

## Group Audited Results for the Full Year ended 31 December 2020

Access Bank delivered solid and resilient top-line figures despite a challenging economic and regulatory landscape. This is an attestation to our long history of resilience, scale, dedicated people and sustainable business model. Our resilient business model ensured that the Group adapted to accommodate the resultant macro-economic downturn and headwinds of the COVID-19 pandemic.

The Group recorded gross earnings of **₦764.7bn** (+15% y/y), arising from a 112% y/y growth in non-interest income to **₦275.5bn**, which is testimonial to the effectiveness of our strategy and capacity to generate sustainable revenue. Profit Before Tax stood at **₦125.9bn** despite the high cost of operating the enlarged franchise and the increase in net impairment charge of near **₦43bn** arising principally (~50% of net impairment) from a Structured Trade Finance (“STF”) portfolio in the Access Bank UK. The STF impairment is one-off/COVID related and recoverable over the next 12-18 months against insurance cover from world class insurers.

We also recorded consistent growth in our retail banking business, leading to a **5.8mn** growth in customer sign-on during the year via our financial inclusion drive and retail revenue of **₦177.2bn** (FY 2019: ₦107.8bn). Customer deposits grew by 31% to **₦5.59trn** in Dec 2020 (Dec 2019: ₦4.26trn) with savings account deposits of **₦1.31trn**. Similarly, net loans and advances grew by 18% to **₦3.61trn** (Dec 2019: ₦3.06trn). Our asset quality also continued to improve as guided to **4.3%** (Dec. 2019 5.8%) as we intensified recovery efforts, undertook significant write off and leveraged our robust risk management practices. This is expected to continue to trend downwards as we strive to surpass the standard we had built in the industry prior to the merger with Diamond Bank.

The strategic actions that the Bank has taken over the past 12 months evidence a strong focus on retail banking and financial inclusion, an African expansion strategy and a drive for scale for sustainable value creation. In 2020, Access Bank proudly opened its doors for business in Kenya and Mozambique, further increasing our footprints across the African Continent. Access Bank Zambia also concluded the acquisition of Cavmont Bank Limited in January 2021 and the Group recently announced the approval by relevant regulatory authorities for the acquisition of Grobank Limited, creating an inroad into the South African market in realization of the Group’s strategic ambitions.

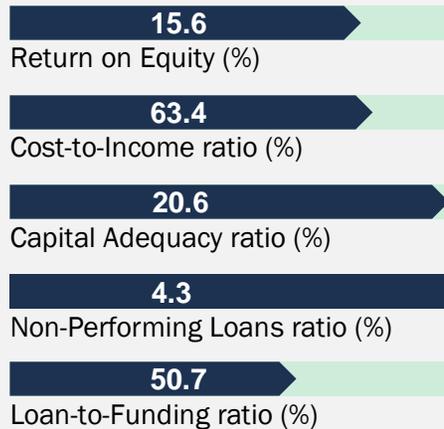
In view of the opportunities that exist in the market, we will be transitioning to a HoldCo structure. The Bank has received the Approval-In-Principle from the Central Bank of Nigeria for the restructuring and the HoldCo will consist of 4 subsidiaries in order to tap into the market opportunities that are available in the consumer lending market, electronic payments industry and retail insurance market.

Going into the fourth year of our 5-year cyclical strategy, our focus remains on consolidating our retail momentum and expanding our African footprint in a sustainable manner. Finally, I would like to thank our people, shareholders, and other stakeholders as we could not have achieved these results without their dedication, commitment, and support.



Herbert Wigwe  
Chief Executive Officer

## KEY METRICS / TARGET



# FINANCIAL REVIEW

**Gross Earnings** rose 15% y/y to ₦764.7bn in FY 2020, (FY 2019: ₦666.8bn), with interest and non-interest income contributing 64% and 36% respectively.

**Profit Before Tax (PBT)** for the period rose by 13% y/y to ₦125.9bn (FY 2019: ₦111.9bn). Profit After Tax (PAT) also grew by 13% y/y to ₦106.0bn from ₦94.1bn in FY 2019, on the back of a 32% y/y growth in Operating Income which offsets the rise in Impairment Charges and Operating Expenses.

**The assets base** of the Group remained strong and resilient with Total Assets of ₦8.68trn in December 2020, a growth of 22% YTD from ₦7.14trn in December 2019. Net Loans and Advances totaled ₦3.61trn as at December 2020 (December 2019: ₦3.06trn).

**Non-Performing loans (NPL) ratio** stood at 4.3% as at December 2020 (December 2019: 5.8%), on the back of a ₦107bn write-off and recoveries in the period.

## Group Financial Highlights

### Income Statement

In ₦'mn (unless stated otherwise)	FY 2020	FY 2019	%Δ
Gross Earnings	764,717	666,754	15 ↑
Net Interest Income	262,950	277,229	(5) ↓
Non-Interest Income	275,501	129,907	112 ↑
Operating Expenses	(326,509)	(257,223)	27 ↑
Net Impairment Charges	(62,893)	(20,189)	212 ↑
Profit before Tax	125,922	111,926	13 ↑
Profit for the Period	106,010	94,057	13 ↑

### Balance Sheet

In ₦'bn (unless stated otherwise)	Dec. 2020	Dec. 2019	%Δ
Loans and Advances	3,611	3,064	18 ↑
Total Assets	8,680	7,143	22 ↑
Customer Deposits	5,587	4,256	31 ↑
Shareholders' Funds	751	607	24 ↑

# Financials

Please visit the [Investor Relations portal of the Bank's website](#) to access the [FY 2020 Financial Statement](#)

## Conference Call

Access Bank Plc. will be hosting an audio conference call for analysts and investors on 8th April 2021 at 1400hrs WAT.

The audio conference call can be accessed via [this Registration link](#)

For further information please contact:

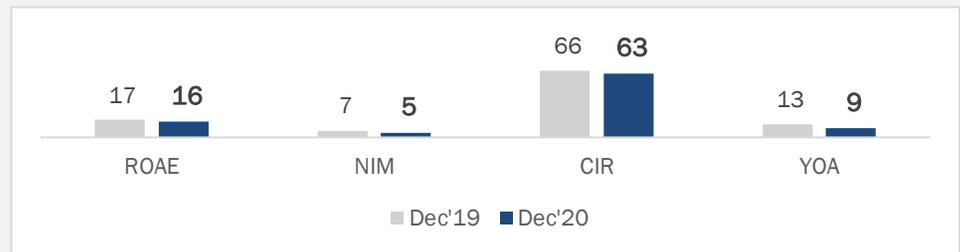
**Access Bank Plc.**

Investor Relations Team

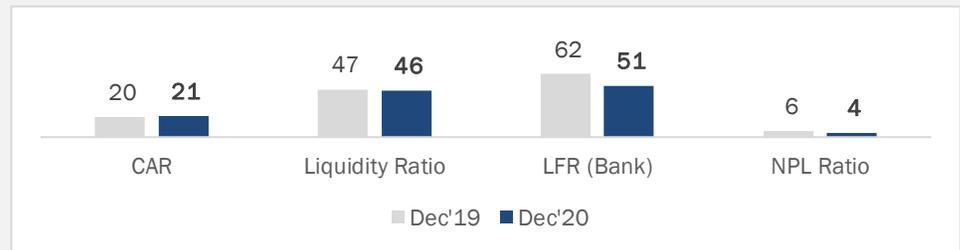
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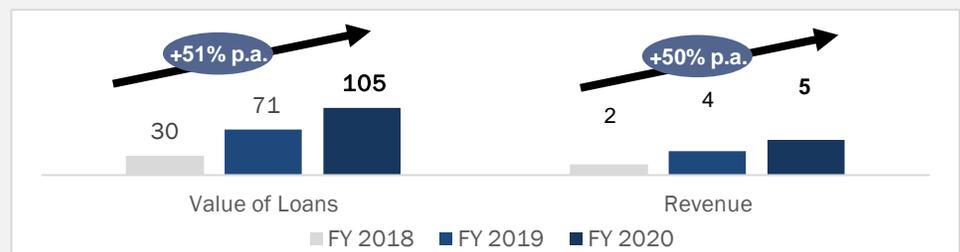
## Key Profitability and Efficiency Ratios (%)



## Key Balance Sheet Ratios (%)



## Digital Lending (₦'bn)



## Other Key Retail Metrics

In ₦'bn (unless stated otherwise)	FY 2020	FY 2019	%Δ
USSD Transaction Value	1,921	891	116 ↑
Debit & Credit Cards Transaction Value	4,060	3,917	4 ↑
POS Transaction Value	798	515	55 ↑
ATM Transaction Value	3,093	2,492	24 ↑
Mobile & Internet Transaction Value	24,027	17,206	40 ↑
Savings Account Deposits	1,310	789	66 ↑
Channels and other E-business Income	56.1	36.0	56 ↑

### Disclaimer

The information presented herein is based on sources which Access Bank Plc. (the "Bank") regards dependable. This presentation may contain forward looking statements. These statements concern or may affect future matters, such as the Bank's economic results, business plans and strategies, and are based upon the current expectations of the directors. They are subject to a number of risks and uncertainties that might cause actual results and events to differ materially from the expectations expressed in or implied by such forward looking statements. Factors that could cause or contribute to differences in current expectations include, but are not limited to, regulatory developments, competitive conditions, technological developments, and general economic conditions. The Bank assumes no responsibility to update any of the forward-looking statements contained in this document.