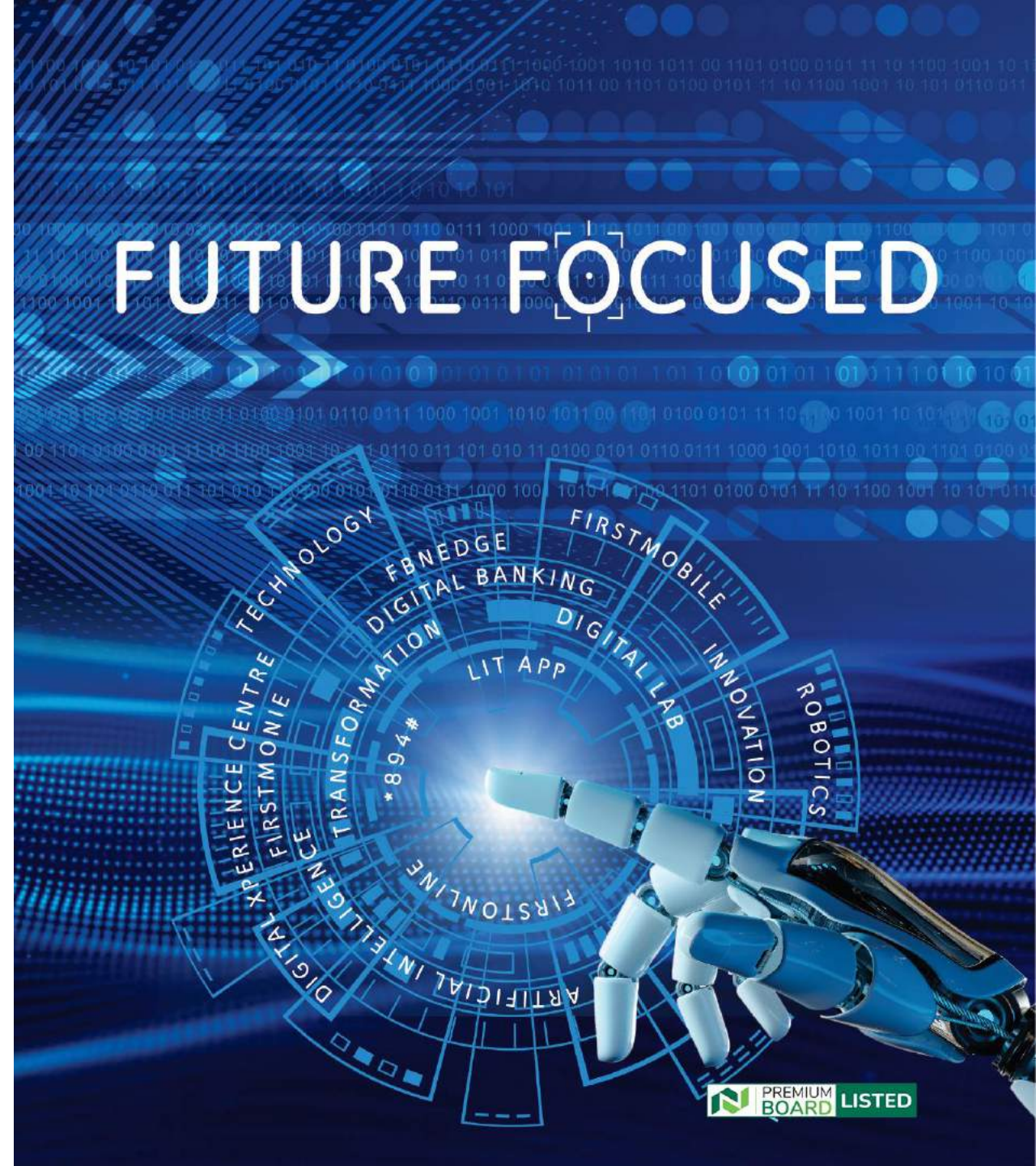




9M 2022 Results Presentation

28 October 2022



PREMIUM BOARD LISTED

Disclaimer

This presentation is based on FBN Holdings Plc's ('FBNH' or 'FBNHoldings' or the 'Group') unaudited financial statements for the period ended 30 September 2022. The Group's Financial statements represent FBN Holdings Plc and its subsidiaries.

FBNHoldings has obtained some information from sources it believes to be credible. Although FBNHoldings has taken all reasonable care to ensure that all information herein is accurate and correct, FBNHoldings makes no representation or warranty, express or implied, as to the accuracy, correctness or completeness of the information. In addition, some of the information in this presentation may be condensed or incomplete and this presentation may not contain all material information in respect of FBNHoldings.

This presentation contains forward-looking statements which reflect management's expectations regarding the Group's future growth, results of operations, performance, business prospects and opportunities. Wherever possible, words such as "anticipate", "believe", "expect", "intend", "estimate", "project", "target", "risk", "goal" and similar terms and phrases have been used to identify the forward-looking statements. These statements reflect management's current beliefs and are based on information currently available to the management. Certain material factors or assumptions have been applied in drawing the conclusions contained in the forward-looking statements. These factors or assumptions are subject to inherent risks and uncertainties surrounding future expectations generally.

FBNHoldings cautions readers that a number of factors could cause actual results, performances or achievements to differ materially from the results discussed or implied in the forward-looking statements. These factors should be considered carefully, and undue reliance should not be placed on the forward-looking statements. For additional information, reference should be made to the Group's continuous disclosure materials filed from time to time with the Nigerian Exchange (NGX) and other relevant regulatory authorities. The Group disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



Key Highlights

FUTURE FOCUSED

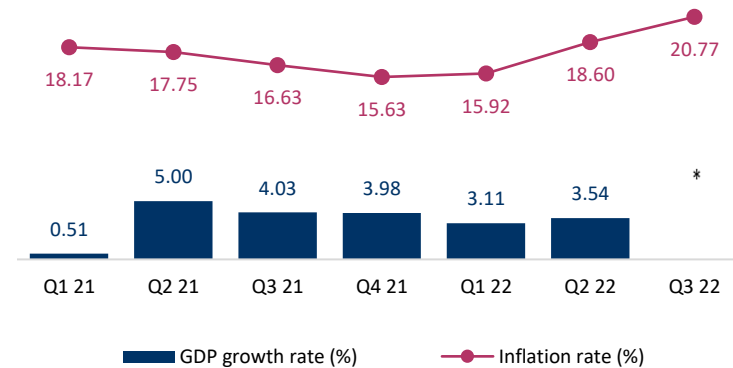


PREMIUM BOARD LISTED

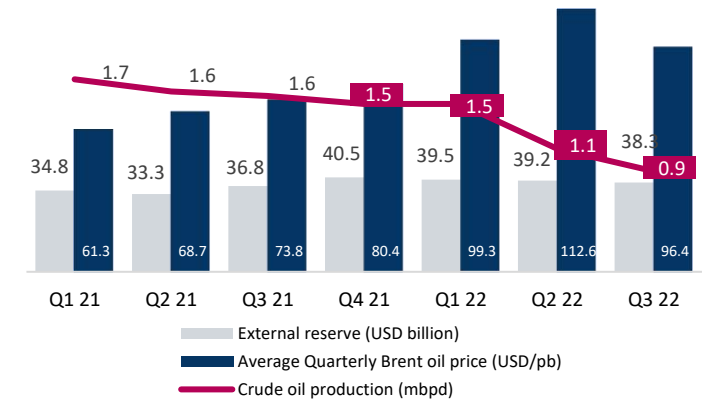
Well positioned to navigate evolving macro economic developments

- **Change in policy bias**
 - *FBNHoldings to extract value from the opportunities presented by securitization of the MOF's¹ ways and means*
- **Higher interest rate environment**
 - *Given the structure of our deposits, high interest rate environment is NIM accretive to FBNH*
- **Foreign exchange / Devaluation**
 - *Proactive currency risk management on behalf of clients*
 - *Balance sheet continuously being de-risked to eliminate vulnerabilities*
- **Foreign currency liquidity**
 - *FCY liquidity remains strong*
 - *We maintain strong market access adequate for our needs*
 - *No upcoming maturities requiring refinancing at this period*

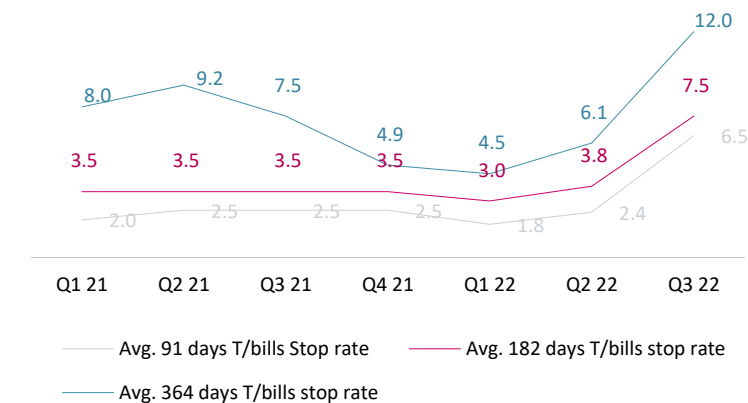
Increasing inflationary environment



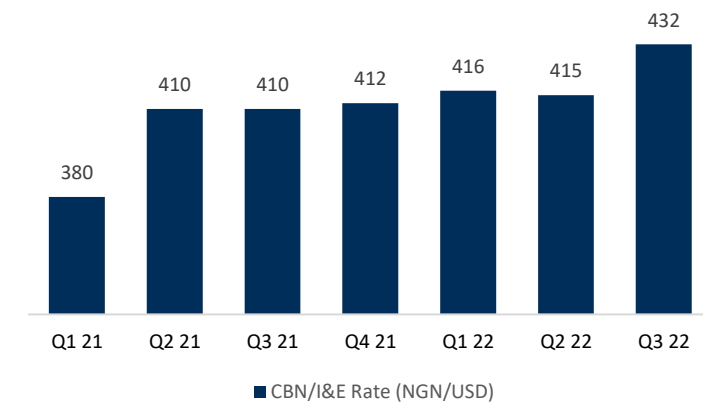
Revenue expectations of high oil price deflated by production volume



Upward trend of fixed income rates



Increase in exchange rate on the I&E window



Clear strategic focus delivering results across the organisation

Quantum leap in profitability

- Demonstrated sustainable income growth from core business
- 24.9% y-t-d growth in Loans and advances to ₦3.6 trillion
- 12.8% y-t-d growth in Deposits to ₦6.6 trillion
- Gross earnings of ₦547.2 billion (up 26.6% y-o-y)
- Profit before tax of ₦105.5 billion (up 99.4% y-o-y)

NPL ratio target delivered

- NPL ratio less at 4.7% within 5% regulatory limit (FY21: 6.1%)
- Improvement in NPL coverage ratio to 75.1% (FY21: 62.2%)

Diversifying revenue streams

- International subsidiary contribution¹ 34.1% (FY21: 25.5%)
- Leading bank-led agent banking network in Nigeria with >190K agents²

Strong execution capabilities

- Process >170 million electronic banking transactions per month
- Processed 256 million transactions worth >₦6 trillion y-t-d through Firstmonie Agents
- Industry leader with 22% market share of transactions processed by the most dominant switching network

Disciplined approach to capital management

- Solid earnings growth supporting organic capital generation
- Maintained our capital management framework of focusing on optimising earnings



Successfully transitioning group capabilities to meet evolving end dynamics



Credit Rating agencies acknowledge our business turnaround

Fitch upgrades credit ratings to B/Stable, as S&P & Moody's affirm improving asset quality

Strong Franchise

Improved Governance

Improved Asset Quality

Low Cost of Funding

Strong Non-interest Income

Strong Internal Capital Generation

Healthy Profitability

Improved Capitalisation

Stable Funding Profile



Financial Review

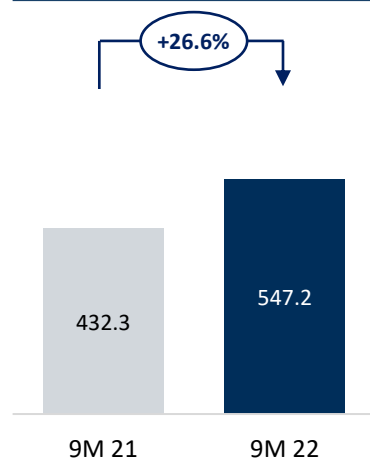
FUTURE FOCUSED



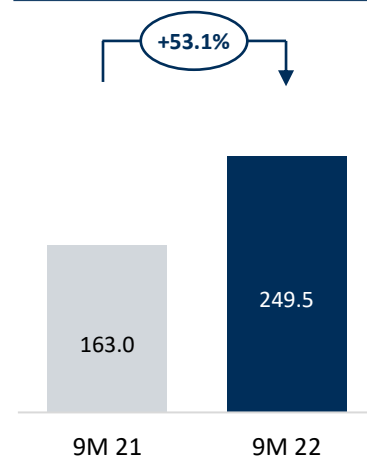
PREMIUM BOARD LISTED

Strong revenue and profitability despite the challenging operating environment

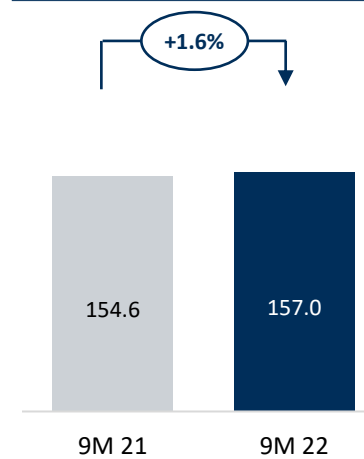
Gross Earnings ₹billion*



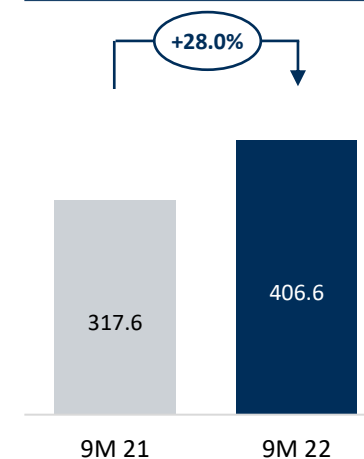
Net-Interest Income ₹billion*



Non-Interest Income ₹billion*



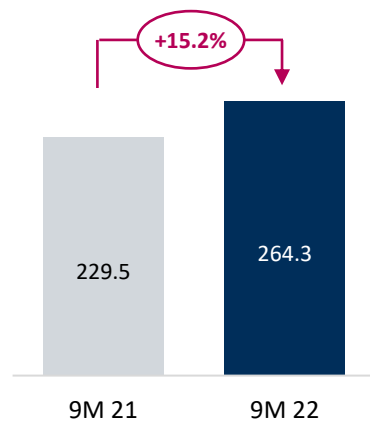
Operating Income ₹billion



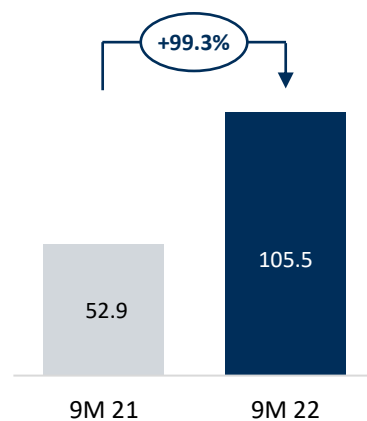
Impairment Charge ₹billion



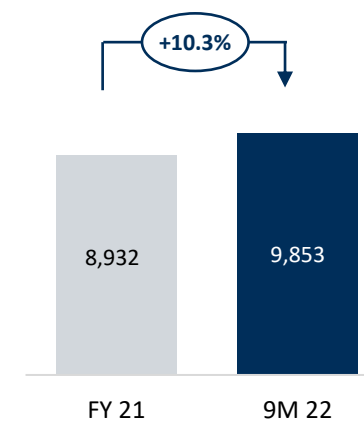
Operating Expense ₹billion



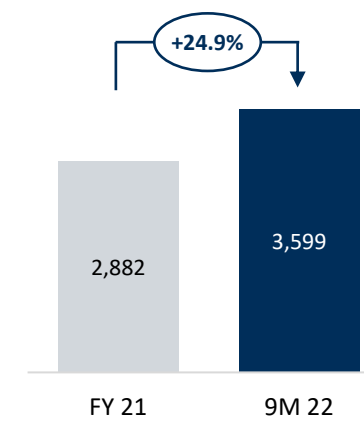
Profit Before Tax ₹billion



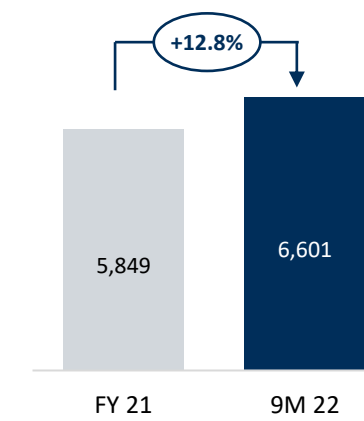
Total Assets ₹billion



Loans and Advances ₹billion



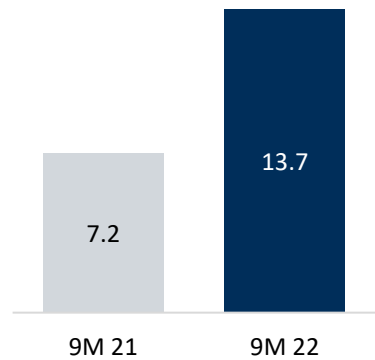
Customer Deposit ₹billion



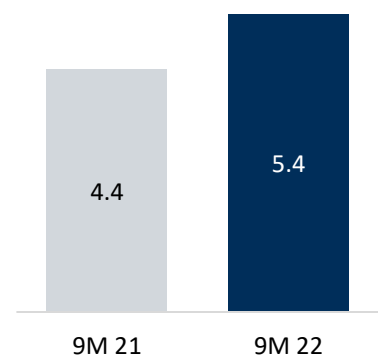
* Restated

Enhanced profitability and strengthened balance sheet

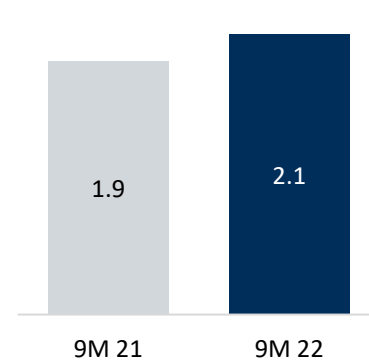
Post Tax ROaE (%)



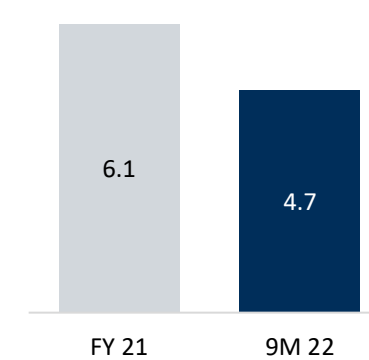
Net Interest Margin (%)



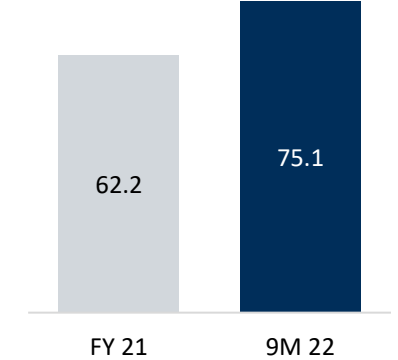
Cost of Funds (%)



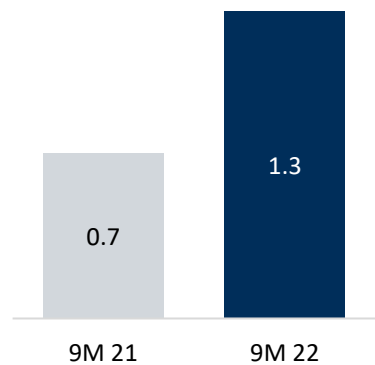
NPL Ratio %



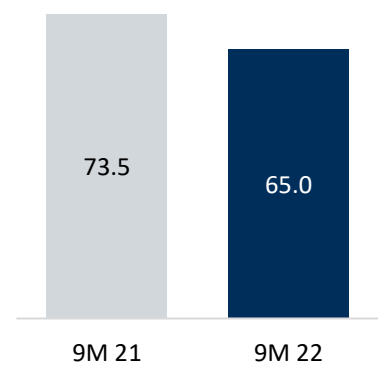
NPL Coverage (%)



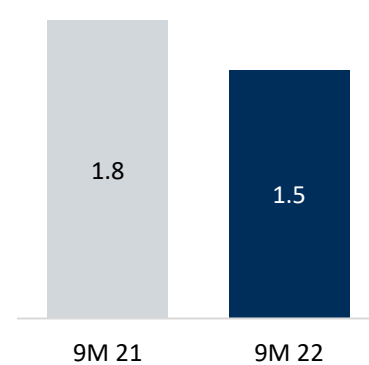
Post Tax ROaA (%)



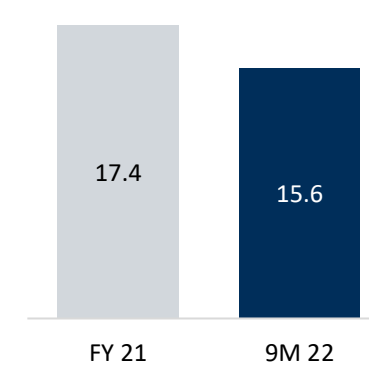
Cost to Income (%)



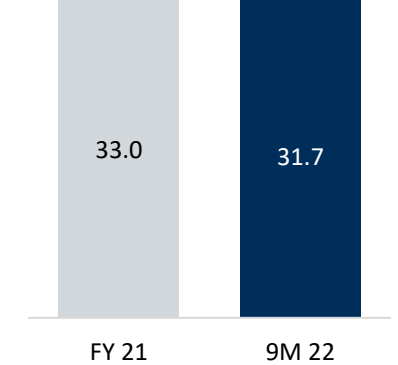
Cost of Risk (%)



Capital Adequacy Ratio⁽¹⁾ (%)



Liquidity Ratio⁽²⁾ (%)



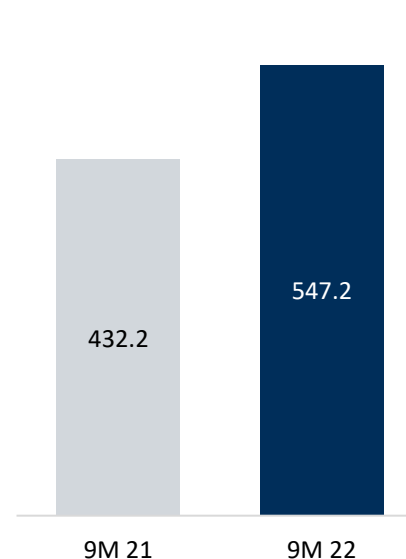
⁽¹⁾ CAR is for FirstBank (Nigeria); CAR for the Merchant Banking business is 19.5% for FY 2021 and 15.7% for 9M 2022. 9M 2022 CAR for FirstBank (Nigeria) is 17.1% when profit is capitalised

⁽²⁾ Liquidity Ratio for FirstBank (Nigeria)

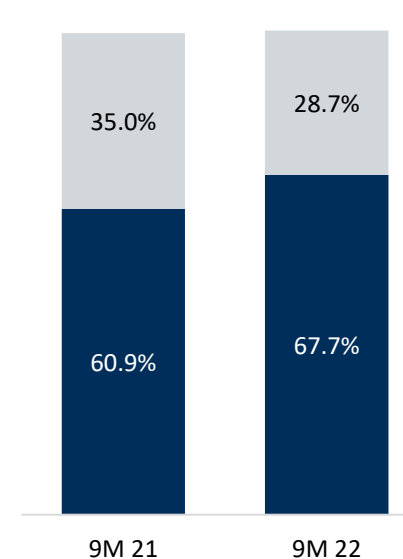
Revenue growth supported by improved interest income

- Gross earnings improved by 26.6% y-o-y to ₦547.2billion in 9M 22
- Optimising yields while moderating cost of funds resulting in enhanced net interest margin
- Sustained improvement in subsidiaries' contributions
- Focus remains on optimising margins while innovatively strengthening revenue and diversification opportunities

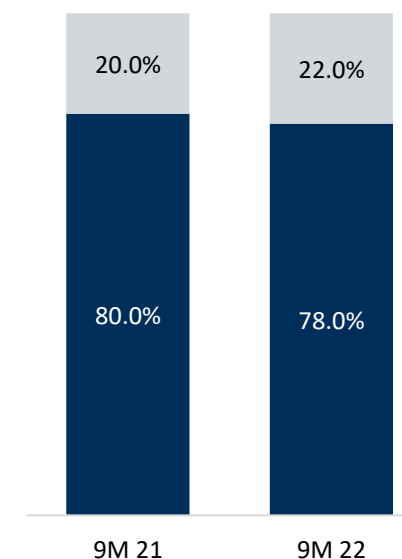
Gross Earnings ₦'billion*



Gross Earnings Mix



Interest Income Mix



■ Non-interest income ⁽¹⁾
■ Interest Income

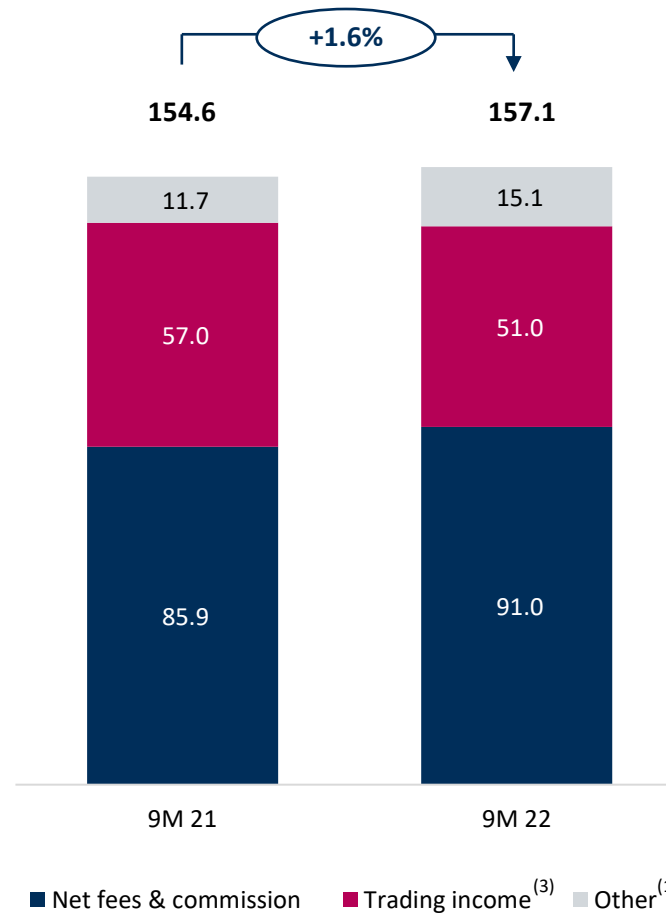
■ Investment securities
■ Loans and advances

(1) Non-interest income includes fees and commission expense
* Restated

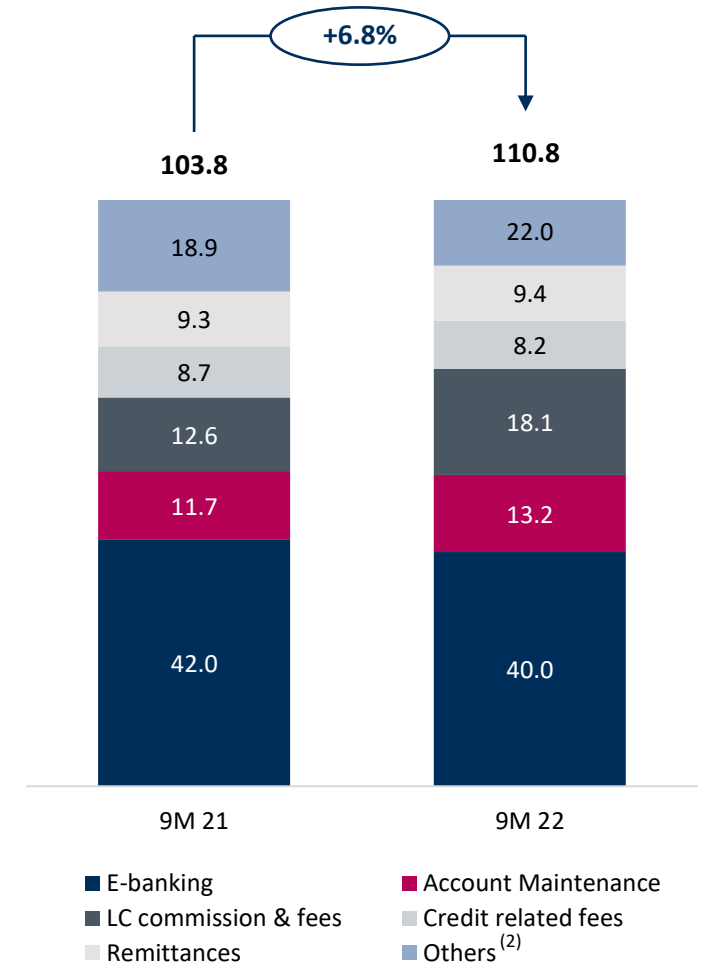
Deepening unique value-added offerings

- Fees & Commission remain resilient with 7.3% y-o-y growth
- Letters of credit commission grew 43.8% y-o-y in line with our facilitation capability, funding reliability, competitive pricing and customer service to our clients
- Account maintenance stemming from our global and large customer base continue to increase y-o-y
- Annuity income from Asset Management and Custodial grew 24.8% to ₦11.0 billion (9M 21: ₦8.8 billion) further supporting our revenue diversification drive
- Sustaining focus on bolstering fees from electronic banking amidst increased competition
 - Further grew the network of Firstmonie agent to >190k⁴ currently (9M 21: 135.6k)
- Driving transaction-led earnings growth remains our strategic focus

Non-interest Breakdown Net (₦'billion)



Fees & Commission Breakdown Gross (₦'billion)



⁽¹⁾ Other include dividend income and other operating income

⁽²⁾ Others include commission on bonds and guarantees, custodian fees, financial advisory fees, fund management fees, brokerage and Intermediations, other fees and commissions

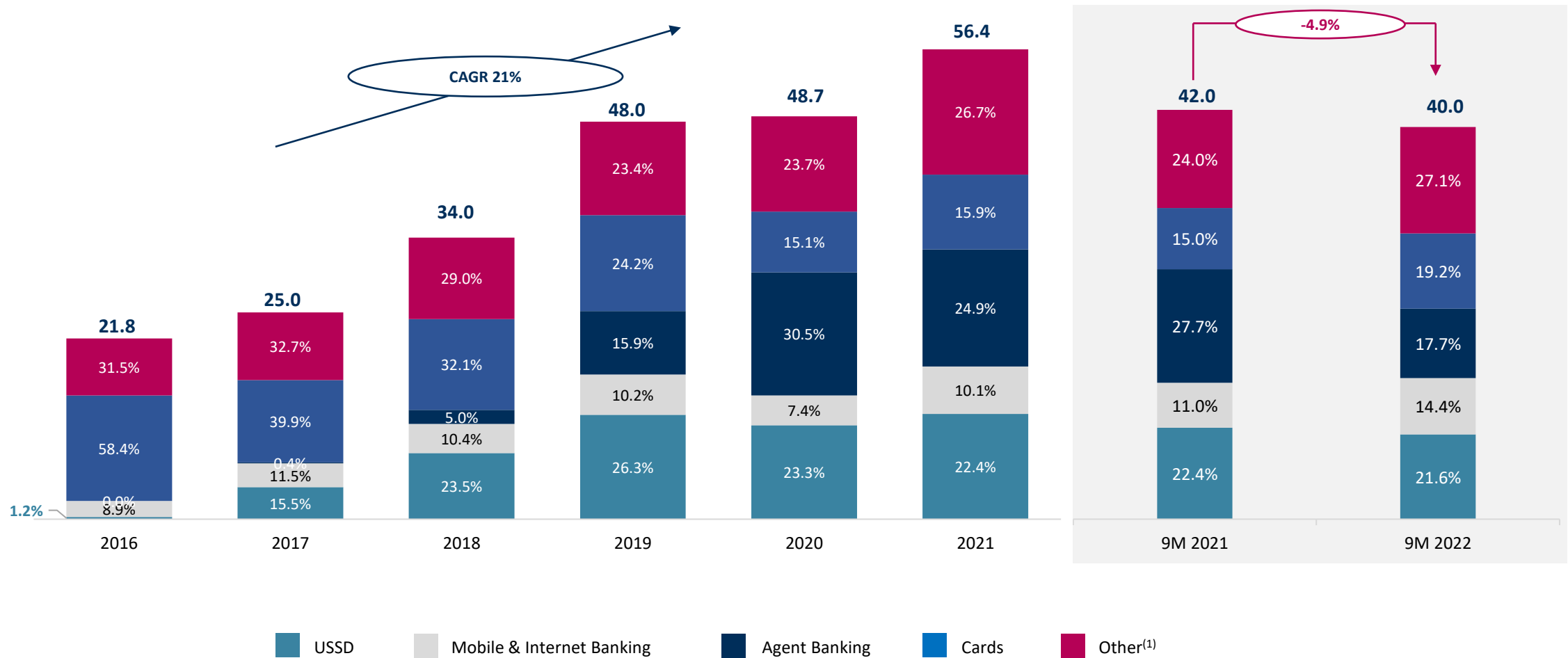
⁽³⁾ Trading income includes Foreign exchange income, net gains/(losses) on investment securities, net gains/(losses) from

financial assets at fair value through profit or loss

⁽⁴⁾ As at October 13, 2022

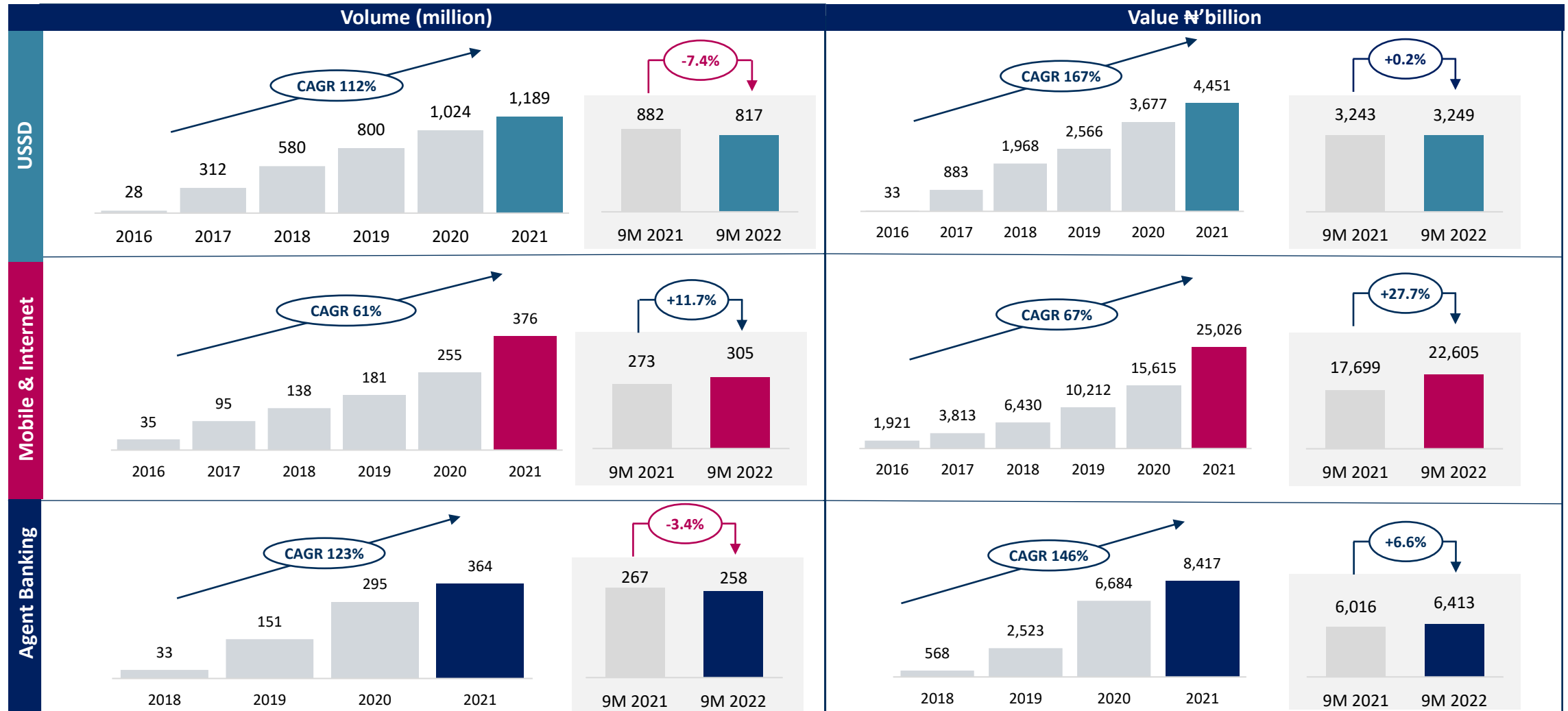
E-business remains key to non-interest income and supports earnings from non-capital consuming sources

Electronic Banking Revenue ₦billion



¹⁾ Others include ATM, POS, SMS & Web

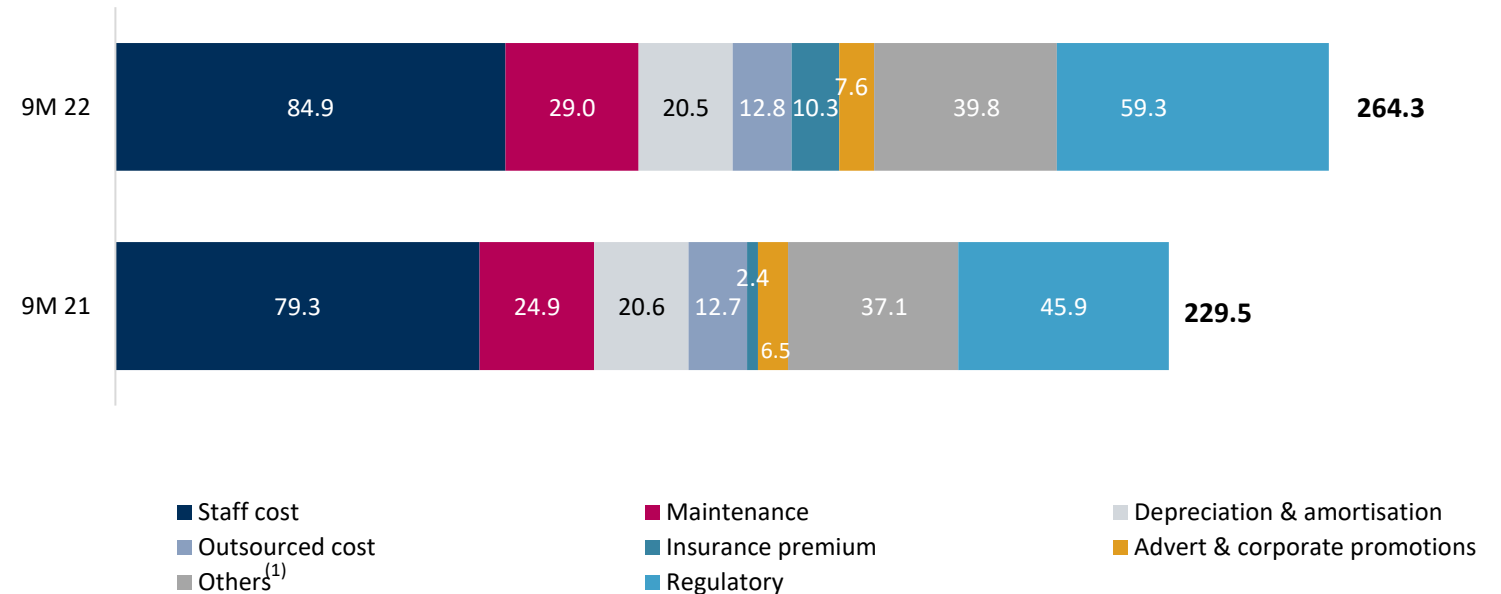
Driving growth underpinned by customer-centric innovation



Cost management remains a key priority; elevated opex reflects high inflationary & regulatory environment

- Opex increased by 15.2% y-o-y to ₦264.3 billion impacted by the high inflationary environment and macroeconomic headwinds
- Regulatory cost increased by 29.2% y-o-y; the largest driver for the opex increase over the comparable period
- Regulatory costs reflect the increasing size of the business
- Investing in people and technology to futureproof the business and support growth ambitions
- Despite the inflationary and currency pressures, (CIR) declined by 11.6% y-o-y
- Maintaining focus on cost control and efficiency remain key priorities

OPEX Drivers (₦'billion)

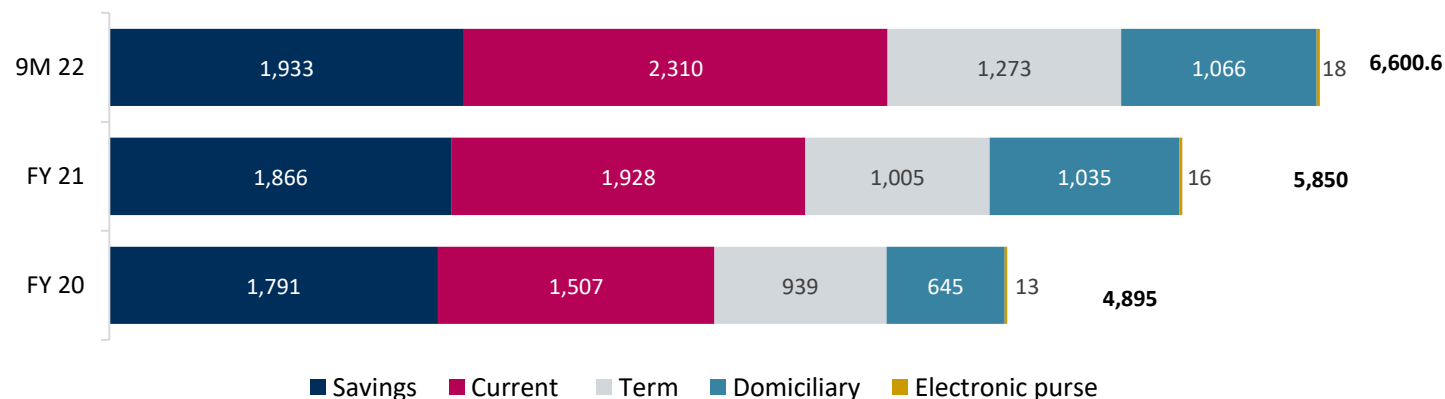


⁽¹⁾ Amortization and Impairment, directors' remuneration, cash handling charges, communication, lights and power, legal & professional fees, donations & Subscriptions, rent and rates, stationery & printing, passages and travels & other operating expenses

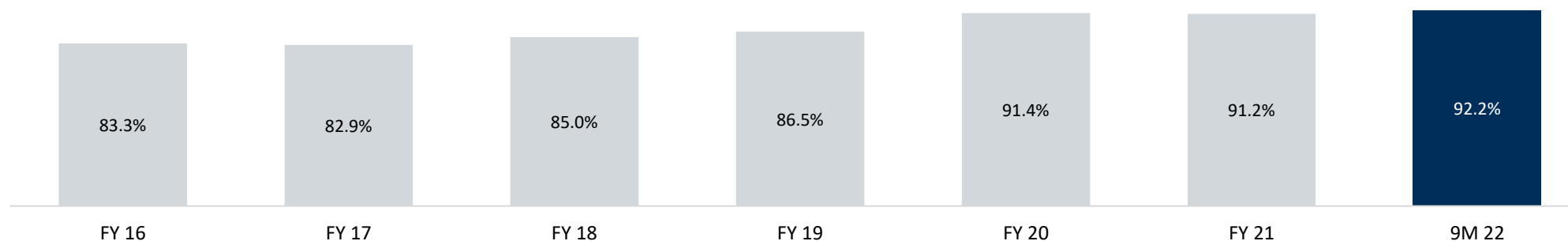
Customer deposits continue an upward trend, reinforcing our robust funding base

- Customer deposits increased by 12.8% to ₦6.6 trillion (Dec 2021: ₦5.9 trillion)
- Retail franchise remains key driver of deposit growth
- At FirstBank Nigeria, low-cost deposits continue to grow representing 92.2% of total deposits as at 9M2022 (FY21: 91.2%)

Customer Deposits Mix (₦'billion)



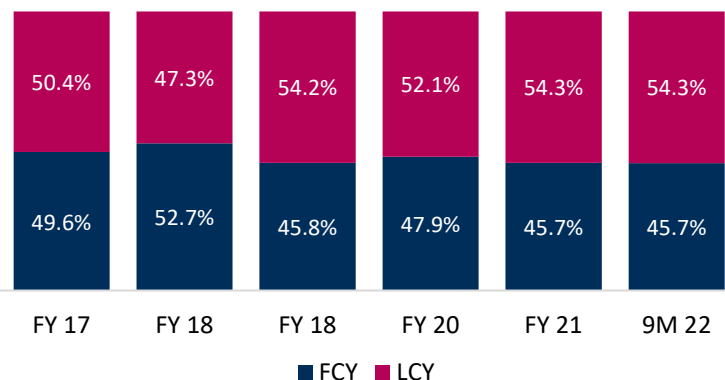
FirstBank Nigeria Low-cost deposits ⁽¹⁾



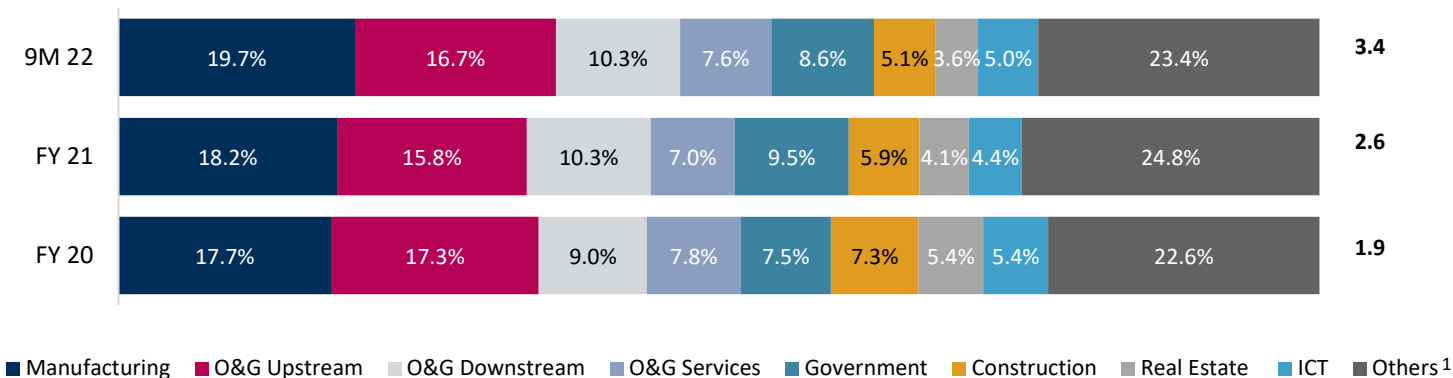
⁽¹⁾ Deposits from customers less Term deposits

Maintaining a well diversified and high-quality loan book

FirstBank Nigeria Loan Currency Mix

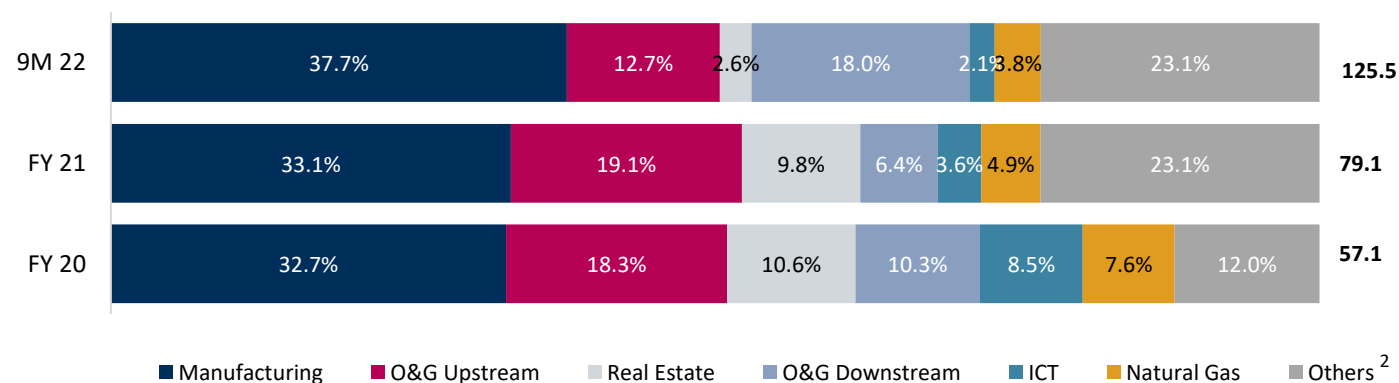


FirstBank Nigeria Gross Loan per Sector (₦trillion)



- The Group’s net customer loans increased by 24.9% y-t-d to ₦3.6 trillion (Dec 2021: ₦2.9 trillion)
- Increasing growth of LCY loan mitigates the impact of currency devaluation
- The Bank restructured about [13%] of gross loans under the CBN COVID forbearance
- CBN forbearance loans are in stage 2

FBNQuest Merchant Bank Gross Loan per Sector (₦billion)

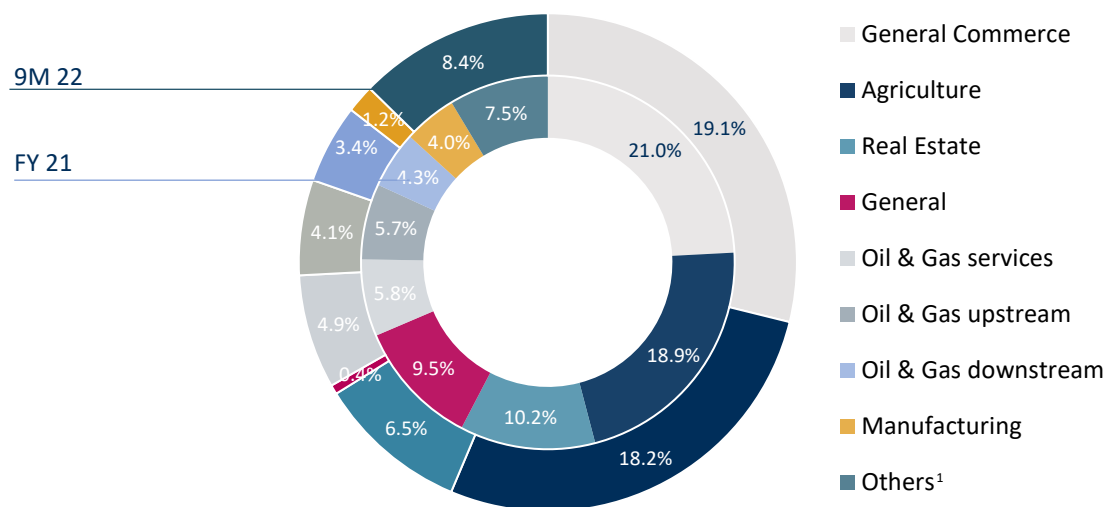


⁽¹⁾ Personal & Professional, Power & Energy, General, General commerce, Public utilities, Agriculture, Transportation, Finance & Insurance, Education, Human health & Arts, Admin & Support Services

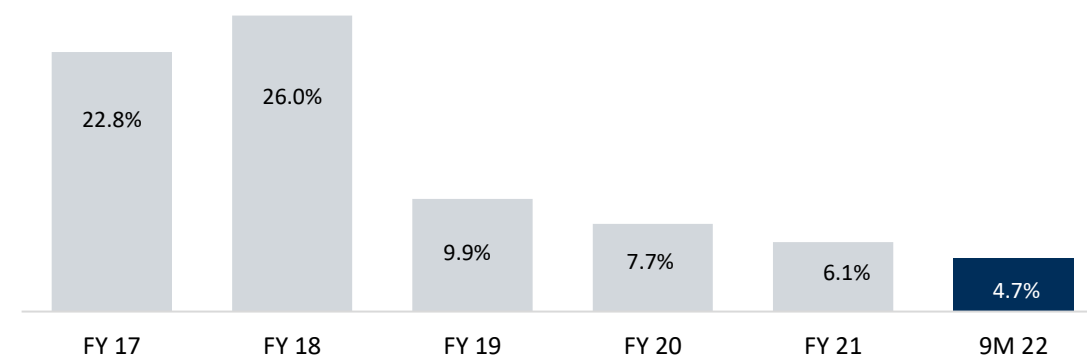
⁽²⁾ Agriculture, Power & Energy, Finance & Insurance, General, General commerce, Transportation & Storage, Mining & Quarrying

Enhanced balance sheet strength supported by sustained asset quality improvements

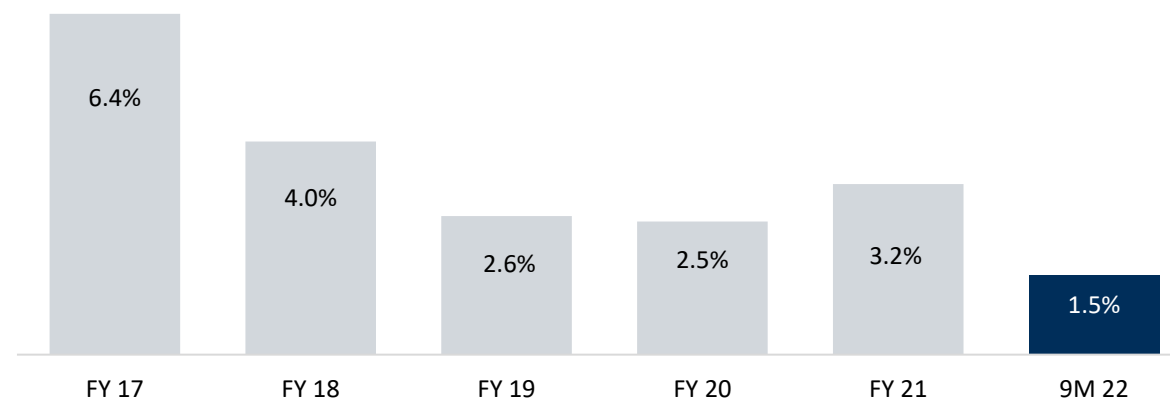
FirstBank Nigeria NPL per Sector



NPL Ratio



Cost of Risk



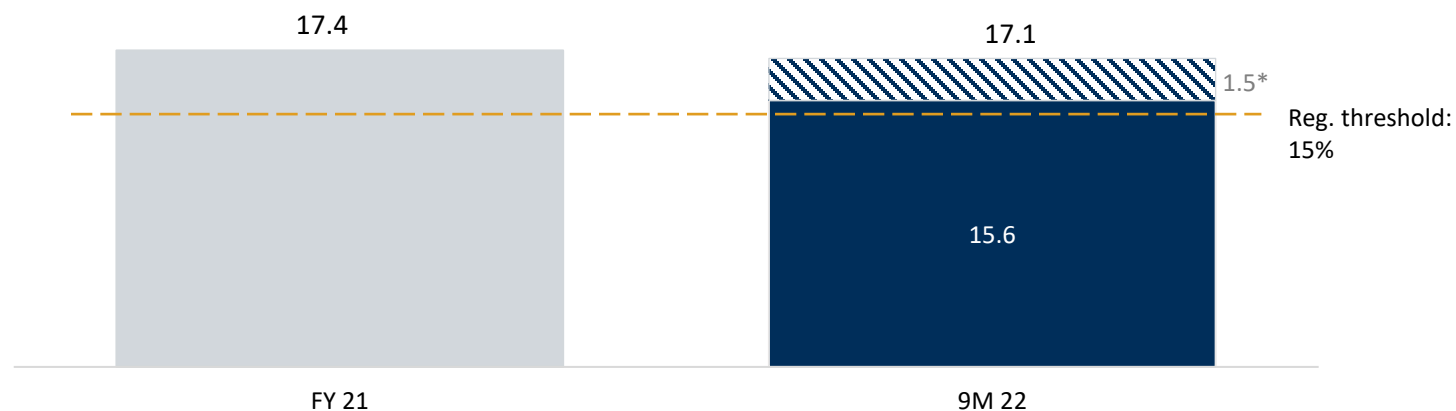
- Asset quality continues to improve with a reduction in NPL ratio to 4.7% (Dec 2021: 6.1%)
- Coverage ratio further increased to 75.1% (FY21: 62.2%)
- Impairment charge increased in line with our strategy to improve coverage ratio
- Cost of Risk closed at 1.5% in 9M 22 (9M 21: 1.8%)

⁽¹⁾Others include personal & professional, construction, transportation, power & energy, education, ICT, Health, finance & insurance & arts

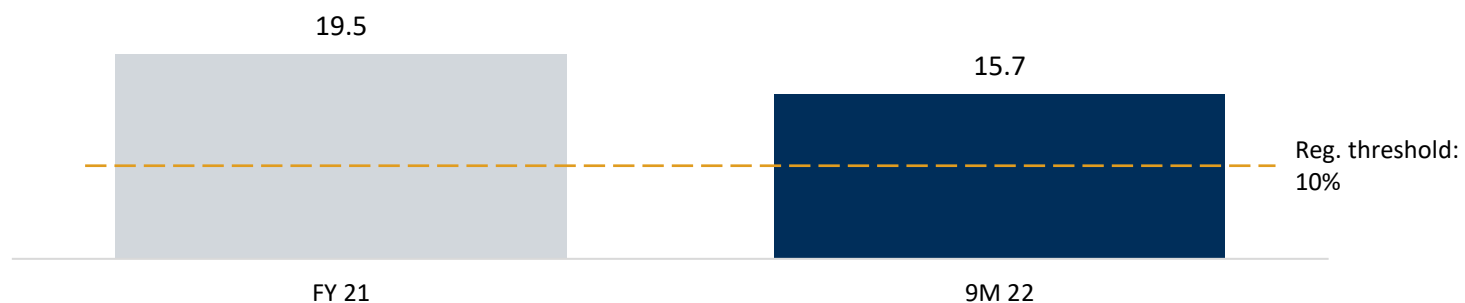
Strengthened balance sheet and a solid platform for sustainable capital accretion

- 9M 22 CAR¹ at 17.0% including 9M 22 profit (15.6% exc. profit)
- Organic capital generation remains in focus
- Capital remains adequate and supportive of institutional growth objectives
- Businesses across group remain sufficiently capitalized
- Capital position will remain in compliance with regulatory guidance
- Capital continue to be modulated in light of business needs, regulatory requirement and evolving macro environment

FirstBank Nigeria CAR (%)



FBNQuest Merchant Bank CAR (%)



⁽¹⁾FirstBank Nigeria
* 9M 2022 year profit

Committed to driving corporate responsibility and sustainability

Strategic Priorities



Driving sustainable finance
and investments



Empowering
people

SPARK
Start Performing Acts of Random Kindness

Supporting
our communities



Contributing to
Environmental
Sustainability



ESG FOOTPRINTS

RESPONSIBLE LENDING & CONSERVATION

4.01 Trillion
Screened for ESG Risks transactions

(Q1 - Q3, 2022)

- ❖ Partnered with NGOs including the Nigeria Conservation Foundation in our efforts at tree planting to reduce global warming by reducing CO2 emissions

FINANCIAL INCLUSION & COMMUNITY INVESTMENT

N5Billion Fund to empower women

- ❖ Over 1 Million Students impacted through Financial literacy
- ❖ **190,600** including 55K female **FirstMonie agents** empowered
- ❖ Over **N139 million** (Q1 – Q3, 2022) **spent on community investments**
- ❖ Over **500k direct and indirect jobs** created by FirstMonie
- ❖ **16 billion** paid to agents in commission in Q3 2022
- ❖ **Processed 256 million transactions worth >N6 trillion** y-t-d through Firstmonie Agents

DIVERSITY & INCLUSION

32% Women in Leadership

- ❖ Over **8,000 female employees impacted** by First Women Network initiatives
- ❖ **40% employees are female**
- ❖ Guaranteed Equal compensation
- ❖ 4 months paid maternity leave for women and men 2 weeks paid paternity leave

Sustainability Thought Leadership

- Co-Chair Labour Committee - United Nations Global Network Local Network
- Member - Steering Committee of United Nations Global Compact L Network
- Based on materiality, we have aligned our business goals with key SDGs for better impact. These are goals 2, 3, 4, 5, 8, 13 & 17
- Board member and Marketing Committee lead - Junior Achievement Nigeria
- Institutional Member – Sustainability Professionals Institute of Nigeria
- Pioneer Member - the Nigeria Chapter of UN Women Unstereotype Alliance

Data above are as at 9M 2022 except for number of agents which is as at October 13, 2022
(1) 189k as at 9M 2022



Appendix

FUTURE FOCUSED



PREMIUM BOARD LISTED

Commercial Banking, Merchant Banking and Asset Management Group

Commercial Banking Group

Key financial highlights & performance ratios

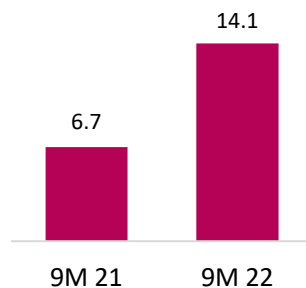
Income statement

Abillion	9M 22	9M 21	y-o-y
Gross earnings	512.9	402.2	27.5%
Operating income	387.0	298.4	29.7%
Impairment charge	-37.6	-36.7	2.4%
Net interest income	248.5	159.6	55.7%
Non-interest income	138.5	138.8	-0.2%
Operating expense	-253.0	-217.7	16.2%
Profit before tax	96.4	44.0	119.1%
Profit after tax	85.7	35.4	142.1%

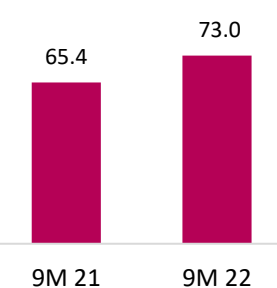
Statement of Financial Position

Abillion	9M 22	FY 21	y-o-y
Loans and advances	3,530.5	2,835.2	24.5%
Deposits from customers	6,379.6	5,634.9	13.2%
Shareholders fund	821.2	794.3	3.4%
Total assets	9,409.3	8,542.4	10.1%

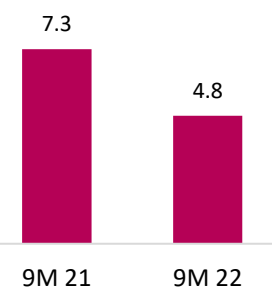
Return On Average Equity (%)



Cost To Income (%)



Non-performing Loan Ratio (%)



Merchant Banking and Asset Management Group (FBNQuest)

Key financial highlights & performance ratios

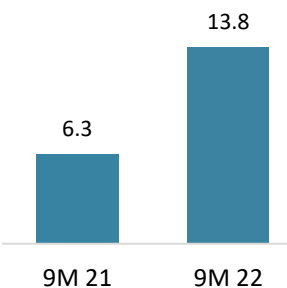
Income statement

Abillion	9M 22	9M 21	y-o-y
Gross earnings	35.9	31.4	14.6%
Operating income	20.9	20.2	3.7%
Impairment charge	-0.8	-0.3	143.4%
Operating expense	-8.6	-9.1	-5.6%
Profit before tax	11.5	10.4	10.6%
Profit after tax	8.2	7.1	16.4%

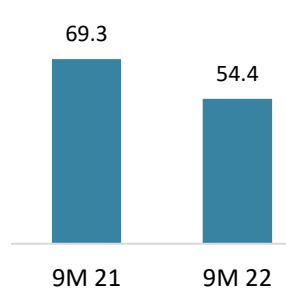
Statement of Financial Position

Abillion	9M 22	FY 21	y-o-y
Loans and advances	100.9	76.8	31.5%
Deposits from customers	255.2	241.4	5.7%
Shareholders fund	62.2	60.4	3.0%
Total assets	446.9	385.5	15.9%

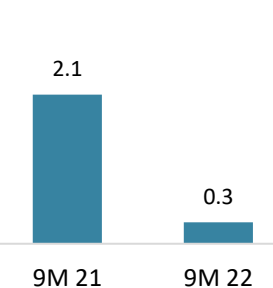
Return On Average Equity (%)



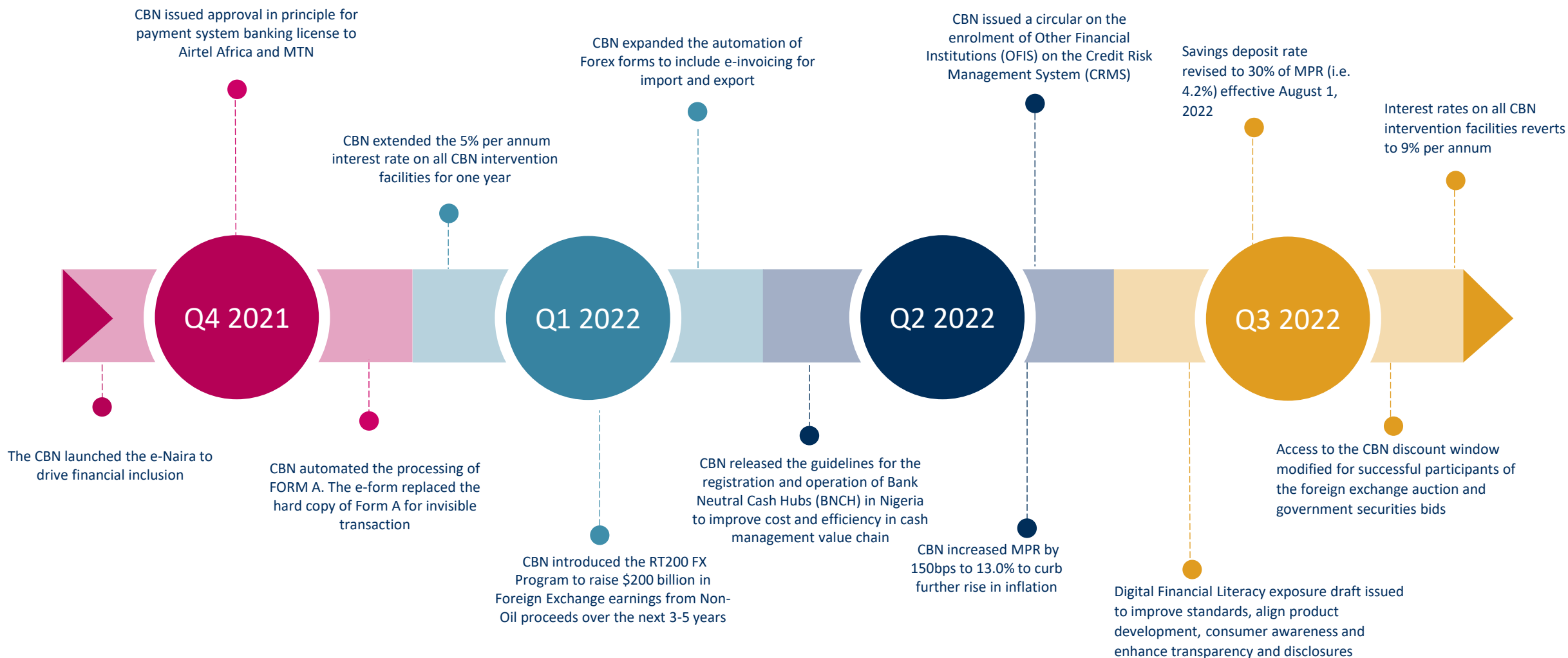
Cost To Income (%)



Non-performing Loan Ratio (%)



Key regulatory and policy interventions



Non-financial highlights

Employees



8,248

5,333,243



First Mobile



*894#

Quick Banking
...so easy, so simple!

14,180,019



60%
Male



39%
Female

39.2 million
Customer
accounts*

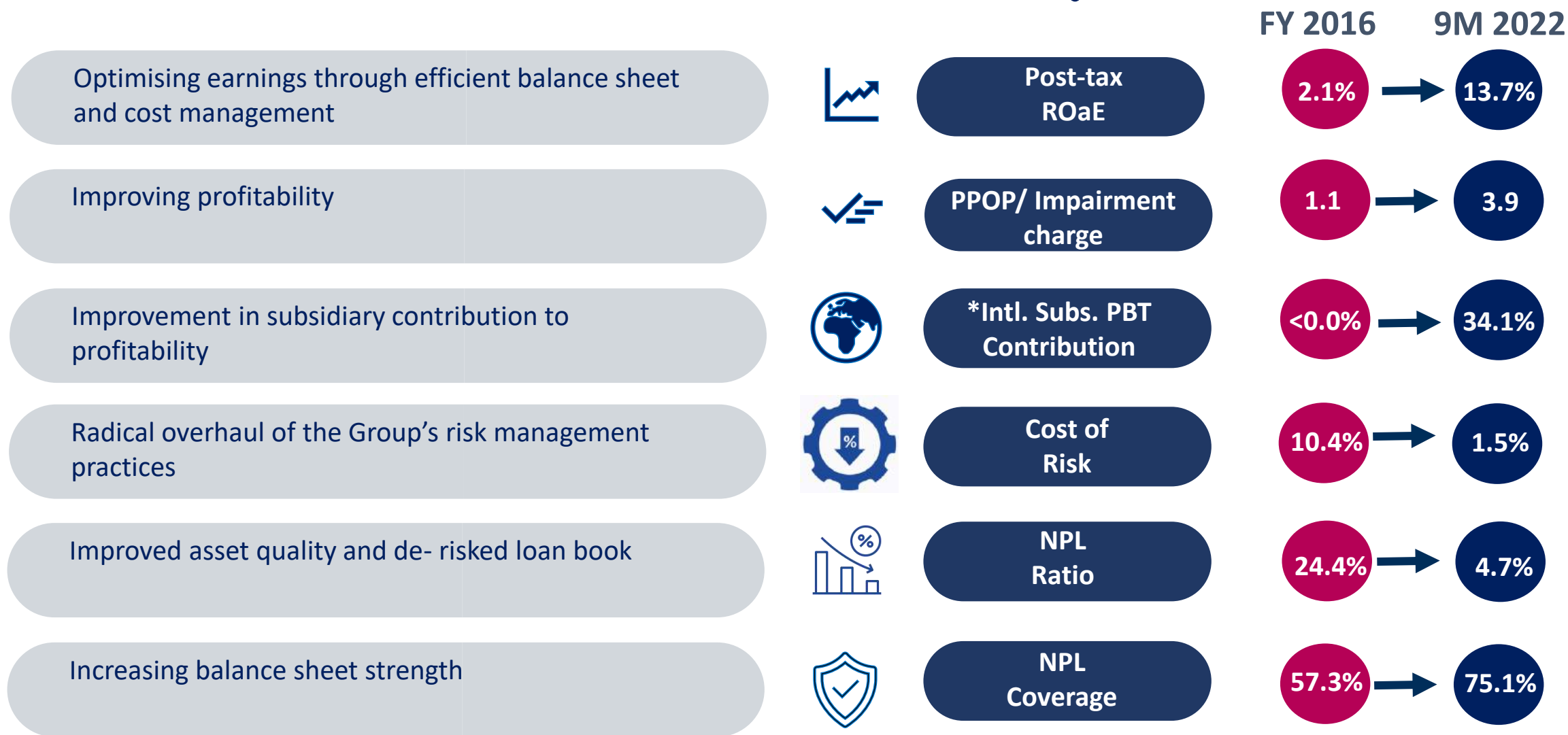
ATM cards
11.99
million



Automated
Teller
Machines
3,070

*Including wallets

Ongoing transformation lays solid platform for growth



* International subsidiaries of FirstBank

Definitions

- Cost-to-income ratio computed as operating expenses divided by operating income
- Cost of risk computed as annualized credit impairment charges divided by the average opening and closing gross loans balances
- Net-interest margin computed as annualised net interest income divided by the average opening and closing balances of interest earning assets excluding financial assets at fair value through profit & loss plus unlisted debts
- Operating income is defined as gross earnings less interest expense, fee and commission expense, insurance claims and share of profit/loss from associate
- Pre-provision operating profit computed as operating profit plus impairment charge
- Net revenue computed as operating income plus share of profit/loss from associates
- NPL coverage computed as loan loss provisions plus statutory credit reserves divided by non-performing loans
- Loans to deposits ratio computed as gross loans divided by total customer deposits
- Leverage ratio computed as total assets divided by total shareholders' funds
- Return on average equity computed as profit after tax (annualised) divided by the average opening and closing balances attributable to its equity holders
- Return on average assets computed as profit after tax (annualised) divided by the average opening and closing balances of total assets

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