



## Non-Deal Investor Presentation

---

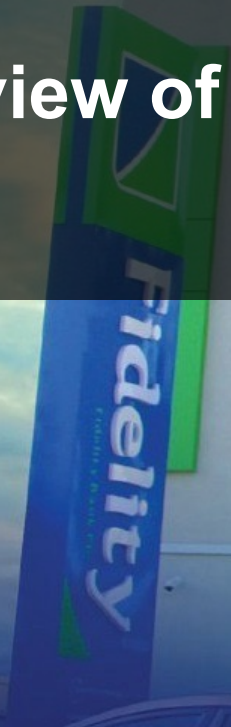
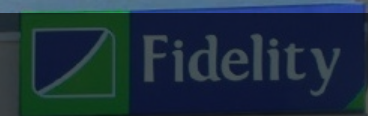
.....Strategic Investment Opportunity

# Content

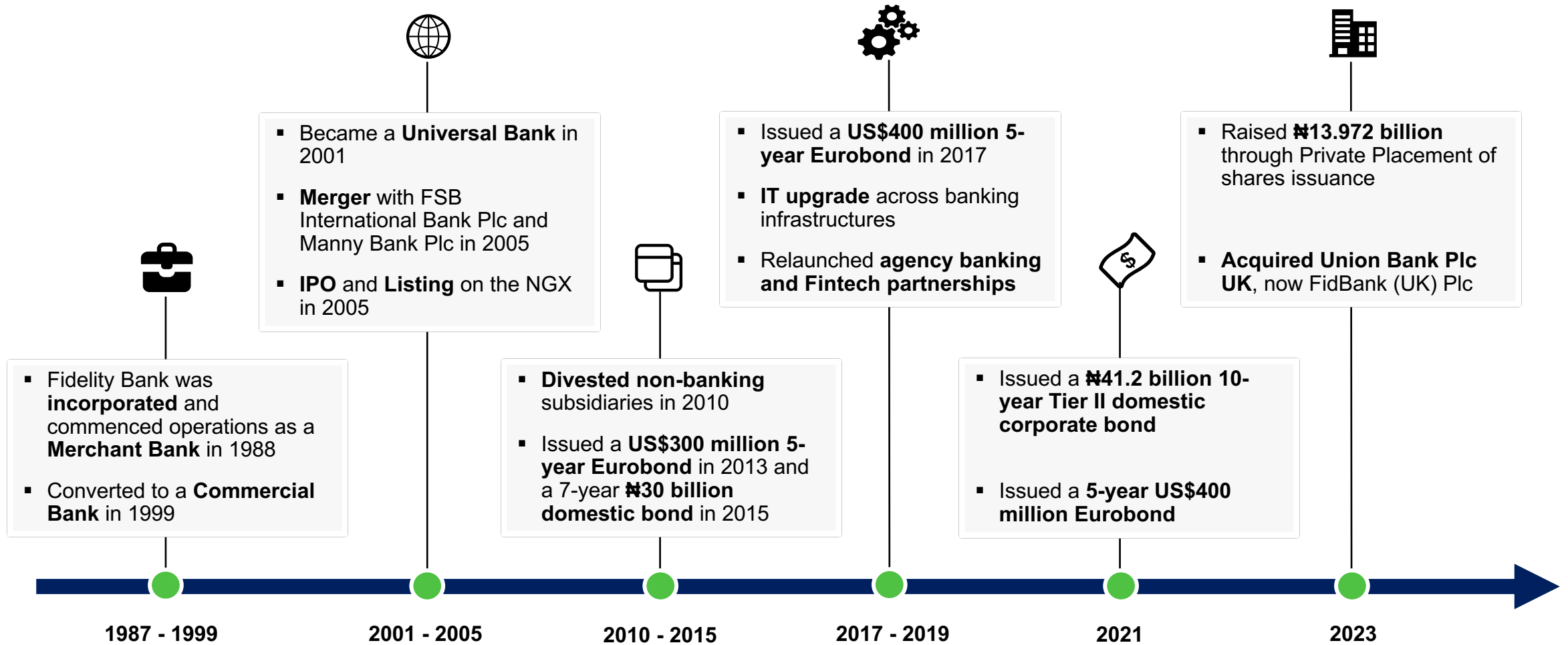
Sections	Page
Overview of Fidelity Bank Plc	03
Operating Performance	10
The Offer	15
Key Investment Considerations	18



# Overview of Fidelity Bank Plc












# History, Key Milestones and Achievements

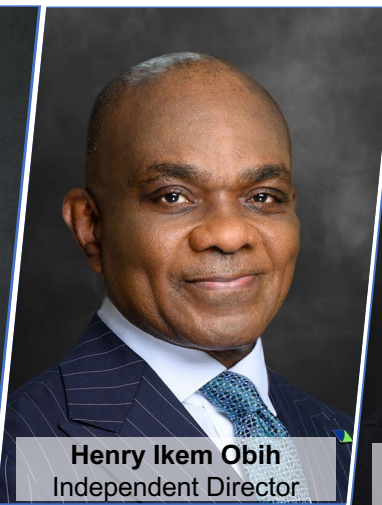
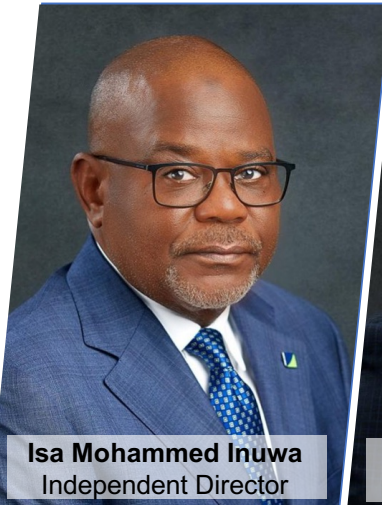
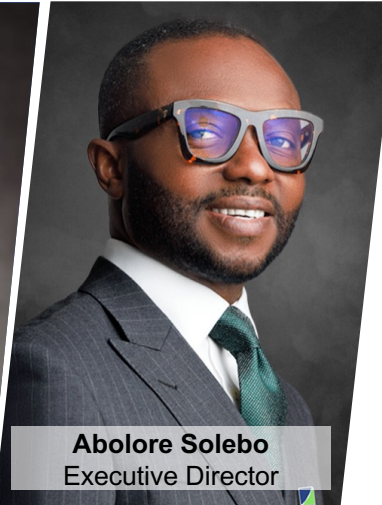
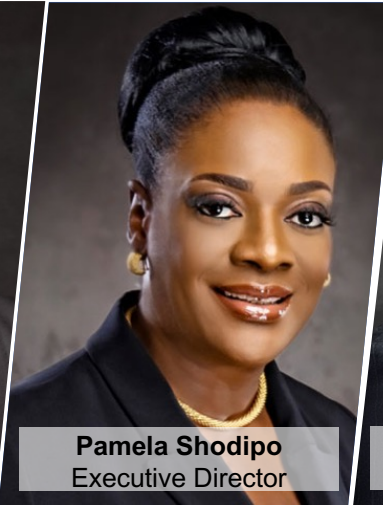
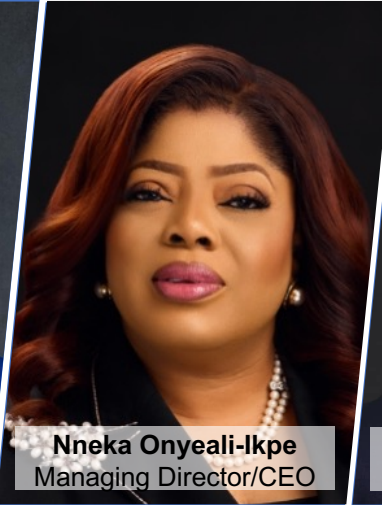


# Snapshot of Fidelity Bank's Business



<h3>Shareholding Structure</h3> <p>The Bank's shares are widely held by Nigerian citizens and corporations. <b>No shareholder holds up to 5%</b> of the issued share capital of the Bank.</p> <h3>Corporate Structure</h3>  <p>100%</p> <p>FidBank (UK) PLC</p>	<h3>Listings</h3>  <p>Equity Listing</p>  <p>Corporate Bond Listing</p>  <p>Eurobond Listing</p>	<h3>Business Segments</h3> <table border="1"> <tr> <td>Investment Banking</td> <td>12%</td> </tr> <tr> <td>Corporate Banking</td> <td>24%</td> </tr> <tr> <td>Retail and Commercial Banking</td> <td>64%</td> </tr> </table>	Investment Banking	12%	Corporate Banking	24%	Retail and Commercial Banking	64%	<h3>Employees</h3>  <p><b>3,063</b> Employees</p>  <p><b>49%</b> Male</p>  <p><b>51%</b> Female</p>			
Investment Banking	12%											
Corporate Banking	24%											
Retail and Commercial Banking	64%											
<h3>Geographical Location</h3>  <p>250 branches across 14 states</p>  <p>United Kingdom (Wholly-owned subsidiary)</p>	<h3>Credit Ratings</h3> <p>A/Stable  <small>Research, Credit Ratings, Credit Risk Management</small></p> <p>A/Stable </p> <p>B/Stable/B </p> <p>B-/Stable/B*  </p>	<h3>Diverse Distribution Channels</h3> <table border="1"> <tr> <td> <b>251</b> Business Offices</td> <td> <b>842</b> Automated Teller Machines (ATMs)</td> <td> <b>20,000</b> Banking Agents</td> </tr> <tr> <td> <b>145,000</b> Point-of-Sale</td> <td> <b>3.1 million</b> ATM Cards</td> <td> <b>*770#</b> Instant Banking</td> </tr> <tr> <td> <b>8.3 million</b> Customer Accounts</td> <td colspan="2"> <b>5.1 million</b> Digital Banking Customers</td> </tr> </table>		 <b>251</b> Business Offices	 <b>842</b> Automated Teller Machines (ATMs)	 <b>20,000</b> Banking Agents	 <b>145,000</b> Point-of-Sale	 <b>3.1 million</b> ATM Cards	 <b>*770#</b> Instant Banking	 <b>8.3 million</b> Customer Accounts	 <b>5.1 million</b> Digital Banking Customers	
 <b>251</b> Business Offices	 <b>842</b> Automated Teller Machines (ATMs)	 <b>20,000</b> Banking Agents										
 <b>145,000</b> Point-of-Sale	 <b>3.1 million</b> ATM Cards	 <b>*770#</b> Instant Banking										
 <b>8.3 million</b> Customer Accounts	 <b>5.1 million</b> Digital Banking Customers											

# Board of Directors



# Fidelity Bank's Market Position

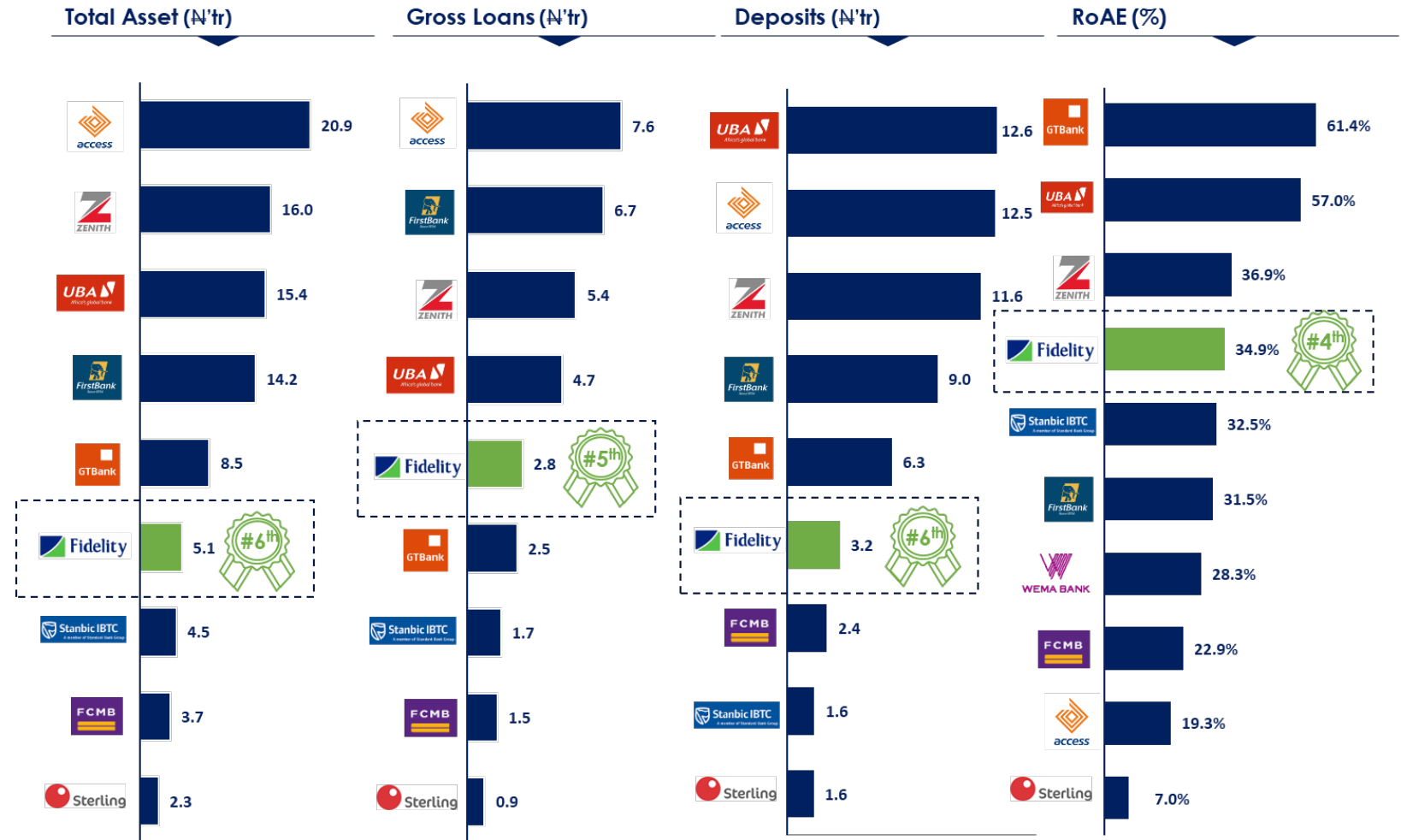


**Fidelity Bank has a Strong Market Positioning in the Nigerian Banking Industry.**

Notwithstanding the significant changes in the competitive landscape of the Nigerian banking sector, Fidelity Bank has continued to perform well.

Based on the published financial reports of Nigerian banks as at 30 June, 2023, Fidelity Bank achieved a top six position among Nigerian banks in terms of:

- Total assets (6th);
- Total loans and advances (5th);
- Total deposits (6th); and
- Return on average equity (4th).



Source: Banks publicly available audited financial statements for the period ended 30 June 2023.

# Strategic Plan: *Driven by 7 Core Pillars*



# Fidelity Bank has a Strong Focus on ESG Principles



- **29%** reduction in energy consumption over 3 years
- **28%** reduction in carbon footprint over 3 years
- **15%** reduction in paper usage over 3yrs
- **9200kg** E-Waste Sustainably Disposed
- **51%** Female Employees
- **29%** of women in Top Management
- **ESG Board presence**
- **1st female MD/CEO** on the Bank's Board
- Spent 40% of training expenses on female employees

- Over **N700m** invested in Education, Environment, Health & Social Welfare and Youth Empowerment projects in 2023.
- **3,500+** employees/staff volunteered hours devoted to CSR projects in 2023
- **15+** schools in Nigeria impacted by our CSR Investments in 2023.
- **30,000+** financial inclusion agents
- **32,000+** financial inclusion customers acquired in 2023
- **157,000+** transactions screened for E&S Risk in 2023



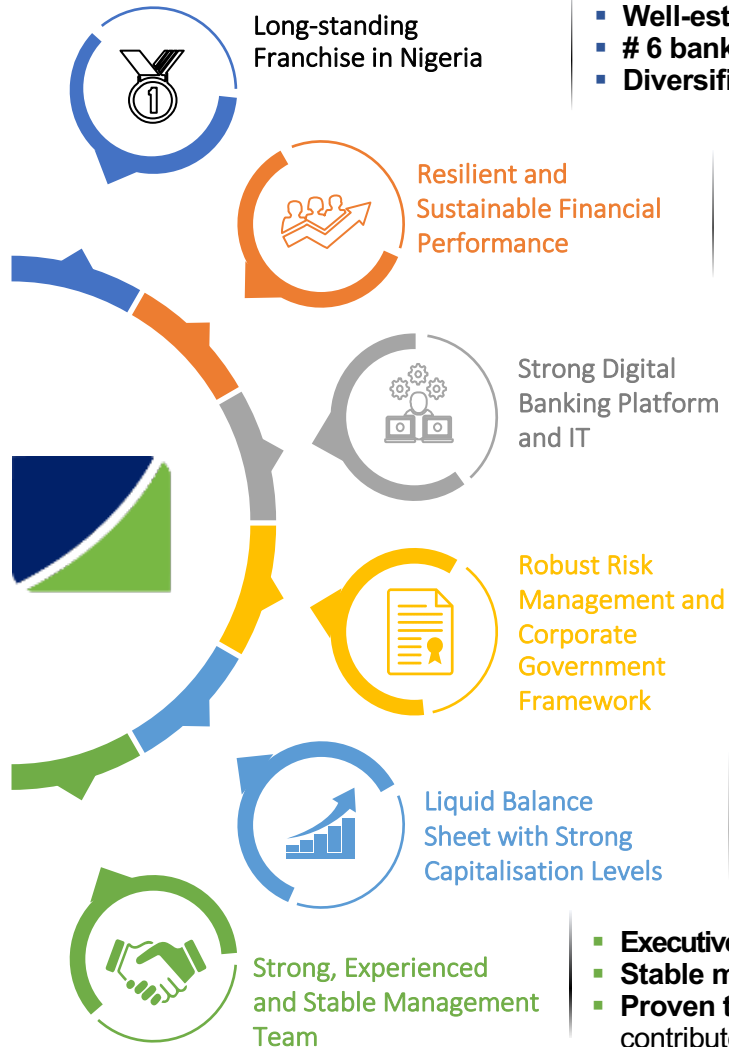
**Active Global Partnerships**





# Operating and Financial Performance

# Performance Highlights



- **Well-established franchise with 35+ years of operations**
- **# 6 bank in Nigeria** by total assets, deposits and loans
- **Diversified portfolio** across sectors and market segments

- Sustained **low-cost-deposits, currently @ 97%** which led to improved **NIM @ 8.1%**
- **Cost optimisation** and **process improvements** have reflected on profitability and returns
- **Increase in savings and demand deposits, decreasing funding costs**

- One of the most **efficient information technology platforms** in the sector
- **5.1m+ mobile/online customers** with **433mm transactions**
- **The proliferation of digital banking** has led to **strong increase in non-interest income and customer reach**

- **Diversified loan portfolio** across the key sectors of the economy
- **Strong focus on asset quality** has led to **4 consecutive quarters with NPL below 5%**
- **Well provisioned loan book** with **NPL coverage** of over 100%
- **Strong corporate governance framework** with majority representation from INED and Non-exec directors

- One of the **strongest** and **safest banks** in Nigeria
- **Total CAR of 16.2%** above min. regulatory requirement ratio of 15%
- Successfully accessed the **Eurobond Market** in **2013 | 2017 | 2021**
- **Robust liquidity** headroom which can support asset growth

- **Executive team** is comprised of individuals with combined **experience of c.170 years**
- **Stable management team** led by only four CEOs since its inception in 1987
- **Proven track record** of implementing innovative and industry-leading initiatives which has contributed to it becoming one of the top-ranked banks in Nigeria

▶ <b>8mm+</b> Customers	<b>#6</b> Top 6 bank
▶ <b>26.5%</b> RoAE	<b>2.6%</b> CoR
▶ <b>5.1mm+</b> Online Customers <sup>1</sup>	<b>60%</b> Digital Penetration
▶ <b>3.5%+</b> NPL ratio	<b>128%</b> NPL Coverage
▶ <b>16.2%</b> Total CAR	<b>66%</b> Loans / Deposits <sup>3</sup>
▶ <b>~170</b> <b>years</b> Experience	<b>~34</b> <b>years</b> CEO Experience

# Our Scorecard



# Our Scorecard



# Fidelity – Share Price Performance



## Fidelity Bank's Market Price Movement (March 2023 – April 2024)

### Key Statistics (as at 12 April 2024)

Trading Information	Metric
Shares in issue (#shares)	32,000,000,000
Share price (₺)	10.00
Market capitalisation (₺'m)	320,000
LTM ADTV (#shares)	32,551,578
LTM ADTV (₺'m)	263

- ❑ ~92% increase in share price in the last 12 months.
- ❑ Consistently paid dividends in the last 23 years:
  - 1 of 6 Banks that pay interim dividends.



A top-down view of a person's hands in a dark blue suit holding a smartphone. The person is wearing a silver watch on their left wrist. The desk is white and contains a calculator, a coffee cup, a notepad with a pen, a laptop, a tablet with charts, and a clipboard with documents. A semi-transparent dark grey box is overlaid on the center of the image, containing the text "The Offer".

# The Offer

## Rationale for the Offer

<b>1 Staying Ahead</b>	Due to the advances in technology and rapid evolution of banking business, it is imperative that Fidelity Bank is properly positioned to remain a competitive and forward-looking institution.
<b>2 Redefining Business Structure</b>	The Bank is seeking to undertake landmark projects and business initiatives that will redefine its business structure, diversify earnings base and grow market share in the real sector of the economy.
<b>3 Expansion of Domestic Business</b>	Fidelity Bank plans to capitalise on the vast opportunities available in Nigeria by expanding its existing domestic business.
<b>4 Entry into Foreign Markets</b>	The Bank aspires to expand its service touchpoints to select African countries, taking a cautious but value driven approach towards foreign market entry.
<b>5 Straight-Through Services</b>	Fidelity Bank is committed to its strategic plan of providing straight-through services that meet and exceed the needs of its growing clientele.

# Summary of the Offer









<b>Issuer:</b>	Fidelity Bank Plc	
<b>Lead Issuing House:</b>	Stanbic IBTC Capital Limited	
<b>Joint Issuing Houses:</b>	<ul style="list-style-type: none"> <li>• Iron Global Markets Limited</li> <li>• Cowry Asset Management Limited</li> <li>• Afrinvest Capital Limited</li> <li>• FSL Securities Limited</li> </ul>	<ul style="list-style-type: none"> <li>• Futureview Financial Services Limited</li> <li>• Iroko Capital Market Advisory Limited</li> <li>• Kairos Capital Limited</li> <li>• Planet Capital Limited</li> </ul>
<b>Issued and fully paid share capital:</b>	<p>₦16,000,000,000 divided into 32,000,000,000 ordinary shares of 50 kobo each.</p> <p><i>A resolution was passed at an Extra-Ordinary General Meeting of the Bank held on 11 August, 2023 authorising an increase in the share capital of the Bank from ₦16,000,000,000 to ₦22,600,000,000 by the creation of up to 13,200,000,000 additional ordinary shares of 50 kobo each.</i></p>	
<b>Now being offered</b>	13,200,000,000 ordinary shares of 50 kobo each.	
<b>Methods of Offer</b>	<ul style="list-style-type: none"> <li>• Public Offering by way of an Offer for Subscription</li> <li>• Rights Issue</li> </ul>	
<b>Purpose of Offer:</b>	To increase Fidelity Bank's capital base, upgrade IT infrastructure, business and regional expansion, and develop product distribution channels.	
<b>Offer period:</b>	Opening date: [●], 2024	Closing date: [●], 2024
<b>Quotation:</b>	Fidelity Bank's entire issued and paid-up share capital is listed on the Nigerian Exchange Limited (NGX). Application has been made to the Board of the NGX for the admission of the Combined Offer shares to its Daily Official List.	
<b>Status:</b>	The ordinary shares to be issued will rank pari-passu in all respects with the existing issued ordinary shares of the Bank.	



# Key Investment Considerations

# Key Investment Considerations

1	2	3	4	5	6
<b>Attractive Sector with Economic Importance</b>	<b>Compelling Growth Story of the Bank</b>	<b>Experienced Board / Executive Team</b>	<b>Strong Digital Banking Platform</b>	<b>Consistent Dividend Payment</b>	<b>Attractive Offer Terms</b>
					
<ul style="list-style-type: none"><li>• <b>Positive outlook</b> for the financial sector strengthened by <b>interest rates and unwinding of CBN's unorthodox policies.</b></li><li>• Innovation and digitalisation remains a key driver for growth and capital raised would <b>support the Bank's IT infrastructure upgrade.</b></li></ul>	<ul style="list-style-type: none"><li>• Fidelity Bank remains focused on <b>growing its reach within and beyond Nigeria</b>, amplified by the acquisition of Union Bank UK Plc.</li><li>• <b>Sustained year-on-year growth</b> in asset base, revenue and profit.</li><li>• <b>Increased capital</b> will guarantee sustained growth and shareholder return.</li></ul>	<ul style="list-style-type: none"><li>• Fidelity Bank has a <b>strong and experienced board</b> driving the Bank towards achieving <b>sustainable growth.</b></li><li>• The <b>Executive team</b> is comprised of individuals with combined <b>experience of 165 years.</b></li><li>• A <b>Stable team</b> led by only four CEOs since its inception in 1987.</li></ul>	<ul style="list-style-type: none"><li>• One of the most <b>efficient IT platforms</b> in the sector.</li><li>• <b>Over 5.1 million mobile and online customers.</b></li><li>• <b>Proliferation of digital banking</b> has led to <b>strong increase in customer reach and non-interest income.</b></li></ul>	<ul style="list-style-type: none"><li>• Fidelity Bank has a track record of <b>consistent and improved dividend payout</b> to its shareholders.</li><li>• <b>Interim dividend of 25 kobo</b> per ordinary share was paid in September, 2023 to existing shareholders of the Bank.</li></ul>	<ul style="list-style-type: none"><li>• <b>Great value for money</b> with the Offer price representing optimal discount to the prevailing market price.</li><li>• Shareholders are being <b>offered one (1) new ordinary share</b> for every ten (10) ordinary shares owned.</li></ul>

**Fidelity Bank Plc.**

**2, Kofo Abayomi Street,**

**Victoria Island, Lagos, Nigeria**

**+234 (01) 4480853**

**[info.investor@fidelitybank.ng](mailto:info.investor@fidelitybank.ng)**

**[www.fidelitybank.ng](http://www.fidelitybank.ng)**



**We are Fidelity, We keep Our Word....**