory and investment in technology, coupled with the double-digit inflationary environment.
- Regulatory costs (NDIC & AMCON) declined by 93% QoQ due to the accelerated amortization of the regulatory cost (AMCON levy) in line with IFRS. However, grew 23% YoY as a result growth in balance sheet size and deposit liabilities.
- Technology costs grew 52% and 36% QoQ and YoY respectively, accounting for 10% of OPEX in FY22.

Reduction Plans

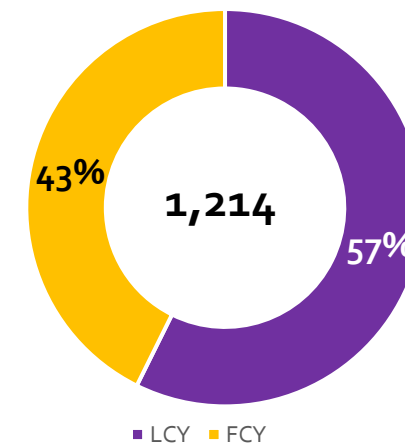
- Internal process realignment and automation for greater cost efficiency.
- Resources reallocation for optimization of performance.
- Focus remains on driving efficiencies and reducing cost-to-serve.

Loan Portfolio Classification

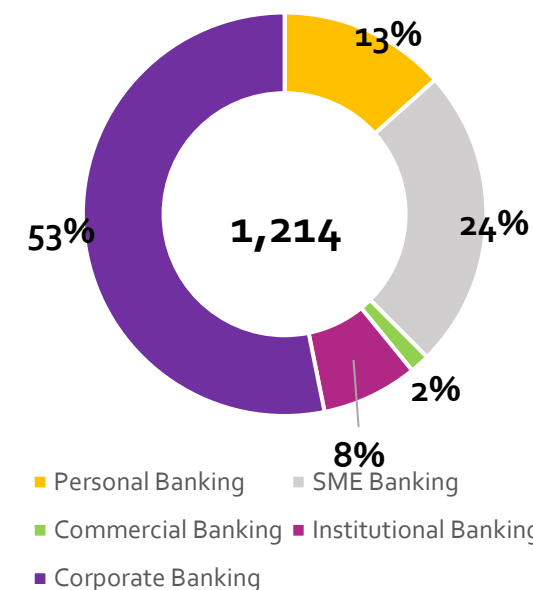
Diversified Loan Portfolio: *SME Banking segment gained 1% YoY share of total portfolio. 12% growth YoY in Loan Book was largely from Manufacturing, Agriculture and Individual Sectors.*

Industry Sector	Dec. 21	Mar. 22	Jun. 22	Sep. 22	Dec. 22	% Distr.
Agriculture	78,907	89,230	87,926	102,871	104,312	8.6%
Commerce	132,272	145,684	141,658	114,694	126,957	10.5%
Construction	1,629	2,309	1,788	1,671	2,766	0.2%
Education	6,220	5,626	6,113	6,389	8,351	0.7%
Finance & Insurance	83,108	83,870	84,502	90,124	89,973	7.4%
General – Others	12,876	18,038	16,572	29,258	26,658	2.2%
Government	28,441	16,315	25,019	24,881	22,973	1.9%
Individual – Bank	143,057	148,720	157,311	158,107	158,045	13.0%
Individual – Microfinance	3,030	2,757	3,135	3,837	4,559	0.4%
Information & Communications	13,531	11,582	15,446	16,318	15,461	1.3%
Manufacturing	113,925	123,605	123,884	160,428	162,207	13.4%
Oil & Gas-Downstream	81,935	86,640	81,213	82,195	90,744	7.5%
Oil & Gas-Upstream	148,710	144,684	159,477	155,044	161,230	13.3%
Oil & Gas Services	52,358	54,081	55,527	57,156	60,043	4.9%
Power & Energy	64,228	65,072	60,368	61,992	56,865	4.7%
Professional Services	3,982	7,318	6,495	23,365	9,183	0.8%
Real Estate	112,437	111,646	111,128	101,257	99,226	8.2%
Transportation & Logistics	6,870	9,352	13,469	15,366	14,441	1.2%
	1,087,517	1,126,531	1,151,031	1,204,954	1,213,993	100%

By Currency



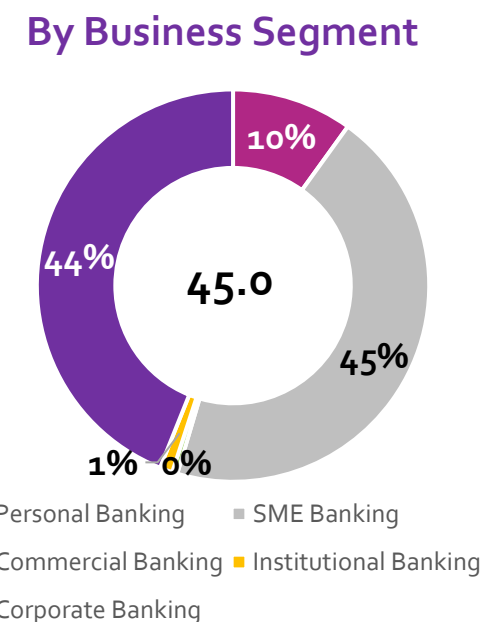
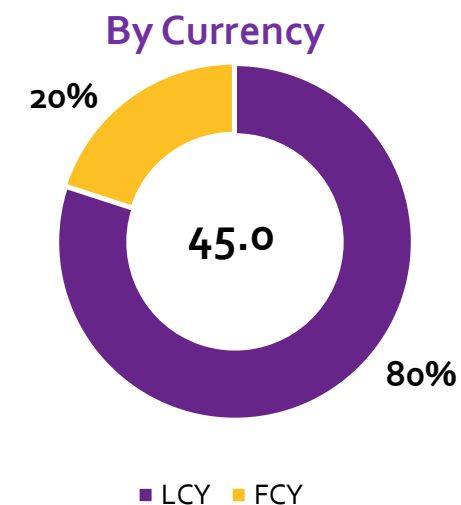
By Business Segment



Non-Performing Loans

YoY NPL ratio improved by 40bps, largely driven by growth in loan book.

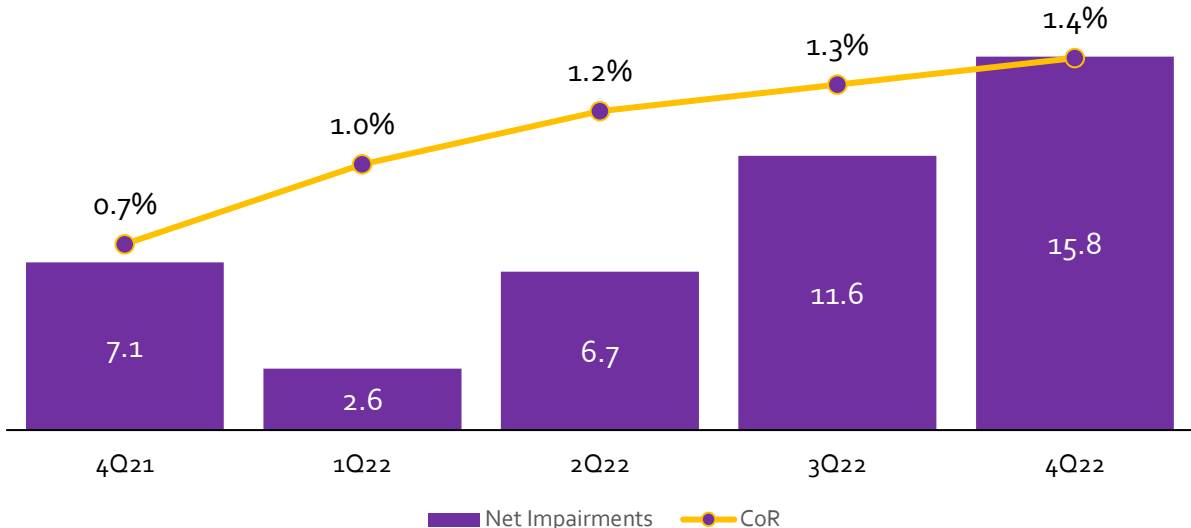
By Sector	Dec. 2021		Sep. 2022		Dec. 2022	
	NPL	NPL%	NPL	NPL%	NPL	NPL%
Agriculture	1,405.33	1.8%	851.22	0.8%	558.94	0.5%
Commerce	3,962.52	3.0%	8,360.78	7.3%	5,953.70	4.7%
Construction	2.46	0.2%	91.31	5.5%	98.11	3.5%
Education	137.72	2.2%	521.88	8.2%	359.63	4.3%
Finance & Insurance	9.12	0.0%	36.49	0.0%	32.79	0.0%
General – Others	83.75	0.7%	863.11	2.9%	553.36	2.1%
Government	0.03	0.0%	1,094.82	4.4%	666.50	2.9%
Individual – Bank	4,269.17	3.0%	7,759.54	4.9%	4,479.16	2.8%
Individual – Microfinance	-	0.0%	-	0.0%	-	0.0%
Information & Communications	-	0.0%	33.85	0.2%	13.85	0.1%
Manufacturing	11,692.66	10.3%	11,819.70	7.4%	10,937.74	6.7%
Oil & Gas – Downstream	4,965.40	6.1%	64.52	0.1%	19.85	0.0%
Oil & Gas – Upstream	-	0.0%	-	0.0%	0.01	0.0%
Oil & Gas Services	10,566.08	20.2%	11,769.99	20.6%	12,292.69	20.5%
Power & Energy	-	0.0%	8,178.77	13.2%	8,887.43	15.6%
Professional Services	-	0.0%	1,700.37	7.3%	84.00	0.9%
Real Estate	7,584.11	6.7%	131.81	0.1%	12.51	0.0%
Transportation & Logistics	3.18	0.0%	87.18	0.6%	62.48	0.4%
Total	44,681.52	4.1%	53,365.34	4.4%	45,012.77	3.7%



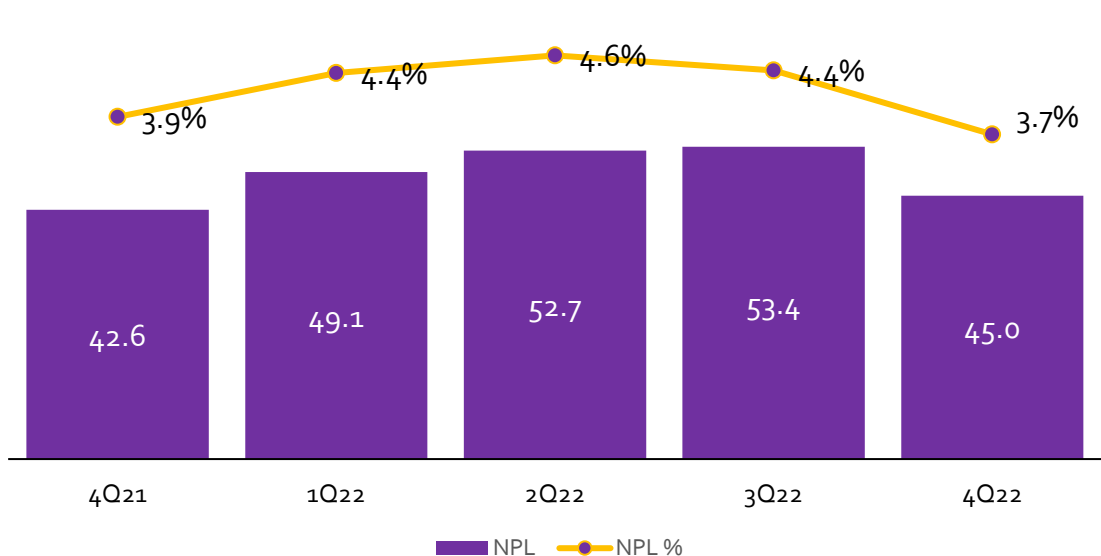
Net impairment charge grew YoY while coverage improved QoQ

- Net Impairments on Loans grew by 35% QoQ and 121% YoY due to growth in loan book and need to improve coverage. CoR grew to 1.4% due to growth in the Loan Book.
- 16 % QoQ decline in NPL was largely driven by write off in the Individual and Commerce.
- Accumulated Impairments declined marginally by 0.4% QoQ while NPL coverage improved to 106%.

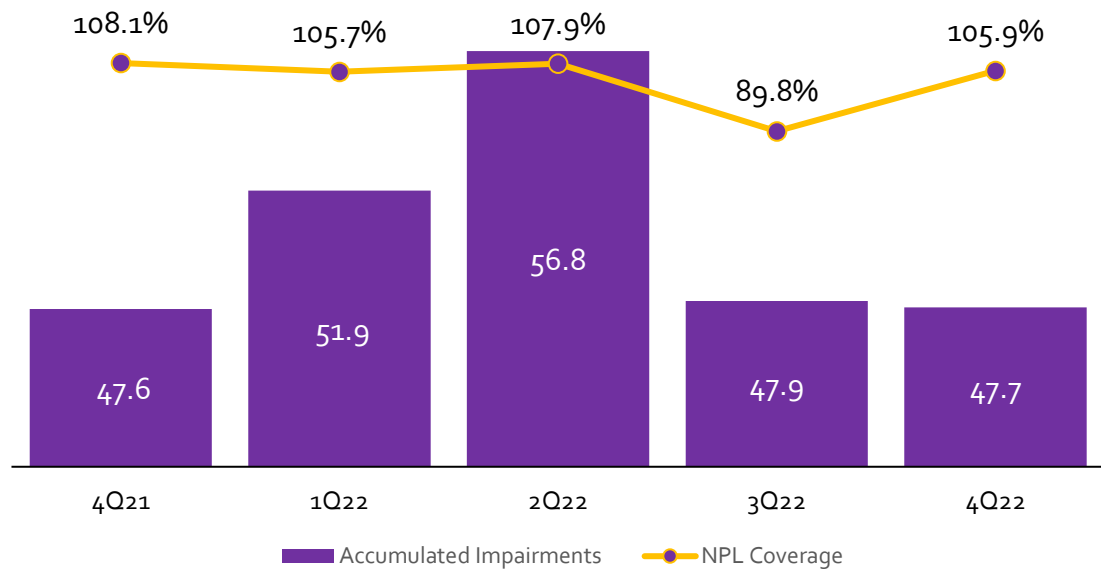
Net impairment charges on loans (N'B) & Cost-of-risk



NPL (N'B) & NPL Ratio



Accumulated Impairments (N'B) & NPL Coverage





Group Performance Review: Consumer Finance

Mr. Chukwuma Nwanze: Managing Director - CDL



Gross Earnings
N11.3 billion

9%

FY 21: N10.4 billion

Interest Income
N13.4 billion

15%

FY 21: N11.7 billion

Profit before Tax
N4.0 billion

26%

FY 21: N3.2 billion

Operating Expenses
N6.2 billion

5%

FY 21: N5.9 billion

NPL
9.8%

300
bps

FY 21: 7%

Return on Average Equity
29%

200
bps

FY 21: 27%

Consumer Finance: Financial Analysis - 3Q22 vs. 4Q22 and FY21 vs. FY22

- Loan book expanded by 22% YoY to N28.4 billion in Q4 2022.
- PBT for our consumer finance business (CDL) declined 18% QoQ however, grew 26% YoY to N4.0 billion. YoY .growth was sustained by a growth in Interest and Non-Interest Income.
- Net Interest Income grew by 11% and 8% QoQ and YoY respectively.
- Non-Interest Income declined by 15% QoQ, however grew by 28% YoY attributed to a growth in fees and commissions.
- Operating expenses grew by 43% QoQ and 4% YoY largely due to a growth in personnel expenses.
- In terms of asset quality, the business recorded a 48% and 18% QoQ and YoY decrease in net impairment respectively.
- Today our digital channels account for 27% of global sales.

N'm	3Q22	4Q22	%Δ QoQ	FY 21	FY 22	%Δ YoY
Revenue	2,783	3,019	8%	10,390	11,305	9%
Interest Income	3,282	3,751	14%	11,729	13,432	15%
Interest Expense	(717)	(916)	28%	1,982	2,947	49%
Net Interest Income	2,565	2,835	11%	9,747	10,484	8%
Non-Interest Income	217	184	-15%	643	821	28%
- Net Fees & Commissions	94	92	-2%	236	387	64%
- Others	124	93	-25%	408	434	6%
Operating Income	2,783	2,988	7%	10,390	11,274	9%
Operating Expenses	(1,433)	(2,001)	40%	(5,881)	(6,180)	5%
Net impairment loss on financial assets	(299)	(156)	-48%	(1,320)	(1,089)	-18%
PBT	1,051	862	-18%	3,189	4,005	26%
PAT	704	577	-18%	2,137	2,704	26%

Consumer Finance: Financial Analysis - 3Q22 vs. 4Q22 and FY21 vs. FY22

- Maintained strong profitability ratios for the FY22 period as RoAE grew by 15% from FY21.
- In terms of asset quality, NPL/Total Loans ratio deteriorated to around 9.8% for FY22.
- The business continues to maintain good liquidity and capital buffers.

Performance Index		3Q22	4Q22	%Δ QoQ	FY 21	FY 22	%Δ YoY
Operating	Return on Average Equity	29%	29%	-7%	27%	29%	15%
	Return on Average Assets	8%	7%	-13%	8%	8%	0%
	Loan/Deposit Ratio	120%	116%	-3%	135%	116%	-14%
	Loan/Funding Ratio	120%	116%	-3%	135%	116%	-14%
	Cost/Income Ratio	48%	64%	33%	54%	52%	-4%
	Net Interest Margin	38%	43%	13%	42%	40%	-5%
	NPL/Total Loans	9.2%	9.8%	7%	7%	9.8%	40%
	Coverage Ratio	102%	92%	-10%	114%	92%	-19%
	NII/Operating Income	8%	6%	-25%	6%	7%	17%
	Financial Leverage	1.4%	1.3%	-7%	1.4%	1.3%	-7%
	Cost of Risk	4%	2%	-50%	5%	4%	-20%
	Cost of funds	14%	18%	29%	12%	14%	17%
Capital & Liquidity	Capital Adequacy Ratio	32%	27%	-16%	28%	28%	0%
	Liquidity Ratio	126%	126%	0%	123%	126%	2%
Others	Opex (N'B)	1,345	1,927	43%	5,610	5,837	4%
	Risk Assets (net) (N'B)	27,302	28,449	4%	23,391	28,449	22%

FCMB

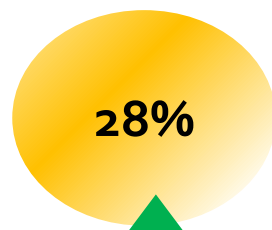


Group Performance Review: Investment Banking

Mr. Femi Badeji: Executive Director FCMB Group Plc

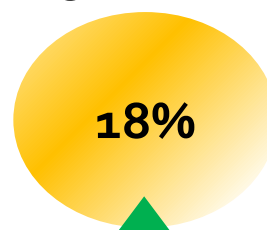


Gross Earnings
N3.5 billion



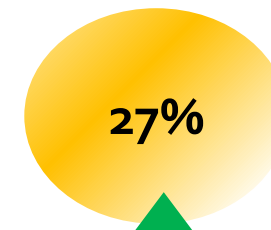
FY 21: N2.7 billion

Non-Interest Income
N3.0 billion



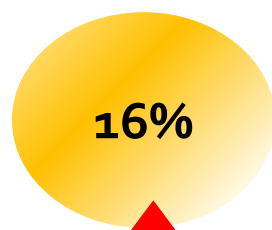
FY 21: N2.6 billion

Profit before Tax
N1.4 billion



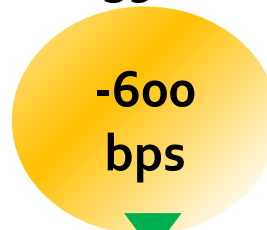
FY 21: N1.1 billion

Operating Expenses
N2.0 billion



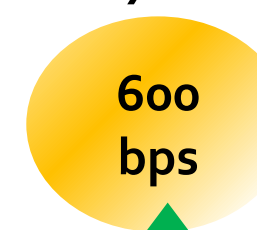
FY 21: N1.8 billion

CIR
59%



FY 21: 65%

Return on Average Equity
27%



FY 21: 21%

Investment Banking: FY22 Financial Analysis

- PBT for the investment banking business declined by 76% QoQ however grew 27% YoY. The YoY growth was driven by increased capital markets activity during the period as companies continued to explore capital markets offerings, which led to an increase in Capital Raising and Financial Advisory Fees as well as improvements in Trading Income.
- Our Capital Markets business recorded a 107% PBT growth YoY improving its Group PBT contribution to 2%.
- The value of stockbroking trades grew 68% YoY from N50.9bn in FY21 to N85.6bn in FY22 with the stockbroking business recording a 23% growth in market share YoY. Trading income declined by 80% QoQ, however grew by 1829% YoY driven by an increase in proprietary trading activity.
- CIR for the business improved significantly in FY22 to 59% from the 65% recorded for the same period in 2021 on the back of improved earnings.
- Overall, contribution of the Investment Banking business to Group PBT stood at 4% for FY22.
- In 2023 we will continue to support our clients by offering appropriate capital markets solutions, providing exceptional client service with the aim of retaining existing clients and acquiring new ones.

N'm	3Q22	4Q22	%Δ QoQ	FY 21	FY 22	%Δ YoY
Gross earnings	1,196	722	-40%	2,730	3,486	28%
Net Interest Income	156	163	4%	162	468	189%
Non-Interest Income	1,040	558	-46%	2,568	3,018	18%
Capital Raising/Advisory Fees	246	222	-10%	779	902	16%
Brokerage Commissions	495	219	-56%	1,648	1,499	-9%
Trading Income	308	62	-80%	28	540	1829%
Other Income	(8)	54	775%	113	57	-50%
Operating Income	1,196	722	-40%	2,730	3,486	28%
Operating Expenses	(556)	(574)	3%	(1,765)	(2,047)	16%
PBT	640	156	-76%	1,140	1,446	27%
PAT	480	28	-94%	823	973	18%
Key Ratios						
CIR	47%	79%	68%	65%	59%	-9%
Return on Average Equity	44%	2%	-95%	21%	27%	29%
Return on Average Assets	27%	2%	-93%	12%	18%	50%

FCMB



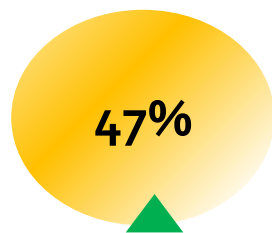
Group Performance Review: Investment Management

Mr. James Ilori Chief Executive Officer: FCMB Asset Management Ltd



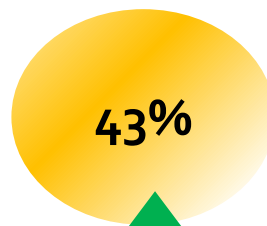
Investment Management: FY22 Performance Highlights

Gross Earnings
N7.8 billion



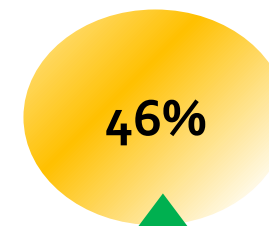
FY 21: N5.3 billion

Non-Interest Income
N7.3 billion



FY 21: N5.1 billion

Profit before Tax
N3.6 billion



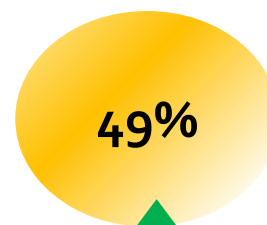
FY 21: N2.5 billion

Operating Expenses
N4.2 billion



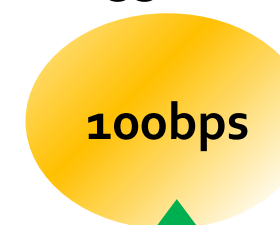
FY 21: N2.8 billion

AUM
N783.7 billion



FY 21: 525.7 billion

Return on Average Equity
35%



FY 21: 34%

Investment Management: FY22 Results Review

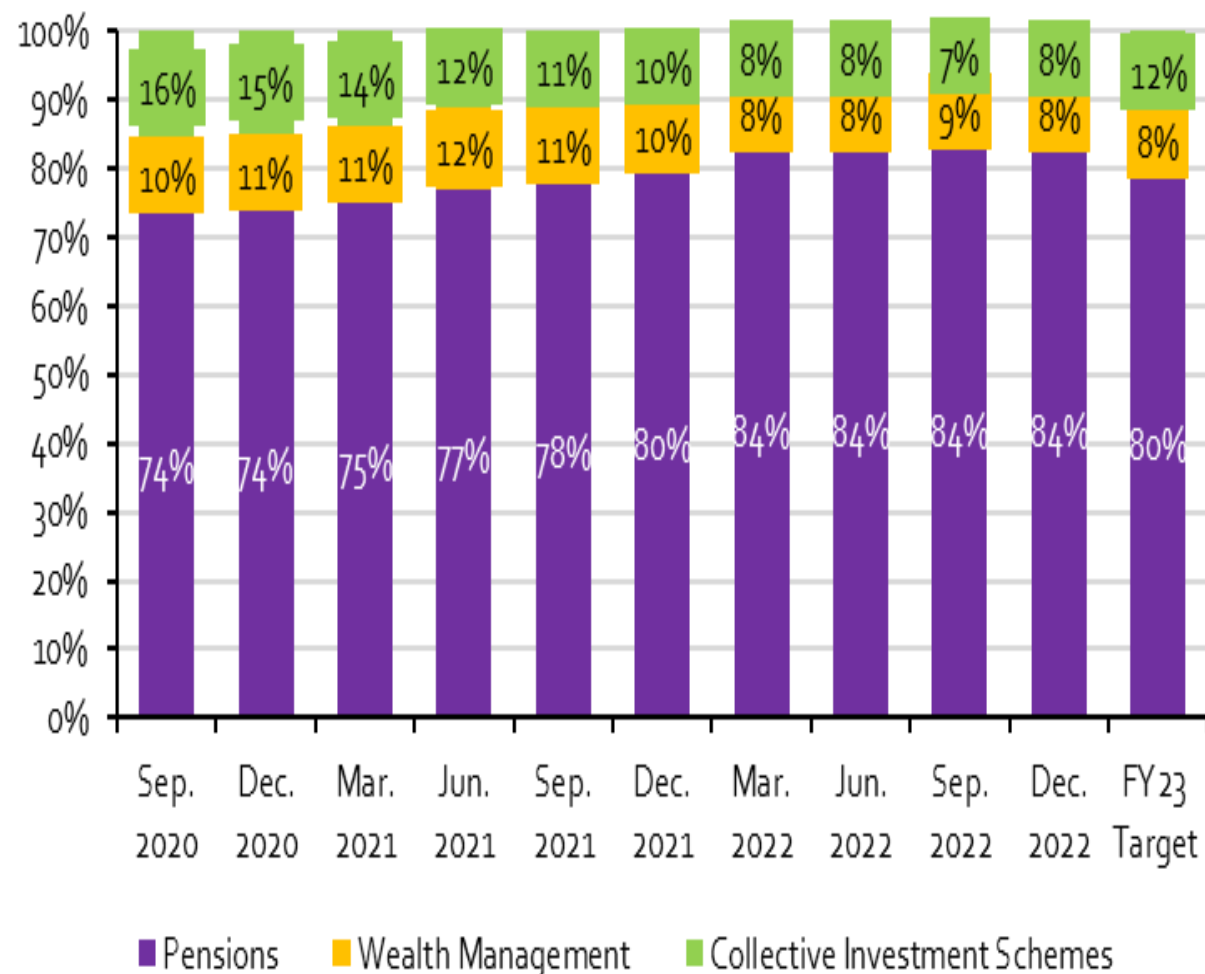
- Assets Under Management grew by 49% year-on-year, to N784 billion. AUM from the AllCO acquisition accounted for 64% of the AUM growth, whilst Investment Income and Net Contribution from customers made-up 22% and 14%, of the increase;
- Our Pensions business contributed 84% of AUM in 2022, compared with 80% contribution in FY 2021;
- AUM and Management fee from digital products grew by 131% and 122% year-on-year, in FY 2022.
- The number of Retirement Savings Accounts rose by 3.10%, to 734,385, with Registrations via our digital Platform accounting for 60% of the increase in the number of RSAs;
- We were net recipients of funds from the transfer window in FY 2022, with a net inflow of N4.79 billion;
- Net Interest Income rose by 120% partly from a lower Dividend Payout in 2021, which increased cash available for investment. Also, interest rates on deposits rose significantly in 2022, which positively impacted Net Interest Income;
- PBT rose by 46% year-on-year, with the AllCO Pensions transaction adding N1.2 billion to PBT. Therefore, our Pensions business contributed 75% of PBT, compared with 63% in FY 2021.

N'm	3Q22	4Q22	%Δ QoQ	FY 21	FY 22	%Δ YoY
Gross earnings	1,957	2,210	13%	5,329	7,820	47%
Net Interest Income	181	193	7%	226	497	120%
Non-Interest Income	1,776	2,017	14%	5,103	7,322	43%
- Advisory Fees	30	28	-7%	101	109	8%
- Brokerage Commission	15	20	33%	79	87	10%
- Asset Management Fees	1,669	1,865	12%	4,666	6,925	48%
- Others	61	104	70%	256	201	-21%
Operating Income	1,957	2,210	13%	5,329	7,820	47%
Operating Expenses	(992)	(1,242)	25%	(2,801)	(4,188)	50%
Net gains/(losses) from fin. instruments at fair value	-	-				
PBT	959	966	1%	2,490	3,628	46%
PAT	698	618	-11%	1,733	2,495	44%
AUM	756,135	783,689	4%	525,750	783,689	49%
ROAE	25%	26%	4%	34%	35%	3%
CIR	51%	56%	10%	53%	54%	2%

Our primary goals in FY 2023 include:

- AIICO Pension impact:** Our year-end projections for 2023 include incremental AUM of N34 billion (total AUM contribution from AIICO since its acquisition is expected to hit N200 billion), and PBT contribution of N1.5 billion;
- Digital distribution:** Under our digital distribution plan, we are finalizing arrangements to launch the web-version of our GRO digital products in 2Q 2023. This will increase access to our digital products. AUM and Management fee from digital products are expected to rise by 58% and 83%, respectively;
- Alternative Assets:** We have submitted a Fund registration request to the regulator, for Series 1 of our upcoming Alternative Assets Fund and expect to receive final approval to launch the Fund in 1H 2023.

Investment Management Group - Contribution to AUM





Outlook

Mr. Ladi Balogun: Group Chief Executive - FCMB Group Plc



2023 Forecast: PBT growth of >25% on the back of sustained earnings and performance across our Operating Companies driven by:

Loan growth momentum to be supported with high earnings retention and Issuance local currency AT-1 Capital

Acquisition of additional 1.5 million+ transacting customers across the group will support growth in transaction fees, CASA and AUM at projected 35%, 15% and 20% YoY growth respectively

Increase in digital revenues by over >25% from lending, payments and wealth

Accelerating earnings growth in Wholesale banking (ie corporate and commercial banking) as we deepen wallet share with top customers

Investment Banking – Sustained performance from our Capital Markets business as we continue to strengthen our Debt Capital Markets position and a growing pipeline of Equity Capital Market and M&A deal flow.

Cost income Ratio Target of ~64% driven by (i) marketing synergies from ecosystem strategy, and (ii) “efficient” profit growth in wholesale banking and (iii) cost efficient nature of digital revenues