FBNHoldings

ONE GROUP
MULTIPLE SOLUTIONS

Nine months ended September 2015

Investors & Analysts Presentation

DISCLAIMER

This presentation is based on FBN Holdings Plc's ('FBNH' or the 'Group' or 'HoldCo') unaudited IFRS results for the nine months ended 30 September, 2015. The Group's financial statements have been prepared using the accounts of the subsidiaries and businesses within FBNHoldings. When we use the term "FirstBank" or "Bank", we refer only to the commercial banking business in Nigeria. See additional definitions at the bottom of this page.

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 Group's 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, performance 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 with respect to certain risks or factors, reference should be made to the Group's continuous disclosure materials filed from time to time with the Nigerian Stock Exchange 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.

FBN Holdings Plc is structured under four business groups, namely: Commercial Banking, Investment Banking and Asset Management, Insurance, and Other Financial Services:

- The Commercial Banking business is composed of First Bank of Nigeria Limited, FBNBank (UK) Limited, FBNBank DRC, FBNBank Ghana, FBNBank Guinea, FBNBank The Gambia, FBNBank Sierra Leone, FBNBank Senegal, First Pension Custodian Nigeria Limited and FBN Mortgages Limited. First Bank of Nigeria Limited is the lead entity of the Commercial Banking group;
- Investment Banking and Asset Management business consists of Kakawa Discount House Limited, FBN Capital Limited, FBN Capital Asset Management Limited, FBN Trustees, FBN Funds and FBN Securities Limited;
- The Insurance business houses FBN Insurance Limited, Oasis Insurance now FBN General Insurance and FBN Insurance Brokers Limited
- Other Financial Services, including FBN Microfinance Bank Limited which serves our small non-bank customers

Outline

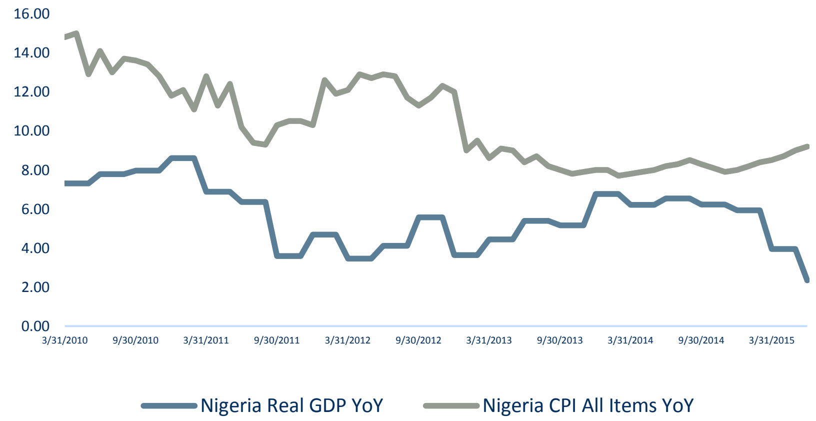
FBN Holdings

Overview

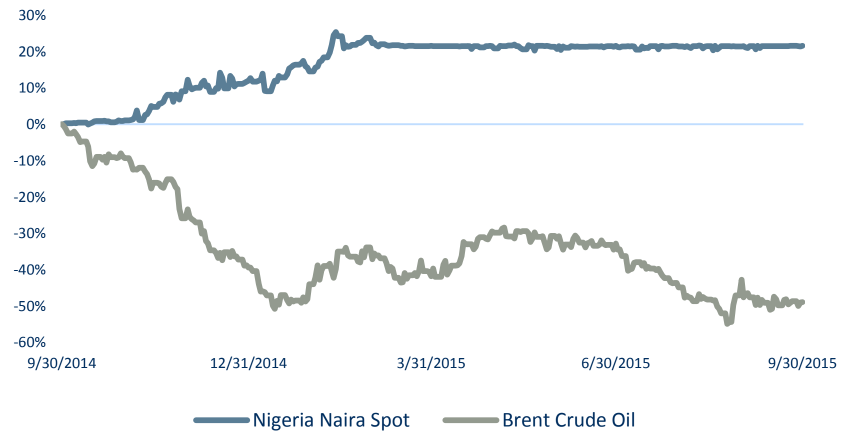
Macroeconomic environment

OVERVIEW | FINANCIAL REVIEW | BUSINESS GROUPS | OUTLOOK | APPENDIX

Nigerian GDP and inflation growth



Oil prices vs. Naira



Timeline of key events

January
- External reserves were $34.5bn
- CBN suspends policy on oil & gas credit risk mitigation
- FGN slashes petrol price to ₦87/litre
- Global food prices decline

February
- INEC pushed back the presidential election by six weeks
- Closure of RDAS[1] window
- External reserves drop to $32.7bn

March
- CBN extends the implementation deadline for higher capital requirements at 16% for systemically important banks to June 2016
- Presidential elections
- GDP growth declines further to 3.86%

April
- Transition committee of the newly elected government inaugurated

May
- President Muhammadu Buhari was sworn in
- MPC's harmonisation of CRR to 31%

June
- CBN bans 41 items from accessing Forex
- CBN to extend cashless policy to other states
- Nigeria's active oil rigs fall by 26% from 35 to 28
- Nigeria displaces Saudi Arabia as India's top oil supplier

July
- Foreign exchange reserves rose
- 10.4% month on month to $31.5bn
- Market capitalisation declined 0.4% to 10.7tn

August
- Nigeria's real GDP declined to 2.35% (6.54% in 2014)
- FGN bailed out state government loans to Banks through bonds

September
- CRR eased for Nigerian Banks to 25% from 31%
- BVN enrollment hits 20mn
- Nigeria phased out of JP Morgan Index
- The Federal Government withdrew the accounts of MDAs from Banks to the Treasury Single Account (TSA)

January → February → March → April → May → June → July → August → September

[1] RDAS- Retail Dutch Auction System [2] MDAs- Ministries, Departments and Agencies
Source: NSA, Bloomberg

Significant Opportunities in the Nigerian Market – Long term FBNH Strategy for growth remains strong given underlying fundamental drivers

	Favourable demographics with a growing middle class	GDP growth forecasts	Underbanked universe & retail opportunities
Africa 	• 52 cities in Africa with a population of over 1 million of which 46 are in sub-Saharan Africa • Africa is expected to be the fastest urbanising part of the world from 2020 to 2050 • The ranks of ministries across sub-Saharan Africa are staffed by young, well-educated, ambitious people who have spent time in the world's capitals and leading businesses and have decided to return home to make a difference	• The IMF forecasts a GDP growth of 4% for FY 2015 (revised down from 4.8% at the beginning of the year); 4.3% for FY 2016 (down from 5.2% at the beginning of the year); and, 5.25% for FY 2017	• Africans are starting to consume more, rather than just acting as exporters of raw materials • Mobile penetration in sub-Saharan Africa has been growing by 36% a year, on average, since 2000, outperforming the 19% annual growth recorded in the East Asia Pacific region. Sub-Saharan African mobile subscriptions stood at just 11mn in 2000 and reached 618mn in 2013
Nigeria 	• Nigeria is sub-Saharan Africa's largest market • Nigeria is ranked Africa's second most attractive retail market on the back of massive population and rapidly growing middle class (A.T. Kearney's 2014 Africa Retail Development Index) • The Federal Government and private/foreign investors' commitment on Infrastructural facilities development across major sectors of the economy with immediate focus on power (Generation & Distribution), Mining, Healthcare, Agricultural and Agro allied sectors of the economy has deepened	• Banking sector revenues in Nigeria are correlated with GDP, as well as with government expenditures and private consumption • GDP growth has remained positive through oil price declines, and the economy is increasingly diversifying away from oil production (the Services sector now accounts for ca. 60% of Nigeria's GDP) • Government expenditures are projected to increase at ca. 13% CAGR through 2020 • Private consumption is projected to increase at ca. 12% CAGR through 2020	• There are about 30 million bank accounts for Nigeria's c174mn population • Only 28.6mn* Nigerian adults have bank accounts, while one third of the country's population (56.3mn), have never been banked • Total banked population expected to grow from 38 million to 70 million, or by nearly 100% • Net loans to GDP is less than 15% in Nigeria providing room for growth • Currently, internet users in Nigeria ranked first in Africa and tenth in the world with over 70 million users
Opportunities for FBNH FBNHoldings	• The Group has 863 business locations across the globe providing greater proximity and opportunities to engage the target audiences than competitors	• Strong brand with deep understanding of the current and emerging sectors of the market • Large retail customers and franchise	• Having the largest customer base of about 10.6mn active customer accounts, 2,712 ATMs and increasing proximity to customers through diverse touch points, the Group is strategically positioned to meet the needs of the growing population

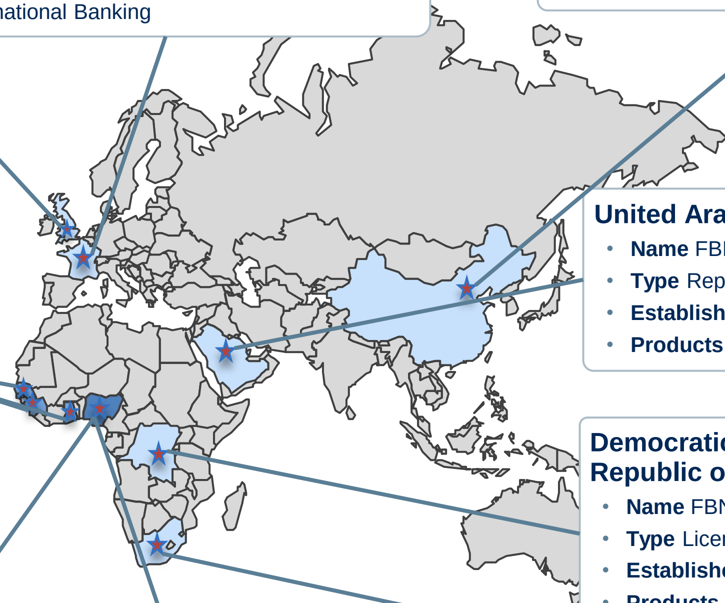
*Survey by EFInA, a financial sector development organisation promoting financial inclusion, stated. Dec 19, 2012

FBNHoldings’ global footprint

UK
- **Name** FBNBank UK Ltd.
- **Type** Licensed Bank
- **Established** 2002
- **Products / Services –** International Banking and Trade Services
- **9M Total Assets** - ₦634.9bn
- **9M Total Deposits** – ₦392.4bn
- **9M Loan Book –** ₦333.7bn
- **9M Profit Before Tax –** ₦3.7bn
- **9M Gross Earnings** – ₦24.0bn

France
- **Name** FBNBank UK Ltd.
- **Type** Licensed Bank
- **Established** 2008
- **Products / Services –** Commercial Banking, International Banking

China
- **Name** FBNBank China
- **Type** Representative Office
- **Established** 2009
- **Products / Services –** Referral



W. Africa
- **Name** FBNBank (Ghana, Gambia, Guinea, Sierra Leone and Senegal)
- **Established** Ghana -1996, Guinea – 1996, Gambia – 2004, Sierra Leone – 2004, Senegal - 2014
- **Type** Licensed Bank
- **Products / Services –** Commercial Banking, International Banking

United Arab Emirates
- **Name** FBNBank UAE
- **Type** Representative Office
- **Established** 2011
- **Products / Services –** Referral

Nigeria
- **Name** FBN Holdings Plc.
- **Type** Licensed financial holding company
- **Established** 2012 (formerly First Bank of Nigeria Ltd. Established 1894)
- **Products / Services –** Commercial Banking, Investment Banking, Insurance
- **9M Total Assets** – ₦4.3tn
- **9M Total Deposits** – ₦2.9tn
- **9M Loan Book** – ₦1.9tn
- **9M Gross Earnings** – ₦390.0bn

Democratic Republic of Congo
- **Name** FBNBank DRC
- **Type** Licensed Bank
- **Established** 1994
- **Products / Services –** Commercial Banking, Transfers and other Banking Services

Nigeria
- **Name** First Bank of Nigeria Ltd.
- **Type** Licensed Bank
- **Established** 1894
- **Products / Services –** Commercial Banking

South Africa
- **Name** FBNBank South Africa
- **Type** Representative Office
- **Established** 2004
- **Products / Services –** Referral

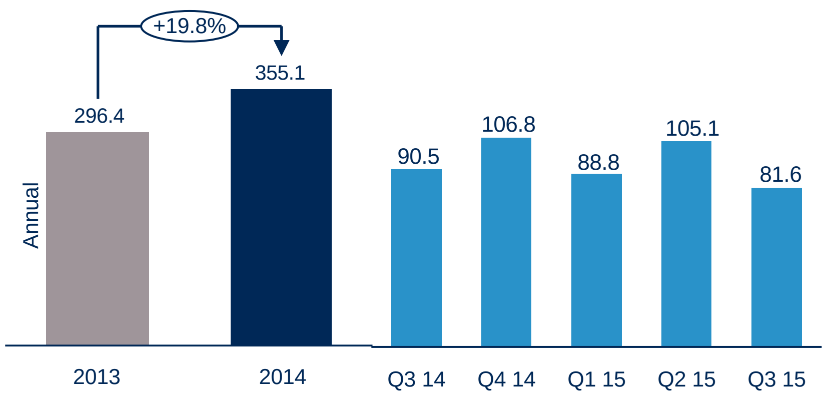
FBNH 9-months performance snapshot

Total Assets ₦4,303.4 bn	**Customer Deposits** ₦2,999.6 bn	**Loans & Advances** ₦1,908.7bn	**Loans/Deposits[1]** 66.5%
NPL Ratio[2] 4.8%	**Net Interest Margin[3]** 7.7%	**CAR[4]** 19.0%	**RoAE[5]** 12.2%
Business locations 863	**ATMs** 2,712	**Active Customer[6] Accounts** 10.6 million+	**Employees** 9,815

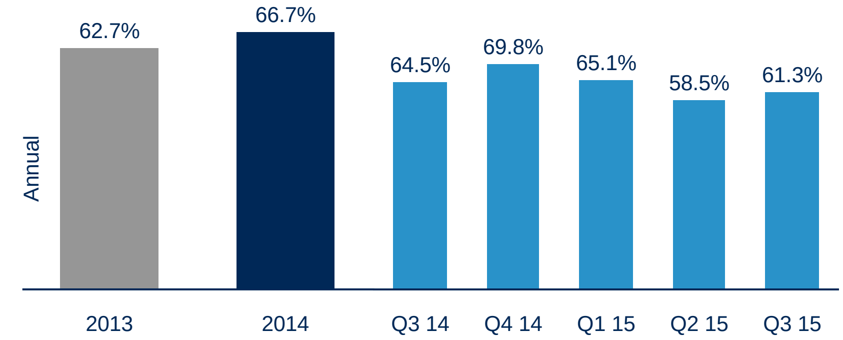
Source: Company data and IFRS financial statements. [1] Calculated as FBNHoldings gross loans to customers divided by customer deposits [2]Calculated as FBNHoldings NPLs divided by its gross loans to customers [3]Net interest margin calculated net interest income divided by the average balance of interest earning assets during the period, in accordance with IFRS [4]For Commercial Banking Group – Basel II [5]Return on average equity computed as profit after tax divided by the average opening and closing balances attributable to equity holders [6]For First Bank of Nigeria only.

Economic fundamentals impact profitability

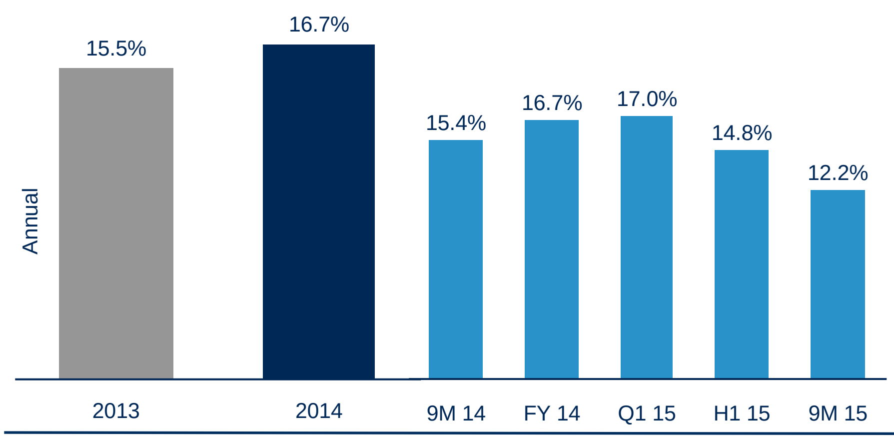
Operating income (₦bn)



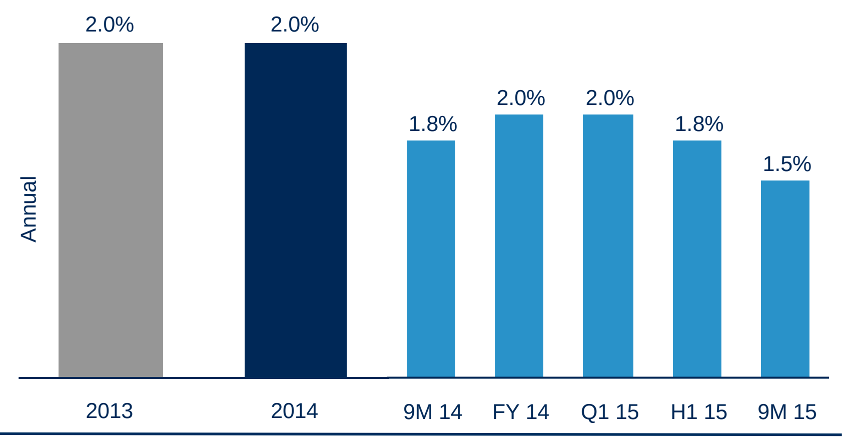
Cost-to-income



Return on average equity



Return on average assets



Financial Review

9M 2015: Overview of income statement

₦bn	9M 14	9M 15	y-o-y
Gross Earnings	333.6	390.0	16.9%
Net Interest Income	176.5	192.9	9.3%
Non Interest Income	72.8	82.5	13.4%
Operating Income[1]	248.7	275.4	10.8%
Operating Expenses	162.2	169.2	4.4%
Pre-Provision Operating Profit[2]	86.5	106.2	22.8%
Impairment Charge	13.4	46.6	249.0%
Profit Before Tax	73.7	59.6	-19.2%
Income Tax	18.1	9.3	-48.4%
Profit After Tax	55.6	50.2	-9.7%

Key Metrics	9M 14	9M 15
Net Interest Margin[3]	7.4%	7.7%
Non Int. Income/Operating Income	29.3%	30.0%
PPoP/Impairment charge	6.5x	2.3x
Cost to Income[4]	65.2%	61.4%
Cost of Risk	0.9%	3.0%
ROaE[5]	15.4%	12.2%
ROaA[6]	1.8%	1.5%

- Gross earnings grew by 16.9% y-o-y to ₦390.0bn (9M 2014: ₦333.6bn); attributable to growth in interest income from loans and advances to customers (+7.5% y-o-y), banks (+34.8% y-o-y) and investment securities (+47.1% y-o-y)
- Non-Interest Income (NII) grew by 13.4% to ₦82.5bn (9M 2014: ₦72.8bn) as a result of increased credit related fees (+47.9% y-o-y), increased electronic banking fees (+47.0% y-o-y) as well as foreign exchange income growth to ₦22.5bn (9M 2014: ₦17.2bn)
- Foreign exchange income declined 23.2% q-o-q in line with the slow down in velocity and liquidity of foreign exchange market activities in the country. NII growth excluding FX income is 7.9%
- The slight decline in fees & commission income to ₦51.1bn (-0.4%) is largely attributable to reduction in commission on turnover (COT) by 16.6% and as well as the y-o-y decline in LC fees (-33.9%)
- The 16.6% y-o-y decline in COT to ₦9.9bn (9M 2014: ₦6.4bn) despite the 50% regulatory reduction reflects our sustained monitoring of concession covenants with customers tied to expected business volumes
- Interest expense rose 35.6% y-o-y to ₦107.5bn (9M 2014: ₦79.2bn) mainly due to increase in cost of customer deposits (+31.5% y-o-y) to ₦92.0bn (9M 2014: ₦69.9bn)
- Operating expenses (opex) increased 4.4% y-o-y to ₦169.2bn (9M 2014: ₦162.2bn) which was less than the inflation growth rate that averaged 9% in the third quarter
- Cost improved on the back of cost curtailment initiatives such as the reorganisation of the procurement process aimed at achieving greater focus and efficiency; at monitoring with clear governance structure and KPIs; and, at ensuring appropriate manning levels for all functions among other initiatives
- Cost to income ratio was down to 61.4% (9M 2014: 65.2%) benefiting from higher growth in operating income +10.8% y-o-y over operating expenses
- Profit before tax decreased 19.2% y-o-y to ₦59.6bn, translating into a pre-tax return on equity of 14.5% and a post tax return on equity of 12.2%; EPS[7] of ₦1.95 (9M 2014: ₦2.27)
- FirstBank, the principal banking subsidiary of the group, is currently under going a nine-month audit

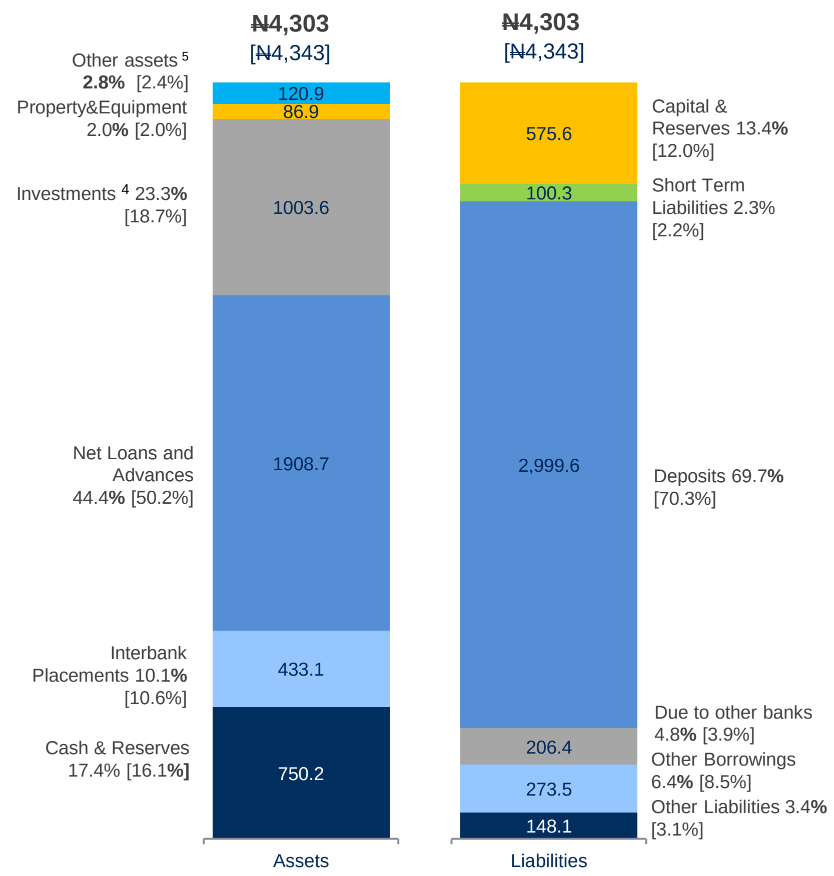
[1] Operating income is defined as gross earnings less interest expense, fee and commission expense, insurance claims and share of profit/loss from associates; [2] Pre-provision operating profit computed as operating profit plus impairment charge [3] Net interest margin defined as net interest income (annualised) divided by average earning assets [4] Cost-to-income ratio computed as operating expenses divided by operating income; [5] Return on average equity computed as profit after tax (annualised) divided by the average opening and closing balances attributable to its equity holders [6] Return on average assets computed as profit after tax (annualised) divided by the average opening and closing balances of total assets; [7] EPS computed as profit attributable to owners divided by the number of outstanding shares

9M 2015: Overview of statement of financial position

₦bn	FY 14	9M 15	y-t-d
Total Assets	4,342.7	4303.4	-0.9%
Investment Securities (interest earning)	735.3	936.2	27.3%
Interbank Placements	460.9	433.1	-6.0%
Cash and Balances with Central Bank	698.1	750.2	7.5%
Net Loans & Advances	2,179.0	1,908.7	-12.4%
Customer Deposits	3,050.9	2,999.6	-1.7%
Total Equity	522.9	575.6	10.1%
Tier 1 Capital[1]	389.7	431.8	10.8%
Tier 2 Capital[1]	132.1	143.9	8.9%
Risk Weighted Assets	3,126.4	3,023.0	-3.3%

Key Ratios	FY 14	9M 15
CAR (Basel 2)	16.7%	19.0%
Tier 1 (Basel 2)	12.5%	14.3%
Loans to Deposits[2]	72.8%	65.8%
NPL	2.9%	4.8%
NPL Coverage[3]	137.9%	116.5%

Structure – September 2015 (₦bn)

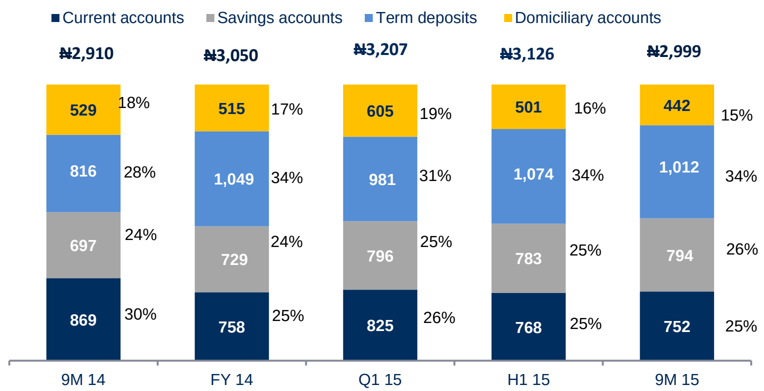


[ ]FY 2014

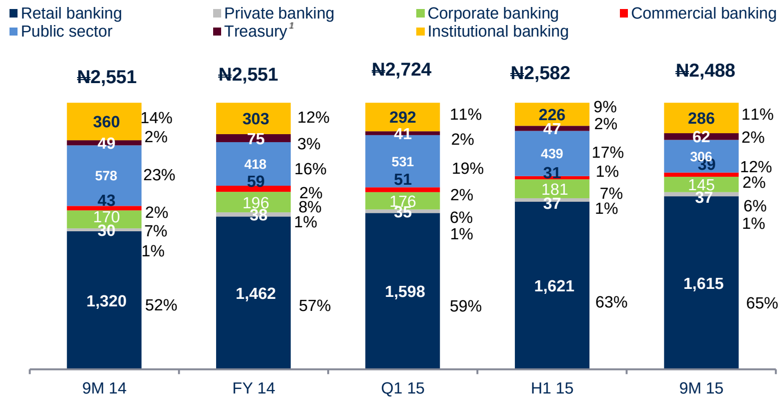
[1] Tier 1 & Tier 2 capital for commercial banking group under Basel 2, Tier 2 capital comprises foreign exchange revaluation reserves, hybrid capital instrument and minority interest for the commercial banking group; [2] Loans to deposits ratio computed as gross loans divided by total customer deposits; [3] Includes statutory credit reserves. Excluding statutory credit reserves, NPL coverage would be 67.3% for 9M 2015 (9M 2014: 72.5%) NPL coverage computed as loan loss provisions + statutory credit reserves divided by non-performing loans; [4] Investments include Government securities, listed and unlisted equities, assets pledged as collateral, investments in associates, subsidiaries and properties; [5] Other assets also includes inventory, intangible assets, deferred tax and assets held for sale

High quality deposit funding base sustained with contribution from retail

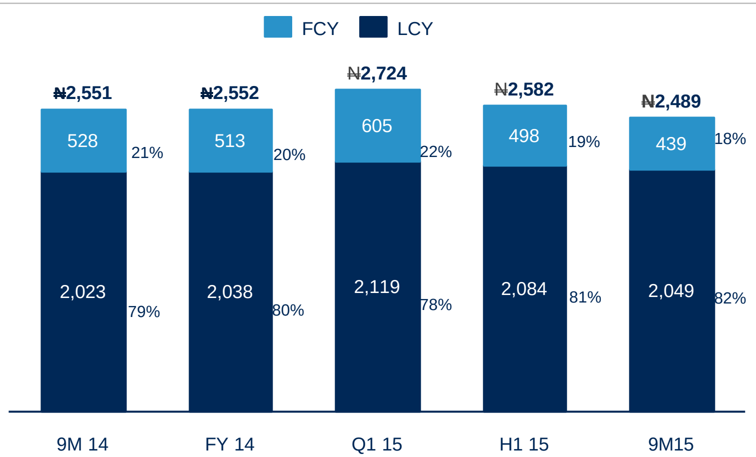
Deposits by type ₦bn



Deposits by SBU[2] ₦bn
(First Bank of Nigeria Only)



Deposits by currency
(First Bank of Nigeria Only)

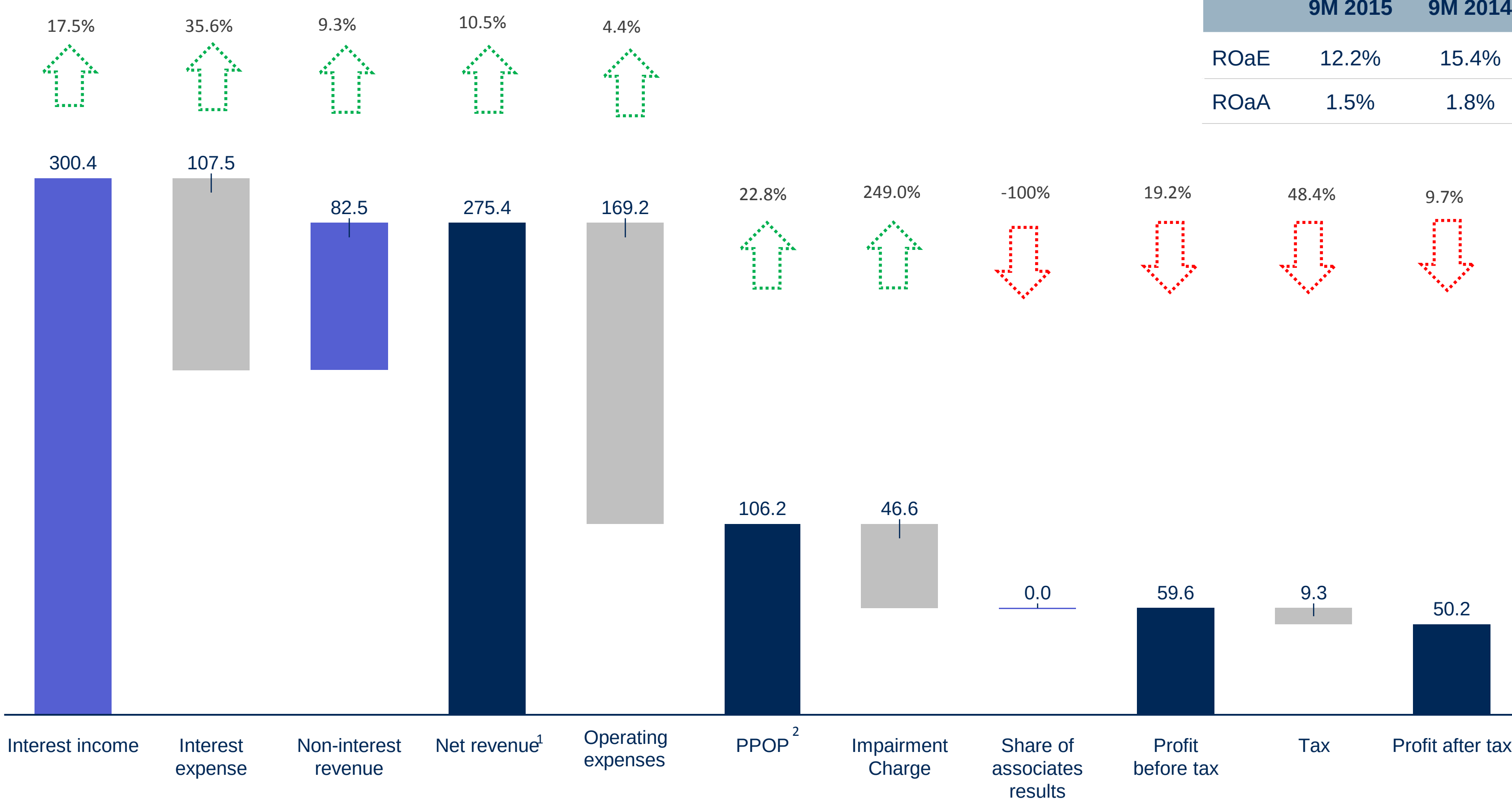


- The Central Bank's restriction on cash deposits to domiciliary accounts saw domiciliary accounts decline by 14.2% to ₦442.1bn (9M 2014: ₦515.5bn) which contributed to the 1.7% decline in customer deposits
- The implementation of the TSA also contributed largely to the contraction in customer deposits which is reflected in the decline in term deposits and current accounts of 3.6% and 1.0% respectively to the y-t-d 1.7% decline in customer deposits
- Customer deposits closed at ₦2.9tn (FY 2014: ₦3.1tn)
- Savings deposits accelerated 8.9% to ₦793.9bn (FY 2014: ₦747.6bn) contributing to an increase in CASA to 66.3% (FY 2014: 65.6%) of the Group's total deposits providing a healthy funding base
- The full implementation of the TSA resulted in the reduction in CRR from 31% to 25% with ₦126.5bn credited to the Bank after the reporting date
- Retail deposits continues to grow impressively representing 64.9% (FY 2014: 57.3%) of the Bank's customer deposits reflecting the strength in the brand and loyalty of its customers

*[1] Treasury is not a strategic business unit but contributes to the percentage of deposits [2] SBUs:- **Corporate banking;** private organisations with annual revenue > ₦5bn but < ₦10bn and midsize and large corporate clients with annual revenue in > ₦5bn but with a key man risk. **Commercial Banking** comprising clients with annual turnover of ₦500mn and ₦5bn. **Institutional banking**; multinationals and corporate clients with revenue > ₦10bn. **Private banking**; High net worth individuals and families. **Public sector banking;** Federal and state governments. **Retail banking**; mass retail, affluent with annual income < ₦50mn as well as small business and Local governments with annual turnover < ₦500mn*

Evolution of 9M 2015 profit after tax (₦bn)

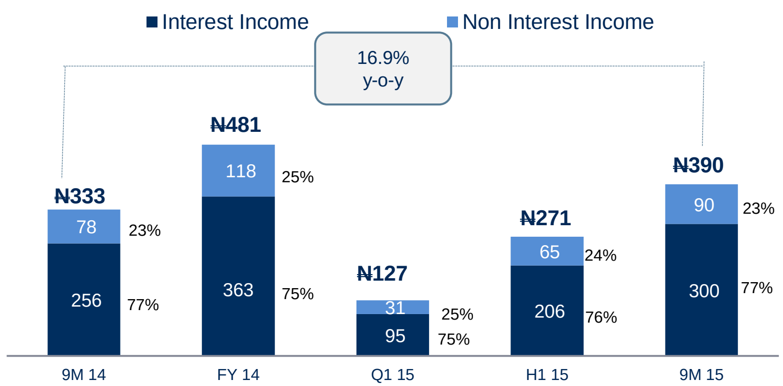
	9M 2015	9M 2014
ROaE	12.2%	15.4%
ROaA	1.5%	1.8%



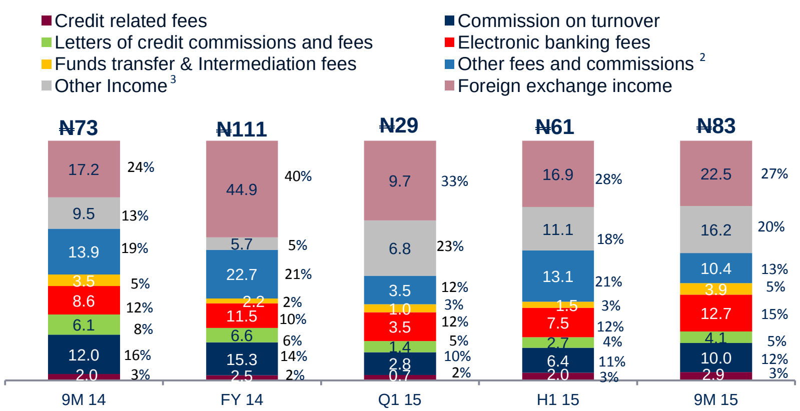
[1] *Net revenue computed as operating income plus share of associate results* [2] *PPOP- pre-provision operating profit; computed as profit before tax –share of associate results+ credit impairment charge*

Revenue growth supported by an increase in both interest and non-interest income

Gross earnings[1] breakdown (₦bn)



Non-interest income[4] breakdown (₦bn)

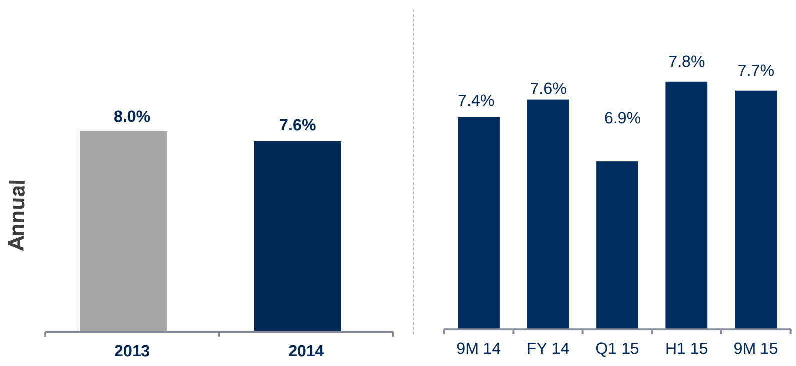


- Gross earnings increased by 16.9% y-o-y to ₦390.0bn (9M 2014: ₦333.6bn)
- Growth in gross earnings has been supported by a 17.5% y-o-y growth in interest income to ₦300.4bn and a 13.4% y-o-y growth in non-interest income (NII) to ₦82.5bn
- Interest income growth was buoyed by sustained growth in investment securities (+47.1% y-o-y), income on loans and advances to customers (+7.5% y-o-y) and income on loans and advances to banks (+34.8% y-o-y)
- NII represents approximately 23% of gross earnings. Growth in NII was sustained by income earned in foreign exchange (+30.9% y-o-y) to ₦22.5bn (9M 2014: ₦17.2bn) as fee and commission (F&C) income declined slightly by 0.4% y-o-y to ₦51.1bn (9M 2015: ₦51.2bn)
- The y-o-y decline in F&C income resulted mainly from the 16.6% decline in COT to ₦9.9bn (9M 2014: ₦11.9bn) as COT constitutes 19.6% of the total F&C income
- Despite the 0.4% y-o-y decline in F&C income, other large components of F&C income increased y-o-y, such as electronic banking fees (+47.0% y-o-y), credit related fees (+47.9% y-o-y), money transfer fees (+28.9% y-o-y) and remittance fees (+12.4% y-o-y)
- Being the largest contributor to F&C income at 24.9%, electronic banking fees increased 47.0% y-o-y to ₦12.7bn (9M 2014: ₦8.6bn) with 40.0% and 16.8% market share in cards and ATMs respectively. This underscores the growing acceptance and importance of eBusiness as an increasingly viable source of income
- The growing number of ATMs (+6.2% y-o-y; 2,712) aids to provide enhanced value added service and supports the growing number of transactions
- The high card activity rate of 91% (on 5.5mn verve cards) supports the growing acceptability of our e-business solutions
- We are focused on growing our key products volume, optimising the use of existing channels as well as introducing additional product/service offerings.

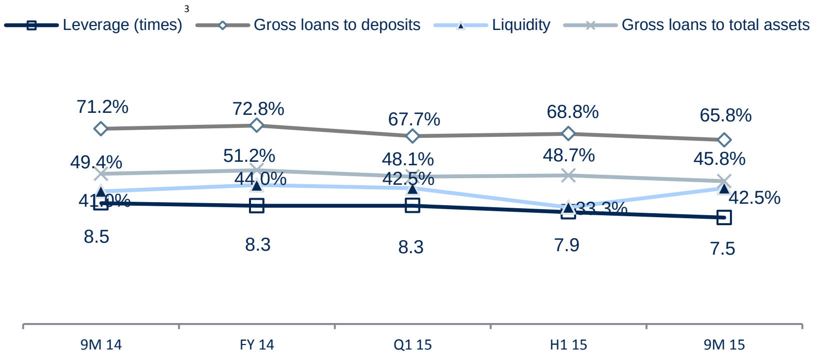
[1]NIR here is gross and does not account for fee and commission expense [2] Other fees and commission include remittance fees and commission on bonds and guarantees [3] Other income include insurance premiums, net (losses)/gains on investment securities, share of profit/loss from associates and dividend income; [4] Non Interest Income (or NII or non-interest revenue) calculated net of fee and commission expense also includes other fees and commission which includes commission on performance bond, bankers instruments issued, e-business fees, account maintenance ,structured & project finance fees

Better portfolio mix and improved asset yields lead to an increase in NIM and stable Cost of funds

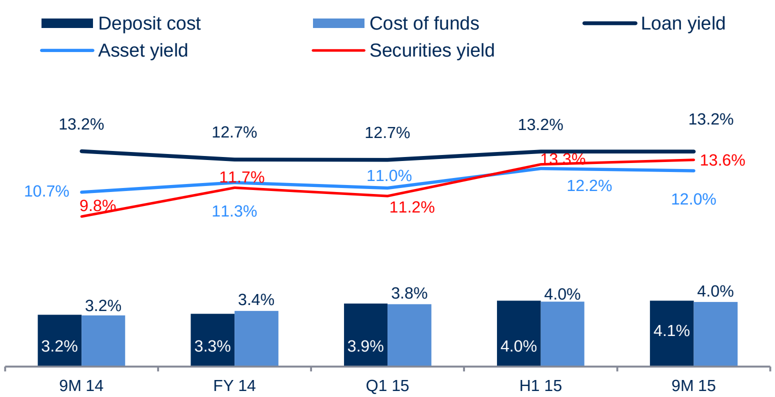
Net interest margin (NIM) [1]



Balance sheet efficiency



Yields and Cost of funds [2]

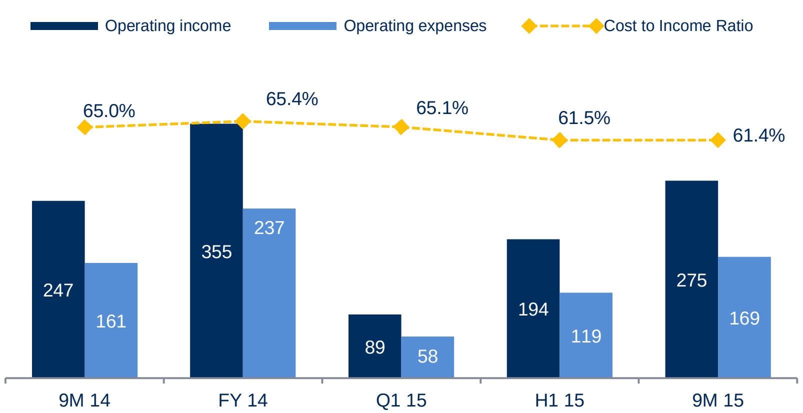


- The y-o-y rise in cost of funds to 4.0% (9M 2014: 3.2%) is as a result of the higher interest rate environment. However, cost of funds have remained stable over the last two quarters due to increased liquidity and cheaper funding
- Yields on interest earning assets increased y-o-y to 12.0% (9M 2014: 10.7%) resulting in a net interest margin of 7.7% (9M 2014: 7.4%). Improved NIM y-o-y also reflects the benefits from a better portfolio mix supported by improved yields on investment securities
- The Federal Government's pronouncement for TSA remittance saw a temporary liquidity squeeze with interest rate spike while the reversed CRR requirement from 31% to 25% resulted in a liquidity boost. Liquidity for the banking group is 42.5% (9M 2014: 41.0%)
- We are ensuring assets are optimised and appropriately priced as we reallocate assets and investments to the shorter end of the yield curve to optimise benefits from the high interest rate environment
- Our focus remains on growing low-cost deposits and ensuring access to cheap and sustainable deposits to support the business

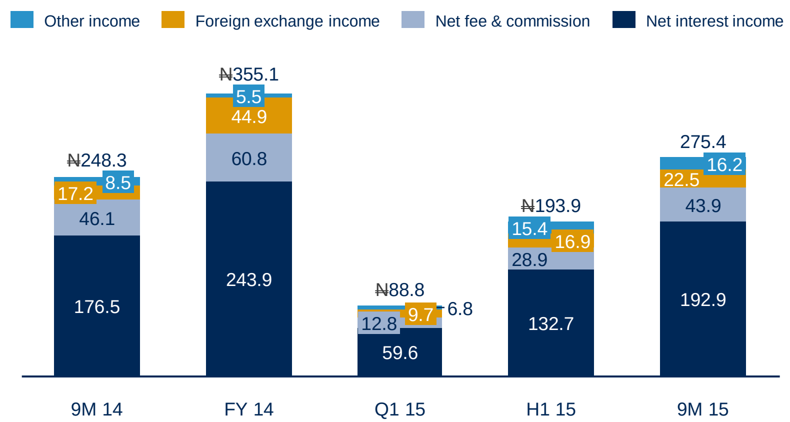
[1] Interest earning assets in computing NIM include loans to banks, loans to customers, financial assets and interest earning investment securities; [2] Average balances have been used to compute yield. [3] Leverage ratio computed as total assets divided by total shareholders' funds

Efficiency ratios kept within guidance with scope for improvement

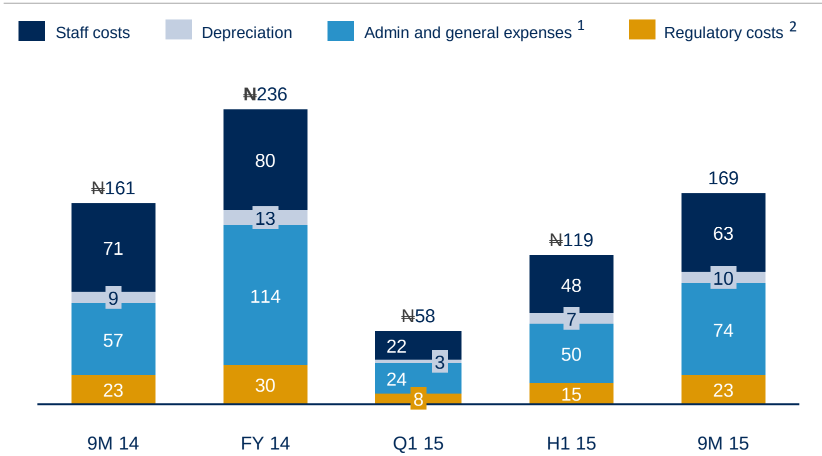
Operating income and expenses (₦bn)



Operating income breakdown (₦bn)



Operating expenses breakdown (₦bn)

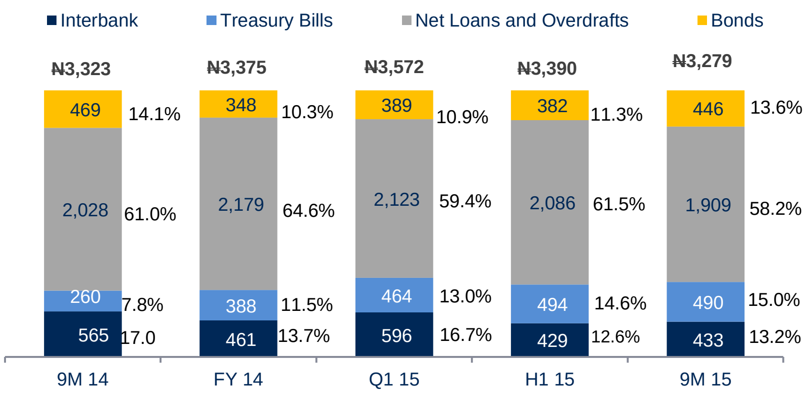


- Staff costs and regulatory costs despite being large contributors to the total operating expenses (opex) contributing 36.9% and 13.4% respectively declined y-o-y by 0.4% and 0.6% respectively
- The decline in staff cost by 0.4% y-o-y to ₦62.5bn (9M 2014: ₦62.6bn) was backed by the reduction in headcount across the Group which is now 9,815 (FY 2014: 10,190; 9M 2014: 9,648) with 92.4% of personnel allocated to the Banking Group. 87.4% of the global staff work from Nigeria
- Cost improvement was witnessed with an opex growth of 4.4% y-o-y to ₦169.2bn (9M 2014: ₦162.2bn) as cost to income ratio is within the guidance for the year at 63%
- Further penetration of the retail segment and optimally utilising low-cost funding will support and sustain cost improvement

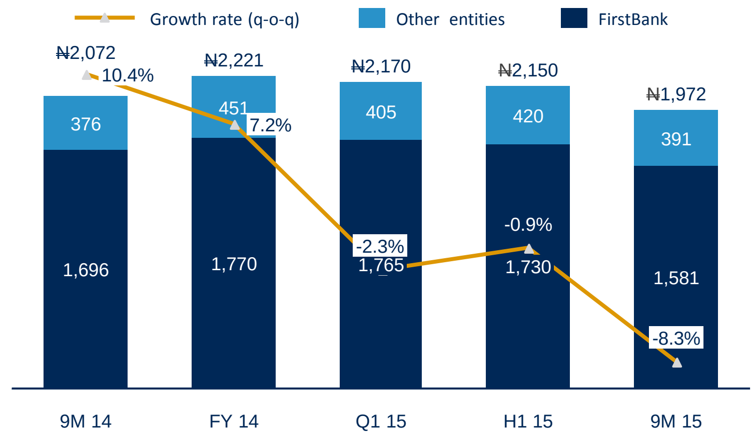
[1] *Admin and general expenses include maintenance, advert & corporate promotion, legal and other professional fees, stationery and other operating expense;* [2] *Regulatory costs is made up by NDIC premium, AMCON resolution cost and others*

Optimising earning assets to improve returns

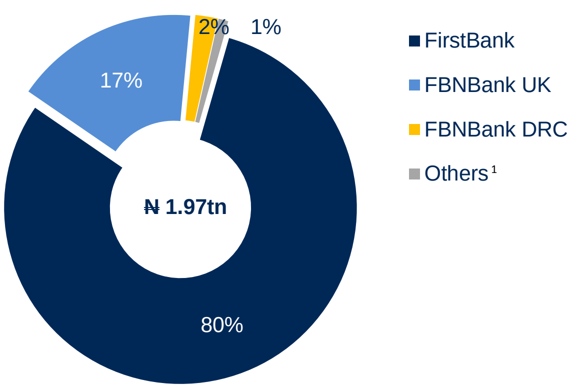
Interest earning assets mix (₦bn)



FBNHoldings gross loans[2] (₦bn)



FBNHoldings gross loans by business entities

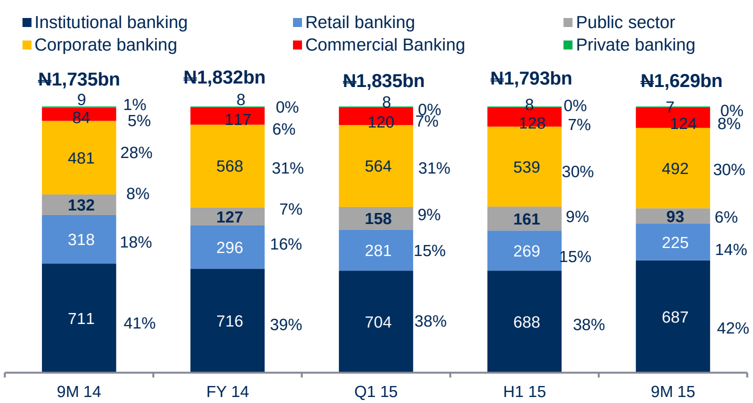


- FBNHoldings gross loans declined 11.2% y-t-d to ₦1.97tn (FY 2014: ₦2.2tn) while the net loans were down 12.4% to ₦1.9tn attributable to pay downs, reduction and cancellation of credit lines to manage concentration risk
- Also contributing to the decline in gross loans is the conversion of state government loans to Bonds in FBN Nigeria's loan book
- The proportion of the State Government loans converted to bonds was about of the loan portfolio
- FirstBank Nigeria accounted for 80% of total LAD, while FBNBank (UK) loans accounted for 17% with other subsidiaries accounting for 3% of total LAD
- FBNBank UK converts ₦15.1bn (£50m) in borrowings (i.e. Sub-Debt) to equity from 1st September 2015 at £1 per share

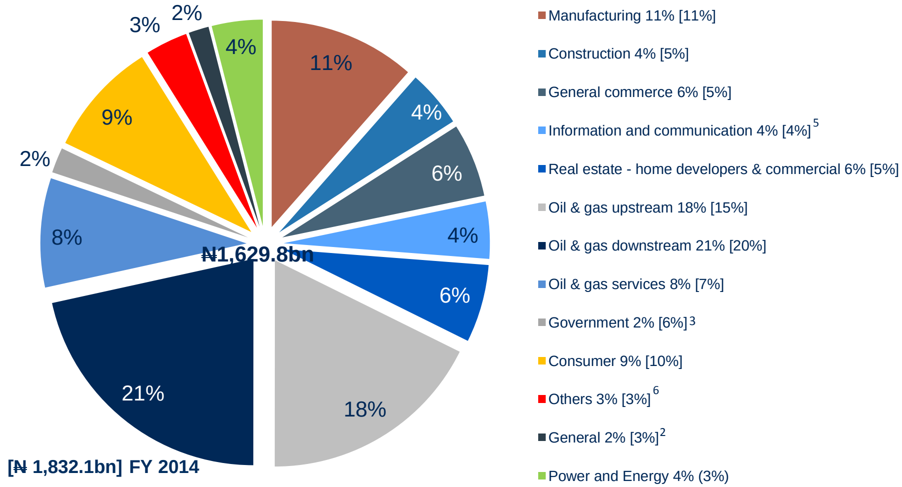
[1] Others include FBN Microfinance, FBN Mortgages, FBNBank Ghana, FBNBank Guinea, FBNBank The Gambia, FBNBank Sierra Leone, FBNBank Senegal, First Pension Custodian Limited, FBN Securities, First Funds, First trustees, FBN Capital and FBN Insurance brokers [2] FBNHolding's gross loans include intercompany adjustments [3] General includes personal & professional, hotel & leisure, logistics and religious bodies

FirstBank - Nigeria only (Loan book breakdown)

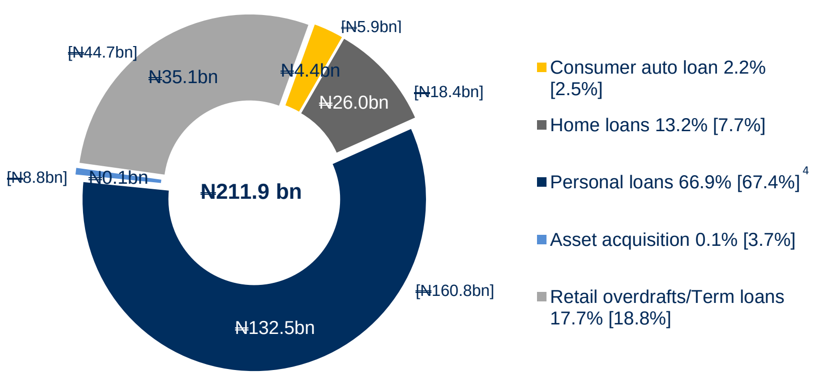
Breakdown of gross loans by SBU[7] (₦bn)



Gross loans - Breakdown by sectors



Core consumer / Retail product portfolio[1]

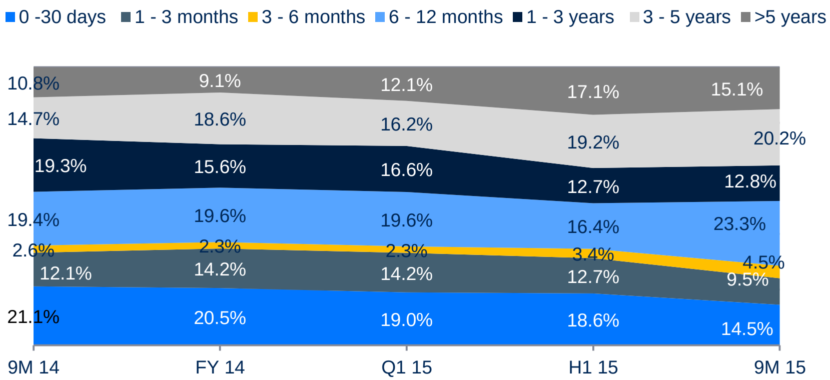


- FirstBank's gross loan book declined 10.5% y-t-d to close at ₦1.6tn attributable to pay downs on matured obligations, state government loans converted to bonds (₦110.0bn)
- Sectors responsible for the y-t-d drop in loans were Construction (-20.2%), Consumer (-16.79%), Government (-72.5%) and General which includes personal & professional (-28.2%)
- Though an increase was recorded in the overall oil & gas (O&G) composition; adjusting for exchange rate devaluation ,a YTD reduction of 7% was recorded
- Foreign currency (FCY) loans make up 47.0% (FY 2014: 45.7%) of the total loans
- The reduction in core consumer/retail loans by 12.6% to ₦211.9bn (FY 2014: ₦238.6bn) is primarily due to pay downs on the retail portfolio and moderate growth in loans and advances
- Focus still remains on generating good quality self liquidating short tenored risk assets

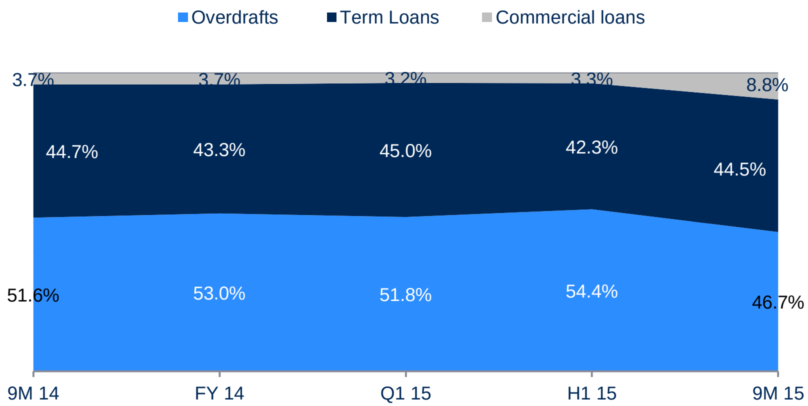
*[1] Represents loans in our retail portfolio < ₦ 50mn ; [2] General includes personal & professional, hotel & leisure, logistics and religious bodies; [3] Government loans are loans to the public sector (federal and state); [4] Personal loans are loans backed by salaries; [5] Telecoms comprise 93% of the loans in Information and communication sector; [6] Others includes finance and Insurance, capital market, residential mortgage; [7] **SBUs:- Corporate banking;** private organisations with annual revenue > ₦5bn but < ₦10bn and midsize and large corporate clients with annual revenue in > ₦5bn but with a key man risk. **Commercial Banking** comprising clients with annual turnover of ₦500mn and ₦5bn. **Institutional banking**; multinationals and corporate clients with revenue > ₦10bn. **Private banking**; High net worth individuals and families. **Public sector banking;** Federal and state governments. **Retail banking**; mass retail, affluent with annual income < ₦50mn as well as small business and Local governments with annual turnover < ₦500mn*

Portfolio analysis – focus on short term liquidating assets

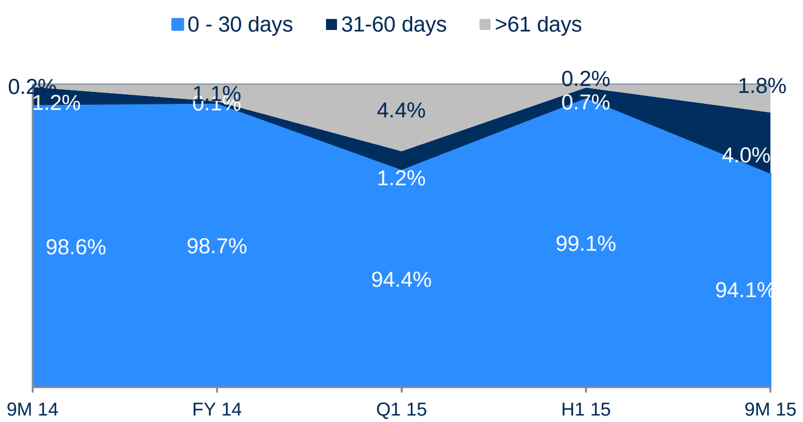
Loans and advances by maturity
(First Bank of Nigeria only)



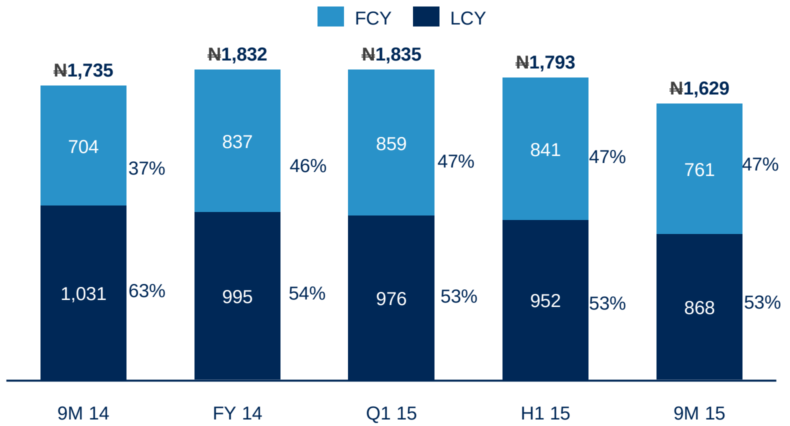
Loans and advances by type
(First Bank of Nigeria only)



Ageing analysis of performing loan book
(First Bank of Nigeria only)

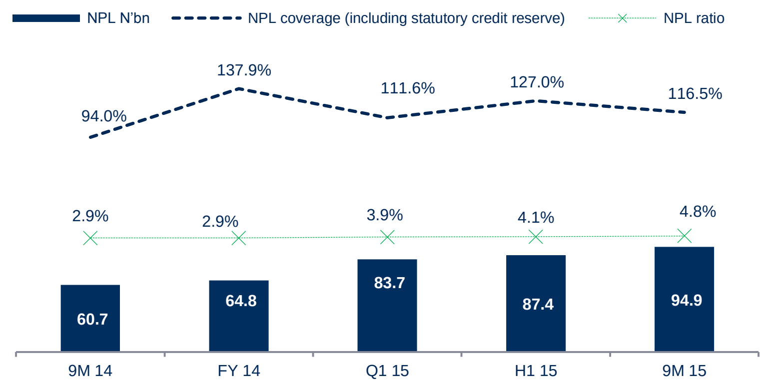


Loan book split by currency
(First Bank of Nigeria only)

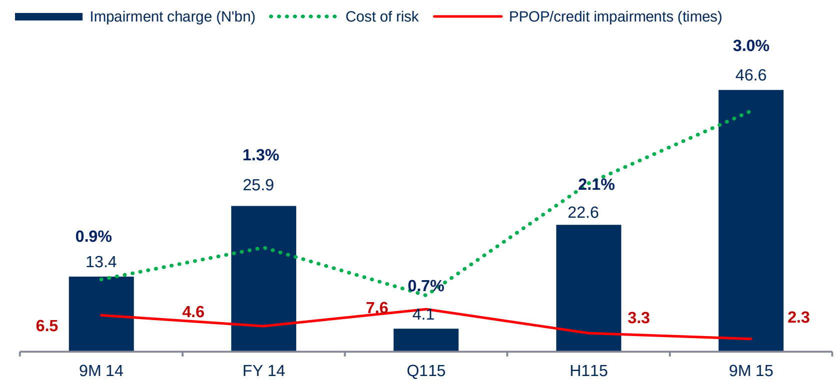


Enhanced proactive portfolio management is a strong priority in current environment

Asset quality trend (FBNHoldings)

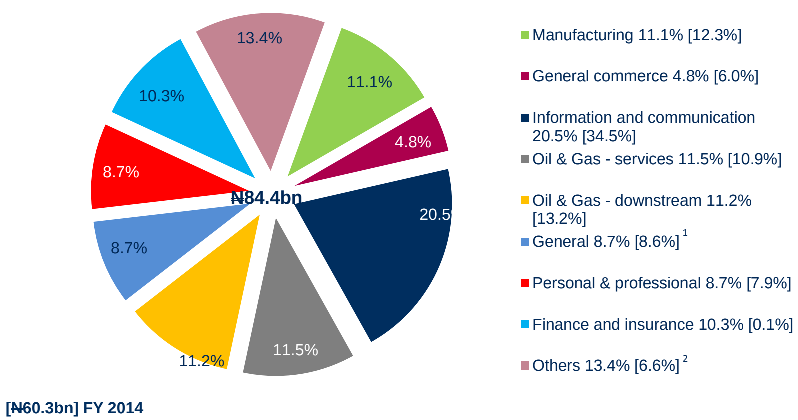


Evolution of impairments[3] (FBNHoldings)



NPLs sector exposure

(First Bank of Nigeria only)



- NPL ratio increased to 4.8% (9M 2014: 2.9%); FY 2014: 2.9%) but with renewed focus on intense recovery and remedial actions we are accelerating recovery rate to improve asset quality
- Cost of risk (CoR) increased to 3.0% (9M 2014: 0.9%) driven largely by the recognition of impairment on some specific accounts in commercial real estate, finance and insurance, construction, oil & gas sectors
- 9% of the loan book has been restructured year to date with oil and gas accounting for 85% of the restructures
- Loan Loss Coverage (inclusive of Statutory Credit Reserves) decreased to 116.5% from 137.5% recorded in FY 2014 due to write-offs. The provision level is considered adequate considering realisable collateral value
- In light of an adverse economic backdrop, the Bank will continue to drive the collections of maturing obligations on the portfolio and intensify remedial management in order to keep asset quality within acceptable thresholds

[1] General includes: hotels & leisure, logistics, religious bodies; [2] Others include Finance, Transportation, Construction, Agriculture and Real estate activities; [3] Impairments for 9M15 includes ₦6.5bn impairment on available for sale investment securities

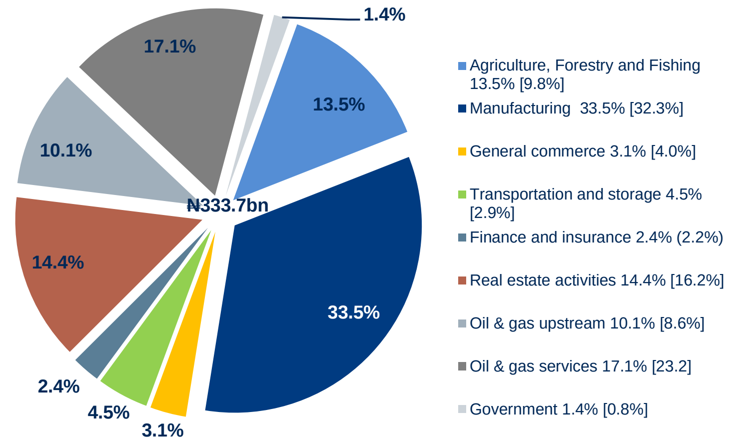
FBNBank UK – Continued improvement in performance

Selected financial summary[1]

₦bn	9M 14	FY 14	9M 15	y-o-y
Gross Earnings	22.3	30.1	24.0	7.8%
Interest Income	19.5	26.4	21.3	9.3%
Interest Expense	6.5	8.5	6.3	-3.4%
Net Interest Income	13.0	18.0	15.0	15.7%
				y-t-d
Total Assets	729.7	684.4	634.9	-7.2%
Customer Deposits	431.7	429.4	392.4	-8.6%
Shareholders' Funds	65.1	65.2	83.4	27.9%
Loans and Advances (net)	374.5	383.5	333.7	-13.0%

Key Ratios	9M 14	FY 14	9M 15
Cost to Income	38.1%	38.2%	39.6%
Loans to Deposits	86.7%	89.3%	85.0%
Cost of Credit Risk	0.3%	0.4%	0.2%
Net Interest Margin	2.7%	2.8%	3.1%
ROaA	1.1%	1.2%	0.8%
ROaE	11.6%	12.5%	6.7%
NPL	0.0%	0.1%	0.3%

Loan book by sector



[₦383.5bn] FY 2014

- Gross earnings rose y-o-y by 7.8% in 9M 2015 supported by general business expansion, improved asset mix and enhanced yield
- Interest expense declined 3.4% y-o-y as we seek cheaper funds as a result of the reduction in customer deposits
- FBNBank UK's funding mix is 74% customer deposits and 36% a blend of equity and other liabilities. Increase in shareholders' funds is as the result of borrowings which were converted to equity
- Maintained a head count of 155 with two branches while cost to income ratio inched up slightly to 39.6% (9M 2014: 38.1%)
- Net interest margin (NIM) increased to 3.1% (9M 2014: 2.7%) on the back of enhanced assets yield at 4.4% (9M 2014: 4.0%) and cost of funds
- Impairment charge for credit losses and investment securities (an available for sale instrument held in form of bonds) were ₦0.5bn and ₦6.5bn respectively
- PBT declined 34.3% y-o-y to ₦4.7bn (9M 2014: ₦7.1bn) as a result of the specific impairment allowance made during the period impacting the ROaE which was down to 6.7% (9M 2014: 11.6%)

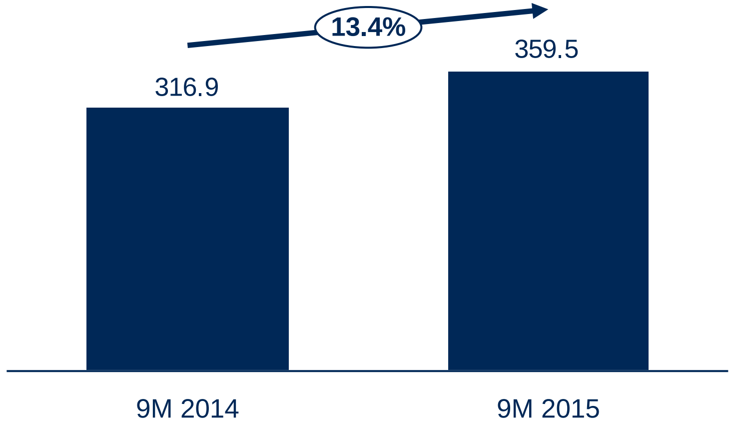
[1] *Average exchange rate for 9M 2015 applied on all income statement items at £1/ ₦302.88 and closing exchange rate for all balance sheet items across all periods as at 9M 2015 end £1/ ₦301.74*

FBN Holdings

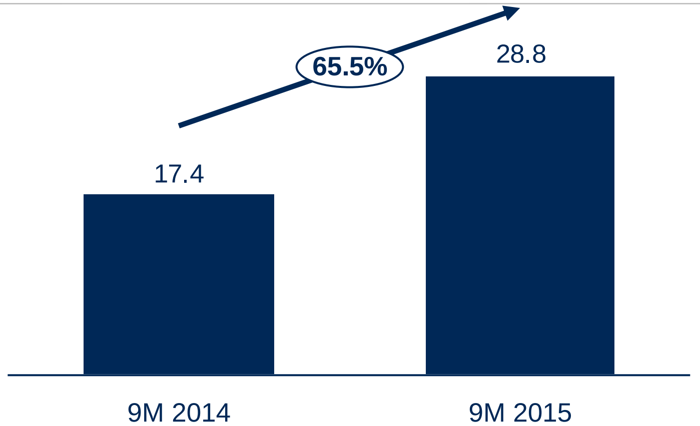
Business Groups

Pre-consolidation gross earnings and profit before tax

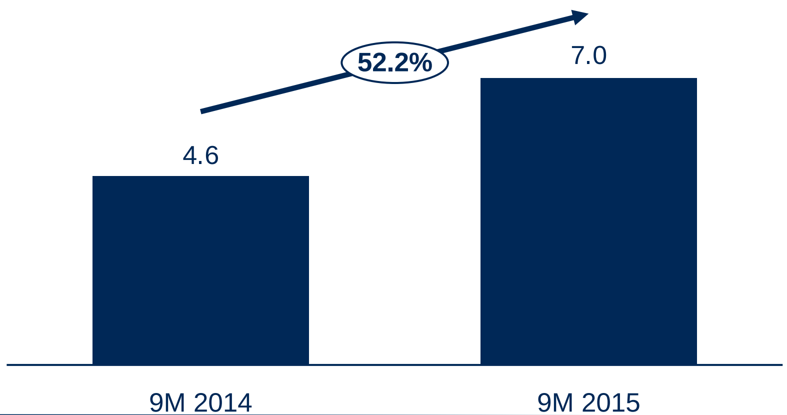
Commercial Banking – gross earnings



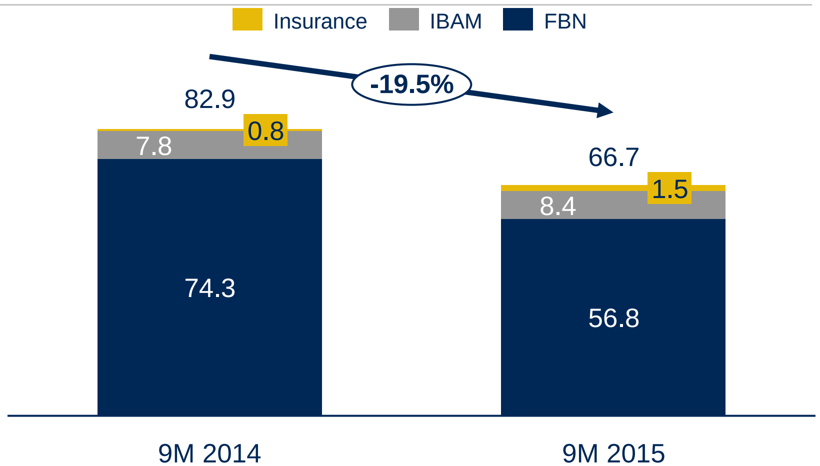
Investment Banking and Asset Management – gross earnings



Insurance Group – gross earnings



FBNH profit before tax



Contribution of the different business groups to total revenues

Commercial Banking – Focused on optimising assets, cost optimisation and profitability

- Attain leadership in mid-Corporate, Commercial & SME segments with at least 8% market share in the commercial segment
- Improve cost and capital efficiency with a cost to income ratio of 55% and drive service delivery excellence
- First shared services (FSS) for faster account opening and turn around time has been implemented in 8 branches and will go bank-wide by Q3 2015
- Efficient capital planning and management across geographies within the Banking group and enhanced treasury management activities to support earnings drive
- Leveraging on technology to enhance budget controls and processes
- Executing key initiatives to capture synergies along revenue, cost and knowledge exchange

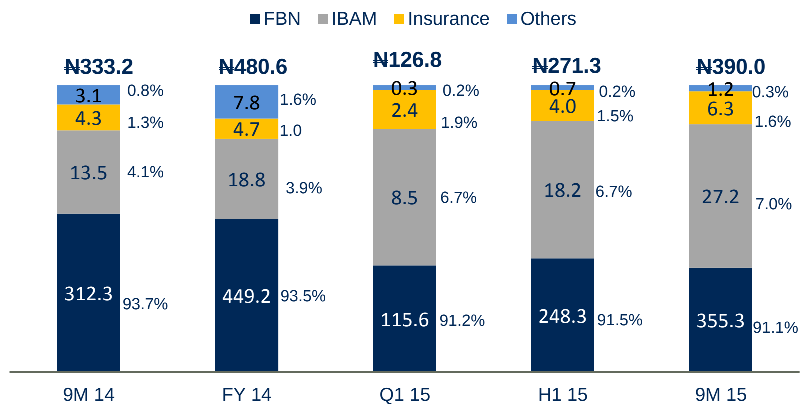
Insurance Group – Inorganic growth provides expanded market access

- We intend to be the top 5 in the industry by the year ending 2016, while offering our products through 3 distinctive channels of distribution namely; Retail, Alternative, and Corporate channels
- Expand collaboration with FirstBank on compulsory and permissible bancassurance transactions and establish similar bancassurance relationships with other banks
- Maintain our strategic focus of building excellent service delivery capabilities particularly with regards to utilising technology as a business enabler
- Deploy loyalty campaigns and targeted media engagement and product awareness to drive new business growth retention of existing customers
- Consolidate on unfolding and growing micro-insurance sector and sustain strategic focus on exploiting insurance potentials in the retail space

IBAM[1] – Diversifying revenue streams and deepening customer relationships

- The investment banking & the trust and agency businesses continue to be strong contributors to revenues; alongside a discount house business that is in transition
- The Group's performance highlights the diversification of our product portfolio, and ability to take advantage of market opportunities. In addition, we continue to manage costs, with a ytd cost to income ratio of 43%
- During Q3, we received an additional award from Africa Investor Awards; we were named Best Africa Investment Bank in 2015, underscoring our leadership position in the market
- We expect to commence merchant banking operations in November, and the merchant bank platform will enable us to expand the IBAM product offering to include corporate banking, FX trading, and fixed income activities
- We are cautiously optimistic that there could be a gradual rebound in economic activities by Q1 2016; we expect key funding gaps in the oil & gas, manufacturing, infrastructure and financial services sectors to present opportunities

Subsidiaries' contribution to gross earnings[2]



[1] IBAM –Investment Banking and Asset Management [2] Subsidiaries contribution to gross earnings is computed post inter-company adjustments

Outlook

Outlook still reflects the challenging environment

	FY 2014 Results	9M 2015 Results	2015 Targets
Deposit growth	4.2%	-1.7%	0%
Net loan growth	23.2%	-12.4%	-5%
Net interest margin	7.6%	7.7%	7% – 7.5%
Cost to income	66.6%	61.4%	63%
Cost of risk	1.3%	3.0%	3.5%
NPL ratio	2.9%	4.8%	5%
ROAE	16.7%	12.2%	12% - 14%
ROAA	2.0%	1.5%	1.4% - 1.7%
Cost of funds	3.5%	4.0%	~ 4%
Effective tax rate	10.8%	15.7%	18% - 20%

FBNHoldings' long term positioning remains strong given our distribution network in Nigeria & sub-Sahara Africa

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+234 (1) 9051086

FBN Holdings

Appendix

Diversified Financial Holding Company

FBN Holdings Plc

- **First Bank of Nigeria Limited**
  - First Pension Custodian Limited
  - FBN Mortgages Limited
  - FBNBank (UK) Limited
  - FBNBank DRC
  - FBNBank Ghana
  - FBNBank The Gambia
  - FBNBank Guinea
  - FBNBank Sierra Leone
  - FBNBank Senegal*
- **Kakawa Discount House Limited**
- **FBN Capital Limited**
  - First Trustees Nigeria Limited
  - FBN Capital Asset Management Limited
  - First Funds Limited
  - FBN Securities Limited
- **FBN Insurance Limited**
  - FBN General Insurance Limited
- **FBN Insurance Brokers Limited**
- **FBN Microfinance Bank Limited**

Commercial Banking | **Investment Banking and Asset Management** | **Insurance** | **Other Financial Services**

**Name change yet to be finalised*

GDR Programme

FBNHoldings has a Sponsored Regulation S Global Depositary Receipt (RegS GDR) program

- CUSIP: **30190K102**
- ISIN: **US30190K1025**
- Ratio: 1 GDR : 50 Ordinary Shares
- Depositary bank: Deutsche Bank Trust Company Americas
- Depositary bank contact: Stanley Jones
- ADR broker helpline: +1 212 250 9100 (New York)
- +44 207 547 6500 (London)
- e-mail: adr@db.com
- ADR website: www.adr.db.com
- Depositary bank‘s local custodian: Standard Chartered Bank, Mauritius