



Q1 2021 Results Investor Presentation

02 June 2021

Table of contents

Part 1. Business Highlights

Part 2. Financial Highlights & Trend Analysis

Part 3. Business Review & Strategy

Part 4. Disclaimer & Forward-looking statements



Part 1. Business Highlights

- PBT of Rwf 2.5Billion, up by 7% YoY.
- Total Income up by 12% to Rwf 8.04Billion YoY.
- Prudent position on credit provisioning
- Strong funding position, with total deposits growth of 19% YTD.
- Healthy funding & liquidity position – LCR of 491%
- Strong capital position – Tier II CAR of 19.23%
- Total Assets growth of 14% since the beginning of the year

Q121 Financial highlights

Rwf 8bn	Operating Income
62%	Cost: income ratio
Rwf 508Mn	Impairment charge
Rwf 2.5Bn	Profit Before Tax
Rwf 212Bn	Loans
Rwf 356Bn	Deposits
19.23%	Total CAR

Part 2

Financial Highlights & Trend Analysis



Part 2. Income Statement Highlights

RWF Billions	Mar-20	Mar-21	YoY var.
Net Interest Income	5.593	6.656	19%
Non-Funded Income	1.589	1.387	-13%
Total Revenue	7.183	8.043	12%
Credit Impairment Charge	(0.347)	(0.508)	47%
Total OPEX	(4.472)	(5.013)	12%
PBT	2.364	2.522	7%
PAT	1.536	1.639	7%

Notes

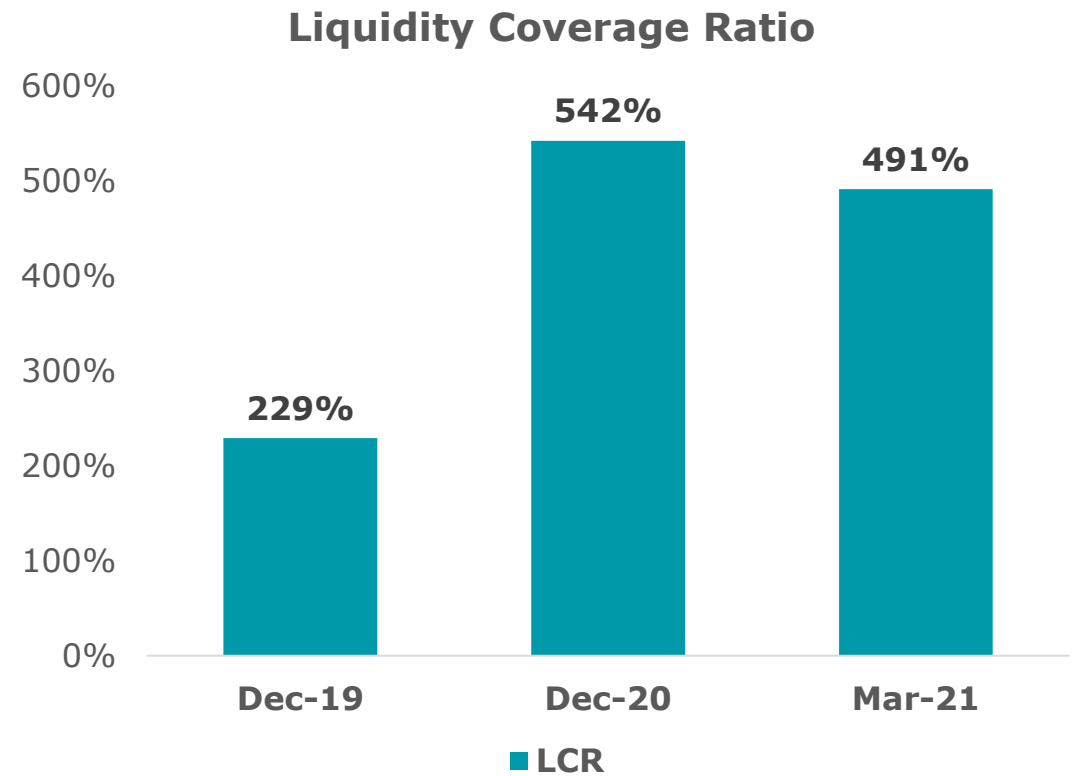
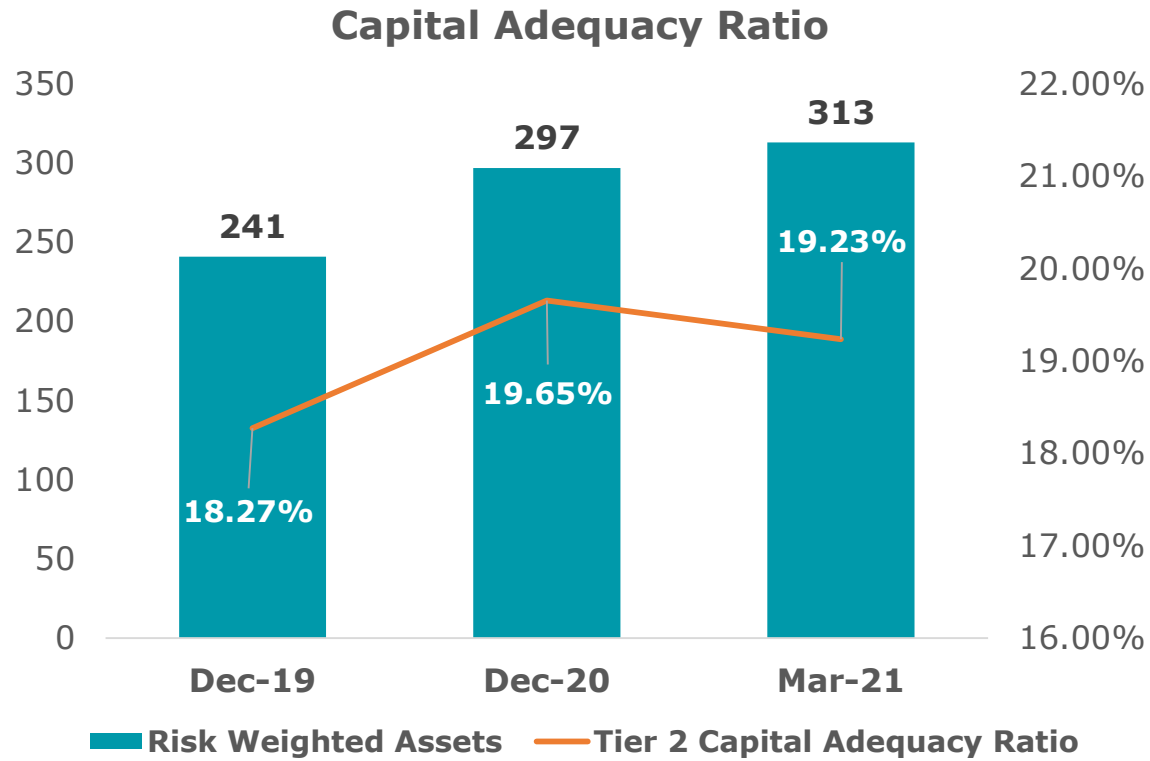
- **Non-Interest Revenue growth** decrease reflecting a general slowdown in business transaction volumes.
- The Bank maintained a prudent stance on **impairment charge** – reflective of the challenging macroeconomic environment.

Part 2. Financial Highlights – Balance Sheet

Rwf `Billions	Mar-20	Dec-20	Mar-21	var. Dec-20
Loans & Advances	201.2	205.2	211.7	3%
Financial Investments	55.9	100.9	102.4	2%
Other Assets	90.9	111.1	160.6	45%
Total Assets	348.0	417.2	474.7	14%
Customer deposits	265.5	298.3	355.5	19%
Borrowings	23.2	49.1	50.2	2%
Other Liabilities	14.9	15.3	12.8	-16.3%
Shareholders' Equity	44.4	54.5	56.2	3%
Total Liability & Equity	348.0	417.2	474.7	14%

* Exchange rate: USD 1 = RWF
979.282203 (BNR, 31st March 2021)

Part 2. Capital & Liquidity position



Part 2. Ratio Analysis

	Dec-20	Mar-21
Liquidity Coverage Ratio, %	541	491
Cost/ Income Ratio, %	57.9	62.1
NPL Ratio, %	3.51	3.51
Return on Equity %	11.0	11.79*
Return on Assets %	1.39	1.49*
Loan to Deposit Ratio, %	68.8	59.5
Earning per share, Frw	4.24	-

(*) March-21 computed on annualized PAT against the average equity.

(*) March-21 computed on annualized PAT against the average total assets.

Part 3

Business Review & Strategy



Strategy & Performance drivers Q1-2021



Driving Business Growth

- Introduction of Bancassurance as a new business line
- Introduction of push & pull charges
- Roll out SPENN & YABX Micro lending
- MSME build out roll out

Building a resilient organization

- Bank wide reconciliation system roll-out
- Strong capital and highly liquid balance sheet.
- Strengthened cyber-security capabilities – 24/7 monitoring.

Optimizing the operating model

- Instant card issuance
- Introduction of Contactless ATMs: 14 NFC ATMs are live in major tactical locations.
- Online customer onboarding
- Leverage Group Synergies



Key sales achievements

- Grew the loan book by 6% driven by big ticket deals, and maintained Retail growth trajectory by 37% vis-a-vis pre pandemic levels;
- Deployed low-cost deposits attraction strategy; and grew customer base by 6% YTD (end March)
- + 503 new businesses on boarded under MSME
- Continued strength in digital adoption with 70% of Bank's transactions done on alternative channels



Product launch & review

- Launched NFC enabled ATMs at key locations.
- Enhanced transaction banking services through Intercountry Banking Service by enabling corporate & SME customers to conduct cross border transactions from/to their customers/suppliers in real time.

Part 4

Disclaimer & Forward-Looking Statements



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Thank you

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