



2020

ANNUAL  
REPORT &  
ACCOUNTS



# OUR **CORPORATE PHILOSOPHY**



# OUR CORE VALUES

# content

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# FINANCIAL HIGHLIGHTS



## Executive Summary

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Unity Bank Plc outperformed the broader economy in 2020 by all indices. The Bank's Total Assets grew by a significant 67.90% over that of 2019 to close at N492.02 billion in 2020. Deposits from customers also appreciated by a record 38.39% above that of 2019 to settle at N356.62 billion.

The growth experienced in 2020 is a promising indication of better outcome for 2021 and beyond. It further reflects the Bank's renewed focus on driving efficiency and productivity. This is anchored on targeted initiatives to grow both volume and quality of assets and offer a wide range of customer-centric products, supported by novel technologies to its teeming and growing customers across Nigeria.

The Bank will consolidate on the gains it has recorded and further build the franchise in many areas of the business to shake off any lethargy and galvanize productivity across its earning assets, thereby diversifying its earnings base to further improve the bottom-line.

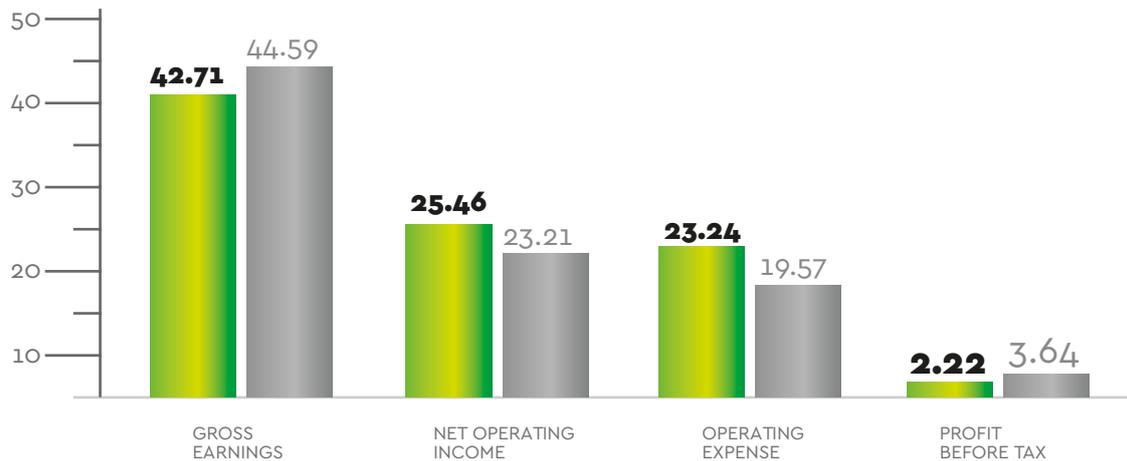
# Executive Highlights

## 2020 Performance Snapshot

In Billions of Naira	31 DEC 20	31 DEC 19
<b>BALANCE SHEET</b>		
Total Assets	492.02	293.05
Customer Deposits	356.62	257.69
Gross Loans & Advances	206.21	106.91
Shareholders' funds	(275.41)	(278.85)
<b>INCOME STATEMENT</b>		
Gross Earnings	42.71	44.59
Net Operating Income	25.46	23.21
Operating Expense	(23.24)	(19.57)
PBT	2.22	3.64
<b>REGULATORY RATIOS</b>		
Liquidity Ratio (LR)	31.09%	33.19%
Loan-Deposit Ratio (LDR)	57.8%	41.5%
Capital Adequacy Ratio (CAR)	(101.47%)	(201.59%)
<b>STAFF STRENGTH</b>		
Professional Staff	1,595	1,578
Contract Staff	2,280	2,254
<b>COVERAGE VIA BRANCH &amp; DIGITAL CHANNELS</b>		
<ul style="list-style-type: none"><li>• 215 Branches</li><li>• 403 ATMs;</li><li>• 7,915 Operational POS</li><li>• 948,893 Active cards (cumulative)</li></ul>		
<b>BUSINESS SEGMENTS</b>		
<ul style="list-style-type: none"><li>• Corporate Banking</li><li>• Commercial Banking</li><li>• Personal Banking</li><li>• Private Banking</li><li>• SME</li><li>• Institutional Banking</li></ul>		

# EXECUTIVE HIGHLIGHTS

## INCOME STATEMENT (N'bn)



## STATEMENT OF FINANCIAL POSITION (N'bn)



2020  2019 



# BOARD OF DIRECTORS

# Board of Directors

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**Alhaji Aminu Babangida**  
Chairman

**Alhaji Aminu Babangida** is the Chairman of the Board of Directors. Prior to his appointment in October, 2017, he was the Vice-Chairman of the Board of Directors. Alhaji Babangida was appointed to the Board of Unity Bank Plc in 2011 where he has held Chairmanship and membership positions in a number of Board Committees including the Board Credit Committee, Statutory Audit Committee, Board Finance & General Purpose Committee, amongst others.

Alhaji Babangida, is an Entrepreneur, a co-founder/Chief Executive Officer of Phoenix Energy, Abuja and a Team Member of El-Amin International School, Minna. He also worked on the trading floor of Trafigura BV, London, UK.

Alhaji Babangida attended Regents Business School, London and Westminster Business School London where he obtained a B.A in International Business and M.A in International Business Management respectively.

He is knowledgeable in the field of oil exploration. He is a member of the Institute of Directors (IOD), Bank Directors Association of Nigeria (BDAN) and the Chartered Institute of Bankers of Nigeria (CIBN). He has also attended various local and international courses.



**Dr. Oluwafunsho Obasanjo**  
Non-Executive Director

**Dr. Oluwafunsho Obasanjo** was appointed Non-Executive Director on March 18, 2011. She is a scientist with insight in the areas of Molecular Biology/Biochemistry, Chemistry, Analytical Techniques and Bioinformatics. She obtained an M.Sc in Medicinal Chemistry from the University College, London, United Kingdom and also holds a PhD in Bio-Organic Chemistry from the University of East Anglia.

Dr. Obasanjo is the Chairperson of the Board Credit Committee and also Member of Board Governance & Nominations Committee, Board Risk Management & Audit Committee, Board Finance & General Purpose Committee and Statutory Audit Committee. She has held Chairpersonship and membership positions in a number of Board Committees of the Bank.

She is a member of the Institute of Directors (IOD), Bank Directors Association of Nigeria (BDAN) and the Chartered Institute of Bankers of Nigeria (CIBN). She has attended various local and international courses/trainings.

## BOARD OF DIRECTORS



**Mr. Sam N. Okagbue**  
FCArb  
Independent Director

**Mr. Sam Okagbue** is the Chairman of the Board Risk Management & Audit Committee. He was appointed to the Board of Unity Bank Plc as an Independent Director on February 2, 2015. He is a Member of the Board Credit Committee, Board Finance & General Purpose Committee, Board Governance & Nominations Committee and Statutory Audit Committee. He has held Chairmanship and membership positions in a number of Board Committees of the Bank.

He is a legal professional and a founding member and Managing Partner of the Law Firm, George Ikoli & Okagbue (GI&O). He holds an LL.B from University of Ife (now Obafemi Awolowo University), Ile-Ife and an LLM from University of London, London School of Economics. Mr. Okagbue's career spans over three decades beginning with the National Assembly of Nigeria where he served as the Secretary to the Senate Committee on Defence from 1981 – 1982.

Mr. Okagbue has served in various legal capacities some of which include; Associate and Partner at different times in the Law Firm of Bentley Edu & Co.; Company Secretary and Legal Adviser, Fidelity Union Merchant Bank Limited. He was also the Legal Advisor; African Institute of Petroleum and Consultant to International Finance Corporation.

Mr. Okagbue is a member of several professional bodies amongst which are; Institute of Directors (IoD) of Nigeria, International Lawyers Network (ILN), International Trademark Association (INTA), Institute of Trademark Agents (ITMA), Nigerian Economic Summit Group (NESG), Fellow, Nigerian Institute of Chartered Arbitrators (FCArb) and the Nigerian Bar Association. He has been a Notary Public (Federal Republic of Nigeria) since 1992.



**Hajiya Yabawa Lawan Wabi, mni.**  
Non-Executive Director

**Hajiya Yabawa Lawan Wabi, mni** is the Chairperson of the Board Governance & Nominations Committee and she was appointed to the Board of Unity Bank Plc on February 2, 2015. She is a Member of Board Credit Committee, Statutory Audit Committee, Board Finance & General Purpose Committee and Board Risk Management & Audit Committee amongst others.

Hajiya Wabi has spent several years in the service of Nigeria, both at the State and Federal levels. She has held positions such as Senior Accountant, National Agricultural Land Dev. Authority (NALDA) Maiduguri; Chief Accountant, Ministry of Health, Borno State; Asst. Director of Finance & Accounts, Borno State; Head of Admin. & Finance, Petroleum Trust Fund Borno State; Deputy Director of Finance & Accounts, Ministry of Finance and Economic Development, Borno State; Director of Finance & Accounts, Ministry of Works & Housing, Borno State; Accountant-General, Borno State; Federal Minister of Finance, amongst others. She also served on the Board of Mainstreet Bank (now Polaris Bank) as a Non-Executive Director.

Hajiya Wabi holds a B.Sc in Accounting from the Ahmadu Bello University, Zaria. She is a member of a number of professional associations such as the Institute of Directors of Nigeria (IoD), Institute of Certified Public Accountants of Nigeria, Chartered Institute of Taxation of Nigeria and National Institute for Policy and Strategic Studies, NIPSS. She is also a Fellow, Association of National Accountants of Nigeria.

## BOARD OF DIRECTORS

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**Mr. Hafiz Mohammed Bashir**  
Non-Executive Director

**Mr. Hafiz Mohammed Bashir** is the Chairman of the Board Finance & General Purpose Committee and he was appointed to the Board of Unity Bank Plc on November 21, 2017. He is a Member of Board Credit Committee, Board Governance & Nominations Committee and Board Risk Management & Audit Committee amongst others.

Mr. Bashir is an accomplished and versatile individual with vast experience in both public and private sector. A passionate leader, with first class communication skills and a track of successful management, extensive knowledge of operations and project management. He holds a Post Graduate Diploma in Management from the Ahmadu Bello University, Zaria, Advance Diploma in Public Administration from the University of Jos and a Master's Degree in Business Administration from the Business School of Netherlands.

Mr. Bashir has garnered several years of experience spanning over 26 years. He is currently the Chairman/CEO Fitzcom International Ltd, a position he has held since 1993 to date. He is also the Chairman, Hafad Global Services Ltd and Fiziks Nigeria Ltd, positions he has held from 2006 and 2008 respectively to date.

He has also served as the Local Government Inspector/Auditor in charge of Rimi Local Government and Inspector/Auditor in charge of Bakori Local Government.



**Mrs. Tomi Somefun**  
Managing Director/CEO

**Mrs. Tomi Somefun** is the Managing Director/CEO of Unity Bank Plc. Prior to her appointment in August 2015, she served as the Executive Director overseeing the Lagos and South-West Business Directorates, the Financial Institution Division and Treasury Department of the Bank. She is a Member of the Board Finance & General Purpose Committee, Board Risk Management Committee, Board Credit Committee, amongst others.

She is a career professional with 35 years post qualification experience, over 27 of which were in the banking sector, spanning key segments including Treasury & Investment Banking, Corporate Banking, Retail and Commercial Banking Operations. Tomi had a distinguished career with UBA group where she led 2 major subsidiaries of UBA as MD/CEO including a start-up company, UBA Pensions Custodian where she was pioneer Managing Director. Prior to UBA, Tomi worked with two leading consulting firms: KPMG and Arthur Andersen (now KPMG).

A Fellow of the Institute of Chartered Accountants of Nigeria and Chartered Institute of Bankers of Nigeria (CIBN), she graduated with a Second Class Upper degree from the Obafemi Awolowo University (formerly University of Ife) in 1981 with a Bachelor of Education in English Language. She was conferred a Honorary Degree of Doctor of Business Administration (D.BA) by the Redeemer's University (RUN) in 2019.

Tomi has extensive Executive Education in leading change and organization renewal, strategy formulation & execution, business analytics and development, and financial management from various esteemed business schools. She is an alumna of the Columbia Business School, United States of America, and INSEAD, Fontainebleau, France, and hold a Certificate of Management Excellence from Harvard Business School (HBS). She is a member of various professional bodies including the Institute of Directors (IOD), Bank Directors Association of Nigeria (BDAN) and Chartered Institute of Bankers of Nigeria (CIBN). In addition, she has served on the board of several quoted and unquoted companies, and Non-Governmental Organizations (NGOs).

## BOARD OF DIRECTORS



**Mr. Temisan Tuedor**  
Executive Director

**Mr. Temisan Tuedor** is the Executive Director, South-South/South-East & Franchise Business and was appointed to the Board of Unity Bank Plc as Executive Director in 2015. He is a member of the Board Finance & General Purpose Committee, Board Credit Committee, amongst others.

Mr. Tuedor has over two decades experience spanning various facets of banking. He acquired a reputation for high level business transformation and change management. His professional career started with Chartered Bank Limited as a Credit Analyst, Corporate Banking Division before joining the Nigeria Liquefied Natural Gas (NLNG).

He later returned to the Banking sector by joining Prudent Bank Limited in 2000 as a Pioneer Branch Manager and rose to become the Head, Special Task Force, Niger Delta Axis. He held strategic management positions as General Manager & Group Head, Apapa and Lagos Mainland Zone, Oceanic Bank International Plc (now Eco Bank Plc); Senior Vice President and Internal Managing Director, Apapa, Bank PHB Plc (now Keystone Bank Ltd); and General Manager, Corporate and Commercial Banking both in Ikeja and Apapa/Lagos Mainland, Skye Bank (now Polaris Bank Ltd.). Mr. Tuedor is the Chairman of the Assets and Liability Management Committee (ALCO).

Mr. Tuedor holds a B.Sc. in Business Administration from the University of Lagos (1987) and a Masters in Business Administration (MBA) from the ABU Zaria (1992). He has a certificate in Advanced Management Program from Fontainebleau, France, October, 2011. He also holds a certificate from the Kelloggs School of Management, Northwestern University, Chicago, U.S.A.

Mr. Tuedor is a member of various professional bodies amongst which are the Institute of Directors (IOD) of Nigeria, Bank Directors Association of Nigeria (BDAN) and the Chartered Institute of Bankers of Nigeria (CIBN).



**Mr. Ebenezer A. Kolawole**  
Executive Director

**Mr. Ebenezer A. Kolawole** is the Executive Director, Finance & Operations. He was appointed to the Board of Unity Bank Plc in April, 2018. He is a member of the Board Finance & General Purpose Committee, Board Risk Management Committee, amongst others.

Mr. Kolawole obtained B.Sc Accounting at Obafemi Awolowo University, Ile-Ife with First Class Honours in 1991. He is also a Fellow of the Institute of Chartered Accountants of Nigeria (FCA). Kolawole started his career with a manufacturing company named Standard International Ltd in 1993 where he served as Chief Accountant. In 1994 he joined Ecobank Nigeria Plc as a Banking Executive in banking Operations rising to the position of Deputy Financial Controller of the Bank.

Mr. Kolawole joined Standard Trust Bank Plc in April 1999 where he rose to the position of Group Head, Compliance/Regulatory Risk Management of the Bank until the merger of STB with UBA Plc in August 2005. While in UBA Plc, he functioned as Chief Financial Officer-UBA Nigeria/Regulatory & External Reporting; Group Head, Financial Reporting and Group Financial Controller until he left the Bank in 2011. He worked with Mainstreet Bank Ltd (now Polaris Bank Ltd.) from November 2011 to January 2015 as Group Chief Financial Officer. He left the Bank as General Manager and joined Glo Communication as National GloWorld Co-ordinator and thereafter as Head of Finance. Mr. Kolawole resumed with Unity Bank Plc on September 15, 2015 as Chief Financial Officer. He has spear-headed a lot of transformation and has displayed exceptional analytical competencies in finance, strategy, risk management, operations and performance management.

## BOARD OF DIRECTORS

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**Mr. Usman Abdulqadir**  
Executive Director

**Mr. Usman Abdulqadir** is the Executive Director, Risk Management and Compliance of Unity Bank Plc, having joined in April 2018. He is a member of the Board Credit Committee, Board Risk Management Committee, amongst others. Until his appointment, he was Vice President and Divisional Head, Post-Trade Services of FMDQ OTC Securities Exchange Plc and the Ag. Managing Director / Chief Operating Officer of FMDQ Clear Limited.

Mr. Abdulqadir has a Bachelor's Degree in Accounting (Bayero University, Kano, Nigeria) and a Master's Degree in Islamic Finance (Durham University, UK). He was admitted as an Associate Member of the Institute of Chartered Accountants of Nigeria in the Year 2000. In his over twenty (20) years' work experience in the banking sector, he spent thirteen (13) at the Central Bank of Nigeria (CBN) and left as a Principal Bank Examiner. Whilst at the CBN, Usman participated in various projects, including but not limited to:

Working Group on Liquidity Risk Management of the Islamic Financial Services Board; Project Management Office on the implementation of the new framework for financial stability in Nigeria; Nigeria Banking Sector Consolidation Programme (served in the Implementation Committee); and Nigeria Banking Sector Reform Programme 2009 (The Project Alpha Team).

Mr. Abdulqadir was the pioneer Executive Director (Chief Risk and Finance Officer) at SunTrust Bank Nigeria Limited and also founded the East Atlantic Advisors Limited, a business consulting and financial advisory services firm based in Lagos.



**Mr. Alaba Williams**  
Company Secretary

**Mr. Alaba Williams** is the Company Secretary. He boasts of over 25 years of experience in the banking sector. He started his working career with a stint at The Chartered Institute of Bankers of Nigeria (CIBN) early 1992 with the Institute's Consultancy Department and later in the same year joined Eko International Bank Plc (Now Polaris Bank) as a Legal Officer where he rose to the position of Head of Documentation Unit. He thereafter joined Societe Bancaire Nigeria Limited (Merchant Bankers) in 2001 as Head, Legal Services and was later appointed as Company Secretary/Legal Adviser, the position he held until the bank merged to form Unity Bank Plc in 2005. Prior to his current role, Mr. Williams was the pioneer Head, Legal Services Department of Unity Bank in 2006 and was an integral part of the team that ensured a successful merger of the nine Banks that formed Unity Bank Plc. At various times, he was appointed as Head, Debt Recovery Department, Head, Human Resources Management Department and again as Head, Legal Services Department. He was appointed the Directorate Head, Company Secretary & Legal Services with effect from January 1, 2020.

He holds a Bachelor of Laws from Lagos State University (1989) and was called to the Nigerian Bar in 1990. He obtained his Master's in Business Administration (MBA) from the Federal University of Technology, Akure (2001). He is also a member of The Nigerian Bar Association and a Full member of The Chartered Institute of Personnel Management of Nigeria (CIPM).

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# Corporate Information

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<b>Directors</b>	Aminu Babangida	- Chairman
	Tomi Somefun	- MD/CEO
	Oluwafunsho Obasanjo	- Non Executive Director
	Sam N. Okagbue, <i>FCArb.</i>	- Non Executive Director (Independent)
	Hafiz Mohammed Bashir	- Non Executive Director
	Yabawa Lawan Wabi, <i>mni</i>	- Non Executive Director
	Temisan Tuedor	- Executive Director
	Ebenezer A. Kolawole	- Executive Director
Usman Abdulqadir	- Executive Director	

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**Company Secretary** Alaba Williams

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**Registered Office** Unity Bank Plc  
Plot 42, Ahmed Onibudo Street  
Victoria Island  
Lagos

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**Independent Auditor** KPMG Professional Services  
KPMG Tower  
Bishop Aboyade Cole Street  
Victoria Island  
Lagos  
[www.kpmg.com/ng](http://www.kpmg.com/ng)

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**Tax Advisors** Ijewere & Co  
(Chartered Tax Advisory)  
Itoya House, 126 Lewis Street  
P. O Box 8713  
Lagos, Nigeria

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**Registrars office** Unity Registrars Limited  
25, Ogunlana Drive  
Surulere  
Lagos

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**Bank's  
Registered Number** 94524

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**Settlement Bank** First Bank of Nigeria PLC  
Samuel Asabia House  
35 Marina, Lagos

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**Foreign Correspondence Bank**  
ODDO BHF, Frankfurt Germany  
FBN Bank (Limited) UK  
Bank of Beirut (Limited), UK  
Access Bank Limited, UK  
United Bank for Africa, New York, USA  
United Bank for Africa, London UK



**REPORT OF  
THE BOARD &  
MANAGEMENT**



**Aminu Babangida**  
Chairman

# Chairman's Statement

## Introduction

Fellow shareholders, invited guests, distinguished ladies and gentlemen. It is my honour to welcome you to the 15th Annual General Meeting (AGM) of your Bank, Unity Bank Plc.

No doubt, the outbreak of COVID-19 pandemic in 2020 exacerbated the existing turbulent operating environment. Nonetheless, the Bank effectively optimized its resources to sustain the momentum of the last few years. Consequently, I will be presenting to you the Annual Report and Financial performance of the Bank for the year ended December 31, 2020.

Before I proceed, I consider it pertinent to appraise our economic and operating environment in 2020, considering the impact of external factors and domestic realities on local businesses in general as well as the banking industry in particular.

## 2020 Global Economic Developments

The fragile growth recorded in 2019 extended further in 2020 as the outbreak of COVID-19 virus and the attendant lockdown in different economies caused a global economic recession. Advanced economies were the worse hit by the pandemic, as average GDP for these economies capitulated by -4.9% in 2020. Overall, Emerging Markets & Developing Economies (EMDEs) only saw a contraction of -2.4% in the same period. This was aided by the stronger than projected growth of 2.3% recorded by China. Consequently, the actual global economy for 2020, which was recently released by IMF, reflects a decline of 3.5% y-o-y compared to the initial estimate of -4.1% provided at the end of the review year.

Although global economic activities are springing to live again in 2021 and the discovery of COVID-19 vaccines has raised the hope that the world economy could record a potential of 5.5% in 2021, the rapid spread of the second wave of the pandemic, vaccine production insufficiencies, and rapid increase in global debt size, remains the most potent downside risk factors the world will battle in 2021. We are therefore not likely to return

## CHAIRMAN'S STATEMENT

to business as usual for the next one or two years.

Inflation, in most advanced economies, is likely to remain subdued in the short to medium term as the recent rise in COVID-19 infection and mortality rates have increased unemployment and weakened disposable income, which dampened aggregate demand across these economies. In the emerging and developing economies however, inflation remains relatively high compared with the advanced economies, with some economies facing stronger upside risks than others, owing to weak reserves, persisting exchange rate pressures, poor inflow of capital as well as longstanding structural issues.

The sustained growth of systemic liquidity across the global economy, as we move deeper into 2021, is largely owing to the support by fiscal authorities and central banks to strengthen the recovery and restore confidence to the financial markets. The compelling support from fiscal and monetary authorities are not without its attendant heightened risk of debt accumulation, raising concerns of debt sustainability and vulnerability of the global economy to financial crisis when central banks commence normalization of monetary policy.

### 2020 Domestic Economic Developments

The year 2020 began with a lot of optimism for Nigeria as the trade war between the United States and China slowed, improving commodity prices

and brighter global outlook. However, the outbreak and the spread of corona virus COVID-19 dampened the confidence in the economy especially as the associated restrictions in movement and the imposition of lockdowns halted economic and business activities.

Expectedly, Nigeria like many other countries, slipped into recession in 2020. The economy experienced one of the worst recessions in several decades. It was indeed the second recession in a space of 5 years as unemployment surged to a peak of 33.3% at the end of the year. Both the oil and non-oil components of the GDP slid into recession in Q3 2020. While the non-oil GDP contraction have eased significantly from -6.05% in Q2 2020 to 1.69% by December 2020, the Oil GDP component contracted dipper by -19.76% in Q4 2020 from -6.63% in Q2'20. Inflationary pressure persisted through the year as headline inflation averaged 13.2% in 2020 (15.75% as at December 2020) which was largely driven by food inflation. The persistent price surge was largely driven by the constraint in food supply chain, which is a direct implication of (1) the restriction of dollar access for food and fertilizer import, which drove traders to

parallel market; (2) the complete closure of Nigerian land borders with a view to curtailing the smuggling of goods into the country from neighbouring countries; (3) demand pull effect of liquidity surfeit as a result of increased credit to private sector; and (4) safety and security challenges across the farming belt of the Nigerian economy.

From the first quarter of 2020, Nigeria faced an exchange rate crisis triggered by the drop in oil prices. It started after two of the world's largest oil producers (Saudi Arabia and Russia) disagreed on oil supply cuts, and the subsequent price war that was triggered pushed oil prices to crash to as low as under zero dollars. By March 2020, the danger posed by Covid-19 had become a global threat, leading countries to shut down business activities, which massively reduced crude oil purchase. This further weakened Nigeria's ability to earn forex owing to our over-dependence on crude oil for government revenue. With oil prices down, the pressure on Nigeria's exchange rate and reserves grew, leading to speculations of a possible devaluation of the Naira, and the attendant barrages of policy pronouncement by the monetary authority.



*The Nigerian equities market started 2020 on strong note, returning 10.4% by the eighth trading session. This gain was reversed before the end of Q1 2020 as the reality of COVID-19 set in.*

The Nigerian equities market started 2020 on strong note, returning 10.4% by the eighth trading session. This gain was reversed before the end of Q1 2020 as the reality of COVID-19 set in. By October 2020, the equities market enjoyed a bull run. Buoyed by unattractive fixed income yields, uncertainties in the money market, the formal declaration of the U.S president-elect, and better-than-expected corporate earnings, the NSE ASI recovered from Q1 2020, to close the year at 40,270.72 (+50.03%) and erased losses of -14.90% recorded in 2019. At the close of the year, the Nigerian equity market capitalization was up by 62.42% from N12.97 trillion in 2019 to N21.06 trillion in 2020 while market turnover also witnessed an leap of 7.25%, from N0.96 trillion in 2019 to N1.03 trillion in 2020.

Regulatory headwinds continued in 2020 with the introduction of the new Banking and Financial Institutions Act (BOFIA 2020), which provided stiffer penalties for weak asset creation, and makes bank officials personally liable for contraventions of the terms of a banking license. Similarly, several policy changes/guidelines or directives were announced by the Central Bank of Nigeria to ensure that the impact of COVID-19 was minimal within the banking industry. These policy changes and guidelines were followed with strict monitoring and supervision in the course of the year.

As we all optimistically launch deep into 2021, I believe that Nigeria's all-round economic performance will be shaped by four critical factors – Level of containment of the second wave (the waves may be more than two) of the COVID-19 pandemic and the rapid administration of vaccine, average crude oil price per barrel in the international market and forex inflow into the economy, level of implementation of the capital budget, and the flow of credit to the private sector.

### **Our Performance Review**

Ladies and gentlemen, as expected, the pandemic affected our business operation in 2020 as we shutdown 70% of our business

locations during the peak of the spread and the lockdown period. In addition, the Bank suffered some damages to its operating assets during the EndSars protests. Despite these highlighted challenges, our Bank improved its deposit base significantly by a record 38% from N257.69 billion in 2019 to N356.62 billion at the end of 2020, and maintained a good deposit structure with 72.66% in CASA.

In similar vein, the Bank grew its total assets by nearly N200 billion from N293.05 billion in 2019 to N492 billion, typifying the good work and progress recorded by our management in 2020. This sustained growth was further captured in the growth of our loan book from N104 billion to N202 billion with a tamed NPL ratio of 0.03%.

Given the circumstances of the year 2020 and in spite of the thinning margins orchestrated by the impact of covid-19, the continuous regulatory headwinds, and our capital constrictions, our Bank was able to post a profit before tax of N2.22 billion. The Bank still pushed for growth in all the components of income during the year. However, the highlighted challenges in the economy and the industry raised our cost of operation up by 18.77%.

It is important to note that we have adjusted our operations and business footprints in alignment with the current realities. Some of the initiatives we have embarked on include the centralization of additional key processes to ensure

## CHAIRMAN'S STATEMENT

uniform service delivery across our channels, the optimization of our branches and alternative channels to serve the markets, the reinvigoration of our critical IT platforms, the expansion of our agency banking network, and strategic investment in business and data analytics to drive a personalized experience for our teeming customers. We are quite optimistic that these strategic thrusts will open up more income lines and significantly tame our cost of operation.

### Our Business Outlook

In 2021, Unity Bank remains resolute in pursuing its core vision of being Nigeria's retail Bank of choice. We will consequently continue to develop innovative ways of delivering these products and services to better meet the changing needs of both our primary focused market segment as well as our corporate clientele.

Considering that we have recorded some gains in brand awareness, and have improved our market share of customers businesses and transactions in the last three years, we will continue to deepen our capacity and expand the scope of coverage of the value chain of our focused market.

As we look beyond covid-19, we have identified strategic opportunities within the SME, non-interest banking, international commodity trading, technology, and medical/pharmaceutical industries to expand our reach across the Bank's zonal structure. Similarly, we are resolved to strengthen

prudence and enhance our risk management practices in order to continually maintain very minimal NPL ratio and protect future growth prospects.

We will further leverage our branch network and agent locations to support the financial inclusion agenda of the CBN and the federal government, and onboard more customers to our reinvigorated retail products, platforms and services. More importantly, the Bank is now poised to undertake its operations in a more sustainable manner, having recently approved the Bank's sustainability roadmap for our continued business success.

### Conclusion

Distinguished shareholders, it gives me immense pleasure to say that your Bank has weathered the storm despite the reality of covid-19 and its associated challenges on the operating environment. For this, I must celebrate the Management and Staff for holding forth in this unpredictable time with great commitment.

For my dear colleagues on the Board, it has indeed been an interesting experience, having learned to conduct most of our activities and engagements through digital technologies and media. I must therefore put it on record that their distinguished support and encouragement contributed in no small measure to the stability of the Board and the performance of the Bank.

Also, on behalf of the Board, Management, and Staff of Unity Bank Plc, I wish to sincerely appreciate our faithful shareholders and loyal customers, who have passionately defended our brand, and provided opportunities for our business success over the years.

Finally, I would like to assure all stakeholders represented here today that we will keep monitoring the developments both in the local and global economy, and apply pragmatic strategies to stay relevant. We will also continue to challenge ourselves to deliver improved performance amidst the demands and challenges inherent in our operating environment. The depth of this commitment will compel us to do everything within our power to ensure that the Bank's plan to recapitalize gains significant traction. The times may be challenging but the future looks bright.

Thank you for your attention.



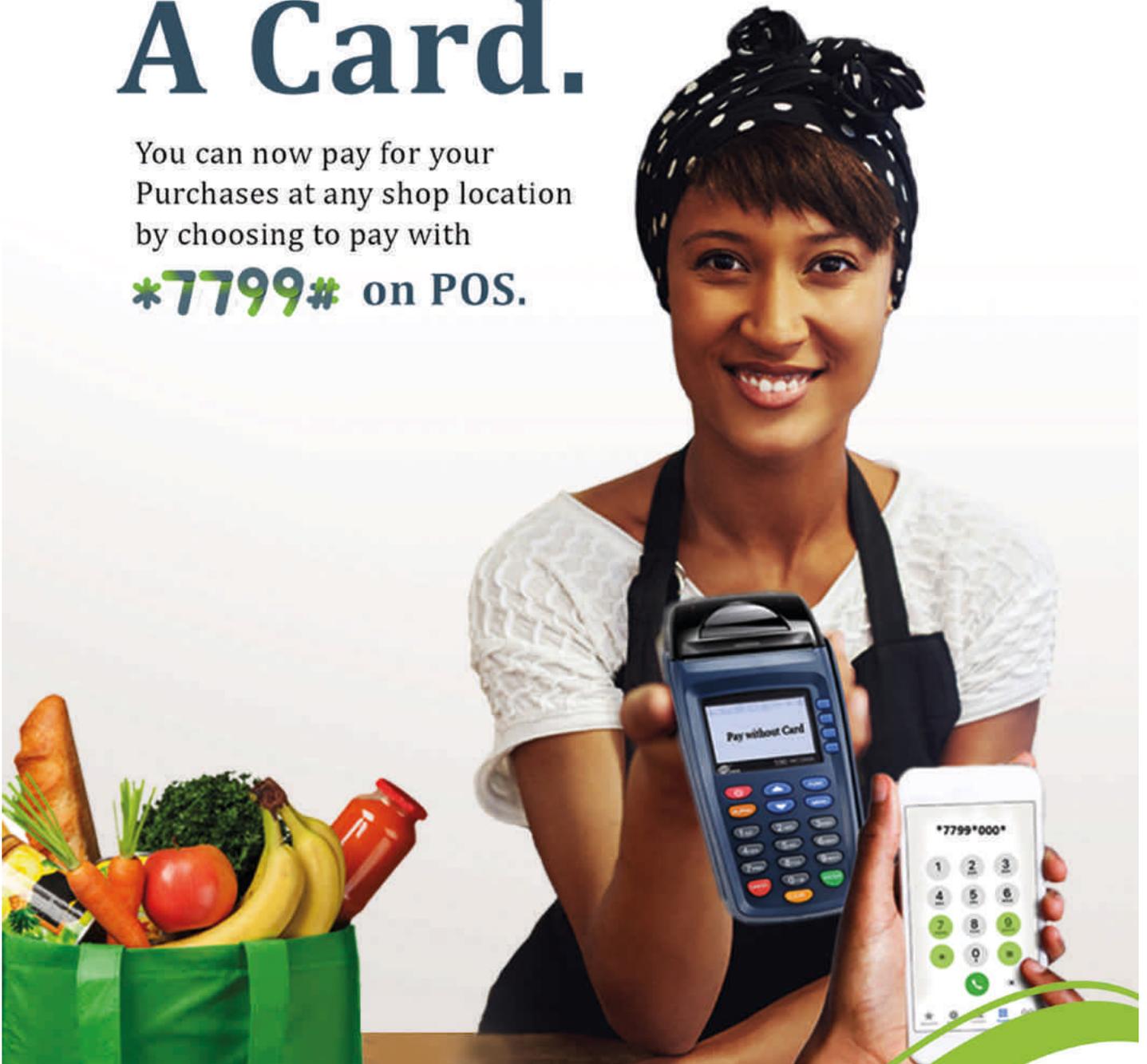
**Aminu Babangida**

Chairman, Board of Directors  
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# Managing Director's Statement

**Dear Shareholders, Stakeholders and Customers,**

Welcome to the 15th Annual General Meeting of Unity Bank Plc. I am pleased to present the Bank's activities and performance for the financial year ended December 2020 which was characterized by an unprecedented disruption and shock across almost all forms of human activity as a result of the outbreak of COVID-19.

Notwithstanding these challenges, our resilience, focus and the implementation of various initiatives kept us afloat towards the actualization of our corporate objectives.

Distinguished Shareholders, no doubt, 2020 was arguably the most challenging year for businesses, communities, economies, and humanity at large as the world was basically shutdown by the emergence of the COVID-19 pandemic. The lockdown measures to contain its spread crippled economic activities and plunged global economies into the worst recession since the World War II era. Consequently, the International Monetary Fund (IMF) projected a contraction of -4.9% for 2020 amid weakened aggregate demand and per capita incomes, supply chain and production disruption, and low crude oil prices.

On the domestic front, the Nigerian economy, having made significant recovery from the 2016-2017 economic recession dipped into another recession after recording two consecutive negative GDP growths of -6.10% and -3.62% in Q2 and Q3 2020 respectively. These were also as a result of the impact of various lockdown measures and decline in crude oil prices occasioned by the pandemic.

Furthermore, inflationary pressure heightened as headline inflation peaked at 14.89% in November 2020 on the back of rising insecurity across the country as well as other structural deficiencies that affected the free movement of food items within the country. Other socioeconomic and macroeconomic indicators remained weak, income inequality widened, unemployment rate increased and purchasing power deteriorated.

In response to the weakening economic fundamentals, the fiscal and monetary authorities implemented various expansionary initiatives and policies to stimulate economic activity and to contain long-term damage to the growth prospects of the economy. Amongst the policies adopted during the year were:

- A cumulative reduction of the monetary policy rate from 13.5% to 11.5%
- Reduction of interest rates from 9% to 5% on existing intervention

programmes over the next one year.

- Provision of extended moratorium on loans by an additional 1 year beginning from March 2020 to ease pressure on loan repayments.
- Creation of N50 billion fund to support households and Small and Medium Enterprises (SMEs) affected by COVID-19.
- Increase in loan-to-deposit ratio (LDR) policy to encourage banks to lend to the real estate sector..
- Creation of N150 billion Targeted Credit Facility (TCF) for affected households and small and medium enterprises through the NIRSAL Microfinance Bank.
- Enhancement of the Anchor Borrowers Program (ABP) by the sum of N164.91billion to nine hundred thousand beneficiaries.
- Creation of a N100 billion intervention fund in loans to pharmaceutical companies and healthcare practitioners.

Like other sectors of the economy, the Banking Industry had its fair share of various headwinds and disruptions that affected various activities and projections such as:

## MANAGING DIRECTOR'S STATEMENT

- The reduction and downward review of charges and fees for banking electronic services;
- Closure of bank branches during and after the lockdown;
- Over 70% of banking transactions moved to the digital platforms;
- Operational constraints of keeping employees safe and meeting customer expectations;
- Higher credit losses and its attendant impact on overall asset quality, capital and liquidity;
- Increasing cases of fraud and cyber-attacks on Financial Institutions;
- Deterioration of Information Technology infrastructure and other support services due to internal challenges, vendor problems amongst others.

### Our Performance and Business Strategy

Despite these challenges, with our resilience and collective effort as well as the implementation of various strategic initiatives the Bank performed better compared to 2019, though some of our Key Performance Indicators (KPIs) fell below our budget projections.

The Bank's total assets grew to N492.02 billion representing a significant increase of 67.90% from the N293.05 billion total assets value recorded in 2019. Deposits from customers substantially grew to N356.62 billion, up from N257.69 billion in 2019, representing a 38.4% or N98.9 billion growth. Aside the growth in total deposit, the Bank's demand and savings deposit grew by N43.9 billion and N6.0 billion respectively. The Bank's Loan Book grew by 94% from N104 billion in December 2019 to N202.1 billion in December 2020 with a NPL ratio at 0.001%, while Profit Before Tax (PBT) closed at N2.22 billion, in a year that was defined by the unmitigated impact of global

pandemic characterized by disruptions in business activities.

By leveraging on our expertise, the Bank also maintained its niche in the agricultural sector by providing tailored financial services and collaborations with the Central Bank of Nigeria and farmer associations through the Anchor Borrowers' Programme. These associations included the Rice Farmers Association of Nigeria (RIFAN), Maize Farmers Association (MAAN), National Cotton Association of Nigeria (NACOTAN) and other partners. In view of the Bank's contribution to the real sector and economic growth, I am glad to inform you that the Bank was awarded the Best Agric Business Bank in Nigeria during the year.

Further to the Bank's digital transformation journey, we reinvigorated our approach to capturing the youth segment through ramping up our marketing in traditional and non-traditional media. We commenced the second phase of development of Unifi, our Omni-channel mobile application with exciting features for the youth market, this is in line with our focus to increase our appeal to the upwardly mobile youth segment. Our transaction count and value across our electronic channels increased significantly placing the Bank among the top 10 highest earners in the industry in H1 2020.

The Bank continued to make progress in the execution of its strategic initiatives outlined in the Bank's current strategy document (2019 – 2022). Our focus has remained on our 5 strategic levers – redefining customer experience, reinvigorating platforms, re-establishing prudence and strengthening foundations, sweating assets and consistent focus on Retail, SME, Agriculture, and the youth demography.

Our value-added offerings like the Treasury Linked Note, Corpreneurship, Bancassurance and the Corporate Internet Banking amongst others continue to increase footprints in the Corporate/Commercial and Retail and SME space. Additionally, we recorded significant improvement on our foreign trade transactions.

### Sustainability for Growth

Unity Bank is committed to carrying out its business in a way that is environmentally and socially conscious. Consequently, the Bank will continue to focus on Environmental, Social and Governance (ESG) goals because we recognize our role in protecting the environment in which we and our customers operate. To achieve our sustainability objective, the Bank has identified four (4) focus areas - Finance inclusion, Agriculture, Women Empowerment and Digital & SME lending for its sustainability initiatives and activities. The following are some of our achievements during the year:

- Adoption of alternative renewable energy source to power some of our branches and ATM centres to ensure energy-efficiency and greenhouse gas reduction. Currently, the Bank has twenty-nine (29) solar powered branches and sixty-one (61) solar-powered ATMs. There are active plans by the Bank to increase the adoption rate of renewable energy across the branches and other business locations.
- Sustainability Governance Committee ("SGC"): The Bank has inaugurated its SGC to champion the integration of Environmental Social Governance (ESG) criteria into the Bank's overall strategy.

## MANAGING DIRECTOR'S STATEMENT

- The Bank undertook various initiatives to reduce its carbon footprint and greenhouse gas emissions through proper waste management, by adopting the reduce, reuse and recycle initiative.
- In line with Bank's commitment to promoting sustainable agricultural initiatives, the Bank partnered with Food Crowdy, an Online Digital Platform that enables the populace shop food items from the comfort of their homes or anywhere at discounted rates. This platform helps to optimize the food value chain and ensures that foodstuff remains affordable and safe for everyone.

### Human Resource

In line with the Bank's commitment towards improving staff welfare and making Unity Bank a better place to work, keeping our employee safe and productive was our ultimate priority, especially during the peak of the pandemic. After activating our business continuity plan on March 23, 2020, part of which being the reduction of employees physically present at work and the commencement of skeletal services across branches to keep our employees and customer safe, banking services largely moved to the digital platforms with over 75% of employees working remotely. During this period, knowing the likely impact of the lockdown and series of negative events on the psychology of our employees, the Bank continuously engaged staff through regular communications, online programmes and trainings to boost morale. The Bank also implemented various welfare programs and conducted a salary harmonization exercise which increased staff earnings across grades.

### Looking forward

While the Nigerian economy is projected to fully recover from recession by the first quarter of 2021, the 3rd wave of COVID-19 cases across the world and other fragile economic fundamentals (volatile oil prices, high level of insecurity and the persistent rise in domestic prices) in Nigeria presents a mixed optimism for growth, and to mitigate these impacts, the Monetary and Fiscal authorities will maintain its current expansionary policy stances.

Notwithstanding, we have reappraised the Bank's performance and charted a new direction to help the Bank increasingly leverage technology to scale its business and improve performance in the coming years. Through the digitalization and automation of more of our operational processes, we will improve on turnaround time, increase the pace of account acquisition, and ensure an end-to-end customer onboarding on all our channels. Without doubt, the Bank will make appreciable investment on its IT infrastructure and IT security to play actively in the digital space as well as to achieve its targets on electronic channel deployment.

Our strategic priorities remain centred on enhanced service quality and customer-centricity; aggressive customer acquisition across all segments with deliberate focus on Retail, SME collection businesses, aggressive growth of Agric business wallet share and value chain opportunities. The Bank has launched its payday loan for professionals and salary earners; we will further deepen our market share of this product by integrating the product on our USSD and mobile platforms during the year.

As we continue to leverage on our niche in the Agric sector, strengthen our Retail Bank offering, we will deliberately diversify the Bank's

exposure across other vibrant sectors of the economy. To this end, the Bank through its portfolio planning strategy has identified the following sectors – General Commerce, Manufacturing, Health, Downstream Petroleum, Education, Consumer and Transportation & Logistics as focused sectors. The Bank intends to grow its risk assets by N180bn in 2021. While this will positively impact on earnings, it will help retain existing businesses and win prospective businesses across all business directorates.

We will continue to recruit young professionals, empower staff through relevant training and developmental programmes, and ensure more staff rotation and strategic placements across functions.

While I am optimistic that the Bank's recapitalization program would be concluded this year, let me extend my deep appreciation to my colleagues in the Executive and Senior Management in particular, and all staff (direct and outsourced) of Unity Bank Plc for the support, dedication, commitment, and professionalism they have demonstrated to ensuring the stability and growth of our Institution in 2020. We begin 2021 with renewed hope and determination to grow our business and continue to thrive in this operating environment and create superior wealth for all our stakeholders.

Thank you all for your kind attention.



**Tomi Somefun**

Managing Director / CEO  
FRC/2013/ICAN/00000002231



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# Directors' Report

FOR THE YEAR ENDED 31 DECEMBER 2020

The Directors present their report on the affairs of Unity Bank Plc ("the Bank") together with the financial statements and Independent Auditor's report for the year ended 31 December 2020.

## a. Representation

The Board of Directors represents all shareholders and acts in the best interest of the Bank. Each Director represents the Bank's shareholders regardless of the manner in which he/she was appointed. Each Director undertakes not to seek, nor to accept, any benefit liable to compromise his/her independence.

## b. Legal form

The Bank was incorporated in Nigeria under the Companies and Allied Matters Act (CAMA) 2020 as a private limited company on 27th April, 1987 with the name Intercity Bank Limited. It was granted license on 28th October, 1987 to carry on the business of commercial banking and commenced full banking business operation on 28th October, 1988. The Bank was converted into a Public Limited Liability Company on 8th September, 1992. Following the consolidation reforms introduced and driven by the Central Bank of Nigeria in 2004, the Bank after its merger with eight other Banks, changed its name to Unity Bank Plc on 30th December, 2005 and its shares are currently quoted on the Nigerian Stock Exchange.

## c. Principal activity

The principal activity of the Bank is the provision of banking and other financial services to corporate and individual customers. Such services include but not limited to granting of Loans and Advances, Corporate Banking, Retail Banking, Consumer and Trade Finance, International Banking, Cash Management, Electronic Banking services and money market activities.

## d. Business review and future development

The Bank carried out banking activities in accordance with its Memorandum and Articles of Association. A comprehensive review of the business for the year and the prospects for the ensuing year is contained in the Managing Director's report that will be presented in the annual report.

## e. Property and equipment

Information relating to the changes in property and equipment of the Bank during the year is provided in note 21 of the financial statement. In the opinion of the Directors, the fair value of the Bank's property and equipment is not less than the value shown in the accounts and are in line with the related statement of accounting policy of the Bank.

## f. Operating results

The table below summarises the financial performance of the Bank in the year under review:

	Dec-20 N'000	Dec-19 N'000
Gross earnings	42,709,272	44,587,271
Profit before tax	2,223,194	3,642,112
Minimum tax expense	(114,678)	(222,680)
Income tax expense	(22,123)	(36,243)
Profit after tax	2,086,393	3,383,189
Profit attributable to shareholders	2,086,393	3,383,189
<b>Earnings per share</b>		
Basic and diluted earnings per share (Kobo)	17.85	28.94

## DIRECTORS' REPORT

### g. Dividends

The Bank did not declare any dividend during the year (2019: Nil)

### h. Director's shareholding

The Directors who held office during the year, together with their direct and indirect interests in the issued share capital of the Bank as recorded in the register of directors' shareholding and/or as notified by the directors for the purposes of section 301 of the Companies and Allied Matters Act 2020 and the listing requirements of the Nigerian Stock Exchange are as stated below:

Directors holdings Name of Directors	31-Dec-2020			31-Dec-2019		
	Direct Holdings	Indirect Holdings	%	Direct Holdings	Indirect Holdings	%
Aminu Babangida <sup>1</sup>	NIL	648,472,967	5.54%	NIL	648,472,967	5.54%
Oluwafunsho Obasanjo <sup>2</sup>	NIL	926,104,410	7.92%	NIL	926,104,410	7.92%
Hafiz Mohammed Bashir	510,000	NIL	-	510,000	NIL	-
Sam N. Okagbue, <i>FCArb</i>	NIL	NIL	-	NIL	NIL	-
Yabawa Lawan Wabi, <i>mni</i> <sup>3</sup>	NIL	4,002,702,685	34.24%	NIL	4,002,318,445	34.24%
Tomi Somefun	NIL	NIL	-	NIL	NIL	-
Temisan Tuedor	NIL	NIL	-	NIL	NIL	-
Ebenezer Kolawole	NIL	NIL	-	NIL	NIL	-
Usman Abdulqadir	NIL	NIL	-	NIL	NIL	-

1. *El-Amin Nig. Limited. And B-Sha Limited*

2. *Tempo Food & Packing Limited, Obasanjo Holdings, Alarab Properties Limited, Agro Mixed Nigeria Limited, Ibad Limited*

3. *Asset Management Corporation of Nigeria (AMCON)*

### i. Directors interest in contracts

For the purpose of section 303 of the Companies and Allied Matters Act 2020, all contracts with related parties during the year were conducted at arm's length.

Information relating to related parties transactions are contained in Note 48 to the financial statements

### j. Shareholding analysis

The shareholding pattern of the Bank as at 31 December 2020 is as stated below:

Range	No of Shareholders	Unit
1 - 9999	56,610	56,092,561
10000 - 50000	14,622	100,429,708
50001 - 100000	3,948	70,468,245
100001 - 500000	3,857	178,165,463
500001 - 1000000	1,120	84,455,144
1000001 - 50000000	72	145,871,225
50000000 - 100000000	16	120,526,859
100000001 - 500000000	48	2,546,550,410
5000000001 - 10000000000	3	1,852,359,484
10000000001 - 50000000000	3	6,534,418,843
<b>TOTAL</b>	<b>80,299</b>	<b>11,689,337,942</b>

## DIRECTORS' REPORT

The shareholding pattern of the Bank as at 31 December 2019 is as stated below:

Range	No of Shareholders	Unit
1 - 9999	56,675	56,509,001
10000 - 50000	14,600	101,653,529
50001 - 100000	3,961	71,348,849
100001 - 500000	4,564	184,720,246
500001 - 1000000	1,116	81,173,519
1000001 - 50000000	76	148,760,766
50000000 - 100000000	16	123,616,824
100000001 - 500000000	48	2,535,161,121
500000001 - 1000000000	3	1,852,359,484
1000000001 - 5000000000	3	6,534,034,603
<b>TOTAL</b>	<b>81,062</b>	<b>11,689,337,942</b>

### k. Substantial interest in shares

According to the register of members as at 31 December 2020, no shareholder held more than 5% of the issued share capital of the Bank except the following:

Shareholder	No of Shares held	Shareholding (%)
Asset Management Corporation of Nigeria (AMCON)	4,002,307,585	34.24%
Panafrican Capital Nominee	1,480,614,483	12.67%
Thomas A. Etuh	1,053,199,290	9.01%
Ibad Limited	717,722,190	6.14%
El-Amin (Nig.) Ltd	615,889,636	5.27%
<b>TOTAL</b>	<b>7,869,733,184</b>	<b>67.33%</b>

According to the register of members as at 31 December 2019, no shareholder held more than 5% of the issued share capital of the Bank except the following:

Shareholder	No of Shares held	Shareholding (%)
Asset Management Corporation Of Nigeria (AMCON)	4,002,318,445	34.24%
Panafrican Capital Nominee	1,480,614,483	12.67%
Thomas A. Etuh	1,053,199,290	9.01%
Ibad Limited	717,722,190	6.14%
El-Amin (Nig.) Ltd	615,889,636	5.27%
<b>TOTAL</b>	<b>7,869,744,044</b>	<b>67.33%</b>

### l. Acquisition of own shares

The Bank did not purchase its own shares during the year (2019: Nil).

### m. Corporate Social Responsibility (CSR)

For the period ended 31 December 2020, the Bank expended the sum of N144.95 million, (December 2019 – N39.16 million) on various CSR Commitments. CSR commitments usually cover the fields of Education/ Capacity Building, Trade Promotions, Value Reorientation, Professional Developments, Community Interventions, Sports and Health as follows:

## DIRECTORS' REPORT

The schedule of the CSR as at 31st December 2020 is as stated below:

SN	Details of expenditure	Category	Amount (N'000)
1	OYO STATE GOVERNMENT	Health	10,000
2	ONDO STATE GOVERNMENT	Health	10,000
3	JIGAWA STATE GOVERNMENT - COVID-19 SUPPORT	Health	3,000
4	FEDERAL MINISTRY OF HEALTH - COVID-19 INTERVENTION	Health	100,000
5	TANGLANG PRIMARY SCHOOL GOMBE	Education	1,000
6	NIGERIAN CHAMBER OF COMMERCE	Professional Development	500
7	LOCAL GOVERNMENT STAFF PENSIONS BOARD TRAINING	Training	10,000
8	ASSBIFI LOCAL INTERVENTION PROGRAM	Professional Development	2,500
9	CHARTERED INSTITUITE OF BANKERS (CIBN)	Professional Development	2,500
10	MULTIPLE STATES BOREHOLE PROJECT	Community Intervention	5,454
<b>TOTAL</b>			<b>144,954</b>

The schedule of the CSR as at 31st December 2019 is as stated below:

SN	Details of expenditure	Category	Amount (N'000)
1	BAUCHI STATE PRIMARY HEALTH CARE	Health	3,000
2	ONDO STATE EDUCATION BOARD	Education	8,000
3	REDEEMERS UNIVERSITY CONVOCATION CEREMONY	Education	1,500
4	OSUN STATE ECONOMIC/INV SUMMIT	Community Intervention	10,000
5	OSUN STATE UNIVERSITY	Education	7,500
6	CHARTERED INSTITUTE OF BANKERS (CIBN)	Professional Developments	7,556
7	RICE FARMERS ASSOCIATION OF NIGERIA	Trade Promotions	1,605
<b>TOTAL</b>			<b>39,161</b>

### n. Human Resources

Commitment to Equal Employment Opportunity

The Bank is committed to maintaining positive work environment and to conduct business in a positive professional manner by consistently ensuring equal employment opportunity to all irrespective of gender.

Directors and staff analysis by gender are given in the tables below:

#### (a). Analysis of total employees

Employees	31 DECEMBER 2020		31 DECEMBER 2019	
	Number	Percentage	Number	Percentage
Male	986	62%	1,002	63%
Female	609	38%	576	37%
	<b>1,595</b>	<b>100%</b>	<b>1,578</b>	<b>100%</b>

## DIRECTORS' REPORT

### (b). Analysis of Board and top management staff

#### i. Board members (Executive and non-executive Directors)

Employees	31 DECEMBER 2020		31 DECEMBER 2019	
	Number	Percentage	Number	Percentage
Male	6	67%	6	67%
Female	3	33%	3	33%
	<b>9</b>	<b>100%</b>	<b>9</b>	<b>100%</b>

#### ii. Top Management staff (AGM-GM)

Employees	31 DECEMBER 2020		31 DECEMBER 2019	
	Number	Percentage	Number	Percentage
Male	15	88%	18	90%
Female	2	12%	2	10%
	<b>17</b>	<b>100%</b>	<b>20</b>	<b>10%</b>

### (c). Further analysis of Board and top management staff

	31 DECEMBER 2020				Total	
	Male		Female			
Assistant General Managers	3	75%	1	25%	4	100%
Deputy General Managers	9	90%	1	10%	10	100%
General Managers	3	100%	0	0%	3	100%
Board Members (NEDs)	3	60%	2	40%	5	100%
Board Members (EDs ex MD/CEO)	3	100%	0	0%	3	100%
Managing Director/CEO	0	0%	1	100%	1	100%
	<b>21</b>		<b>5</b>		<b>26</b>	

	31 DECEMBER 2019				Total	
	Male		Female			
Assistant General Managers	6	86%	1	14%	7	100%
Deputy General Managers	9	90%	1	10%	10	100%
General Managers	3	100%	0	0%	3	100%
Board Members (NEDs)	3	60%	2	40%	5	100%
Board Members (EDs ex MD/CEO)	3	100%	0	0%	3	100%
Managing Director/CEO	0	0%	1	100%	1	100%
	<b>24</b>		<b>5</b>		<b>29</b>	

#### **Employment of Disabled Persons**

The Bank continues to maintain a policy of giving fair consideration to the application for employment made by disabled persons with due regard to their abilities and aptitudes. The

## DIRECTORS' REPORT

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Bank's policy prohibits discrimination of disabled persons in the recruitment, training and career development of its employees. In the event of members of staff becoming disabled, efforts are made to ensure that their employment with the Bank continues and appropriate training arranged to ensure that they fit into the Bank's working environment.

### ***Health, Safety and Welfare at Work***

The Bank enforces strict health and safety rules and practices at the work environment, which are reviewed and tested regularly and employees are aware of existing regulations. The Bank provides subsidies to all levels of employees for transportations, housing, lunch and also medical expenses both for staff and their immediate families. Fire prevention and fire-fighting equipment are installed in strategic locations within the Bank's premises.

The Bank operates both a Group Personal Accident and the Workmen's Compensation Insurance covers for the benefit of its employees. It also operates a contributory pension plan in line with the amended Pension Reform Act 2014.

### ***Employee Involvement and Training***

The Bank is committed to keeping employees fully informed as much as possible regarding the Bank's performance and progress and seeking their opinion where practicable on matters which particularly affect them as employees. In accordance with the Bank's policy of continuous development, training is carried out at various levels and employees are nominated to attend both local and international courses. These are equally complemented by Formal and informal channels are also employed in communicating with employees with an appropriate two-way feedback mechanism. Incentive schemes designed to encourage involvement of employees in the Bank's performance are implemented whenever appropriate.

### **o. Whistle Blowing**

Pursuant to the requirements of the new code of corporate governance, the Bank has set up both electronic (On both its external website and internal portals) and manual (Visible whistle blowing boxes across all its locations) mechanisms to ensure its compliance.

### **p. Statutory Audit Committee**

Pursuant to the requirements of the Companies and Allied Matters Act (CAMA) 2020, the Bank has in place a Statutory Audit Committee comprising three Non-Executive Directors and three representatives of Shareholders as follows:

1	Sunday Akinniyi (Shareholder's representative)	-	Chairman
2	Ahmed U Ndanusa (Shareholder's representative)	-	Member
3	Funke Titilayo Shodeinde (Shareholder's representative)	-	Member
4	Sam N. Okagbue, <i>FCARB</i> (Independent Director)	-	Member
5	Oluwafunsho Obasanjo (Non-Executive Director)	-	Member
6	Yabawa Lawan Wabi mni (Non-Executive Director)	-	Member

**q. Disclosure of customer complaints in financial statements for the period ended 31 December 2020.**

	NUMBER		AMOUNT CLAIMED (N'000)		AMOUNT REFUNDED (N'000)	
	31 DEC 2020	31 DEC 2019	31 DEC 2020	31 DEC 2019	31 DEC 2020	31 DEC 2019
Pending complaints brought forward	6	568	1,173,568	492,502		-
Received complaints	64,584	75,398	2,150,311	1,847,888		-
Resolved complaints	64,585	75,960	767,515	1,166,822	391,801	901,839
Unresolved complaints escalated to CBN for intervention	-	-	-	-	-	-
Unresolved complaints pending with the bank carried forward	5	6	2,556,364	1,173,568		-

The table below show Complaints received and resolved by the Bank in other currencies for the period ended 31 December 2020 and year ended 31 December 2019 respectively.

	AMOUNT CLAIMED (N'000)		AMOUNT REFUNDED (N'000)	
	31 DEC 2020	31 DEC 2019	31 DEC 2020	31 DEC 2019
United States Dollars	-	-	-	-
Euros	-	-	-	-

**r. Events after the reporting date**

On 11 March 2020, the World Health Organization declared the coronavirus (COVID-19) outbreak a pandemic and most governments took restrictive measures to contain its further spread by introducing lockdowns, closure of borders and travel restrictions which affected the free movement of people and goods. The impact of the restrictions continues to disrupt major business activities, and this may have an adverse effect on the Bank's financial position and operating results in the medium and longer term.

The Bank considers this outbreak to be a non-adjusting subsequent event and the Directors do not consider it practicable to provide a quantitative estimate of the potential impact of this outbreak. The Directors will continue to monitor the situation closely and will respond to mitigate the impact of such events and circumstances as they occur.

There were no other significant events after the reporting date that could affect the reported amount of assets and liabilities as of the reporting date.

## DIRECTORS' REPORT

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### **s. Auditors**

Messers KPMG professional services having satisfied the relevant corporate governance rules on their tenor in office, have indicated their willingness to continue in office as auditors to the Bank in accordance with section 401 of the Companies and Allied Matters Act of Nigeria 2020. A resolution will be proposed at the Annual General Meeting to authorise the directors to determine their remuneration.

BY ORDER OF THE BOARD



**Alaba Williams**

FRC/2020/002/00000020510  
Company Secretary

Unity Bank Tower  
Plot 42, Ahmed Onibudo Street  
Victoria Island, Lagos.  
Dated this 24th day of March 2021

The background of the cover features a top-down view of a desk with a laptop, a coffee cup, and hands typing. A large, semi-transparent white hexagon is centered over the image. The text 'CORPORATE GOVERNANCE REPORT' is printed in a bold, dark blue, sans-serif font within this hexagon. The overall design is modern and professional, with a color palette of greys, oranges, and greens.

# **CORPORATE GOVERNANCE REPORT**

# Statement of Corporate Responsibility

FOR THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

Further to the provisions of section 405 of the Companies and Allied Matters Act (CAMA), 2020, we, the Managing Director/CEO and Chief Financial Officer, hereby certify the financial statements of Unity Bank Plc for the year ended 31 December 2020 as follows:

- a) That we have reviewed the audited financial statements of the Company for the year ended 31 December 2020.
- b) That the audited financial statements do not contain any untrue statement of material fact or omit to state a material fact which would make the statements misleading, in the light of the circumstances under which such statement was made.
- c) That the audited financial statements and all other financial information included in the statements fairly present, in all material respects, the financial condition and results of operation of the Company as of and for, the year ended 31 December 2020.
- d) That we are responsible for establishing and maintaining internal controls and have designed such internal controls to ensure that material information relating to Unity Bank Plc is made known to the officer by other officers of the companies, during the year ended 31 December 2020.
- e) That we have evaluated the effectiveness of the Bank's internal controls within 90 days prior to the date of audited financial statements, and certify that the Bank's internal controls are effective as of that date.
- f) That there were no significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our evaluation, including any corrective action with regard to significant deficiencies and material weaknesses.
- g) That we have disclosed the following information to the Bank's Auditors and Audit Committee:
  - (i) there are no significant deficiencies in the design or operation of internal controls which could adversely affect the Bank's ability to record, process, summarise and report financial data, and have identified for the Bank's auditors any material weaknesses in internal controls, and
  - (ii) there is no fraud that involves management or other employees who have a significant role in the Bank's internal control.



**Ebenezer Kolawole**  
Executive Director/Chief Financial Officer  
FRC/2013/ICAN/00000001964



**Tomi Somefun**  
Managing Director/CEO  
FRC/2013/ICAN/00000002231

# Corporate Governance Report

FOR THE YEAR ENDED 31 DECEMBER 2020

## COMPLIANCE STATUS

In the opinion of the Board of Directors, during the year under review, the Bank complied with the following Codes of Corporate Governance:

- a. The Central Bank of Nigeria (CBN) issued Code of Corporate Governance for Banks and Discount Houses in Nigeria 2014.
- b. The Securities and Exchange Commission (SEC) issued Code of Corporate Governance for public companies.
- c. The Nigerian Code of Corporate Governance for Public Companies which became effective in January 2019.

## SHAREHOLDERS' MEETING

The shareholders remain the highest decision making body of Unity Bank Plc, subject however to the provisions of the Memorandum and Articles of Association of the Bank, and other applicable legislation. At the Annual General Meetings (AGM), decisions affecting the Management and strategic objectives of the Bank are taken through a fair and transparent process. Such AGMs are attended by the shareholders or their proxies and proceedings at such meetings are monitored by members of the press and representatives of the Nigerian Stock Exchange, Central Bank of Nigeria, Nigeria Deposit Insurance Commission, Corporate Affairs Commission, Securities and Exchange Commission and the Bank's statutory auditors.

## OWNERSHIP STRUCTURE

At inception, the public sector ownership within the Bank was more than the regulatory threshold of 10%, the Bank had between 2006 to 2010 reduced the public sector from 70% to 30.40%.

The Bank through the 2014 Capital Raising exercise (vide Rights Issue and Private Placement) diluted the percentage of public sector shareholding in the Bank from 30.40% as at September 3, 2014 to 8.91% as at December 31, 2014. The public sector ownership currently stands at 8.28% as at 31 December 2020.

By so doing the Bank has complied fully with Clause 5:1:2 of the revised Central Bank of Nigeria (CBN) Code of Corporate Governance.

## BOARD OF DIRECTORS

The Board of Directors consists of the Chairman, Managing Director/Chief Executive Officer (MD/CEO), Executive Directors (EDs), Non-Executive Directors (Non-EDs) and Independent Directors. The Directors have diverse background covering Economics, Agricultural Economics, Management, Accounting, Psychology, Information Technology, Public Administration, Law, Engineering, and Business Administration. These competences have impacted on the Bank's stability and growth.

The office of the Chairman of the Board is distinct and separate from that of the Managing Director/Chief Executive Officer and the Chairman does not participate in running the daily activities of the Bank. There are no family ties within the Board members.

We confirm that the Chairman of the Board is not a member of any Board Committee and appointment to the Board is made by the shareholders at the Annual General Meeting upon the recommendation of the Board of Directors.

# CORPORATE GOVERNANCE REPORT

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## MEMBERSHIP OF THE BOARD OF DIRECTORS

Memberships of the Board of Directors during the year ended 31 December 2020 were as follows:

S/N	Director's Name	Position Held within the Board
1	Aminu Babangida	Board Chairman
2	Oluwafunsho Obasanjo	Non Executive Director
3	Sam N. Okagbue, <i>FCArb.</i>	Independent Director
4	Yabawa Lawan Wabi, <i>mni</i>	Non Executive Director
5	Hafiz Mohammed Bashir	Non Executive Director
6	Tomi Somefun	Managing Director/CEO
7	Temisan Tuedor	Executive Director
8	Ebenezer Kolawole	Executive Director
9	Usman Abdulqadir	Executive Director

## STANDING BOARD COMMITTEES

The Board carried out its oversight responsibilities through five (5) standing Committees whose terms of reference it reviews regularly. All the Committees have clearly defined terms of reference, which set out their roles, responsibilities and functions, scope of authority and procedures for reporting to the Board. In Compliance with Code No. 6 on industry transparency, due process, data integrity and disclosure requirement, the Board had in place the following Committees and reporting structures through which its oversight functions were performed:

- 1 Board Risk Management & Audit Committee;
- 2 Board Credit Committee;
- 3 Board Finance and General Purpose Committee;
- 4 Board Governance & Nominations Committee.
- 5 Statutory Audit Committee

## BOARD RISK MANAGEMENT AND AUDIT COMMITTEE

The Board Risk Management & Audit committee has over sight functions over the Bank's internal control systems, financial reporting, disclosure policies and practices and insulating the Bank from operational and lending risks. The Committee is responsible for overseeing on behalf of the Board and shareholders.

- The integrity of financial reporting
- The soundness and adequacy of the Bank's internal control systems
- The independence, qualification and performance of internal and external auditors
- Entrenching a culture of good corporate governance
- Overseeing the overall Risk Management of the Bank;
- Reviewing periodically, Risk Management objectives and other specific Risk Policies for consideration of the full Board;
- Evaluating the Risk Rating Agencies, Credit Bureau and other related Service Providers to be engaged by the Bank;
- Approving the internal Risk Rating Mechanism;
- Reviewing the Risk Compliance reports for Regulatory Authorities;
- Reviewing and approving exceptions to The Bank's Risk Policies;
- Review of policy violations on Risk issues at Senior Management Level;
- Certifying Risk Reports for Credits, Operations, Market/Liquidity subject to limits set by the Board;

## CORPORATE GOVERNANCE REPORT

- Evaluating the risk profile and risk management plans for major projects and new ventures to determine the impact on the
- Ensuring compliance with global best practice standards as required by the Regulators.
- Monitoring the market, Operational, Reputational, Liquidity, Compliance, Strategic, Legal and other Risks as determined by
- Any other oversight functions as may, from time to time, be expressly requested by the Board.

### REPORTING

The Board Risk Management and Audit Committee shall report its Committee business to the Board.

### MEMBERSHIP

The Committee is chaired by an independent director and comprises of a total number of Seven (7) members including One (1) Independent Director, Two (2) Executive Directors and the MD/CEO as follows:

1)	Sam N. Okagbue, <i>FCARB</i> . (Independent Director)	Chairman
2)	Oluwafunsho Obasanjo (Non-Executive Director)	Member
3)	Yabawa Lawan Wabi, <i>mni</i> (Non-Executive Director)	Member
4)	Hafiz Mohammed Bashir (Non-Executive Director)	Member
5)	Managing Director/CEO	Member
6)	ED, Risk Management & Compliance	Member
7)	ED, Finance & Operations	Member

Executive Directors are excused from the meeting when considering Audit Reports.

### BOARD CREDIT COMMITTEE

The Board Credit Committee is charged with the responsibility of evaluating and or approving all credits beyond the powers of Management from N750 Million to N1 Billion for fund based facilities and from N1.5 Billion to N2 Billion for non fund facilities. The following are its terms of reference:

### ROLES

The Role of the Committee is:

- Oversee Management's establishment of policies and guidelines, to be adopted by the Board
- Articulating the Bank's tolerances with respect to credit risk, and overseeing Management's administration of, and compliance with, these policies and guidelines.
- Oversee Management's establishment of appropriate systems (including policies, procedures, management and credit risk stress testing) that support measurement and control of credit risk.
- Periodic review of Management's strategies, policies and procedures for managing credit risk, including credit quality administration, underwriting standards and the establishment and testing of provisioning for credit losses.
- Overseeing the administration of the Bank's credit portfolio, including Management's responses to trends in credit risk, credit concentration and asset quality.
- Coordinate as appropriate its oversight of credit risk with the Board Risk Management Committee in order to assist the Committee in its task of overseeing the Bank's overall management and handling of risk.
- Evaluate and or approve all credits beyond the powers of the Executive Management.

## CORPORATE GOVERNANCE REPORT

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- viii. Ensure that a qualitative and profitable Credit Portfolio exist for the Bank.
- ix. Evaluate and recommend to the Board all credits beyond the Committee's powers.
- x. Review of credit portfolio within its limit in line with set objectives.
- xi. Review of classification of credit advances of the Bank based on prudential guidelines on quarterly basis.
- xii. Approving the restructuring and rescheduling of credit facilities within its powers;
- xiii. Write-off and grant of waivers within powers delegated by the Board;
- xiv. Review and monitor the recovery of non-performing insider related loans.

### MEMBERSHIP

The Committee has seven (7) members comprising of four (4) Non-Executive Directors and three (3) Executive Directors as follows:

i.	Oluwafunsho Obasanjo (Non Executive Director)	Chairperson
ii.	Sam N. Okagbue, <i>FCARB</i> . (Independent Director)	Member
iii.	Yabawa Lawan Wabi, <i>mni</i> (Non Executive Director)	Member
iv.	Hafiz Mohammed Bashir (Non Executive Director)	Member
v.	Managing Director/CEO	Member
vi.	ED, Risk Management & Compliance	Member
vii.	ED, South Bank	Member

### BOARD FINANCE AND GENERAL PURPOSE COMMITTEE

The Finance & General Purpose Committee of the Board has oversight function on capital and operational expenditures of the Bank as well as staff matters. Its terms of reference are as follows:

1. Periodic review of the Bank's Strategic Plans inclusive of required Organisational Structure to drive the plans;
2. Review of the Bank's Annual Budget and on quarterly basis, Budget variances.
3. Measuring actual performance against budget by reviewing Management accounts and operating results
4. Hire, Fire and Promote staff of Principal Manager grade and recommendations on such issues of staff on grades of AGM and above to the Board;
5. Monitor compensation arrangements to ensure that the Bank is attracting and retaining highly qualified staff through competitive salary and benefits, programmes and awards;
6. Review long range planning for Top and Senior Management development and succession;
7. Review the recommendation of Management for the total size and distribution of the Annual incentive Bonus and approve such amounts or recommend to the Board.

## CORPORATE GOVERNANCE REPORT

### MEMBERSHIP

The Committee comprises Seven (7) Members and the Chairman is a Non-Executive Director. The Membership of the Committee is as follows:

1	Hafiz Mohammed Bashir	Chairman
2	Oluwafunsho Obasanjo	Member
3	Sam N. Okagbue, <i>FCArb.</i>	Member
4	Yabawa Lawan Wabi, <i>mni</i>	Member
5	Managing Director/CEO	Member
6	ED, Finance & Operations	Member
7	ED, South Bank	Member

### BOARD GOVERNANCE & NOMINATIONS COMMITTEE (BG&NC)

The BG&NC concentrates on Board Compensations and Appointment matters with the following terms of Reference and Membership:

#### Functions

- The Committee shall consider matters relating to the composition of the Board and Board Committees.
- The Committee shall handle matters relating to Board remunerations and appointment.
- The Committee shall determine the remuneration, incentive arrangements and benefits of the Chairman of the Board.
- The Committee shall determine the incentive arrangements and benefits of the Executive and Non-Executive Directors of the Bank within the limits imposed by Regulatory Authorities.
- The Committee shall determine the remuneration of Executive Directors.
- Review and submit to the full Board, recommendations concerning renewal of Executive Directors' contract, their compensation plans and perquisites and ensure that their packages are competitive.
- The Committee shall recommend any proposed change(s) to the Board.
- The Committee shall keep under review the need for appointments and prepare a description of the specific experience and abilities needed for each Board appointment, consider candidates for appointment as either
  - Executive or Non-Executive Directors and recommend such Appointments to the Board.
- Review the tenor of Non-Executive Directors on the Board and Board Committee assignments and other commitments to the Bank.
- Recommend to the Board renewal of appointment of Executive/Non Executive Directors at the end of their 1st and 2nd term of office based on the outcome of review of Directors performance.
- Advise the Board on succession planning regarding the roles of the Chairman, Chief Executive Officer and Executive
- Advise the Board on the contents of the Directors Annual Remuneration Report to shareholders.

## CORPORATE GOVERNANCE REPORT

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- To obtain outside or other independent professional advice from third parties with relevant experience in connection with the matters within the Committee's Terms of Reference and establish the selection criteria and to select, appoint and set the terms of payment for any "Remuneration Consultant" engaged by the Committee to advise it.
- To consider and decide on such matters as the Board may refer to it.
- To establish the criteria for Board and Board Committee Memberships.
- To review candidates' qualifications and any potential conflict of interest.
- To assess the contribution of Directors in connection with their re-nomination and make recommendations to the Board.
- To prepare a job specification for the Chairman's position, including an assessment of time commitment required of the candidate;
- To periodically evaluate the skills, knowledge and experience required on the Board
- To make recommendations on experience required by Board Committee Members, Committee Appointments and Removal,
- Operating Structure, Reporting and other Committee Operational matters;
- To provide input to the Annual Report of the Bank in respect of Directors' compensation;
- To ensure that the Board evaluates itself on an Annual basis;
- To review and make recommendations to the Board for approval of the Bank's organizational structure and any proposed amendments.
- Establish and maintain remuneration, recruitment, retention, incentive and termination policies and practices for Senior Management Staff in line with best practice and the highest standard of Corporate Governance.
- The remuneration policies of the Bank in general.
- Recommending to the Board policies and processes for effective and dynamic leadership and governance.
- Advising and recommending board education, training, retreats, and orientation for new members.
- Ensuring that the Bank maintains remuneration and incentive policies and practices that are competitive, fair, and in line with best practice in order to attract and retain good hands.
- Recommend a Board succession plan to allow for orderly and smooth succession on the Board.
- The Committee shall ensure that the remuneration of Executives and Board members align with the long term interest of the Bank and its shareholders.
- The Committee shall ensure that the level of remunerations is sufficient to attract, retain and motivate executive officers of the Bank which shall be balanced against the Bank's interest in not paying excessive remuneration.

## CORPORATE GOVERNANCE REPORT

### MEMBERSHIP

The Committee shall comprise of a minimum of four (4) members made up of only Non-Executive Directors with the expertise and independence to carry out their responsibilities and duties effectively. The Membership of the Committee is as follows:

·	Yabawa Lawan Wabi, <i>mni</i>	Chairperson
·	Oluwafunsho Obasanjo	Member
·	Sam N. Okagbue, <i>FCArb.</i>	Member
·	Hafiz Mohammed Bashir	Member

### STATUTORY AUDIT COMMITTEE

The Statutory audit committee has oversight functions over the Bank's internal control systems, financial reporting, disclosure policies and practices.

This comprise of equal number of Shareholders representative and Board Members not exceeding six (6). The function of the committee is to ensure:

- The integrity of financial reporting
- The soundness and adequacy of the Bank's internal control systems
- The independence, qualification and performance of internal and external auditors
- Entrenching a culture of good corporate governance

The Committee's terms of reference are defined under the following;

#### General

- Ensure that there is an open avenue of communication between the Internal Auditors and the Board and confirm the Auditors' respective authority and responsibilities.
- Oversee and appraise the scope and quality of the audits conducted by the Internal and External Auditors.
- Review annually, and if necessary propose for formal Board adoption, amendments to the Committee's terms of reference.

#### Financial Statement

- Review the Bank's annual, half year and quarterly financial results, and other published information to satisfy itself that they meet all statutory requirements, Securities & Exchange Commission (SEC) requirements, appropriate Financial Reporting Standards and, that there are no unsettled issues of significance between the Management and the Internal Auditors which could affect the truth and fairness of the Statements.
- Review annually the accounting policies of the Bank and make recommendations to the Board.

#### Internal Audit

- Review and assess the annual internal audit plan.
- Receive and review on quarterly basis, Internal Auditors Reports of the Bank, especially reports on efficiency, cost control and budgetary prudence.
- Review and monitor Management's responsiveness to the findings and recommendations of the Internal Auditors.
- Review the Bank's internal financial controls and risk management systems and submit these reviews and its recommendations to the Board.

## CORPORATE GOVERNANCE REPORT

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- Consider and review with the external auditors the adequacy of the Bank's systems of internal control (including computerized information systems) and the integrity of the Bank's Financial Statement and its accounts.
- Review promptly all material Reports on the Bank from the internal auditors.
- Ensure that appropriate action is taken on issues arising from such reports.
- Review the activities, resources, organizational structure and the operational effectiveness of internal audit, and where appropriate, make recommendations to the Board.

### External Audit

- The Committee shall meet with both the external Auditors and Chief Financial Officer of the Bank to review the scope of the proposed audit for the year and the procedures to be utilized.
- Review with the external auditor and Management, material accounting and financial reporting policies, practices and procedures used by the Bank.
- Review and discuss both with Management and the External Auditor, audited financial statement and other key financial disclosures prior to their release.
- Oversee the independence, qualifications and performance of the Bank's external auditors.
- Consider proposals for the appointment and compensation of External Auditors.

### Whistle Blowing

- Review arrangements by which staff/stakeholders/general public may, in confidence, raise concerns about possible improprieties in matters of financial reporting or other matters. The Committee will ensure that arrangements are in place for the proportionate and independent investigation and follow-up of such matters.
- Global best practice however requires that a direct channel of communication is established between the whistle blower and the authority to take action (Investigate or cause to be investigated the matter being blown). The direct channel should be through the Board Audit Committee.

### Regulatory Reports

- Examine CBN/NDIC examination Reports, Management responses and make recommendations.
- Receive regular reports on significant litigation and financial commitments and potential liability (including tax) issues that have a material impact on the Bank's financial condition or reputation.

### Reporting

- The Statutory Audit Committee shall report its Committee business to the Board.

### MEMBERSHIP

The Committee comprises of a total number of Six (6) members made up of three (3) Shareholders representative and three (3) Non-Executive Directors

1	Sunday B Akinniyi (Shareholder's representative)	Chairman
2	Funke T. Shodeinde (Shareholder's representative)	Member

## CORPORATE GOVERNANCE REPORT

3	Ahmed U. Ndanusa (Shareholder's representative)	Member
4	Yabawa Lawan Wabi, <i>mni</i> (Non-Executive Director)	Member
5	Sam N. Okagbue, <i>FCArb.</i> (Independent Director)	Member
6	Oluwafunsho Obasanjo (Non-Executive Director)	Member

### REMUNERATION OF DIRECTORS

The Shareholders, at the Bank's Annual General Meeting, set and approve the annual remuneration of members of the Board of Directors. The annual emoluments of the Directors are stated in Note 33c of the Financial Statement.

### ATTENDANCE OF BOARD AND COMMITTEE MEETINGS

The table below shows the frequency of meetings of the Board of Directors and Board Committees, as well as Members' attendance from January 1, 2020 to December 31, 2020.

#### BOARD MEETING DATES AND ATTENDANCE OF DIRECTORS FOR 2020:

	Board	Board Credit Committee	Board Risk Management & Audit Committee	Board Governance & Nomination Committee	Statutory Audit Committee	Board Finance & General Purpose Committee
Date of meetings	21/02/2020	11/02/2020	10/02/2020	11/02/2020	03/02/2020	12/02/2020
	14/05/2020	12/05/2020	19/03/2020	11/11/2020	19/03/2020	13/05/2020
	14/08/2020	10/06/2020	11/05/2020		04/05/2020	12/08/2020
	12/11/2020	11/08/2020	10/08/2020		06/08/2020	10/11/2020
		11/11/2020	09/11/2020	07/12/2020	02/11/2020	07/12/2020
Number of Meetings	4	5	6	2	6	4
Aminu Babangida	4	N/A	N/A	N/A	N/A	N/A
Oluwafunsho Obasanjo	4	5	5	2	6	4
Sam N. Okagbue, <i>FCArb.</i>	4	5	6	2	6	4
Yabawa Lawan Wabi, <i>mni</i>	4	5	6	2	6	4
Hafiz Mohammed Bashir	4	5	6	2	N/A	4
Tomi Somefun	4	5	5	N/A	N/A	4
Temisan Tuedor	4	4	N/A	N/A	N/A	3
Ebenezer A. Kolawole	4	N/A	5	N/A	N/A	3
Usman Abdulquadir	4	5	5	N/A	N/A	N/A

### INTERNAL AUDIT

The Bank has staff within the internal audit function separate from operational and management Internal control Charter for its internal audit exercise. The Charter isolates and insulates the Internal Audit Division from the control and influence of the Executive Management so as to independently review the Bank's operations. Under the Charter, the Internal Auditors' report is submitted directly to the Statutory Audit Committee.

### EXECUTIVE MANAGEMENT COMMITTEE

The Executive Management Committee (EXCO) reviews and approves credit facilities up to its limit and an amount above its limit goes to the Board Credit Committee for review and approval. The Committee meets once a month or as the need arises.

Membership of the Executive Management Committee (EXCO) is made up of the Managing Director/Chief Executive Officer as Chairman with all Executive Directors as Members.

## CORPORATE GOVERNANCE REPORT

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### **FUNCTIONS OF THE COMMITTEE**

The Committee is charged with the responsibility of evaluating and or approving all credits beyond the powers of the Managing Director from N251Million to N750 Million for fund based facilities and N1.5 Billion for non fund facilities. The following are its terms of reference:

- Overseeing and monitoring the day-to-day operations of the Bank.  
Consideration of budget proposal and recommendation of same to the Finance & General Purpose Committee of the Board (F&GPC).
- Monitoring of the Bank's Management Accounts and Operating Results with a view to ensure that the Bank attains its budget. Establishment and maintenance of the Bank's relationship with other banks which include: opening bank accounts, establishing the mandate and list of authorized signatories for the operation of such accounts, acceptance of banking facilities within defined limits.
- Consideration of Staff issues that include employment, promotion and discipline of defined cadre of staff.
- Make recommendations to the F & GPC on recruitment, promotion and discipline of staff of Principal Manager grade level and above.
- Approval of capital expenditure within the monetary limits set by the Board.
- Evaluation and approval of credits within approval limits set by the Board.
- Evaluation and recommendation of all credits beyond its powers to the Board Credit Committee or the Board.
- Write-off and grant of waivers within powers delegated to it by the Board.
- Recommendation of write-off and waivers above its limit to the Board Credit Committee or the Board.
- Monitoring the overall risk management of the Bank.
- Formulation of policies necessary for the successful running of the Bank.
- Such other matters as may be specifically delegated to the Committee by the Board.
- Reports on its activities to the Board.

### **ASSETS AND LIABILITY COMMITTEE (ALCO)**

The Assets and Liability Committee meets bi-monthly to consider the financial position of the Bank. It manages the Assets and Liabilities of the Bank, measures the performance of same within budgetary limits and assesses regulatory compliance in this regard.

### **MEMBERSHIP**

Membership of the Assets and Liability Committee (ALCO) is as follows:

Chairman:	Executive Director, South South/South East & Franchise Business
Members:	Executive Director, Finance & Operations Executive Director, Risk Management & Compliance Chief Risk Officer (CRO) Head, Lagos & West Head, Abuja & Central Head, Loan Recovery
Secretary	Treasury Group

# CORPORATE GOVERNANCE REPORT

## **FUNCTIONS OF THE ASSETS AND LIABILITY COMMITTEE**

- Ensure optimal liquidity and pricing;
- Identify & shore up weak points in the Bank's Assets and Liability profiles;
- Identify opportunities in the economy.

## **MANAGEMENT IT STEERING COMMITTEE**

Membership of the Management IT Steering Committee is as follows:

Chairman:	Group Head, IT & Operations Directorate
Members:	Executive Director, Finance & Operations Executive Director, Risk Management & Compliance Head, Lagos & West Head, Abuja & Central Head, Information Technology Chief Risk Officer (CRO) Group Head, Internal Control Group Head, Internal Audit
Secretary:	Information Technology Department

## **FUNCTIONS OF THE MANAGEMENT IT STEERING COMMITTEE ARE AS FOLLOWS:**

- IT Policy formulation
- Alignment to the Banks strategy
- Ensure project direction and milestones monitoring
- Budgetary authority

## **MANAGEMENT CREDIT COMMITTEE**

The Management Credit Management Committee oversees the establishment and management of written policy on the overall Credit Management system. It provides guidelines and standards to administer the acceptance and on-going management of all risks. The Committee also ensures compliance with established policies through periodic review of credits, on periodic basis, the Committee re-evaluates the Bank's credit risk portfolio to accommodate major changes in the internal and external factors. The Committee meets monthly and renders report to the Executive Management Committee through its Secretariat.

## **MEMBERSHIP**

The Committee has the following membership:

Chairman:	Executive Director, South South/South East & Franchise Business
Members:	Executive Director, Risk Management & Compliance Executive Director, Finance & Operations Head, Lagos & West Head, Abuja & Central Chief Risk Officer (CRO); Divisional Head, Company Secretary & Legal Services; Group Head, Internal Audit; Group Head, Operations & IT; Group Head, Internal Control;
Secretary:	Risk Management Group

# CORPORATE GOVERNANCE REPORT

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## FUNCTIONS OF THE COMMITTEE:

- Establish the Bank's credit risk profile and manage the profile to be in line with the Bank's risk appetite.
- Review and ensure the adequacy of credit risk management framework bank- wide.
- Ensure appropriate pricing of the Bank's activities in line with their risk profile.
- Ensure the implementation of risk-based pricing model and risk adjusted performance management system bank-wide.
- Review periodic credit risk reports with a view to making necessary remedial recommendations.
- Review adequacy of controls bank-wide.
- Review the credit risk profile of new products, projects, new branches and make recommendations for Management approval or decline of same.
- Review adequacy of business continuity and contingency plans bank-wide.
- Monitor implementation of remedial actions by concerned departments.
- Recommend risk-financing counterparties to Management for consideration

## RISK MANAGEMENT

The Board of Directors and Management of Unity Bank Plc are committed to establishing and sustaining best practices in Risk Management in line with international practice. For this purpose, the Bank operates a centralized Risk Management and Control Division, with responsibility to ensure that the Risk Management processes are implemented in compliance with Policies approved by the Board of Directors.

The Board of Directors determines the Bank's goals, in terms of risk, by issuing a Risk Policy. The Policy both defines acceptable levels of risk for day-to-day operations as well as the Bank's willingness to incur risk, weighed against the expected rewards. The Risk Policy is detailed in the Enterprise Risk Management (ERM) Framework, which is a structured approach to identifying opportunities, assessing the risk inherent in these opportunities and managing these risks proactively in a cost effective manner. It is a top-level integrated approach to events identification, analysis, assessment, monitoring and identification of business opportunities. Specific policies are also in place for managing risks in the different risk area of Credit, Market and Operational Risks.

The evolving nature of Risk Management practices and the dynamic character of the banking industry necessitate regular review of the effectiveness of each Enterprise Risk Management component. In the light of this, the Bank's Enterprise Risk Management Framework is subject to continuous review to ensure effective Risk Management. The review is done in either or both of the following ways:

Continuous self evaluation and monitoring by the Risk Management and Control Division in conjunction with Internal

- Control; and
- Independent evaluation by External Auditors and Examiners.

## CORPORATE GOVERNANCE REPORT

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### **Implementation of Code of Corporate Governance**

In compliance with sections of the code, the Bank has established a Compliance Division with responsibilities of implementing Code of Corporate Governance in addition to monitoring compliance of the Money Laundering requirements.

In compliance with section 5.3.1 of the code of Corporate Governance, we have established an alert menu on our web site

- where all stakeholders can access and provide useful information or grievances on any issues that directly and /or indirectly affect them or the Bank.
- The Chairman of the Board does not serve as Chairman/Member of any of the Board Committees;
- The Bank's organizational chart approved by CBN reflects clearly defined lines of responsibility and hierarchy;

The Bank also has in place, a system of internal control, designed to achieve efficiency, effectiveness of operations, reliability

- of and regulations at all levels of financial reporting and compliance with applicable laws.

### **Security Trading Policy**

In compliance with section 14 of Nigerian Stock Exchange (NSE) amended rules, the Bank has developed a security trading policy and it is being adhered to by the Board, management and staff.

# Statement of Directors' Responsibility

IN RELATION TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

The Board of directors accept responsibility for the preparation of the annual financial statements that give a true and fair view in accordance with International Financial Reporting Standards and in the manner required by the Companies and Allied Matters Act (CAMA) 2020, Financial Reporting Council of Nigeria Act, 2011, Banks and other Financial Institutions Act, 2020 and relevant Central Bank of Nigeria (CBN) Guidelines and Circulars.

The directors further accept responsibility for maintaining adequate accounting records as required by the Companies and Allied Matters Act (CAMA), 2020 and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement whether due to fraud or error.

The directors have made assessment of the Bank's ability to continue as a going concern and have no reason to believe that the Bank will not remain a going concern other than as disclosed in note 35 of the financial statements.

The financial statements of the Bank for the period ended 31 December 2020 was approved by the Directors on the 24th March 2021.

On behalf of Directors of the Bank;



**Tomi Somefun**  
Managing Director/CEO  
FRC/2013/ICAN/00000002231



**Aminu Babangida**  
Chairman  
FRC/2018/IODN/00000018507

# Report of the Statutory Audit Committee

FOR THE PERIOD ENDED 31 DECEMBER 2020

TO THE MEMBERS OF UNITY BANK PLC

In accordance with the provisions of section 404 of the Companies and Allied Matters Act (CAMA) 2020, we confirm that the accounting and reporting policies of the Bank conformed with the Statutory requirements and agreed ethical practices.

In our opinion, the scope and planning of both the internal and external audits for the period ended 31 December 2020 were adequate. We have also received, reviewed and discussed the auditors' findings on management matters. We are totally in agreement with the External Auditors' findings and expressed our views on these matters to Management.

The committee reviewed the Audit report on insider related-party transactions and was satisfied with management responses thereon.

The internal control system of the Bank was also being constantly and effectively monitored.

Dated 24th March 2021.



**Sunday Babatunde Akinniyi**  
Chairman, Audit Committee  
FRC/2013/ICAN/00000003623

- |                                  |   |          |
|----------------------------------|---|----------|
| 1. Sunday Babatunde Akinniyi     | - | Chairman |
| 2. Funke Titilayo Shodeinde      | - | Member   |
| 3. Ahmed Umar Ndanusa            | - | Member   |
| 4. Yabawa Lawan Wabi, <i>mni</i> | - | Member   |
| 5. Sam N. Okagbue, <i>FCArb.</i> | - | Member   |
| 6. Oluwafunsho Obasanjo          | - | Member   |



# SOCIETY FOR CORPORATE GOVERNANCE NIGERIA

*...committed to the development of corporate governance*

## Board Evaluation Report

FOR THE BOARD OF UNITY BANK PLC

### EXECUTIVE SUMMARY

The Society for Corporate Governance Nigeria was engaged to conduct an independent evaluation/assessment of the performance of the Board of Unity Bank Plc for 2020 as part of stipulated regulatory requirement.

### SCOPE

The scope of the evaluation covered the following areas:

- Composition, commitment, and alignment of the skills/qualifications of Directors to business requirement and performance
- Composition/effectiveness of the Committees
- Compliance with existing Regulatory requirement
- Effectiveness of Directors in delivery of their fiduciary responsibilities
- Effective transparency and disclosure channels

Below is a summary of our findings:

#### Leadership:

The Board Chairman exhibits a leadership style that promotes an environment that encourages and supports the active participation and contribution of Board Members at meetings. The position of the Chairman and Managing Director are held by separate individuals, which shows clear separation of powers between both offices. The Chairman is also not a member of any Board Committee in line with Regulatory requirements.

#### Board Meetings:

The Board met four (4) times with an aggregate attendance of 100% in the period under review. Meetings held were constructive, aligned to the Agenda and Directors gave useful contributions. Board packs were circulated to directors to better prepare for these meetings.

#### Board Composition & Capacity:

The Board had four (4) Executive Directors, one (1) Independent Non-Executive Director and four (4) Non-Executive Directors, whose knowledge and understanding span across their diversity, experience, knowledge of the business, financial and economic environment.

#### Board Committees:

The Board has five (5) Committees namely: - Board Credit Committee, Board Risk Management & Audit Committee, Board Finance & General Purpose Committee, Board Governance & Nominations Committee and Statutory Audit Committee.

#### Board Oversight Functions:

All Policy documents were sighted and assessed for content and relevance and were found to be detailed, comprehensive, and articulate in efficiently guiding business processes and mitigating risk exposures.

## BOARD EVALUATION REPORT

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**Strategy & Planning:**

The Board takes its strategic oversight seriously, setting strategic initiatives and direction for the Company.

**Transparency and Accountability:**

The Bank's communications are in plain language, readable, and understandable. Stakeholders have a true picture of the Bank's Financial position.

**Director Appointment & Development:**

The Bank has a formal induction programme for new directors which familiarizes them with the Bank's operations, plans and their fiduciary duties as directors. Board members are encouraged to participate in regular and continuous learning programmes to keep abreast of trends in the business and regulatory environment.

**Risk Management & Compliance:**

The Board has a Risk Management Framework for adequately managing risk exposures and ensuring effective internal control systems.

Based on the analysis of the result, the Board of Directors of Unity Bank Plc have demonstrated dedication and commitment to the growth and success of the Bank. This is demonstrated by their contributions, individual performance, attendance at Board and Committee meetings and the depth of discussions and resolutions arrived at during these meetings. There is also an alignment between the competencies of Directors and the requirements / needs of the Bank.

In line with CBN Code and Nigerian Code of Corporate Governance, we have found Unity Bank Plc to a large extent compliant in regulatory requirements and recommended best practices.

In as much as there is still room for improvement and continuous drive for effectiveness, we are happy to state that the Board of Unity Bank Plc conducted its affairs in an acceptable and satisfactory manner in 2020.

**SOCIETY FOR CORPORATE GOVERNANCE NIGERIA****Chioma Mordi (Mrs.)**

Chief Executive Officer  
FRC/2014/NIM/00000007899

# Convenient Banking

# \*7799#

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# INDEPENDENT AUDITOR'S REPORT



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# Independent Auditor's Report

TO THE SHAREHOLDERS OF UNITY BANK PLC.

## Report on the Audit of the Financial Statements

### Opinion

We have audited the financial statements of Unity Bank Plc (the Bank), which comprise:

- the statement of financial position as at 31 December 2020;
- the statement of profit or loss and other comprehensive income;
- the statement of changes in equity;
- the statement of cash flows for the year then ended; and
- the notes, comprising significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the Bank as at 31 December, 2020, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRSs) and in the manner required by the Companies and Allied Matters Act (CAMA), 2020 and the Financial Reporting Council of Nigeria Act, 2011, the Banks and Other Financial Institutions Act, 2020 and relevant Central Bank of Nigeria (CBN) Guidelines and Circulars.

### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Bank in accordance with International Ethics Standards Board for Accountants International Code of Ethics for Professional Accountants (including International Independence Standards) (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements in Nigeria and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Material Uncertainty Related to Going Concern

We draw attention to Note 35 of the financial statements, which indicates that as at 31 December 2020, the Bank's total liabilities exceeded its total assets by N275 billion and the Bank did not meet the required minimum Capital Adequacy Ratio (CAR) of 10% and the minimum capital requirement of N25 billion for a national bank as required by the Central Bank of Nigeria (CBN). As stated in Note 35, these events and

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#### Partners:

Adegoke A. Oyelami	Chibuzor N. Anyanechi	Martins I. Arogie	Olutoyin I. Ogunlowo
Adekunle A. Elebute	Chineme B. Nwigbo	Mohammed M. Adama	Oluwafemi O. Awotoye
Adetola P. Adeyemi	Elijah O. Oladunmoye	Nneka C. Eluma	Oluwatoyin A. Gbagi
Adewale K. Ajayi	Goodluck C. Obi	Olaimpe S. Afolabi	Tayo I. Ogungbenro
Ajibola O. Olomola	Ibitomi M. Adepoju	Oladimeji I. Salaudeen	Temitope A. Onitiri
Akinyemi Ashade	Ijeoma T. Emezie-Ezigbo	Olanike I. James	Tolulope A. Odukale
Ayobami L. Salami	Joseph O. Tegbe	Olufemi A. Babem	Victor U. Onyenkpa
Ayodele A. Soyinka	Kabir O. Okunlola	Olumide O. Olayinka	
Ayodele H. Othiwiwa	Lawrence C. Amadi	Olusegun A. Sowande	



conditions, along with other matters as set forth in Note 35, indicate that a material uncertainty exists that may cast significant doubt about the Bank's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period.

These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. In addition to the matter described in the Material Uncertainty Related to Going Concern section, we have determined the matters described below to be the key audit matters to be communicated in our report

### **Expected Credit Loss on Loans and Advances to Customers**

The determination of expected credit loss (ECL) allowance requires the application of certain financial indices which are estimated from financial data obtained from within and outside the Bank as inputs, into complex financial models. The approach used in estimating the ECL allowance on loans and advances to customers is based on whether there is a significant increase in credit risk on the loan portfolio. Where there is evidence of a significant increase in credit risk on loans and advances to customers, the ECL allowance is estimated from losses expected to result from default events over the life of the loans. Where there is no evidence of significant increase in credit risk for loans and advances to customers, the ECL allowance is recognized based on an estimate of the losses expected to result from default events within 12 months after the reporting date. The estimate of the expected credit losses is an output of the model, with the key assumptions being the:

- Possibility of a loan becoming past due and subsequently defaulting; and
- Rate of recovery on the loans that are past due and in default.

The Bank incorporates forward-looking information into the measurement of ECL allowance. This includes assumptions of the impact of changes in the economic environment on the calculation of ECLs of loans and advances.

The ECL allowance on loans and advances to customers is considered to be of most significance in the audit due to the high level of subjectivity, judgments and assumptions applied by management in estimating the impact of key assumptions on the recoverability of loan and advances to customers, including the application of industry knowledge and future economic conditions in arriving at the level of credit loss required.

### **How the matter was addressed in our audit**

Our procedures included the following:

- We evaluated the design, implementation and operating effectiveness of the key controls over the impairment assessment process.
- We assessed whether the staging of loans and advances on a sample basis used in the ECL allowance measurement was consistent with the Bank's impairment policy manual
- We assessed the appropriateness of the Bank's determination of significant increase in credit risk and the resultant classification of loans into the various stages by examining the performance of the loans and advances on a sample basis. For loans and advances which have shown a significant increase in credit risk, we evaluated the level of past due obligations and qualitative factors such as available industry information about the obligors to determine whether the Bank should make



## INDEPENDENT AUDITOR'S REPORT

an estimate based on the losses expected to result from default events within a year or defined default events over the life of the facilities.

- We also agreed significant loans and advances to relevant documentation such as loan agreements, repayment schedules and the bank statements.

With the assistance of our financial risk management specialists, we tested the key data and assumptions for the data input into the ECL model used by the Bank and the reasonableness of the expected credit loss charged by:

- Challenging the reasonableness of the Bank's ECL methodology, considering whether it reflects unbiased and probability-weighted amounts that is determined by evaluating a range of possible outcomes, the time value of money and reasonable and supportable information at the reporting date about past events, current conditions and forecasts of future economic condition.
- Assessing the appropriateness of the Bank's forward-looking assumptions by assessing management's assumptions with publicly available information from external sources.
- Assessing the appropriateness of the approach and significant assumptions for determining the Probability of Default (PD) and Loss Given Default (LGD) used by the Bank in its ECL calculation by determining whether the data applied from external sources are aligned with the generally available data; and
- Re-performing the calculations of impairment allowance for loans and advances as at 31 December 2020 using the Bank's impairment model.

The Bank's accounting policy on impairment and related disclosures on credit risk are shown in notes 3.2 and 18 of these financial statements.

### **Other Information**

The Directors are responsible for the other information. The other information comprises the Corporate Information, Directors' Report, Corporate Governance Report, Report of the Statutory Audit Committee, Statement of Directors' Responsibilities in Relation to the Financial Statements, and Other National Disclosures which we obtained prior to the date of this auditors' report but does not include the financial statements and our auditor's report thereon.

Other information also includes Financial Highlight, Executive Summary, Profile of the Board of Directors, Report of the Board and Management Board Evaluation Report, Principal Officers, Corporate Social Responsibility Report, Branch Network Information, Product Information, Electronic Channels and Shareholder Information and the notice of Annual General Meeting together the "Outstanding reports", which are expected to be made available to us after that date.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

**Responsibilities of the Directors for the Financial Statements**

The Directors are responsible for the preparation of financial statements that give a true and fair view in accordance with IFRSs and in the manner required by the Companies and Allied Matters Act (CAMA), 2020 and the Financial Reporting Council of Nigeria Act, 2011, the Banks and Other Financial Institutions Act, 2020 and relevant Central Bank of Nigeria (CBN) Guidelines and Circulars, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Bank's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Bank or to cease operations, or have no realistic alternative but to do so.

**Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Bank's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Bank to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Statutory Audit Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Statutory Audit Committee with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with the Statutory Audit Committee, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### **Report on Other Legal and Regulatory Requirements**

*Compliance with the requirements of Schedule 5 of the Companies and Allied Matters Act (CAMA), 2020*

- i. We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit.
- ii. In our opinion, proper books of account have been kept by the Bank, so far as appears from our examination of those books (and proper returns adequate for the purposes of our audit have been received from branches not visited by us).
- iii. The Bank's statement of financial position and statement of profit or loss and other comprehensive income are in agreement with the books of account and returns;

*Compliance with Section 26 (3) of the Banks and Other Financial Institutions Act, 2020 and Central Bank of Nigeria circular BSD/1/2004*

- i. The Bank paid penalties in respect of contravention of the Banks and Other Financial Institutions Act, 2020 during the year ended 31 December 2020. Details of penalties paid are disclosed in note 38 to the financial statements.
- ii. Related party transactions and balances are disclosed in note 33 to the financial statements in compliance with the Central Bank of Nigeria circular BSD/1/2004.



**Akinyemi Ashade, FCA**  
FRC/2013/ICAN/00000000786

For: KPMG Professional Services  
Chartered Accountants  
19 April 2021  
Lagos, Nigeria



# Statement of Profit or Loss

AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2020

	Notes	2020 N'000	2019 N'000
Interest income	6	39,119,457	35,947,977
Interest expense	7	(21,372,315)	(19,454,646)
<b>Net interest income</b>		<b>17,747,142</b>	<b>16,493,331</b>
Fee and commission income	8	5,218,596	4,977,761
<b>Fee and commission income</b>		<b>5,218,596</b>	<b>4,977,761</b>
Net trading (loss)/ income	9	(3,817,048)	329,291
Other operating income	10	2,188,267	3,332,242
		(1,628,781)	3,661,533
<b>Total operating income</b>		<b>21,336,957</b>	<b>25,132,625</b>
Net remeasurment of ECL allowance on financial assets	11	4,127,332	(1,921,923)
<b>Net operating income</b>		<b>25,464,289</b>	<b>23,210,702</b>
Personnel expenses	12	(10,408,996)	(9,436,816)
Depreciation of property and equipment	21	(1,695,656)	(1,708,636)
Amortisation of intangible assets	22	(47,224)	(48,817)
Other operating expenses	13	(11,089,219)	(8,374,321)
<b>Total operating expenses</b>		<b>(23,241,095)</b>	<b>(19,568,590)</b>
<b>Profit before tax</b>		<b>2,223,194</b>	<b>3,642,112</b>
<b>Minimum tax expense</b>	14	<b>(114,678)</b>	<b>(222,680)</b>
<b>Income tax expense</b>	14	<b>(22,123)</b>	<b>(36,243)</b>
<b>Profit after tax</b>		<b>2,086,393</b>	<b>3,383,189</b>
<b>Profit for the year</b>		<b>2,086,393</b>	<b>3,383,189</b>
<b>Other comprehensive income</b>			
<i>Items that will never be reclassified to profit or loss:</i>			
Fair value movements on equity instruments at FVOCI	31	505,315	438,373
<i>Items that are or may be reclassified to profit or loss:</i>			
Net reclassification adjustment of realised losses to profit or loss	31	4,509,300	-
Net changes in fair value on Debt securities at FVOCI during the year	31	(3,654,916)	1,697,205
<b>Other comprehensive income for the year, net of tax</b>		<b>1,359,699</b>	<b>2,135,578</b>
<b>Total comprehensive income for the year, net of tax</b>		<b>3,446,092</b>	<b>5,518,767</b>
<b>Earnings per share</b>			
Basic earnings per share (kobo)	15	17.85	28.94
Diluted earnings per share (kobo)	15	17.85	28.94

The accompanying notes are an integral part of these financial statements.

# Statement of Financial Position

	Notes	31 DEC 2020 N'000	31 DEC 2019 N'000
<b>Assets</b>			
Cash and balances with Central Bank	16	99,266,770	14,209,138
Due from banks	17	33,065,169	33,725,276
Loans and advances to customers	18	202,080,855	104,017,725
Investment Securities:			
At fair value through other comprehensive income	19a	62,839,611	87,262,055
Debt instruments at amortised cost	19b	64,379,307	29,209,131
Property and equipment	21	21,915,364	21,963,559
Intangible assets	22	148,836	136,201
Other assets	20	8,324,417	2,528,985
Deferred tax assets	23	-	-
<b>Total assets</b>		<b>492,020,329</b>	<b>293,052,070</b>
<b>Liabilities</b>			
Due to other banks	24	106,699,353	108,240,698
Deposits from customers	25	356,615,192	257,691,182
Borrowings	26	264,873,635	183,303,723
Current tax liabilities	27	499,184	621,306
Other liabilities	28	38,741,646	22,044,718
Employee benefit liabilities	29	1,115	6,331
<b>Total liabilities</b>		<b>767,430,125</b>	<b>571,907,958</b>
<b>Equity</b>			
Share capital	30	5,844,669	5,844,669
Share premium	30	10,485,871	10,485,871
Statutory reserve	30	12,750,174	12,437,215
Accumulated deficit	30	(372,722,376)	(374,443,951)
Non distributable Regulatory Risk Reserve	30	51,859	-
Other reserves	31	68,180,007	66,820,308
<b>Total equity</b>		<b>(275,409,796)</b>	<b>(278,855,888)</b>
<b>Total liabilities and equity</b>		<b>492,020,329</b>	<b>293,052,070</b>

The accompanying notes are an integral part of these financial statements. The financial statements were approved by the Board of directors for issue on the 24th March 2021 and signed on its behalf by:



**Ebenezer Kolawole**  
Executive Director/  
Chief Financial Officer  
FRC/2013/ICAN/00000001964



**Tomi Somefun**  
Managing Director/CEO  
FRC/2013/ICAN/00000002231



**Aminu Babangida**  
Chairman  
FRC/2018/IODN/00000018507

# Statement of Changes In Equity

AS AT 31 DECEMBER 2020

	Share Capital	Share Premium	Statutory Reserves	Accumulated Deficit	Non distributable Regulatory Risk Reserve	Other Reserves	Total equity
	N'000	N'000	N'000	N'000	N'000	N'000	N'000
<b>At 1 JANUARY 2020</b>	<b>5,844,669</b>	<b>10,485,871</b>	<b>12,437,215</b>	<b>(374,443,951)</b>	-	<b>66,820,308</b>	<b>(278,855,888)</b>
Profit for the year	-	-	-	2,086,393	-	-	2,086,393
Transfer to Statutory Reserve	-	-	312,959	(312,959)	-	-	-
Transfer from non distributable reserve	-	-	-	(51,859)	51,859	-	-
Net reclassification adjustment of realised net gains to profit or loss	-	-	-	-	-	4,509,300	4,509,300
Other comprehensive income	-	-	-	-	-	(3,149,601)	(3,149,601)
<b>At 31 DECEMBER 2020</b>	<b>5,844,669</b>	<b>10,485,871</b>	<b>12,750,174</b>	<b>(372,722,376)</b>	<b>51,859</b>	<b>68,180,007</b>	<b>(275,409,796)</b>
<b>At 1 JANUARY 2019</b>	<b>5,844,669</b>	<b>10,485,871</b>	<b>11,929,737</b>	<b>(377,319,661)</b>	-	<b>64,684,730</b>	<b>(284,374,654)</b>
Profit for the year	-	-	-	3,383,189	-	-	3,383,189
Transfer to Statutory Reserve	-	-	507,478	(507,478)	-	-	-
Other comprehensive income	-	-	-	-	-	2,135,578	2,135,578
<b>At 31 DECEMBER 2019</b>	<b>5,844,669</b>	<b>10,485,871</b>	<b>12,437,215</b>	<b>(374,443,951)</b>	-	<b>66,820,308</b>	<b>(278,855,888)</b>

# Statement of Cash Flows

FOR THE YEAR ENDED 31 DECEMBER 2020

	Notes	2020 N'000	2019 N'000
<b>Cash flows from operating activities</b>			
<b>Profit after tax</b>		<b>2,086,393</b>	<b>3,383,189</b>
Minimum tax		114,678	222,680
Tax expense		22,123	36,243
<b>Profit before tax</b>		<b>2,223,194</b>	<b>3,642,112</b>
<b>Adjustment for non cash items:</b>			
Impairment charges on debt instruments	11	618,659	2,146,574
Impairment (writeback)/charge on other assets	11	(3,199,073)	1,194,995
Trading loss on financial instrument	9	4,509,297	-
Employee benefit charge for the year	29	609,387	432,200
Exchange (gain)/loss on financial instruments	39(l)	-	(88,575)
Depreciation of property and equipment	21	1,695,656	1,708,636
Amortization of intangible assets	22	47,223	48,817
Gain on disposal of property and equipment	39i	(8,923)	(26,770)
Write off of property and equipment	21	11,854	102,424
Gain on substantial modification of terms of borrowings	39i	-	(2,129,460)
Loss/(gains) from sale of investments	39i	(1,261,455)	(733,597)
Interest income	6	(39,119,457)	(35,947,977)
Interest expense	7	21,372,315	19,454,646
Dividend income	39i	(85,875)	(51,202)
		<b>(12,587,196)</b>	<b>(10,247,177)</b>
<b>Changes in operating assets</b>			
Net increase in loans and advances	39(a)	(99,291,731)	(62,072,657)
Net increase in other assets	39(b)	(2,330,710)	(2,108,329)
Net increase in CBN - AGSMSEIS Account	39(k)	(169,150)	(63,472)
		<b>(101,791,591)</b>	<b>(64,244,458)</b>
<b>Changes in operating liabilities</b>			
Net increase in deposit from customers	39(d)	97,802,482	8,501,430
Net (decrease)/increase in due to other banks	39(e)	(2,439,328)	7,652,798
Net increase in other liabilities	39(f)	16,681,137	816,827
		112,044,291	16,971,055
<b>Cash used from operations</b>		<b>(2,334,495)</b>	<b>(57,520,580)</b>
Income tax paid	27	(258,924)	(138,804)
Interest received	39(g)	34,191,055	34,666,791
Interest paid	39(h)	(15,416,796)	(16,025,909)
Dividend income	39i	85,875	51,202
Payment on employee contribution plan	29	(614,603)	(460,362)
<b>Net cash flows generated/used in operating activities</b>		<b>15,652,113</b>	<b>(39,427,662)</b>
<b>Cash flows from investing activities</b>			
Purchase of property and equipment	39(c)	(1,659,316)	(1,728,933)
Purchase of intangible assets	22	(59,858)	(104,152)
Proceeds from sale of property and equipment	39(i)	8,923	27,587
Acquisition of investment securities at FVOCI	19a	(130,135,918)	(79,549,582)
Proceeds from disposal of financial instrument at FVOCI	19a	155,831,744	71,818,851
Acquisition of investment securities at amortised cost	19c	(33,220,011)	(1,271,919)
<b>Net cash flows used in investing activities</b>		<b>(9,234,436)</b>	<b>(10,808,148)</b>
<b>Cash flows from financing activities:</b>			
Borrowings			
Proceeds from loans and borrowings	26	100,554,445	71,415,076
Repayment of borrowing	26	(22,904,750)	(14,028,494)
<b>Net cash flows from financing activities</b>		<b>77,649,695</b>	<b>57,386,582</b>
Net increase in cash and cash equivalents		84,067,372	7,150,772
Cash and cash equivalents at 1 January		48,444,604	41,293,832
Cash and cash equivalents at year end	39(j)	132,511,976	48,444,604

The accompanying notes are an integral part of these financial statements.



**NOTES TO THE  
FINANCIAL  
STATEMENTS**

# Notes to the Financial Statements

FOR THE YEAR ENDED 31 DECEMBER 2020

## 1. Corporate Information

Unity Bank Plc provides Banking and other financial services to corporate and individual customers. Such services include but are not limited to granting of loans and advances, corporate Banking, retail Banking, consumer and trade finance, international Banking, cash management, electronic Banking services and money market activities.

Unity Bank is a Public Limited Liability company incorporated in Nigeria to carry on the business of Banking. The Bank's shares are listed on the Nigerian Stock Exchange. Its registered office is at 42, Ahmed Onibudo Street, Victoria Island, Lagos.

### **Statement of Compliance & Basis of preparation**

The financial statements of the Bank have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB). The financial statements comply with Companies and Allied Matters Act (CAMA), Banks and Other Financial Institutions Act (BOFIA), Federal Reporting Council of Nigeria (FRCN) Act and other relevant Central Bank of Nigeria (CBN) circulars.

The financial statements have been prepared in accordance with the going concern principle under the historical cost basis except for financial instruments at Fair Value through Other Comprehensive Income (FVOCI).

### **Presentation of financial statements**

The Bank presents its statement of financial position broadly in order of liquidity. An analysis regarding recovery or settlement within 12 months after the statement of financial position date (current) and more than 12 months after the statement of financial position date (non-current) are presented. The financial statements were authorised for issue by the board of directors on 24th March 2020.

### **Functional and presentation currency**

The Bank's functional currency (Nigerian Naira) is adopted as the presentation currency for the financial statements. Except as otherwise indicated, financial information presented in Naira has been rounded to the nearest thousand.

### **Use of estimate and judgements**

In preparing these consolidated financial statements, management has made judgements, estimates and assumptions that affect the application of the Bank's accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognised prospectively.

Information about assumptions and estimation uncertainties and critical judgments in applying accounting policies that have the most significant effect on the amounts recognised in the financial statements are described as follows:

- Note 3.2 (vi): impairment of financial instruments: determination of inputs into the ECL measurement model, including key assumptions used in estimating recoverable cash flows and incorporation of forward-looking information.
- Note 5.2.4: measurement of the fair value of financial instruments with significant unobservable inputs. (level 3)
- Note 32: contingent liabilities - recognition and measurement of contingencies, key assumptions about the likelihood and magnitude of an outflow of resources.

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## **Judgements:**

Information about judgments made in applying accounting policies that have the most significant effects on the amounts recognised in Financial statements is included in the following notes:

Note 5.2: establishing the criteria for determining whether credit risk on a financial asset has increased significantly since initial recognition, determining the methodology for incorporating forward-looking information into the measurement of ECL and selection and approval of models used to measure ECL.

Note 5.2.4: classification of financial assets: assessment of the business model within which the assets are held and assessment of whether the contractual terms of the financial assets are SPPI on the principal amount outstanding.

## **2. Changes in Accounting Policies**

The accounting policies adopted in the preparation of the financial statements are consistent with those followed in the preparation of the Bank's annual financial statements for the year ended 31 December 2020. The Bank has not earlier adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

Below is a list of interpretations and amendments that were effective for the first time in 2020 but do not have a significant impact on the Bank:

i Amendments to IFRS 3 - Definition of a Business

ii Amendments to IAS 1 and IAS 8 - Definition of Material

iii The Conceptual Framework for Financial Reporting

iv Amendments to IFRS 9, IAS 39 and IFRS 7 - Interest Rate Benchmark Reform

v Amendment to IFRS 16 - Covid-19-Related Rent Concessions

## **3. Summary of significant accounting policies**

### **3.1. Foreign currency translation**

The financial statements are presented in Nigeria Naira (N). Nigeria Naira (N) is both the functional and presentation currency.

(i) Foreign currency transactions

Transactions in foreign currencies are initially recorded at the functional (Naira) currency rate of exchange ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency rate of exchange at the reporting date. All differences arising on non-trading activities are taken to 'Other operating income' in the income statement.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Exchange difference on non-monetary items accounted for based on the classification of the underlying item.

### **3.2. Financial Assets and Financial Liabilities**

#### **I. Recognition**

The Bank on the date of origination or purchase recognizes loans, debt and equity securities, deposits at the fair value of consideration paid. For non-revolving facilities, origination date is the date the facility is

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disbursed while origination date for revolving facilities is the date the line is availed. Regular-way purchases and sales of financial assets are recognized on the settlement date. All other financial assets and liabilities, are initially recognized on the trade date at which the Bank becomes a party to the contractual provisions of the instrument.

### **II. Classification and Measurement**

Initial measurement of a financial asset or liability is at fair value plus transaction costs that are directly attributable to its purchase or issuance. For instruments measured at fair value through profit or loss, transaction costs are recognized immediately in profit or loss. Financial assets include both debt and equity instruments.

Financial assets are classified into one of the following measurement categories:

- Amortised cost
- Fair Value through Other Comprehensive Income (FVOCI)
- Fair Value through Profit or Loss (FVTPL) for trading related assets

The Bank classifies all of its financial assets based on the business model for managing the assets and the asset's contractual cash flow characteristics.

### **Business Model Assessment**

Business model assessment involves determining whether financial assets are managed in order to generate cash flows from collection of contractual cash flows, selling financial assets or both. The Bank assesses business model at a portfolio level reflective of how Banks of assets are managed together to achieve a particular business objective. For the assessment of business model the Bank takes into consideration the following factors:

These are primarily assets held at amortised cost which include retail and corporate loans and advances to customers and certain debt instrument at amortised cost. These financial assets are held in a separate portfolio for long term yield. These debt securities may be sold, but such sales are not expected to be more than infrequent. The Bank considers that these securities are held within a business model whose objective is to hold assets to collect the contractual cash flows.

Business Model 2 (BM2) - Other debt securities are held by the Bank in a separate portfolio to meet everyday needs. The bank seeks to minimise the costs of managing these liquidity needs and therefore actively manages the return on the portfolio. that return consists of collecting contractual cash flows as well as gains and losses from the sale of financial assets. The investment strategy often results in sales activity that is significant in value. the Bank considers that these financial assets are held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets.

Business Model 3 (MB3) - financial assets that are held for trading or managed and whose performance is evaluated on a fair value basis are measured at FVTPL because they are held to collect contractual cash flows nor held to both collect contractual cash flows and to sell financial assets.

### **Cash flow characteristics assessment**

The contractual cash flow characteristics assessment involves assessing the contractual features of an instrument to determine if they give rise to cash flows that are consistent with a basic lending arrangement. Contractual cash flows are consistent with a basic lending arrangement if they represent cash flows that are solely payments of principal and interest on the principal amount outstanding (SPPI).

Principal is defined as the fair value of the instrument at initial recognition. Principal may change over the life of the instruments due to repayments. Interest is defined as consideration for the time value of money

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and the credit risk associated with the principal amount outstanding and for other basic lending risks and costs (liquidity risk and administrative costs), as well as a profit margin.

In assessing whether the contractual cash flows are solely payments of principal and interest, the Bank considers the contractual terms of the instrument. This includes assessing whether the financial asset contains a contractual term that could change the timing or amount of contractual cash flows such that it would not meet this condition. In making the assessment, the Bank considers:

- contingent events that would change the amount and timing of cash flows;
- leverage features;
- prepayment and extension terms;
- terms that limit the Bank's claim to cash flows from specified assets (e.g. non-recourse asset arrangements); and
- Features that modify consideration of the time value of money – e.g. periodical reset of interest rates.

The Bank holds a portfolio of long-term fixed rate loans for which it has the option to propose a revision of the interest rate at periodic reset dates. These reset rights are limited to the market rate at the time of revision. The right to reset the rates of the loans based on the revision in market rates are part of the contractually agreed terms on inception of the loan agreement, therefore the borrowers are obligated to comply with the reset rates without any option of repayment of the loans at par at any reset date. The Bank has determined that the contractual cash flows of these loans are solely payments of principal and interest because the option varies with the interest rate in a way that is considered a consideration for the time value of money, credit risk, other basic lending risks and costs associated with the principal amount outstanding.

Financial assets with embedded derivatives are considered in their entirety when determining whether their cash flows are solely payment of principal and interest.

### **a) Financial assets measured at amortised cost**

Financial assets are measured at amortised cost if they are held within a business model whose objective is to hold for collection of contractual cash flows where those cash flows represent solely payments of principal and interest. After initial measurement, debt instruments in this category are carried at amortized cost using the effective interest rate method. Amortized cost is calculated taking into account any discount or premium on acquisition, transaction costs and fees that are an integral part of the effective interest rate. Amortization is included in Interest income in the Statement of profit or loss. Impairment on financial assets measured at amortized cost is calculated using the expected credit loss approach.

Loans and debt securities measured at amortized cost are presented net of allowance for credit losses (ACL) in the statement of financial position.

### **b) Financial assets measured at FVOCI**

Financial assets are measured at FVOCI if they are held within a business model whose objective is to hold for collection of contractual cash flows and for selling financial assets, where the assets' cash flows represent payments that are solely payments of principal and interest. Subsequent to initial recognition, unrealized gains and losses on debt instruments measured at FVOCI are recorded in other comprehensive income (OCI). Upon derecognition, realized gains and losses are reclassified from OCI and recorded in Non-interest income in the Statement of Comprehensive Income. Foreign exchange gains and losses that relate to the amortized cost of the debt instrument are recognized in the Statement of Comprehensive

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Income. Premiums, discounts and related transaction costs are amortized over the expected life of the instrument to Interest income in the Statement of Profit or Loss using the effective interest rate method.

### **c) Equity Instruments**

Equity instruments are instruments that meet the definition of equity from the issuer's perspective; that is, instruments that do not contain a contractual obligation to pay and that evidence a residual interest in the issuer's net assets.

Equity instruments are measured at FVTPL, unless an election is made to designate them at FVOCI upon purchase. For equity instruments measured at FVTPL, changes in fair value are recognized as part of Non-interest income in the Income Statement. The Bank can elect to classify non-trading equity instruments at FVOCI. This election will be used for certain equity investments for strategic or longer term investment purposes. The FVOCI election is made upon initial recognition, on an instrument-by-instrument basis and once made is irrevocable. Gains and losses on these instruments including when derecognized/sold are recorded in OCI and are not subsequently reclassified to the statement of comprehensive income.

Any transaction costs incurred upon purchase of the security are added to the cost basis of the security and are not reclassified to the Statement of profit or loss on sale of the security.

### **d) Financial liabilities**

Financial liabilities are classified into:

#### **f) Financial Liabilities at amortised cost**

Financial liabilities that are not classified at fair value through profit or loss fall into this category and are measured at amortised cost using the effective interest rate method. Financial liabilities measured at amortised cost are deposits from Banks or customers, other borrowed funds, debt securities in issue for which the fair value option is not applied, convertible bonds and subordinated debts.

### **III. Reclassifications**

Financial assets are not reclassified subsequent to their initial recognition, except in the period after the Bank changes its business model for managing financial assets. A change in the Bank's business model will occur only when the Bank either begins or ceases to perform an activity that is significant to its operations such as:

- Significant internal restructuring or business combinations; for example an acquisition of a private asset management company that might necessitate transfer and sale of loans to willing buyers, this action will constitute changes in business model and subsequent reclassification of the Loan held from BM1 to BM2 Category
- Disposal of a business line i.e. disposal of a business segment
- Any other reason that might warrant a change in the Bank's business model as determined by management based on facts and circumstances.

The following are not considered to be changes in the business model:

- A change in intention related to particular financial assets (even in circumstances of significant changes in market
- A temporary disappearance of a particular market for financial assets.
- A transfer of financial assets between parts of the Bank with different business models.

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When reclassification occurs, the Bank reclassifies all affected financial assets in accordance with the new business model. Reclassification is applied prospectively from the 'reclassification date'. Reclassification date is 'the first day of the first reporting period following the change in business model. For example, if the Bank decides to shut down the retail business segment on 31st January 2019, the reclassification date will be 1 February 2019 (i.e. the first day of the entity's next reporting period), the Bank shall not engage in activities consistent with its former business model after 31st January, 2019. Gains, losses or interest previously recognised are not be restated when reclassification occurs.

### IV. Modification of financial assets and liabilities

#### a. Financial assets

When the contractual terms of a financial asset are modified, the Bank evaluates whether the cash flows of the modified asset are substantially different. If the cash flows are substantially different, then the contractual rights to cash flows from the original financial asset are deemed to have expired. In this case, the original financial asset is derecognized and a new financial asset is recognised at fair value. Any difference between the amortized cost and the present value of the estimated future cash flows of the modified asset or consideration received on derecognition is recorded as a separate line item in profit or loss as 'gains and losses arising from the derecognition of financial assets measured at amortized cost'. If the cash flows of the modified asset carried at amortized cost are not substantially different, then the modification does not result in derecognition of the financial asset. In this case, the Bank recalculates the gross carrying amount of the financial asset and recognizes the amount arising from adjusting the gross carrying amount as a modification gain or loss in profit or loss as part of impairment charge for the year.

In determining when a modification to terms of a financial asset is substantial or not to the existing terms, the Bank will consider the following non-exhaustive criteria.

#### **Quantitative criteria**

A modification would lead to derecognition of existing financial asset and recognition of a new financial asset, i.e. substantial modification, if:

- The discounted present value of the cash flows under the new terms, including any fees received net of any fees paid and discounted using the original effective interest rate, is at least 10 per cent different from the discounted present value of the remaining cash flows of the original financial asset.

In addition to the above, the Bank shall also consider qualitative factors as detailed below.

#### **Qualitative criteria**

Scenarios where modifications will lead to derecognition of existing loan and recognition of a new loan, i.e. substantial modification, are:

- The exchange of a loan for another financial asset with substantially different contractual terms and conditions such as the restructuring of a loan to a bond; conversion of a loan to an equity instrument of the borrower
- Roll up of interest into a single bullet payment of interest and principal at the end of the loan term
- Conversion of a loan from one currency to another currency Other factor to be considered:
- Extension of maturity dates

If the terms of a financial asset are renegotiated or modified or an existing financial asset is replaced with a new one due to financial difficulties of the borrower, then an assessment is made of whether the financial asset should be derecognized (see above) and ECL are measured as follows:

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- If the expected restructuring will not result in derecognition of the existing asset, then the expected cash flows arising from the modified financial asset are included in calculating the cash shortfalls from the existing asset
- If the expected restructuring will result in derecognition of the existing asset, then the expected fair value of the new asset is treated as the final cash flow from the existing financial asset at the time of its derecognition.

### **b. Financial Liabilities**

A financial liability is derecognised when the obligation under the liability is discharged, cancelled or expires. The Bank derecognises a financial liability when its terms are modified and the cash flows of the modified liability are substantially different. In this case, a new financial liability based on the modified terms is recognised at fair value. The difference between the carrying amount of the financial liability extinguished and the new financial liability with modified terms is recognised in profit or loss.

### **De-recognition of financial instruments**

The Bank derecognizes a financial asset only when the contractual rights to the cash flows from the asset expire or it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Bank neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Bank recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Bank retains substantially all the risks and rewards of ownership of a transferred financial asset, the Bank continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

On derecognition of a financial asset, the difference between the carrying amount of the asset (or the carrying amount allocated to the portion of the asset transferred), and the sum of (i) the consideration received (including any new asset obtained less any new liability assumed) and (ii) any cumulative gain or loss that had been recognized in other comprehensive income is recognized in profit or loss.

The Bank derecognises a financial liability when its contractual obligations are discharged or cancelled or expire.

### **VI. Impairment of Financial Assets**

In line with IFRS 9, the Bank assesses the under listed financial instruments for impairment using Expected Credit Loss (ECL) approach:

- Amortized cost financial assets;
- Debt securities classified as at FVOCI;
- Off-balance sheet loan commitments; and
- Financial guarantee contracts.

Equity instruments and financial assets measured at FVTL are not subjected to impairment under the standard.

### **Expected Credit Loss Impairment Model (ECL Model)**

The Bank's allowance for credit losses calculations are outputs of models with a number of underlying assumptions regarding the choice of variable inputs and their interdependencies. The expected credit loss impairment model reflects the present value of all cash shortfalls related to default events either over the following twelve months or over the expected life of a financial instrument depending on credit deterioration from inception. The allowance for credit losses reflects an unbiased, probability-weighted outcome which considers multiple scenarios based on reasonable and supportable forecasts.

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The Bank adopts a three-stage approach for impairment assessment based on changes in credit quality since initial recognition.

- Stage 1 – Where there has not been a significant increase in credit risk (SICR) since initial recognition of a financial instrument, an amount equal to 12 months expected credit loss is recorded. The expected credit loss is computed using a probability of default occurring over the next 12 months. For those instruments with a remaining maturity of less than 12 months, a probability of default corresponding to remaining term to maturity is used.
- Stage 2 – When a financial instrument experiences a SICR subsequent to origination but is not considered to be in default, it is included in Stage 2. This requires the computation of expected credit loss based on the probability of default over the remaining estimated life of the financial instrument.
- Stage 3 – Financial instruments that are considered to be in default are included in this stage. Similar to Stage 2, the allowance for credit losses captures the lifetime expected credit losses.

The guiding principle for ECL model is to reflect the general pattern of deterioration or improvement in the credit quality of financial instruments since initial recognition. The ECL allowance is based on credit losses expected to arise over the life of the asset (life time expected credit loss), unless there has been no significant increase in credit risk since origination.

### Measurement of Expected credit losses

The probability of default (PD), exposure at default (EAD), and loss given default (LGD) inputs used to estimate expected credit losses are modelled based on macroeconomic variables that are most closely related with credit losses in the relevant portfolio.

Details of these statistical parameters/inputs are as follows:

- PD – The probability of default is an estimate of the likelihood of default over a given time horizon. A default may only happen at a certain time over the remaining estimated life, if the facility has not been previously derecognized and is still in the portfolio.
- 12-month PDs – This is the estimated probability of default occurring within the next 12 months (or over the remaining life of the financial instrument if that is less than 12 months). This is used to calculate 12-month ECLs.
- Lifetime PDs – This is the estimated probability of default occurring over the remaining life of the financial instrument. This is used to calculate lifetime ECLs for 'stage 2' and 'stage 3' exposures. PDs are limited to the maximum period of exposure required by IFRS 9.
- EAD – The exposure at default is an estimate of the exposure at a future default date, taking into account expected changes in the exposure after the reporting date, including repayments of principal and interest, whether scheduled by contract or otherwise, expected drawdowns on committed facilities, and accrued interest from missed payments.
- LGD – The loss given default is an estimate of the loss arising in the case where a default occurs at a given time. It is based on the difference between the contractual cash flows due and those that the lender would expect to receive, including from the realization of any collateral. It is usually expressed as a percentage of the EAD.

To estimate expected credit loss for off balance sheet exposures, credit conversion factor (CCF) is usually computed. CCF is a modelled assumption which represents the proportion of any undrawn exposure that is expected to be drawn prior to a default event occurring. It is a factor that converts an off balance sheet

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exposure to its credit exposure equivalent. In modelling CCF, the Bank considers its account monitoring and payment processing policies including its ability to prevent further drawings during periods of increased credit risk. CCF is applied on the off balance sheet exposures to determine the EAD and the ECL impairment model for financial assets is applied on the EAD to determine the ECL on the off balance sheet exposures.

### **Forward-looking information**

The measurement of expected credit losses for each stage and the assessment of significant increases in credit risk considers information about past events and current conditions as well as reasonable and supportable forecasts of future events and economic conditions. The estimation and application of forward-looking information requires significant judgement.

### **Macroeconomic factors**

The Bank relies on a broad range of forward looking information as economic inputs, such as:

GDP growth, crude oil prices, inflation rates and foreign exchange rates. The inputs and models used for calculating expected credit losses may not always capture all characteristics of the market at the date of the financial statements. To reflect this, qualitative adjustments or overlays may be made as temporary adjustments using expert credit judgement.

### **Multiple forward-looking scenarios**

The Bank determines allowance for credit losses using three probability-weighted forward looking scenarios. The Bank considers both internal and external sources of information in order to achieve an unbiased measure of the scenarios used. The Bank prepares the scenarios using forecasts generated by credible sources such as Business Monitor International (BMI), International Monetary Fund (IMF), Nigeria Bureau of Statistics (NBS), World Bank, Central Bank of Nigeria (CBN), Financial Markets Dealers Quotation (FMDQ), and Trading Economics.

The Bank estimates three scenarios for each risk parameter (LGD, EAD, CCF and PD) – Normal, Upturn and Downturn, which in turn is used in the estimation of the multiple scenario ECLs. The 'normal case' represents the most likely outcome and is aligned with information used by the Bank for other purposes such as strategic planning and budgeting. The other scenarios represent more optimistic and more pessimistic outcomes. The Bank has identified and documented key drivers of credit risk and credit losses for each portfolio of financial instruments and, using an analysis of historical data, has estimated relationships between macro-economic variables, credit risk and credit losses.

### **Assessment of significant increase in credit risk (SICR)**

At each reporting date, the Bank assesses whether there has been a significant increase in credit risk for exposures since initial recognition by comparing the risk of default occurring over the remaining expected life from the reporting date and the date of initial recognition. The assessment considers borrower-specific quantitative and qualitative information without consideration of collateral, and the impact of forward-looking macroeconomic factors. The common assessments for SICR on retail and non-retail portfolios include macroeconomic outlook, management judgement, and delinquency and monitoring. Forward looking macroeconomic factors are a key component of the macroeconomic outlook. The importance and relevance of each specific macroeconomic factor depends on the type of product, characteristics of the financial instruments and the borrower and the geographical region.

The Bank adopts a multi factor approach in assessing changes in credit risk. This approach considers: Quantitative (primary), Qualitative (secondary) and Back stop indicators which are critical in allocating financial assets into stages.

The quantitative models considers deterioration in the credit rating of obligor/counterparty based on the Bank's internal rating system or External Credit Assessment Institutions (ECAI) while qualitative factors considers information such as expected forbearance, restructuring, exposure classification by licensed credit bureau etc.

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A backstop is typically used to ensure that in the (unlikely) event that the primary (quantitative) indicators do not change and there is no trigger from the secondary (qualitative) indicators, an account that has breached the 30 days past due criteria for SICR and 90 days past due criteria for default is transferred to stage 2 or stage 3 as the case may be except there is a reasonable and supportable evidence available without undue cost to rebut the presumption.

### **Definition of Default and Credit Impaired Financial Assets**

At each reporting date, the Bank assesses whether financial assets carried at amortised cost and debt financial assets carried at FVOCI are credit-impaired. A financial asset is 'credit impaired' when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred.

Evidence that a financial asset is credit-impaired includes the following observable data:

- Significant financial difficulty of the borrower or issuer;
- A breach of contract such as a default or past due event;
- The lender(s) of the borrower, for economic or contractual reasons relating to the borrower's financial difficulty, having granted to the borrower a concession(s) that the lender(s) would not otherwise consider;
- It is becoming probable that the borrower will enter Bankruptcy or other financial reorganisation; or
- The disappearance of an active market for a security because of financial difficulties.
- The purchase or origination of a financial asset at a deep discount that reflects the incurred credit losses.
- Others include death, insolvency, breach of covenants, etc.

A loan that has been renegotiated due to a deterioration in the borrower's condition is usually considered to be credit-impaired unless there is evidence that the risk of not receiving contractual cash flows has reduced significantly and there are no other indicators of impairment.

In addition, loans that are more than 90 days past due are considered impaired except for certain specialized loans (Project Finance, Object Finance and Real Estate Loans as specified by the Central Bank of Nigeria) in which the Bank has rebutted the 90 DPD presumptions in line with the CBN Prudential Guidelines.

In making an assessment of whether an investment in sovereign debt is credit-impaired, the Bank considers the following factors:

- The market's assessment of creditworthiness as reflected in the bond yields.
- The rating agencies' assessments of creditworthiness.
- The country's ability to access the capital markets for new debt issuance.
- The probability of debt being restructured, resulting in holders suffering losses through voluntary or mandatory debt forgiveness.
- The international support mechanisms in place to provide the necessary support as 'lender of last

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resort' to that country, as well as the intention, reflected in public statements, of governments and agencies to use those mechanisms. This includes an assessment of the depth of those mechanisms and, irrespective of the political intent, whether there is the capacity to fulfil the required criteria.

Presentation of allowance for ECL in the statement of financial position

Loan allowances for ECL are presented in the statement of financial position as follows:

- Financial assets measured at amortised cost: as a deduction from the gross carrying amount of the assets;
- Loan commitments and financial guarantee contracts: generally, as a provision;
- Where a financial instrument includes both a drawn and an undrawn component, and the Bank cannot identify the ECL on the loan commitment component separately from those on the drawn component: the Bank presents a combined loss allowance for both components. The combined amount is presented as a deduction from the gross carrying amount of the drawn component. Any excess of the loss allowance over the gross amount of the drawn component is presented as a provision; and
- Debt instruments measured at FVOCI: no loss allowance is recognised in the statement of financial position because the carrying amount of these assets is their fair value.

However, the loss allowance is disclosed and is recognised in the fair value reserve.

### VII. Write-off

The Bank writes off an impaired financial asset (and the related impairment allowance), either partially or in full, no reasonable expectation of recovery as set out below. After a full evaluation of a non-performing exposure, in the event that either one or all of the following conditions apply, such exposure shall be recommended for write-off (either partially or in full):

- continued contact with the customer is impossible;
- recovery cost is expected to be higher than the outstanding debt;
- The Bank's recovery method is foreclosing collateral and the value of the collateral is such that there is reasonable expectation of recovering the balance in full.

All credit facility write-offs shall require endorsement at the appropriate level, as defined by the Bank. Credit write-off approval shall be documented in writing and properly initialled by the approving authority.

A write-off constitute a derecognition event. However, financial assets that are written off could still be subject to enforcement activities in order to comply with the Bank's procedures for recovery of amount due. Whenever amounts are recovered on previously written-off credit exposures, such amount recovered is recognised as income on a cash basis only.

### VIII. Offsetting financial instruments

Master agreements provide that, if an event of default occurs, all outstanding transactions with the counterparty will fall due and all amounts outstanding will be settled on a net basis. Financial assets and liabilities are offset and the net amount reported in the statement of financial position when there is a currently legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously. The legally enforceable right must not be contingent on future events and must be enforceable in the normal course of business and in event of default, insolvency or Bankruptcy of the company or the counterparty.

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Income and expenses are presented on a net basis only when permitted under IFRSs, or for gains and losses arising from a Bank of similar transactions such as in the Bank's trading activity.

Financial assets and financial liabilities are offset and the net amount reported in the statement of financial position only when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liabilities simultaneously. Income and expense are not offset in the income statement unless required or permitted by any accounting standard or interpretation, and as specifically disclosed in the accounting policies of the Bank.

### **(h) Investment securities**

Investment securities are initially measured at fair value plus, in case of investment securities not at fair value through profit or loss, incremental direct transaction costs and subsequently accounted for depending on their classification as amortised cost, fair value through other comprehensive income.

### **3.4. Recognition of income and expenses**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Bank and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised.

#### **(i) Interest and similar income and expense Effective interest rate:**

Interest income and interest expense are recognised in profit or loss using the effective interest rate method. The 'effective interest rate' is the rate that exactly discounted future cash payments or receipts through the expected life of the financial instrument to:

- the gross carrying amount of the financial assets; or
- the amortised cost of the financial liability.

When calculating effective interest rate for financial instruments other than purchased or originated credit-impaired assets, the Bank estimates future cash flows considering all contractual terms of the financial instrument, but not ECL. For purchased or originated credit-impaired financial assets, a credit-adjusted effective interest is calculated using estimated future cash flows including ECL.

The calculation of the effective interest rate includes transaction costs and fees and points paid or received that are integral part of the effective interest rate. Transaction costs include incremental costs that are directly attributable to the acquisition or issue of a financial asset or financial liability.

#### **Amortised cost and gross carrying amount:**

The "amortised cost" of a financial asset or financial liability is the amount at which the financial asset or financial liability is measured on initial recognition minus the principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between that initial amount and the maturity amount and, for financial assets, adjusted for any expected credit loss allowance. the 'gross carrying amount of a financial asset' is the amortised cost of a financial asset before adjusting for any expected credit loss allowance

#### **Presentation:**

Interest income and interest expense calculated using the effective interest method presented in the statement of profit or loss and OCI includes:

- interest on financial assets and financial liabilities measured at amortised cost; -interest on debt instrument measured at FVOCI;
- interest expense on financial liabilities measured at amortised cost;

## NOTES TO THE FINANCIAL STATEMENTS

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- other interest income presented in the statement of profit or loss and OCI includes interest income on lease receivable
- interest expense on lease liabilities

Interest income and expense on all trading assets and liabilities are considered to be incidental to the bank's trading operations and are presented together with all other changes in the fair value of trading assets and liabilities in net trading income.

Cash flows related to capitalised interest are presented in the statement of cash flows consistently with interest cash flows that are not capitalised.

**(ii) Fee and commission income** earned from services that are provided over a certain period of time Fees earned for the provision of services over a period of time are accrued over that period.

Loan commitment and processing fees for loans that are likely to be drawn down and other credit related fees are deferred (together with any incremental costs) and recognised as an adjustment to the EIR on the loan. When it is unlikely that a loan will be drawn down, the loan commitment fees are recognised over the commitment period on a straight line basis.

**(iii) Net trading income** comprises gains less losses related to assets and liabilities. It includes all realized and unrealized gains and/or losses on revaluation of FCY denominated assets and liabilities..

**(iv) Other Operating Income:** income relate mainly to transaction and service fees, which are recognised as the services are rendered.

### **(v) Dividend income**

Dividend income is recognised when the Bank's right to receive the payment is established. Usually, this is the exdividend date for quoted equity securities. Dividends are presented in other income based on the underlying classification of the equity investment.

### **3.5. Cash and cash equivalents**

Cash and cash equivalents as referred to in the cash flow statement comprises cash on hand, non-restricted current accounts with central Banks and amounts due from Banks on demand or with an original maturity of three months or less.

### **3.6. Property and Equipment**

Property and equipment (including equipment under operating leases where the Bank is the lessor) is stated at cost excluding the costs of day-to-day servicing, less accumulated depreciation and accumulated impairment in value. Changes in the expected useful life are accounted for by changing the amortisation period or method, as appropriate, and treated as changes in accounting estimates.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Bank and the cost of the item can be measured reliably. All other repairs and maintenance are charged to profit or loss during the financial year in which they are incurred.

Depreciation which commences when the asset is available for use is calculated using the straight-line method to write down the cost of Property and Equipment to their residual values over their estimated useful lives. The estimated useful lives are as follows:

## NOTES TO THE FINANCIAL STATEMENTS

- Buildings..... 50 years
- Computer equipment... 5 years
- Property & Equipment..... 5 years
- Motor Vehicles..... 4 years
- Furniture & fittings..... 5 years
- Lease hold Improvement .....Over the remaining life of the lease

Land is not depreciated. Work in progress is also not depreciated.

Property and Equipment is derecognised on disposal or when no future economic benefits are expected from its use. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is recognised in 'Other operating income' in the income statement in the year the asset is derecognised.

### 3.7. Intangible assets

The Bank's other intangible assets include the value of computer softwares.

An intangible asset is recognised only when its cost can be measured reliably and it is probable that the expected future economic benefits that are attributable to it will flow to the Bank.

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is their fair value as at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses.

Subsequent expenditure on computer software is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates.

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised over the useful economic life. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortisation period or method, as appropriate, and treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the income statement in the expense category consistent with the function of the intangible asset.

Amortisation is calculated using the straight-line method to write down the cost of intangible assets to their residual values over their estimated useful lives as follows:

- Computer software 5 years

### 3.8. Impairment of non-financial assets

The Bank assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Bank estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's (CGU) fair value less costs to sell and its value in use. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded subsidiaries or other available fair value indicators.

## NOTES TO THE FINANCIAL STATEMENTS

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### 3.9. Employee benefits

#### **Defined contribution pension plan**

The Bank operates a defined contribution pension plan in line with the Pension Reform Act, 2014. The plan is funded by contributions from the Bank and the employees. The Bank has no further payment obligations once the contributions have been paid. Contribution payable is recorded as an expense under 'Personnel expenses'. Unpaid contributions are recorded as a liability.

#### **Short term employee benefit**

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A provision is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Bank has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

### 3.10. Provisions

Provisions are recognised when the Bank has a present obligation (legal or constructive) as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. The expense relating to any provision is presented in the income statement net of any reimbursement.

### 3.11. Taxes

Income tax expense comprises current tax (company income tax, tertiary education tax National Information Technology Development Agency levy and Nigeria Police Trust Fund levy) and deferred tax. It is recognised in profit or loss except to the extent that it relates to a business combination, or items recognised directly in equity or in other comprehensive income. The Bank had determined that interest and penalties relating to income taxes, including uncertain tax treatments, do not meet the definition of income taxes, and therefore are accounted for under IAS 37 Provisions, Contingent Liabilities and Contingent Assets

#### **(i) Current tax**

Current tax comprises the expected tax payable or receivable on the taxable income or loss for the year, and any adjustment to tax payable or receivable in respect of previous years.

The amount of current tax payable or receivable is the best estimate of the tax amount expected to be paid or received that reflects uncertainty related to income taxes, if any. It is measured using tax rates enacted or substantively enacted at the reporting date and is assessed as follows:

- Company income tax is computed on taxable profits
- Tertiary education tax is computed on assessable profits
- National Information Technology Development Agency levy is computed on profit before tax
- Nigeria Police Trust Fund levy is computed on net profit (i.e. profit after deducting all expenses and taxes from revenue earned by the company during the year).

Total amount of tax payable under CITA is determined based on the higher of two components namely Company Income Tax (based on taxable income (or loss) for the year); and minimum tax. Taxes based on profit for the period are treated as income tax in line with IAS 12.

#### **(ii) Minimum tax**

Minimum tax which is based on a gross amount is outside the scope of IAS 12 and therefore, are not presented as part of income tax expense in the profit or loss.

## NOTES TO THE FINANCIAL STATEMENTS

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Considering the current economic realities occasioned by the Covid-19 pandemic, the Finance Act, 2020 provided that minimum tax be determined based on 0.25% of Gross turnover less franked investment income for tax returns prepared for 2020 and 2021 Year of Assessment (YOA).

The Bank offsets the tax assets arising from withholding tax (WHT) credits and current tax liabilities if, and only if, there is a legally enforceable right to set off the recognised amounts, and it intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously. The tax asset is reviewed at each reporting date and written down to the extent that it is no longer probable that future economic benefit would be realised.

### **(ii) Deferred tax**

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax is not recognised for:

- temporary differences on the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss;
- temporary differences related to investments in subsidiaries, associates and joint arrangements to the extent that the Bank is able to control the timing of the reversal of the temporary differences and it is probable that they will not reverse in the foreseeable future; and
- taxable temporary differences arising on the initial recognition of goodwill.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used. Future taxable profits are determined based on the reversal of relevant taxable temporary differences.

If the amount of taxable temporary differences is insufficient to recognise a deferred tax asset in full, then future taxable profits, adjusted for reversals of existing temporary differences, are considered, based on the business plans of the Bank. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are reversed when the probability of future taxable profits improves.

Unrecognised deferred tax assets are reassessed at each reporting date and recognised to the extent that it has become probable that future taxable profits will be available against which they can be used.

Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, using tax rates enacted or substantively enacted at the reporting date, and reflects uncertainty related to income taxes, if any.

The measurement of deferred tax reflects the tax consequences that would follow from the manner in which the Bank expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities. Deferred tax assets and liabilities are offset only if certain criteria are met.

### **3.12. Fiduciary assets**

The Bank provides trust and other fiduciary services that result in the holding or investing of assets on behalf of its clients.

Assets held in a fiduciary capacity are reported in the financial statements as contingent assets.

## NOTES TO THE FINANCIAL STATEMENTS

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### 3.13. Dividends on ordinary shares

Dividends on ordinary shares are recognised as a liability and deducted from equity when they are approved by the Bank's shareholders. Interim dividends are deducted from equity when they are declared and no longer at the discretion of the Bank.

Dividends for the year that are approved after the statement of financial position date are disclosed as an event after the statement of financial position date.

### 3.14. Segment reporting

The Bank's prepared its segment information based on geographical segments as its primary reporting segments. A geographical segment is engaged in providing products or services within a particular economic environment that are subject to risks and returns different from those of segments operating in other economic environments. The Bank operated Two (2) geographical segments in addition to the Head Office which are: North and South Bank.

The Managing Director/CEO reviews the returns from each segment to make decisions about resources allocated to each segment and assess its performance and for which discrete financial information is available. Segment results include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

### 3.15. Earnings per share

The Bank presents basic and diluted earnings per share (EPS) for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the period. Where there are shares that could potentially affect the numbers of share issued, those shares are considered in calculating the diluted earnings per share. There are currently no share that could potentially dilute the total issued shares.

### 3.16. Loans and advances

Loans and advances' captions in the statement of financial position include:

loans and advances measured at amortised cost; they are initially measured at fair value plus incremental direct transaction costs, and subsequently at their amortised cost using the effective interest method;

When the Bank purchases a financial asset and simultaneously enters into an agreement to resell the asset (or a substantially similar asset) at a fixed price on a future date (reverse repo or stock borrowing), the arrangement is accounted for as a loan or advance, and the underlying asset is not recognised in the Bank's financial statements.

### 3.17. Investment securities

The 'investment securities' caption in the statement of financial position includes:

- debt investment securities measured at amortised cost; these are initially measured at fair value plus incremental direct transaction costs, and subsequently at their amortised cost using the effective interest method;
- debt securities measured at FVOCI; and
- equity investment securities designated as at FVOCI.

For debt securities measured at FVOCI, gains and losses are recognised in OCI, except for the following, which are recognised in profit or loss in the same manner as for financial assets measured at amortised cost:

- interest revenue using the effective interest method;
- ECL and reversals; and
- foreign exchange gains and losses.

## NOTES TO THE FINANCIAL STATEMENTS

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When debt security measured at FVOCI is derecognised, the cumulative gain or loss previously recognised in OCI is reclassified from equity to profit or loss.

The Bank elects to present in OCI changes in the fair value of certain investments in equity instruments that are not held for trading. The election is made on an instrument-by-instrument basis on initial recognition and is irrevocable.

Gains and losses on such equity instruments are never reclassified to profit or loss and no impairment is recognised in profit or loss. Dividends are recognised in profit or loss unless they clearly represent a recovery of part of the cost of the investment, in which case they are recognised in OCI. Cumulative gains and losses recognised in OCI are transferred to retained earnings on disposal of an investment.

### **3.18. Financial guarantee contracts**

Financial guarantee contracts are contracts that require the Bank (issuer) to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the original or modified terms of a debt instrument.

Financial guarantee liabilities are initially recognised at their fair value, which is the premium received, and then amortised over the life of the financial guarantee. Subsequent to initial recognition, the financial guarantee liability is measured at the higher of the present value of any expected payment, when a payment under the guarantee has become probable, and the unamortised premium. Financial guarantees are included within other liabilities.

### **3.19. Leases**

The Bank has applied IFRS 16 using the modified retrospective approach and therefore the comparative information has not been restated and continues to be reported under IAS 17 and IFRIC 4. The details of accounting policies under IAS 17 and IFRIC 4 are disclosed separately.

#### **Policy applicable from 1 January 2019**

At inception of a contract, the Bank assesses whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Bank uses the definition of a lease in IFRS 16.

#### **i. As a lessee**

At commencement or on modification of a contract that contains a lease component, the Bank, allocates consideration in the contract to each lease component on the basis of its relative standalone price. However, for leases of branches and office premises the Bank has elected not to separate non-lease components and accounts for the lease and non-lease components as a single lease component.

The Bank recognises a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured at cost, which comprises the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received.

The right-of-use asset is subsequently depreciated using the straight-line method from the commencement date to the end of the lease term, unless the lease transfers ownership of the underlying asset to the Bank by the end of the lease term or the cost of the right-of-use asset reflects that the Bank will exercise a purchase option. In that case the right-of-use asset will be depreciated over the useful life of the underlying asset, which is determined on the same basis as those of property and equipment. In addition, the right-of-use asset is periodically reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

## NOTES TO THE FINANCIAL STATEMENTS

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The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Bank's incremental borrowing rate. Generally, the Bank uses its incremental borrowing rate as the discount rate.

The Bank determines its incremental borrowing rate by obtaining interest rates from various external financing sources and makes certain adjustments to reflect the terms of the lease and type of the asset leased. Lease payments included in the measurement of the lease liability comprise the following:

- fixed payments, including in-substance fixed payments;
- variable lease payments that depend on an index or a rate, initially measured using the index or rate as at the commencement date;
- amounts expected to be payable under a residual value guarantee; and
- the exercise price under a purchase option that the Bank is reasonably certain to exercise, lease payments in an optional renewal period if the Bank is reasonably certain to exercise an extension option, and penalties for early termination of a lease unless the Bank is reasonably certain not to terminate early.

The lease liability is measured at amortised cost using the effective interest method. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, if there is a change in the Bank's estimate of the amount expected to be payable under a residual value guarantee, if the Bank changes its assessment of whether it will exercise a purchase, extension or termination option or if there is a revised in-substance fixed lease payment.

When the lease liability is remeasured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss if the carrying amount of the right-of-use asset has been reduced to zero.

### **Short term leases and leases of low-value assets**

The Bank has elected not to recognise right-of-use assets and lease liabilities for leases of low-value assets and short-term leases, including IT equipment. The Bank recognises the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

### **ii. As a lessor**

At inception or on modification of a contract that contains a lease component, the Bank allocates the consideration in the contract to each lease component on the basis of their relative standalone prices. When the Bank acts as a lessor, it determines at lease inception whether each lease is a finance lease or an operating lease.

To classify each lease, the Bank makes an overall assessment of whether the lease transfers substantially all of the risks and rewards incidental to ownership of the underlying asset. If this is the case, then the lease is a finance lease; if not, then it is an operating lease. As part of this assessment, the Bank considers certain indicators such as whether the lease is for the major part of the economic life of the asset.

When the Bank is an intermediate lessor, it accounts for its interests in the head lease and the sub-lease separately. It assesses the lease classification of a sub-lease with reference to the right-of-use asset arising from the head lease, not with reference to the underlying asset. If a head lease is a short-term lease to which the Bank applies the exemption described above, then it classifies the sub-lease as an operating lease.

## NOTES TO THE FINANCIAL STATEMENTS

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If an arrangement contains lease and non-lease components, then the Bank applies IFRS 15 to allocate the consideration in the contract.

The Bank applies the derecognition and impairment requirements in IFRS 9 to the net investment in the lease. The Bank further regularly reviews estimated unguaranteed residual values used in calculating the gross investment in the lease.

The Bank recognises lease payments received under operating leases as income on a straight line basis over the lease term as part of 'other revenue'.

Generally, the accounting policies applicable to the Bank as a lessor in the comparative period were not different from IFRS 16 except for the classification of the sub-lease entered into during current reporting period that resulted in a finance lease classification.

### **Policy applicable before 1 January 2019**

For contracts entered into before 1 January 2019, the Bank determined whether the arrangement was or contained a lease based on the assessment of whether:

- fulfilment of the arrangement was dependent on the use of a specific asset or assets; and -the arrangement had conveyed a right to use the asset.

#### **i. as a lessee**

In the comparative period, as a lessee the Bank classified leases that transferred substantially all of the risks and rewards of ownership as finance leases. When this was the case, the leased assets were measured initially at an amount equal to the lower of their fair value and the present value of the minimum lease payments. Minimum lease payments were the payments over the lease term that the lessee was required to make, excluding any contingent rent. Subsequent to initial recognition, the assets were accounted for in accordance with the accounting policy applicable to that asset.

Assets held under other leases were classified as operating leases and were not recognised in the Bank's statement of financial position. Payments made under operating leases were recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received were recognised as an integral part of the total lease expense, over the term of the lease.

#### **ii. As a lessor**

When the Bank acted as a lessor, it determined at lease inception whether each lease was a finance lease or an operating. To classify each lease, the Bank made an overall assessment of whether the lease transferred substantially all of the risks and rewards incidental to ownership of the underlying asset. If this was the case, then the lease was a finance lease; if not, then it was an operating lease. As part of this assessment, the Bank considered certain indicators such as whether the lease was for the major part of the economic life of the asset.

### **4. Segment information**

The Bank prepares its segment information based on geographical segments as its primary reporting segment. A geographical segment is engaged in providing products and/or services within a particular economic environment that are subject to risks and returns different from those of segments operating in other economic environments. The Bank in 2020 operated two geographical segments - North and South Bank - and the Corporate office.

Management monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on operating profits and losses which in certain respects, are measured differently from operating profits or losses in the financial statements. Management primarily relies on growth in deposit and profit before taxes as performance measures. The Chief Executive Officer/Managing Director (being the chief operating decision maker) reviews the internal management reports of each segment at least quarterly.

## NOTES TO THE FINANCIAL STATEMENTS

Transfer prices between operating segments are on arm's length basis in a manner similar to transactions with third parties. No revenue from transactions with a single external customer or counter-party amounted to 10% or more of the Bank's total revenue in 2019 or the year ended 31 December 2020.

The following table presents income and profit and certain asset and liability information regarding the Bank's operating segments:

<b>31 December 2020</b>	<b>South</b>	<b>North</b>	<b>Corporate Office</b>	<b>Total</b>
	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>
<b>Segmented results</b>				
Revenue	13,577,650	13,331,911	15,799,711	42,709,272
Operating profit before tax	1,800,658	2,042,513	(1,619,976)	2,223,194
Income Tax			(136,802)	(136,801)
Profit for the year	1,800,658	2,042,513	(1,756,778)	2,086,393
<b>Segmented assets and liabilities</b>				
Segment assets	87,959,213	222,157,225	181,903,891	492,020,329
Segment Liabilities	221,088,398	295,105,195	251,236,532	767,430,125
<b>31 December 2019</b>				
	<b>South</b>	<b>North</b>	<b>Corporate Office</b>	<b>Total</b>
	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>
<b>Segmented results</b>				
Revenue	11,101,414	14,344,147	19,141,709	44,587,271
Operating profit before tax	1,002,429	896,329	1,743,354	3,642,112
Income Tax			(258,923)	(258,923)
Profit for the year	1,002,429	896,329	1,484,431	3,383,189
<b>Segmented assets and liabilities</b>				
Segment assets	8,734,290	94,567,620	189,750,160	293,052,070
Segment liabilities	130,791,559	104,347,069	336,769,330	571,907,958

### 5.1 Statement of Prudential adjustments

Provisions under prudential guidelines are determined using the time based provisioning prescribed by the Revised Central Bank of Nigeria (CBN) Prudential Guidelines. This is at variance with the incurred loss model required by IFRS under IFRS 9. As a result of the differences in the methodology/provision, there will be variances in the impairments allowances required under the two methodologies.

Paragraph 12.4 of the revised Prudential Guidelines for Deposit Money Banks in Nigeria stipulates that Banks would be required to make provisions for loans as prescribed in the relevant IFRS when IFRS is adopted. However, Banks would be required to comply with the following:

(a) Provisions for loans recognized in the profit and loss account should be determined based on the requirements of IFRS. However, the IFRS provision should be compared with provisions determined under

## NOTES TO THE FINANCIAL STATEMENTS

prudential guidelines and the expected impact/changes in general reserves should be treated as follows:

- (i) if prudential provisions is greater than IFRS provisions; the excess provision resulting should be transferred from the general reserve account to a "regulatory risk reserve".
- (ii) if prudential provisions is less than IFRS provisions; IFRS determined provision is charged to the statement of comprehensive income. The cumulative balance in the regulatory risk reserve is thereafter reversed to the general reserve account.

(b) The non-distributable reserve should be classified under Tier 1 as part of the core capital.

In the guidelines to IFRS implementation, the Central Bank of Nigeria (CBN) directed banks to maintain a regulatory credit risk reserve in the event that the impairment on loans determine using the CBN prudential guideline is higher than the impairment determined using IFRS principles.

The reconciliation of the impairment based on IFRS standards and the CBN prudential guidelines provision is shown below.

	Notes	2020 N'000	2019 N'000
<b>Loans and advances</b>			
Impairment per CBN Prudential Guidelines (A)		11,960,511	4,849,975
Loans & advances			
Specific Impairment		1,876	483,500
Collective impairment		4,128,356	2,693,475
Other Assets		7,830,279	1,673,000
Impairment allowance as Per IFRS 9 (B)		11,908,652	14,841,036
Due from Banks	17	28,352	353,559
Loans and advances to customers	18	4,124,689	2,896,088
Investment securities	19	-	73,783
Off balance sheet	28	1,342,728	1,640,001
Other assets	20	6,412,883	9,877,604
Amount Required in Non Distributable Reserve (A > B)		51,859	-

### COMPARISON OF IFRS WITH PRUDENTIAL GUIDELINES (PG) CLASSIFICATION

		2020 N'000	2019 N'000
Gross loans and advances to customers	18	206,205,544	106,913,813
Credit impaired loans (IFRS)		69,330	966,871
Non performing loans (PG)		1,876	966,871
IFRS NPL Ratio (%)		0.03%	0.90%
PG NPL Ratio (%)		0.001%	0.90%

## 5.2 Financial Risk Management

### a. Approach to Risk Management

Unity Bank recognizes the importance of risk management practices in the achievement of its overall strategic objectives. The Bank has an effective risk governance structure and an experienced risk team. Its risk management structure facilitates maximization of opportunities, mitigation of potential threats and timely decision making.

## NOTES TO THE FINANCIAL STATEMENTS

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The Bank realizes that effective risk management is fundamental to achieving financial soundness. To this end, risk management has become an integral part of our strategy. A major target is to create a homogeneous risk awareness culture throughout the institution. This will help all staff to collectively own risk.

Risk management style is well defined to create a balance between corporate oversight and actual risk management functions with a focus on the three lines of defence below:



The management of the Bank is committed to constantly creating, implementing and sustaining practices in risk-management that will take the bank to new heights. The Board of Directors determines overall risk objectives, issues and/or approve risk policies in line with the Bank's overall objectives and risk appetite. The said polices define acceptable levels of risk levels and a pathway for assessment and treatment where necessary.

Enterprise Risk-Management (ERM) framework encompasses all other risk management policies, since ERM in the aggregate of identifying risks, assessing the risk inherent and the opportunities therein and actively managing these risks in a cost-effective manner.

The Bank risk management process originates from establishing a context to monitoring and reporting as shown below:

### 1. Establishing a context

This is done by considering the following:

- The environment within which the organization operates (Organizational context)
- The objectives, core activities and operations of the Bank (Strategic context)

### 2. Identification of risks

This is basically done by classifying the risks into core financial, physical, ethical or legal. It also involves determining what can happen, when it could happen and where it could happen.

### 3. Evaluation of risk

It involves analysing likelihood and consequences of risks identified

### 4. Treatment of risks

The decision point of whether to avoid the risk, transfer the risk or accept and mitigate the risk.

### 5. Reporting and monitoring of risks

Communication, monitoring and review ensure that the important information generated by the risk management process is captured, used and maintained.

## b. Trainings

Reducing unacceptable performance variability, aligning and integrating the varying Risk Management, building confidence on investment, community and stakeholders, enhancing corporate governance, successfully responding to a challenging business environment and aligning strategy with corporate

## NOTES TO THE FINANCIAL STATEMENTS

culture led the Bank along the path of training its' Board of Directors and Executive Management on Anti-Money Laundering/Combating the Financing of Terrorism (AML/CFT) bearing in mind the statutory and regulatory industry best practice.

### c. Governance Structure

The Bank instituted best practice corporate governance structures around its risk management practice and functions. Details of the Board and Management Standing Committees are as set out in the corporate governance report section.



### d. Policies and procedures

The Board through its committees provides guidance and strategic direction for the management of risk across the Bank. This is achieved through provision of policies for risk management and other key areas.

The Executive Management then transforms the strategies and policies into processes. They also set the order for the execution of the policies and processes.

The Internal Audit Group has a validation role against all these processes instituted by Management. They are also responsible for the review of Risk Management functions to ensure that processes are in line with the Risk Management Policy.

Risk Management policies and systems are reviewed periodically, (at least once in 3 years). This is to ensure that the Bank is abreast with the dynamic nature of the regulatory environment and in line with global best practices.

### e. Internal Control

Broadly, the Internal Control Group performs the role of safeguarding the Bank's assets. The process of performing this function also entails ensuring the reliability and integrity of all financial transactions.

The Group also ensures internal compliance with statutory and regulatory regulations as it affects the Bank. Compliance to the State Laws as it affects the operations of the Bank is also within the ambit of the Group.

The Internal Control Group also monitors the operational efficiency of the organization and ensures compliance to internal provisions as it affects the operational and financial activities of the organization amongst others. These responsibilities are driven by the deployment of the relevant anti-fraud tools and effective monitoring of activities in line with extant Laws and Internal processes.

Internal Audit Group is set up to independently examine and evaluate various operations and systems of control to determine the effectiveness of the risk management practices of the bank, verify whether acceptable policies and procedures are followed, legislative requirements and established standards are met, resources are efficiently and economically used and planned tasks are accomplished effectively.

## NOTES TO THE FINANCIAL STATEMENTS

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In providing assurance to Management and Board of Directors, Internal Audit Group on a time to time basis review activities of Branches, Regions, Zones and Head Office Departments in order to provide independent analysis, appraisals, advice and recommendations concerning the activities reviewed.

The objective of adding value by providing assurance to all levels of Management is achieved by:

- Assessing the bank's enterprise risk management strategies and its effectiveness.
- Ensuring compliance with the Bank's system, Policies and Procedures, Plans, Statutory Requirements and Regulations which could have a significant impact on operations.
- Reviewing operations or programs to ascertain whether results are consistent with the Bank's established objectives and goals and whether the operations or programs are being carried out as planned.
- Appraising the relevance, reliability and integrity of management, financial and operating data and reports, including the electronic information system.
- Ensuring adequate security and protection of access rights on all platforms across the Bank

The independence of the Internal Audit Group is key to effectively deliver on its mandate. To maintain the independence of the Internal Audit Group, the under listed is consistently maintained in Unity Bank:

Unity Bank Internal Audit Group shall be directly responsible to the Statutory Audit Committee (SAC) / Board Audit Committee (BAC) of the Bank and be independent of any other section, branch or officer.

It shall have no executive or managerial powers, functions or duties except those relating to internal audit and control.

It shall have no direct operational responsibility or authority over any of the activities audited.

It shall not be responsible for the detailed development or implementation of new systems and procedures or engage in any other activity that may impair judgment. Finally, the extent and frequency of internal audits will depend upon varying circumstances such as results of previous audits, relative risk associated with activities, materiality, the adequacy of the system of internal control, and resources available to Internal Audit Group.

In addition, the Internal Audit Group is also responsible for the independent review and internal validation of the ICAAP report.

### **f. Key Risk Exposures**

This report focused on the material risk for which we had capacity to measure. Some of the risks considered include the following Credit Risk

Market Risk  
Liquidity Risk

#### **5.2.1 Credit Risk**

It is the likelihood that a borrower or counterparty will fail to meet his/her obligations according to the agreed terms thereby resulting in a loss for the Bank.

The Bank's primary business is that of financial intermediation hence credit risk forms a major part of its risk assets portfolio. The standardized approach was used to measure the credit capital requirement.

## NOTES TO THE FINANCIAL STATEMENTS

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### **a. Credit Risk Measurement and Management**

Exposure to credit risk is considered the largest risk in most financial institutions. It therefore attracts adequate attention and resources for a proactive and effective management.

Credit risk arises when an obligor fails to meet with the terms and conditions specified and agreed in a trading or loan contract or when its ability to perform such obligations is impaired. This may arise not only when an obligor or borrower defaults in payment of a loan or settlement but also when his repayment capability dwindles. Credit risk event occur from activities both on and off Balance Sheet engagements which include trade or project finance, interbank transactions, foreign exchange, bonds, guarantees, commitment and settlement transactions.

Credit Risk Management is a full-fledged group headed by General Manager. The Department is under the Enterprise Risk Management Directorate which is headed by an Executive Director.

The Bank operates a policy of clear separation of business powers as business officers involved in Credit approvals do not have powers to approve disbursement of Credits as this resides in the control officers in Risk Management Directorate.

The Responsibilities of the Department Include:

- a. Planning of the credit portfolio of the Bank.
- b. Review of all credit proposals at various levels before consideration for approval.
- c. Review of Credit Policies and Procedures from time to time and issue Credit Circulars on matters bothering on credit performance.
- d. Monitor the use of delegated business powers and recommend sanctions for abuse.

### **b. Other Key Objectives for Credit Risk Management include:**

1. Deliberately manage its risk asset portfolio to ensure that the risk of concentration to any sector or individual customer is minimized and ensuring portfolio flexibility and liquidity.
2. Ensure exposure to any industry or customer is determined by the regulatory guidelines, internal policies and procedures, debt service capability and balance sheet management.
3. Extend credit to only suitable and well identified customers who have complied with the "Know Your Customer" KYC principle and meet the "Risk Assets Acceptance Criteria" RAAC of the Bank.
4. Credits are to be extended to customers where the source of repayment is known and can be ascertained but not for speculative purposes and where the purpose and destination of funds are not disclosed.
5. Ensure that primary source of repayment for each credit is from an identifiable cash flow from the counterpart's normal business operations or other financial arrangements. Realization of security remains a fall back option.
6. Adoption of a pricing model that reflects variation in the risk profile of various exposures to ensure that higher risks are compensated by higher returns.
7. Ensure that the quantum of exposure and quality and value of collateral required are determined based on the risk profile of the counter party.
8. Avoid all conflict of interest situations and report all insider related credits to appropriate body.

## NOTES TO THE FINANCIAL STATEMENTS

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### **c. Credit Risk Rating**

The Risk Rating Approach is to assign two Risk Ratings to each existing or prospective borrowing customer of the bank based on the Credit Risk Assessment of:

- i. The Customer's business and;
- ii. The facility security and structure.

The Risk Rating obtained in (i) above will be referred to as the Customer Quality Rating (CQR) while the rating obtained in (ii) above will be referred to as the Facility Risk Rating (FRR). Each borrowing customer of Unity Bank will have both ratings rendered in the frequency indicated below.

### **d. Frequency Of Rating**

Each borrowing customer of Unity Bank will be rated (CQR and FRR) at least once every 12 (twelve) months; within six months of the customer's financial year end. This is merely a minimum requirement.

In practice however, Lending officers and their supervisors will be expected to review and risk rate each borrowing customer at the following events:

- A. During the appraisal of any Credit request, renewals, increases, reductions, restructures, new lines or material change in the terms of an existing facility.
- B. Once information is received or suspected about a material change in the business condition, internal arrangements or other circumstances or industry in which a borrowing customer operates.
- C. When there is a material change in the Credit facility or the circumstances affecting the Credit facility such as a change in the structure of the Credit change in the Security change in the circumstances of a bank that is part of the syndication etc.
- D. Any material change in regulations affecting the customer or the customer's industry.

### **e. Credit Approval Limits**

The Bank operates a decentralized Delegation of Business Powers, approved by the Board of Directors which delegated powers to the following bodies:

- Board of Directors
- Board Credit Committee
- Executive Management Committee and
- The Managing Director.

Exposure to credit risk is considered the largest risk in most financial institutions. It therefore attracts adequate attention and resources for a proactive and effective management.

## NOTES TO THE FINANCIAL STATEMENTS

### f. Maximum exposure to credit risk

#### Loans & advances to customers at amortised cost

In thousands of Naira	2020				2019			
	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Total
Gross Amount	95,898,079	110,238,135	69,330	206,205,544	50,921,125	55,025,817	966,871	106,913,813
ECL allowance	(2,452,829)	(1,671,856)	(4)	(4,124,689)	(1,064,921)	(1,158,253)	(672,914)	(2,896,088)
	93,445,251	108,566,279	69,326	202,080,856	49,856,204	53,867,564	293,957	104,017,725

#### Debt instruments at amortised cost

In thousands of Naira	2020				2019			
	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Total
Gross exposures	64,379,307	-	-	64,379,307	29,282,914	-	-	29,282,914
Impairment allowance	-	-	-	-	(73,783)	-	-	(73,783)
Carrying amount	64,379,307	-	-	64,379,307	29,209,131	-	-	29,209,131

#### Debt instruments at FVOCI

In thousands of Naira	2020				2019			
	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Total
Gross exposures	61,667,497	-	-	61,667,497	86,611,960	-	-	86,611,960
Impairment allowance	-	-	-	-	-	-	-	-
Carrying amount	61,667,497	-	-	61,667,497	86,611,960	-	-	86,611,960

#### Cash and balances with Central Bank

In thousands of Naira	2020				2019			
	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Total
Gross exposures	99,266,770	-	-	99,266,770	9,340,372	-	4,696,104	14,036,476
Impairment allowance	-	-	-	-	-	-	-	-
Carrying amount	99,266,770	-	-	99,266,770	9,340,372	-	4,696,104	14,036,476

#### Due from banks

In thousands of Naira	2020				2019			
	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Total
Gross exposures	33,065,169	-	-	33,065,169	32,062,650	-	2,016,186	34,078,836
Impairment allowance	(28,352)	-	-	(28,352)	(353,559)	-	-	(353,559)
Carrying amount	33,036,817	-	-	33,036,817	31,709,090	-	2,016,186	33,725,277

#### Other assets

In thousands of Naira	2020				2019			
	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Total
Gross exposures	5,039,098	-	9,016,592	14,055,690	2,935,741	-	8,517,583	11,453,324
Impairment allowance	-	-	(6,412,883)	(6,412,883)	(1,360,022)	-	(8,517,583)	(9,877,604)
Carrying amount	5,039,098	-	-	7,642,807	1,575,720	-	-	1,575,720

#### Financial guarantees and letters of credit

In thousands of Naira	2020				2019			
	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Total
Gross exposures	99,698,417	-	-	99,698,417	64,907,484	-	-	64,907,484
Impairment allowance	(1,342,728)	-	-	(1,342,728)	(1,640,001)	-	-	(1,640,001)
Carrying amount	98,355,689	-	-	98,355,689	63,267,483	-	-	63,267,483

## NOTES TO THE FINANCIAL STATEMENTS

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### **g. Impairment of financial assets**

IFRS 9 impairment requirements are based on an expected credit loss model, replacing the incurred loss model under IAS 39. Key changes in the Bank's accounting policy for impairment of financial assets are listed below.

The Bank applies a three-stage approach to measuring expected credit losses (ECL) on debt instruments accounted for at amortised cost, FVOCI, loan commitment and financial guarantee contracts. Assets migrate through the following three stages based on the change in credit quality since initial recognition:

#### **i) Stage 1: 12-months ECL**

For exposures where there has not been a significant increase in credit risk since initial recognition and that are not credit-impaired upon origination, the portion of the lifetime ECL associated with the probability of default events occurring within the next 12 months is recognised. Interest revenue is calculated by applying the effective interest rate to the gross carrying amount.

#### **ii) Stage 2: Lifetime ECL - not credit-impaired**

For credit exposures where there has been a significant increase in credit risk since initial recognition but are not credit-impaired, a lifetime ECL is recognised. Interest revenue is calculated by applying the effective interest rate to the gross carrying amount.

#### **iii) Stage 3: Lifetime ECL - credit-impaired**

Financial assets are assessed as credit-impaired when one or more events that have a detrimental impact on the estimated future cash flows of that asset have occurred. As this uses the same criteria as under IAS 39, the Bank's methodology for specific provisions remains unchanged. For financial assets that have become credit-impaired, a lifetime ECL is recognised and interest revenue is calculated by applying the effective interest rate to the amortised cost rather than the gross carrying amount.

At each reporting date, the Bank assesses whether there has been a significant increase in credit risk for financial assets since initial recognition by comparing the risk of default occurring over the expected life between the reporting date and the date of initial recognition.

In determining whether credit risk has increased significantly since initial recognition, the Bank uses its internal credit risk grading system, external risk ratings and forecast information to assess deterioration in credit quality of a financial asset.

The Bank assesses whether the credit risk on a financial asset has increased significantly on an individual or collective basis. For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of shared credit risk characteristics, taking into account instrument type, credit risk ratings, date of initial recognition, remaining term to maturity, industry, geographical location of the borrower and other relevant factors.

The amount of ECL is measured as the probability-weighted present value of all cash shortfalls over the expected life of the financial asset discounted at its original effective interest rate. The cash shortfall is the difference between all contractual cash flows that are due to the Bank and all the cash flows that the Bank expects to receive. The amount of the loss is recognised using an allowance for credit losses account

The Bank considers its historical loss experience and adjusts this for current observable data. In addition, the Bank uses reasonable and supportable forecasts of future economic conditions including experienced judgment to estimate the amount of an expected impairment loss. IFRS 9 introduces the use of macroeconomic factors which include, but is not limited to, unemployment, interest rates, gross domestic product, inflation and commercial property prices, and requires an evaluation of both the current and forecast direction of the economic cycle. Incorporating forward looking information increases the level of judgement as to how changes in these macroeconomic factors will affect ECL. The methodology and assumptions including any forecasts of future economic conditions are reviewed regularly.

## NOTES TO THE FINANCIAL STATEMENTS

If, in a subsequent period, credit quality improves and reverses any previously assessed significant increase in credit risk since origination, depending on the stage of the life time or stage 3 of the ECL bucket, the Bank would continue to monitor such financial assets for a probationary period of 90 days to confirm if the risk of default has decreased sufficiently before upgrading such exposure from life time ECL (Stage 2) to 12- months ECL (Stage 1). In addition to 90 days probationary period above, the Bank also observes a further probationary period of 90 days to upgrade from Stage 3 to 2. This means a probationary period of 180 days will be observed before upgrading financial assets from lifetime ECL (Stage 3) to 12 months ECL (Stage 1).

The following tables show reconciliations from the opening to the closing balance of loss allowance by class of financial instrument.

	Cash & bank balances	Debt instrument at amortised	Debt instrument at FVOCI	Loans and Advances	Other Assets	Perf. Bonds, Guarantees and LCs	Total
<b>31 December 2020</b>							
<i>In thousands of Naira</i>							
Opening balance of the ECL allowance	353,559	73,783	-	2,896,088	9,877,605	1,640,001	14,841,036
Remeasurement during the year	(325,207)	12,538	-	1,228,601	(3,199,072)	(297,273)	(2,580,413)
Write offs	-	-	-	-	(265,648)	-	(265,648)
Closing balance	28,352	86,321	-	4,124,689	6,412,885	1,342,728	11,994,975

	Cash & bank balances	Debt instrument at amortised	Debt instrument at FVOCI	Loans and Advances	Other Assets	Perf. Bonds, Guarantees and LCs	Total
<b>31 December 2019</b>							
<i>In thousands of Naira</i>							
Opening balance of the ECL allowance	-	410,960	-	744,197	8,682,610	1,661,701	11,499,467
Remeasurement during the year	353,559	(337,177)	-	2,151,891	1,194,995	(21,700)	3,341,569
Write offs	-	-	-	-	-	-	-
Closing balance	353,559	73,783	-	2,896,088	9,877,605	1,640,001	14,841,036

## NOTES TO THE FINANCIAL STATEMENTS

### 5.2 Credit Analysis

The following tables set out the credit quality of financial assets measured at amortised cost and FVOCI debt instrument without taking into account collateral or other credit enhancement. Unless specifically indicated, for financial assets the amounts in the table represent gross carrying amounts. For loan commitments and financial guarantee contracts, the amount in the table represents the amounts committed or guaranteed, respectively

2020	12-month PD Ranges N'000	Stage 1 N'000	Stage 2 N'000	Stage 3 N'000	Purchased Credit Impaired N'000	Total N'000
<b>Loans and Advances to Banks</b>						
Rating 1- 6: Strong	-	33,093,521	-	-	-	33,093,521
Rating 7: Satisfactory	-	-	-	-	-	-
Rating 8 -10: Higher risk	-	-	-	-	-	-
Rating 11-12: Credit-impaired	-	-	-	-	-	-
Gross Carrying Amount	-	33,093,521	-	-	-	33,093,521
Loss Allowance	-	(28,352)	-	-	-	(28,352)
<b>Carrying Amount</b>	-	<b>33,065,169</b>	-	-	-	<b>33,065,169</b>
<b>Loans and Advances to Customers</b>						
Rating 1- 6: Strong	-	95,898,079	110,238,135	-	-	206,136,214
Rating 7: Satisfactory	-	-	-	-	-	-
Rating 8 -10: Higher risk	-	-	-	69,330	-	69,330
Rating 11-12: Credit-impaired	-	-	-	-	-	-
Gross Carrying Amount	-	95,898,079	110,238,135	69,330	-	206,205,544
Loss Allowance	-	(2,452,828)	(1,671,856)	(4)	-	(4,124,688)
<b>Carrying Amount</b>	-	<b>93,445,251</b>	<b>108,566,279</b>	<b>69,326</b>	-	<b>202,080,856</b>
<b>Debt Securities at Amortised Cost</b>						
Rating 1- 6: Strong	-	64,379,307	-	-	-	64,379,307
Rating 7: Satisfactory	-	-	-	-	-	-
Rating 8 -10: Higher risk	-	-	-	-	-	-
Rating 11-12: Credit-impaired	-	-	-	-	-	-
Gross Carrying Amount	-	64,379,307	-	-	-	64,379,307
Loss Allowance	-	-	-	-	-	-
<b>Carrying Amount</b>	-	<b>64,379,307</b>	-	-	-	<b>64,379,307</b>
<b>Debt Securities at FVOCI</b>						
Rating 1- 6: Strong	-	61,667,497	-	-	-	61,667,497
Rating 7: Satisfactory	-	-	-	-	-	-
Rating 8 -10: Higher risk	-	-	-	-	-	-
Rating 11-12: Credit-impaired	-	-	-	-	-	-
Gross Carrying Amount	-	61,667,497	-	-	-	61,667,497
Loss Allowance	-	-	-	-	-	-
<b>Carrying Amount</b>	-	<b>61,667,497</b>	-	-	-	<b>61,667,497</b>

## NOTES TO THE FINANCIAL STATEMENTS

2019	12-month PD Ranges N'000	Stage 1 N'000	Stage 2 N'000	Stage 3 N'000	Purchased Credit Impaired N'000	Total N'000
<b>Loans and Advances to Banks</b>						
Rating 1- 6: Strong	-	34,078,836	-	-	-	34,078,836
Rating 7: Satisfactory	-	-	-	-	-	-
Rating 8 -10: Higher risk	-	-	-	-	-	-
Rating 11-12: Credit-impaired	-	-	-	-	-	-
Gross Carrying Amount	-	34,078,836	-	-	-	34,078,836
Loss Allowance	-	(353,559)	-	-	-	(353,559)
<b>Carrying Amount</b>	-	<b>33,725,277</b>	-	-	-	<b>33,725,277</b>
<b>Loans and Advances to Customers</b>						
Rating 1- 6: Strong	-	50,921,125	55,025,817	-	-	105,946,941.94
Rating 7: Satisfactory	-	-	-	-	-	-
Rating 8 -10: Higher risk	-	-	-	966,871	-	966,871
Rating 11-12: Credit-impaired	-	-	-	-	-	-
Gross Carrying Amount	-	50,921,125	55,025,817	966,871	-	106,913,813
Loss Allowance	-	(1,064,921)	(1,158,253)	(672,914)	-	(2,896,088)
<b>Carrying Amount</b>	-	<b>49,856,204</b>	<b>53,867,564</b>	<b>293,957</b>	-	<b>104,017,725</b>
<b>Debt Securities at Amortised Cost</b>						
Rating 1- 6: Strong	-	29,282,914	-	-	-	29,282,914
Rating 7: Satisfactory	-	-	-	-	-	-
Rating 8 -10: Higher risk	-	-	-	-	-	-
Rating 11-12: Credit-impaired	-	-	-	-	-	-
Gross Carrying Amount	-	29,282,914	-	-	-	29,282,914
Loss Allowance	-	(73,783)	-	-	-	(73,783)
<b>Carrying Amount</b>	-	<b>29,209,131</b>	-	-	-	<b>29,209,131</b>
<b>Debt Securities at FVOCI</b>						
Rating 1- 6: Strong	-	86,611,960	-	-	-	86,611,960
Rating 7: Satisfactory	-	-	-	-	-	-
Rating 8 -10: Higher risk	-	-	-	-	-	-
Rating 11-12: Credit-impaired	-	-	-	-	-	-
Gross Carrying Amount	-	86,611,960	-	-	-	86,611,960
Loss Allowance	-	-	-	-	-	-
<b>Carrying Amount</b>	-	<b>86,611,960</b>	-	-	-	<b>86,611,960</b>

### g. Impairment of financial assets

IFRS 9 impairment requirements are based on an expected credit loss model, replacing the incurred loss model under IAS 39. Key changes in the Bank's accounting policy for impairment of financial assets are listed below.

The Bank applies a three-stage approach to measuring expected credit losses (ECL) on debt instruments accounted for at amortised cost, FVOCI, loan commitment and financial guarantee contracts. Assets migrate through the following three stages based on the change in credit quality since initial recognition:

## NOTES TO THE FINANCIAL STATEMENTS

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### **i) Stage 1: 12-months ECL**

For exposures where there has not been a significant increase in credit risk since initial recognition and that are not credit-impaired upon origination, the portion of the lifetime ECL associated with the probability of default events occurring within the next 12 months is recognised. Interest revenue is calculated by applying the effective interest rate to the gross carrying amount.

### **ii) Stage 2: Lifetime ECL - not credit-impaired**

For credit exposures where there has been a significant increase in credit risk since initial recognition but are not credit-impaired, a lifetime ECL is recognised. Interest revenue is calculated by applying the effective interest rate to the gross carrying amount.

### **iii) Stage 3: Lifetime ECL - credit-impaired**

Financial assets are assessed as credit-impaired when one or more events that have a detrimental impact on the estimated future cash flows of that asset have occurred. As this uses the same criteria as under IAS 39, the Bank's methodology for specific provisions remains unchanged. For financial assets that have become credit-impaired, a lifetime ECL is recognised and interest revenue is calculated by applying the effective interest rate to the amortised cost rather than the gross carrying amount.

At each reporting date, the Bank assesses whether there has been a significant increase in credit risk for financial assets since initial recognition by comparing the risk of default occurring over the expected life between the reporting date and the date of initial recognition.

In determining whether credit risk has increased significantly since initial recognition, the Bank uses its internal credit risk grading system, external risk ratings and forecast information to assess deterioration in credit quality of a financial asset.

The Bank assesses whether the credit risk on a financial asset has increased significantly on an individual or collective basis. For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of shared credit risk characteristics, taking into account instrument type, credit risk ratings, date of initial recognition, remaining term to maturity, industry, geographical location of the borrower and other relevant factors.

The amount of ECL is measured as the probability-weighted present value of all cash shortfalls over the expected life of the financial asset discounted at its original effective interest rate. The cash shortfall is the difference between all contractual cash flows that are due to the Bank and all the cash flows that the Bank expects to receive. The amount of the loss is recognised using an allowance for credit losses account

The Bank considers its historical loss experience and adjusts this for current observable data. In addition, the Bank uses reasonable and supportable forecasts of future economic conditions including experienced judgment to estimate the amount of an expected impairment loss. IFRS 9 introduces the use of macroeconomic factors which include, but is not limited to, unemployment, interest rates, gross domestic product, inflation and commercial property prices, and requires an evaluation of both the current and forecast direction of the economic cycle. Incorporating forward looking information increases the level of judgement as to how changes in these macroeconomic factors will affect ECL. The methodology and assumptions including any forecasts of future economic conditions are reviewed regularly.

If, in a subsequent period, credit quality improves and reverses any previously assessed significant increase in credit risk since origination, depending on the stage of the life time or stage 3 of the ECL bucket, the Bank would continue to monitor such financial assets for a probationary period of 90 days to confirm if the risk of default has decreased sufficiently before upgrading such exposure from life time ECL (Stage 2) to 12- months ECL (Stage 1). In addition to 90 days probationary period above, the Bank also observes a further probationary period of 90 days to upgrade from Stage 3 to 2. This means a probationary period of 180 days will be observed before upgrading financial assets from lifetime ECL (Stage 3) to 12 months ECL

## NOTES TO THE FINANCIAL STATEMENTS

### (Stage 1).

The following tables show reconciliations from the opening to the closing balance of loss allowance by class of financial instrument.

	Cash & bank balances	Debt instrument at amortised	Debt instrument at FVOCI	Loans and Advances	Other Assets	Perf. Bonds, Guarantees and LCs	Total
<b>31 December 2020</b>							
<i>In thousands of Naira</i>							
Opening balance of the ECL allowance	353,559	73,783	-	2,896,088	9,877,605	1,640,001	14,841,036
Remeasurement during the year	(325,207)	12,538	-	1,228,601	(3,199,072)	(297,273)	(2,580,413)
Write offs	-	-	-	-	(265,648)	-	(265,648)
Closing balance	28,352	86,321	-	4,124,689	6,412,885	1,342,728	11,994,975

	Cash & bank balances	Debt instrument at amortised	Debt instrument at FVOCI	Loans and Advances	Other Assets	Perf. Bonds, Guarantees and LCs	Total
<b>31 December 2019</b>							
<i>In thousands of Naira</i>							
Opening balance of the ECL allowance	-	410,960	-	744,197	8,682,610	1,661,701	11,499,467
Remeasurement during the year	353,559	(337,177)	-	2,151,891	1,194,995	(21,700)	3,341,569
Write offs	-	-	-	-	-	-	-
Closing balance	353,559	73,783	-	2,896,088	9,877,605	1,640,001	14,841,036

## NOTES TO THE FINANCIAL STATEMENTS

### h. Concentration of credit risk by Industry

At 31 December 2020

Loans and advances to customer

Industry Type	Gross Loans & Advances		Expected Credit Loss		Net Loans & Advances	
	N'000	%	N'000	%	N'000	%
Agriculture	179,345,352	86.97%	3,806,499	92.29%	175,538,854	86.87%
Construction	-	0.00%	-	0.00%	-	0.00%
Education	623,660	0.30%	5,044	0.12%	618,617	0.31%
Finance and Insurance	209,266	0.10%	302	0.01%	208,964	0.10%
General	4,721,680	2.29%	106,486	2.58%	4,615,195	2.28%
General Commerce	16,252	0.01%	21	0.00%	17,275	0.01%
Government	10,625,452	5.15%	14,213	0.34%	10,611,239	5.25%
Health Care	10,223	0.00%	114	0.00%	10,109	0.01%
Manufacturing	7,847,614	3.81%	110,961	2.69%	7,736,653	3.83%
Oil and Gas	2,537,830	1.23%	58,348	1.41%	2,479,482	1.23%
Power and Energy	134,885	0.07%	20,962	0.51%	113,923	0.06%
Transportation	47,813	0.02%	1,723	0.04%	46,090	0.02%
Real Estate	85,517	0.04%	17	0.00%	84,455	0.04%
<b>TOTAL</b>	<b>206,205,544</b>	<b>100.00%</b>	<b>4,124,689</b>	<b>100%</b>	<b>202,080,856</b>	<b>100.00%</b>

At 31 December 2019

Industry Type	Gross Loans & Advances		Expected Credit Loss		Net Loans & Advances	
	N'000	%	N'000	%	N'000	%
Agriculture	102,089,891	95.49%	2,217,252	76.56%	99,872,638	96.02%
Construction	245,805	0.23%	-	0.00%	245,805	0.24%
Education	27,527	0.03%	-	0.00%	27,527	0.03%
Finance and Insurance	207,397	0.19%	-	0.00%	207,397	0.20%
General	2,128,758	1.99%	66,447	2.29%	2,062,311	1.98%
General Commerce	29,716	0.03%	-	0.00%	29,716	0.03%
Government	550,557	0.51%	789	0.03%	549,768	0.53%
Manufacturing	1,003,886	0.94%	583,693	20.15%	420,193	0.40%
Oil and Gas	261,768	0.24%	105	0.00%	261,664	0.25%
Power and Energy	308,296	0.29%	515	0.02%	307,781	0.30%
Real Estate	60,212	0.06%	27,287	0.94%	32,925	0.03%
<b>TOTAL</b>	<b>106,913,813</b>	<b>100.00%</b>	<b>2,896,088</b>	<b>100.0%</b>	<b>104,017,725</b>	<b>100.00%</b>

## NOTES TO THE FINANCIAL STATEMENTS

### Other financial assets

	Cash and bank balances N'000	Debt instrument at amorti- sed cost N'000	Debt instrument at FVOCI N'000	Other assets N'000	Guarantees and LCs N'000
<b>31 December 2020</b>					
Financial institution	131,990,127	-	-	-	-
Government	-	64,379,307	61,667,497	-	-
Capital market	-	-	-	-	-
General	-	-	-	7,642,807	98,355,689
<b>Total</b>	<b>131,990,127</b>	<b>64,379,307</b>	<b>61,667,497</b>	<b>7,642,807</b>	<b>98,355,689</b>

	Cash and bank balances N'000	Debt instrument at amorti- sed cost N'000	Debt instrument at FVOCI N'000	Other assets N'000	Guarantees and LCs N'000
<b>31 December 2019</b>					
Financial institution	47,761,752	-	-	-	-
Government	-	29,209,131	86,611,960	-	-
Capital market	-	-	-	-	-
General	-	-	-	1,575,720	63,267,483
<b>Total</b>	<b>47,761,752</b>	<b>29,209,131</b>	<b>86,611,960</b>	<b>1,575,720</b>	<b>63,267,483</b>

#### i. Amount Arising from ECL Significant increase in credit risk

When determining whether the risk of default on a financial instrument has increased significantly since initial recognition, the Bank considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on the Bank's historical experience and expert credit assessment and including forward-looking information.

The objective of the assessment is to identify whether a significant increase in credit risk has occurred for an exposure by comparing:

- the remaining lifetime probability of default (PD) as at the reporting date; with
- the remaining lifetime PD for this point in time that was estimated at the time of initial recognition of the exposure (adjusted where appropriate for changes in prepayment expectations).

The Bank uses three criteria for determining whether there has been a significant increase in credit risk:

- a backstop of 30 days past due;
- a quantitative test based on movement in PD;
- qualitative indicators; and

#### Credit risk grades

The Bank allocates each exposure to a credit risk grade based on a variety of data that is determined to be predictive of the risk of default and applying experienced credit judgement. Credit risk grades are defined

## NOTES TO THE FINANCIAL STATEMENTS

using qualitative and quantitative factors that are indicative of risk of default. These factors vary depending on the nature of the exposure and the type of borrower.

Credit risk grades are defined and calibrated such that the risk of default occurring increases exponentially as the credit risk grade deteriorates so, for example, the difference in risk of default between credit risk grades 1 and 2 is smaller than the difference between credit risk grades 2 and 3.

Each exposure is allocated to a credit risk grade on initial recognition based on available information about the borrower. Exposures are subject to ongoing monitoring, which may result in an exposure being moved to a different credit risk grade. The monitoring typically involves use of the following data:

Corporate exposures	Retail exposures	All exposures
<ul style="list-style-type: none"> <li>– Information obtained during periodic review of customer files                             <ul style="list-style-type: none"> <li>– e.g. audited financial statements, management accounts, budgets and projections. Examples of areas of particular focus are: gross profit margins, financial leverage ratios, debt service coverage, compliance with covenants, quality of management, senior management changes</li> </ul> </li> <li>– Data from credit reference agencies, press articles, changes in external credit ratings (where applicable)</li> <li>– Actual and expected significant changes in the political, regulatory and technological environment of the borrower or in its business activities</li> </ul>	<ul style="list-style-type: none"> <li>– Internally collected data on customer behaviour – e.g. transaction dynamics and post disbursements activities in the account.</li> <li>– External data from credit reference agencies, including industry-standard credit scores (where applicable)</li> </ul>	<ul style="list-style-type: none"> <li>– Payment record                             <ul style="list-style-type: none"> <li>– this includes overdue status as well as a range of variables about payment ratios</li> </ul> </li> <li>– Utilisation of the granted limit</li> <li>– Requests for and granting of forbearance</li> <li>– Existing and forecast changes in business, financial and economic conditions</li> </ul>

The table below provides an indicative mapping of how the Bank's internal credit risk grades relate to PD and, for the Corporate portfolio, to the external credit ratings of S&P. The weighted-average PD is calculated based on the carrying amounts of the assets in each range.

### Corporate Portfolio

The corporate portfolio of the Bank is comprised of loans and advances to Banks, large corporates, public sector entities, sovereigns and other businesses

Grading	12-month weighted-average PD	External rating
Grades 1–6: Strong	0.09	AAA to B
Grades 7–12: Weak to Non Investment grade	0.92	CC to D

## NOTES TO THE FINANCIAL STATEMENTS

### Retail

The retail portfolios are comprised of personal loans (e.g. staff loans, car loans, Traders Revolving Overdraft Facility (TROF) & other short term loans) and MSME loans. The weighted average PD is based on historical performance of the various sectors in the portfolio.

	12-month weighted- average PD	
Retail Portfolio	0.61	AAA to B

### Generating the term structure of PD

Credit risk grades are a primary input into the determination of the term structure of PD for exposures. The Bank collects performance and default information about its credit risk exposures analysed by sector and by type of product and borrower as well as by credit risk grading. For some portfolios, information purchased from external credit reference agencies is also used.

The Bank employs statistical models to analyse the data collected and generate estimates of the remaining lifetime PD of exposures and how these are expected to change as a result of the passage of time.

### Determining whether credit risk has increased significantly

The Bank assesses whether credit risk has increased significantly since initial recognition at each reporting date.

As a general indicator, the credit risk of a particular exposure is deemed to have increased significantly since initial recognition if, based on the Bank's quantitative modelling:

- the remaining lifetime PD is determined to have increased by more than 50% of the corresponding amount estimated on initial recognition; or
- the absolute change in annualised lifetime PD since initial recognition is greater than 500 basis points (bp).

In addition, irrespective of the relative increase since initial recognition, the credit risk of an exposure is deemed not to have increased significantly if the change in annualised lifetime PD since initial recognition is 500 bp or less.

Credit risk may also be deemed to have increased significantly since initial recognition based on qualitative factors linked to the Bank's credit risk management processes that may not otherwise be fully reflected in its quantitative analysis on a timely basis. This will be the case for exposures that meet certain heightened risk criteria, such as placement on a watch list. Such qualitative factors are based on its expert judgement and relevant historical experiences.

The Bank identifies key drivers behind changes in credit risk for portfolios. Generally, a significant increase in credit risk is assessed based on the estimation of PDs and consideration of qualitative factors, each of which are designed to reflect forward-looking information, on an individual instrument basis as described above. However, if the Bank identifies a key driver that is not considered in the individual assessment on a timely basis, then the Bank will evaluate whether there is reasonable and supportable information that enables it to make an additional assessment on a collective basis with respect to all or some of a portfolio. This may lead to the Bank concluding that a segment or proportion of a portfolio has undergone a significant increase in credit risk.

As a backstop, the Bank considers that a significant increase in credit risk occurs no later than when an asset is more than 30 days past due. Days past due are determined by counting the number of days since

## NOTES TO THE FINANCIAL STATEMENTS

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the earliest elapsed due date in respect of which full payment of interest or/and principal has not been received. Due dates are determined without considering any grace period that might be available to the borrower.

Management overlays may be applied to the model outputs if consistent with the objective of identifying a significant increase in credit risk.

If there is evidence that there is no longer a significant increase in credit risk relative to initial recognition, then the loss allowance on an instrument returns to being measured at 12-month ECL. Some qualitative indicators of an increase in credit risk, such as delinquency or forbearance, may be indicative of an increased risk of default that persists after the indicator itself has ceased to exist. In these cases, the Bank determines a probation period during which the financial asset is required to demonstrate good behaviour to provide evidence that its credit risk has declined sufficiently. When the contractual terms of a loan have been modified, evidence that the criteria for recognising lifetime ECL are no longer met includes a history of up-to-date payment performance against the modified contractual terms. The Bank's probation period is a consecutive period of three (3) months or 90 days of performance.

The Bank monitors the effectiveness of the criteria used to identify significant increases in credit risk by regular reviews to confirm that:

- the criteria are capable of identifying significant increases in credit risk before an exposure is in default;
- the criteria do not align with the point in time when an asset becomes 30 days past due;
- the average time between the identification of a significant increase in credit risk and default appears reasonable;
- exposures are not generally transferred directly from 12-month ECL measurement to credit-impaired; and
- there is no unwarranted volatility in loss allowance from transfers between 12-month PD (Stage 1) and lifetime PD (Stage 2).

### Definition of default

The Bank considers a financial asset to be in default when:

- the borrower is unlikely to pay its credit obligations to the Bank in full, without recourse by the Bank to actions such as realising security (if any is held);
- the borrower is more than 90 days past due on any material credit obligation to the Bank. Overdrafts are considered as being past due once the customer has breached an advised limit or been advised of a limit smaller than the current amount outstanding; or
- it is becoming probable that the borrower will restructure the asset as a result of bankruptcy due to the borrower's inability to pay its credit obligations.

In assessing whether a borrower is in default, the Bank considers indicators that are:

- qualitative: e.g. breaches of covenant;
- quantitative: e.g. overdue status and non-payment on another obligation of the same issuer to the Bank; and
- based on data developed internally and obtained from external sources.

## NOTES TO THE FINANCIAL STATEMENTS

Inputs into the assessment of whether a financial instrument is in default and their significance may vary over time to reflect changes in circumstances.

The definition of default largely aligns with that applied by the Bank for regulatory capital purposes.

### Incorporation of forward-looking information

The Bank incorporates forward-looking information into both the assessment of whether the credit risk of an instrument has increased significantly since its initial recognition and the measurement of ECL.

The Bank formulates three economic scenarios: a base case, which is the central scenario, developed internally based on consensus forecasts, and two less likely scenarios, one optimistic and one downturn scenario. The base scenario is aligned with information used by the Bank for other purposes such as strategic planning and budgeting. External information considered includes economic data and forecasts published by governmental bodies and monetary authorities in the countries where the Bank operates, supranational organisations such as the Organisation for Economic Co-operation and Development (OECD) and the International Monetary Fund (IMF), and selected private-sector and academic forecasts.

The scenario probability weightings applied in measuring ECL are as follows.

at 31 December	Upside	2020 Base	Downside	Upside	2019 Base	Downside
Scenario probability weighting	15%	75%	10%	15%	0.75	10%

Periodically, the Bank carries out stress testing of more extreme shocks to calibrate its determination of the upside and downside representative scenarios. A comprehensive review is performed at least annually on the design of the scenarios by a panel of experts that advises the Bank's senior management.

The Bank has identified and documented key drivers of credit risk and credit losses for each portfolio of financial instruments and, using an analysis of historical data, has estimated relationships between macro-economic variables and credit risk and credit losses.

The key drivers for credit risk for corporate and retail portfolios are: GDP growth, inflation rates, interest rates, crude oil prices, unemployment rates and exchange rates. For exposures to specific industries and/or regions, the key drivers also include relevant commodity and/or real estate prices.

The Bank estimates each key driver for credit risk over the active forecast period of three years. This is followed by a period of mean reversion of between two and four years, depending on the product and geographical market.

The table below lists the macroeconomic assumptions used in the base, upside and downside scenarios over the five-year forecast period.<sup>a</sup> The assumptions represent the absolute percentage for interest rates and unemployment rates and year-on-year percentage change for GDP.

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At 31 December 2020	Exchange Rate	Crude Oil	Inflation rate	GDP Changes	Interest Rate	Unemployment Rate
Base economic assumptions						
5-year average	285.87	\$55.91	12.90%	0.68%	11.91%	18.56%
Peak*	410.25	\$79.18	18.45%	4.74%	29.80%	27.10%
Upside economic assumptions						
5-year average	228.70	\$67.09	10.32%	0.54%	9.53%	14.85%
Peak*	328.20	\$95.02	14.76%	3.79%	23.84%	21.68%
Downside economic assumptions						
5-year average	343.04	\$44.73	15.48%	0.82%	14.29%	22.27%
Peak*	492.30	\$63.34	22.14%	5.69%	35.76%	32.52%
At 31 December 2019	Exchange Rate	Crude Oil	Inflation rate	GDP Changes	Interest Rate	Unemployment Rate
Central economic assumptions						
5-year average	253.29	\$65.10	12.16%	1.89%	12.64%	15.51%
Peak*	307.00	\$109.70	18.45%	6.64%	29.80%	23.13%
Upside economic assumptions						
5-year average	202.63	\$78.12	9.73%	1.51%	10.11%	12.41%
Peak*	245.60	\$131.64	14.76%	5.31%	23.84%	18.50%
Downside economic assumptions						
5-year average	303.95	\$52.08	14.59%	2.27%	15.17%	18.61%
Peak*	368.40	\$87.76	22.14%	7.97%	35.76%	27.76%

The Bank has updated its economic forecasts used as an input into ECL as at 31 December 2020 taking current macro economic variables into consideration.

Predicted relationships between the key indicators and default and loss rates on various portfolios of financial assets have been developed based on analysing historical data over the past 3 to 5 years.

### Sensitivity of ECL to future economic conditions

The ECL are sensitive to judgements and assumptions made regarding formulation of forward-looking scenarios and how such scenarios are incorporated into the calculations. Management performs a sensitivity analysis on the ECL recognised on material classes of its assets.

The table below shows the loss allowance on loans and advances to corporate and retail customers assuming each forward-looking scenario (e.g. central, upside and downside) were weighted 100% instead of applying scenario probability weights across the three scenarios. For ease of comparison, the table also includes the probability-weighted amounts that are reflected in the financial statements.

## NOTES TO THE FINANCIAL STATEMENTS

As at 31 December	2020			Probability weighted
	Upside	Base	Downside	
<b>Gross exposure (in millions of Naira)</b>				
Corporate	200,375	200,375	200,375	200,375
Retail	5,831	5,831	5,831	5,831
<b>Loss allowance (in millions of Naira)</b>				
Corporate	3,416	3,337	3,561	3,400
Retail	728	711	759	724
<b>Proportion of assets in Stage 2</b>				
Corporate	109,429	109,429	109,429	109,429
Retail	-	-	-	-
<b>2019</b>				
As at 31 December	Upside	Base	Downside	Probability weighted
<b>Gross exposure (in millions of Naira)</b>				
Corporate	105,287	105,287	105,287	105,287
Retail	1,627	1,627	1,627	1,627
<b>Loss allowance (in millions of Naira)</b>				
Corporate	2,869	2,868	2,866	2,868
Retail	27	28	30	28
<b>Proportion of assets in Stage 2</b>				
Corporate	55,026	55,026	55,026	55,026
Retail	-	-	-	-

### COVID-19 considerations

Existing contractual arrangements may be modified as a result of government assistance programmes. The Bank considered the need to update our accounting policies to account for such changes and how they we have applied judgement in assessing whether a modification is determined to be substantial.

When the terms of a financial asset are modified and the modification does not result in derecognition, the determination of whether the asset's credit risk has increased significantly reflects comparison of:

- its remaining lifetime PD at the reporting date based on the modified terms; with
- the remaining lifetime PD estimated based on data on initial recognition and the original contractual terms.

When modification results in derecognition, a new loan is recognised and allocated to Stage 1 (assuming it is not credit-impaired at that time).

The Bank renegotiates loans to customers in financial difficulties (referred to as 'forbearance activities') to maximise collection opportunities and minimise the risk of default. Under the Bank's forbearance policy, loan forbearance is granted on a selective basis if the debtor is currently in default on its debt or if there is a high risk of default, there is evidence that the debtor made all reasonable efforts to pay under the original contractual terms and the debtor is expected to be able to meet the revised terms.

## NOTES TO THE FINANCIAL STATEMENTS

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The revised terms usually include extending the maturity, changing the timing of interest payments and amending the terms of loan covenants. Both retail and corporate loans are subject to the forbearance policy. The Bank Credit Committee regularly reviews reports on forbearance activities

For financial assets modified as part of the Bank's forbearance policy, the estimate of PD reflects whether the modification has improved or restored the Bank's ability to collect interest and principal and the Bank's previous experience of similar forbearance action. As part of this process, the Bank evaluates the borrower's payment performance against the modified contractual terms and considers various behavioural indicators.

Generally, forbearance is a qualitative indicator of a significant increase in credit risk and an expectation of forbearance may constitute evidence that an exposure is credit-impaired (see Note 46(J)(vii)). A customer needs to demonstrate consistently good payment behaviour over a period of time before the exposure is no longer considered to be credit-impaired/in default or the PD is considered to have decreased such that it falls within the 12-month PD ranges for the asset to be considered Stage 1.

### Measurement of ECL

The key inputs into the measurement of ECL are the term structure of the following variables:

- probability of default (PD);
- loss given default (LGD); and
- exposure at default (EAD).

ECL for exposures in Stage 1 are calculated by multiplying the 12-month PD by LGD and EAD. Lifetime ECL are calculated by multiplying the lifetime PD by LGD and EAD.

The methodology for estimating PDs is discussed above under the heading 'Generating the term structure of PD'.

LGD is the magnitude of the likely loss if there is a default. The Bank estimates LGD parameters based on the history of recovery rates of claims against defaulted counterparties. The LGD models consider the structure, collateral, seniority of the claim, counterparty industry and recovery costs of any collateral that is integral to the financial asset. For loans secured by retail property, LTV ratios are a key parameter in determining LGD. LGD estimates are recalibrated for different economic scenarios and, for lending collateralised by property, to reflect possible changes in property prices. They are calculated on a discounted cash flow basis using the effective interest rate as the discounting factor.

EAD represents the expected exposure in the event of a default. The Bank derives the EAD from the current exposure to the counterparty and potential changes to the current amount allowed under the contract and arising from amortisation. The EAD of a financial asset is its gross carrying amount at the time of default. For lending commitments, the EADs are potential future amounts that may be drawn under the contract, which are estimated based on historical observations and forward-looking forecasts. For financial guarantees, the EAD represents the amount of the guaranteed exposure when the financial guarantee becomes payable. For some financial assets, EAD is determined by modelling the range of possible exposure outcomes at various points in time using scenario and statistical techniques.

As described above, and subject to using a maximum of a 12-month PD for Stage 1 financial assets, the Bank measures ECL considering the risk of default over the maximum contractual period (including any borrower's extension options) over which it is exposed to credit risk, even if, for credit risk management purposes, the Bank considers a longer period. The maximum contractual period extends to the date at which the Bank has the right to require repayment of an advance or terminate a loan commitment or guarantee.

## NOTES TO THE FINANCIAL STATEMENTS

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However, for retail overdrafts that include both a loan and an undrawn commitment component, the Bank measures ECL over a period longer than the maximum contractual period if the Bank's contractual ability to demand repayment and cancel the undrawn commitment does not limit the Bank's exposure to credit losses to the contractual notice period. These facilities do not have a fixed term or repayment structure and are managed on a collective basis. The Bank can cancel them with immediate effect but this contractual right is not enforced in the normal day-to-day management, but only when the Bank becomes aware of an increase in credit risk at the facility level. This longer period is estimated taking into account the credit risk management actions that the Bank expects to take, and that serve to mitigate ECL. These include a reduction in limits, cancellation of the facility and/or turning the outstanding balance into a loan with fixed repayment terms.

Where modelling of a parameter is carried out on a collective basis, the financial instruments are grouped on the basis of shared risk characteristics, which may include:

- instrument type;
- credit risk grade;
- collateral type;
- LTV ratio for retail mortgages;
- date of initial recognition;
- remaining term to maturity;
- industry; and
- geographic location of the borrower.

The groupings are subject to regular review to ensure that exposures within a particular Bank remain appropriately homogeneous.

### **Post-model adjustments**

Post-model adjustments (PMAs) are short-term adjustments to the ECL balance as part of the year-end reporting process to reflect late updates to market data, known model deficiencies and expert credit judgement.

The Bank has internal governance frameworks and controls in place to assess the appropriateness of all PMAs. The aim of the Bank is to incorporate these PMAs into the ECL models, where possible, as part of the periodic recalibration and model assessment procedures.

The Bank did not make any post model adjustments for the year ended 31 December 2020 (2019: Nil)

### **Loss allowance**

The following tables show reconciliations from the opening to the closing balance of the loss allowance by class of financial instrument. The basis for determining transfers due to changes in credit risk is set out in our accounting policy

## NOTES TO THE FINANCIAL STATEMENTS

	Stage 1	Stage 2	2020 Stage 3	Total
<b>Due from Banks</b>				
Balance at 1 January	353,559	-	-	353,559
Transfer to Stage 1	-	-	-	-
Transfer to Stage 2	-	-	-	-
Transfer to Stage 3	-	-	-	-
Net remeasurement of loss allowance	(325,207)	-	-	(325,207)
New financial assets originated or purchased	-	-	-	-
Financial assets that have been derecognised	-	-	-	-
Write-offs	-	-	-	-
Unwind of discount	-	-	-	-
Foreign exchange and other movements	-	-	-	-
<b>Balance at 31 December</b>	<b>28,352</b>	<b>-</b>	<b>-</b>	<b>28,352</b>

	Stage 1	Stage 2	2019 Stage 3	Total
<b>Loans and advances to banks at amortised cost</b>				
Balance at 1 January	-	-	-	-
Transfer to Stage 1	-	-	-	-
Transfer to Stage 2	-	-	-	-
Transfer to Stage 3	-	-	-	-
Net remeasurement of loss allowance	353,559	-	-	353,559
New financial assets originated or purchased	-	-	-	-
Financial assets that have been derecognised	-	-	-	-
Write-offs	-	-	-	-
Unwind of discount	-	-	-	-
Foreign exchange and other movements	-	-	-	-
<b>Balance at 31 December</b>	<b>353,559</b>	<b>-</b>	<b>-</b>	<b>353,559</b>

	Stage 1	Stage 2	2020 Stage 3	Purchased credit- impaired	Total
<b>Loans and advances to customers at amortised cost*</b>					
Balance at 1 January	1,064,921	1,158,253	672,914	-	2,896,088
Transfer to Stage 1	(12)	12	-	-	-
Transfer to Stage 2	-	671,861	(671,861)	-	-
Transfer to Stage 3	-	-	-	-	-
Net remeasurement of loss allowance	1,381,951	(1,866,276)	(1,053)	-	(485,378)
New financial assets originated or purchased	888,444	1,727,239	4	-	2,615,687
Financial assets that have been derecognised	(882,475)	(19,233)	-	-	(901,708)
Write-offs	-	-	-	-	-
Unwind of discount	-	-	-	-	-
Foreign exchange and other movements	-	-	-	-	-
<b>Balance at 31 December</b>	<b>2,452,829</b>	<b>1,671,856</b>	<b>4</b>	<b>-</b>	<b>4,124,689</b>

## NOTES TO THE FINANCIAL STATEMENTS

	Stage 1	Stage 2	2019 Stage 3	Purchased credit- impaired	Total
<b>Loans and advances to customers at amortised cost*</b>					
<b>Balance at 1 January</b>	744,197	-	-	-	744,197
Transfer to Stage 1	(378,962)	378,962	-	-	-
Transfer to Stage 2	-	-	-	-	-
Transfer to Stage 3	(3,080)	-	3,080	-	-
Net remeasurement of loss allowance	(217,258)	191,863	669,834	-	644,439
New financial assets originated or purchased	970,298	587,428	1	-	1,557,726
Financial assets that have been derecognised	(50,274)	-	-	-	(50,274)
Write-offs	-	-	-	-	-
Unwind of discount	-	-	-	-	-
Foreign exchange and other movements	-	-	-	-	-
<b>Balance at 31 December</b>	<b>1,064,921</b>	<b>1,158,253</b>	<b>672,914</b>		<b>2,896,088</b>

The loss allowance on debt investment securities at FVOCI is not recognised in the statement of financial position because the carrying amount of such securities is their fair value.

	2020 Total	2019 Total
<b>Debt investment securities at amortised cost</b>		
Balance at 1 January	73,783	410,960
Net remeasurement of loss allowance	12,538	(337,177)
New financial assets originated or purchased	-	-
Foreign exchange and other movements	-	-
<b>Balance at 31 December</b>	<b>86,321</b>	<b>73,783</b>
<b>Cash and cash equivalents</b>		
Balance at 1 January	353,559	-
Net remeasurement of loss allowance	(325,207)	353,559
Net decrease in cash and cash equivalents	-	-
Foreign exchange and other movements	-	-
<b>Balance at 31 December</b>	<b>28,352</b>	<b>353,559</b>
<b>Loan commitments and financial guarantee contracts</b>		
Balance at 1 January	1,640,001	1,661,701
Net remeasurement of loss allowance	(297,273)	(21,700)
New loan commitments and financial guarantees issued	-	-
Foreign exchange and other movements	-	-
<b>Balance at 31 December</b>	<b>1,342,728</b>	<b>1,640,001</b>

## NOTES TO THE FINANCIAL STATEMENTS

The following table provides a reconciliation between:

- amounts shown in the above tables reconciling opening and closing balances of loss allowance per class of financial instrument; and
- the 'impairment losses on financial instruments' line item in the consolidated statement of profit or loss and other comprehensive income.

	2020						
	Loans & advances to banks at armotised cost	Loans & advances to customers at armotised cost	Debt investment securities at FVOCI	Cash and cash equivalents	Loan commitments & financial guarantee contracts	Other Assets	Total
Net remeasurement of loss allowance	(325,207)	1,228,601	12,538	-	(297,273)	(3,199,073)	(2,580,414)
Recoveries of amounts previously written off	-	(1,546,918)	-	-	-	-	(1,546,918)
<b>Impairment losses on financial instrument recognised in profit or loss</b>	<b>(325,207)</b>	<b>(318,317)</b>	<b>12,538</b>	<b>-</b>	<b>(297,273)</b>	<b>(3,199,073)</b>	<b>(4,127,332)</b>
	2019						
	Loans & advances to banks at armotised cost	Loans & advances to customers at armotised cost	Debt investment securities at FVOCI	Cash and cash equivalents	Loan commitments & financial guarantee contracts	Other Assets	Total
Net remeasurement of loss allowance	353,559	2,151,891	(337,177)	-	(21,700)	1,194,995	3,341,569
Recoveries of amounts previously written off	-	(1,419,645)	-	-	-	-	(1,419,645)
<b>Impairment losses on financial instrument recognised in profit or loss</b>	<b>353,559</b>	<b>732,246</b>	<b>(337,177)</b>	<b>-</b>	<b>(21,700)</b>	<b>1,194,995</b>	<b>1,921,924</b>

## NOTES TO THE FINANCIAL STATEMENTS

The following table sets out a reconciliation of changes in the net carrying amount of credit-impaired loans and advances to customers.

	2020	2019
Credit-impaired loans and advances to customers at 1 January	966,871	306,371
Transferred to not-credit-impaired during the year	(897,542)	660,500
Net repayments		
Recoveries of amounts previously written off	-	-
Disposals	-	-
Interest income		
Other movements		
Credit-impaired loans and advances to customers at 31 December	69,330	966,871

#### iv. Concentration of credit risk

The Bank monitors concentrations of credit risk by sector and by geographic location. An analysis of concentrations of credit risk from loans and advances, loan commitments, financial guarantees and investment securities is shown below.

	Cash and Bank Balances 2020	Loans & Advances to Banks 2020	Loans & Advances to customers 2020	Debt Securities at amorti- sed Cost 2020	Debt Securities at Fair Value 2020	Total 2020
Carrying amount	99,267	33,065	206,206	64,379	62,840	465,756
Amount committed/guaranteed			-			-
Concentration by sector						
Corporate:						
<i>Agriculture</i>	-	-	179,345	-	-	179,345
<i>Construction</i>	-	-	-	-	-	-
<i>Education</i>	-	-	624	-	-	624
<i>Finance and Insurance</i>	99,267	33,065	209	-	-	132,542
<i>General</i>	-	-	4,722	-	-	4,722
<i>General Commerce</i>	-	-	16	-	-	16
<i>Government</i>	-	-	10,625	64,379	62,840	137,844
<i>Health Care</i>	-	-	10	-	-	10
<i>Manufacturing</i>	-	-	7,848	-	-	7,848
<i>Oil and Gas</i>	-	-	2,538	-	-	2,538
<i>Power and Energy</i>	-	-	135	-	-	135
<i>Transportation</i>	-	-	48	-	-	48
<i>Real Estate</i>	-	-	86	-	-	86
	<b>99,267</b>	<b>33,065</b>	<b>206,206</b>	<b>64,379</b>	<b>62,840</b>	<b>465,756</b>

#### v. Offsetting financial assets and financial liabilities

The disclosures set out in the following tables include financial assets and financial liabilities that:

- are offset in the Bank's statement of financial position; or
- are subject to an enforceable master netting arrangement or similar agreement that covers similar financial instruments, irrespective of whether they are offset in the statement of financial position.

## NOTES TO THE FINANCIAL STATEMENTS

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The 'similar agreements' include derivative clearing agreements, global master repurchase agreements and global master securities lending agreements. 'Similar financial instruments' include derivatives, sale-and-repurchase agreements, reverse sale-and-repurchase agreements and securities borrowing and lending agreements. Financial instruments such as loans and deposits are not disclosed in the following tables unless they are offset in the statement of financial position.

The ISDA and similar master netting arrangements (see (ii)) do not meet the criteria for offsetting in the statement of financial position. This is because they create for the parties to the agreement a right of set-off of recognised amounts that is enforceable only following an event of default, insolvency or bankruptcy of the Bank or the counterparties or following other predetermined events. In addition, the Bank and its counterparties do not intend to settle on a net basis or to realise the assets and settle the liabilities simultaneously.

The Bank receives and gives collateral in the form of cash and marketable securities in respect of the following transactions:

- derivatives;
- sale-and-repurchase, and reverse sale-and-repurchase, agreements; and
- securities lending and borrowing.

This collateral is subject to standard industry terms including, when appropriate, an ISDA credit support annex. This means that securities received/given as collateral can be pledged or sold during the term of the transaction but have to be returned on maturity of the transaction. The terms also give each party the right to terminate the related transactions on the counterparty's failure to post collateral.

### 5.2.2 Market Risk

The Bank sees market risk as loss in on and off – balance sheet positions arising from changes in market prices or the potential to experience economic loss due to negative fluctuations or adverse movements of market factors.

#### a. Identification

Unity Bank market risk exposures are largely interest and exchange rate induced. The Bank currently does not play in the Commodity and Equity trading spaces.

**Interest rate risk:** The interest rate risk is the risk that an investment's value will change due to a change in the absolute level of interest rates. The bank identifies the IRR in the positions or financial contracts held in the regulatory trading book exposed to fair value revaluation associated with movements in market interest rates and the analysis of MPC meeting outcomes and other CBN circulars as it impacts the bank.

**Foreign exchange risk:** This is a risk of loss resulting from the difference between assumed and actual foreign exchange rates whether it is a long position or short position. The bank identifies its Foreign exchange risk through its trading portfolio or Net Open Position between assets and liabilities held in foreign currency.

The Bank's Market Risk management is a part of the Enterprise Risk Management function responsible for the day to day management which entails risk identification, measurement, monitoring, controlling and reporting.

The market risk management aligns its process with the Bank's strategy and Board appetite guided by operational policies

## NOTES TO THE FINANCIAL STATEMENTS

**Price risk:** This is the risk of a decline in the value of a security or an investment portfolio excluding a downturn in the market, due to multiple factors. The Bank's price risk is subject to regular monitoring by the Enterprise Risk Management department. The Bank's exposure to price risk volatility is its investment in financial securities as listed below:

	Note	2020 N'000	2019 N'000
Investment securities at FVOCI - Treasury bills	19	40,157,360	77,289,733
Investment securities at FVOCI - Bonds	19	21,510,137	9,322,227
Investment securities at FVOCI - Quoted equities	19	29,520	25,420
		<b>61,697,017</b>	<b>86,637,380</b>

### b. Concentrations of currency risk: Financial Instruments

The table below shows an analysis of assets and liabilities analysed according to their currencies:

As at 31 December 2020	Notes	Naira N'000	Dollar N'000	Pound N'000	Euro N'000	Total N'000
<b>Assets</b>						
Cash and balances with central banks	16	97,859,887	1,281,578	16,629	108,677	99,266,770
Due from banks	17	5,248,307	27,283,106	197,639	336,116	33,065,168
Loans and advances to customers	18	202,080,855	-	-	-	202,080,855
Debt instruments at FVOCI	19(ai)	61,667,497	-	-	-	61,667,497
Equity instruments at FVOCI	19(ai)	1,172,114	-	-	-	1,172,114
Debt instruments at amortised cost	19b	64,379,307	-	-	-	64,379,307
Other assets*	20	7,642,807	-	-	-	7,642,807
		<b>440,050,774</b>	<b>28,564,684</b>	<b>214,268</b>	<b>444,793</b>	<b>469,274,518</b>
<b>Liabilities</b>						
Due to other banks	24	106,699,353	-	-	-	106,699,353
Deposits from customers	25	310,754,419	45,581,836	128,578	150,359	356,615,192
Debt issued and other borrowed funds	26	255,406,328	9,467,307	-	-	264,873,635
Other liabilities**	28	37,326,277	-	-	-	37,326,277
		<b>710,186,377</b>	<b>55,049,143</b>	<b>128,578</b>	<b>150,359</b>	<b>765,514,457</b>
<b>Gap</b>		(270,135,603)	(26,484,459)	85,690	294,434	(296,239,939)
<b>Sensitivity to rate changes</b>						
						Impact on p/l
+6% increase		-	(1,589,068)	5,141	17,666	(1,566,260)
-6% decrease		-	1,589,068	(5,141)	(17,666)	1,566,260

\*Other assets excludes prepayments, stationary stocks, and other stocks which do not qualify as financial assets

\*\*Other liabilities excludes deferred fees and ECL allowance on contingents which do not qualify as financial liabilities

## NOTES TO THE FINANCIAL STATEMENTS

As at 31 December 2019	Notes	Naira N'000	Dollar N'000	Pound N'000	Euro N'000	Total N'000
<b>Assets</b>						
Cash and balances with central banks	16	13,389,895	655,603	16,700	146,940	14,209,138
Due from banks	17	4,601,427	28,174,332	200,791	748,726	33,725,276
Loans and advances to customers	18	103,929,820	87,905	-	-	104,017,725
Debt instruments at FVOCI	19(ai)	86,611,960	-	-	-	86,611,960
Equity instruments at FVOCI	19(ai)	650,095	-	-	-	650,095
Debt instruments at amortised cost	19b	29,209,131	-	-	-	29,209,131
Other assets*	20	1,575,720	-	-	-	1,575,720
		<b>239,968,048</b>	<b>28,917,840</b>	<b>217,491</b>	<b>895,666</b>	<b>269,999,045</b>
<b>Liabilities</b>						
Due to other banks	24	108,240,698	-	-	-	108,240,698
Deposits from customers	25	218,082,855	39,353,247	120,684	134,396	257,691,182
Debt issued and other borrowed funds	26	170,742,223	12,561,500	-	-	183,303,723
Other liabilities**	28	20,306,889	8,916	33,097	-	20,348,902
		<b>517,372,665</b>	<b>51,923,663</b>	<b>153,781</b>	<b>134,396</b>	<b>569,584,505</b>
<b>Gap</b>		<b>(277,404,617)</b>	<b>(23,005,823)</b>	<b>63,710</b>	<b>761,270</b>	<b>(299,585,460)</b>
<b>Sensitivity to rate changes</b>						Impact on PL
+6% increase		-	(1,380,349)	3,823	45,676	(1,330,850)
-6% decrease		-	1,380,349	(3,823)	(45,676)	1,330,850

\*Other assets excludes prepayments, stationary stocks, and other stocks which do not qualify as financial assets

\*\*Other liabilities excludes deferred fees and ECL allowance on contingents which do not qualify as financial liabilities

### c. Interest Rate Risk

The table below shows an analysis of interest bearing assets and liabilities analysed according to when they are expected to be settled. The interest reprising gap table analyses the full term structure of interest rate mismatches within the Bank's balance sheet based on the maturity date if fixed rate.

## NOTES TO THE FINANCIAL STATEMENTS

As at 31 December 2020

	Up to 1 Month N'000	1 to 3 Months N'000	3 to 6 Months N'000	6 to 12 Months N'000	1 to 3 Years N'000	Over 3 Years N'000	Total N'000
<b>Assets</b>							
Due from banks	5,892,145	27,833,131	-	-	-	-	33,725,276
Loans and advances to customers	23,099,798	4,997,785	72,778,949	82,475,313	11,787,028	11,186,638	206,325,511
Debt instruments – FVOCI	8,383,610	21,595,452	3,333,301	7,173,762	2,115,498	19,587,893	62,189,516
Financial investments – Amortised Cost	-	15,519,734	-	1,100,000	2,508,026	45,251,547	64,379,307
<b>Total assets</b>	<b>37,375,553</b>	<b>69,946,102</b>	<b>76,112,250</b>	<b>90,749,076</b>	<b>16,410,552</b>	<b>76,026,078</b>	<b>366,619,610</b>
<b>Liabilities</b>							
Due to other banks	6,500,000	-	-	100,000,000	-	-	106,500,000
Due to customers	258,968,190	95,490,317	1,575,908	420,852	-	-	356,455,267
Debt issued and other borrowed funds	-	-	-	50,698,630	204,707,698	9,467,308	264,873,636
<b>Total liabilities</b>	<b>265,468,190</b>	<b>95,490,317</b>	<b>1,575,908</b>	<b>151,119,482</b>	<b>204,707,698</b>	<b>9,467,308</b>	<b>727,828,902</b>
<b>Net Financial Instruments</b>							
	<b>(228,092,637)</b>	<b>(25,544,215)</b>	<b>74,536,342</b>	<b>(60,370,406)</b>	<b>(188,297,146)</b>	<b>66,558,770</b>	<b>(361,209,292)</b>

### Sensitivity to rate changes

	Impact on PL						
+5% net increase in yield	11,404,632	1,277,211	(3,726,817)	3,018,520	9,414,857	(3,327,938)	18,060,465
-5% net decrease in yield	(12,004,876)	(1,344,432)	3,922,965	(3,177,390)	(9,910,376)	3,503,093	(19,011,015)

As at 31 December 2019

	Up to 1 Month N'000	1 to 3 Months N'000	3 to 6 Months N'000	6 to 12 Months N'000	1 to 3 Years N'000	Over 3 Years N'000	Total N'000
<b>Assets</b>							
Due from banks	5,892,145	27,833,131	-	-	-	-	33,725,276
Loans and advances to customers	2,252,492	2,668,778	1,037,120	21,978,741	77,691,354	17,014,157	122,642,642
Debt Instruments – FVOCI	6,863,160	21,381,018	24,882,495	26,477,257	5,044,257	10,643,086	95,291,273
Financial investments – Amortised Cost	-	-	-	-	1,390,040	54,876,926	56,266,966
<b>Total assets</b>	<b>15,007,797</b>	<b>51,882,927</b>	<b>25,919,615</b>	<b>48,455,998</b>	<b>84,125,651</b>	<b>82,534,169</b>	<b>307,926,158</b>
<b>Liabilities</b>							
Due to other banks	8,001,926	51,229,508	-	55,061,410	-	-	114,292,844
Due to customers	203,286,271	7,753,138	23,973,463	14,818,856	7,859,455	-	257,691,183
Debt issued and other borrowed funds	-	-	-	50,000,000	120,742,223	12,561,500	183,303,724
<b>Total liabilities</b>	<b>211,288,198</b>	<b>58,982,646</b>	<b>23,973,463</b>	<b>119,880,266</b>	<b>128,601,678</b>	<b>12,561,500</b>	<b>555,287,751</b>
<b>Net Financial Instruments</b>							
	<b>(196,280,400)</b>	<b>(7,099,719)</b>	<b>1,946,152</b>	<b>(71,424,267)</b>	<b>(44,476,027)</b>	<b>69,972,669</b>	<b>(247,361,593)</b>

### Sensitivity to rate changes

	Impact on PL						
+5% net increase in yield	9,814,020	354,986	(97,308)	3,571,213	2,223,801	(3,498,633)	12,368,080
-5% net decrease in yield	(10,330,547)	(373,669)	102,429	(3,759,172)	(2,340,844)	3,682,772	(13,019,031)

## NOTES TO THE FINANCIAL STATEMENTS

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### 5.2.3 Liquidity Risk Management

The Board and Senior Management have a major stake in the liquidity management of Unity Bank. Within its oversight function, the Board sets clear liquidity management strategy, policies and procedures aligned with the Bank's overall business objectives. It further keeps a tab on Management's compliance with the Bank's liquidity risk management strategy. To this end, it seeks to know on a regular basis the liquidity position of the Bank while providing support in various forms feasible to Management in meeting the liquidity risk management objectives.

The supervisory function of Management spans from the Liquidity Risk Management framework which has strong emphasis diversification of deposit base, practical contingency funding plan and an effective strategy for foreign currency liquidity risk.

The other Management responsibilities include:

- Through its Strategic Asset and Liability Management Committee and other relevant organs, Management ensures a robust implementation of the Bank's liquidity risk management strategy, policies and procedures.
- Management informs the Board of the Bank's liquidity risk position regularly and proactively.
- Management informs the Board about any material potential positive or adverse change in the Bank's liquidity risk profile. The report incorporates actions taken or being taken and the assistance required from the Board to redress the situation or take advantage of the positive change.

The key players in the management of Liquidity risk and their functions are:

1. Asset Liabilities Committee
2. Treasury Group
3. Market & Liquidity Risk Department
4. The Business Units

#### a. Asset Liabilities Committee (ALCO)

ALCO is responsible for managing the Bank's liquidity risk generally rendering reports to that effect. The frequency of such reports is normally monthly except where an emergency situation demands. A review of the liquidity position stirs recommendations to Management.

ALCO also monitors implementation of approved strategies whilst making reports to the MD/CEO on the level of compliance

#### b. Maturity profile of assets and liabilities

The table below shows the undiscounted cashflows on the Bank's financial assets and financial liabilities on the basis of their earliest possible contractual maturity. The gross nominal inflow/(outflow) disclosed in the table is the contractual undiscounted cashflow on the financial assets, liability and commitments.

## NOTES TO THE FINANCIAL STATEMENTS

<b>31 December 2020</b>	<b>Note</b>	<b>Carrying Amount</b>	<b>Up to 1 Month</b>	<b>1 to 3 Months</b>	<b>3 to 6 Months</b>	<b>6 to 12 Months</b>	<b>1 to 3 Years</b>	<b>Over 3 Years</b>	<b>Nominal inflow/ (outflow) N'000</b>
<b>Assets</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>	<b>N'000</b>
Cash and balances with central banks	16	99,097,619	8,136,410	-	-	-	90,788,548	172,662	99,097,619
Due from banks	17	42,161,166	14,310,670	27,850,495	-	-	-	-	42,161,166
Loans and advances to customers	18	202,080,856	23,099,798	4,997,785	72,778,949	82,475,313	11,787,028	11,186,638	206,325,511
Debt & Equity instruments at FVOCI	19a	62,839,611	8,383,610	21,595,452	3,333,301	7,823,857	2,115,498	19,587,893	62,839,611
Debt instruments at amortised cost	19a	64,379,307	-	15,519,734	-	1,100,000	2,508,026	45,251,547	64,379,307
Other assets*	20	7,642,807	7,642,807	-	-	-	-	-	7,642,807
<b>Total assets</b>		<b>478,201,365</b>	<b>61,573,294</b>	<b>69,963,466</b>	<b>76,112,250</b>	<b>91,399,171</b>	<b>107,199,100</b>	<b>76,198,739</b>	<b>482,446,020</b>
<b>Liabilities</b>									
Due to other banks	24	106,699,353	6,500,000	-	-	100,000,000	-	-	106,500,000
Deposit from customers	25	356,455,267	258,968,190	95,490,317	1,575,908	420,852	-	-	356,455,267
Borrowings	26	264,873,636	-	-	-	50,698,630	204,707,698	9,467,308	264,873,636
Other liabilities**	28	37,326,277	37,326,277	-	-	-	-	-	37,326,277
<b>Total liabilities</b>		<b>765,354,532</b>	<b>302,794,467</b>	<b>95,490,317</b>	<b>1,575,908</b>	<b>151,119,482</b>	<b>204,707,698</b>	<b>9,467,308</b>	<b>765,155,179</b>
<b>Gap</b>		<b>(287,153,168)</b>	<b>(241,221,172)</b>	<b>(25,526,851)</b>	<b>74,536,342</b>	<b>(59,720,311)</b>	<b>(97,508,598)</b>	<b>66,731,431</b>	<b>(282,709,159)</b>

\*Other assets excludes prepayments, stationary stocks, and other stocks which do not qualify as financial assets

\*\*Other liabilities excludes deferred fees and ECL allowance on contingents which do not qualify as financial liabilities

To address this gap, the Bank is in the process of a recapitalization exercise. The inflow of capital would introduce funds for assets generation that can be properly matched.

## NOTES TO THE FINANCIAL STATEMENTS

31 December 2019	Note	Carrying Amount	Up to 1 Month	1 to 3 Months	3 to 6 Months	6 to 12 Months	1 to 3 Years	Over 3 Years	Nominal inflow/ (outflow)
Assets		N'000	N'000	N'000	N'000	N'000	N'000	N'000	N'000
Cash and balances with central banks	16	14,209,138	6,687,488	-	-	-	7,348,989	172,662	14,209,138
Due from banks	17	33,744,057	5,893,562	27,850,495	-	-	-	-	33,744,057
Loans and advances to customers	18	104,017,725	2,252,492	2,668,778	1,037,120	21,978,741	77,691,354	17,014,157	122,642,642
Debt instruments at FVOCI	19a	87,262,055	6,863,160	21,381,018	24,882,495	27,127,352	5,044,257	10,643,086	95,941,368
Debt instruments at amortised cost	19a	29,209,131	-	-	-	-	1,390,040	54,876,926	56,266,966
Other assets*	20	1,575,720	1,575,720	-	-	-	-	-	1,575,720
<b>Total assets</b>		<b>270,017,826</b>	<b>23,272,422</b>	<b>51,900,291</b>	<b>25,919,615</b>	<b>49,106,093</b>	<b>91,474,639</b>	<b>82,706,831</b>	<b>324,379,891</b>
<b>Liabilities</b>									
Due to other banks	24	108,240,698	8,001,926	51,229,508	-	55,061,410	-	-	114,292,844
Due to customers	25	257,691,183	203,286,271	7,753,138	23,973,463	14,818,856	7,859,455	-	257,691,183
Borrowings	26	183,303,724	-	-	-	50,000,000	120,742,223	12,561,500	183,303,724
Other liabilities**	28	20,348,902	20,348,902	-	-	-	-	-	20,348,902
<b>Total liabilities</b>		<b>569,584,506</b>	<b>231,637,099</b>	<b>58,982,646</b>	<b>23,973,463</b>	<b>119,880,266</b>	<b>128,601,678</b>	<b>12,561,500</b>	<b>575,636,653</b>
<b>Gap</b>		<b>(299,566,680)</b>	<b>(208,364,678)</b>	<b>(7,082,355)</b>	<b>1,946,152</b>	<b>(70,774,172)</b>	<b>(37,127,039)</b>	<b>70,145,330</b>	<b>(251,256,761)</b>

\*Other assets excludes prepayments, stationary stocks, and other stocks which do not qualify as financial assets

\*\*Other liabilities excludes deferred fees and ECL allowance on contingents which do not qualify as financial liabilities

## NOTES TO THE FINANCIAL STATEMENTS

### Maturity Profile of Contingents

The table below shows an analysis of contingents analysed according to when they are expected to be recovered or settled:

	Up to 1 Month N'000	1 to 3 Months N'000	3 to 6 Months N'000	6 to 12 Months N'000	Over 1 Year N'000	Total N'000
<b>31 December 2020</b>						
Performance Bonds & Guarantees	113,299	3,396,966	10,194,738	7,643,528	44,826,660	66,175,192
Letters of credit	21,094,821	2,583,372	9,845,033	-	-	33,523,225
	<b>21,208,120</b>	<b>5,980,338</b>	<b>20,039,771</b>	<b>7,643,528</b>	<b>44,826,660</b>	<b>99,698,417</b>
<b>31 December 2019</b>						
Performance Bonds & Guarantees	967,556	2,928,941	1,019,342	12,607,597	44,335,767	61,859,203
Letters of credit	-	2,413,120	635,162	-	-	3,048,282
	<b>967,556</b>	<b>5,342,061</b>	<b>1,654,504</b>	<b>12,607,597</b>	<b>44,335,767</b>	<b>64,907,485</b>

### Liquidity Reserves

As part of the management of liquidity risk arising from financial liabilities, the Bank holds liquid assets comprising cash and cash equivalents, and debt securities issued by sovereigns, which can be readily sold to meet liquidity requirements. In addition, the Bank maintains agreed lines of credit with other Banks and holds unencumbered assets eligible for use as collateral with Central Banks (these amounts are referred to as the 'Bank's liquidity reserves').

The following table sets out the components of the Bank's liquidity reserves:

	2020 Carrying Amount	Fair Value	2019 Carrying Amount	Fair Value
Cash on hand	6,855,423	6,855,423	6,088,462	6,088,462
Current account with the Central Bank of Nigeria	1,280,987	1,280,987	599,026	599,026
Due from banks	33,065,169	33,065,169	33,725,276	33,725,276
Investment Securities:				
At fair value through other comprehensive income	61,667,497	61,667,497	86,611,960	86,611,960
Debt instruments at amortised cost	64,379,307	64,379,307	29,209,131	29,209,131
	<b>167,248,383</b>	<b>167,248,383</b>	<b>156,233,855</b>	<b>156,233,855</b>

### 5.2.4 Fair value of financial instruments

#### a. Financial instruments recorded at fair value

The following is a description of how fair values are determined for financial instruments that are recorded at fair value using valuation techniques. These incorporate the bank's estimate of assumptions that a market participant would make when valuing the instruments.

## NOTES TO THE FINANCIAL STATEMENTS

### b. Financial investments – Fair Value through OCI

Financial investments –Fair Value through OCI financial assets valued using valuation techniques or pricing models primarily consist of unquoted equities and debt securities. These assets are valued using models that use both observable and un-observable data. The un-observable inputs to the models include assumptions regarding the future financial performance of the investee, its risk profile, and economic assumptions regarding the industry and geographical jurisdiction in which the investee operates.

### c. Determination of fair value and fair value hierarchy

The bank uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities

Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly

Level 3: techniques which use inputs that have a significant effect on the recorded fair value that are not based on observable market data

The following table shows an analysis of financial instruments recorded at fair value by level of the fair value hierarchy:

31 December 2020 Financial assets	Level 1 N'000	Level 3 N'000	Total N'000
<b>Financial investments –FVOCI</b>			
Treasury bills	39,685,678	-	39,685,678
Government bonds	21,981,818	-	21,981,818
Equity investment	-	1,172,114	1,172,114
	<b>61,667,496</b>	<b>1,172,114</b>	<b>62,839,610</b>
<b>31 December 2019 Financial assets</b>			
	<b>Level 1 N'000</b>	<b>Level 3 N'000</b>	<b>Total N'000</b>
<b>Financial investments - FVOCI</b>			
Treasury bills	76,818,051	-	76,818,051
Government bonds	9,793,908	-	9,793,908
Equity investment	-	650,095	650,095
	<b>86,611,959</b>	<b>650,095</b>	<b>87,262,054</b>

### d. Level 3 fair value measurements

#### i. Reconciliation

The following table shows a reconciliation from the beginning balances to the ending balances for fair value measurements in Level 3 of the fair value hierarchy.

## NOTES TO THE FINANCIAL STATEMENTS

31 December 2020	FVOCI Equity instruments N'000	Total carrying amount N'000
<b>Balance at 1 January</b>	<b>650,095</b>	<b>650,095</b>
Total gains or losses:		-
in OCI	505,315	505,315
Purchases	16,704	16,704
<b>Balance at 31 December</b>	<b>1,172,114</b>	<b>1,172,114</b>
<b>31 December 2019</b>	<b>FVOCI Equity instruments N'000</b>	<b>Total carrying amount N'000</b>
<b>Balance at 1 January</b>	<b>161,722</b>	<b>161,722</b>
Total gains or losses:		
in OCI	438,373	438,373
Purchases	50,000	50,000
<b>Balance at 31 December</b>	<b>650,095</b>	<b>650,095</b>

### e. Valuation of unquoted equities

The Bank has investment in unquoted equities. The Bank adopted the Discounted Cash flow (DCF) Technique in estimating the fair value of its investment in unquoted equities, a technique acceptable under IFRS 13 fair value measurement. The fair has been classified as level 3 in the fair value hierarchy.

The key parameters and assumptions used in the valuation are as follows:

- Step 1: A five-year forecast of the free cash flow to the firm (FCFF) for each of the equity investments was made.
- Step 2: The yearly FCFF forecasts were discounted to present value using the companies WACC.
- Step 3: The terminal value at year five was estimated by dividing the compounded (with 'g') year five FCFF by the capitalization rate.
- Step 4: The terminal value was discounted to present value using each company's WACC.
- Step 5: The fair value was obtained by adding the present value of the five-year FCFF obtained in step (2) above to the present value of terminal value obtained in step (4) above.
- Step 6: The fair value of the Bank's investment in each of the unquoted equity investments was derived by multiplying the Bank's percentage holding in the investee by the fair value obtained in step (5).

The significant unobservable inputs in the valuation method include:

- Five year forecast of the free cash flows to the firm.
- The discounting factor which include each companies' WACC.

Generally, a change in any of the unobservable input as listed above will impact on the estimated fair values for these instruments.

## NOTES TO THE FINANCIAL STATEMENTS

### Valuation Assumptions - Discounted Cash flow

Risk free rate is the 11.63% yield on 10-year Federal Government of Nigeria Bond, risk premium of 10.63% and beta of 0.71 assumed based on trend analysis.

### Sensitivity analysis – Equity Price Risk (unquoted equity investment)

<i>In thousands of Naira</i>	Increase	Decrease
Risk free rate (1% movement)	12.63%	10.63%
Risk premium (1% movement)	11.63%	9.63%

Set out below is a comparison, by class, of the carrying amounts and fair values of the bank's financial instruments that are not carried at fair value in the financial statements. This table does not include the fair values of non-financial assets and non-financial liabilities.

		31 DECEMBER 2020		31 DECEMBER 2019	
		Carrying amount N'000	Fair value N'000	Carrying amount N'000	Fair value N'000
<b>Financial assets</b>					
Cash and balances with central bank	16	99,266,770	99,266,770	14,209,138	14,209,138
Due from banks	17	33,065,169	33,065,169	33,725,276	33,725,276
Loans and advances to customers	18	202,080,855	202,080,855	104,017,725	104,017,725
Other Assets*	20	7,642,807	7,642,807	1,575,720	1,575,720
Financial investments– Amortised Costs	19a	64,379,307	27,187,702	29,209,131	27,187,702
		<b>406,434,908</b>	<b>369,243,303</b>	<b>182,736,990</b>	<b>180,715,561</b>
<b>Financial liabilities</b>					
Deposit from customers	25	356,615,192	356,615,192	257,691,182	257,691,182
Due to Other Banks	24	106,699,353	106,699,353	108,240,698	108,240,698
Borrowings	25	264,873,635	264,873,635	183,303,723	183,303,723
Other liabilities**	28	37,326,277	37,326,277	20,348,902	20,348,902
		<b>765,514,457</b>	<b>658,815,104</b>	<b>569,584,505</b>	<b>461,343,807</b>

\*Other assets excludes prepayments, stationary stocks, and other stocks which do not qualify as financial assets

\*\*Other liabilities excludes deferred fees and ECL allowance on contingents which do not qualify as financial liabilities

### d. Fair value of financial assets and liabilities not carried at fair value

The following describes the methodologies and assumptions used to determine fair values for those financial instruments which are not already recorded at fair value in the financial statements:

#### Assets for which fair value approximates carrying value

For financial assets and financial liabilities that have a short term maturity (less than three months) it is assumed that the carrying amounts approximate their fair value. This assumption is also applied to demand deposits, and savings accounts without a specific maturity.

#### Fixed rate financial instruments

The fair value of fixed rate financial assets and liabilities carried at amortised cost are estimated by comparing market interest rates when they were first recognised with current market rates for similar financial instruments. The estimated fair value of fixed interest bearing deposits is based on discounted cash flows using prevailing money-market interest rates for debts with similar credit risk and maturity. For

## NOTES TO THE FINANCIAL STATEMENTS

quoted debt issued the fair values are determined based on quoted market prices. For those notes issued where quoted market prices are not available, a discounted cash flow model is used based on a current interest rate yield curve appropriate for the remaining term to maturity and credit spreads. For other variable rate instruments, an adjustment is also made to reflect the change in required credit spread.

### *Fair Value of financial assets attributable to changes in credit risk.*

In respect of the net gain on financial assets (Debt Securities), recognised in equity, the fair value changes are attributable to changes in market interest rate and not the credit risk of the issuer.

### 5.2.5 Classification of financial assets and financial liabilities

See accounting policies in Notes 3(II)

The following table provides a reconciliation between line items in the statement of financial position and categories of financial instruments.

31 December 2020		FVOCI debt instruments N'000	FVOCI equity instruments N'000	Amortised cost N'000	Total carrying amount N'000
	Note				
Cash and balances with Central Bank	16	-	-	99,266,770	99,266,770
Due from banks	17	-	-	33,065,169	33,065,169
Loans and advances to customers	18	-	-	202,080,855	202,080,855
Investment Securities	19(ai)	61,667,497	1,172,114	64,379,307	127,218,917
Other assets*	20	-	-	7,642,807	7,642,807
<b>Total financial assets</b>		<b>61,667,497</b>	<b>1,172,114</b>	<b>406,434,908</b>	<b>469,274,518</b>
Due to other banks	24	-	-	106,699,353	106,699,353
Deposits from customers	25	-	-	356,615,192	356,615,192
Debt issued and other borrowed funds	26	-	-	264,873,635	264,873,635
Other liabilities**	28	-	-	37,326,277	37,326,277
		-	-	<b>765,514,457</b>	<b>765,514,457</b>
31 December 2019		FVOCI debt instruments N'000	FVOCI equity instruments N'000	Amortised cost N'000	Total carrying amount N'000
	Note				
Cash and balances with Central Bank	16	-	-	14,209,138	14,209,138
Due from banks	17	-	-	33,725,276	33,725,276
Loans and advances to customers	18	-	-	104,017,725	104,017,725
Investment Securities	19(ai)	86,611,960	650,095	29,209,131	116,471,186
Other assets*	20	-	-	1,575,720	1,575,720
<b>Total financial assets</b>		<b>86,611,960</b>	<b>650,095</b>	<b>182,736,990</b>	<b>269,999,045</b>
Due to other banks	24	-	-	108,240,698	108,240,698
Deposits from customers	25	-	-	257,691,182	257,691,182
Debt issued and other borrowed funds	26	-	-	183,303,723	183,303,723
Other liabilities**	28	-	-	20,348,902	20,348,902
<b>Total financial liabilities</b>		<b>-</b>	<b>-</b>	<b>569,584,505</b>	<b>569,584,505</b>

\*Other assets excludes prepayments, stationary stocks, and other stocks which do not qualify as financial assets

\*\*Other liabilities excludes deferred fees and ECL allowance on contingents which do not qualify as financial liabilities

## NOTES TO THE FINANCIAL STATEMENTS

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### **5.2.6 Responding to COVID 19 pandemic:**

The Bank responded to COVID 19 pandemic in the following areas:

#### **Credit risk:**

In response to the COVID 19 pandemic, Board and Management Risk Management Committee did the following:

- had more frequent meetings to review new contracts considering specifically the impact of the pandemic on the industry and the client business operations. Meetings were conducted using online platforms to comply with the directives of the Government on the management of the pandemic.
- Directed the continuous monitoring the economic environment and customers of the Bank in response to COVID 19 pandemic and taking action to limit exposure to customers that are severely impacted. No customer with significant impact was identified.
- directed the reviews the credit rating of its customers and establishes whether a downgrade in risk rating was necessary. No such action became necessary
- update the macro economic indices and the scalar facts to reflect the actual and expected impact of COVID 19 pandemic on each of the loan customer
- Provided an option of a temporary extension of credit terms to customers who may have been impacted by the pandemic.

#### **Market Risk**

The Bank's Risk Management Strategy was not significantly changed due to the CoVID 19 pandemic. However, the Bank revised its budget during the 2020 to incorporate any impact the pandemic may have on the business operations of the Bank.

#### **Government Assistance**

The Bank did not receive any assistance form the Government by way of palliatives or bridge funding. However, the Bank continued to support the Governemnt's efforts to making loans available to the economy through the Anchor Borrowers program (ABP) schemes. The Bank recieved funds for on lending to farmers during the year. See further details in note 26.

#### **Accounting policies:**

The accounting standards board proposed some changes for accounting for the pandemic year. See note 2.2 for a summary of these changes. However, the impact of these changes on the Bank was insignificant following the assessment it carried out.

#### **Other matters:**

The Bank continued to carry out it activities as required while keeping in view the requirements of the Government team on managing the Pandemic. Staff were engaged optimally with no changes in staff strength and staff remuneration except during the normal operations of the Bank. The Bank ensures that there was minimal disruption to service by activating its disaster management plan which included initiatives such as remote work capabilities.

The Bank made a donations to the Federal Government Campaign against COVID (CACOVID) and several other state initiatives in the fight against the Pandemic.

## NOTES TO THE FINANCIAL STATEMENTS

### 6. Interest income

	2020 N'000	2019 N'000
Placement with Banks	1,232,816	632,006
Loans and advances to customers	23,004,488	21,886,260
Financial investments – FVOCI (see (a) below)	9,118,098	9,527,240
Financial investments – amortised costs (see (b) below)	5,764,055	3,902,471
	<b>39,119,457</b>	<b>35,947,977</b>

Total interest income are calculated using the effective interest rate method.

#### a. Financial investments – FVOCI

	2020 N'000	2019 N'000
Treasury bills	9,118,098	9,527,240
	<b>9,118,098</b>	<b>9,527,240</b>

#### b. Financial investments – amortised cost

	2020 N'000	2019 N'000
Treasury Bills	1,447,390	979,935
Bonds - Amortised cost	4,316,665	2,922,536
	<b>5,764,055</b>	<b>3,902,471</b>

### 7. Interest expense:

	2020 N'000	2019 N'000
Due to banks	10,172,386	10,123,527
Deposits from customers	7,263,921	7,702,568
Other borrowed funds (see note 26)	3,920,218	1,594,748
Interest expense on lease liability	15,791	33,803
	<b>21,372,315</b>	<b>19,454,646</b>

Total interest expense are calculated using the effective interest rate method reported above.

### 8. Fees and commission income

	2020 N'000	2019 N'000
Credit related fees and commission	1,039,968	881,129
Account Maintenance Fee	1,358,721	933,166
E-banking income (see note 8b)	2,642,572	2,941,014
Other fees and commission	177,335	222,452
	<b>5,218,596</b>	<b>4,977,761</b>

a. Fees and commission income from contracts with customers is measured based on the consideration specified in the contracts with the customer. The Bank recognises revenue when it transfers control over a service to the customer. The Bank provides banking services to retail and corporate customers

## NOTES TO THE FINANCIAL STATEMENTS

including account management, provision of overdraft facilities, foreign currency transactions, credit card and similar services. Fees for on going account management are charged to the customers account on a monthly basis. Transaction based fees are charged when the transaction occurs while service fees are charged when the customer has enjoyed the benefits. The Bank reviews rates periodically in line with the requirements of the primary regulator's (CBN) rate guide.

**b.** E-banking income comprises income from ATM transactions, cards issuance and transaction income and other transactional income including alert, mobile banking, collections etc. The Bank focused on developing efficiencies in this areas and this had a significant impact on revenues.

The analysis of E-banking income is as follows:

	2020 N'000	2019 N'000
ATM income	1,903,072	1,580,337
Cards Income	224,323	595,694
Transactions income	515,177	764,983
	<b>2,642,572</b>	<b>2,941,014</b>

### 9. Net trading income

	2020 N'000	2019 N'000
FX trading gain/ (loss)	257,975	(2,852,861)
Foreign exchange gain	434,274	3,182,152
Securities trading losses	(4,509,297)	-
<b>Net trading income/(loss) on financial instruments</b>	<b>(3,817,048)</b>	<b>329,291</b>

### 10. Other operating income

	2020 N'000	2019 N'000
Dividend income	85,875	51,202
(Losses)/gains from sale of financial assets	1,261,455	733,597
Rental income	112,109	97,813
Gain on disposal of property and equipment	8,923	26,770
Gain on substantial modification of borrowings (see note 26)	-	2,129,460
Transactional income (a)	719,905	293,400
	<b>2,188,267</b>	<b>3,332,242</b>

(a). Included as transactional income includes income recognised for services rendered such as Cash handling, Account statement, Cheque books issuance that the Bank provided to its customers during the year.

## NOTES TO THE FINANCIAL STATEMENTS

### 11. Remeasurements of ECL allowance on financial assets

	2020 N'000	2019 N'000
Due from banks (See note 17)	(325,207)	353,559
Loans & advances (see note 18(d))	1,228,601	2,151,892
Debt instruments (see notes 19(d))	12,538	(337,177)
Contingents (see note 28)	(297,273)	(21,700)
	<b>618,659</b>	<b>2,146,574</b>
Recoveries on amounts previously written off (see note (a) below)	(1,546,918)	(1,419,645)
Credit loss expense	(928,259)	726,928
Other assets ( see note 20)	(3,199,074)	1,194,995
<b>Total impairment</b> (writeback)/ loss	<b>(4,127,332)</b>	<b>1,921,923</b>

(a). Amount represents recoveries of delinquent loans previously written off. The Bank shall intensify its recovery efforts to recoup its legacy non performing loans.

Analysis of impairment by stage allocation

#### 31 December 2020

<i>In thousands of Naira</i>	12 months ECL	Lifetime ECL not credit Impaired	Lifetime ECL credit Impaired	Total
Due from banks	(325,207)	-	-	(325,207)
Loans & advances	1,228,601	-	-	1,228,601
Financial instruments	12,538	-	-	12,538
Contingents	(297,273)	-	-	(297,273)
Other assets	(3,199,073)	-	-	(3,199,073)
	<b>(2,580,414)</b>	-	-	<b>(2,580,414)</b>
Recoveries				(1,546,918)
<b>Total impairment writeback</b>				<b>(4,127,332)</b>

#### 31 December 2020

<i>In thousands of Naira</i>	12 months ECL	Lifetime ECL not credit Impaired	Lifetime ECL credit Impaired	Total
Due from banks	353,559	-	-	353,559
Loans & advances	202,417	1,338,612	610,862	2,151,892
Financial instruments	(337,177)	-	-	(337,177)
Contingents	(21,700)	-	-	(21,700)
Other assets	1,194,995	-	-	1,194,995
	<b>1,392,095</b>	<b>1,338,612</b>	<b>610,862</b>	<b>3,341,569</b>
Recoveries				(1,419,646)
<b>Total impairment loss</b>				<b>1,921,923</b>

## NOTES TO THE FINANCIAL STATEMENTS

<b>12. Personnel expenses</b>	<b>2020</b>	<b>2019</b>
	<b>N'000</b>	<b>N'000</b>
Salary and allowances	9,799,609	9,004,616
Pension costs – Defined contribution plan (See note 29)	609,387	432,200
	<b>10,408,996</b>	<b>9,436,816</b>

<b>13. Other operating expenses</b>		
Advertising and marketing	390,841	247,707
Professional fees	303,371	161,132
Rental charges	16,547	1,569
Banking Sector Resolution Funds (AMCON Levy)	1,789,953	1,598,630
NDIC insurance premium	1,161,543	1,172,743
Administrative (see note 13a below)	7,426,965	5,192,540
	<b>11,089,219</b>	<b>8,374,321</b>

<b>13a. Administrative</b>	<b>2020</b>	<b>2019</b>
	<b>N'000</b>	<b>N'000</b>
AGM expenses	45,000	55,843
Audit fees	65,000	75,000
Fuel & motor running expenses	98,083	136,903
Printing and stationery	144,739	137,249
Bank charges & subscription	351,923	221,363
Donations	144,954	39,161
General insurance	241,777	181,272
Legal expenses	958,351	192,722
Local & foreign travels	197,143	328,999
Electricity & power expenses	359,274	280,035
Cash & Currency management expense	433,751	221,622
Facility maintenance & management expenses	302,589	269,314
Directors fees, allowances & expenses	238,777	272,604
Repair & maintenance expenses	497,422	429,460
Diesel expenses	343,179	459,367
Security & safety management expenses	643,847	547,375
IT and related expenses	803,781	574,905
Back Duty taxes paid	283,016	72,680
Interest Reversals	370,937	14,068
Office related expenses	549,531	206,076
Other Administrative expenses	353,891	476,522
	<b>7,426,965</b>	<b>5,192,540</b>

## NOTES TO THE FINANCIAL STATEMENTS

### 14. Tax Expenses

	2020 N'000	2019 N'000
<b>Current tax</b>		
Minimum income tax	114,678	222,680
	114,678	222,680
NITDA levy	22,012	36,061
Police Trust Fund levy	111	182
	22,123	36,243
<b>Total current tax</b>	<b>136,801</b>	<b>258,923</b>

	2020 N'000	%	2019 N'000	%
<b>Reconciliation of effective tax rate</b>				
Profit before income tax	2,223,194		3,642,112	
Minimum tax	114,678	5%	222,680	6%
Tax calculated at domestic rate applicable in Nigeria (30%)	666,958	30%	1,092,634	30%
<b>Tax effect of adjustments on taxable income</b>				
Non-deductible expenses	3,288,328	148%	3,073,783	84%
Tax exempt income	(5,459,411)	-246%	(5,018,124)	-138%
NIDTA levy	22,012	1%	36,061	1%
Temporary differences for which no deferred tax was recognised	1,504,125	68%	851,708	23%
Police trust fund levy	111	0%	182	0%
<b>Total tax expense</b>	<b>22,123</b>	<b>1%</b>	<b>36,243</b>	<b>1%</b>

### 15. Earnings per share

Basic earnings per share is calculated by dividing the net profit for the year attributable to ordinary shareholders by the weighted average number of ordinary shares outstanding at the reporting date. While diluted earnings per share is computed by dividing the net profit for the year attributable to ordinary shareholders by fully diluted shares (i.e. including the impact of stock options, grants and convertible bonds) outstanding at the reporting date. The Bank as at the end of the period did not have any stock options, grants and convertible bonds.

	2020 N'000	2019 N'000
Net profit attributable to ordinary shareholders for basic earnings:	2,086,393	3,383,189
Weighted average number of ordinary shares for basic earnings per share:	11,689,338	11,689,338
<b>Basic earnings per ordinary share</b>	<b>17.85</b>	<b>28.94</b>

#### Diluted earnings per ordinary share

The Bank has no dilutive instruments. As a result, dilutive earnings per share is the same as the basic earnings per ordinary share.

## NOTES TO THE FINANCIAL STATEMENTS

### 16. Cash and Balances with Central Bank

	2020 N'000	2019 N'000
Cash on hand	6,855,423	6,088,462
Current account with the Central Bank of Nigeria	1,280,987	599,026
Deposits with the Central Bank of Nigeria	90,788,548	7,348,989
CBN - AGSMEIS Account	341,812	172,661
	<b>99,266,770</b>	<b>14,209,138</b>
Current	98,924,958	14,036,476
Non-Current	341,812	172,662
	<b>99,266,770</b>	<b>14,209,138</b>

Deposits with the Central Bank of Nigeria represent mandatory reserve deposits and are not available for use in the bank's day-to-day operations. There was no impaired cash asset in the year.

### 17. Due from banks

	2020 N'000	2019 N'000
Placements with banks and discount houses	21,984,267	31,386,691
Balances with banks within Nigeria	1,797,629	1,530,131
Balances with banks outside Nigeria	9,311,625	1,162,014
	<b>33,093,521</b>	<b>34,078,836</b>
Less: remeasurement of ECL allowance (see note 17(a))	(28,352)	(353,559)
	33,065,169	33,725,276
Current	33,065,169	33,725,276
Non-Current	-	-
	<b>33,065,169</b>	<b>33,725,276</b>

Balance due from banks have been assessed for impairment using the expected credit loss (ECL) model as required under IFRS 9.

#### a. Movement in impairment allowance

	2020 N'000	2019 N'000
At 1 January	353,559	-
Impairment charge for the year	(325,207)	353,559
<b>At 31 December</b>	<b>28,352</b>	<b>353,559</b>

## NOTES TO THE FINANCIAL STATEMENTS

### 18. Loans and advances to Customers

	2020 N'000	2019 N'000
<i>a. i. Direct Loans and advances to</i>		
Government lending	11,478,414	550,557
Corporate lending	5,148,772	3,588,212
Consumer lending	2,524,571	1,572,129
	<b>19,151,757</b>	<b>5,710,898</b>
<i>ii. On-lending facilities</i>		
	187,053,787	101,202,915
Gross Loans & Advances (including On-lending)	206,205,544	106,913,813
Less: Allowance for impairment losses	(4,124,689)	(2,896,088)
	<b>202,080,855</b>	<b>104,017,725</b>
Current	183,351,844	27,937,131
Non-Current	18,729,011	76,080,594
	<b>202,080,855</b>	<b>104,017,725</b>

### b. Collaterals held & other Credit enhancements

The Bank holds collateral and other credit enhancements against certain of its credit exposures. The following table stratify credit exposures from loans and advances to customers by ranges of loan to value (LTV) ratio. LTV is calculated as the ratio of the gross loan amount to the value of the collateral. The valuation of the collateral excludes any adjustment for obtaining and selling this collateral. For credit-impaired loans, the value of collateral is based on the most recent appraisals.

The Bank may take collateral in form of a first charge over real estate, floating charges over all corporate assets and other liens and guarantees.

Loan to value ratio is as follows

#### 31 December 2020

	Exposure	Value of collateral	LTV ratio
Cash	13,236,232	17,333,280	76%
Secured against real estate	2,675,847	13,306,026	20%
Otherwise secured	190,293,465	190,293,465	100%
Unsecured	-	-	-
	<b>206,205,544</b>	<b>220,932,771</b>	<b>93%</b>

#### 31 December 2019

	Exposure	Value of collateral	LTV ratio
Cash	1,136,898	6,734,620	17%
Secured against real estate	3,087,342	14,233,365	22%
Otherwise secured	102,689,573	102,689,573	100%
Unsecured	-	-	-
	<b>106,913,813</b>	<b>123,657,558</b>	<b>86%</b>

## NOTES TO THE FINANCIAL STATEMENTS

### c. Loans and advances to customers

Direct Lending (a)	2020 N'000	2019 N'000
0 to 30 days	2,774,856	2,242,209
1 -3 months	2,388,186	1,369,366
3-6 months	767,423	343,969
6-12 Months	2,847,453	1,027,930
Over 12 Months	10,373,839	727,424
<b>Total Loans &amp; advances</b>	<b>19,151,757</b>	<b>5,710,898</b>

On-lending (b)	2020 N'000	2019 N'000
0-6 Months	22,935,791	70,387,422
6-12 Months	151,519,419	656,327
Over 12 Months	12,598,577	30,159,166
<b>Total On lending</b>	<b>187,053,787</b>	<b>101,202,915</b>
<b>Gross Loans (Including On-Lending) (a+b)</b>	<b>206,205,544</b>	<b>106,913,813</b>

### d. Reconciliation of impairment allowance for loans and advances to customers

	2020 N'000	2019 N'000
At 1 January	2,896,088	744,197
Charge for the year (see note 11)	1,228,601	2,151,891
<b>At 31 December</b>	<b>4,124,689</b>	<b>2,896,088</b>

### e. Concentration of credit risk

Credit risk concentration is determined by management on the basis of geography and Industry The geographical concentration of risk asset are shown below

Region	2020 N'000	2019 N'000
South South	4,866,868	422,302
South West	20,857,288	8,415,592
South East	2,088,166	56,795
North West	33,933,059	8,224,442
North Central	102,448,351	73,017,359
North East	42,131,779	16,777,323
	<b>206,325,511</b>	<b>106,913,813</b>

## NOTES TO THE FINANCIAL STATEMENTS

### 19. Investments Securities

	2020 N'000	2019 N'000
<b>(a.i) Fair Value through OCI</b>		
<b>Debt Instruments</b>		
Debt securities - treasury bills	40,157,360	77,289,733
Debt securities - government bonds	21,510,137	9,322,227
	<b>61,667,497</b>	<b>86,611,960</b>
<b>Equity investments</b>		
Quoted equities	29,520	25,420
Unquoted equities	1,142,594	624,675
	1,172,114	650,095
	<b>62,839,611</b>	<b>87,262,055</b>

The debt instrument at fair value through other comprehensive income includes treasury bills of N4.85 billion and FGN bond of N1.8 billion pledged as collateral for placement with foreign bank and as collateral for clearing and settlement account respectively.

### (a.ii) Movement in investment securities at FVOCI

31 December 2020	N'000 Debt instruments	N'000 Equities	N'000 Total
Balance beginning of the year	86,611,960	650,095	87,262,055
Fair value changes during the year	768,066	505,315	1,273,382
Purchase of investments securities at FVOCI	130,119,215	16,704	130,135,918
Redemption/disposal of debt securities	(155,831,744)	-	(155,831,744)
securities Balance, end of the year	<b>61,667,497</b>	<b>1,172,114</b>	<b>62,839,611</b>

31 December 2019	N'000 Debt instruments	N'000 Equities	N'000 Total
Balance beginning of the year	76,500,427	161,723	76,662,150
Fair value changes during the year	1,697,205	438,373	2,135,577
Purchase of investments securities at FVOCI	79,499,582	50,000	79,549,582
Redemption/disposal of debt securities	(71,085,254)	-	(71,085,254)
securities Balance, end of the year	<b>86,611,960</b>	<b>650,096</b>	<b>87,262,055</b>

	2020 N'000	2019 N'000
Current	41,136,220	71,574,712
Non-Current	21,703,391	15,687,343
	<b>62,839,611</b>	<b>87,262,055</b>

## NOTES TO THE FINANCIAL STATEMENTS

<b>b. Debt instruments at amortised costs</b>	<b>2020 N'000</b>	<b>2019 N'000</b>
Government debt securities	64,379,307	29,282,914
Remeasurement of ECL allowance	-	(73,783)
	<b>64,379,307</b>	<b>29,209,131</b>

	<b>2020 N'000</b>	<b>2019 N'000</b>
Current	-	-
Non-Current	64,379,307	29,209,131
	<b>64,379,307</b>	<b>29,209,131</b>

<b>c. Movement in financial instrument at amortised cost</b>	<b>2020 N'000</b>	<b>2019 N'000</b>
Balance, beginning of the year	29,209,131	25,660,268
Acquisition/(Redemption/disposal) of financial instruments during the year	33,220,011	1,271,919
Interest Income	5,764,055	3,902,471
Interest received	(3,801,352)	(1,962,704)
Impairment (writeback)/loss during the year	(12,538)	337,177
	<b>64,379,307</b>	<b>29,209,131</b>

<b>d. Movement in impairment allowance</b>	<b>2020 N'000</b>	<b>2019 N'000</b>
Balance, beginning of the year	73,783	410,960
ECL recognised in profit or loss (see note 11)	12,538	(337,177)
<b>Balance, end of year</b>	<b>86,321</b>	<b>73,783</b>

### **20. Other assets**

<i>Non financial assets</i>		
Prepayments	437,658	649,985
Stationery stocks	243,952	303,280
	<b>681,610</b>	<b>953,266</b>
<i>Financial assets</i>		
Account receivables	761,468	3,067,775
Fraud suspense	250,128	372,311
SME forex allocation receivable ( c)	2,600,304	2,600,304
Settlement receivables (see note (a) below)	10,443,790	5,412,934
	<b>14,055,690</b>	<b>11,453,324</b>
Less: remeasurement of ECL allowance	(6,412,883)	(9,877,604)
<b>Net financial assets</b>	<b>7,642,807</b>	<b>1,575,720</b>
<b>Total other assets</b>	<b>8,324,417</b>	<b>2,528,985</b>
Current	7,642,807	1,575,720
Non-Current	681,610	953,265
	<b>8,324,417</b>	<b>2,528,985</b>

## NOTES TO THE FINANCIAL STATEMENTS

a. Included as part of Settlement receivables are outstanding reconciling items on nostro reclassified to other assets totaling N4.6billion (2019: N5.7billion). The amount has been subjected to full impairment while reconciliation of the aged open items in the nostro accounts is on going.

b. Movement in remeasurement of ECL allowance was as follows:

	<b>2020</b> <b>N'000</b>	<b>2019</b> <b>N'000</b>
Balance, beginning of the year	9,877,604	8,682,610
Impairment (Writeback)/Charge for the year (see Note 11)	(3,199,073)	1,194,995
Amount written off	(265,648)	-
<b>Balance year end</b>	<b>6,412,883</b>	<b>9,877,604</b>

c. This represents the amount receivable from the CBN on the SME Funding carried out in 2017. the Directors are of the opinion that the amount is not doubtful of recovery, accordingly, no impairment has been recognised.

## NOTES TO THE FINANCIAL STATEMENTS

### 21. Property and equipment

	Land N'000	Building N'000	ROU Building N'000	Motor Vehicle N'000	Property and Equipment N'000	Furniture and Fittings N'000	Work in Progress N'000	Total N'000
<b>Cost:</b>								
<b>At 01 January 2020</b>	<b>415,550</b>	<b>24,523,631</b>	<b>1,444,267</b>	<b>4,712,911</b>	<b>14,759,691</b>	<b>3,441,633</b>	<b>736,546</b>	<b>50,034,230</b>
Additions	-	83,024	493,161	577,912	659,625	25,144	43,549	1,882,415
Disposals	-	-	-	-	(44,235)	-	-	(44,235)
ROU lease liability terminated	-	-	(223,099)	-	-	-	-	(223,099)
Reclassifications	-	31,241	-	12,811	36,640	-	(80,693)	-
Reclass out of PPE	-	-	-	-	-	-	(10,827)	(10,827)
<b>At 31 December 2020</b>	<b>415,550</b>	<b>24,637,896</b>	<b>1,714,330</b>	<b>5,303,634</b>	<b>15,411,721</b>	<b>3,466,777</b>	<b>688,575</b>	<b>51,638,484</b>
<b>Depreciation and impairment:</b>								
<b>At 01 January 2020</b>	<b>-</b>	<b>6,902,606</b>	<b>510,211</b>	<b>3,511,335</b>	<b>13,802,444</b>	<b>3,344,075</b>	<b>-</b>	<b>28,070,671</b>
Additions	-	466,442	460,689	434,879	280,518	53,128	-	1,695,656
Reclassification	-	-	-	-	-	-	-	-
Disposals	-	-	-	-	(43,207)	-	-	(43,207)
<b>At 31 December 2020</b>	<b>-</b>	<b>7,369,048</b>	<b>970,900</b>	<b>3,946,214</b>	<b>14,039,754</b>	<b>3,397,203</b>	<b>-</b>	<b>29,723,120</b>
<b>Net book value:</b>								
<b>At 01 January 2020</b>	<b>415,550</b>	<b>17,621,025</b>	<b>934,057</b>	<b>1,201,576</b>	<b>957,247</b>	<b>97,558</b>	<b>736,546</b>	<b>21,963,559</b>
<b>At 31 December 2020</b>	<b>415,550</b>	<b>17,268,848</b>	<b>743,430</b>	<b>1,357,420</b>	<b>1,371,967</b>	<b>69,574</b>	<b>688,575</b>	<b>21,915,364</b>

## NOTES TO THE FINANCIAL STATEMENTS

	Land N'000	Building N'000	ROU Building N'000	Property Motor Vehicle N'000	Furniture and Equipment N'000	and Fittings N'000	Work in Progress N'000	Total N'000
<b>Cost:</b>								
<b>At 01 January 2019</b>	<b>415,550</b>	<b>24,509,028</b>	-	<b>3,640,862</b>	<b>14,304,943</b>	<b>3,417,222</b>	<b>862,276</b>	<b>47,149,881</b>
IFRS 16 transitions adjustments	-	-	963,264	-	-	-	-	963,264
<b>Adjusted opening balance</b>	<b>415,550</b>	<b>24,509,028</b>	<b>963,264</b>	<b>3,640,862</b>	<b>14,304,943</b>	<b>3,417,222</b>	<b>862,276</b>	<b>48,113,145</b>
Additions	-	17,148	481,003	1,167,436	441,243	24,411	78,695	2,209,936
Disposals	-	-	-	(88,457)	(81,954)	-	-	(170,410)
Reclassifications	-	-	-	3,570	101,488	-	(105,058)	-
Reclass out of PPE	-	-	-	-	-	-	-	-
Reclassifications/WO	-	(2,545)	-	(10,500)	(6,029)	-	(99,367)	(118,441)
<b>At 31 December 2019</b>	<b>415,550</b>	<b>24,523,631</b>	<b>1,444,267</b>	<b>4,712,911</b>	<b>14,759,691</b>	<b>3,441,633</b>	<b>736,546</b>	<b>50,034,230</b>
<b>Depreciation and impairment:</b>								
<b>At 01 January 2019</b>	-	<b>6,414,597</b>	-	<b>3,390,797</b>	<b>13,460,581</b>	<b>3,281,670</b>	-	<b>26,547,646</b>
Additions	-	488,598	510,211	218,647	429,346	61,835	-	1,708,637
Reclassification out of PPE	-	-	-	-	-	-	-	-
Disposals	-	-	-	(88,273)	(81,321)	-	-	(169,595)
Write off	-	(589)	-	(9,836)	(6,162)	570	-	(16,017)
<b>At 31 December 2019</b>	-	<b>6,902,606</b>	<b>510,211</b>	<b>3,511,335</b>	<b>13,802,444</b>	<b>3,344,075</b>	-	<b>28,070,671</b>
<b>Net book value:</b>								
<b>At 01 January 2019</b>	<b>415,550</b>	<b>18,094,431</b>	-	<b>250,065</b>	<b>844,363</b>	<b>135,552</b>	<b>862,276</b>	<b>20,602,236</b>
<b>At 31 December 2019</b>	<b>415,550</b>	<b>17,621,025</b>	-	<b>1,201,576</b>	<b>957,247</b>	<b>97,558</b>	<b>736,546</b>	<b>21,963,559</b>

There were no impairment losses on any class of property and equipment during the year (December 31, 2019: Nil)

There were no capitalised borrowing costs related to the acquisition of property and equipment during the year (December 31, 2019: Nil).

All property and equipment are non-current. None of the Bank's assets were financed from borrowings, consequently no borrowing cost has been capitalized as part of asset cost.

## NOTES TO THE FINANCIAL STATEMENTS

### 22. Intangible assets

	Computer Software N'000 2020	Total N'000 2020	Computer Software N'000 2019	Total N'000 2019
<b>Cost:</b>				
<b>At 01 January</b>	<b>3,382,805</b>	<b>3,382,805</b>	<b>3,278,653</b>	<b>3,278,653</b>
Additions:				
Internally Developed	-	-	-	-
External Purchase	59,858	59,858	104,152	104,152
<b>At 31 December</b>	<b>3,442,663</b>	<b>3,442,663</b>	<b>3,382,805</b>	<b>3,382,805</b>
<b>Amortisation and impairment:</b>				
<b>At 01 January</b>	<b>3,246,604</b>	<b>3,246,604</b>	<b>3,197,787</b>	<b>3,197,787</b>
Amortisation	47,223	47,223	48,817	48,817
<b>At 31 December</b>	<b>3,293,827</b>	<b>3,293,827</b>	<b>3,246,604</b>	<b>3,246,604</b>
<b>Net book value:</b>				
<b>At 31 December</b>	<b>148,836</b>	<b>148,836</b>	<b>136,201</b>	<b>136,201</b>
<b>At 1 January</b>	<b>136,201</b>	<b>136,201</b>	<b>80,866</b>	<b>80,866</b>

There were no impairment losses on any intangible asset during the year (December 31, 2019: Nil)

There were no capitalised borrowing costs related to the acquisition of intangible assets during the year (December 31, 2019: Nil).

All intangible assets are non-current. None of the Bank's assets were financed from borrowings, consequently no borrowing cost has been capitalized as part of asset cost.

### 23. Deferred taxes

	2020 N'000	2019 N'000
	-	-

The Bank's deferred tax asset which principally arose from allowable loss, unutilized capital allowance and stage 3 impairment allowance on credit-impaired financial instruments is N41.5 billion as at December 31, 2020. (2019: N41.6 billion).

Although the deferred tax arising from unrelieved losses are carried forward indefinitely and are available to be utilized in future when the bank is in taxable profit position, the Directors are of the opinion that it is uncertain when the Bank will have taxable profit against which the deferred tax can be utilized.

Details of the unrecognised deferred tax are as follows:

## NOTES TO THE FINANCIAL STATEMENTS

At 31 December	2020 Gross Amount N'000	Tax effect N'000	2019 Gross Amount N'000	Tax effect N'000
Property and equipment	(15,169,485)	(4,550,846)	(14,212,264)	(4,263,679)
Impairment allowance on loans and advances to customers	3,247,843	974,353	2,773,256	887,442
Impairment allowance on other assets	1,241,225	372,368	3,351,338	1,072,428
Unrelieved losses	113,437,425	34,031,227	113,063,067	33,918,920
Unutilised capital allowance	35,657,371	10,697,212	33,442,379	10,032,714
	<b>138,414,378</b>	<b>41,524,314</b>	<b>138,417,776</b>	<b>41,647,825</b>

### 24. Due to other banks

	2020 N'000	2019 N'000
Due to other banks comprise of:		
Takings from banks (note 24b)	106,699,353	108,240,698
	106,699,353	108,240,698
Current	106,699,353	108,240,698
Non-Current	-	-
	<b>106,699,353</b>	<b>108,240,698</b>

### 24b. Due to other banks (continued)

	2020 N'000	2019 N'000
<b>Takings from banks</b>		
First Bank of Nigeria Plc	100,000,000	100,000,000
Keystone Bank	1,000,000	-
Polaris Bank	5,500,000	5,000,000
Zenith Bank	-	3,000,000
Accrued interest	199,353	240,698
	<b>106,699,353</b>	<b>108,240,698</b>

### 25. Deposit from customers

	2020 N'000	2019 N'000
<b>a. Analysis by type of account:</b>		
Demand deposits	130,226,089	86,245,913
Savings deposits	83,041,254	64,506,407
Time deposits	97,487,077	67,330,535
Domiciliary deposits	45,860,772	39,608,327
	<b>356,615,192</b>	<b>257,691,182</b>
<b>b. Analysis by type of depositors</b>		
Government	27,105,004	30,940,330
Corporate	230,437,488	103,770,556
Individuals	99,072,700	122,980,296
	<b>356,615,192</b>	<b>257,691,182</b>

## NOTES TO THE FINANCIAL STATEMENTS

c. Analysis by maturity	2020 N'000	2019 N'000
0-30 days	258,968,190	203,286,271
31-90 days	70,485,983	7,753,138
91-180 days	1,575,908	23,973,463
181-365 days	420,852	14,818,856
over 365 days	25,164,259	7,859,454
	<b>356,615,192</b>	<b>257,691,182</b>
Current	331,450,933	249,831,728
Non-Current	25,164,259	7,859,454
	<b>356,615,192</b>	<b>257,691,182</b>

### 26. Borrowings

	2020 N'000	2019 N'000
CBN short term loan (see note 26(b))	50,698,630	50,000,000
Borrowings from Bank of Industry/CBN (see note 26 (c ))	204,707,698	120,742,223
Borrowings from AFREXIM (see noted (d))	9,467,308	12,561,500
	<b>264,873,636</b>	<b>183,303,723</b>
Current	255,406,328	170,742,223
Non Current	9,467,308	12,561,500
	<b>264,873,635</b>	<b>183,303,723</b>

Movement in debt and other borrowed funds during the year is as follows:

2020	CBN Short Term Loan N'000	Bank of Industry/CBN N'000	AFREXIM N'000	Total N'000
<b>At 1 January</b>	<b>50,000,000</b>	<b>120,742,224</b>	<b>12,561,500</b>	<b>183,303,724</b>
Additions during the year	-	100,266,495	-	100,266,495
Interest capitalised	698,630	2,290,873	930,715	3,920,218
Modification of loan terms (see note (d) below)	-	-	-	-
Unrealised exchange loss	-	-	287,949	287,949
Repayments	-	(18,591,894)	(4,312,856)	(22,904,750)
<b>At 31 December</b>	<b>50,698,630</b>	<b>204,707,698</b>	<b>9,467,308</b>	<b>264,873,635</b>

Movement in debt and other borrowed funds during the year is as follows:

2019	CBN Short Term Loan N'000	Bank of Industry/CBN N'000	AFREXIM N'000	Total N'000
<b>At 1 January</b>	<b>50,000,000</b>	<b>61,760,895</b>	<b>14,450,244</b>	<b>126,211,139</b>
Additions during the year	-	71,415,077	-	71,415,077
Interest capitalised	-	1,594,749	-	1,594,749
Modification of loan terms	-	-	(2,129,460)	(2,129,460)
Unrealised exchange loss	-	-	240,716	240,716
Repayments	-	(14,028,494)	-	(14,028,494)
<b>At 31 December</b>	<b>50,000,000</b>	<b>120,742,223</b>	<b>12,561,500</b>	<b>183,303,723</b>

## NOTES TO THE FINANCIAL STATEMENTS

### b. Central Bank of Nigeria Short Term Loan

This represents short term borrowings obtained from the Central Bank of Nigeria to meet working capital requirements.

### c. Bank of Industry/ CBN

The amount represents funding obtained from the Bank of Industry which are simultaneously lent out to customers as loans. Disbursements have been made and form part of the bank's total loan portfolio. The Bank bears the credit risks on the loans granted and is under obligation to repay to the lenders.

In additions, the Bank received N100.2 billion from the CBN during the year, being on lending facilities to qualifying individuals and institutions as part of the Federal Government's initiative to providing single digit interest rates for the sector. The total sum of N100.0 billion has been disbursed and has been included in our on-lending facilities in note 18.

### d. AFREXIM Loan

This represents a term loan facility obtained from African Export-import Bank for a tenor of seven years, which qualifies it as Tier II capital. Interest is payable quarterly. The facility will bear interest at a rate per annum equal to LIBOR +5.45% (6.45%). The facility was secured over the permitted accounts, the charge over FGN Treasury and a security assignment bills valued at USD45 million deed whereby Unity Bank will assign to AFREXIM all securities taken from its clients benefitting from this facility.

The terms of the loan from AFREXIM was modified in prior year. The modification included a change in the interest rate from LIBOR +5.45% to LIBOR + 6.76% with a maturity period of 7 years from the loan modification date of 31 December 2019.

## 27. Current tax liabilities

	2020 N'000	2019 N'000
<b>Current tax</b>		
At the beginning of the year	621,306	501,187
Charge for the year (see note 14)	136,801	258,923
Payments made during the year	(258,923)	(138,804)
<b>Balance at the end of the year</b>	<b>499,184</b>	<b>621,306</b>
Current	499,184	621,306
Non-Current	-	-
	<b>499,184</b>	<b>621,306</b>

## NOTES TO THE FINANCIAL STATEMENTS

### 28. Other liabilities

	2020 N'000	2019 N'000
<i>Non financial liabilities</i>		
Deferred fees	72,641	55,815
ECL allowance on contingents (see (a) below)	1,342,728	1,640,001
	<b>1,415,369</b>	<b>1,695,816</b>
<i>Financial liabilities</i>		
Bankers payment and branch drafts	1,420,060	1,075,308
Lease liabilities (see (b) below)	148,263	350,442
Other accrued expenses	921,620	421,088
Accrued legal expenses	850,796	91,031
Accrual for Banking Resolution Fund (see (c) below)	11,372,201	9,582,248
Settlements payable	2,276,127	1,311,488
Margin on letters of credit	12,281,539	2,800,588
Collection Accounts	4,137,539	2,143,414
Accounts payable	3,918,132	2,573,295
	37,326,277	20,348,902
<b>Total other liabilities</b>	<b>38,741,646</b>	<b>22,044,718</b>
Current	29,270,605	14,320,705
Non-Current	9,471,041	7,724,013
	<b>38,741,646</b>	<b>22,044,718</b>

#### a. Movement in ECL allowance on contingents during the year

	2020 N'000	2019 N'000
<b>Balance, beginning of the year</b>	<b>1,640,001</b>	<b>1,661,701</b>
Movement during the year (note 11)	(297,273)	(21,700)
<b>Balance, end of the year</b>	<b>1,342,728</b>	<b>1,640,001</b>

#### b. Lease liability

The Bank leases a number of branch and office premises. The leases typically run for a period between 1 – 15 years, with an option to renew the lease after that date. For some leases, payments are renegotiated with sufficient regularity to reflect market rentals.

##### i. Right-of-use assets

Right-of-use assets relate to leased branch and office premises that are presented within property and equipment (See note 21b).

	Branch & Office Premises 2020 N'000	Branch & Office Premises 2019 N'000
<b>Balance at 1 January</b>	<b>934,056</b>	<b>963,264</b>
Depreciation Charge for the year	(460,689)	(510,211)
Additions	493,161	481,003
ROU terminated	(223,099)	-
<b>Balance as at 31 December</b>	<b>743,429</b>	<b>934,056</b>
	<b>2020 N'000</b>	<b>2019 N'000</b>
ii. Lease liability	148,263	350,442

## NOTES TO THE FINANCIAL STATEMENTS

The net carrying amount of leased assets, included within property and equipment is N731.05 million as at December 31, 2020.

The Bank's exposure to liquidity risk as a result of leases are monitored by the Bank's enterprise risk management unit. When measuring the lease liabilities for leases that were classified as operating leases, the Bank discounted lease payments using its incremental borrowing rates. The weighted- average rate applied is 11.92% (2019: 11.92%).

	2020 N'000	2019 N'000
iii. Amounts Recognised in profit or loss		
2019 Leases under IFRS 16		
Interest on lease liability (see note 7)	15,791	33,802
Depreciation of ROU assets (see note 21)	460,689	510,211
	<b>476,480</b>	<b>544,013</b>

c. This relates to AMCON sinking fund contribution calculated in line with the AMCON Amendment Act 2015.

### 29. Employee benefit liabilities

#### Defined contribution plan

A defined contribution plan is a pension plan under which the bank pays fixed contributions; there is no legal or constructive obligation to pay further contributions. The total expense charged to income of N432 million represents contributions paid to these plans by the bank at rates specified in the Bank's collective agreement with Staff. These agreed rates are currently higher than rates advised by the pension act.

	2020 N'000	2019 N'000
Balance, beginning of the year	6,331	34,493
Charge for the year (note 12)	609,387	432,200
Payment to Pension Fund Administrators (PFAs)	(614,603)	(460,362)
Balance, end of the year	1,115	6,331
Current	1,115	6,331
Non-Current	-	-
	<b>1,115</b>	<b>6,331</b>

### 30. Share capital

	2020 N'000	2019 N'000
<i>i. Authorised share capital</i>		
120,000,000,000 ordinary shares of 50 kobo each (2018. - 120,000,000,000 ordinary shares of 50 kobo each)	60,000,000	60,000,000
<i>ii. Issued and fully paid share capital</i>		
At 1 January: 11,689,337,942 ordinary shares of 50k each	5,844,669	5,844,669
As at year end: 11,689,337,942 ordinary shares of 50k each	5,844,669	5,844,669
<b>b. Share Premium</b>		
At 1 January	10,485,871	10,485,871
<b>As at year end</b>	<b>10,485,871</b>	<b>10,485,871</b>

## NOTES TO THE FINANCIAL STATEMENTS

**c. Statutory reserve:** This reserve represents the cumulative appropriation from general reserves/ earnings in line with Nigerian banking regulations that require the Bank to make an annual appropriation in reference to specific rules. Section 16(1) of the Bank and Other Financial Institutions Act of 1991 (amended), stipulates that an appropriation of 30% of profit after tax be made if the statutory reserve is less than the paid-up share capital and 15% of profit after tax if the statutory reserve is greater than the paid-up share capital. In the current year. The Bank transferred 15% of its 'profit after tax' to statutory reserves.

**d. Accumulated deficit:** Accumulated deficit represent undistributed losses, net of statutory appropriations attributable to the ordinary shareholders.

**e. Regulatory Risk Reserve:** Regulatory reserve for credit risk: This reserve represents the cumulative difference between the loan loss provision determined per the Prudential Guidelines and the allowance/ reserve for loan losses as determined in line with the principles of IFRS 9.

### 31. Other reserves

	Fair Value Reserve N'000	Share Re-construct'n Reserve N'000	CBN AGSMEIS Reserve N'000	Reserve for SMEIS N'000	Other Capital Reserve (restated) N'000	Total N'000
<b>At 1 January 2019</b>	<b>(31,976)</b>	<b>67,103,925</b>	<b>172,662</b>	<b>440,119</b>	<b>(3,000,000)</b>	<b>64,684,730</b>
Transfer to AGSMEIS Reserve	-	-	-	-	-	-
Fair value gain on debt instruments	1,697,206	-	-	-	-	1,697,206
Fair value gain on equity instruments	438,373	-	-	-	-	438,373
<b>At 31 December 2019</b>	<b>2,103,603</b>	<b>67,103,925</b>	<b>172,662</b>	<b>440,119</b>	<b>(3,000,000)</b>	<b>66,820,308</b>
<b>At 1 January 2020</b>	<b>2,103,603</b>	<b>67,103,925</b>	<b>172,662</b>	<b>440,119</b>	<b>(3,000,000)</b>	<b>66,820,308</b>
Transfer to AGSMEIS Reserve	-	-	-	-	-	-
Reclassification of realized fair value loss on debt securities to profit or loss	4,509,300	-	-	-	-	4,509,300
Fair value gain/(loss) on debt instrument	(3,654,916)	-	-	-	-	(3,654,916)
Fair value gain on equity instruments	505,315	-	-	-	-	505,315
	<b>1,359,699</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,359,699</b>
<b>At 31 December 2020</b>	<b>3,463,302</b>	<b>67,103,925</b>	<b>172,662</b>	<b>440,119</b>	<b>(3,000,000)</b>	<b>68,180,007</b>

## NOTES TO THE FINANCIAL STATEMENTS

### Fair Value Reserve

Fair Value Reserves comprises changes in the fair value of financial assets through OCI.

### Share Reconstruction Reserve

The Bank, in 2015, at an extraordinary general meeting resolved to implement a share capital reconstruction scheme with the objective of increasing the market value of existing shareholders by compressing (reducing) the units held by each shareholder to one (1) share for every ten (10) held. Consequently, the issued and fully paid share capital was restructured from N58,446,689,710 to N5,844,668,971. The amount by which the share capital was reduced was transferred to the share capital reconstruction reserve. This increased the Share reconstruction balance from N14,501,904,000 in 2006 to N67,103,924,739 in 2015.

### CBN AGSMEIS Reserve

In April 2017, the Central Bank of Nigeria issued guidelines to govern the operations of the Agriculture/ Small and Medium Enterprises Scheme (AGSMIES), which was established to support the Federal Government's efforts at promoting agricultural businesses and Small and Medium Enterprises (SMEs) as vehicles for achieving sustainable economic development and employment generation.

### SMIEIS (Small and Medium Scale Enterprises) Reserve

The SMIEIS reserve is maintained to comply with the Central Bank of Nigeria (CBN) requirement that all licensed Banks set aside a portion of the profit after tax in a fund to be used to finance equity investment in qualifying small and medium scale enterprises. Under the terms of the guidelines (amended by CBN Letter dated 11 July 2006), the contributions will be 10% of the profit after tax and shall continue after the first 5 years but the Banks' contributions shall thereafter reduce to 5% of profit after tax. The small and medium scale industries equity investment scheme reserves are non distributable. However, this is no longer mandatory.

### Other capital reserve

Reserve relates to transactions with shareholders. The Central Bank of Nigeria (CBN) had in 2018 debited the Bank with the amount of N3 billion being deduction for interest due to AMCON from other core shareholders of the bank as stipulated in the shares purchase agreement between AMCON and the core shareholders dated 15 September 2014. The amount will only be realised at the disposal of AMCON's interest in the shares of the Bank.

### 32. Contingent Liabilities a Legal claims

Litigation is a common occurrence in the banking industry due to the nature of the business undertaken. The Bank has formal controls and policies for managing legal claims. Once professional advice has been obtained and the amount of loss reasonably estimated, the Bank makes adjustments to account for any adverse effects which the claims may have on its financial standing.

The Bank in the ordinary course of business is presently involved in 790 litigation suits: 201 cases instituted by the Bank and 435 cases instituted against the Bank. The total amount claimed in the cases against the Bank is estimated at N90.7 billion (2019: N111 billion) The distribution of all litigations is shown below. The Directors are of the opinion that non of the aforementioned cases is likely to have a material adverse effect on the Bank and are not aware of any other pending to threatened claims or litigations.

Cases	2020 Volume	2019 Volume
Civil cases against the bank	435	431
Civil cases by the bank	201	259
Civil appeals against the bank	53	13
Civil appeals by the bank	80	58
Garnishee order absolute being contested by the bank	21	22
	<b>790</b>	<b>783</b>

## NOTES TO THE FINANCIAL STATEMENTS

### b. Contingent Liabilities

To meet the financial needs of customers, the bank enters into various irrevocable commitments and contingent liabilities. These consist of financial guarantees and letters of credit.

Even though these obligations may not be recognized on the statement of financial position, they do contain credit risk and are therefore part of the overall risk of the bank.

Letters of credit and guarantees (including standby letters of credit) commit the bank to make payments on behalf of customers in the event of a specific act, generally related to the import or export of goods. Guarantees and standby letters of credit carry a similar credit risk to loans. contingent liabilities are:

	2020 N'000	2019 N'000
Performance Bonds and Guarantees	66,175,192	61,859,203
Letters of credit	33,523,225	3,048,281
	<b>99,698,417</b>	<b>64,907,484</b>

### 33. Related party disclosures

#### Transactions with key management personnel of the Bank

The Bank's key management personnel, and persons connected with them, are considered to be related parties for disclosure purposes. The definition of key management personnel includes close members of the family of key personnel and any entity over which key management personnel exercises control. The key management personnel have been identified as the executive and non-executive directors of the Bank. Close members of family are those family members who may be expected to influence, or be influenced by that individual in their dealings with the Bank.

Transactions with key management personnel of the Bank were as follows

	2020 N'000	2019 N'000
<b>Deposits (Note 33(a))</b>		
Currently serving Directors (Note 33(a)(i))	77,383	194,164
Common Directorship (Note 33(a)(ii))	23,816	186,337
<b>Total related party deposits</b>	<b>101,199</b>	<b>380,501</b>
<b>Loans and advances (Note 33b)</b>		
Currently serving Director	-	104,789
Common Directorship	7,550,262	7,033,978
<b>Total related party loans</b>	<b>7,550,262</b>	<b>7,138,767</b>

a. The details of the directors deposits as at 31 December are shown below:

	2020 N'000	2019 N'000
<b>i. Serving Directors</b>		
Aminu Babangida	12,005	300
Hafiz Mohammed Bashir	4,785	2,791
Oluwafunsho Obasanjo	13,982	22
Sam N. Okagbue	20,871	6,609
Tomi Somefun	8,369	163,431
Tuedor Temisan	1,290	3,981
Yabawa Lawan Wabi, mni	12,546	8,665
Ebenezer Kolawole	3,188	7,637
Usman Abdulqadri	346	728
	<b>77,382</b>	<b>194,164</b>

## NOTES TO THE FINANCIAL STATEMENTS

	2020 N'000	2019 N'000
<b>Deposit from entities with common</b>		
<b>ii. Directorship</b>		
TAK Integrated Agric Solutions Limited	2,868	187
TAK Agro & Chemical Limited	4,040	185,862
Practoil Limited	10,534	257
Living Spring Agro Limited	6,374	31
	23,816	186,337
<b>Total related party deposits</b>	<b>101,199</b>	<b>380,501</b>

b. Loans and advances to key management personnel as at 31 December 2020

S/N	Borrower	Related interest	Relationship to Bank	Facility type	Performing N	Non performing N	Balance
1	TAK INTEGR. AGRIC. SOLUTION. LTD.	THOMAS ETUH	FORMER DIRECTOR	TERM LOAN	5,415,511,552	-	5,415,511,552
2	TAK AGRO & CHEMICALS LTD	THOMAS ETUH	FORMER DIRECTOR	TERM LOAN	6,666,917	-	6,666,917
3	PRACTOIL LIMITED	BOLA SHAGAYA	FORMER DIRECTOR	OVER DRAFT	16,446,708	-	16,446,708
4	KASHTON CONCEPTS NIG. LTD.	HAKEEM SHAGAYA	FORMER DIRECTOR	OVER DRAFT	2,111,636,361	-	2,111,636,361
<b>Total loans and advances to related parties</b>					<b>7,550,261,537</b>	<b>-</b>	<b>7,550,261,537</b>

Loans and advances to key management personnel as at 31 December 2019

S/N	Borrower	Related interest	Relationship to Bank	Facility type	Performing N	Non performing N	Balance
1	TAK INTEGR. AGRIC. SOLUTION. LTD.	THOMAS ETUH	FORMER DIRECTOR	TERM LOAN	5,136,849,315	-	5,136,849,315
2	TAK AGRO & CHEMICALS LTD	THOMAS ETUH	FORMER DIRECTOR	TERM LOAN	1,747,790,404	-	1,747,790,404
3	PRACTOIL LIMITED	BOLA SHAGAYA	FORMER DIRECTOR	OVER DRAFT	149,338,244	-	149,338,244
4	LIVING SPRING AGRO LTD	ALH. AMINU BABANGIDA	CHAIRMAN	TERM LOAN	104,789,041	-	104,789,041
<b>Total loans and advances to related parties</b>					<b>7,138,767,004</b>	<b>-</b>	<b>7,138,767,004</b>

## NOTES TO THE FINANCIAL STATEMENTS

<b>c. Remuneration paid to Non Executive Directors</b>	<b>2020</b> <b>N'000</b>	<b>2019</b> <b>N'000</b>
Fees	160,000	160,000
Sitting Allowances	37,150	37,150
Other director expenses	41,627	75,454
	238,777	272,604

Fees and other emoluments disclosed above include amounts paid to:  
The highest paid director

41,400	41,400
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The number of directors who received fees and other emoluments (excluding pension contributions) N5,000,001 and above

9	9
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<b>9</b>	<b>9</b>
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<b>d. Transactions with shareholders (Asset Management Company of Nigeria)</b>	<b>2020</b> <b>N'000</b>	<b>2019</b> <b>N'000</b>
Other capital reserve	3,000,000	3,000,000
Accrual for Banking sector resolution fund	11,372,201	9,582,248
Expenses relating to Banking sector resolution fund	1,789,953	1,598,630

### **e. Disclosure on Directors' Remuneration**

The disclosure on Directors' Remuneration is made pursuant to the Governance Codes and Regulations issued by the Central Bank of Nigeria and the Nigerian Stock Exchange and the Securities & Exchange Commission.

The Bank has a formal Board Remuneration Policy which is consistent with its size and scope of operations. The Policy focuses on ensuring sound corporate governance practices as well as sustained and long-term value creation for shareholders. The policy aims to achieve the following amongst others

- a. Motivate the Directors to promote the right balance between short and long term growth objectives of the Bank while maximizing shareholders' return.
- b. Enable the Bank attract and retain Directors with integrity, competence, experience and skills to deliver the Bank's strategy;
- c. Promote compliance with global regulatory trends and governance requirements, with emphasis on long-term sustainability;
- d. Align individual rewards with the Bank's performance, the interests of shareholders, and a prudent approach to risk management;  
Ensure that remuneration arrangements are equitable, transparent, well communicated, easily understood, aligned with the interest of shareholders and adequately disclosed.

### **Executive Directors' Remuneration:**

Executive remuneration at Unity Bank Plc is structured to provide a solid basis for succession planning and to attract, retain and motivate the right calibre of staff required to achieve the Bank's business objectives.

The Board sets operational targets consisting of a number of Key Performance Indicators (KPIs) covering both financial and non-financial measures of performance for the Executives at the beginning of each year. Executive compensation is therefore tied to specific deliverables on a fixed pay basis. Fixed pay includes basic salary, transport, housing and other allowances.

## NOTES TO THE FINANCIAL STATEMENTS

The Board Corporate Governance Committee (a Committee comprised of only Non- Executive Directors) makes recommendations to the Board on all matters relating to Directors' remuneration. The Executive Directors are not involved in decisions on their own remuneration.

Please see the table below for the key elements of Executive Directors' remuneration

Element	Description	Payment Mode	Other Details
Base Pay/ Salary	This is a fixed pay (guaranteed cash) which is not dependent on performance. It comprises basic salary and all cash allowances paid to the Executive Director.	Monthly/ Annually	Salaries for all roles are determined with reference to applicable relevant market practices
Other Benefits	These are the non-monetary compensation provided to the Executive Director, such as official car, club and professional membership subscription.	Actual items are provided or the cash equivalent for one year is given.	Review periodically in line with contract of employment

*Review of the various remuneration elements means the re-appraisal of the elements to ensure that they are competitive and reflective of industry expectations. They do not necessarily refer to an increment or reduction in the value of the benefits.*

### Non-Executive Directors Remuneration

Non-Executive Directors' remuneration is structured to conform to prevailing regulations and is set at a level that is at par with market developments, reflects their qualifications, the contributions required and the extent of their responsibilities and liabilities.

Non-Executive Directors are paid an annual fee in addition to reimbursable expenses incurred in the course of their role as Board members, where not provided directly by the Bank. The annual fee is approved by Shareholders at the Annual General Meeting and is paid quarterly in arrears, with subsequent

They also receive a sitting allowance for each meeting attended by them but do not receive any performance incentive payments.

Please see the table below for the key elements of Non-Executive Directors' remuneration arrangements:

Element	Description	Payment Mode	Other Details
Annual Fees	Reflect market value of individuals and their role within the Bank	Quarterly	Reviewed periodically on need basis subject to shareholder approval at the Annual General Meeting.
Sitting Allowances	To recognize the responsibilities of the Non-executive Directors  To encourage attendance and participation at designated committees assigned to them	Per meeting	Reviewed periodically on need basis subject to shareholder approval at the Annual General Meeting.

*The Bank periodically benchmarks its remuneration practices against peer organizations whose business profiles are similar to that of the Bank*

## NOTES TO THE FINANCIAL STATEMENTS

### 34. Other employee and directors disclosures

	2020 Number	2019 Number
a. The average number of persons employed by the Bank during the year was as follows:		
Executives	4	4
Management	17	20
Non-management	1,574	1,554
	<b>1,595</b>	<b>1,578</b>

b Compensation for the above staff (excluding Bank directors) include:

	2020 N'000	2019 N'000
Salaries and wages	9,799,608	9,004,616
Pension costs:		
Defined contribution plans	609,387	432,200
	<b>10,408,996</b>	<b>9,436,816</b>

c The number of employees of the Bank, other than directors, who received emoluments in the following ranges (excluding pension contributions), were:

	2020 Number	2019 Number
N300,000 and below	-	-
N300,001 - N2,800,000	47	-
N2,800,001- N3,500,000	556	547
N3,500,001- N4,000,000	362	386
N4,000,001- N5,500,000	174	186
N5,500,001- N6,500,000	141	141
N6,500,001- N7,800,000	116	110
N7,800,001- N9,000,000	81	87
N9,000,001 and above	118	121
	<b>1,595</b>	<b>1,578</b>

### 35. Going Concern

The Bank made a profit after tax of N2.1 billion for the year ended 31 December 2020. (2019: profit after tax N3.38billion). As at that date, the Bank's total liabilities exceeded its total assets by N275 billion (2019: N279billion) and the capital adequacy stood at -101.29% (2019: -200.8%). The Bank therefore did not meet the minimum capital requirement and the CAR as stipulated by the Central Bank of Nigeria (CBN) for a Bank with a National banking license which is 10%. The directors acknowledge that uncertainty remains over the timing of the recapitalisation of the Bank. However, the Directors has reached an advanced stage with both local and multinational investors in the fund mobilisation for the Bank.

The Directors are confident that they would be able to recapitalise the Bank upon the upturn of economic activities within the next one year. Based on this, the directors have a reasonable expectation that the Bank will continue in operational existence for the foreseeable future and as such realise its assets and settle its liabilities in the normal course of business. Accordingly, these financial statements have been prepared based on accounting polices applicable to a going concern.

## NOTES TO THE FINANCIAL STATEMENTS

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### **36. Capital Management**

**a.** The Bank's process for assessing and managing the impact of capital on its business plans on present and future regulatory capital communications is an important aspect of its strategic planning. The Bank's Capital Adequacy is reviewed at each periodic review date to ensure that it meets regulatory requirements and standard of international best practices.

The Bank's capital is Tier 1 (Core Capital) consists of essentially share capital and reserves created by appropriations of retained earnings over the years. Tier 2 capital is composed of long term borrowings for financial planning and other non qualifying Tier 1 reserves to the limit allowable.

The primary objectives of the Bank's capital management policy is to ensure that the Bank complies with externally imposed capital requirements and maintains strong credit ratings and healthy capital ratios in order to support its business and maximise shareholder's value. The Bank's capital requirements have been deficient as reflected in its negative capital adequacy ratio computations reported at (101.47%) and (200.8%) for the years ended 31 December 2020 and 2019 respectively.

To address this deficiency, the Bank is in the process of a recapitalization exercise. Discussions are with prospective investors who have indicated interests to inject substantial capital into the Bank are at various stages. Whilst the capital raising exercise has been diversified to engage several strategic investors, deliberate actions were taken by the Bank to strictly extract commitment following the review of capacity, investment funding availability and strong poise and strategic alignment to the long-term vision and aspirations of the Bank that form the basis to invest in Unity Bank.

In the ongoing capital raising exercise, the Bank has considered a variety of classes of investors, including local and foreign, internal and new investors, individual and institutional investors, amongst other options. However, all prospective investors are required to demonstrate financial and business capacity, impeccable reputation and potential to add strategic value towards achieving the Bank's strategic goals and vision.

### **b. Forbearances**

#### *i. Financial accommodation from the CBN*

Unity Bank Plc was also granted by the Central Bank of Nigeria a short term financial accommodation of N50 billion to augment working capital requirements with a maturity date of 19 September 2021 (see note 26).

#### *Capital Adequacy Ratio*

The Bank presents details of its regulatory capital resources in line with the Central Bank of Nigeria's guidance on Pillar I Capital requirements.

## NOTES TO THE FINANCIAL STATEMENTS

	2020 N'000 full impact of IFRS 9 transition	2020 N'000 Added impact of IFRS 9 transition	2019 N'000 full impact of IFRS 9 transition	2019 N'000 Added impact of IFRS 9 transition
<b>Regulatory capital</b>				
<b>Tier 1 capital</b>				
Share capital	5,844,669	5,844,669	5,844,669	5,844,669
Share premium	10,485,871	10,485,871	10,485,871	10,485,871
Share Reconstruction	67,103,925	67,103,925	67,103,925	67,103,925
Statutory Reserves	12,437,215	12,437,215	12,437,215	12,437,215
SMEIES Reserves	440,119	440,119	440,119	440,119
CBN AGSMEIS Reserve	172,662	172,662	172,662	172,662
Other reserves	(3,000,000)	(3,000,000)	(3,000,000)	(3,000,000)
Accumulated deficit	(374,443,951)	(374,443,951)	(374,443,951)	(374,443,951)
IFRS 9 Transitional Adjustment	-	496,340	-	992,681
<b>Total qualifying Tier 1 capital</b>	<b>(280,959,494)</b>	<b>(280,463,154)</b>	<b>(280,959,491)</b>	<b>(279,966,810)</b>
<b>Less:</b>				
Intangible assets	(148,836)	(148,836)	(136,201)	(136,201)
Deferred Tax Assets	-	-	-	-
<b>Adjusted total qualifying tier 1</b>	<b>(281,108,330)</b>	<b>(280,611,990)</b>	<b>(281,095,692)</b>	<b>(280,103,011)</b>
<b>Capital Tier 2 capital</b>				
Revaluation Reserve	(2,136,107)	(2,136,107)	(2,103,603)	(2,103,603)
<b>Total qualifying Tier 2 Capital</b>	<b>(2,136,107)</b>	<b>(2,136,107)</b>	<b>-</b>	<b>-</b>
<b>Total Qualifying Capital</b>	<b>(283,244,437)</b>	<b>(282,748,097)</b>	<b>(281,095,692)</b>	<b>(280,103,011)</b>
<b>Risk - weighted assets:</b>				
Risk Weighted Amount for credit risk	220,626,487	220,626,487	91,264,539	91,264,539
Risk Weighted Amount for operational risk Risk	44,636,281	44,636,281	35,518,748	35,518,748
Weighted Amount for market risk	13,876,664	13,876,664	12,655,150	12,655,150
<b>Total risk-weighted assets</b>	<b>279,139,432</b>	<b>279,139,432</b>	<b>139,438,437</b>	<b>139,438,437</b>
<b>Ratio</b>	<b>-101.47%</b>	<b>-101.29%</b>	<b>-201.59%</b>	<b>-200.88%</b>

### Transitional arrangements treatment of IFRS 9 expected credit loss for regulatory purposes by Banks in Nigeria

During the year ended 31 December 2018, the Central Bank of Nigeria (CBN) issued a circular to provide guidance on the treatment of ECL provisions for regulatory purpose and introduce a four-year transitional arrangement to cushion the effect on tier 1 regulatory capital. The summary of the guidance is as follows:

1. Utilisation of Regulatory Risk Reserve (RRR) to cushion the impact of IFRS 9 ECL Provisions on Transition Date In order to cushion the impact of IFRS 9 on regulatory capital banks are required, in the first instance, to apply the balance in their RRR to reduce the additional ECL provisions to be recognized in the opening retained earnings on January 1, 2018. The amount to be deducted from RRR shall be limited to the excess of ECL provisions over the IAS 39 provisions on the transition date. Accordingly, banks are required to effect appropriate accounting entries to reflect the transfer from RRR to the retained earnings.

2. Transitional Arrangement of the ECL Accounting Provisions for Regulatory Capital Purpose where the additional IFRS 9 ECL provision as stated in (1) above is higher than the balance in RRR, Banks are required

## NOTES TO THE FINANCIAL STATEMENTS

to amortise the excess in line with the transitional arrangements provided by CBN. For the purpose of the transitional arrangement, the excess of the ECL provisions over IAS 39 provisions adjusted for the RRR is termed "Adjusted Day One Impact", using the Static Approach. This approach requires banks to hold static the Adjusted Day One Impact and amortise on a straight-line basis over the four-year transition period by writing back to the Tier 1 capital as indicated in the table below. The Adjusted Day On Impact for the Bank was N2.48billion.

Period	Provisions to be written back	%	BANK
Year 0 (January 1, 2018)	4/5 of Adjusted Day One Impact	80%	1,985,361.57
Year 1 (December 31, 2018)	3/5 of Adjusted Day One Impact	60%	1,489,021.18
Year 2 (December 31, 2019)	2/5 of Adjusted Day One Impact	40%	992,680.78
Year 3 (December 31, 2020)	1/5 of Adjusted Day One Impact	20%	496,340.39
Year 4 (December 31, 2021)	Nil	0%	-

### 37. Events after reporting date

On 11 March 2020, the World Health Organization declared the coronavirus (COVID-19) outbreak a pandemic and most governments took restrictive measures to contain its further spread by introducing lockdowns, closure of borders and travel restrictions which affected the free movement of people and goods. The impact of the restrictions continues to disrupt major business activities, and this may have an adverse effect on the Bank's financial position and operating results in the medium and longer term.

The Bank considers this outbreak to be a non-adjusting subsequent event and the Directors do not consider it practicable to provide a quantitative estimate of the potential impact of this outbreak. The Directors will continue to monitor the situation closely and will respond to mitigate the impact of such events and circumstances as they occur.

There were no other significant events after the reporting date that could affect the reported amount of assets and liabilities as of the reporting date.

### 38. Contraventions

The Bank contravened certain extant regulatory provisions during the year. The details of such contraventions and the penalties paid are shown below:

Nature of Contravention and penalty paid	Regulatory Agency	2020 N'000	2019 N'000
Various contraventions following AML/CFT Examination	CBN	15,000	-
Penalty On Staff Promotion	CBN	14,000	-
Late filing of Financial Reports	SEC	6,000	-
Delay in resolving e-channel complaints	CBN	-	2,000
Late filing of 2017 Statement & 2018 Q1, Q2, Q3 Accounts	SEC	-	10,000
Penalty for Non-Compliance on ATM smart camera & Anti-skimming	CBN	-	4,000
Penalty for contravening various AML/CFT requirements	CBN	-	2,000
		<b>35,000</b>	<b>18,000</b>

## NOTES TO THE FINANCIAL STATEMENTS

### 39. Statement of cash flow workings

	Notes	2020 N'000	2019 N'000
<b>(a) Loans &amp; advances to customer</b>			
Net loans, beginning of the year	18	104,017,725	44,096,959
Interest receivable on loans and advances at the end of the year		-	-
Impairment write-back/(loss) on loans and advances	11	(1,228,601)	(2,151,891)
Movement for Cash Flow Statement		99,291,731	62,072,657
<b>Net loans, end of the year</b>	18	202,080,856	104,017,725
<b>(b) Changes in other assets</b>			
Gross amount, beginning of the year	20	12,406,590	10,977,950
Reclassification to ROU assets		-	(679,689)
Movement for cashflow purposes		2,330,710	2,108,329
<b>Gross amount end, of the year</b>	20	14,737,300	12,406,590
<b>(c) Purchase of PPE</b>			
Property, Plant and Equipment	21	1,389,254	1,728,932
ROU Asset	21	493,161	481,003
<b>Acquisition of PPE</b>		1,882,415	2,209,935
<b>(d) Deposits from customers</b>			
At 1 January	25	257,691,182	247,630,264
Interest payable at the end of the year (see note 40 (h) below)		1,121,527	1,559,488
Movement for Cash Flow Statement		97,802,483	8,501,430
<b>At 31 December</b>	25	356,615,192	257,691,182
<b>(e) Due to Other Banks</b>			
At 1 January	24	108,240,698	100,347,202
Interest payable as at year end		897,983	240,698
Movement for Cash Flow Statement		(2,439,328)	7,652,798
<b>At 31 December</b>	24	106,699,353	108,240,698
<b>(f) Other liabilities</b>			
At 1 January	28	22,044,718	20,451,210
ROU assets		-	764,579
Impairment write back on contingents (see note 11)	11	(297,273)	(21,700)
Interest expense on lease liability		15,791	33,803
Movement for Cash Flow Statement		16,978,410	816,827
<b>At 31 December</b>	28	38,741,646	22,044,718
<b>(g) Interest received</b>			
Interest recognised in the statement of profit or loss	6	39,119,457	35,947,977
Interest receivable, beginning of the year		1,281,186	-
Interest receivable, end of the year		(4,928,402)	(1,281,186)
Movement for Cash Flow Statement		35,472,241	34,666,791

## NOTES TO THE FINANCIAL STATEMENTS

	Notes	2020 N'000	2019 N'000
<b>(h) Interest paid</b>			
Interest expense	7	21,372,315	19,454,646
Interest capitalised on borrowings	26	(3,920,218)	(1,594,748)
Interest payable:			
Deposit liabilities		(1,121,527)	(1,559,488)
Due to Banks		(897,983)	(240,698)
Interest expense on lease liability		(15,791)	(33,803)
<b>Interest paid during the year</b>		<b>15,416,796</b>	<b>16,025,909</b>
<b>(i) Profit on disposal of property and equipment</b>			
Cost	21	44,235	170,411
Accumulated Depreciation	21	(43,207)	(169,594)
Gain on disposal		8,923	26,770
Proceeds from sale		9,951	27,587
<b>(j) Cash and cash equivalent reported in the statement of cash flow</b>			
Cash on hand	16	6,855,423	6,088,462
Current account with CBN	16	1,280,987	599,026
Deposits with the Central Bank of Nigeria	16	90,788,548	7,348,989
Due from other banks	16	33,093,521	34,078,836
Impact of foreign exchange on cash balances		493,497	329,291
		<b>132,511,976</b>	<b>48,444,604</b>
<b>(k) Changes in other balances with CBN</b>			
<i>AGSMEIS Account</i>			
At 1 January	16	172,662	109,190
Movement for cashflow purposes		169,150	63,472
<b>At 31 December</b>	16	341,812	172,662
<b>(l) Adjustment for non-cash exchange differences</b>			
Unrealised exchange difference on borrowings	26	(287,949)	(240,716)
Net impact of foreign exchange on cash balances	39(j)	493,497	329,291
		<b>205,548</b>	<b>88,575</b>

## OTHER NATIONAL DISCLOSURES

# Statement of Value Added

FOR THE YEAR ENDED 31 DECEMBER 2020

	2020 N'000	%	2019 N'000	%
Gross earnings	42,709,271		44,587,271	
Interest expense	(21,372,315)		(19,454,646)	
	<b>21,336,956</b>		<b>25,132,624</b>	
<b>Bought in materials and services</b>				
Local	(11,089,219)		(8,374,321)	
Net Impairment losses on financial assets	4,127,332		(1,921,923)	
	<b>14,375,069</b>	<b>100</b>	<b>14,836,380</b>	<b>100</b>
<b>Applied to pay:</b>				
<i>Employees:</i>				
Wages, salaries and pensions	10,408,996	72	9,436,816	64
<i>Government</i>				
Taxes	136,801	1	258,923	2
<b>To be retained in the business for expansion and future wealth creation:</b>				
Depreciation	1,695,656	12	1,708,636	12
Amortisation	47,223	0	48,817	0
<b>Profit/(loss) for the year</b>	<b>2,086,393</b>	<b>15</b>	<b>3,383,189</b>	<b>23</b>
	<b>14,375,070</b>	<b>100</b>	<b>14,836,381</b>	<b>100</b>

Value Added is the additional wealth created by the efforts of the Bank and its Employees. The statement shows the allocation of the wealth amongst employees, government, capital providers and that retained in the business for expansion and future wealth creation.

# Statement of Financial Position

FIVE YEAR FINANCIAL SUMMARY

31 DECEMBER

	2020 N'000	2019 N'000	2018 N'000	2017 N'000	2016 N'000
<b>Assets</b>			<i>Restated</i>	<i>Restated</i>	
Cash and balances with Central Bank	99,266,770	14,209,138	9,340,372	5,675,461	51,129,061
Due from banks	33,065,169	33,725,276	32,062,650	15,620,573	9,324,758
Loans and advances to customers	202,080,855	104,017,725	44,096,959	8,958,127	277,214,521
Financial investments – held-for-trading	-	-	76,662,150	58,703,358	97,063
Debt instruments at fair value through other comprehensive income	62,839,611	87,262,055	-	-	-
Equity instruments at fair value through other comprehensive income	-	-	25,660,268	20,271,961	26,152,264
Financial investments – available-for-sale pledged as collateral	-	-	-	-	33,023,297
Financial investments – held-to-maturity	-	-	-	-	26,211,318
Debt instruments at amortised cost	64,379,307	29,209,131	-	-	-
Other assets	8,324,417	21,963,559	20,602,236	4,114,322	9,353,166
Property and equipment	21,915,364	136,201	80,866	21,501,055	22,800,643
Goodwill and other intangible assets	148,836	2,528,985	2,295,340	112,324	16,766,392
Deferred tax assets	-	-	-	-	20,609,164
<b>TOTAL ASSETS</b>	<b>492,020,329</b>	<b>293,052,070</b>	<b>210,800,841</b>	<b>134,957,181</b>	<b>492,681,647</b>
<b>Liabilities and Equity</b>					
<b>Liabilities</b>					
Due to other banks	106,699,353	108,240,698	100,347,202	42,957,842	50,195,162
Due to customers	356,615,192	257,691,182	247,630,264	252,310,468	264,196,344
Borrowings	264,873,635	183,303,723	126,211,139	80,546,363	81,908,685
Current tax liabilities	499,184	621,306	501,187	710,127	644,509
Other liabilities	38,741,646	22,044,718	20,451,210	29,303,657	12,504,349
Employee benefit liabilities	1,115	6,331	34,493	44,810	125,618
<b>Total liabilities</b>	<b>767,430,125</b>	<b>571,907,958</b>	<b>495,175,495</b>	<b>405,873,267</b>	<b>409,574,667</b>
<b>Equity</b>					
Issued share capital	5,844,669	5,844,669	5,844,669	5,844,669	5,844,669
Share premium	10,485,871	10,485,871	10,485,871	10,485,871	10,485,871
Statutory reserve	12,750,174	12,437,215	11,929,737	11,929,737	11,929,737
Retained earnings	(372,722,376)	(374,443,951)	(377,319,662)	(367,417,645)	(275,980,402)
Non Distributable Regulatory Reserve	51,859	-	-	-	263,788,438
Other reserves	68,180,007	66,820,308	64,684,730	68,241,281	67,038,667
<b>Total equity</b>	<b>(275,409,796)</b>	<b>(278,855,888)</b>	<b>(284,374,654)</b>	<b>(270,916,085)</b>	<b>83,106,980</b>
<b>Total liabilities and equity</b>	<b>492,020,329</b>	<b>293,052,070</b>	<b>210,800,841</b>	<b>134,957,181</b>	<b>492,681,647</b>

## OTHER NATIONAL DISCLOSURES

# Summary Profit or Loss

## FIVE YEAR FINANCIAL SUMMARY

	31 DECEMBER				
	2020 N'000	2019 N'000	2018 N'000	2017 N'000	2016 N'000
Total operating income	21,336,957	25,132,625	19,117,960	54,473,045	64,111,448
Operating expenses	(23,241,095)	(19,568,590)	(20,713,169)	(24,460,756)	(26,346,421)
Impairment losses	4,127,332	(1,921,923)	(5,958,492)	(44,254,863)	(35,948,596)
Profit before taxation	2,223,194	3,642,112	(7,553,702)	(14,242,574)	1,816,431
Current taxation	(136,801)	(258,923)	(141,619)	(356,030)	(575,028)
Deferred taxation	-	-	-	(319,334)	942,395
Profit/(Loss)after taxation	2,086,393	3,383,189	(7,695,320)	(14,917,938)	2,183,798
	2,086,393	3,383,189	(7,695,320)	(14,917,938)	2,183,798
Earnings per share (basic)	17.85	28.94	(65.83)	(127.62)	18.68



**ENTERPRISE  
RISK  
MANAGEMENT  
DISCLOSURE**

# Enterprise Risk Management

## Approach to Risk Management

Unity Bank Plc recognizes the importance of risk management practices in the achievement of its overall strategic objectives. The Bank has an effective risk governance structure and an experienced risk management team. Its risk management structure facilitates maximization of opportunities, mitigation of potential threats and timely decision making.

The Bank realizes that effective risk management is fundamental to achieving financial soundness. To this end, risk management has become an integral part of our strategy. A major target is to create a homogeneous risk awareness culture throughout the institution. This will help all staff to collectively own risk.

Risk management style is well defined to create a balance between corporate oversight and actual risk management functions with a focus on the three lines of defence below:



In the process of prospecting businesses for the Bank, risk management should be activated. This will reduce the burden of assessment of other risk functions. In the event of a process breach, in line with management objectives, internal audit will identify and recommend for process correction.

The Management of the Bank is committed to constantly creating, implementing and sustaining practices in risk management that will take the bank to new heights. The Board of Directors determines overall risk objectives, issues and/or approve risk policies in line with the Bank's overall objectives and risk appetite. The said policies define acceptable levels of risk levels and a pathway for assessment and treatment where necessary.

The Enterprise Risk Management (ERM) framework encompasses all other risk management policies, given that ERM is the aggregate of risk identification, assessing the risk inherent as well as the opportunities therein and actively managing these risks in a cost-effective manner.

The Bank's risk management process originates from establishing a context to monitoring and reporting as shown below:

### 1. Establishing a context

This is done by considering the following:

- The environment within which the organization operates (Organizational context)
- The objectives, core activities and operations of the Bank (Strategic context)

### 2. Identification of risks

This is basically done by classifying the risks into core financial, physical, ethical or legal. It also involves determining what can happen, when it could happen and where it could happen.

### 3. Evaluation of risk

It involves analysing likelihood and consequences of risks identified

### 4. Treatment of risks

The decision point of whether to avoid the risk, transfer the risk or accept and mitigate the risk.

# ENTERPRISE RISK MANAGEMENT

## 5. Reporting and monitoring of risks

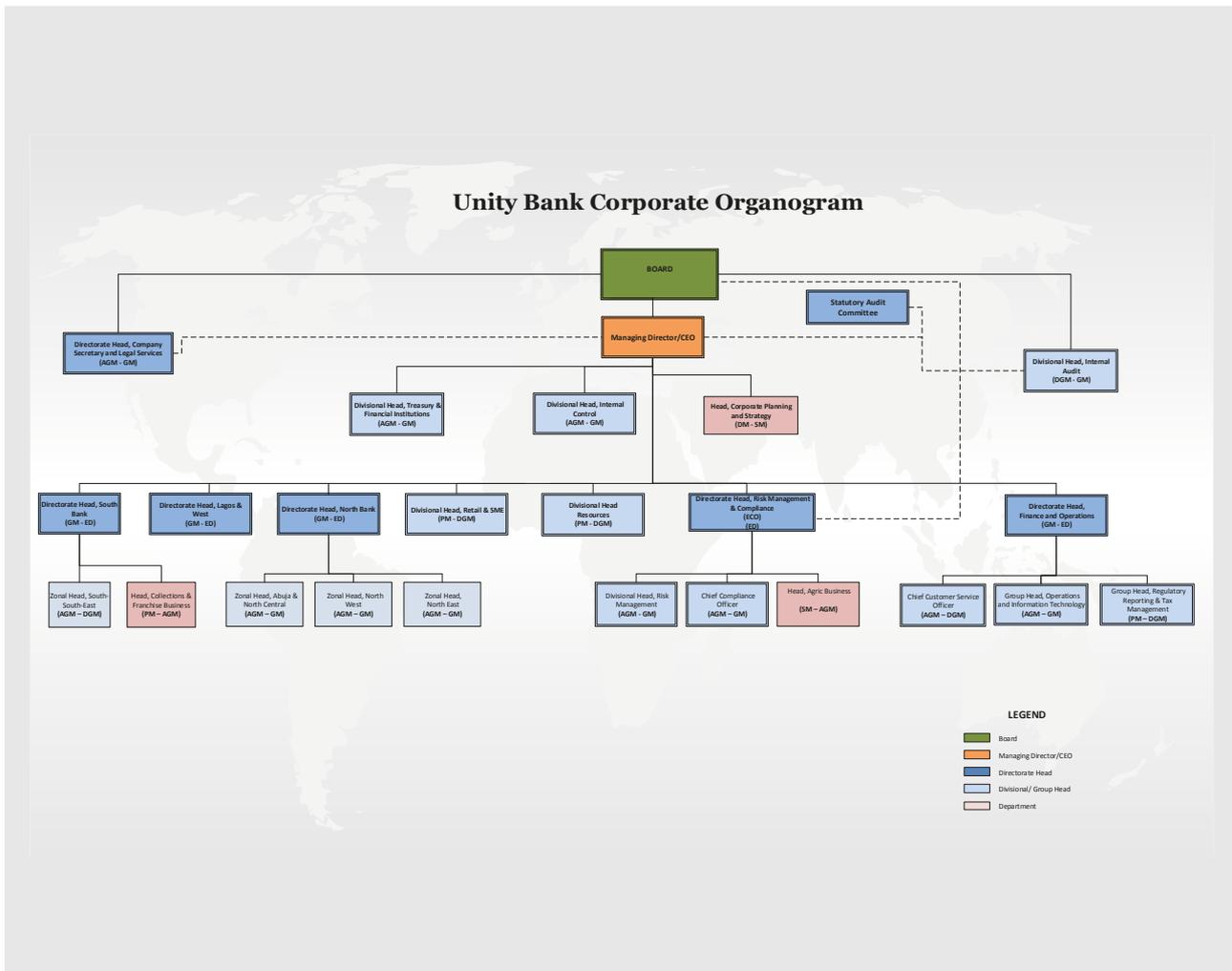
Communication, monitoring and review ensure that the important information generated by the risk management process is captured, used and maintained

### Unity Bank's Enterprise Risk Strategy

The following risks are directly managed by the bank:

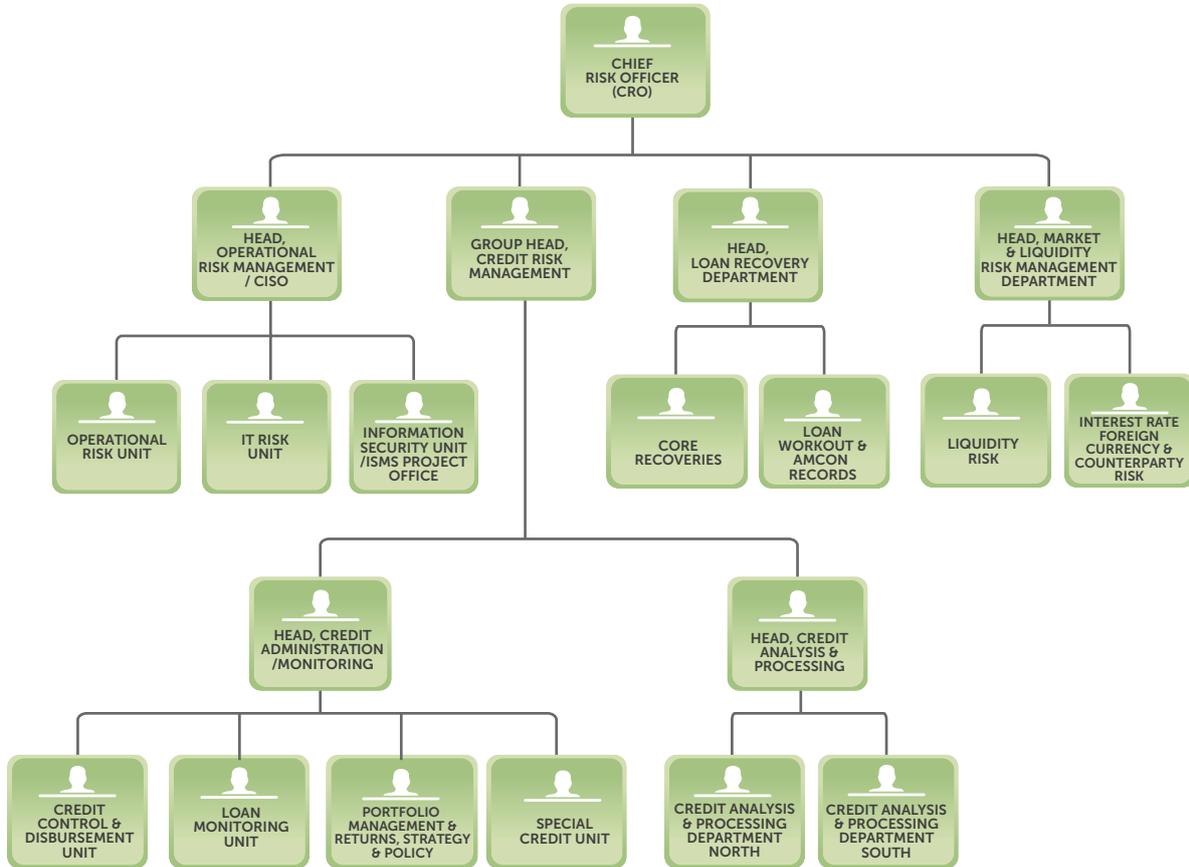
- Credit Risk
- Market Risk and Liquidity Risk
- Operational Risk including Information Security and Information Technology Risk
- Strategic Risk
- Compliance and Legal Risk
- Reputational Risk
- Interest Rate Risk
- Foreign Exchange Risk

The process of identification, evaluation, measurement and management of the above-mentioned risks are discussed in details under the Internal Capital Adequacy Assessment Process Report.



# ENTERPRISE RISK MANAGEMENT

## New Enterprise Risk Management Structure



### 1.1 Risk Organization and Governance Structure

The Bank instituted best practice corporate governance structures around its risk management practice and functions. The Board of directors, through its various committees, articulates the vision, sets the tone and provides strategic direction for the management of risk across the groups. Management Standing Committees are as set out in the corporate governance section.



## Risk Management Departments and their Key Functions

### Credit Analysis & Processing (CAP)

The CAP's responsibilities shall include:

- Reviewing and certifying all credit requests before approval by the relevant approving authorities.
- Propose annual list of insurance underwriters for Management approval
- Reviewing issues affecting credit process efficiency and/or effectiveness.
- Reviewing and recommending changes to the Risk Assets Pricing Policy.
- Issuing of Credit Circulars approved by Management.
- Appraising and recommending the appointment of professional service agents e.g. Estate Valuers, Warehousing agents, Project consultants etc.
- Proposal annual list of insurance underwriters for Management approval
- Compiling data for the measurement of Credit Risk for the Bank.
- Listing and reviewing of credit events for consideration in Credit Risk Assessment
- Ensure appropriate pricing of risk assets.
- Compliance with the Bank's risk appetite definitions and RAAC.

### Market and Liquidity Risk (MLR)

The function is sub-divided into:

- Strategic Planning (ALCO)
- Risk Identification
  - Interest Rate Risk
  - Foreign Currency Risk
  - Equity Risk
  - Liquidity Risk
  - Counterparty Risk
- Risk Measurement (For same risk areas as above)
- Risk Control: Risk Control is critical. It deals with such issues as Dealing Limits, Overnight Position Limits, Intra-day Limits, Concentration Limits, and Liquidity gap Limits, Contingency Funding Plan, Crisis Management Plan, Counterparty Limits, etc.
- Risk Monitoring (Covers all the control areas)
- Risk Reporting.

### Credit Administration

Credit Risk Management Group is subdivided into the following Departments and Units, with clearly defined responsibilities:

#### Credit Control and Disbursement:

- Reviewing Disbursement documentation for loan disbursements.
- Disbursement of all approved facilities that meet the conditions
- Declassification of accounts to release suspended interest on Banks.
- Setting of Limit on accounts in debit to allow for debit transaction as approved by management
- Monitoring of Deferrals on facilities with deferral approvals.
- Ensure that all transactions are compliant with Company's policies and regulations
- Responding to internal queries about payments and provision of Loan repayment schedules.
- Reviewing and Processing Customer request for Release of Security Documents.
- Setting and changing of interest Rate on loan and current accounts with concession approval.
- Rending of monthly report on facility disbursed which entails customer details, security details, facility details and dimension
- Setting of Guarantees on the Banks to generate control number.
  - Booking of Guarantees on Banks and deduction of charges
  - Cancellation of Guarantees on Banks at expiration or as approved by Management.

## ENTERPRISE RISK MANAGEMENT

- Creation of Cash Margin account on Guarantee upon receipt of proceed.
- Placement of Lien on Guarantees cash collateral.
- Reviewing and Processing Customer request for Release of Cash Margin on Guarantees.
- Preparation of Guarantee report at month end.

### Authority Limits on Credit

The highest credit approval authority is the Board of Directors, supported by the Board Credit Committee (BCC) and the Management Credit Committee.

Individuals are also assigned credit approval authorities in line with the Bank's criteria for such delegation set out in its Credit Risk and Portfolio Management Plan. The principle of central management of risk and decision authority is maintained by the Bank.

The various credit approval limits of the Bank are shown in the table below.

Approving Authority	Cash backed	Direct Exposure	Indirect Exposure
Board	Above N5Bn	Above N1Bn	Above N2.5Bn
BCC	Above N4Bn – N5Bn	Above N750M - N1Bn	Above N2Bn - N2.5Bn
EXCO	Above N3Bn – N4Bn	Above N250M - N750M	Above N1Bn - N2Bn
MD/CEO	Above N1Bn – N3Bn	Up to N250M	Up to N1Billion
ED in charge of Business Directorate with concurrence of Chief Risk Officer	Above N100M – N1.0Bn	-	-
Zonal Managers	Up to N100M	-	-

### Credit Risk Monitoring:

- Total Portfolio Policing
- Monitoring Industry Exposure
- Risk Migration
- Limits Management
- Collateral Management
- Account Activity Monitoring
- Maintenance and Monitoring of Repayment Records
- Risk-Return Correlation Monitoring
- Market Intelligence
- Material Adverse Events
- Impaired Assets – Classification/Declassification.
- IFRS Provisioning Monitoring & Control

This function is very critical and wide in coverage. It makes the difference between whether an exposure remains performing or become delinquent. The function is organized in teams, with each team being responsible for a particular zone(s).

### Credit Risk Reporting, Policy Formulation, Review and Portfolio Planning:

- Reporting on Total Portfolio by:
  - Industry
  - Risk Rating
  - Product Programmes
  - Geographical Location
  - Business Units

## ENTERPRISE RISK MANAGEMENT

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- Impaired Assets Report
- Watch List
- Exceptions/Breaches
- Risk/Return Reports.

### • **Portfolio Planning**

- Macro-economic Indicators
- Socio-political Environment
- Target Capital Adequacy Ratio
- Portfolio Stress Testing
- Total Portfolio Limit
- Target Industries/Markets
- Portfolio Distribution – Concentration and Diversification
- Target Names
- Credit Product Offerings

### **Operational Risk Management**

Operational Risk Management Department reports to Chief Risk Officer and has the following roles:-

- Coordinate the evolution of ERM Policy and custodian of same bank-wide
- Co-ordinate effective implementation of ERM policies in all the core risk areas of the Bank including Credit Risk, Market Risk, Operations Risk and Compliance Risk Management.
- Carry out self-assessment of the Bank's enterprise risk management framework and initiate process for gap remediation.
- Coordinate internal and external review of the Bank's ERM policies and remediation of identified gaps.
- Oversee and coordinate specific risk policy implementation and compliance with respect to Strategic Risk, Reputational Risk.
- Coordinate enterprise wide Business Continuity Management System (ISO 22301 - BCMS).
- Coordinate capital allocation for significant activities of the Bank.
- Coordinate risk-adjusted performance management system in the Bank.
- Serves as risk integration and aggregation coordinator.
- Reviewing and certifying products risk prior to deployment.
- Monitor risk exposures against set limits bank-wide
- Identification, reporting and management of operational risks bank-wide
- Responsible for implementing programme for managing IT and information security risks across the Bank.
- Champion the maintenance and recertification of the Bank to the PCIDSS and ISO 27001 ISMS standards.
- Review of ISMS and IT Risk policies and coordinate its implementation.
- Coordinate the review of all IT risks and Non conformities in line with ISMS Standards, IT Risk register, change management issues, access control monitoring and review, monitoring of implementation of remediation programs for vulnerabilities on e-platforms amongst others.
- Escalation of critical risks to appropriate levels of risk owners, management and board periodically Update board and management of the implementation of risk remediation programmes for vulnerabilities Bank wide.

### **Loan Recovery Department (LRD)**

The LRD responsibilities include:

- Recovery of bad loans
- Coordination of recovery activities across the network
- Appointment of recovery agents
- Coordination of collateral liquidation for debt recovery
- Initiating along with BUs, and processing of Loan Workout proposals.
- Reporting of the Bad Loans Portfolio.

## ENTERPRISE RISK MANAGEMENT

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- Coordinating recovery efforts on accounts in lost category and initiate recovery plans.
- Processing of interest waivers and write-off requests in respect of accounts classified Lost.
- Liaise with Legal Services Department on accounts under recovery.
- Processing restructuring/workout arrangement of lost credits.
- Monthly review and rendition of reports on accounts under lost category.

The Head of Loan Recovery reports to the Divisional Head, Risk Management.

### **Legal Services Department (LSD)**

The LSD responsibilities include:

- Provides technical support in identifying and managing exposure to legal risks.
- Conducting searches at State Land Registries and the Corporate Affairs Commission (CAC)
- Preparing and vetting of all credit- related Agreements/Contracts to be entered into by the Bank.
- Vetting of security documents for disbursement of approved credits.
- Issuance of contingent liability instruments.
- Providing opinion as to legal suitability of security arrangement for approved credits.
- Appointment and monitoring of Solicitors engaged by the Bank for perfection of securities, recovery of loans, litigations, searches etc.

### **Internal Control Group (ICG)**

The ICG responsibilities include:

- Ensure that all the Bank activities and business are carried out in strict compliance with the approved policies and procedures and in line with the Regulatory Provisions.
- Profiling and creation of users on financial applications in the Bank and deactivation of same as the case may be.
- Monitoring of agreements as contained in duly executed Service Level agreements
- Managing the Bank's Fraud desk as required by regulators.
- Appropriately escalate report to Management any observed breaches after preliminary investigations and recommend appropriate actions to be taken to prevent reoccurrence.
- Recommend amendments to policies and procedures in order to enhance efficiency and effectiveness of the system.
- To ensure all branches and other relevant locations are manned with Control Officers to review their operations and environment

### **Other Stakeholders – Corporate Planning and Strategy /Corporate Communication**

#### **Corporate Communications:-**

This Department shall principally champion the management of the Bank's exposure to reputation risk. It shall be responsible for providing technical support for Management in managing the Bank's brand capital.

#### **Corporate Planning and Strategy**

This Division is be responsible for managing the Bank's strategic risk.

#### **Internal Control Environment**

The Bank creates a strong and efficient internal control environment through the implementation of the following policies:-

##### **Continuous Audit Function**

- Most of the Bank's business locations have Resident Control Officers to carry out continuous audit of the Bank's operations.

## ENTERPRISE RISK MANAGEMENT

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### **Segregation of Duties**

- Establishment and maintenance of the principle of segregation of duties in all its key functions.

### **Dual or Multi-level Controls**

- Ensuring dual or multiple level controls in its key processes. No single person can initiate and conclude a process be it, manual or automated process.

### **System Control of Processes**

- System-controlled processes are being emphasized as much as practicable.

### **Independence of Internal Control/Back Office Functions**

- The independence of the internal control and back office functions is being maintained through reporting lines and authority levels.

### **Independent Review of Risk Management by Internal Audit**

- Independent review of the operational risk management framework is being carried out periodically by Internal Audit Division of the Bank.

### **Data Validation and provision**

- Provision of data from internal control reports.

### **Documented Roles of Units/Departments**

- Roles and responsibilities of Departments and Units are well documented with clear reporting lines.

### **Duplication or Overlapping Functions/Job Roles**

- There is no ambiguity or overlap of functions. Strategy and Corporate Development Division, Human Capital Management and ERM Office carry out annual review of job functions to remove all overlapping activities.

### **Clearly Defined Authority Levels**

- Authority levels, delegation of authorities are clearly defined in line with best practice.

### **Implementation of Code of Corporate Governance**

- Codes of corporate governance are being implemented using best practice standards.

### **Compliance with Laws and Regulations**

- There is full compliance with all laws and regulations of the Central Bank of Nigeria, Securities and Exchange Commission, NAFIU – Anti-money laundering laws, as well as all other regulatory bodies

### **Optimal Staffing**

- The Bank shall ensure the optimal level of staffing in all its functional units. To this end, job evaluation shall be carried out for every job role to determine the quantum of man-hour and skill level required to handle the roles. This shall be carried out by Human Capital Management, Strategy Division, Operations Risk Department and Financial Control.

### **Authority Limits and Access Rights**

- Delegated authority limits whether operational or fund-based to ensure contingent exposures are approved by the Board.
- Such approval limits include credit approval, placement of interbank funds, dealers' limits, posting of transactions, payment of cash, expense limits, amongst others.
- The authorities are personalized for skill-based sensitive job-roles that require high level of judgment and discretion.

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## 1.2 Disclosure

In compliance to Pillar III of the Basel II, the Bank renders clear and concise disclosure of its processes. The Bank reports its financials in line with the CBN and the FRC approved International Financial Reporting Standards (IFRS). Unity Bank is also building capacity and putting modalities in place so as to comply with the IFRS.

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## 2. Risk Assessment

The Bank's risk assessment begins with risk identification and culminates in mitigation. Risk evaluation deploys several methods to measure the impacts of such risk on the capital adequacy. A cost and benefit analysis is also done to ascertain whether a risk should be taken on, while some conventional methods are used to measure the Pillar I risks, Pillar II risks as assessed using methods that reflect the peculiarity and complexity of the Bank's business. Another key factor considered in measuring Pillar II risk is the materiality principle.

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## 3. Key Risk Exposures

This report focused on the material risk for which we had capacity to measure. Some of the risks considered include the following:

### Pillar I risks:

- Credit Risk
- Market Risk
- Operational Risk

### 3.1.1 Credit Risk

It is the likelihood that a borrower or counterparty will fail to meet his/her obligations according to the agreed terms thereby resulting in a loss for the Bank.

The Bank's primary business is that of financial intermediation hence credit risk forms a major part of its risk assets portfolio. The standardized approach was used to measure the credit capital requirement.

### Measurement and Assessment

The Bank combines quantifiable model based approaches and past experiences in assessing and measuring credit risk. Some of the methods used include the following:

#### *i. Historical Experience and Hindsight*

In measuring and assessing credit risk, we consider the length of relationship with a counterparty in the measurement and assessment of credit risk. The past credit conduct of counterparties with the bank is also taken into consideration. Historical experience also entails using the benefit of hindsight from other credit transaction and experiences in the bank.

#### *ii. Credit Search*

The Bank also explores the option of carrying out credit searches on counterparties from bureaus. This gives it a fair idea of its general credit rating and conduct.

#### *iii. Internal Credit Risk Rating-based lending*

A key quantitative measure used by Unity Bank for credit evaluation is the internal risk rating and scoring system. This helps the Bank to determine the likelihood of default and grade the risk associated with a credit facility. The overall rating is a combination of scores from the Entity and transaction aspects. Credit risk rating is an integral part of the loan approval process.

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The Bank currently operates twelve (12) risk rating buckets inclusive of 5 default buckets as shown below:

SCORE	RATING	DESCRIPTION	CHARACTERISTICS
57-60	1	Exceptional	Excellent credit and reputation as a borrower. Security is Bank guarantee, Cash or near-cash equivalents. Unquestionable credit quality. Overwhelming capacity to meet obligation. Top multinational/corporations. Strong cash flow. Full cash coverage.
52-56	2	Very High Quality	Very high quality credit. Good financial condition, stable earnings and stable industry. Very good liquidity and debt capacity. Facility secured by marketable securities.
46-51	3	Minimum Risk	Good asset quality and liquidity. Strong debt capacity. Strong credit fundamentals – may suffer temporary setback if any of them are adversely affected. Backed by corporate guarantee of top rated companies, domiciliation or choice legal mortgages or debentures.
40-45	4	Above Average	Satisfactory character of owner. Reasonable management, satisfactory asset quality and liquidity supported by perfected and adequate collateral situated in preferred locations.
34-39	5	Average	Typically good companies in cyclical or weak industries. Temporary difficulties can be overcome to meet debt obligations. Satisfactory asset quality and liquidity. Security is adequate but not perfected, and may not be in preferred locations.
28-33	6	Acceptable Risk	Satisfactory quality but declining collateral quality. Susceptible to poor industry conditions and operating difficulties. Typically borrowers in declining markets or small market share and operating in cyclical industries. Declining collateral quality. Manageable management and owners.
20-27	7	Watch list	Eliciting signs of weakness that may impair repayment. Management attention required. Weak management. Poor information disclosure.
<20	8	Substandard	10% Provision required in line with CBN Prudential guidelines.
	9	Very Substandard	25% Provision required
	10	Doubtful	50% Provision required
	11	Very Doubtful	75% Provision required
	12	Lost	100% Provision required

Credit rating is influenced by both quantitative and qualitative variables. The minimum acceptable risk rating is 4 (Above Average) with a score range of 40-45 out of a total score of 60.

Risk ratings models form the building blocks for the determination of default risk of counterparties. The models are back tested to ascertain the predictive capabilities relative to actual performance and make necessary amendments as necessary to enhance their effectiveness.

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However, significant increase in credit risk is the main factor that determines movement of a financial asset from Stage 1 to either Stage 2 or Stage 3.

Expected credit loss amounts are the weighted average of credit losses with the respective risk of a default occurring as the weights. The credit losses are a measure of all cash shortfalls (i.e. the difference between all contractual cash flows that are due to an entity in accordance with the contract and all the cash flows that the entity expects to receive) discounted at the original effective interest rate.

The amount of ECLs recognised as a loss allowance depends on the extent of credit deterioration since initial recognition. There are two measurement bases:

- 12-month ECLs (Stage 1), applies to all items (from initial recognition) as long as there is no significant deterioration in credit quality. 12-month ECLs are the portion of the lifetime ECLs that results from default events that are possible within the next 12 months (or a shorter period if the expected life of the financial instrument is less than 12 months) weighted by the probability of that default occurring.
- Lifetime ECLs (Stages 2 and 3), applies when a significant increase in credit risk has occurred on an individual or collective basis. They are the ECLs that result from all possible default events over the expected life of a financial instrument.

The following key criteria must be met in the estimation of ECL in order for a bank to have met IFRS 9 requirements:

Criteria	Description
Use of regulatory models in the estimation of ECL	If a bank chooses to leverage existing regulatory models to estimate ECL, appropriate adjustments should be made to the models before they are used for IFRS 9 purposes. For example, the removal of conservatism in the regulatory model and adjustment of output to ensure a PiT PD rather than a through-the-cycle (TTC) PD or downturn measure.
Collective assessment	When assessing ECL on a collective basis the standard specifies that segments or groups share similar risk characteristics so that banks can reasonably assess changes in credit risk and thus the impact on ECL.
Assessment of expected changes to exposures	A bank must include the effects of contractual repayments and expected prepayments on loans. Expected drawdowns on committed facilities should also be considered.
Discounting	An entity must consider the time value of money when estimating ECL and ECL should be discounted to the reporting date.
Use of reasonable and supportable information	A bank shall measure expected credit losses of a financial instrument with available information at the reporting date about past events, current conditions and forecasts of future economic conditions.
ECL estimates are an unbiased and probability weighted amount	A bank shall measure expected credit losses of a financial instrument in a way that it reflects an amount that is determined by evaluating a range of possible outcomes.

### Sum of marginal loss approach

This approach involves calculating ECL as the sum of the marginal losses occurring in each time period from the reporting date. The marginal losses are derived from individual parameters that estimate exposures and losses in the case of default and the marginal probability of default for each period (the probability of a default in time period X conditional upon an exposure having survived to time period X).

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Consistent with regulatory and industry best practices, ECL calculations are based on four components, which are listed below:

- **Probability of Default (PD)** – This is an estimate of the likelihood of default over a given time horizon (e.g. 12 months or lifetime).
- **Exposure at Default (EAD)** – This is an estimate of the exposure at a future default date, taking into account expected changes in the exposure after the reporting date, including repayments of principal and interest, and expected drawdown on committed facilities.
- **Loss Given Default (LGD)** – This is an estimate of the loss arising on default. It is based on the difference between the contractual cash flows due and those that the lender would expect to receive, including from any collateral. It is usually expressed as a percentage of the EAD.
- **Discount Rate** – This is used to discount an expected loss to a present value at the reporting date using the effective interest rate (EIR) (or where applicable other rate permitted by IFRS 9) determined at initial recognition.

ECLs are generally measured based on the risk of default over one of two different time horizons, depending on whether the credit risk of the borrower has increased significantly since the exposure was first recognised. The loss allowance for those exposures that have not increased significantly in credit risk ('stage 1' exposures) is based on 12-month ECLs. The allowance for those exposures that have suffered a significant increase in credit risk ('stage 2' and 'stage 3' exposures) is based on lifetime ECLs.

The PD as well as the EAD, the LGD and the effect of discounting - reflect the expected life or period of exposure. The bank calculates each of these components for a series of time intervals over the period of exposure (such as monthly, quarterly or annually) and sums them to derive the lifetime ECL.

As the Bank is required by the Standard to measure ECL in a way that reflects "reasonable and supportable information that is available without undue cost or effort at the reporting date about past events, current conditions and forecasts of future economic conditions", the measurement of each of these components is calibrated in order that they meet these criteria.

When assessing ECL on a collective basis the standard specifies, "it is important that information about historical credit loss is applied to groups that are defined in a manner that is consistent with the groups for which the historical credit loss rates were observed". Financial instruments should be grouped in such a way that they share similar risk characteristics and for which relevant observable data that reflects current conditions is available.

The standard lists examples of shared credit risk characteristics, which include instrument type, credit risk ratings, collateral type, date of initial recognition, remaining term to maturity, industry, geography and the value of collateral relative to the financial asset. Regular review of the ECL methodology and estimation should include an assessment of the continued suitability of the groups through comparison of shared credit risk characteristics.

### ECL calculation using sum-of marginal loss approach

An ECL can be computed for any horizon – typically for each due date of an exposure. The computation formula can be expressed as follows:

$$\text{Lifetime ECL}_T = \sum_{t=1}^T (\text{Cumulative PD}_t - \text{Cumulative PD}_{t-1}) \cdot \text{LGD}_t \cdot \text{EAD}_t \cdot (1 - \text{PP}_t) / (1 + r)^t$$

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Where:

- PD = Probability of default at time t if the loan has not defaulted already
- LGD = Loss given default i.e. the forecasted economic loss if the default happens at time t
- EAD = Exposure at default i.e. the forecasted exposure at each point in time
- PPt = Prepayment probability provided the exposure is still on the books at this time
- r = Discount factor (EIR)

## Controls and Mitigation

The credit risk is controlled and mitigated in the following ways:

- Counterparty credit search
- Setting and enforcing credit authorization/approval limits.
- Due Diligence on counterparties with proper documentation before a loan is granted
- Lending against realistic cash flows forecasts.
- Adequacy of security type and coverage.
- A Loan monitoring and review function that expressly tracks and monitors all of the Bank's credit.
- A Portfolio management team that monitors the credits on a portfolio basis for risk reporting.
- Back testing of credit risk rating system

## 3.1.2 Market Risk

The Bank sees market risk as loss in on and off – balance sheet positions arising from changes in market prices or the potential to experience economic loss due to negative fluctuations or adverse movements of market factors.

### Identification

Unity Bank market risk exposures are largely interest and exchange rate induced. The Bank currently does not play in the Commodity and Equity trading spaces.

### Interest rate risk:

The interest rate risk is the risk that an investment's value will change due to a change in the absolute level of interest rates. The Bank IRR risk identification is robust, which is not limited to balance sheet risks but also risk to future revenue streams. One of the major indicator is the CBN announcement of Monetary Policy Rate (MPR) changes, changes in the Primary market auction of Nigerian Treasury bills (NTB) and Open Market Operation (OMO).

### Foreign exchange risk:

The exchange risk arises when there is a risk of an unfavorable change in exchange rate between the domestic currency and the denominated currency before the date when the transaction is completed. It exists when a financial transaction is denominated in a currency other than the domestic currency of the Bank. Unity Bank identifies its Foreign exchange risk through its trading position or banking books Net Open Position between assets and liabilities held in foreign currency.

The Market Risk management policy regulates the way the market risk management is treated in the bank. The Bank has a dedicated risk department (the Market and Liquidity Risk Department) responsible for identifying, measuring, monitoring, controlling and reporting market risk within the Bank. The Market Risk management policy, guides the day-to-day activities of the Market and Liquidity Risk Department. In addition, the market risk management aligns its process with the Bank's strategy and Board risk appetite guided by operational policies.

### Measurement and Assessment

The Market and Liquidity Risk Department has the responsibility to measure, monitor, control, and report all incidents of market risk faced by the Bank in its operation. Unity Bank's Interest rate and Foreign Exchange rate risks are measured by various statistical techniques, for instance, the daily Mark-To-Market (MTM) revaluation, Value at Risk (VaR), Duration Analysis, Maturity Gap Analysis and Net Open Position (NOP) analysis.

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The Bank will continue to encourage the use or development of more complex methods of measurements in the near future.

### **Controls and Mitigation**

The Bank minimizes exposures to losses caused by adverse movements of market factors by setting internal defined limits of relevant Treasury Instruments, dealers/traders, positions as stipulated in the Board approved Treasury Risk Limit Framework. Exposure to Foreign Exchange rate risk in trading is mitigated through a daily Foreign Currency Square Position.

Unity Bank considers the effect of currency risk in the banking book and measures it at balance sheet level by matching all FX denominated assets against liabilities of similar and /or other foreign currency.

### **3.1.3 Operational Risk**

Operational Risk is the risk of loss resulting from failed or inadequate internal processes, people and systems or external events. This definition includes legal risk, but excludes strategic and reputational risk - Basel II 2011.

The Basic Indicator Approach (BIA) is used by the Bank to measure its operational risk capital requirement as prescribed in the CBN operational risk guideline for capital adequacy.

### **Sources of Operational Risk**

Unity Bank is exposed to operational risk across the breadth of its operations and Banking activities. There are various possible ways for operational risk to manifest such as poor development or execution of the Human Resource Policy/Code of Conduct for staff, insufficient staff training, ineffective processes, inadequate internal controls/audit procedures, disruptive/ineffective IT systems and applications, natural disaster and pandemic etc.

### **Identification**

Risk identification is the first step in the proactive risk management process. It provides the opportunities, indicators, and information that allows an organization to identify major risks before they adversely affect operations and hence the business.

In Unity Bank, several methods and tools are used to identify potential operational risk events. These include the following core components:

#### **1. Process Mapping**

Process Mapping addresses the need to understand the business processes which will aid the assessment of risk. It is used to identify and analyze gaps in the bank's policies and procedures as well as their associated risks usually by products, departments and units (branches, cash centers etc.)

#### **2. Risk and Control Self-Assessments(RCSA)**

This is a tool for acquiring information about business process risks, while empowering the process owners to take responsibility for identifying and mitigating those risks. It allows central operational risk managers to reassure themselves that staff members are acting in the desired manner. The objective is to identify, assess and report control deficiencies in people, process and system which constitutes the risk vulnerability areas and ensure compliance with control measures with a view to mitigating identified risk exposures.

#### **3. Key Risk Indicators(KRI)**

Key Risk Indicators (KRIs) are metrics that provide information on the level of exposure to a given operational risk which an organization has at a particular point in time. They help keep the operational risk management process dynamic and risk profiles current. KRIs serve as parameters, which focus on business processes/activities to predict upcoming changes in the operational risk profile of the business processes/activities.

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## 4. Internal Loss Data/Events

Internal losses arise from actual events, i.e. the materialization of operational risks, and reflect the organization's own experience. Therefore internal loss events have the potential to be the most relevant basis for analysis and management response. It aids the Bank in the identification of root causes which helps operational risk managers to implement a framework for continuous optimization of the control environment. Collecting loss data helps Unity Bank to measure risk and quantify capital. The positive outcomes of the internal loss event process are not only a better-informed response to current risks but also a better-informed management of future risks.

## 5. External Loss Data/Events

In addition to the events that have occurred within an organization, external events can also offer valuable insight into the operational risks faced at the organization. External data contain events that can be used to create stories that help us analyze and understand risk.

These events provide valuable content for the construction of scenarios, risk assessments, key risk indicators and risk appetite setting that monitor the changing business environment.

## 6. Scenario Analysis

Scenario analysis is a process used to assess the impact on the business of hypothetical, yet foreseeable, extreme operational loss events. It focuses on defining realistic situations that could have a sizeable impact on the business but occur very rarely: the so called 'tail risks', sitting at the tail of the loss distribution, which differ from the typical expected losses observed by the business on an annual basis. Therefore, scenario analysis assesses and manages exposures due to high severity low frequency events with emphasis on extremes and not limited to financial impact alone.

## 7. Reporting

Operational risk reports are produced on both a regular and on an impromptu basis. The reports include a profile of the key risks to business units' achievement of their business objectives, relevant control issues and operational risk incidents. Specific reports are prepared on a regular basis for the relevant business unit, internal control and management executives. The reports to Board Risk Management and Audit Committee (BRMAC) is quarterly while the ones for the SBU's are monthly.

## Measurement and Assessment

Measurement of operational risk is quite challenging. However, the Bank has adopted precise measurement techniques to increase the risk management capabilities to statistically measure the risk exposures as follows:

1. Risk Event Classification
  - Frequency/likelihood of occurrence
  - Impact of the loss
2. Incident Event Analysis
  - Cause and effect analysis
3. Risk Quantification and Prioritization
  - Assignment of scores and weights to identified risks
4. Analysis of Loss Event Data (historic losses)

The assessment outcomes need to be validated through comparison to actual internal loss experience and relevant external data available to make appropriate adjustments. Below is the Bank's scoring grid for risk quantification.

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Likelihood			Impact			Overall Risk Rating			
*Likelihood	Rating	Frequency	Consequence	Rating	Financial Loss (N'000)	Risk Level	Risk Weight	% Risk Weight	Risk rating
Rare	1	30 yrs	Insignificant	1	≤ N 10	0.1 - 1.0	0.02- 0.2	2-20%	Very Low
Unlikely	2	3 - 30 yrs	Minor	2	> N 10 ≤ N 50	1.1 - 2.0	0.22- 0.4	22-40%	Low
Often	3	1 - 3 yrs	Moderate	3	> N 50 ≤ N 500	2.1 - 3.0	0.42 - 0.6	42-60%	Moderate
Likely	4	Yearly	High	4	> N 500 ≤ N 5,000	3.1 - 4.0	0.62- 0.8	62-80%	High
Expected	5	Monthly	Massive	5	> N5,000 ≤ N 25,000	4.1 - 5.0	0.82 - 1	82-100%	Very High

\*Likelihood - the frequency of an event happening without controls

## Mitigation

Operational Risk Management Department has provided a standardized and comprehensive policy (Operational Risk Management Policy) for managing operational risks within the Bank.

The Bank operates a - three lines of defense model to address operational risk through:

- First line of defense: Business line management where the process owners are responsible for ensuring that a risk and control environment is established as part of the day-to-day activities;
- Second line of defense: Operational Risk Department and Internal Control Group within the Enterprise Risk Management Directorate, Human Capital Management Department, Financial Control Department and Compliance Group who together set boundaries by drafting and implementing policies and procedures;
- Third line of defense: Internal Audit Group is responsible for providing independent, objective assurance and consulting activities to improve the bank's operations.

Also, the Bank performs testing and certification of the adequacy and effectiveness of controls and compliance using the approved Operational Risk Management Policy.

### 3.1.4 Information Technology (IT) Risk

Information Technology risk is defined as the risk of loss from breaches in the Confidentiality, Integrity and Availability in of information assets. Increasing dependence on information technology to power the business of Banking requires constant vigilance in mitigating the exposures associated with information technology usage.

#### Sources of Information Technology Risk

Information Technology (IT) risk is inherent in the nature of development, deployment and usage of (IT) across Unity Bank enterprise. Quite number activities contribute to increasing exposure to IT Risk including – application acquisition and development, branch connectivity, access provisioning and rights, data backup and availability, data integrity, authorization, authentication and auditing. These inherent exposures need to be properly identified, evaluated and managed to reasonable levels.

#### Information Security Management System (ISMS)

A holistic approach is required in managing and mitigating technology related risk through the well-established and defined ISO 27001 (ISMS). The ISO 27001 standard demands significant top management involvement. The key aspects of the ISMS approach involve:

##### 1) Risk Assessment And Treatment

Risk assessments process identify, quantify, and prioritize risks against criteria for risk acceptance and

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objectives relevant to Unity Bank. The results should guide and determine the appropriate management action and priorities for managing information security risks and for implementing controls selected to protect against these risks.

### **2) Information Security Policy**

To provide management direction and support for information security in accordance with business requirements and relevant laws and regulations.

Management should set a clear policy direction in line with business objectives and demonstrate support for, and commitment to, information security through the issue and maintenance of an information security policy across the organization.

### **3) Organizing Information Security**

Managing information security and Technology risk across Unity Bank is organised into:

#### **i. Internal Organization**

Management is increasingly involved and support security initiatives within the organization through clear direction, demonstrated commitment, explicit assignment, and acknowledgment of information security responsibilities.

#### **ii. External Parties**

The risks to the organization's information and information processing facilities from business processes involving external parties is identified and appropriate controls implemented before granting access.

### **4) Asset Management**

All assets of the Bank are clearly identified and an inventory of all important assets drawn up and maintained. There are many types of assets, including:

- a) Information: databases and data files, contracts and agreements, system documentation, research information, user manuals, training material, operational or support procedures, business continuity plans, fall-back arrangements, audit trails, and archived information;
- b) Software assets: application software, system software, development tools, and utilities;
- c) Physical assets: computer equipment, communications equipment, removable media, and other equipment;
- d) Services: computing and communications services, general utilities, e.g. heating, lighting, power, and air-conditioning;
- e) People, and their qualifications, skills, and experience;
- f) Intangibles, such as reputation and image of the organization.

### **5) Human Resources Security**

Security roles and responsibilities of employees, contractors and third party users are defined and documented in accordance with the Bank's information security policy. All candidates for employment, contractors and third party users are adequately screened for sensitive jobs.

### **6) Physical And Environmental Security**

To prevent unauthorized physical access, damage, and interference to the Bank's premises and information.

Critical or sensitive information processing facilities are housed in secure areas, protected by defined security perimeters, with appropriate security barriers and entry controls. They are physically protected from unauthorized access, damage, and interference

### **7) Communications And Operations Management**

Operating procedures are documented, maintained, and made available to all users who need them. Segregation of duties is implemented, where appropriate, to reduce the risk of negligent or deliberate system misuse.

## 8) Access Control

Access to information, information processing facilities, and business processes is controlled on the basis of business and security requirements. Access control rules and rights for each user or group of users is clearly stated in an access control policy. Access controls are both logical and physical.

## 9) Information Systems Acquisition, Development And Maintenance

Security requirements are identified and agreed prior to the development and/or implementation of information systems. Information security requirements are identified at the requirements phase of a project and justified, agreed, and documented as part of the overall business case for an information system.

## 10) Information Security Incident Management

Information security events are reported through appropriate management channels as quickly as possible. All employees, contractors and third party users are aware of their responsibility to report any information security events as quickly as possible.

## 11) Business Continuity Management

To counteract interruptions to business activities and to protect critical business processes from the effects of major failures of information systems or disasters and to ensure their timely resumption.

## 12) Compliance

To avoid breaches of any law, statutory, regulatory or contractual obligations, and of any security requirements. The Central Bank of Nigeria (CBN) as part of its IT Standard Blueprint expects Unity Bank to comply with a number of standards including PCI DSS, ISO 20000, ISO 270001, COBIT 5 (Enterprise Governance of IT), Enterprise Architecture (TOGAF), XBRL (Financial Reporting Standard) in 2017. The Bank is yet to achieve certification to any of these standards, but in Principe has received certificate of compliance to PCI DSS 3.2 from a local Qualified Security Assessors (QSA) Digital Jewels."

## 3.2 Pillar II Risks

### 3.2.1 Credit Concentration Risk

The Bank recognizes losses by virtue of concentration in credit. This may arise from uneven distribution of the Bank's loans to individual borrowers, a group of related parties or an industry/geographical location.

#### Identification

Concentration risk is identified in the following areas of the Bank:

- Credit concentration to individuals/sectors/geographical location
- Off balance sheet items
- Liability generation(deposits)

#### Measurement and Assessment

The Bank adopts the following approach in measuring credit concentration risk:

##### 1. Portfolio Analysis

The Bank has a sound Portfolio Management/Monitoring units that monitors and reports the composition of the credit portfolio. The control mechanism involves monitoring actual sectorial exposure and performance against set internal limits or regulatory threshold. Where necessary, breaches on limits are reported via periodic reports to Executive Management.

##### 2. Herfindahl Hirschman Index (HHI)

The Bank computes the HHI for its credit exposures. This index measures the size of a firm in relation to its industry. It is veritable for monitoring portfolio concentration and in the calculation of additional capital required.

#### Controls and Mitigation

The following measures are put in place to control the Bank's concentration risk:

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- Large exposures policy: This will place some kind of limit on the exposure amount to a particular counterparty and/or sector.
- A stop lending decision which may be induced by breaches in certain regulatory thresholds like sectorial limits and capital adequacy.

### 3.2.2 Interest Rate Risk in Banking Book

Interest rate risk in the banking book (IRRBB) more specifically refers to the current or prospective risk to the Bank's capital and earnings arising from adverse movements in interest rates that affect the institution's banking book positions. It is the risk that the amount of net interest income obtainable at unchanged interest rates may not be attained given an adverse change in market interest rates.

#### Identification

IRRBB is identified in the Bank's book mainly through the following:

- Repricing risk: risks related to the timing mismatch in the maturity and repricing of assets and liabilities and off balance sheet short and long term positions.
- Yield curve risk: risks arising from changes in the slope and the shape of the yield curve for bonds, bills and loans.

#### IRRBB Measurement

The Bank measures and manages its IRRBB risk by:

- Designing IRRBB measurement methodologies, e.g. Periodic Gap Analysis between our assets and liabilities. The measurement is by allocating the interest earning Asset timing of cash flows and maturing interest bearing liabilities (e.g. non-maturity and volatile deposits, etc.) Renewals or new products are not considered in analysis.
- Establishing behavioral assumption mechanism e.g. non-maturing liability assumptions and effective maturity of the assets
- Discounting the net cash flow to the present.
- Multiply the discounted net cash flows by the 6 different interest rate scenarios for each of the currencies.
- Maximum loss across all interest rate shock scenarios (summary) is the EVE risk measure to get the EC
- Designing IRRBB stress testing methodologies with simple scenarios.

#### Control and Mitigation

The management of Interest Rate Risk in the Banking Books is driven through periodic reviews by Assets-Liability Management Committee that comes up with policy directives on the type of deposits to take and those to deemphasize in order to manage the Bank's re-pricing gap.

The Bank minimizes exposures to losses caused by adverse movements of market factors by forecasting interest rates direction and setting defined limits on Instruments.

### 3.2.3 Strategic Risk

This is the risk of a possible loss that might arise from the pursuit of an unsuccessful business plan or strategy. It is also the risk that an event (external or internal) could derail the overall achievement of the Strategic Plan of the Bank.

The factors responsible for this kind of risk include poor business decisions, poor execution of decisions, inadequate resource allocation and failure to respond well to changes in the business environment. Poor implementation of the selected strategy/business plan could also expose the Bank to loss.

#### Identification

The bank's risk profile is subject to review based on the following parameters:

- Compatibility of strategic decisions taken in relation to the bank's long-term vision, mission and values
- Speed and effectiveness with which the bank is able to respond to changes

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- Availability of resources to take care of strategic decisions
- Impact of strategic decisions on the bank

These risks are identified based on our strategic business focus. Based on our strategic business direction, the following are the identified strategic risks:

- The incapacity of the Bank to raise capital for business growth.
- Income pressure from the incursion of payment banks and Fintechs into the electronic banking space
- IT disaster and technological failure
- Downside risk in industries invested in general downside risk of monetary and fiscal failure (economic recession)
- Continuous change in customers' preference and choices
- Key market and industry changes
- Change management challenges

### Measurement, Management and Mitigation

The Bank, in a bid to reposition itself in line with achieving the maximum benefits of its retail and SME strategy, is making frantic effort to raise capital. The current economic realities have impaired the capacity of the Bank to quickly raise capital to expand its business operations. In any case, the Bank has reached advanced stage in discussions with some prospective investors (local and foreign) and is hopeful of finalizing the entire process before the end of 2021. It is important to note that this process is not without consultation with the regulators. In the event that the Bank is unable to raise the intended capital by the end of the current strategic planning horizon, the Bank will consider other options, which is not limited to merger with or acquisition by another financial institution.

The Bank is not unaware of the income pressure arising from the activities of fintechs, and payment banks. This risk is also exacerbated by the constant downward review of bank charges by the CBN. In view of this, the Bank has already identified partnership with fintech companies as a better alternative to competing with them. Consequently, we have commenced strategic and mutually beneficial relationships with fintech companies in the area of microloans, bills payment, switch connection to other banks, agency banking, app development, etc. These collaborations have helped the Bank to earn additional income through revenue sharing, agency fee, etc share with some pro has created a product and channel group, with the ambition to make our retail and SME products, including our channels compete effectively and outperform similar offerings of competitor banks.

The risk associated with IT infrastructure and possibility of system glitches that would affect business operations have been identified by our IT Risk Team. We have therefore developed and adopted an IT recovery plan.

In addition, the Business Continuity Plan of the Bank, which was documented by the Risk Management Team in consultation with one of the renowned consulting firms in Nigeria. In addition, the back-up plan at branch level and at enterprise level are also in place. These plans have been tested and are ready to be deployed in the event of such eventuality.

On the downside risk associated with any industry we are heavily invested in, the Bank has always watched the direction of the economy and our risk assets have largely been determined by sectoral economic performance. Currently, agricultural loans constitute the biggest portion of our loan portfolio. The Bank has also onboarded over 450,000 agric customers, who directly benefitted from the Anchor Borrowers Program of the CBN.

Agriculture has remained a growing sector of the Nigerian economy. However, in recent times, we have noticed challenges within the agrarian/farming belt of the country. These challenges include climate change, flooding, farmers/herders' crisis, the activities of bandits and general insecurity. In consideration of these risks, the Bank directly supervised the disbursement and utilization of the CBN intervention

## ENTERPRISE RISK MANAGEMENT

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programs and includes provision for insurance in all the credit exposure to this sector. In addition, the Bank is strategically diluting its loan portfolio to minimize the concentration risk.

The bank has remained proactive in making the best out of the general downside risk of the failing monetary and fiscal environment in Nigeria on its business. The emergence of the COVID-19 pandemic has even aggravated this risk, as the economy moved into a brief recession between Q2 and Q3'2020. In the light of this, the bank on the fiscal front where high inflation rate and rising poverty level have weakened the purchasing power of the over 83 million low-income Nigerians and the over 37 million MSMEs have continued to develop varying products with attractions for this population niche. The most recent of this (product) is an online loan platform, for easy of application and disbursement.

On the monetary front, the bank's robust credit management framework has ensured that the size of its non-performing continues to reduce when compared to 2019 level, despite expanding its loan books by 94% (to N206.99 billion) in 2020.

The Bank has never taken for granted, the dynamic nature of consumers' preference and choice in its day-to-day decision making. This is why the bank has created channels for receiving customers and staff impulse on products, services, and needs, in order to deliver optimally in these areas. In addition, the Bank has engaged IT consultant to work with the Bank in the revamping of its customer data analytics to improve the detection and prediction of our customers behaviour in order to be right ahead of changes in customers tastes and dynamics.

The Bank continues to measure key changes in the market and the industry on daily and weekly basis through our Market Risk Team, Treasury Department and the Asset and Liability Committee (ALCO) of the EXCO. The ALCO reviews market and industry fundamentals, and takes decisions proactively ahead of any forecasted changes within the industry, or in response to any unforeseen deviation in the market.

Considering that the Bank is undergoing a lot of management instigated changes to ensure the Bank competes favorably in the market, many critical initiatives are being introduced regularly in line with the strategic focus of the Bank. In order to obtain maximum staff, buy-in and to reduce the change management risk, these managements driven initiatives are communicated effectively through all the internal communication channels. In addition, Executive Management holds town hall meetings on a regular basis at zonal levels to sell management's vision to staff and to motivate staff to play key role in the realization of the Bank's vision and goals.

Finally, the Bank also has dedicated departments under the Corporate Planning and Strategy Department. Their core functions are to regularly monitor indices and market trends that relate to the Bank's business/strategy and measure the milestones against the target strategy impacts. The Group currently reports to the MD/CEO. Management of this risk is done with guidance from Strategy policy that expresses the Bank's risk indicators and their treatment methodology.

### 3.2.4 Reputational Risk

The risk constitutes the potential that negative perception of the Bank's conduct or business practices will adversely affect profitability, operations or customers and clients. The Bank is exposed to the risk of adverse perception of its image in the market, adverse publicity or susceptibility to market rumors.

#### Identification

Customer dissatisfaction and negative media publication are the major causes of reputational loss to the Bank. The Bank has a process through which customers can lodge complaints on the services provided by branches, regional offices or corporate office.

Another source of reputational risk is inadequate processes/policies to manage financial crimes. In responding to the challenges posed by reputational risk on a daily basis, the bank, through its Strategy and Corporate Communications Departments, is putting in place a reputational risk framework to properly analyze, manage and communicate reputational risk factors.

## ENTERPRISE RISK MANAGEMENT

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The potential factors which affect the Bank's reputational risk profile include:

- Regulatory actions against the Bank
- Lack of clearly differentiated products and services offerings by competition as customers perceive the products as identical.
- The services rendered by front desk officers.

The above risk can result in the following reputational losses:

- Loss of current or future customers
- Loss of public confidence
- Staff attrition leading to an increase in hiring costs, or staff downtime
- Reduction in current or future business partners
- Regulatory sanctions
- Increased costs due to government regulations, fines, or other penalties
- Loss of banking license

### **Management and Mitigation**

The Bank has a dedicated Corporate Communications department which amongst other functions, systematically monitors all forms of media information relating to the Bank and by so doing manages reputational risk.

In furtherance to the above, Corporate Communications renders a monthly report of negative publications/ mentions on the Bank to the Board through the Enterprise Risk Management Department.

Also in the offing is a Crisis Management Committee. Corporate Communications and Strategy have put forward a position paper to Management on the desirability of establishing a Crisis Management Committee to help respond expeditiously to issues that can impact the bank's reputation.

Unity Bank has a business philosophy and a strong culture of strict adherence to regulations and compliance standards to help maintain sound reputation in the market.

The Bank has Appointed a Chief Customer Care Officer at Management level being considered to ensure that customer satisfaction is given top level drive.

### **3.2.5 Legal Risk**

Legal risk refers to the risks of loss arising from the nature of the Bank's contractual agreements. Legal risk is inevitable in the banking industry due to the nature of the relationships and businesses that Banks engage in. It constitutes the array of legal consequences that flow from the relationships and businesses that the Bank undertakes which might result in financial or reputational loss to the Bank.

#### **Identification**

The risks may arise from breach of laws and regulations, legal actions or disputes for or against the Bank as well as failure to adhere to contractual agreements or inadequate management of non-contractual rights and obligations by the Bank.

#### **Measurement and Assessment**

The Bank critically and proactively evaluates its actual or potential legal risks with a view to ascertaining and adopting the best cost effective approach in resolving them. These risks are assessed by considering the facts and nature of the relationship or transactions that gave rise to the dispute, the relevant laws relating to the disputes, the extent of the claims or the amount of claims and damages involved, its impact on the Bank's financial position and the Bank's chances of success in the dispute.

#### **Control and Mitigation**

All exposures to legal risks are being managed by the Bank on a proactive basis and the Bank has formal policies and controls for managing and mitigating its legal risks. These include:

## ENTERPRISE RISK MANAGEMENT

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- Review of all relevant laws, regulations and pronouncements made by the relevant regulatory authorities and apply them to Bank's businesses and relationships.
- Review of all Agreements involving the Bank and documents for facilities by Legal Department to ensure that the Bank is adequately protected and that they are in conformity with the Bank's policies, and relevant laws and regulations.
- Critical review of all disputes involving the Bank to ensure that the best effective approach is adopted in resolving them.
- Engaging skilled and competent solicitors to handle all litigation matters and where necessary, other non-litigation matters for the Bank.
- Actively support the solicitors with the necessary information and documents and follow up on the matters to ensure effective representation.
- Constant monitoring of all pending legal disputes to prevent avoidable loss to the Bank.

### 3.2.6 Liquidity Risk

Liquidity Risk is defined as the risk to a Bank's earnings and capital arising from its inability to meet obligations as and when due and at reasonable cost. This risk can expose Unity Bank to litigation, financial loss, or damage to its reputation. In the extreme, it could lead to the collapse of the institution.

#### Identification

The Bank identifies Liquidity risk through a combination of risk appetite definition and risk response framework. In identifying Liquidity risk, the bank puts the following factors into consideration;

- Regular review to ascertain the level of highly liquid marketable securities free of legal or operational impediments that can be used to meet liquidity needs in stressful situations.
- Fund volatility.
- Size and structure of off-balance sheet exposures.
- The growth of loans to available deposits
- Ability to attract funding from the market at short notice and at reasonable cost.
- Current corporate rating of the bank

#### Measurement and Assessment

The Bank does not rely only on Loan-to-Deposit ratios. The bank has adopted global best practices, specifying common standards in measuring and managing liquidity Risk. This standard is characterized by

- Maturity Liquidity Gap Analysis
- Scenario Analysis
- Analyses of the diversification on Funding sources
- A liquidity Policy that stipulates methodology, processes & responsibilities.

#### Control and Mitigation

Unity Bank PLC's Treasury Group manages the Bank's liquidity daily while the Market and Liquidity Risk Department carries out Strategic measurement, reporting and monitoring of the risk. The Assets and Liability Committee (ALCO) co-ordinates these efforts and ensure that the Bank's Liquidity is at optimal level at all time.

Other measures include;

1. Limit System and Limit breach escalation processes.
2. Balance sheet trend analysis.
3. Daily review of the available liquid assets and liabilities
4. Setting of Maximum loss threshold
5. Functional Contingency Funding Plan.
6. Forecasting historical runoff

## ENTERPRISE RISK MANAGEMENT

### 3.3 Other Risks

These risks are neither directly connected to Pillar I nor Pillar II risks. The Bank does not consider them material enough to be quantified or assessed for capital using notional amount. They are however worthy of mention.

RISKS	SPECIFICATION	CONTROLS
Key Staff Risk	Risks of loss as a result of excessive dependency on a staff.	Proper succession plan, knowledge sharing and stringent leave policy implementation
Outsourcing Risk	The risk of loss by virtue of third party dependency on supplies, software, connectivity and other banking activities including outsource staff recruitment.	Formal evaluation of performance of its vendors. Properly executed service level agreement and contract.

### 3.4 Business Continuity

This is simply the need to ensure an acceptable level of operational continuity of the Bank's core services, processes and supporting infrastructure to the fulfillment of its objectives.

Threats such as natural disasters (fire, flood) and other unexpected business interruptions (loss of personnel, terrorism, malicious attacks on systems) have the potential to disrupt the business operations of the Bank hence pose a risk. However, where these threats crystallize, the consequences may be dire which eventually will require the activation of the Bank's Disaster Recovery and Business Continuity Plan.

#### Identification, Measurement and Mitigation

The Bank's business continuity policy and disaster recovery plan provides both protection to the Bank's continued operations and an assessment of potential costs. These documents stipulate the roles and responsibilities of relevant stakeholders in responding, communicating and reporting incidents in the event of a disruption.

Fire marshals and the security team constitute the Bank's evacuation team responsible for effective evacuation of personnel in the event of a fire incident. Restoration of applications and any disrupted IT service is the responsibility of the IT recovery team.

Simulation of an evacuation process is tested periodically to identify failure points and resolution of the observed weaknesses to improve the continuity levels. Priority is usually given to more crucial threats when assessing their potential impacts.

The invocation of the Disaster Recovery and Business Continuity Plan in the event of a severe disaster with widespread implications has been considered, although the circumstances of invoking the plan are likely to be less severe.

## 4. Capital Adequacy

Capital adequacy has become a key part of the regulatory assessment especially after the global financial meltdown. The Bank's regulatory capital requirement was computed in compliance with the CBN regulatory framework for Basel II capital adequacy. This primarily covers the Credit, Market and Operational risks. In line with the New Regulatory framework for Prudential Supervision of Nigerian Banking System, Unity Bank adopted the Standardized Approach for Credit and Market risks whilst Basic Indicator Approach (BIA) was used for Operational risk measurement.

### 4.1 Regulatory Capital

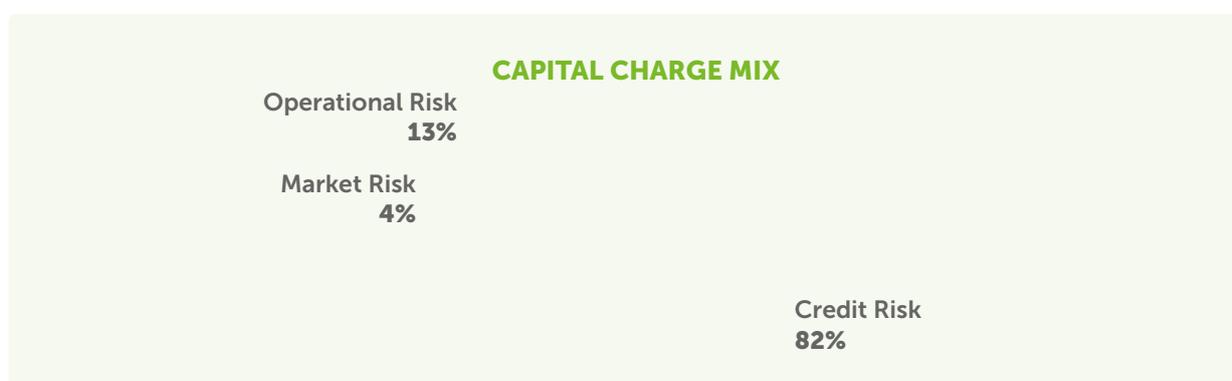
The Bank's regulatory capital requirement for the year ended December 31st, 2020 as provided for by the

## ENTERPRISE RISK MANAGEMENT

Central Bank of Nigeria is largely Pillar I risk dependent. It comprises of a combination of three risk types whose distribution is presented in the table and chart below:

RISK TYPE	RISK WEIGHTED ASSETS	CAPITAL CHARGE
CREDIT RISK	220,626,487,430	22,062,648,743
MARKET RISK	13,876,664,368	1,110,133,149
OPERATIONAL RISK	44,636,280,597	3,570,902,448
<b>TOTAL</b>	<b>279,139,432,395</b>	<b>26,743,684,340</b>

The Bank's risk weighted assets are concentrated in the credit risk area, a fact that is typical of the nature of financial institutions. Our total Credit Risk Weighted Asset (CRWA) figure is N220.63bn. Operational and Market RWA accounts for N44.64bn and N3.57bn respectively. The dominance of credit risk is emphasized in the chart below:



Credit risk contributes a significant 82% of the Bank's total capital charge, while Operational and Market risk accounted for 13% and 4% respectively.

### 4.1.1 Credit Risk Regulatory Capital Assessment

In line with the regulatory dictates of the CBN, supervisory risk weights are used to compute the risk weighted assets for credit risk after adapting the Bank's loan book to the required claim types. This is also in compliance with the standardized approach currently used nationwide for the measurement of credit risk. Credit risk assets is made up of on and off balance sheet items. The on balance sheet items are inclusive of the actual loans granted and exposures to central government and other bodies with credit risk inclinations.

The total on balance sheet credit risk exposures as at December 31, 2020 stood at N492.02bn. A summary of the total credit exposure is shown below:

#### DETAILED ON BALANCE SHEET ANALYSIS (N'BN)

Exposure class	Risk Weights	Exposures Before CRM	Exposure after CRM	Total RWA After CRM
<b>Central Govt/CBN</b>				
AAA - AA-	0%	229.35	229.33	-
A+ to A-	20%	-	0	-
State Govt and LA's		-	-	-
A+ to A-	20%	0.61	0.61	0.121
Unrated	100%	-	-	-

## ENTERPRISE RISK MANAGEMENT

Exposure class	Risk Weights	Exposures Before CRM	Exposure after CRM	Total RWA After CRM
PSE's		-	-	-
	100%	-	-	-
Supervised Institutions		-	-	-
AAA - AA-	20%	32.05	32.05	6.41
Corporate		-	-	-
Unrated	100%	196.94	142.73	142.73
Regulatory Retail		-	-	-
	75%	5.2	3.99	2.99
Residential RE(RRE)		-	-	-
	75%	0.11	0.11	0.08
Commercial RE(CRE)		-	-	-
	100%	0.02	0.02	0.02
Past Due Exposures		-	-	-
Other than RRE	150%	0.06	0.06	0.09
	100%	-	-	-
RRE	100%	-	-	-
	50%	-	-	-
Other Assets		-	-	-
	0%	-	-	-
	20%	-	-	-
	100%	27.68	27.68	27.68
<b>Total</b>		<b>492.02</b>	<b>436.58</b>	<b>180.121</b>

Upon application of credit risk mitigants and risk weights, the total RWA obtained is N180bn.

The following table shows the various off balance sheet balances, credit conversions factors, credit equivalent and the RWA's as at December 31, 2020.

DETAILED OFF BALANCE SHEET ANALYSIS (N'BN)					
Contingents	Notional Amount	CCF	Credit Equivalent	Risk Weight	RWA
Certain Transaction Related Contingents	37.04	20%	7.41	100	7.41
Corporate and other Persons	66.18	50%	33.09	100%	33.09
OTC Derivatives Transactions					
Supervised Institutions		100%		20%	
<b>Total Off Balance Sheet</b>	<b>103.22</b>		<b>40.50</b>		<b>40.50</b>

The total off balance sheet notional amount before credit conversion was N103.22bn from transaction related contingents and derivative transactions. Credit conversion factors were applied to the notional amount to reduce the exposure to N40.50bn.

A total off balance RWA of N40.50bn was recorded from the product of the resultant credit equivalent and the risk weights.

## ENTERPRISE RISK MANAGEMENT

The sum of the off balance and the on balance sheet RWA (N220.6bn) equals the total RWA for credit risk.

### 4.1.2 Market Risk Regulatory Capital Assessment

Market risk assessment was done using the Standardized approach. The capital computation is only on currency risk exposures, on the Banking book as shown in an extract from the CBN template below:

FX & Gold Capital Computation

Item	Amount
Net Open Position (NOP) in FX (Using Shorthand Method)	13,876,664,367
Net Position in Gold	-
Total NOP in FX & Gold	13,876,664,367
RWA	13,876,664,367
<b>Capital Charge on Foreign Exchange Risk</b>	<b>1,110,133,149.42</b>

The net open position after regulatory conversions (Higher of Aggregate Net Long/Short) stood at N13.88bn which represents Foreign Exchange RWA. The Capital Charge was simply 8% of the market Risk RWA totaling N1.110bn.

### 4.1.3 Operational Risk Regulatory Capital Assessment

The Bank computed its Operational Risk capital charge using the Basic Indicator Approach (BIA).

The BIA model feeds on the data derived from the Bank's financial statements with income matrices like Net Interest Income, Interest Expense and Non-Interest Income. Unity Bank's gross total income has experienced a steady increase over preceding three years thereby resulting in an aggregate of N66.7bn as shown in the table below:

#### 3.1.3 OPERATIONAL RISK REGULATORY CAPITAL ASSESSMENT

INCOME UNITS	2020	2019	2018
Interest Income	39,119,457,000	35,947,976,956	29,505,959,602
Interest Expenses	21,372,315,000	19,454,645,145	15,535,822,778
<b>Net Interest Income</b>	<b>17,747,142,000</b>	<b>16,493,331,811</b>	<b>13,970,136,825</b>
<b>Net Non-Interest Income</b>			
Fees and Commission Income	5,218,596,000	2,036,746,827	1,522,423,930
Fees and Commission Expenses			
<b>Net Fees and Commission Income</b>	<b>5,218,596,000</b>	<b>2,036,746,827</b>	<b>1,522,423,930</b>
Gains/losses arising from sale of trading book facilities (3,817,048,000)		329,291,000	(1,542,813,568)
Unrealised gain/losses on fair value changes of trading securities			
Any other operating income (please specify)	6,315,599,000	3,332,242,000	5,168,214,022
<b>Total Net non-interest income</b>	<b>7,717,147,000</b>	<b>5,698,279,827</b>	<b>5,147,824,383</b>
<b>Total Gross Income</b>	<b>25,464,289,000</b>	<b>22,191,611,638</b>	<b>19,117,961,208</b>
<b>Aggregate Gross Income</b>		<b>66,773,861,845</b>	
<b>OpRisk Risk Weighted Assets</b>		<b>44,636,280,597</b>	

The total operational capital charge and RWA obtained were N3.57bn and N44.6bn respectively.

## 4.2 Economic Capital

This is the capital required to cover for all material risks to which the Bank is exposed. In line with the principle of proportionality of ICAAP, the Bank used simplistic methodologies to assess its economic capital requirement. The Bank considers it more comprehensive than adopting a notional charge. This computation

## ENTERPRISE RISK MANAGEMENT

is normally done at stress conditions so as to cover for normal conditions as well. Economic Capital (EC), is a very important part of the Supervisory Review and Evaluation Process (SREP). All assumptions are documented in the appendices.

### 4.2.2 Credit Risk Economic Capital

In the assessment of internal requirement for credit risk, a Monte Carlo simulation model was used to obtain a value at risk at 99.9% confidence interval. The shock scenarios were used in this model and the result was taken as Unexpected Loss (UL).

The multiplication of the LGD, PD and effective EAD gave the EL which was subtracted from the VaR to obtain the EC. The summary of the result is shown in the table below:

<b>Portfolio Balance</b>	<b>206,325,511,164.37</b>
Portfolio UL	124,749,042,790.55
Portfolio EL	4,500,476,189.32
<b>Credit Portfolio</b>	<b>EC120,248,566,601.23</b>

### 4.2.3 Market Risk Economic Capital

Below is the summary of interest rate risk – trading book and the output shown as follows: -

#### GENERAL MARKET RISK

Currency of Position (Naira is the Base Currency)	Net Position (in actual currency)	Capital requirement (in actual currency)	Exchange Rate (Naira/FCY)	Capital Requirement (in Naira)
Naira	N1,518,836,449.00	N10,651,096.47	1.00	10,651,096.47
USD	\$0.00	N 0.00	380.50	0.00
GBP	£0.00	£0.00	517.26	0.00
EUR	€ 0.00	€ 0.00	466.412	0.00
Other Currencies	N 0.00	N 0.00	1.00	0.00
<b>Total</b>				<b>10,651,096.47</b>

As at December 31st, 2020, the Bank's total trading position for fixed income was N1.472bn while FX was Nil. In the fixed income market, Unity Bank was only active in the treasury bills trading. The N1.52billion was derived using the absolute Market value of Treasury Bills Positions.

For the Capital computation for interest rate in the Trading Book using Maturity method were concentrated in Zone 1 (6 – 12 months) to be precise, i.e. Portfolio Maturity Bands between 0 and 12 months. Therefore, to derive the EC, the long and absolute value of short were multiplied by Basel recommended risk weights to arrive at N10.65mn. This showed increase compared to last year's as result of increased fixed income securities holdings.

### 4.2.4 Operational Risk Economic Capital

The sensitivity of a three-year operation loss experience was used for the assessment of operational risk in the absence of complex internal modeling.

This simplistic method was achieved with an increase in loss experience by a factor derived from the stress of average earnings growth over three years. The resultant economic capital is shown in the table below:

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OPERATIONAL RISK EC			
Year	Actual Operational Losses	Near Misses	Total Loss Incident
2018	40,213,472.50	69,293,275.04	109,506,747.54
2019	26,465,692.50	100,919,534.91	127,385,227.41
2020	380,135,917.21	1,840,801,086.39	2,220,937,003.00
<b>Highest Lost Incident in 3 years</b>	<b>2,220,937,003.00</b>		
<b>Range of growth in gross earnings over preceding 3 years</b>	<b>14%</b>		
<b>Up-scale factor (3 yrs. growth in gross earnings)</b>	<b>114%</b>		
<b>Operational Risk Economic Capital</b>	<b>2,531,868,183.42</b>		

The assessment was done under the following assumptions:

- Near misses are likely occurrences
- Actual losses may indicate direct improvement or deterioration in processes
- Earnings are a function of losses
- Adopting the highest figure represents a stress element
- A scale up in average earnings as a factor represents another level of stress

### 4.3 Pillar II Risk Economic Capital Estimation

These risks were previously described as unquantifiable. However, some form of quantification must be carried out if the Pillar II risks are material to a bank's process. The Bank used simplistic methods to estimate Strategic, Reputational and Legal risks. Granularity adjustment was used for concentration risk while scenario testing was used for IRRBB and Liquidity risk.

#### 4.3.2 Credit Concentration Risk EC

The Bank experiences concentration mainly in credit risk. The sectorial concentration of the Bank's credit portfolio is shown in appendix A. The loan book is heavily concentrated in Agriculture and Public sector. Other sectors range from no concentration to mild concentration.

Abuja & North Central with 50%, is the zone with the highest concentration. It is attributed to Agriculture loans given to the Anchor Borrowers Programme (ABP). North East accounted for 20%, closely followed by North West (with 17%) and Lagos & South West (with 10%).

ZONES	OUTSTANDING BALANCE	CONC
ABUJA & NORTH CENTRAL	102,476,992,619.86	50%
LAGOS & SOUTH WEST	20,857,287,872.93	10%
NORTH EAST	40,632,586,868.57	20%
NORTH WEST	34,534,062,827.10	17%
SOUTH SOUTH/SOUTH EAST	7,824,580,975.91	4%
<b>TOTAL</b>	<b>206,325,511,164.37</b>	<b>100%</b>

The Bank measures the additional capital required for concentration risk using HHI and Granularity Approach (GA).

#### Granularity Approach

The CBN's New Regulatory Framework for Basel II and III implementation provides guidance for the use of the method. It also provides portfolio proportionality values of PD's. The HHI is used along with the portfolio PD, constant of proportionality and the regulatory LGD of 45%. The GA obtained is the capital required. The full methodology is reflected in Appendix E of this document.

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This method is Foundation Internal Rating Based Approach (FIRB) with the following assumptions:

- = 18%(asset correlation)
- Loss Given Default (LGD) of 45%
- Probability of Default (PD) is portfolio dependent.

The table below shows the results of Unity Bank's capital required for credit concentration risk:

## Credit Concentration Risk Economic Capital

Portfolio PD	36.59%
HHI	0.760104
Constant of Proportionality	77%
Total Portfolio	206,325,511,164
Granularity Adjustment	120,758,211,680
<b>Capital Required</b>	<b>120,758,211,680</b>

### 4.3.3 Interest Rate Risk In Banking Book (IRRBB EC)

Unity Bank adopted the new CBN requirement in measuring and quantifying its IRRBB economic capital. Specifically, the bank calculated its interest rate risk in the banking book in line with the CBN Standardized Framework. The EVE losses are aggregated under a given interest rate shock scenario and the maximum loss across all interest rate shock scenarios was the EVE risk measure. The procedure for the calculation is documented in Appendix F:

INTEREST RATE RISK IN THE BANKING BOOK

Currency: NGN

Fixed Interest Rates

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total	
	Overnight	1-3 months	3-6 months	6-9 months	9-12 months	1-2 years	2-3 years	3-4 years	4-5 years	5-7 years	7-9 years	9-12 years	12-15 years	15-20 years	> 20 years	Not Interest Rate Sensitive						
<b>Assets and Long Positions</b>																						
<b>Interest Rate Shock - 400bps, 500bps, 300bps</b>																						
<b>On balance sheet exposures</b>	-	11,072	24,402	25,968	33,984	30,076	14,480	40,411	2,275	1,715	1,803	11,510	5,987	-	4,020	2,500	9,579	-	4,615	-	224,397	
Deposits with Banks - Placements	2,000	2,421	1,098	20,498	17,285	14,480	37,426	78	523	103	5,503	1,187	-	-	-	-	-	-	-	-	2,000	
Loans and Advances	2,291	2,400	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	106,001	
Bonds	-	400	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	80,294	
Debt Securities - Treasury Bills	6,883	21,381	24,869	13,487	12,991	-	2,925	2,200	1,193	1,700	2,000	4,800	-	-	4,000	2,500	9,579	-	4,585	-	33,892	
Other Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	79,604	
<b>Off balance sheet exposures (non-derivative)</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Long Position in Derivatives</b>																						
Interest Rate Swaps	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest Rate Options	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest Rate Futures and FRAs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Foreign Exchange Derivatives	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other Derivatives	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Other</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total Assets and Long Positions</b>	-	11,072	24,402	25,968	33,984	30,076	14,480	40,411	2,275	1,715	1,803	11,510	5,987	-	4,020	2,500	9,579	-	4,615	-	224,397	
<b>Liabilities and Short Positions</b>																						
<b>Interest Rate Shock - 400bps, 500bps, 300bps</b>																						
<b>On balance sheet exposures</b>	-	195,516	124,381	2,484	1,982	172,153	308	2	-	-	-	-	-	-	-	-	-	-	-	-	(238,739)	
Deposits with Banks - Interbank Takings	8,000	100,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	198,000	
Deposits from Others	187,516	24,381	2,484	1,982	1,411	308	2	-	-	-	-	-	-	-	-	-	-	-	-	-	218,003	
Call Notice Accounts - Demand Deposit	59,266	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	59,266	
Savings Accounts	64,596	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	64,596	
Fixed Term Accounts	35,763	24,381	2,484	1,982	1,411	308	2	-	-	-	-	-	-	-	-	-	-	-	-	-	170,717	
Repos, Term Debt and other borrowings	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Shareholders Equity and Reserves	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(238,739)	
<b>Off balance sheet exposures</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Short Position in Derivatives</b>																						
Interest Rate Swaps	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest Rate Options	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest Rate Futures and FRAs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Foreign Exchange Derivatives	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other Derivatives	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total Liabilities and Short positions</b>	-	195,516	124,381	2,484	1,982	172,153	308	2	-	-	-	-	-	-	-	-	-	-	-	-	(238,739)	
<b>Net Position</b>	-	(184,444)	(99,979)	23,484	32,002	(142,077)	14,172	40,410	2,275	1,715	1,803	11,510	5,987	-	4,020	2,500	9,579	-	4,615	-	238,739	
<b>Weighting/Time bucket Midpoints</b>	0.0028	0.0417	0.1667	0.3750	0.6250	0.8750	1.2500	1.7500	2.5000	3.5000	4.5000	5.5000	6.5000	7.5000	8.5000	9.5000	10.5000	17.5000	25.0000	-	-	
<b>DF</b>	0.9999	0.9979	0.9917	0.9814	0.9692	0.9572	0.9434	0.9282	0.9135	0.8985	0.8834	0.8682	0.8530	0.8378	0.8226	0.8074	0.7922	0.7770	0.7618	0.7466	0.2865	
<b>Discounted Position</b>	-	(184,058.3)	(99,148.3)	23,048.1	31,812.8	(135,895.4)	13,313.2	37,024.2	2,087.4	1,439.4	1,438.9	8,742.4	4,318.7	-	2,821.8	1,554.7	9,122.3	-	4,322.2	-	(286,215.0)	
<b>Interest Rate Shocks</b>																						
<b>Short term rates</b>											<b>Medium term rates</b>											
<b>Long term rates</b>																						
4% Parallel Shock up	0.00	(7,362)	(1,966)	922	(1,241)	(5,440)	531	(4,481)	80	58	38	350	173	-	195	62	205	0.00	51	-	(11,449)	
4% Parallel Shock down	0.00	7,362	1,966	(922)	(1,241)	(5,440)	(531)	(4,481)	(80)	(58)	(38)	(350)	(173)	-	(195)	(62)	(205)	0.00	(51)	-	11,449	
5% Steeper Shock (Short rate down & Long rate up)	0.00	9,203	4,957	(1,152)	(4,593)	6,800	(666)	(1,851)	(100)	(72)	(22)	(437)	(216)	-	99	47	154	0.00	20	-	(5,141)	
5% Flattener Shock (Short rate up & Long rate down)	0.00	(9,203)	(4,957)	1,152	4,593	(6,800)	666	1,851	100	72	22	437	216	-	(99)	(47)	(154)	0.00	(20)	-	5,141	
5% Short rates shock up	0.00	(9,203)	(4,957)	1,152	4,593	(6,800)	666	1,851	100	72	22	437	216	-	(99)	(47)	(154)	0.00	(20)	-	5,141	
5% Short rates shock down	0.00	9,203	4,957	(1,152)	(4,593)	6,800	(666)	(1,851)	(100)	(72)	(22)	(437)	(216)	-	99	47	154	0.00	20	-	(5,141)	

NGN

## Interest Rate Shocks

Parallel Shock up	(8,817,633.82)
Parallel Shock down	8,817,633.82
Parallel Shock (Short rate down & Long rate up)	12,544,231.80
Flattener Shock (Short rate down & Long rate up)	(12,544,231.80)
Short rates shock up	(12,606,415.69)
Short rates shock down	12,606,415.69

Result

EC = Maximum loss across the interest rate shocks.

N12.61bn

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### 4.3.4 Strategic Risk EC

We have identified the likely strategic risk for the Bank in the current strategic planning horizon. Although, our management of these risks have also been well documented in the same section. In calculating the economic capital for these risks, we have used the projected figures from our strategic plan. The earning volatility methodology is used in this instance.

The formula is stated below:

$$EC = EaR/k$$

Where EC = Economic Capital,

Where EaR = earnings at risk (i.e., the difference between worst-case earnings and expected earnings).

Where k = expected rate of return

Expected earnings <we used the projected PBT for 2021>

Worst-case earnings <we used 45% of projected PBT for 2021>

Expected rate of return <Projected PBT/Projected Shareholders' Funds>

$$EC = \frac{(69,110,000,000 - 31,099,500,000)}{0.62}$$

EC = N61,306,850,000 (i.e. N61.3 billion)

The capital required for the business strategy re-alignment is N61.3Billion.

### 4.3.5 Reputational Risk EC

The reputational risk assessment was done by using the Bank's share price and share volume as proxy. The data used covered the 12months of 2020 and was applied to the average deposit in the Bank's book. The bank's share price and deposit position would be most impacted by any crystallization of reputational risk. A multivariate regression of loss against share price and share volume traded was done at 99% confidence interval and it resulted in an equation:

$$Y = \text{Intercept} + Bx_1 + Bx_2$$

Where x1 and x2 are share prices and share volumes traded respectively.

The resultant predictive equation is:

$$\text{Loss} = 264,983,313.58 - x_1 (118,145,968.07) + x_2 (-0.87)$$

The EC figure was forecasted with the standard deviation values of share price (0.59) and share volume 9,014,063.00 to yield 326,420,351,320

The highest month on month percentage growth/decline (59%) is applied to get the final economic capital figure of N176,266,989,710.82. The assumptions made include the following:

- Standard deviation of variables factors in the risk element
- Zero Collinearity
- Negative movements in shares prices mirrors the effect of reputational damage
- Reputational risk will impact heavily on the Banks average monthly deposit

### 4.3.6 Legal Risk EC

The historical legal data was used in the assessment of Legal risk. Amount paid out and number cases were considered from 2011 to 2020. The highest absolute percentage increase represents the final stress factor while risk factor (1st stress factor) is the standard deviation of the Bank's legal loss experience. The table below shows the result of the computation.

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		Volume	Number
1st Stress	a. Average Historical Experience	12,375,091.92	4.11
	b. Standard Deviation of Historical Data	14,858,747.69	4
	c. Highest Absolute % change YoY	125%	125%
2nd Stress	d. Upscale on Standard Deviation	18,573,434.61	4.49
	e. Economic Capital (b+d)	33,432,182.29	8.08

The assumptions made include:

- Losses will not exceed the highest historical upscale spike
- Standard deviation represents an element of risk in data
- The maximum number of cases can be inferred from the highest absolute percentage change

The economic capital for Unity Bank's Legal risk is N33,432,182.29

### 4.3.7 Liquidity Risk EC

Liquidity was stress tested using scenario analysis derived from historical volatilities. Factors like run-off on deposits were considered in the assessment of Liquidity Risk EC. The test was classified into three stages/ scenarios; Low, Moderate & High. The liquidity position of the bank as at year end was stressed under these scenarios. Consequently, the cost of recovering from the shortfall of scenario III was computed for 30 days and adopted as the Economic Capital (EC).

The stressed scenarios are shown below:

STRESSED LIQUIDITY-DEC				
CURRENT POSITON	ACTUAL	SCENARIO I	SCENARIO II	SCENARIO III
Cash	4,047,230,814.11	4,047,230,814.11	4,047,230,814.11	4,047,230,814.11
CBN Current Account	1,332,468,106.23	1,332,468,106.23	1,332,468,106.23	1,332,468,106.23
<b>INVESTMENTS</b>				
Placements	2,000,000,000.00	2,000,000,000.00	2,000,000,000.00	2,000,000,000.00
Nigerian Treasury Bills	55,713,382,000.00	40,973,473,749	177,162,770	0
Govt Stock	57,795,823,000.00	55,483,990,080	53,172,157,160	3,107,736,396
Current Account With Nigerian Banks	533,503,434.76	533,503,435	533,503,435	533,503,435
<b>Total Qualifying Liquid Assets</b>	<b>121,422,407,355</b>	<b>104,370,666,184</b>	<b>61,262,522,285</b>	<b>11,020,938,752</b>
<b>Deposit Liabilities</b>				
Demand Deposits	130,226,088,800.98	127,621,567,025	122,516,704,344	112,715,367,996
Savings Accounts	82,881,328,764.35	81,223,702,189	77,974,754,102	71,736,773,773
Fixed Deposit Account	137,487,076,999.13	129,237,852,379	118,898,824,189	95,119,059,351
<b>CORE DEPOSITS</b>	<b>350,594,494,564</b>	<b>338,083,121,593</b>	<b>319,390,282,634</b>	<b>279,571,201,121</b>
Net Balances Held For Other Banks	-	0	0	0
Net Takings From Other Banks	106,500,000,000.00	106,500,000,000	90,525,000,000	85,200,000,000
<b>Total Deposit Liabilities</b>	<b>457,094,494,564</b>	<b>444,583,121,593</b>	<b>409,915,282,634</b>	<b>364,771,201,121</b>
<b>Liquidity Ratio</b>	<b>26.56%</b>	<b>23.48%</b>	<b>14.95%</b>	<b>3.02%</b>
Req. for 35% internal limit compliance	38,560,665,742.46	55,612,406,913.71	98,720,550,812.61	148,962,134,346.01
Cost of sourcing deposit to cover the shortfall	876,858.97	1,264,610.90	2,244,878.28	3,387,358.12
<b>OVERNIGHT NIBOR</b>	0.8%			
<b>TENOR</b>	0.0027			
<b>LIQUIDITY ECONOMIC CAPITAL</b>	101,620,743.7045			

### Assumptions:

- o The Bank's government investments are high quality liquid assets (HQLA) that can be converted easily and immediately, into cash, to meet the banks liquidity stress scenario.
- o There is adverse movement in price of fixed income in the secondary market.
- o The deposit withdrawn are not reinvested into the account.
- Scenario 1; represents a situation where the Bank's deposit will decay by 2%, 6% for Stable & Less Stable and given retention of the purchase funds. Similarly, the price of the fixed income securities (Bills & Bonds) sold declines by 4% respectively under adverse market movement to take care of customer

## ENTERPRISE RISK MANAGEMENT

withdrawals. Liquid asset portfolio will decline by N17.05billion. Consequently, the Liquid Ratio will decline from 26.56% to 23.48%.

- Scenario 2; represents a situation where the Bank's deposit will decay by 4%, 8%, & 15% for Stable, Less Stable, and Net takings respectively. Similarly, the price of the fixed income securities (Bills & Bonds) declined by 15% & 8% respectively under adverse market movement in market condition to fund the outflows. In this situation, there is pressure to retain existing funds to limit the funding gap. The Liquid asset portfolio will decline by N60.16billion to N61.26billion. Consequently, the Liquid Ratio will decline further from 23.48% to 14.95%.
- Scenario 3; represents a situation where the Bank's deposit will decay by 8%, 20% & 20% for Stable, Less Stable, and Net takings from other banks respectively. Likewise, there is 20% and 12% further drop in prices of bills and bonds respectively. In this situation, there is severe liquidity pressure due to increased deposit erosion, and to source for fresh or retain existing short term funds to cover the funding gap is tough. The Liquid asset portfolio will decline by N110.40billion to N11.02billion. Consequently, the Liquid Ratio will reduce from 14.95% to 3.02%.

It is imperative to note that the bank's internal benchmark is 35%. Thus, for the bank to meet this minimum threshold it will require additional liquidity of N55.61billion, N98.72 billion & N148.96billion for scenario 1, scenario 2 & scenario 3 respectively. The cost to cover the gap using the overnight NIBOR rate 0.83% as at December 31, 2020 will be N0.88million, N1.26million & N3.387million. The N3.387 Million was adjusted for a month to get N101, 620,743.70. This showed a drop when compared to last year's ICAAP rendition occasioned by near interbank zero interest rate which close the year at 0.83%.

The stepwise methodology for the computation is shown in *Appendix J*

### Liquidity Coverage Ratio – Basel III framework

*Besides the liquidity Economic Capital analyzed above, the bank went a step further by assessing its liquidity adequacy during a 30-day stress period. The liquidity coverage ratio is the requirement whereby Unity Bank must hold an amount of high-quality liquid assets that's enough to fund cash outflows for 30 days. The banks high quality liquid asset relative Net Cash outflows tower above the regulatory threshold of minimum of hundred percent. The final output is shown below.*

### Computation of Liquidity Coverage Ratio (LCR)

High Quality Liquid Assets (HQLA)	65,248,445.19
Total Net Cash Outflows Over The Next 30 Days Stress Period	50,327,042.91
Liquidity Coverage Ratio (LCR)	130%

*With the 130% Liquidity Coverage Ratio, the final analysis revealed that the bank has high quality liquid assets to cushion the estimated 30-days stressed outflow. This is above the recommended CBN AND Basel recommended of at least 100%.*

## 5. Risk Appetite

In the pursuit of value for shareholders, the Bank works within a certain tolerance risk acceptance criterion. In setting Unity Bank's risk appetite, the need for balance between the concepts of risk acceptance and aversion have been considered. This approach is driven in part by the strategic intent of the Bank to become the retail Bank of choice and in part by other germane considerations including capital levels, prevalent market conditions, regulatory dictates and the operating environment.

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The Bank has a broad categorization of risk laced with its internal ratings and interpretation thus:

Category	Indicator	Details
High Risk Appetite	5	Actively seeking opportunities that have inherent risks that, should they crystallize, may result in reputational damage, financial loss, major breakdown in IT systems/data integrity, regulatory breaches, potential injury to staff and/or customer, etc.
Moderate Risk Appetite	4	Willing to accept risks that, should they crystallize, may result in reputational damage, financial loss, major breakdown in IT systems/data integrity, regulatory breaches, potential injury to staff and/or customer, etc.
Modest Risk Appetite	3	Willing to accept some risks in certain circumstances that, should they crystallize, may result in reputation damage, financial loss, major breakdown in IT systems/data integrity, regulatory breaches, potential injury to staff and/or customer, etc.
Low Risk Appetite	2	In most cases, not willing to accept risks that, should they crystallize, may result in reputation damage, financial loss, major breakdown in IT systems/data integrity, regulatory breaches, potential injury to staff and/or customer, etc.
Zero Risk Appetite	1	Not willing to accept under any circumstance, any risks that has the potential to result in reputation damage, financial loss, major breakdown in IT systems/data integrity, regulatory breaches, potential injury to staff and/or customer, etc.

In normal conditions, the Bank will prefer to play in the moderate space with minimal mitigation and reputational worries.

### 5.1 Risk Appetite Statement

The risk appetite definition and monitoring allows the Bank to do the following:

- Improve return on risk for the credit facilities granted
- To meet growth objectives within the enterprise risk appetite and to protect the Bank's performance
- Discover unexploited enterprise risk capabilities and hence unearth profitable opportunities
- Improve executive management control and co-ordination of risk-taking across all risk areas.

The risk appetite statement reads as follows:

*"In the quest for achieving the objectives of maximizing its income on credit facilities and shareholders' value, the Bank exhibits a "moderate" appetite for risk. This practice is reflected in the Board approved risk limits/thresholds. It is also exhibited in the specific approach of the Bank to retail business generally."*

*"The quantitative expression of our moderate risk appetite is reflected in the limits and thresholds, backed by its operating policies and procedures. These quantitative thresholds cut across the entire sphere of the Bank's business. In areas where supervisors stipulate operating threshold, the Bank's internal equivalents of such thresholds are more restrictive. The qualitative expressions are mostly relating to behavioral guidance in the conduct of the Bank's business".*

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### 5.2 Qualitative Expressions Of Risk Appetite

The Bank may finance any transaction subject to its policies and its strategies. However, in line with its tolerance, Unity Bank shall not process facilities for the following purposes:

- To support illegal tenacities/purchase illegal fire arms
- To support gambling activity/ support illegal military activity
- To support production and distribution of tobacco and illicit drugs
- To support act/acts of terrorism

Other qualitative measures considered in determining the appetite of the Bank include the following:

- Business should not be overtly vulnerable to government policy actions
- Business should align with environmental sustainability objectives.
- Cash flow lending is key, collateral recovery is to salvage extreme measure
- Management oversight and internal policies

### 5.3 Quantitative Expressions Of Risk Appetite

#### Credit Risk

The quantitative expression of the Bank's credit risk appetite is expressed through portfolio and regulatory limits. For any given risk parameter, it is the practice of the Bank to have an internal limit, which acts as a red flag for the Bank. The quantitative expression is shown in the table below:

S/N	Risk Type	Risk Appetite Factor	Objective	Regulatory Limit	Set Limit	Actual 31-Dec-20	Qualitative Measures
1	Portfolio Quality	Ratio of Non-Performing loans to total portfolio	Reduction of NPL's ratio to the barest minimum	<=5%	<=3.8%	0.03%	Risk acceptance criteria, separation of approval and disbursement process, credit monitoring, Watch List Committee review etc.
2	Portfolio Liquidity	Ratio of short term to total loans	Ensure considerably liquid risk asset portfolio reasonably able to respond to changes in operating environment.	Short term obligations not exceeding 40% of total facilities	<=30%		Review of liquidity limits to ensure that threshold is maintained
3	Credit Ratings/ Scoring	Quantitative representation of credit quality	Tracking Credit quality	BBB+ and above(Risk rating 4 and above)	BBB	BBB	Rating questions to measure entity and transaction quality

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S/N	Risk Type	Risk Appetite Factor	Objective	Regulatory Limit	Set Limit	Actual 31-Dec-20	Qualitative Measures
4	Single Obligor and Public sector	Compliance with regulatory limits	To ensure diversified portfolio across all sectors	Single obligor limits <=20% of shareholders fund; Public sector limits <=10% of the portfolio; Approved management limit	<15% and <7.5%	5.5%	Portfolio planning
5	Sectorial and Insider Related exposure	Compliance with regulatory limits	To ensure diversified portfolio across all sectors	Sectors should not exceed 20% of total credit portfolio; Insider Related limits <=10% of Banks paid up capital	<=15% and <=8%	87% and 4%	Portfolio planning
6	Ratio of restructured Loans	Managing portfolio quality	Manage default triggers	Should not exceed 20% of total credit portfolio	<=15%	35%	Proper credit application scrutiny from the onset
7	Capital Adequacy	Credit risk effect on Capital	Maintaining a good capital cover for credit risk exposures	Greater than or equal to 10% but Less than or equal to 20%	12%	-101%	Collateral quality, Obligor's risk profile.

The set limits are internal, considering both the guide (Regulatory limits) and the Bank's tolerance in line with the overall strategy.

## ENTERPRISE RISK MANAGEMENT

### Market Risk

The quantitative expression of the Bank's market risk appetite is reflected in the table below:

S/N	Risk Type	Risk Appetite Factor	Objective	Regulatory Limit	Set Limit	Actual 31-Dec-20	Qualitative Measures
1	Liquidity Risk	Ratio of Liquid assets to Liquid Liabilities	Ensure considerably liquid asset portfolio reasonably able to respond to changes in deposit withdrawals	30%	35%	26.56%	Timely, accurate, limit Monitoring of positions
2	Currency Risk	Net Open Position (NOP)	To curtail exposure resulting from changes in foreign exchange.	10% of SHF	9% of SHF	5.55%	Foreign currency ALM strategy
3	Currency Risk	Foreign Currency Trading Position (FCTP)	To curtail losses arising in foreign exchange holding position.	-10% (Short), +0.5%(Long) of SHF	-1% (Short), +0.47% (Long) of SHF	0.00%	Risk tolerance for Interday position
4	Funding Risk	Deposit mix	Ensure considerably low cost funds to improve earnings (Net interest income)		Demand: 50 Savings: 30 Fixed :20	37:36:30	Deposit mobilization and diversification strategy
5	Foreign currency trading risk	stop loss limit	To restrict likely losses on a certain trade	NA	Max of 15kobo	--	Risk Tolerance
6	Funding risk	Loan to Deposit Ratio (core deposit)	To access banks liquidity	>65%	Max 70%	57.88%	Loan vs deposit growth monitoring.

## ENTERPRISE RISK MANAGEMENT

### Operational Risk

The quantitative expression of the Bank's operational risk appetite is reflected in the table below:

S/N	Risk Type	Risk Appetite Factor	Objective	Regulatory Limit	Set Limit	Actual 31-Dec-20	Qualitative Measures
1	Fraud	Actual loss exposures for internal and external frauds	-To ascertain root causes and the institution of effective controls to deter further occurrences. -To identify process improvement opportunities through compliance/regulatory obligations.	N/A	N25,000,000.00	N53,907,816.85	Loss data monitoring
2	Regulatory	Fines & penalties				N35,000,000.00	Regulatory compliance monitoring

The controls highlighted below have been instituted to deter further occurrences:

- Restriction of the bank's cards for international transactions
- Staff awareness on compliance requirements
- Sensitization of internal and external customers on fraud detection and prevention
- Software deployment to profile customers and monitor suspicious transactions
- Increase in the frequency of staff Compliance trainings
- Application of the bank's approved sanctions on erring staff

Quantitative expressions in other risk areas include the following:

- The Bank shall operate within a low appetite for reputational risks, and aspires to be among the top 5% most respected Banks. Accordingly, the Bank has zero tolerance for instances or events that would result in negative publicity which will in turn impact adversely on the reputation of the Bank.
- The Bank has a low appetite for strategic risk, and shall not accept strategic risk profile with potential for loss above 5% of budgeted PBT.

### 5.4 Oversight And Internal Policies

The oversight function plays a key role in both the qualitative and quantitative expressions of risk appetite. This is so because, the board highlights appetite setting and policy direction of the Bank's tolerance for risk. As the second level of defense, risk management requires effective policies and senior management involvement.

#### Oversight

The Bank adopts a top- bottom approach to the management of risk. Risk attitude and cultures cascade from Board and senior management to other members of staff as such the Board and senior management play a key role in bank wide risk consciousness and awareness generally.

## ENTERPRISE RISK MANAGEMENT

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The Board sets the tone with the approval of the Bank's strategy and appetite. They also review and approve policies that will guide implementation and unit functions that will ultimately add value to the Bank and its shareholders in line with best risk management practices.

### Internal Policies

Risk management policy and implementation document are approved by the Board. Subsequently, certain powers are delegated to Executive Management in line with the appetite. These policies define the roles, responsibilities, limits and authorities.

Senior management institutes policy administration techniques / procedures as a part of overall risk strategic framework. These techniques provide guidance to the staff.

The Bank's policies include:

- A formal risk evaluation process.
- Approval authority/ lending limits
- Credit risk policy
- Sustainable banking policy
- Investment policy framework
- Contingency funding plan
- Strategic risk management policy
- Reputational risk policy
- Operational risk management policy
- Enterprise risk management framework

### 5.5 Credit Risk Management

The Bank's Credit Risk Management (CRM) can be summarized in the stages as shown below:



Customer prospecting is done in alignment with the risk management strategy which cascades from the Bank's strategy. The customer's request for a facility from the branch and the subsequent application by same forms the origination part of credit risk management. The identification of the risk inherent in these transactions, analysis of the risks, rating, mitigation recommendation and risk pricing makes up the measurement stage of CRM.

The approval stages start from the Group Head, Credit analysis and processing and move to higher approval stages depending on the limits and facility type.

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Upon rejection, the life cycle of the of the application ends. However, if the application is approved, documentation commences in preparation for disbursement.

More granularly, these four stages include the following steps:

1. Customer request for facility.
2. Branch initiates the credit and prepares a Credit approval memo (CAM) for the application.
3. Branch takes the CAM to the regional office for endorsement and forwards same to the line Executive Director.
4. The CAM is forwarded to Credit Analysis and processing (CAP). Analysts work on the application and send to the Group Head CAP.
5. The application goes to the Chief Risk Officer and then to the Managing Director depending on the limit and facility type.
6. Insider related CAM gets to the Board for ratification.
7. Upon approval, CAP conveys management approval to Branch Managers based on terms and conditions.
8. An offer letter is issued to the customer by the Branch Manager
9. Upon execution of the offer letter, documentation commences with the use of Credit Documentation and Disbursement approval (CDDA). This is between the branch, Credit Administration and Legal departments.
10. Legal Services Department gives confirmation on security and other documents.
11. Facility is disbursed upon instruction from Head of Credit Administration.

Monitoring begins immediately after the facility is disbursed with a keen eye for early warning signals. A successful credit process ends on the final pay down of the facility.

A regular credit process should culminate in pay down after effective Loan monitoring. However, in cases where the facility is not paid down at maturity and keeps deteriorating recovery measures are implemented.

### 5.6 Liquidity Risk Management

The Board and Senior Management have a major stake in the liquidity management of Unity Bank. Within its oversight function, the Board sets clear liquidity management strategy, policies and procedures aligned with the Bank's overall business objectives. It further keeps a tab on Management's compliance with the Bank's liquidity risk management strategy. To this end, it seeks to know on a regular basis the liquidity position of the Bank while providing support in various forms feasible to Management in meeting the liquidity risk management objectives.

The supervisory function of Management spans from the Liquidity Risk Management framework which has strong emphasis on diversification of deposit base, practical contingency funding plan and an effective strategy for foreign currency liquidity risk.

The other Management responsibilities include:

- Through its Asset and Liability Management Committee and other relevant organs, Management ensures a robust implementation of the Bank's liquidity risk management strategy, policies and procedures.
- Management informs the Board of the Bank's liquidity risk position regularly and proactively.
- Management informs the Board about any material potential positive or adverse change in the Bank's liquidity risk profile. The report incorporates actions taken or being taken and the assistance required from the Board to redress the situation or take advantage of the positive change.

The key players in the management of Liquidity risk and their functions are:

1. Asset and Liability Committee
2. Treasury and Financial Institutions Division

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3. Market & Liquidity Risk Department

4. The Business Units

### **Asset and Liability Committee (ALCO)**

ALCO is responsible for managing the Bank's liquidity risk generally rendering reports to that effect. The frequency of such reports is normally monthly except where an emergency situation demands. A review of the liquidity position stirs recommendations to Management.

ALCO also monitors implementation of approved strategies whilst making reports to the MD/CEO on the level of compliance.

### **Treasury and Financial Institutions Division.**

Treasury Division works in conjunction with the business units in the implementation of the Bank's liquidity in line with management strategy. The Division also provide market intelligence information as would be required from time-to-time to stay competitive in terms of industry practice. These actions are carried out in reference to the liquidity risk management framework.

### **Market and Liquidity Risk Department**

The Market & Liquidity risk department is responsible for the following:

- The day-to-day monitoring, reviewing, and reporting of the Bank's Market & Liquidity risk position to Management on periodic basis.
- Generating and analyzing liquidity risk reports for the Bank.
- Independently confirming liquidity risk indices and ratios for reliability.

### **Business Units**

Business units ensure the implementation of liquidity risk management strategy in their various business pursuits with respect to the following details:

- Deposit mix – core and purchased/tenured funds
- Deposit size and maturity structure
- Other liabilities components
- Asset mix and growth strategy
- Generally ensure compliance with the Bank's Risk appetite for liquidity risk.

### **5.7 Contingency Funding Plan (CFP) – Funding Plan In Crisis Period**

The contingency funding plan is a crisis period operational and liquidity risk strategy. Unity Bank has set out strategy for a way out in the event of such anomaly. The Contingency Funding Plan (CFP) states how Unity Bank intends to survive a stressed liquidity situation.

Unity Bank's Contingency Funding Plan (CFP) provides a framework for intervention in stressed liquidity situations and outline specific action steps to be taken and responsibilities of key personnel in the event that such a scenario crystallizes. The CFP is activated once certain triggers occur that threaten the liquidity capacity of the Bank.

The CFP is well structured that it categorized liquidity crisis into three (3) namely;

1. Impending Crisis Situation
2. Crisis Situation
3. Extreme Crisis Situation.

### **CATEGORY 1 - IMPENDING CRISIS**

A situation likely to result in a 'Liquidity Event' in the near term. This is a situation where the Bank is

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experiencing rapid deterioration in liquidity position such as; rising funding cost, persistent mismatch of assets and liabilities, rapid deterioration in risk assets and rapid increase in loans evidenced by increasing loan to deposit ratio.

### **CATEGORY 2 - CRISIS SITUATION**

This is a liquidity Crisis situation where there is a likelihood of default within 48-72 hours. It is a critical situation that requires urgent attention. The Treasurer calls for immediate meeting of the Liquidity Crisis Committee (LCC). The secretariat alerts all stakeholders.

It is the role of the Treasurer to advise the Liquidity Crisis Committee of any category of Liquidity Crisis situation as mentioned above. This will arise from daily monitoring of liquidity trend and patterns bank-wide.

The Treasury must render daily report to LCC and ALCO respectively for their review, as a contingency measure to meet liquidity obligations of the Bank. The Treasurer, in conjunction with other stakeholders perform one or more of the followings depending on the crisis category: -

1. Disposal of HQLA (high-quality liquid assets)
2. Decrease holdings of non-liquid assets (sell off assets and recall outstanding loans and advances).
3. Withdraw undisbursed lines of credit
4. Access short-term funds (Sources of funds available to Unity Bank include confirmed interbank dealing lines, and other wholesale markets). However, it is an unguaranteed source and subject to market conditions and availability
5. Increase fixed tenured liabilities.
6. Use assets to generate additional funding either by outright sale, repurchase agreement or securitization structures (BA/CP, OBB, Bonds, Swaps)
7. Access foreign lines.
8. Communicate with major funds providers to encourage and ensure continued support
9. Designate staff to handle communication with key customers.
10. Standardize communication and information to counterparty and customers.
11. Monitor significant outflows. Discuss with customers to discover why they are making the withdrawals and see if they can be assured to keep the funds.
12. Request for passionate refund of Cash Reserve Requirement Fund on a temporary basis.
13. Increase capital funds (if possible).

### **CATEGORY 3 - EXTREME CRISIS SITUATION**

This is defined as a situation where the Bank is unable to meet statutory requirements and liquidity obligations; a situation that can be described as 'critically illiquid bank' as described in S2.1.2.C of CBN Supervisory Intervention Framework for Nigerian Banks of February 2011 (and as subsequently amended). The following actions are taken;

- The Bank shall comply with the 'supervisory actions' listed in S2.1.2.C of CBN Supervisory Intervention Framework for Nigerian Banks of February 2011 (and as subsequently amended).
- The Board of the Bank must advise Central Bank of Nigeria and NDIC of the situation and solicit for liquidity support from Central Bank of Nigeria, as a last resort and Nigeria Deposit Insurance Corporation (NDIC) stating that the bank is not technically insolvent.

### **Activation/Testing Contingency Funding Plan**

Contingency funding plan as it relates to the Bank activity is basically an exigency fund from other banks at minimal notice should the need arise.

The Bank has such plan with virtually all the DMBs with exception of the International Banks.

The Bank test the plan only when there is a need to, through interbank activities. One of such Banks is First Bank as Unity bank have drawn N100bn on the line and it's still running.

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## 6. Stress Testing

Stress testing is a risk management technique used to evaluate the potential effects on an Institution's financial and capital condition, of a set of specified changes in risk factors, corresponding to extreme unfavorable but plausible events.

The concept of stress testing attempts to determine the impact of situations where the assumptions underlying established models used in managing a business fail.

Risk management has evolved and as such, there are a number of methods to help financial institutions conduct realistic stress tests. Some of the methods include:

- I. **Sensitivity analysis**  
This method involves the impact of a large movement on a single factor/parameter in a model.
- II. **Scenario Analysis**  
This involves simultaneous, extreme movement of a set of factors/parameter in a model. Scenario is an improvement on sensitivity as it takes into cognizance the individual effect and the interaction between different risk factors.
- III. **Historical Simulations**  
Historical simulation is less subjective as it uses the trend/observed actual events of the past to predict the future. This method works under the massive assumption that if it has happened in the past, then it will reoccur.
- IV. **Value at Risk**  
This method is the most popular in the financial industry presently. It calculates the maximum loss expected over a given period of time (horizon) at a given confidence interval. The Monte Carlo and the Variance-covariance methods are good examples of VaR models.
- V. **Hybrid**  
This method is a combination of two or more of the above mentioned methods.

The growing importance of risk management requires solutions capable of providing comprehensive and actionable risk metrics, coupled with the scalability and performance needed to handle large portfolios and computationally intensive risk calculations and scenarios. To this end, Unity Bank uses VaR models for credit and market risk respectively. A hybrid model is used to stress operation risk and other pillar II risks.

### 6.1 Reasons For Stress Testing

Stress testing should be embedded in enterprise wide risk management. It should also play an important role in facilitating the development of risk mitigation or contingency plans across a range of stressed conditions. It should feed into the institution's decision making process, including setting the institution's risk appetite. Stress testing helps the Bank to achieve the following:

- Identify reaction of sectors to extreme events
- Unearth hidden correlation within portfolio
- Support portfolio allocation decisions/strategies beyond normal current conditions
- Evaluate potential capital requirement on long dated positions under possible future credit environment
- Identify risks and map out adequate control
- Forms an integral part of the Bank's ICAAP and decision making
- Provides a complementary risk perspective to other risk management tools
- Supports capital planning and management

### 6.2 Credit Risk Stress Test

The Bank uses two methods for stress testing its credit portfolio. These methods are the Monte Carlo

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simulation which is VaR inclined and a fit for purpose stress test. However, there may be situations where other methods could be used where the above mentioned might not be sufficient.

The Monte Carlo model does several hundred/thousands of simulations culminating in a result which is a probability distribution of possible outcomes. Loss scenarios are compared to a maximum default threshold called the Z-score. The model uses several random combinations, stress factors, PD's and LGD's which result in a range of values of plausible loss ranging from the very least to the highest. Some macro-economic stress factors are also incorporated.

The simulations and iterations are repeated until the maximum value of projected loss is obtained. Maximum VaR represents the highest loss the Bank could incur if the extreme condition assumed crystallizes.

The table below shows the output of the model using the credit risk assets as at December 31, 2020.

<b>Monte Carlo Stress</b>	<b>Test Results</b>
Horizon/Confidence Interval	1 year/99%
Total Portfolio	206,325,511,164.37
Maximum VaR	124,749,042,790.55
Average VaR	80,122,708,222.71
<b>Maximum VaR to Total Portfolio</b>	<b>60.46%</b>

This Value at Risk represents 60.46% of the total portfolio meaning that about N124.74bn would survive the crystallization of adverse macro-economic effects. PDs and LGDs were used in the computation of VaR to reflect likely recovery conditions and normalcy in the distribution.

The stressed PD's used to run the simulations are shown below per sector:

<b>SECTORS</b>	<b>BASE PD</b>	<b>SEVERE PD</b>
Administration	75%	85%
Agriculture	83%	90%
Capital Markets	90%	94%
Commerce	93%	97%
Construction	81%	89%
Education	96%	97%
Real Estate	90%	94%
Finance	87%	92%
General	94%	97%
Government	99%	99%
Health	66%	87%
Information Technology	99%	99%
Manufacturing	85%	90%
Oil & Gas	82%	90%
Professional Services	96%	97%
Transport	96%	97%
Water	92%	97%
Transport	63%	87%
Utilities	35%	45%
Water	71%	87%

The LGD's were also stressed using haircuts

<b>COLLATERAL TYPES</b>	<b>HAIRCUTS</b>
Financial Guarantees	25%
Shares/Bonds	25%
Treasury Bills/ISPO's	25%
Performance/Corporate Guarantees	100%

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Stocks/Inventory	100%
Debentures	50%
Property	50%
Cash	0%
Others	100%
Domiciliation	50%

The final LGD'S obtained per sector are shown in the table below:

SECTOR	LGD's
Administration	100.00%
Agriculture	76.53%
Capital Markets	100.00%
Commerce	68.69%
Construction	51.49%
Education	89.29%
Real Estate	43.12%
Finance	67.14%
General	94.09%
Government	87.68%
Health	50.00%
Information Technology	50.08%
Manufacturing	54.92%
Oil & Gas	65.33%
Professional Services	62.50%
Transport	83.60%

### Economic Shock Factors For Monte Carlo Simulation

SECTORS	Oil Prices	Liquidity Ratios	GDP	Interest Rate	Inflation Rate	Exchange Rate	Geo politics	Total
Administration	5%	13%	11%	22%	15%	12%	22%	100%
Agriculture	10%	13%	10%	30%	12%	5%	20%	100%
Capital Markets	15%	15%	13%	20%	10%	22%	5%	100%
Commerce	20%	10%	10%	20%	10%	15%	15%	100%
Construction	10%	10%	10%	18%	10%	20%	22%	100%
Education	10%	17%	15%	20%	20%	10%	8%	100%
Real Estate	20%	10%	5%	15%	15%	25%	10%	100%
Finance	10%	10%	3%	20%	10%	30%	17%	100%
General	14%	14%	12%	20%	15%	10%	15%	100%
Government	18%	10%	10%	12%	15%	20%	15%	100%
Health	15%	10%	10%	15%	20%	20%	10%	100%
Information Technology	8%	10%	10%	20%	17%	15%	20%	100%
Manufacturing	15%	10%	7%	30%	8%	10%	20%	100%
Oil & Gas	39%	5%	4%	18%	4%	20%	10%	100%
Power	15%	10%	15%	28%	2%	15%	15%	100%
Professional Services	15%	10%	15%	15%	13%	20%	12%	100%
Recreation	5%	10%	15%	20%	15%	15%	20%	100%
Transport	5%	13%	11%	20%	15%	12%	24%	100%
Utilities	10%	15%	10%	30%	8%	5%	22%	100%
Water	5%	10%	15%	15%	15%	15%	25%	100%

As shown in the table above, seven economic shock factors were considered. Their weighted impact on the portfolio was computed with expert judgment.

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### 6.3 Market Risk Stress Test

The market risk stress test adopted the Stress Var Approach that replicate Value at Risk calculation. It is based on the 10-day, 99th percentile, and one tailed confidence interval. A variance-covariance model was stressed scaling up the volatility component. The 10-day VaR @ 99% Confidence Interval consistent with historical adverse movement was used in line with Basel committee on banking supervision.

The output is shown below:

#### Stressed Value at Risk Assessment

Holding period (days)	Interest Rate Risk (Trading Book)			FX EXPOSURE			Total - at 99%, 10-day (N'mn)
	Position size (N'm)	Volatility	Confidence Level	Position size (N'm)	Volatility	Confidence Level	
			99%			99%	
1	1,518	1.30%	45.70	0.00	0.00%	0.00	-
10			144.52			0	-

The N1.52billion trading turnover yielded a 10-day VaR of N144.52million. The volatility figure was scaled up by 1.10 thereby bringing the new VaR value to N158.97million.

### 6.4 Operational Risk Stress Test

The operational risk VaR was computed using a combination of historical experience and sensitivity analysis stress test. A sum of near misses and actual losses (total incident value) were obtained for three years and the standard deviation, obtained for same.

Standard deviation is a basic measure of risk and upon application to the total incident value yielded N12.6million. The highest negative value of percentage decrease in actual losses YoY was adopted as the first stress which was 43%. This first stress value was scaled up by 143% (second stress) and applied to the standard deviation of total incident value to obtain a second stress value.

At 99.9% CI, the norms inverse of this value represent the operational risk VaR as shown in the table below:

#### OPERATIONAL RISK STRESS TEST

Year	Actual Operational Losses	Near Misses	Total Incident Value
2018	40,213,472.50	69,293,275.04	109,506,747.54
2019	26,465,692.50	100,919,534.91	127,385,227.41
2020	380,135,917.21	1,840,801,086.39	2,220,937,003.00
<b>Standard Deviation of Total Incident Value</b>			<b>1,213,906,668.62</b>
Highest Non negative growth in Losses			82%
Scale up on %			182%
			<b>2,209,310,136.90</b>
<b>Operation risk Stress Test @ 99% Confidence Interval</b>			<b>4,430,247,139.90</b>

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### 6.5 Enterprise Aggregation Of Stress Test/EC

The aggregation of the stress test result conducted for the key risk areas is shown in the table below:

KEY RISK AREA	VaR
CREDIT	124,749,042,790.55
MARKET	144,520,000,000
OPERATIONAL	4,430,247,139.90
<b>TOTAL VaR</b>	<b>273,699,289,930.45</b>

Expectedly, credit risk accounts for a bulk of the total with 99% concentration. The total stress test position is very important as it forms an integral part of the desired capital computation which is the sum of stress test position in key risk areas and the pillar II risks requirements. The Monte Carlo stress test was used to calculate VaR for Credit risk while the hybrid method (historical and sensitivity analysis) used to obtain VaR for Market and Operational risks. In all computations, a confidence interval of 99% was adopted. From the table above, the total capital required for stress condition upon crystallization of the extreme plausible condition assumed is N273.6billion.

In the assessment of internal capital required, banks are constantly building capacity to estimate material Pillar II risk which were previously termed as unquantifiable rather than just take a notional figure. The methodology used for the computation of Pillar II risk ranges from scale up of historical experiences, to scenario analysis and sensitivity analysis. However, the granularity adjustment was used to compute the credit concentration additional capital required.

The table below shows the aggregation of Unity Bank's economical requirements for Pillar I and II risks.

Dec-20 Risk Type	Capital Charge Naira
Credit risk	120,248,566,601.23
market risk	10,651,096.47
Operational risk	2,531,868,183.42
Concentration risk	120,758,211,680.32
IRRBB	12,606,415,690.00
LEGAL	33,432,182.29
Strategic risk	61,300,000,000.00
Liquidity risk	101,620,743.70
Reputational risk	176,266,989,710.82
Regulatory/compliance risk	25,702,771.34
Cyber security risk	119,635,998.65
Model risk	41,720,000.00
<b>TOTAL EC</b>	<b>494,044,814,658.26</b>

With the current level of complexity in the Bank's business, N494.04billion is required.

### 6.6 Impact On Capital Adequacy

This section dwells on the impact of stress test on the capital adequacy of the Bank. Total Eligible capital as at December 31, 2020 stood at N93,484,457,233 before regulatory and accumulated loss deductions as shown in the table below:

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### Capital position

ITEMS	FIGURE (N)
Paid-up Share capital	5,844,668,971
Share premium	10,485,870,541
Reserves(Statutory/SMEEIS/others)	77,153,917,721
Tier 1 before reserve deductions	93,484,457,233
General Reserve(retained profit)	(374,443,951,350)
IFRS 9 Transitional Adjustment	496,340,392
Tier 1 after reserve deductions	(280,463,153,724)
Regulatory Deduction (Deferred Taxes, Other intangible assets etc.)	148,835,876
Tier 1 Capital After Regulatory Deduction	(280,611,989,601)
Tier 2 Capital Deduction (Other Comprehensive Income)	(2,136,106,935)
<b>Total Eligible Capital</b>	<b>(282,748,096,536)</b>

Upon consideration of negative retained earnings and IFRS 9 Transitional adjustment, the capital depleted to N-280.46billion. Further regulatory deduction of deferred taxes and other Comprehensive Income resulted in a total eligible capital of N-282.75billion. This figure with the total RWA will give the current capital adequacy ratio as shown below;

### Base Conditions

Items	Risk Weighted Asset (RWA)
Market risk	13,876,664,368
Operational risk	44,636,280,597
Credit risk	220,626,487,430
Total RWA	279,139,432,395
<b>Total Qualifying Capital</b>	<b>-282,748,096,536</b>
<b>Capital Adequacy Ratio</b>	<b>-101.29%</b>

To stress the capital adequacy position, we assume normal conditions before deductions. The stress test results above shows that the Bank will require capital totalling N273.6billion in stress. In other words, the Bank will require an additional capital of N298.6billion. This figure is then subtracted from qualifying capital after regulatory deductions to reflect the stress on eligible capital.

With the RWA's for credit, market and operational risk kept constant, the capital adequacy of the Bank under stressed condition is shown below:

### Stressed Capital Adequacy Ratio

Tier 1 Capital before deduction (A)	-
Eligible Capital after deduction (B)	(282,748,096,536.00)
Total RWA (C)	279,139,432,395.00
Regulatory Minimum Capital (RMC)	25,000,000,000.00
Total Stressed Capital (D)	273,699,289,930.45
Total Additional Capital Required due to stress (E = D+RMC)	298,699,289,930.45
Eligible Capital available after stress (F= B - E)	(581,447,386,466.45)
Total RWA after stress G =(C+10%*E)	309,009,361,388.05
<b>Stressed Capital Adequacy Ratio</b>	<b>-188%</b>

Under stress condition, the total RWA increases by about N273.6billion while the capital adequacy ratio deteriorates by 188%. It should however be noted that the assumptions made for this scenario are extreme and this deterioration will only occur if those assumptions crystallize.

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## 6.7 Recovery Methods

Capital recovery and enhancement are critical to a bank with negative capital adequacy ratios. To this end, the Bank will aim to recover from its present position in three stages as listed below:

- Stage 1: Achieve the eligible capital deficit of about N282 billion.
- Stage 2: Work towards achieving the internal capital assessment of N273billion. This stage takes cognizance of internal requirements which is a reflection of our total material risk profile.
- Stage 3: Achieve the desired economic capital of N767bn which is the sum of stress test of pillar I and the pillar II internal assessment. This will require additional N494billion from stage 2. This stage is for negative and stressed conditions. Even though this stage is extreme, it is very plausible.

The following steps will help restore the Bank to an adequate level of capital that will facilitate business and expedite growth.

1. Sale of excess fixed assets.
2. Injection of equity capital.

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## 7. Capital Management

Capital Management is described in the context of this document, as the continuous process of monitoring and controlling the capital maintained by Unity Bank; evaluating the capital necessity before the risks Unity Bank is subject to; planning goals and capital necessity, considering Unity Bank's short, medium and long term strategic objectives.

The Bank acquires and holds as investments, easily realizable securities – duly discounted where appropriate. These securities, together with the Bank's balances at bank and its cash holdings, give significant cover across varying time periods. These securities may include Treasury Bills and Federal Government Bonds. The Bank ensures that it has sufficient maturing assets to meet outflows, based on its knowledge of movements in connected deposits.

### Capital Management Governance Framework

Capital Advisory refinancing,	Identify appropriate capital structure. We are raising capital to support acquisition of world class IT infrastructure, and/or other corporate initiatives.
Decision Management	Bring discipline to decision-making across the portfolio of capital allocation projects. Provide guidance for project selection through advanced decision analysis.
Capital expenditure planning	Develop capital expenditure plans at the business unit level. Establish effective governance by assessing project readiness, monitoring the portfolio, and integrating the portfolio with forecasts.
Balance sheet and cash flow forecasting	Establishing performance targets by aligning the balance sheet and cash flow statement with strategic alternatives. Create an integrated forecasting model, master data parameter, and actionable management reporting framework.
Working capital management	Create working capital model. Prioritize initiatives based on financial benefits and risk exposure. Develop processes to track and report working capital performance and assess/analyze continuous improvement.

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### 7.1 Capital Management Process

The process of managing capital in the Bank begins with the design and agreement on a strategy to drive its processes over a particular horizon as shown in the process flow diagram below:



This strategy must be endorsed by the Board after due consideration of the present economic realities and how they will impact the value addition to shareholders. Upon approval of the strategy, the implementation is the next step. At periodic intervals, progress is measured and adjusted against the target. Analysis of the situation involves not just milestone achievements but the positive and/or negative effect of the strategy being implemented. The process culminates in an effective allocation capital.

### 7.2 Capital Funding

*The landmark journey continues!*

With ardent efforts and focus given to the recapitalization programme of the Bank, the pursuit has continued to witness some positive tractions in the early Year 2021 amidst the pressing challenges of regulatory pressures to close as well as the unending global and growing widespread of COVID-19 pandemic and its mutations across jurisdictions.

#### Capital Raising Exercise

Unity Bank's capital raising initiative has been one defined by the painstaking, strategic and deliberate actions/steps taken by the Board & Management towards not only achieving the desired levels of capital injection from eligible investment partners, but also infuse a strategic competitive advantage in an increasingly dynamic financial services environment. This is an approach we have termed as Capital-Plus (Capital +).

Highlighted below is an update of the ongoing activities:

#### A. PROJECT ALPHA

The Bank has made significant move on this engagement. The investor has indicated its willingness, ability and readiness to commit significant capital injection to Unity Bank subject to the terms and conditions that will be jointly and severally concurred to between the buyer and seller.

Whilst the process has been a bit long, the Bank is exercising cautious optimism on the transaction.

#### B. PROJECT BETA

The Bank got another willing, able and ready investor of late. A fit and proper person review of the entity was conducted and the Bank deemed the investor worthy of championing the vision of the Bank. The Bank is working along this axis concurrently with other prospective investors being engaged with.

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### C. PROJECT GAMMA

The newest entrant into the capitalisation program is this investor based in a far east continent. They are in strategic partnership with a Private Bank based in an advanced economy base in the world and are desirous to acquire a controlling interest in a bank in Nigeria. They have expressed optimism to conclude the transactions swiftly.

### Conclusion

Overall, The Bank wants to have a widespread of prospects that support the best-of-class of suitors towards achieving its long-term business sustainability model under the recapitalization and corporate renewal programmes. The prospective investors have demonstrated utmost willingness to inject the required equity investment and substantial working capital into the Bank. Upon completion of the strategic engagement and closure process, the statutory compliance process shall kick-start. The Bank is on course in its corporate capital raise with high optimism.

### 7.3 Capital Planning And Allocation

Given the potential risks and challenges facing the industry at large and Unity Bank in particular, the focused attention that the management has put up had created fundamental changes to the business model. There had been practical implementation of liquidity mobilization with new product/service development, regulatory compliance and value-creation initiatives and the reality to keep up with meeting customers' obligations at this challenging period and given the under-capitalization status of the Bank. The Board has put primary focus in the recapitalization programme which is currently producing results.

The capital plan is strategically defined to align with the Bank's overall business focus and objective to be a Retail Bank of Choice in Nigeria. The following summarizes the general and specific goals of the Bank's capital management:

#### A. General Goals

1. Continuously meet customers' obligations
2. Provide stable atmosphere for prospective investors
3. Focus attention on the volume, mix, and maturities of assets and liabilities.
4. Control the degree of capital leverage through planning and anticipation of the mismatch or "gap" between rate-sensitive assets and liabilities, excessive growth requirements, or other changes in the bank structure.
5. Control exposure to changes in capital funding by planning for capital needs and providing guidelines to seek funding before critical timeframes expire.
6. Provide basis for balance sheet management in terms of capital planning.
7. Ensure the safety and soundness of the Bank's deposits, while providing an appropriate climate to the prospective investors.

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### B. Specific Goals

#### Situation Analysis

Ratio	Calculation	Current 2020	2019	Minimum	Target
Tier 1 Leverage Ratio	Tier 1 Capital / Total Consolidated Assets	-57.73%	-95.53%	10%	12%
Common Equity Risk Based Capital Ratio	Tier 1 Common Equity / Total Risk Assets	46.20%	74.17%	10%	12%
Tier 1 Risk Based Capital Ratio	Total Tier 1 Capital / Risk Weighted Assets	-101.29%	-200.88%	10%	12%
Capital Adequacy Ratio (B2 CAR)	Adjusted Capital/Risk Weighted Assets (on Credit Risk+Operational Risk+Market Risk)	-101.29%	-200.88%	10%	12%
Liquidity Ratio	Liquid assets/Qualifying Deposits	32.16%	41.19%	35%	70%

In addition, the Board and management has set a target level on long-term liability / Tier 2 Capital as a specific goal as follows:

- Maximum Ratio of Tier II Capital to Total Capital of 25%  
Furthermore, the level of capital will be considered adequate when it adequately surpasses the CBN regulatory benchmark of 10% from its current negative position, and is commensurate with the Bank's risk profile and new investors' risk assessment/definition criteria. The Bank will consider the following factors in its assessment of capital adequacy, asset quality, earnings, interest rate risk, liquidity and asset growth as well as other pertinent factors that are tied to long-term growth aspiration and strategy of Unity Bank.

#### Capital Allocation

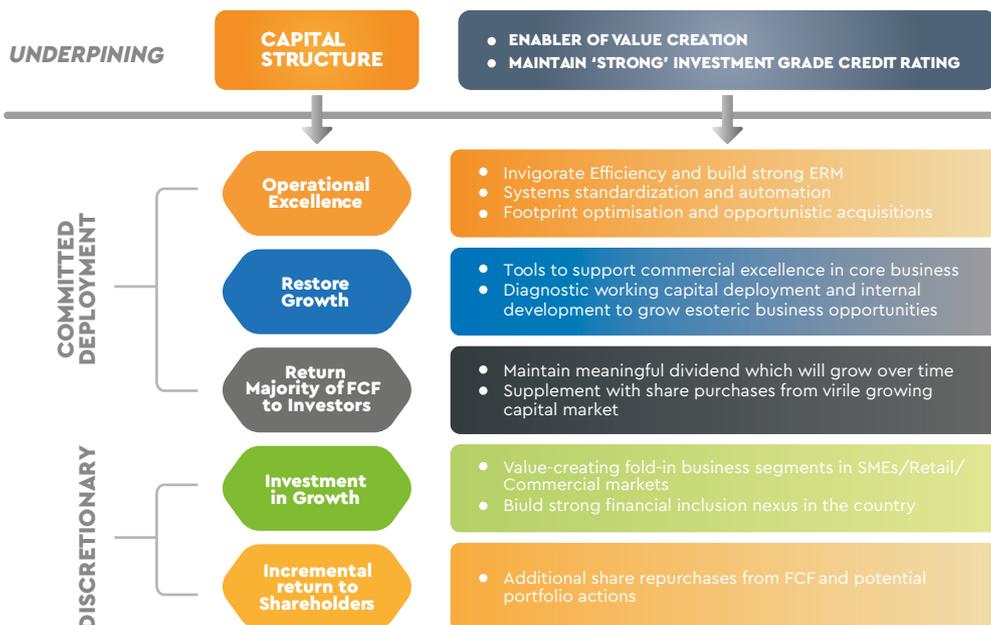
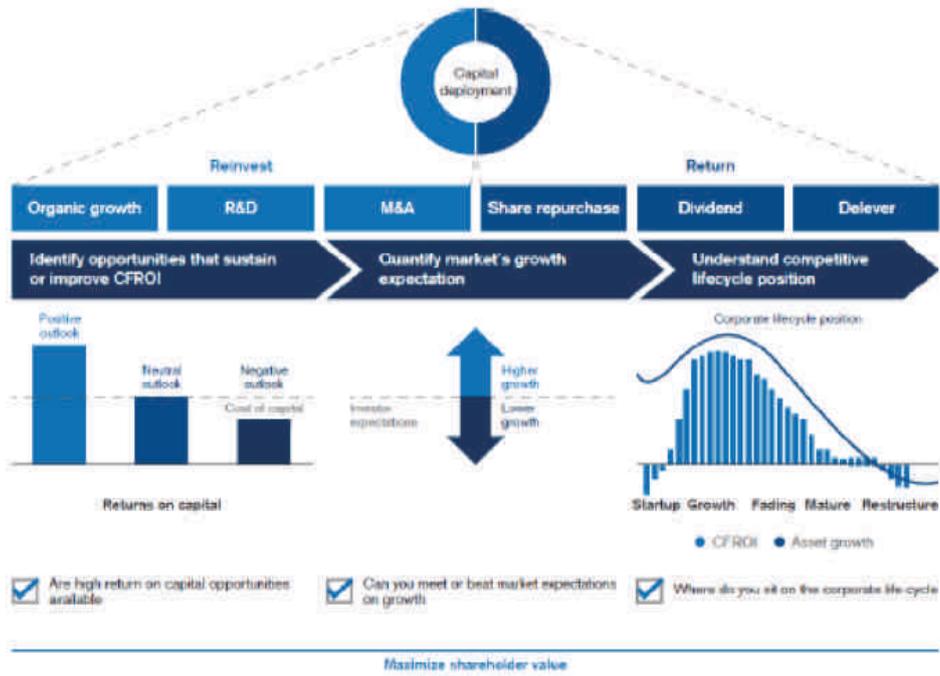
This is basically the process of allocating limited capital resources along business line and risk areas in the pursuit of Unity Bank's corporate goals. Some of the steps considered in allocating capital internally include:

1. Working with the growth projections in line with strategy as approved by the board. In doing this, a balance is struck between investing in sectors with superior returns and the emerging business opportunities in the industry.
2. Projection of capital requirement to determine capital budget at business and enterprise levels. This will also peg capital available to certain business lines.
3. When a business line reaches the limit of capital available, the release of more resources may be approved depending on the market opportunities and return on such investments.

The process is driven by Strategy, Financial Control and Risk Management.

# ENTERPRISE RISK MANAGEMENT

## Capital Deployment Strategy and Maximizing Shareholder Value



## ENTERPRISE RISK MANAGEMENT

The summary of risk and capital projections are shown in the table below.

Capital Parameters	Current Level	Projections		
	(2020)	2021	2022	2023
Credit RWA (Nbn)	221	331	496	745
Operation RWA (Nbn)	45	51	59	68
Market RWA (Nbn)	14	16	18	21
<b>Total RWA</b>	<b>279</b>	<b>398</b>	<b>574</b>	<b>834</b>
Regulatory Capital Charge (Nbn)	27	-	-	
Eligible Capital Level (Nbn)	(283)	19	86	167
Capital Adequacy	-101%	5%	15%	20%
Economic Capital Requirement				
Stress test Capital need (Nbn)		10.8	9.5	7.9
Pillar II Capital Need (Nbn)	14.93	12.68	11.03	
<b>Desired Capital</b>	<b>25.73</b>	<b>22.18</b>	<b>18.93</b>	

Unity Bank's projections shows an improvement in eligible capital by N302billion from N-283billion to N19billion. This will also result in an improvement in capital adequacy to 10%. 2020-2022 projections, shows an increase in RWA and capital with a corresponding decrease in EC, stressed capital and desired capital. Most importantly, projections in line with strategy points towards a healthy Capital adequacy Ratio of 15% by 2022.

A more granular breakdown of the projections is shown below:

# ENTERPRISE RISK MANAGEMENT

FINANCIAL AND RISK CAPITAL PROJECTION - 2021 TO 2023 (IN BILLIONS)													
Asset Class	Sector	Actual Position - 2020			Projections for 2021			Projections for 2022			Projections for 2023		
		Size	RWA	Growth Rate	Size	RWA	Growth Rate	Size	RWA	Growth Rate	Size	RWA	Growth Rate
Liquid Assets	Cash	6.86	0	4.83	40	-	0.05	42	0	0.10	46	0	
	Balances with CBN	4.64	0	0.73	8	-	0.25	10	0	0.20	12	0	
	CRR	87.77	0	0.03	90	-	0.26	113	0	0.22	138	0	
	Due from Banks	32.05	6.41	(0.94)	2	0.40	(0.50)	1	0	2.00	3	0	
	FGN Securities	126.28	0.12	2.61	456	0.43	0.06	484	0	0.14	551	0	
	Sub-national debts	0	0	-	0	-	-	0	0	-	0	0	
	Sub total	257.60	6.53	-	596	0.83	-	650	0	-	750	0	
Others	Investment	0	0	-	-	-	-	-	-	-	-	-	
	Fixed and other assets	32.09	27.68	0.74	56	56.00	(0.04)	54	54	(0.04)	52	52	
	Sub total	32.09	32.09	-	56.00	56.00	-	54.00	54.00	-	52.00	52.00	
	CORPORATE	196.94	142.73	(0.88)	24	23.97	1.71	64.96	64.96	0.03	66.94	66.94	
Risk Assets	COMMERCIAL/SME	0.02	0.02	1,262.16	24	24.00	0.33	32	32	0.25	40	40	
	PSE/ST-LG	0.11	0.08	(0.73)	0.03	0.03	0.33	0.04	0.04	0.50	0.06	0.06	
	RETAIL	5.20	2.99	(0.62)	2	2.00	0.50	3	3	1.00	6	6	
	PAST DUE <20	0.06	0.10	(1.00)	0	-	-	0	0	-	0	0	
	PAST DUE >=20	0	0	-	0	-	-	0	0	-	0	0	
	Total Credit RWA	202.33	145.91	-	50.03	50	-	100	100	-	113	113	
	Credit risk Mitigation	-	79.96	-	-7	(7.00)	0.29	-9	-9	0.22	-11	-11	
Contingent	Total adjusted Credit RWA	202.33	65.95	(0.79)	43	43.00	1.12	91	91	0.12	102	102	
	Total (Asset / RWA)	492.02	104.58	-	695.00	99.83	-	795.00	145.00	-	904.00	154.00	
Contingent	performance bonds, indemnities etc	37.04	7.41	(0.84)	6.11	1.22	0.10	6.72	1.34	0.10	7.39	1.48	
	Direct credit substitute e.g. guarantees	66.18	33.09	0.17	77.51	38.76	0.00	77.59	38.80	0.00	77.67	38.83	
	Total	83.17	40.50	(0.28)	60.00	30.00	0.58	95.00	47.50	0.56	148.00	74.00	
Regulatory Capital Adequacy Requirement	Total RWA	297.84	145.08	-	755.00	222.00	-	890.00	306.00	-	1052.00	366.00	
	Regulatory Capital Adequacy Requirement	-	-	-	-	-	-	-	-	-	-	-	
					5%			15%			20%		



# ENTERPRISE RISK MANAGEMENT

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## Strategic Risk

Steps taken to manage strategic risk exposures in the bank are enumerated below:

- Integrate risk management practices into the Bank's strategic planning process.
- Align resource requirements with strategic deliverables and ensure availability of commensurate resources working in conjunction with Corporate Services and make recommendations to MD/CEO.
- Provide the right platform to generate input for the evolution of an appropriate and effective strategic plan for the Bank.
- Ensure the effective communication and assimilation of the Bank's strategy to all staff and Management.
- Ensure the alignment of the Bank's goal with its risk appetite definitions
- Ensure the effective and proactive monitoring of the Bank's strategic plan.
- Implement risk-adjusted performance management system in conjunction with ERM's Office of the ED, Risk Management.
- Proactively monitor business performance vis-a-vis strategic targets through
- Periodic appraisal of strategy implementation on monthly, quarterly, bi-annual review.
- Competition review.

## Reputational Risk

This risk arises from damage to the Bank's image which may impair its ability to retain and generate business. It is the potential that negative perceptions of the Bank's conduct or business practices will adversely affect profitability, operations or customers and client.

The Bank has intensified its efforts in mitigating any risk that can affect its reputation. Part of this effort is the implementation of a strategy to ensure Customers complaints are resolved within the stipulated timelines given by the CBN with regards its categorized complaints.

A full-fledged Customers' Care Centre has also been upgraded with adequate staffing to improve the response time to customers' issue logging and resolution across the enterprise and has since commenced 24 hours service to customers.

A department in charge of quality management across the Bank has also been set up. This is to ensure that high service standards are maintained across the Bank and to ensure that brand losses are reversed; this department is manned by highly qualified individuals and supervised by an Executive Director.

The Bank takes the risk of brand capital very seriously and consequently a number of robust risk treatment plans have been implemented to manage this risk. Such include the Rebranding Projects, Customer satisfaction training project which include the hiring of a renowned American-based service excellent specialist for management and staff capacity building.

The Bank has also created a Customer Service and Total Quality Department that is saddled with the responsibility of reviewing the processes to make them more customer friendly without compromising risk management. Certain processes are automated – Credit Risk Process has been automated and others are being considered for automation in order to shorten turn-around time and give customers' satisfactory experience at all times.

## Systemic Risk

The Bank designed a comprehensive action plan to manage exposure to systemic risk. Transmission points of systemic risks were identified as follows:

1. Lending transactions
2. Interbank activities
3. Clearing activities

It is the responsibility of the Group Head, Risk Management to declare the occurrence of systemic risk situation.

### **Compliance and Legal Risk**

Compliance risk is the possibility of loss arising from the inability of the Bank to properly align its processes and policies to the regulatory dictates cum policies of the Apex Bank and /or other regulatory bodies. The Bank implemented both system-based and manual controls to ensure compliance with rules, regulations and laws governing operations of a financial institution in Nigeria. We have Zero-tolerance for non-compliance with Know-your-customer and Know-your-customers' business regulations in the Bank. Officers are exposed to detailed and regular training on anti-money laundering practices to acquire relevant capacity to manage these franchise risk issues. Expert opinions are obtained from internal and external solicitors to manage legal risks in all its key decision making processes.

The bank regularly engages a consultant to carry out detailed review of the Bank's Compliance risk management policies and processes with a view to determining the existing gaps and proffering appropriate remediation for such identified gaps in the framework.

Compliance issues are given top priority by the bank, compliance and legal risks are proactively identified and mitigated accordingly.

### **Legal Risks**

A full fledge Legal Department with an Assistant General Manager as its Head of Department reporting to the MD/CEO with effect from February 2016. Prior to this, the Department was reporting to ED, Risk Management & Control Directorate. All exposures to legal risks such as change in law, disputes for and against the Bank, and any other contractual and non-contractual rights management are being managed and mitigated on a proactive basis.

### **Interest Rate Risk**

Interest rate risk is the impact that changes in interest rates could have on the Bank's margins, earnings and capital. The Bank's objective for interest rate risk management is to ensure that its earnings are optimised, stable and predictable over time.

The framework outlined below describes the methodology for the identification, measurement and management of interest rate risk inherent in the Bank's traditional banking activities. Despite the tightening liquidity situation in the economy, the Bank fared well and recorded appreciable progress.

### **Risk Management of Interest Rate**

Interest rate risk is managed through efficient Assets-Liabilities proactive reviews carried out through Assets-Liabilities Management Committee and sound portfolio management principles incorporating transfer pricing and directed at effectively managing the Bank's mismatched positions.

The Bank manages its inherent interest rate risk mismatch through the optimal structuring of on balance sheet portfolio, (i.e. corporate, commercial and retail funding structures) with due consideration to the re-pricing gaps between rate sensitive liabilities and rate sensitive assets. Note 45 to the financial statements shows an analysis of the interest rate risk in the Bank.

### **Risk Identification and Measurement of Interest Rate Risk**

Interest rate risk exposure in the Bank is being identified and measured through the use of traditional re-pricing gap, sensitivity and economic value analyses. In addition, simulation/sensitivity analysis techniques are being developed to assess interest rate risk/reward profile.

Re-pricing gap analysis refers to the mismatches that result from timing differences in the re-pricing of assets, liabilities and off balance sheet instruments. The exposure shall be measured by both static and dynamic gap analysis, based on current and projected balance sheet as well as off balance sheet structures.

Sensitivity analysis - to understand the impact on net interest income arising from possible changes in rates, a sensitivity analysis shall be performed. The sensitivity analysis shall cover a variety of possible interest rate scenarios including scenarios capturing likely and extreme economic developments impact on movements in interest rates as a way of stress testing the Bank's net interest income.





**CORPORATE  
SOCIAL  
RESPONSIBILITY**

# Corporate Social Responsibility

REPORT FOR 2020

The year 2020 will go down in history as a year of a global pandemic. Despite its impact on the global economy and the financial ecosystem, the response of the Bank to the pandemic for the 2020 financial year became the major touch point for Unity Bank's Corporate Social Responsibility, CSR.

Unity Bank Plc's CSR operates as a set of corporate, business principles and philosophy that govern the establishment and maintenance of environmental, safety and occupational health programmes.) They are designed to protect the environment and health of its employees, customers, and the communities where the Bank operates in line with best practice.

The Bank strives to operate in this manner, not only to comply with laws and regulations, but also to demonstrate responsible environmental stewardship and maintain a positive relationship with communities/stakeholders. Thus, in recognition of the fact that the operational, business, economic, environmental, public, and social concerns, are all integrally linked to Unity Bank's future mission. In the same vein, meeting the commitment to protect these concerns has therefore become central to the Board, Executive and Senior Management's objective, as well as the individual and collective responsibility of all Unity Bank employees bank-wide.

Similarly, the vision that encompasses sustainability

initiatives in Unity Bank Plc is mainly driven through the Bank's CSR policy in a framework that lays out all corporate action plans and initiatives geared towards promoting the economy, improving social wellbeing and protecting the environment. This is realized through its operation, business, sponsorship, donations and interventions.

Our underlying philosophy ensures that the development and environmental needs of present generations must be addressed without compromising the ability of future generations to meet their own needs. Thus, Unity Bank Plc., its subsidiaries, affiliates, and associated companies consistently operate in a manner that minimizes detrimental impacts to society and the environment.

In effect, the CSR interventions in the year under review had been targeted at broad-based activities that created the needed impact on the society and individuals, but also achieved specific objectives for funding initiatives that drive financial inclusion in line with CBN's strategy to promote financial Literacy.

The Bank, therefore promotes initiatives that preserve, restore and enhance environmental, ecological, and natural resources balance as well as sanitation and hygiene. In the current year, the Bank was, in some cases, able to wholly create its own platform, take full sponsorship of platforms and/or supported initiatives that fall within the purview of the Bank's policy framework.

In 2020, Unity Bank's CSR interventions were expressed under the following broad categories:

- o Health
- o Education
- o Humanitarian
- o Governmental, and
- o Economic Empowerment

The Bank, as a responsible corporate citizen, identified worthy causes and co-created intervention initiatives in the society for the purpose of making social investment that have genuine impact on the lives of members of their host communities.

## CORPORATE SOCIAL RESPONSIBILITY

The cumulative investment underlying the interventions, partnership initiatives, donations and sponsorships currently stands at N144, 954, 000 (One Hundred and Forty-four Million, Nine Hundred and fifty-four Thousand Naira) only.

Breakdown is as follows:

### CSR Expenditure by Focal Areas



Naira  
**123,000,000 | 84.9%**

Health



Naira  
**1,000,000 | 0.68%**

Education



Naira  
**20,954,000 | 14.45%**

Others

TOTAL Naira  
**144,954,000.00 | 100%**

### Health

The year 2020 was dominated by global health pandemic in which COVID-19 threatened the existence of mankind and affected virtually all aspects of national life. To tackle the pandemic, the WHO, governments and institutional bodies introduced COVID-19 protocols of action to effectively respond to the global pandemic. As a responsible corporate citizen, the Bank partnered a major collaborative initiative championed by the Central Bank of Nigeria (CBN), Bankers' Committee and number of corporate bodies under the auspices of CA-COVID whilst also channeling targeted support in form of donation to three State governments. The donations made in this regard are:

S/N	BENEFICIARIES	AMOUNT (N)
1	CA-COVID	100,000,000.00
2	Oyo State	10,000,000.00
3	Ondo State	10,000,000.00
4	Jigawa State	3,000,000.00
<b>Total</b>		<b>123,000,000.00</b>

#### Sponsorship of Vital Health Radio Interactive Talk Show:

The Bank partnered Vital Health in order to boost public health communication programme. The Talk show disseminates evidence based health education intended to improve health as well as advocacy for the development of health policies that address critical issues (e.g. Sexually Transmitted Infections, HIV prevention and poverty) that impact overall health outcomes. The programme was aired on three (3) radio stations – Radio Nigeria Network, Inspiration FM and Liveway (online) Radio - with a total listenership of over 62 million audiences pan Nigeria.

## CORPORATE SOCIAL RESPONSIBILITY

### Education:

Education represents a critical area of intervention which was undertaken to pursue the realization of high literacy level as a means of realizing Nigeria's growth potential. The interventions were targeted at supporting initiatives for capacity building, access to quality education, skill acquisition and financial inclusion focusing on children and adults as beneficiaries.

On this plank, the Bank's intervention was anchored on five major areas as initially mentioned. Other areas under the educational interventions are as follows;

- o Financial Literacy Activation: One Minute Genius (OMG)
- o Youth and Economic Empowerment in 2020

### Renovation of Tanglang Primary And Junior Secondary School, Gombe.

The renovation of Tanglang Primary and Junior Secondary School is one of the CSR interventions undertaken in the course of the financial year to revamp the infrastructure of the school. Tanglang Primary and Junior Secondary School is one of the foremost education institutions in the Biliri Local Government that has played an important role in the development of the community. The donation helped to provide a more conducive learning environment for the students of the school. The Bank donated the sum of N1,000,000 only for the renovation.

### Financial Literacy:

Under financial Literacy, the Bank created an educational competition for students in

primary and secondary schools called One Minute Genius (OMG). The competition was held virtually and on Radio in Lagos and Abuja with the aim of promoting youth engagement, creating shared value and driving sustainable development initiatives.

Over the years, the Bank has consistently provided financial literacy programs to schools, but this initiative is even more important today as the CBN and other stakeholders have worked out framework for inclusion of financial literacy into secondary schools' education curriculum.

The event was an online program which hosted about a hundred call-in participants on the program and a total of 120 children were rewarded at the conclusion of the programme with cash prizes. And this virtual, participatory learning and reward contest has proved quite effective in achieving the goals of motivating the students towards subject mastery using a branch of reinforcement model.

### Corpreneurship Initiative:

Corpreneurship Challenge 3rd Edition in Lagos, Abuja, Ogun & Edo States – December 2020.

In line with its drive to empower and promote self-sufficiency among fresh graduates, Unity Bank Plc launched Corpreneurship Challenge among the Batch C, Stream 1 & 11 Corp members at the NYSC Orientation camps in Lagos, Ogun State, Edo and the FCT.

The Corpreneurship Challenge is an initiative that tasked participating Corp Members to develop Business Plan that could win a grant from the Bank after making a pitch. In drawing up a plan, the Bank organized coaching clinic to provide relevant guide to assist in unleashing their creative capacity and business acumen.

The Corpreneurship Challenge kicked off in the four Orientation Camps as a pilot programme. As such, the Bank has plans to roll out the programme in more locations. Twenty-four (24) Corps Members have so far benefited from the program by way of business grants.





2.



3.



4.



5.

1&2. Winners of Corpreneurship Challenge Business Grant at the FCT Orientation Camp.

3.4.5. Winner of the Corpreneurship Challenge Star Prize at the Lagos State Orientation Camp flanked by NYSC State Director, Unity Bank Staff and Panel of Judges for the Business Pitch.

### Youth Entrepreneurship Development:

#### Youth Professional Online Films & TV program

This year, the Young professional (YP) roundtable an initiative promoted by Unboxed Conferences was hosted online due to the global pandemic. It was aimed at encouraging youth empowerment and boosting the SME sector. The Youth empowerment initiative was sponsored by the Bank and it involved the MD's participation through an online meeting held virtually with all participants. It was developed to forge a mentor-mentee relationship whereby mentors listen to young people with innovative ideas and also share experiences and knowledge on how to help the mentees excel in their various fields of endeavors.

## CORPORATE SOCIAL RESPONSIBILITY

Mentors were also encouraged to connect mentees with opportunities for internship or funding of ideas. The MD shared words of wisdom with the professionals as well as the other contributions by the creatives in the Nollywood industry. The MD, alongside other Banks' MDs and practitioners' across the movie industry provided mentorship guide through the program.

### **Unity Symposium For Youth Empowerment And Mentorship Programme**

The symposium is a capacity and mentorship programme hosted in partnership with Salvation Crusaders Media to empower 60 Nigerian Youths from all across the regions of the country. The goal was to build a narrative around the next generation of professionals and social entrepreneurs in Nigeria. Awards were given to Nigerians who had distinguished themselves in various fields of human endeavor including the MD/CEO of Unity Bank in recognition of the Bank's CSR contributions to society.

The essence of the event is to encourage youth empowerment by improving the quality of life and providing a safe space for some gifted youths in Nigeria. Awards were given to certain Nigerians who had distinguished themselves in various fields of human endeavor including the MD/CEO of Unity Bank who was also awarded in recognition of the Bank's CSR contributions to society.



### **Environment:**

Due to the pandemic, the activities slated for the year for the purpose of promoting environmental sustainability were either rescheduled or diverted to an online platform. The Bank held capacity building initiatives to enhance sensitization of staff and promote community action for environmental protection. Hence, the Bank focused on promoting business activities that reduced generation of non-bio degradable waste, improved its treatment through effective recycling, low carbon emissions, all within our environment.

The 2020 CSR interventions underscore Unity Bank's commitment to the promotion of socio-economic development of the areas in which it operates. The interventions were equally an expression of the Bank's determination to continue contributing on an ongoing basis to the improvement of communities.

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**PRINCIPAL  
OFFICERS**

# Principal Officers

Employee Name	Gender	Job Name	Directorate
Tomi Somefun Mrs.	Female	Managing Director	Executive Office
Tuedor Temisan Mr.	Male	Executive Director	South-South/South-East & Franchise Business
Kolawole Ademola Ebenezer Mr.	Male	Executive Director	Finance & Operations
Abdulqadir Usman Mr.	Male	Executive Director	Enterprise Risk Management & Compliance

Employee Name	Gender	Job Name	Division/Group
Bakwunye Obijeeze Sunny Mr.	Male	Divisional Head	Treasury & Financial Institutions
Atiku Zubairu Mr.	Male	Group Head	IT & Operations
Aboyade-Cole Olufemi Agboola Mr.	Male	Divisional Head	Internal Control
Ahunanya Chinwe Patricia Mrs.	Female	Group Head	Regulatory Reporting & Tax Management
Abubakar Siddiki Adamu Mr.	Male	Ag. Chief Compliance Officer	Compliance
Famoriyo Michael Olusegun Mr.	Male	Divisional Head	Internal Audit
Nwambu Obidike Chris Mr.	Male	Group Head	Risk Management
Akinmade Olugbenga Olufunwa Mr.	Male	Divisional Head	Retail & SME Banking
Williams Adejumbi Alaba Mr.	Male	Company Secretary	Company Secretariat & Legal
Titilayo Abraham	Female	Chief Customer Service Officer	Customer Service
Ajuebon Nkemchor Hilary Mr.	Male	Divisional Head	Resources

Employee Name	Gender	Job Name	Directorate/Zone
Ogunrinde Abiodun Olubowale Mr.	Male	Directorate Head	Lagos & West
Bashir Mohammed Nuruddin Mr.	Male	Zonal Head	Abuja & North Central Zone
Muhammad Mustapha Mr.	Male	Zonal Head	North East Zone
Odigie William Otaigboria Innocent Mr.	Male	Zonal Head	South-South & South-East Zone
Baba Idris Mustapha Mr.	Male	Ag. Zonal Head	North West Zone

Employee Name	Gender	Job Name	Department
Abba Kazaure Yahaya Mr.	Male	Head Of Department	Information Technology
Adeniyi Abiola Adedeji Mr.	Male	Head Of Department	Collections Department
Ojesina Akintunde Opeyemi Mr.	Male	Head Of Department	SME Banking Department
Oluwaniyi Simeon Adegboyega Mr.	Male	Head Of Department	Central Operations
Olaosun Akanji Adesina Mr.	Male	Head Of Department	Regulatory Compliance Department
Okorie DeVoe Mr.	Male	Head Of Department	Corporate Communications Department
Adegbesan Olorunwa Babatunde Mr.	Male	Head Of Operations	Operations (South)
Aluko Rufus Olufemi Mr.	Male	Head Of Department	Internal Control (Head Office) Department
Olukoya Adebowale Olusegun Mr.	Male	Ag. Head Of Department	Legal Services Department
Akindele Olayinka Olalekan Mr.	Male	Head Of Department	Loan Recovery Department
Aniekwena Ebere Marian Mrs.	Female	Head Of Department	Financial Institutions
Tinuolu-Gabriel Isaac Oluremi Mr.	Male	Head Of Department	E-Business Department
Adaramola Oluropo Daniel Mr.	Male	Head Of Department	IT Risk Department
Fadipe Adeyemi Ayoade Mr.	Male	Head Of Department	Human Capital Management Department
Haruna Malgwi Mr.	Male	Ag. Head Of Department	Agric. Business Department
Coker Olayiwola Ibukun Mr.	Male	Head Of Department	Strategy & Development Department
Adebajo Oriyomi Olaitan Mr.	Male	Head Of Department	ALM & Interest Rate Trading
Ibitolu Lawrence Bolude Mr.	Male	Head Of Operations	Operations (North)

## PRINCIPAL OFFICERS

Ogweje Usman Jonathan Mr.	Male	Head Of Department	Procurement & Logistics Department
Onyia Wilson Mr.	Male	Head Of Department	Administration Department
Igebu EMIKE Elfrida Miss	Female	Head Of Department	Customer Care Department
Alaba Folajimi Mr.	Male	Head Of Department	Financial Reporting Department
Adubi Olubukola Akindele Mr.	Male	Head Of Department	Branch Audit Department
Dairo Adeola Kanyinsola Mrs.	Female	Head Of Department	Service Quality & Innovation Department
Maduekwe Ezeako Kenneth Mr.	Male	Head Of Department	Credit Control & Policy Department
Christiana Aliu	Female	Head Of Department	Head Office Audit Department
Adeyemi Orioye Emmanuel Mr.	Male	Head Of Department	Fraud & Investigation Department
Ojo Victor Olubusayo Mr.	Male	Head Of Department	Learning & Development Department
Lasisi Enitan Yahya Mr.	Male	Head Of Department	Operational Risk Department

Employee Name	Gender	Job Name	Region
Olanrewaju K. Olusegun Mr.	Male	Regional Manager	South West I Regional Office
Oladipo Babatunde Olusegun Mr.	Male	Regional Manager	Victoria Island Regional Office
Abimbola Simiat Adenike Mrs.	Female	Regional Manager	South West II Regional Office
Gana Ibrahim Abbakura Mr.	Male	Regional Manager	Adamawa Regional Office
Egena Adejo Idris Mr.	Male	Regional Manager	Minna/Kogi Regional Office
Agbaeze Chilasa Clifford Dr.	Male	Regional Manager	Enugu Regional Office
Jibrin Ahmed Mohammed Mr.	Male	Regional Manager	Lafia/Markurdi Regional Office
Arabi Ahmad Mahmoud Mr.	Male	Regional Manager	Bauchi Regional Office
Bukar Shettima Hamsatu Ms.	Female	Regional Manager	Kaduna I Regional Office
Dahiru Abdullahi Mohammed Mr.	Male	Regional Manager	Kaduna II Regional Office
Mustapha Lawan Abubakar Mr.	Male	Regional Manager	Maiduguri Regional Office
Etop Ekpo	Male	Regional Manager	Uyo Region
Oliseneku Ezumezu Emmanuel Mr.	Male	Regional Manager	Edo/Delta Regional Office
Lawal Mashi Kabir Mr.	Male	Regional Manager	Kano-South Regional Office
Moyi Aminu Mr.	Male	Regional Manager	Sokoto Regional Office
Akerele Olufemi Michael Mr.	Male	Regional Manager	Garki Regional Office
Mohammed Tsiga Tukur Mr.	Male	Regional Manager	Abuja Central Regional Office
Iginla Raimat Adebukola Mrs.	Female	Regional Manager	Apapa Regional Office
Abubakar Baba Adamu Mr.	Male	Ag. Regional Manager	Dutse Regional Office

# Protect my future!

unity  
**kids**  
ACCOUNT





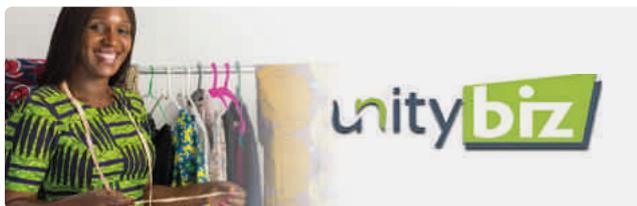
**PRODUCT  
INFORMATION**

## Retail & SME Liability Products

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This product is a **traditional current account** designed for registered businesses. It is designed to meet the needs of businesses that need to issue third party cheques and also enjoy transaction flexibility.



**Unity-Biz Current Account** is a cost effective current account designed for SMEs. This small product comes with robust payment and collection solutions for smooth day to day banking activities.



This **savings account** is designed for all microSME businesses that need to put some funds away for ventures while earning interest.



This is a **foreign currency account** that can be funded through foreign/local remittance and cash deposits.



A **Current Account for Individuals** that offers cheque- issuing designed to meet the needs of customers who need to issue third party cheques and also enjoy transaction flexibility.

## PRODUCT INFORMATION



**Unity Max Current Account** is designed to cater to the entire spectrum of financial needs of working professionals, across all segments – from lower-level employees to top executives



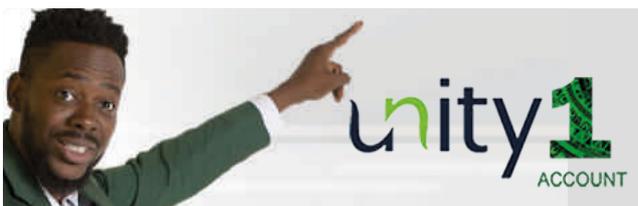
An easy to operate account that supports customers who wish to save money over a period of time.



It is a hybrid account that allows customers enjoy the benefit of a savings account while also enjoying the flexibility of a current account at no cost to the customer.



This savings account is designed to cater to kids and Teenagers below 18 years. It offers parents and guardians the opportunity to set aside funds for their children.



This savings account is targeted mainly at unbanked and underbanked people. It is a product mandatorily required by CBN, as it is an important part of the financial inclusion agenda, tasked with banking the unbanked

# Electronic Channels

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## Unifi Mobile App

An online mobile banking application that allows you to perform fundamental banking transactions from your bank account using your mobile device usually a smart phone or a tablet

### Features

- Airtime top-up
- Check Account balance
- Account Statements (of last 5 transactions)
- Funds transfer
- Bill payments
- ATM/Branch locator
- Save Beneficiary features

### Benefits

- Excellent customer service
- 24-hour access to transfer from your account
- Convenient and saves time of queuing at the branch
- Customer-friendly interface
- Convenient to use



## Convenient Banking (USSD – \*7799#)

A mobile payment application, which is designed to give access to our unbanked category of customers actively using a mobile phone and creating financial inclusion through mobile devices.

### Features

- Balance enquiry
- Funds transfer
- Bills payment
- Airtime/Data recharge
- PIN change
- BVN Verification
- Block Account
- Cardless Withdrawal
- Language selection
- Increase transaction limit
- Remove account
- USSD on POS
- Bet9ja wallet funding
- Bet9ja Gaming
- Lagos IGR payment

### Benefits

- Simple to use
- Convenient
- Affordable
- Available on all type of mobile phones
- Very secure and user friendly
- Enable transactions across other channels



### **Internet Banking Service (Corporate and Retail Internet Banking)**

It is a convenient and fast online Banking Platform that enables customers transact on their accounts 24/7, at the comfort of their homes or offices with the aid of personal computers/devices.

#### **Features**

- Account balance/statement
- Quick payment
- Cheque request
- Bills payment
- One-time payment
- Bulk payment
- Loans report
- Standing instructions
- Direct Debit
- Mobile Top-up
- Intra/Inter Bank transfers
- Self-Services
- Token management

#### **Benefits**

- Access to enquiries and statements
- Allows for swift Inter and Intra-bank Fund transfer
- Issue basic instructions such as cheque book request, hotlist card
- Empowering the Bank's customers to monitor their accounts 24/7
- Enable POS merchants to view and reconcile their daily transactions on their POS terminals



### **Point of Sale Terminals (POS – Linux and Android types)**

It is a device that enables receipt of payments for goods and services by customers to clients having accounts with the bank, followed by the issuance of a receipt. Payment can be made by inserting the customers' debit or credit cards into the terminal. It is also been used as a tool for Agency banking in remote areas.

#### **Features**

- Bills payment
- Purchases
- Agency Banking (Cash in, cash out, transfers, account opening etc.)
- VAS (Airtime top-up etc.)
- MCash Pay on POS
- USSD on POS
- Cash-back transactions

#### **Benefits**

- Merchants can operate 24/7 without risk
- Lower operational cost
- Reduced risk of theft and pilfering by cashiers
- Increased sales – cardholders are likely to make spontaneous purchases with cards

## ELECTRONIC CHANNELS

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- Increased market share
- Increased patronage
- Image projection internationally for merchants accepting international cards i.e. MasterCard, Visa cards.



### Automated Teller Machine

It is an electronic banking outlet, which allows customers to complete basic banking transactions without the aid of a branch representative or teller. It works with either the insertion of debit/credit cards or input of codes for card-less transactions.

#### Features

- Cash withdrawal
- Cardless withdrawal
- Balance Enquiry
- Interbank and Intra-Bank Transfers
- Utility bills payment
- Airtime top-up

#### Benefits

- Excellent customer services
- 24 hour access to transfer from your account
- Convenient and saves time of queuing at the branch



### e-Collections

It is an electronic way of collecting funds on behalf of business-oriented organizations from their customers through the e-channels platforms such as bank branch collections, online and other electronic channels seamlessly. It is the electronic way of receiving of funds from the public on behalf of a merchant/biller. The product offerings are: School Portal, Church Portal, Direct Debit, E-Ticketing, Hospital Management solution, Hotel Portal, IGR Collection, Customized solution, Integrated payment gateway

#### Features

- Payment to Billers and service provider
- Direct Debit
- Real time transaction and receipt of fund
- Keep audit trail
- End to end automation
- Gives Instant value for transaction

#### Benefits

- Cheap means of liability and income generation.
- End-to-end automation of the administrative processes of

## PRODUCT INFORMATION

- organization
- o Customer loyalty and retention
- o Convenience and saves time of queuing at branches by customers
- o Customized solution to suite customer's business need
- o Reduces transaction cost
- o Increase custom acquisition



### e-Payments (Unity Remit)

It is an automated system of making payments (such as vendor payment, salary payment, bill payment) through any of the bank's electronic platforms for the benefit of the customer and the bank at large. These customer-induced payments can either be made by the customer at the convenience of his office or from any branch of the bank.

#### Features

- o Automate your staff payroll at no cost
- o Prepare your payroll from anywhere in the world
- o Make vendor payments online from anywhere in the world
- o Make salary payments online from anywhere in the world
- o Make your tax payments from the comfort of your office or homes
- o Payment of vendors and other sundry expenses, bulk payment to people without bank accounts
- o Make single/ bulk transfers

#### Benefits

- o Secured payment
- o Reduced risk of carrying cash
- o Reduced social cost of transactions
- o Improve your brand equity
- o No reconciliation challenges
- o Easy management of funds

WesternUnion WU

MoneyGram

ria Money Transfer

TRANSFAST  
Worldwide Money Transfer

### Remittance

- WESTERN UNION MONEY TRANSFER
- MONEYGRAM MONEY TRANSFER
- RIA
- TRANSFAST

Remittance is the business of person to person funds transfer from one country to other countries through international network of agents. Unity bank is a member of the networks that facilitates these transactions and indeed a choice destination for money transfer services. Unity bank offers both inbound and outbound money transfer services across all our branches nationwide. This service is open to

## ELECTRONIC CHANNELS

account holders and non-account holders alike. Customers can receive funds from or transfer funds to over 250 countries in the world through either Western Union or MoneyGram platforms from any Unity bank branch nationwide.

### Features

- Send and receive funds in Naira and foreign currencies
- Transactions are secured with the use of pin pad
- Open to non-account holders subject to regulatory limit

### Benefits

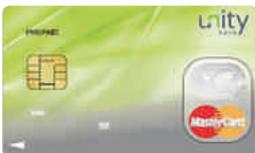
- Receive and send money within 10 minutes from/to anywhere in the world
- Service is absolutely free for receivers.... No charges
- Enjoy personalized and excellent customer service
- Free gift for every transaction

## Cards

This are payment cards which enables Unity Bank customers make payments on POS terminals, Web/online and ATM terminals. The various types of cards issued by the bank are as enumerated below.

Card Types	Features	Benefits
<p><b>UNITY VERVE CARD (N)</b> It is a Naira debit card that is linked to customer's savings, current or corporate account which can only be used to settle purchases within Nigeria.</p>	 <ul style="list-style-type: none"> <li>• Naira denominated Card</li> <li>• 3 years validity period</li> <li>• For local transactions (within Nigeria)</li> <li>• Cross border transactions in over 20 African countries.</li> <li>• CHIP &amp; PIN secured</li> </ul>	<ul style="list-style-type: none"> <li>• 24 hours access to funds on ATM, POS and WEB within Nigeria.</li> <li>• All customers' accounts can be linked to one card to enable accessibility to funds on any account type.</li> <li>• Reduces the risk and inconvenience of carrying cash.</li> <li>• Chip and Pin secured.</li> <li>• Access to discounts on Verve rewards partner locations worldwide</li> </ul>
<p><b>UNITY NAIRA DEBIT MASTERCARD (N)</b> Unity Naira Debit MasterCard is an international card denominated in Naira. It can be linked to customer's savings or current account.</p> <p>This type of card enables customers to carry out transactions both within and outside Nigeria on electronic terminals.</p>	 <ul style="list-style-type: none"> <li>• Naira denominated Card</li> <li>• 3 years validity period</li> <li>• For local and International transactions</li> <li>• CHIP &amp; PIN secured</li> </ul>	<ul style="list-style-type: none"> <li>• 24 hours access to funds on ATM, POS and WEB within and outside Nigeria</li> <li>• Reduces the risk and inconvenience of carrying cash.</li> <li>• Chip and Pin secured.</li> <li>• Convenient, reliable and safe means of carrying out transaction both locally and internationally</li> <li>• Provides additional security for web based transactions; Secure code for International transaction and safe token for local transactions.</li> </ul>

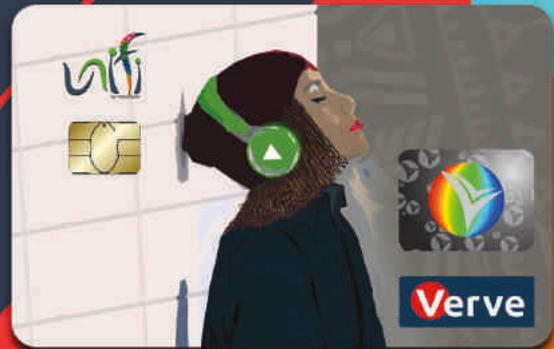
## PRODUCT INFORMATION

Card Types	Features	Benefits
<p><b>UNITY PLATINUM MASTERCARD (\$)</b> An internationally accepted debit card issued in partnership with MasterCard Worldwide. The card is a Dollar denominated card targeted at high end customers. It is linked to customer's dollar domiciliary account and can be used to settle purchases within and outside Nigeria. All transactions done using this card reflect immediately on the customer's domiciliary account.</p>	 <ul style="list-style-type: none"> <li>• Dollar denominated</li> <li>• Higher transaction limits</li> <li>• 3 years validity period</li> <li>• For International &amp; Local transactions</li> <li>• CHIP &amp; PIN secured</li> <li>• Available on both individual and corporate account.</li> </ul>	<ul style="list-style-type: none"> <li>• 24 hours access to funds on ATM, POS and WEB within and outside Nigeria</li> <li>• Increased withdrawal limits</li> <li>• Increased transaction velocity limit</li> <li>• Access to VIP lounges and discounts at MasterCard partner locations worldwide</li> <li>• Provides additional security for web based transactions; Secure code for International transaction and safe token for local transactions.</li> </ul>
<p><b>UNITY GENERIC PREPAID MASTERCARD (\$/N)</b> An international prepaid card issued in partnership with MasterCard Worldwide. It can either be denominated in US Dollars or Naira and is not attached to any account which however, can be used to settle purchases in other major currencies. Settlement of outstanding is not applicable as customers spend the available funds loaded on their card.</p>	 <ul style="list-style-type: none"> <li>• Dollar /Naira denominated</li> <li>• 3 years validity period</li> <li>• For local &amp; International transactions</li> <li>• CHIP &amp; PIN secured</li> </ul>	<ul style="list-style-type: none"> <li>• 24 hours access to funds on ATM, POS and WEB within and outside Nigeria</li> <li>• Your card eliminates the risk and inconvenience of carrying cash.</li> <li>• Unity Bank Prepaid MasterCard can be loaded with a minimum of \$100.</li> <li>• Helps to manage the risk of overspending</li> <li>• Provides additional security for web based transactions; Secure code for International transaction and safe token for local transactions.</li> <li>• Reloadable as many times as possible within the card validity.</li> </ul>
<p><b>UNITY HOLYTRIP PREPAID MASTERCARD (\$/N)</b> It is an international prepaid card issued in partnership with MasterCard Worldwide. It can either be denominated in US Dollars or Naira and is not attached to any account which however, can be used to settle purchases in other major currencies. Settlement of outstanding is not applicable as customers spend the available funds loaded on their card.</p>	 <ul style="list-style-type: none"> <li>• Dollar /Naira denominated</li> <li>• 3 years validity period</li> <li>• For local &amp; International transactions</li> <li>• CHIP &amp; PIN secured</li> </ul>	<ul style="list-style-type: none"> <li>• Specifically designed for pilgrims.</li> <li>• 24 hours access to funds on ATM, POS and WEB within and outside Nigeria</li> <li>• Your card eliminates the risk and inconvenience of carrying cash.</li> <li>• Unity Bank Prepaid MasterCard can be loaded with a minimum of \$100.</li> <li>• Helps to manage the risk of overspending</li> <li>• Provides additional security for web based transactions; Secure code for International transaction and safe token for local transactions.</li> </ul>

## ELECTRONIC CHANNELS

Card Types	Features	Benefits
<p><b>UNITY VERVE PREPAID (N)</b></p> <p>It is a card issued in partnership with Interswitch Limited. This is a reloadable naira denominated card that can be used for transaction on all terminals within Nigeria. The card is not attached to any account as walk-in customers/customers load funds on the card at their convenience.</p>	 <ul style="list-style-type: none"> <li>• Naira denominated</li> <li>• 3 years validity period</li> <li>• For local transactions</li> <li>• CHIP &amp; PIN secured</li> </ul>	<ul style="list-style-type: none"> <li>• 24 hours access to funds on ATM, POS and WEB within Nigeria</li> <li>• Your card eliminates the risk and inconvenience of carrying cash.</li> <li>• Helps to manage the risk of overspending</li> <li>• Access to discounts on Verve rewards partner locations worldwide</li> </ul>
<p><b>UNITY COMBO CARD (N)</b></p> <p>It is combination of an identification card and a payment card. (All-in-one). This card is specifically designed for Schools (Secondary &amp; Tertiary Institutions), Cooperative societies and Corporate/ Government organizations</p>	 <ul style="list-style-type: none"> <li>• Data of Institution /Student</li> <li>• Naira denominated</li> <li>• 3 years validity period</li> <li>• For local transactions</li> <li>• CHIP &amp; PIN secured</li> </ul>	<ul style="list-style-type: none"> <li>• Customized identity &amp; payment card</li> <li>• 24 hours access to funds on ATM, POS and WEB within Nigeria</li> <li>• Your card eliminates the risk and inconvenience of carrying cash.</li> <li>• Helps to manage the risk of overspending</li> <li>• Access to discounts on Verve rewards partner locations worldwide</li> </ul>
<p><b>GIFT CARD (N)</b></p> <p>It is a variant of Verve Prepaid card loaded with funds and issued as a gift to loved ones, friends and acquaintances. The card enables cardholder to make purchases of goods and services on electronic terminals within Nigeria.</p>	 <ul style="list-style-type: none"> <li>• Preloaded Naira denominated card</li> <li>• 3 years validity period</li> <li>• For local transactions</li> <li>• CHIP &amp; PIN secured</li> </ul>	<ul style="list-style-type: none"> <li>• Designed to suit occasions</li> <li>• 24 hours access to funds on ATM, POS and WEB within Nigeria.</li> <li>• Enables cardholder access to enjoy discounts in Verve rewards locations nationwide.</li> </ul>
 <p><b>UNITY NAIRA CREDIT CARD (N)</b></p> <p>Unity Bank Credit Card is a revolving secured card with a credit limit that is based on a percentage of the collateral amount or monthly basic salary. Credit cards may either be cash collateralized or salary-backed.</p> <p>The variants available are Platinum and Standard.</p>	<ul style="list-style-type: none"> <li>• Denominated in Naira</li> <li>• 3 years validity period</li> <li>• Works on all channels – ATM, POS &amp; WEB</li> <li>• 40days interest free period</li> <li>• 3.5% interest on outstanding balance</li> <li>• Revolving limit within card validity</li> <li>• Availability of up to two supplementary cards</li> <li>• Offline real time</li> <li>• Repayment period window matched with salary date</li> <li>• Enabled for local and international transactions</li> </ul>	<ul style="list-style-type: none"> <li>• Access to multiple income streams.</li> <li>• Convenience of repayments with our local currency (=N=)</li> <li>• Global acceptability of MasterCard (local and international transactions)</li> <li>• Cheaper interest management – billed only on amount utilized.</li> <li>• Opportunity to build a good credit history for future lending.</li> <li>• Card acts as a bridge for short term cash flow gap.</li> <li>• Convenient repayment cycles and process.</li> </ul>

# Nothing Says Freedom More Than Options



With my bank, I succeed in  
**Agribusiness**



Personal Banking | SME Banking | Agric Business | Digital Banking

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[www.unitybankng.com](http://www.unitybankng.com)

The background features a collage of business-related images: a calculator, a pie chart, a laptop keyboard, and a hand holding a pen over a document. A large, semi-transparent white hexagon is centered on the page, containing the title text. The overall color palette consists of green, orange, and white.

# **CORPORATE DIRECTORY INFORMATION**

# Corporate Directory

SN	STATE	BRANCH NAME	BRANCH ADDRESS
1	ABIA	IKOT EKPENE BRANCH	NO. 164 IKOT EKPENE ROAD UYO
2	ABIA	AKA ROAD BRANCH	NO. 26B, AKA ROAD UYO, AKWA IBOM
3	ABIA	FACTORY ROAD BRANCH	NO 7 FACTORY ROAD ABA
4	ABIA	FAULKS ROAD BRANCH	NO. 185, FAULKS ROAD, ABA
5	ABIA	UMUAHIA BRANCH	NO. 2 CLUB ROAD,UMUAHIA,ABIA
6	ADAMAWA	YOLA BRANCH	NO. 1 BANK ROAD, BEKAJI, YOLA
7	ADAMAWA	MUBI BRANCH	AHMADU BELLO WAY, MUBI
8	ADAMAWA	NUMAN BRANCH	PLOT 24/26 YOLA ROAD, NUMAN
9	ADAMAWA	GANYE BRANCH	MBULO ROAD, OPPOSITE AP FILLING STATION GANYE
10	ADAMAWA	HONG BRANCH	NO 5 MAJALISA ROAD, OPPOSITE FIRST BANK PLC, CLOSE TO DISTRICT HEAD PALACE, HONG TOWN
11	ANAMBRA	NIGER HOUSE BRANCH	NO. 1B BRIGHT STREET, OPPOSITE DE-YOUNG SHOPPING COMPLEX, ONITSHA
12	ANAMBRA	SGBN BUILDING BRANCH	NO. 38, NEW MARKET ROAD, NKPOR
13	ANAMBRA	NEW MARKET ROAD BRANCH	NO. 33 NEW MARKET ROAD, ONITSHA.
14	ANAMBRA	AWKA BRANCH	NO. 37, ZIK AVENUE, AWKA
15	BAUCHI	COMMERCIAL ROAD, BRANCH	AHMED ABDULKADIR ROAD, BAUCHI
16	BAUCHI	AZARE BRANCH	JAMA'ARE ROAD, AZARE, BAUCHI
17	BAUCHI	MURTALA MOHD WAY, BRANCH	560 MURTALA MOHAMMED WAY, BAUCHI
18	BAUCHI	ALKALERI BRANCH	GOMBE ROAD, ALKALERI TOWN, BAUCHI
19	BAYELSA	YENEGOA BRANCH	NO. 552 CHIEF MELFOROAD OKILO WAY, EBIS JUNCTION, BIOGBOLO, YENAGOA.
20	BENUE	GBOKO BRANCH	NO. 42, J S TARKA WAY, GBOKO
21	BENUE	OTUKPO BRANCH	NO. 63, AHMADU BELLO WAY, OTUKPO
22	BENUE	UGBOKOLO BRANCH	OLD OTUKPO ROAD, UGBOKOLO
23	BENUE	BANK ROAD, MAKURDI BRANCH	NO. 35, BANK ROAD, MAKURDI
24	BENUE	APA BRANCH	NO. 1, MARKET ROAD UGBOKPO, APA
25	BENUE	ZAKI BIAM BRANCH	Y- JUNCTION, ZAKI BIAM, BENUE
26	BORNO	KIRKASAMA RD BRANCH	NO. 10 KIRKISAMA ROAD, MAIDUGURI
27	BORNO	BAMA ROAD BRANCH	NO. 11 BAMA ROAD, MAIDUGURI
28	BORNO	LAKE CHAD ROAD BRANCH	LAKE CHAD ROAD, MAIDUGURI
29	BORNO	BAGA ROAD BRANCH	NO. 4 BAGA ROAD, MAIDUGURI
30	BORNO	MONDAY MARKET BRANCH	ALI MONGUNO ROAD, MONDAY MARKET, MAIDUGURI.
31	CALABAR	CALABAR BRANCH	NO. 84 NDIDEM USANG ISO RD., OPP MARIAN MARKET,CALABAR
32	DELTA	ABRAKA BRANCH	DELTA STATE UNIVERSITY ROAD,ABRAKA
33	DELTA	AGBOR BRANCH	OLD LAGOS-ASABA ROAD, AGBOR
34	DELTA	ASABA BRANCH	NO. 69 DENNIS OSADEBE ROAD, ASABA
35	DELTA	EFFURUN BRANCH	NO. 29, EFFURUN/ SAPELE ROAD, EFFURUN WARRI
36	DELTA	KWALE BRANCH	NO. 109, UMUSADEGE ROAD
37	DELTA	OLEH BRANCH	NO. 6, I.D.C ROAD OLEH
38	DELTA	SAPELE BRANCH	NO.2 COURT ROAD SAPELE
39	DELTA	UGHELLI BRANCH	NO. 2, POST OFFICE ROAD, UGHELLI
40	DELTA	WARRI BRANCH	NO. 10 WARRI-SAPELE ROAD
41	DELTA	OZORRO BRANCH	URUDE ROAD, OZORO
42	EBONYI	ABAKALIKI BRANCH	NO. 30B, OGOJA RD, ALONG SAM EGWU WAY ABAKPA, ABAKALIKI
43	EDO	AFUZE BRANCH	NO. 26 AUCHI AFUZE ROAD, AFUZE
44	EDO	AUCHI BRANCH	NO. 1 OTARU ROAD, AUCHI.
45	EDO	MISSION ROAD BRANCH	NO. 69 MISSION ROAD, BENIN
46	EDO	NEW BENIN BRANCH	NO. 98, NEW LAGOS ROAD, NEW BENIN, BENIN CITY
47	EDO	UROMI BRANCH	NO. 15, MARKET ROAD, UROMI

## CORPORATE DIRECTORY

48	EDO	IGARRA BRANCH	NO. 292 MOMODU AJAYI ROAD, IGARRA
49	EDO	UNIBEN BRANCH	UGBOWO CAMPUS, BESIDE BURSARY DEPARTMENT, UNIVERSITY OF BENIN, BENIN CITY
50	EDO	RING ROAD BRANCH	KINGS SQUARE BY AIR PORT ROAD, RING ROAD, BENIN CITY
51	EKITI	OTUN EKITI BRANCH	AMUTUTU STREET, ALONG AYETORO RD., OTUN EKITI, EKITI STATE
52	EKITI	ADO EKITI BRANCH	NO. 158, OPOPOGBORO STREET, ADO-EKITI
53	ENUGU	ENUGU BRANCH	NO. 46, OGUI ROAD, ENUGU
54	FCT	GARKI AREA 3 BRANCH	NO.11, FASKARI STREET, AREA 3, GARKI, ABUJA
55	FCT	CBD BRANCH	PLOT 785, HERBERT MACAULAY WAY, C.B.D. ABUJA
56	FCT	GWAGWALADA BRANCH	SECRETARIAT ROAD, GWAGWALADA, FCT
57	FCT	KWALI BRANCH	SECRETARIAT ROAD, KWALI, ABUJA
58	FCT	MAITAMA BRANCH	NO.11, IMANI EST, SHEHU SHAGARI WAY, MAITAMA, ABUJA
59	FCT	BWARI BRANCH	NO. 44, SHAGARI ROAD. OPPOSITE JAMB HEADQUARTERS BWARI, ABUJA
60	FCT	KARU BRANCH	NO. 5, CADASTRAL ZONE 09/06 KARU ABUJA
61	FCT	EVARIST HOUSE BRANCH	EVARIST HOUSE, PLOT 1529, NOUAKCHOTT STR, WUSE ZONE I
62	FCT	JABI BRANCH	SABON DALE SHOPPING COMPLEX, NO. 219, OBAFEMI AWOLOWO STREET, JABI DISTRICT, ABUJA
63	FCT	NASS BRANCH	NATIONAL ASSEMBLY COMPLEX, THE THREE-ARMS ZONE, GARKI-ABUJA
64	FCT	HAFSAT PLAZA BRANCH	HAFSAT PLAZA, PLOT 472, CONSTITUTION AVE. CENTRAL AREA, ABUJA
65	FCT	WUSE ZONE 5 BRANCH	COPPER HOUSE PLAZA, NO 4 , ALGIES STREET, WUSE ZONE 5
66	FCT	WUSE II BRANCH	NO. 515, ADETOKUNBO ADEMOLA WAY, WUSE II, ABUJA
67	FCT	WUSE ZONE 3 BRANCH	NO. 35, ASWAN STREET, WUSE ZONE 3, ABUJA
68	FCT	BANEX BRANCH	BANEX PLAZA, PLOT 750, AMINU KANO CRESCENT WUSE II, ABUJA
69	FCT	KUBWA BRANCH	NO. 2, GBAZANGO OFF GADO NASKO STREET, KUBWA ABUJA
70	FCT	GWARIMPA BRANCH	ANAFARA PLAZA, 1ST AVENUE, GWARIMPA ABUJA
71	GOMBE	GOMBE COMMERCIAL AREA BRANCH	COMMERCIAL AREA, GOMBE
72	GOMBE	BILLIRI BRANCH	NO. 3, YOLA ROAD, BILLIRI TOWN
73	GOMBE	BIU ROAD BRANCH	PLOT 9, GOMBE/BIU ROAD, GOMBE
74	GOMBE	TUDUN HATSI BRANCH	TUDUN HATSI GRAIN MARKET, EMIRS PALACE ROAD, GOMBE STATE
75	IMO	OWERRI BRANCH	NO. 23 WETHERAL ROAD OWERRI
76	JIGAWA	NEW ROAD DUSTE BRANCH	NEW ROAD DUTSE , ADJACENT TO INVESTMENT HOUSE, DUSTE
77	JIGAWA	BIRNINKUDU TOWN BRANCH	NO. 1, MAIDUGURI ROAD, BIRNIN-KUDU TOWN, JIGAWA
78	JIGAWA	KIYAWA ROAD BRANCH	SANI ABACHA WAY, OPPOSITE PHCN, DUTSE
79	JIGAWA	KAZAURE BRANCH	NO. 14, KANTI DAURA ROAD, KAZAURE, JIGAWA
80	JIGAWA	MAIGATARI BRANCH	CHIROMA AHMADU STREET, MAIGATARI
81	JIGAWA	KAFIN HAUSA BRANCH	KAFIN HAUSA BY MAIN MARKET, OPPOSITE OLD MOTOR PARK, KAFIN HAUSA LGA
82	JIGAWA	ABUBAKAR MAJE ROAD BRANCH	NO. 7, MAJE ROAD, HADEIJA
83	JIGAWA	JAHUN BRANCH	448 KAFIN HAUSA ROAD, JAHUN
84	JIGAWA	GUMEL BRANCH	NO 2 UNGUWAR YADI GUMEL
85	JIGAWA	RINGIM BRANCH	SABON GIDA, RINGIM TOWN, JIGAWA STATE
86	KADUNA	SOKOTO ROAD ZARIA, BRANCH	NO 1 SOKOTO ROAD, ZARIA
87	KADUNA	ABUBAKAR GUMI MARKET 1 BRANCH	BROAD CASTING ROAD, KADUNA
88	KADUNA	YAKUBU GOWON WAY BRANCH	PLOT 1B YAKUBU GOWON WAY, KADUNA
89	KADUNA	KACHIA ROAD BRANCH	NO. 7 KACHIA ROAD KADUNA
90	KADUNA	KAFANCHAN BRANCH	NO. 12, KAGORO ROAD, KAFANCHAN
91	KADUNA	MAIN STREET ZARIA BRANCH	NO. 1A MAIN STREET ZARIA
92	KADUNA	INDEPENDENCE WAY KADUNA	NO. 134/136, OPPOSITE RANCHERS BEES STADIUM, INDEPENDENCE WAY, KADUNA

## CORPORATE DIRECTORY

93	KADUNA	JUNCTION ROAD, KADUNA BRANCH	NO.175BZ, JUNCTION ROAD, KADUNA
94	KADUNA	PAMBEGUA BRANCH	KADUNA - JOS ROAD, NEAR UBE PRIMARY EDUCATION, PAMBEGUA.
95	KADUNA	IKARA BRANCH	NO. 7, SECRETARIAT ROAD, IKARA
96	KADUNA	BAKORI HOUSE BRANCH	NO.A3, AHMADU BELLO WAY, BAKORI HOUSE, KADUNA
97	KADUNA	BIRNIN GWARI BRANCH	NO. 30, LAGOS ROAD BIRNIN GWARI
98	KADUNA	KADUNA REFINERY BRANCH	NNPC/KRPC STAFF COOPERATIVE PLAZA BUILDING, KADUNA REFINERY AND PETROCHEMICAL COMPANY COMPLEX, NNPC DEPOT, KACHIA ROAD, KADUNA
99	KANO	KANO CITY BRANCH	NO. 2, DURUMIN IYA QTRS, BESIDE PHCN KANO CITY SERVICE STATION
100	KANO	NASSARAWA BRANCH	NO.2, ZARIA ROAD, KANO.
101	KANO	SANI ABACHA WAY BRANCH	NO.5A, SANI ABACHA WAY, KANO
102	KANO	SHARADA BRANCH	SHARADA IND EST, PHASE 1, KANO
103	KANO	CHIROMAWA TOLL GATE BRANCH	CHIROMAWA TOLL GATE, KANO-ZARIA ROAD
104	KANO	ZOO ROAD BRANCH	NO.1 ZOO ROAD BY NEW COURT ROAD, KANO
105	KANO	BELLO ROAD BRANCH	NO.10E BELLO ROAD, KANO
106	KANO	DANBATTA BRANCH	KAZAURE ROAD, DANBATTA
107	KANO	DAWAKIN KUDU BRANCH	DAWAKIN KUDU UNGUWAR NAIBI, KOFAR AREWA, DAWAKIN KUDU
108	KANO	IBB WAY BRANCH	NO. 4 IBB WAY, KANTIN KWARI
109	KANO	WUDIL BRANCH	NO.2, ALU DAN DARMAN STREET, GAYA ROAD
110	KANO	IBRAHIM TAIWO ROAD BRANCH	IBRAHIM TAIWO ROAD, KANO
111	KANO	KOFAR RUWA MARKET BRANCH	KOFAR RUWA MARKET, OPPOSITE BANK PHB, KANO
112	KANO	ELDORADO BRANCH	ELDORADO BY AIRPORT ROAD, KANO.
113	KANO	TAKAI BRANCH	NO 2A ALBASU ROAD, TAKAI KANO
114	KANO	BOMPAI BRANCH	18B MURTALA MOHAMMED WAY, BOMPAI
115	KANO	DAWANUA GRAIN MARKET BRANCH	DAWANAU GRAIN MARKET, KATSINA ROAD, DAWAKIN TOFA LOCAL GOVT., KANO
116	KANO	TAL'UDU BRANCH	NO.311 AMINU KANO WAY, OPPOSITE JAGORA BOOKSHOP, TALUDU.
117	KANO	GWARZO BRANCH	ADJACENT TO HONEYWELL FILLING STATION, KANO-GWARZO ROAD.
118	KANO	HOTORO BRANCH	NO. 458, BASHIR MAITAMA SULE STREET, HOTORO (OPPOSITE RIMI HOLDING LIMITED, MAIDUGURI ROAD), KANO.
119	KANO	TUDUN-WADA DOGUWA BRANCH	TUDUN WADA DOGWA, JOS ROAD, KANO
120	KATSINA	KATSINA BRANCH	NO. 210, IBB WAY, PMB 2002, KATSINA
121	KATSINA	FUTUA BRANCH	NO 41 GUSAU ROAD FUNTUA, KATSINA
122	KATSINA	DAURA BRANCH	KONGOLON ROAD, DAURA
123	KATSINA	DUTSIN-MA BRANCH	NO.10, HOSPITAL ROAD, DUTSIN-MA
124	KATSINA	KIPDECO BUILDING BRANCH	NO. 61 IBB WAY KIPDECO BUILDING KATSINA
125	KATSINA	KATSINA CENTRAL MARKET BRANCH	KATSINA CENTRAL MARKET, KATSINA
126	KATSINA	MUSAWA BRANCH	MUSAWA TOWN, ADJACENT MUSAWA MARKET, KATSINA
127	KEBBI	BIRNIN KEBBI BRANCH	NO. 3, AHMADU BELLO WAY, BIRNIN KEBBI
128	KEBBI	WASAGU BRANCH	DANKO/WASAGU LOCAL GOVERNMENT, KEBBI
129	KEBBI	JEGA BRANCH	NO. 3, SOKOTO ROAD, JEGA BIRNIN KEBBI
130	KEBBI	YAURI BRANCH	NO.35, SOKOTO-KONTAGORA ROAD, YAURI, KEBBI
131	KOGI	AJAOKUTA BRANCH	GEREGU CAMP, AJAOKUTA
132	KOGI	LOKOJA BRANCH	MURTALA MOHAMMED WAY,LOKOJA.
133	KOGI	OKENE BRANCH	NO. 6, HOSPITAL ROAD, OKENE
134	KOGI	ANKPA BRANCH	ANYIGBA ROAD, ANKPA
135	KOGI	KABBA BRANCH	ILUPA QUARTERS IYARA-KABBA
136	KWARA	MURTALA MOHAMMED WAY, BRANCH	NO. 147, MURTALA MOHAMMED WAY, ILORIN
137	KWARA	OFFA BRANCH	IBRAHIM TAIWO ROAD, OPPOSITE OFFA CLUB, PMP 424, OFFA
138	KWARA	NEW MARKET ROAD BRANCH	NO. 1, NEW MARKET ROAD BABOOKO ILORIN

## CORPORATE DIRECTORY

139	LAGOS	CREEK ROAD BRANCH	PLOT 18, CREEK ROAD, APAPA
140	LAGOS	BURMA ROAD BRANCH	NO. 44 BURMA ROAD, APAPA
141	LAGOS	HEAD OFFICE ANNEX BRANCH	PLOT 290A, AKIN OLUGBADE STREET, VICTORIA ISLAND
142	LAGOS	OBA AKRAN BRANCH	NO.42, OBA AKRAN AVENUE, IKEJA
143	LAGOS	ADEOLA ODEKU BRANCH	NO. 19, ADEOLA ODEKU STREET, VICTORIA ISLAND
144	LAGOS	HEAD OFFICE BRANCH	NO. 42 AHMED ONIBUDO STREET, VICTORIA ISLAND
145	LAGOS	YABA COMM AVENUE BRANCH	NO. 32A, COMMERCIAL AVENUE,SABO YABA
146	LAGOS	ALLEN BRANCH	NO. 95, ALLEN AVENUE, IKEJA
147	LAGOS	BROAD STREET BRANCH	NO. 114, BROAD STREET, LAGOS ISLAND
148	LAGOS	TIAMIYU SAVAGE BRANCH	PLOT 1397A, TIAMIYU SAVAGE STREET, VICTORIA ISLAND
149	LAGOS	OPEBI BRANCH	NO. 37, OPEBI ROAD, IKEJA
150	LAGOS	MARINA BRANCH	NO. 2/4, DAVIES STREET, OFF MARINA ROAD, LAGOS ISLAND
151	LAGOS	IDI ORO BRANCH	NO. 94, AGEGE MOTOR ROAD, IDI ORO, MUSHIN
152	LAGOS	ABULE EGBA BRANCH	LAGOS STATE ABATTOIR COMPLEX, OKO-OBA, AGEGE. LAGOS
153	LAGOS	EBUTE ERO BRANCH	NO. 110, ALAKORO STREET, EBUTE-ERO, LAGOS ISLAND
154	LAGOS	MILE 12 BRANCH	NO. 565, IKORODU ROAD, KOSOFE, MILE 12
155	LAGOS	OREGUN ROAD BRANCH	NO. 100, KUDIRAT ABIOLA WAY, OREGUN ROAD, IKEJA
156	LAGOS	TINCAN PORT BRANCH	BEHIND TINCAN PORT ADMIN BLOCK, TINCAN, APAPA,
157	LAGOS	MUSHIN BRANCH	NO. 87, LADIPO STREET, MUSHIN
158	LAGOS	ALABA INTERNATIONAL BRANCH	NO. A65, OJO-IGEDE ROAD, ALABA INTERNATIONAL MARKET, ALABA
159	LAGOS	AWOLOWO ROAD IKOYI BRANCH	NO. 128 AWOLOWO ROAD, IKOYI
160	LAGOS	IDDO BRANCH	NO 8, TAYLOR ROAD OFF G.CAPPA BUSTOP, IDDO
161	LAGOS	SURULERE BRANCH	NO. 53, BODE THOMAS STREET, SURULERE
162	LAGOS	ASPAMDA BRANCH	BTC 6 NEW GATE, ASPAMDA MARKET, TRADE FAIR COMPLEX, LAGOS - BADAGRY EXPRESS WAY
163	LAGOS	IKORODU BRANCH	NO. 32, LAGOS ROAD, IKORODU
164	LAGOS	LEKKI EXPRESSWAY BRANCH	NO. 1 PRINCE IBRAHIM ODOFIN STREET, LEKKI EXPRESSWAY, LEKKI
165	LAGOS	FESTAC BRANCH	HOUSE 26, SECOND AVENUE, FESTAC TOWN, AMUWO ODOFIN
166	NASSARAWA	LAFIA BRANCH	OPPOSITE DEPUTY GOVERNOR'S OFFICE, SHENDAM ROAD, LAFIA
167	NASSARAWA	KEFFI BRANCH	NO. 2, ABUBAKAR BURGA WAY, KEFFI
168	NASSARAWA	AKWANGA BRANCH	LAFIA ROAD, AKWANGA
169	NASSARAWA	MARARABA BRANCH	NO. 2, BABA STREET, KEFFI ROAD, MARARABA
170	NIGER	BOSSO ROAD BRANCH	NO. 3, COMMERCIAL COMPLEX, BOSSO ROAD, MINNA
171	NIGER	SULEJA BRANCH	USMAN FAROUK ROAD, BY POLICE 'A' DIVISION, SULEJA
172	NIGER	PAIKO ROAD BRANCH	NO. 77, ABDULSALAM ABUBAKAR WAY, MINNA
173	NIGER	DAWAKI ROAD BRANCH	DAWAKI ROAD, AFTER SHUAIBU NAIBI PRIMARY SCHOOL, SULEJA
174	NIGER	BIDA BRANCH	NO. 48, BCC ROAD, BIDA
175	NIGER	ZUNGERU BRANCH	OLD KONTAGORA ROAD, ZUNGERU
176	NIGER	KONTAGORA BRANCH	BOKANE ESTATE, LAGOS-KADUNA ROAD, KONTAGORA
177	OGUN	MOWE BRANCH	KM 46 LAGOS IBADAN EXPRESSWAY, REDEMPTION CAMP, MOWE. OGUN STATE
178	OGUN	ABEOKUTA BRANCH	NO. 4, TINUBU STREET, ITA -EKO, ABEOKUTA
179	ONDO	COMMERCIAL ZONE BRANCH	PLOT 9 BLOCK XLIII COMMERCIAL ZONE GRA ALAGBAKA AKURE
180	ONDO	OBA ADESIDA BRANCH	NO 15A, OBA ADESIDA ROAD AKURE
181	ONDO	OYEMEKUN ROAD BRANCH	NO. 59/61, OYEMEKUN ROAD, AKURE, ONDO
182	ONDO	IGBOKODA BRANCH	NO. 54, BROAD STREET, IGBOKODA, ONDO
183	OSUN	OSHOGBO BRANCH	KLM 4, GBONGAN/IBADAN ROAD, (OPP. ZARAH GUEST HOUSE), OSOGBO
184	OSUN	EDE BRANCH	NO. 250 STATION RD, BACK TO LAND JUNCTION AGIP AREA, EDE
185	OYO	ODUTOLA ROAD BRANCH	NO. 7, ALHAJI JIMOH ODUTOLA STREET, OGUNPA, IBADAN
186	OYO	LEBANON ROAD BRANCH	NO. 9, LEBANON ROAD, OGUNPA, IBADAN
187	OYO	BODIJA BRANCH	NO. 98, BODIJA-AGBOWO ROAD,NEW BODIJA IBADAN

## CORPORATE DIRECTORY

188	OYO	IWO ROAD BRANCH	NO. 96, IWO ROAD, BESIDE IBADAN NORTH/EAST LGA, IBADAN
189	PLATEAU	AHMADU BELLO WAY BRANCH	NO 7, AHMADU BELLO WAY, JOS
190	PLATEAU	WASE BRANCH	EMIR STREET, WASE
191	PLATEAU	PANKSHIN BRANCH	NEW LAYOUT, LANGTANG ROAD, PANKSHIN
192	PLATEAU	FARIN GADA BRANCH	NO. 1, FARIN GADA, KADUNA-ZARIA ROAD, JOS
193	RIVERS	AZIKIWE ROAD BRANCH	NO. 3 AZIKIWE ROAD PORT HARCOURT
194	RIVERS	OMOKU BRANCH	NO. 171, AHOADA ROAD OMOKU RIVERS
195	RIVERS	WOJI BRANCH	NO. 46 WOJI ROAD, WOJI
196	RIVERS	OLD ABA ROAD BRANCH	NO. 28A OLD ABA ROAD, PORT HARCOURT
197	RIVERS	ABA ROAD 1 BRANCH	NO. 198A, ABA ROAD, OPPOSITE PRESIDENTIAL HOTEL, RUMUOLA PORT-HACOURT
198	RIVERS	TRANS AMADI BRANCH	NO. 474, TRANS AMADI LAYOUT, PORT HARCOURT
199	RIVERS	OLU OBASANJO BRANCH	NO. 63A OLU OBASANJO ROAD PORT HARCOURT
200	RIVERS	ABA RD 2 BRANCH	NO. 112E, ABA ROAD 2, PORT HARCOURT
201	RIVERS	ONNE BRANCH	EJAMAH, OPPOSITE TRAILER PARK, ONNE JUNCTION, ELEME
202	SOKOTO	SOKOTO MAIN BRANCH	GUSAU ROAD, SOKOTO
203	SOKOTO	GADA BRANCH	OPPOSITE LOCAL GOVERNMENT SECRETARIAT, GADA TOWN
204	SOKOTO	GWADABAWA BRANCH	LAILAH ROAD GWADABAWA TOWN, SOKOTO
205	SOKOTO	SABON BIRNIN BRANCH	SABON BIRNI TOWN
206	SOKOTO	MARKET BRANCH	NO. 3 ALIYU JODI ROAD, SOKOTO
207	SOKOTO	YABO BRANCH	SHEHU SHAGARI WAY, YABO TOWN, SOKOTO
208	TARABA	JALINGO BRANCH	NO. 11, HAMMA RUWA ROAD, JALINGO
209	TARABA	WUKARI BRANCH	IBBI ROAD, WUKARI
210	YOBE	DAMATURU BRANCH	MAIDUGURI ROAD, DAMATURU
211	YOBE	NGURU YOBE BRANCH	MARKET ROAD, NGURU
212	YOBE	POTISKUM BRANCH	OPPOSITE NPN MARKET, MAIN ROAD POTISKUM
213	ZAMFARA	BUNGUDU BRANCH	35 CANTEEN AREA, GUSAU
214	ZAMFARA	GUSAU BRANCH	NO. 5 CANTEEN ROAD, GUSAU
215	ZAMFARA	TALATAN MAFARA BRANCH	GUSAU/SOKOTO ROAD, TALATAN MAFARA, ZAMFARA STATE.

SN	STATE	BRANCH NAME
1	BAUCHI	KIRFI BRANCH CASH CENTRE
2	DELTA	COLLEGE OF EDUCATION CASH CENTRE
3	DELTA	WARRI REFINARY, EFFURUN CASH CENTRE
4	DELTA	ABRAKA CASH CENTRE
5	DELTA	SECRETARIAT-ASABA CASH CENTRE
6	EDO	IRRUA- EDO CASH CENTRE
7	EDO	UBIAJA - EDO CASH CENTRE
8	EDO	MEDICAL CENTRE UNIBEN CASH CENTRE
9	EKITI	COLLEGE OF EDUCATION IKARE EKITI CASH CENTRE
10	KANO	KARAYE BRANCH CASH CENTRE
11	LAGOS	ABATTOIR CASH CENTRE
12	LAGOS	LEKKI-LAGOS ISLAND CASH CENTRE
13	NIGER	MINNA MARKET CASH CENTRE
14	NIGER	SINO-HYDRO CASH CENTRE
15	PORT HARCOURT	SLAUTER HOUSE CASH CENTRE
16	SOKOTO	BODINGA BRANCH CASH CENTRE

UNITY BANK PLC  
**ANTI-MONEY LAUNDERING**  
&  
**COMBATING THE**  
**FINANCING OF TERRORISM**  
**FRAMEWORK**

# AML/CFT Framework

## Anti-Money Laundering and combating the Financing of Terrorism (AML/CFT) Framework

At Unity Bank Plc, we are committed to the fight against money laundering and terrorism financing, all form of financial crimes and proliferation of weapons of mass destruction. All Staff are trained to ensure strict adherence to the framework. The framework clearly sets out the Bank approach to the identification, mitigation and management of the AML/CFT risks that can be reasonably anticipated. The Bank adopts risk-based approach to mitigate against AML/CFT risks.

The framework ensures the Bank is in compliance with relevant local laws and regulations in line with best practices and standards as required in the following regulations and laws:

- The Financial Task Force (FATF), 40 Recommendations;
- The Central Bank of Nigeria (CBN) AML/CFT Regulations 2013;
- Money Laundering (Prohibition) Act 2011, as amended;
- Terrorism (Prevention) Act 2011, as amended;
- Corrupt Practices and Other Related Offences Act 2004;
- The CBN Circulars and guidelines;
- The Nigerian Financial Intelligence Unit (NFIU) Guidelines.

### Framework Scope:

The framework document focuses specifically on Anti-Money Laundering/Combating Financing of Terrorism issues, financial crimes, basic tenets of Anti-Money Laundering vis-à-vis Know Your Customer (KYC)/ Customer Due Diligence (CDD), Transaction monitoring and reporting to know source of funds and their destination, Treatment of Politically Exposed Persons, Record and data retention, Correspondent banking relationship, Prohibited businesses and Relationship with regulators and Law Enforcement Agencies.

The scope of the framework includes the following:

### 1. Roles and Responsibilities of Board and Management

In line with best practices, the Board of Directors have oversight functions of the AML/CFT Framework by setting 'tone at the top' and ensuring that all Policies and procedures are approved regularly. The Board ensures Staff conform strictly to all internal policies and regulatory requirements as relate to ML/FT risks and financial crimes.

### 2. Mandatory Reports to Executive Management and the Board

AML/CFT compliance reports are to be submitted to Management and the Board monthly and quarterly respectively. These affords the Executive Management and the Board Members necessary information to be abreast of all regulatory expectations to make appropriate and necessary decisions as regards the evolving compliance trends in the industry.

### 3. Customer Due Diligence/Know-Your-Customer

At onboarding of any customer relationship, the Bank ensures the prospective customers are actually the persons they say they are by conducting customer due diligence in terms of Know Your Customer requirements. These include minimum identification, verification of identity, sanction status, address verification as well as confirming and ascertaining source of wealth and funds. Where required, the identity of the Ultimate Beneficial Owner, Legal representatives and Trustees are unveiled.

Where the prospective customer is discovered to be a Politically Exposed Person or other high risk customer that belongs to Designated Non-Financial Businesses & Professions (DNFBPs), an Enhanced Due Diligence must be conducted to get Senior Management approval in line with regulatory requirements.

### 4. Customer Risk Rating

In line with regulatory requirements, all customers of the Bank are risk rated in terms of products, services, geographical location/jurisdiction, country and delivery channel. At onboarding, prospective customer

is risk rated by the Bank's Software, Customer Risk Rating Solution as low risk, medium risk or high risk.

### 5. Relationship with Law Enforcement Agencies and Regulatory Authorities

The Bank takes it as a responsibility to maintain cordial relationship with law enforcement agencies and regularly responds to enquiries by CBN, NDIC, NFIU and other regulatory bodies and Law Enforcement Agencies in order to fight all financial crimes, money laundering and terrorism financing and proliferation of weapons of mass destruction.

### 6. Monitoring of transactions

Monitoring of transactions is done both manually and technologically. The manual process is performed by all Staff who have been trained on red flags for suspicious transactions. All Staff know that suspicious activities and transactions are reported to the Compliance Group for appropriate steps.

The Bank has a software, Transaction Monitoring Solution, which monitors transactions according to some red flags scenarios, flags the suspicious transactions for further investigation.

### 7. Reporting of Transactions

The regulatory and statutory requirements provide that Banks must render the following reports to the Nigerian Financial Intelligence Unit:

- Foreign Currency Transaction Report (FTR)
- Currency/Cash Transaction Report (CTR)
- Suspicious Transaction Report (STR)

Money Laundering Act stipulates that all financial institutions must report international transfers of funds and securities that is above \$10,000 or its equivalent in other foreign currencies. Also, any lodgment of funds in excess of N5,000,000 and above for individuals and N10,000,000 and above for corporate customer must be reported. Suspicious activities/ transactions are not threshold and should be reported as they occur.

## 8. Sanctions/Blacklisted Compliance Management

The Bank must not be in business relationship with any individual or corporate body that is blacklisted or sanctioned worldwide by Office of Foreign Assets and Control (OFAC) and local regulatory and enforcement bodies. This is achieved through screening of a prospective customer at onboarding on OFAC Sanction Screening.

## 9. Politically Exposed Persons (PEPs) and Financially Exposed Persons (FEPs)

A politically Exposed Person (PEP) is an individual who is or has been entrusted with prominent public functions both in Nigeria and foreign countries and those associated with them. Once a person is identified as a PEP, an Enhanced Due Diligence must be conducted which shall be approved by Senior Management. A Financially Exposed Person (FEP) is an individual who is entrusted with private functions and is exposed to private funds which can easily be diverted for personal use.

The PEPs, FEPs, Non-Profit Organization and Non-Government Organization can pose unique reputational and other risks to the Bank through involvement in the proceeds of corruption, embezzlement, and other illicit activities.

## 10. Relationship or Business Prohibited

In line with best practices and standards, the Bank must not engage in business activities with pseudo, fictitious or anonymous name. It must not have business dealings with Virtual currency or virtual money operators or dealers as defined in 2012 by the European Central Bank as "a type of unregulated, digital money, issued and usually controlled by its developers, used and accepted among the members of a specific virtual community. The Bank must not conduct business with a shell bank or company or maintain any payable through accounts.

## 11. AML/CFT Principles for Relationship with Correspondent Banking

The Bank enters into business relationship with only financial institutions that have implemented sufficient AML/CFT policies and procedures. Adequate AML due diligence must be in place and be reviewed annually.

## 12. Record retention and data

Money Laundering and Terrorist Financing Regulations requires Financial Institutions to maintain adequate records for a minimum of 5 years, which are appropriate to the nature of the business and that can be used as evidence in any investigation.

Records relating to the evidence of identity must be kept for at least ten (10) years after the relationship with the Customer has ended. This would normally be from the date the Customer 's account was closed but in the case of a dormant account this can mean ten (10) years from the date of the last transaction on the account. Old items are stored off-site as set out in the Bank 's Archiving, Retrieval and Retention of Old Records Procedure.

## 13. AML/CFT Audits

In our resolve to ensure improved AML/CFT activities and strengthen our Policy and Procedures, we subject our compliance to examination by our Internal Audit, Internal Control, External Auditors and all Regulatory Bodies. This is to ensure the Bank has adequate compliance against money laundering, terrorism financing and financial crimes. The observations from audit reports are implemented to correct any observed violation.

## 14. AML/CFT Training of Staff

The Bank develops, coordinates and participates in multifaceted educational and training programs that focus on the elements of the compliance programme and seek to ensure that all appropriate employees and Management Staff are knowledgeable of and comply with all compliance programmes. The Bank is very serious in giving continuous training and awareness to Board members and employees on the fulfilment of their AML/CFT

obligations. The training is conducted to ensure employees are well equipped with AML/CFT laws, KYC principles and red flags in money laundering or financing of terrorism.

## 15. Anti-Bribery & Corruption (ABC) and Anti-Fraud

The Anti-Bribery & Corruption (ABC) and Anti-Fraud commits to uphold the highest level of integrity. Corruption distorts markets and harms economic, social and political development. It is wholly unacceptable for the Bank, its employees or third parties acting on its behalf to be involved or implicated in any way in corrupt practices. Corrupt acts, including bribery, may incur criminal penalties for both the Bank and the individuals involved.

The Bank encourages a sound and safe environment within the Bank devoid of fraud or any fraudulent practice by safeguarding the assets of the Bank against theft or any form of loss resulting from fraud or similar acts.

## 16. Employee Code of Conduct & Ethics

The Bank's Employee Code of Conduct and Ethics (the Code) extends to all Executives, and entire Staff of the Bank including full-time and casual employees. Stakeholders have responsibilities to the Bank, Customer, and fellow Colleagues. The Bank requires all to recognize their responsibilities in the conduct of daily businesses and to strictly adhere to the Code. The Code provides the procedure for dealing with complaints of unethical and unprofessional practices and the sanctions for infractions of its provisions.

## 17. Whistleblowing

The Bank's Whistleblowing Policy sets out to establish a channel for Employees/ Stakeholders to freely and constructively comment on issues concerning the Bank or report any act(s) that will have negative consequences on the organization without fear of disclosure of their identities and reprisals.



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The cover page features a central white hexagon with a grey border, set against a dark grey background with a repeating geometric pattern of light grey triangles. Thin yellow lines form a diamond shape around the hexagon. The text "SHAREHOLDERS INFORMATION" is centered within the hexagon in a dark blue, sans-serif font.

**SHAREHOLDERS**  
INFORMATION

# Shareholders Information

## Shareholders Complaint Management Policy of Unity Bank Plc

### 1. Scope

The Complaints Management Policy of Unity Bank details the manner, circumstances and major components of the management of complaints received from its shareholders in the Capital Market arising out of issues that are covered under the Investment and Securities Act, 2007. The components include the receipt, management and determination of all shareholder complaints. Unity Registrars has its own resolutions handling procedures and policies, which are not governed by this policy. The share registry may be contacted on the details provided in section 13 of this policy.

### 2. Terminology

Unless otherwise described in this policy, the following terms and definitions apply throughout this policy:

#### Unity Bank:

Unity Bank Plc. which has ordinary shares quoted on the Nigerian Stock Exchange

#### SEC:

Securities and Exchange Commission

#### SRO:

Self-regulatory Organizations as defined

#### CMO:

Capital Market Operators

#### APC:

Administrative Proceedings Committee

#### ISA:

Investment and Securities Act  
Shareholder: Registered owner of ordinary shares in Unity Bank Plc

### 3. The Goal of this complaint management Policy is to:

- Provide efficient and easy access to shareholder information
- Provide an avenue for shareholders to channel their complaints.
- Recognize, promote and protect

the shareholders' rights, including the right to comment and provide feedback on service.

- Provide an efficient, fair and accessible framework for resolving shareholders' complaints and monitoring feedback to improve service delivery.
- Enabling shareholders to have shareholder related matters acknowledged and addressed; and
- Provide staff with information about the shareholder feedback process.

### 4. Principles of complaint management

- Information on how and where to complain should be well publicized to shareholders, staff and other interested parties.
- Complaint management processes should be easily accessible to all complainants. The process should be easy to find, use and understand.

### 5. Objectives of the Unity Bank Policy Unity Bank shall:

- Address each complaint in a timely, sensitive, fair, transparent, equitable, objective, professional and unbiased manner through the complaints handling process.
- Operate from the view that a shareholder who makes a complaint is entitled to a review of the issues raised and a considered response.

### 6. Nature of Complaint Channels

There are various channels through which Unity Bank shareholders can lay their complaints. All reported complaints in each channel must be consolidated for reporting purposes.

The channels are:

- Shareholders Portal in line with CBN Code
- Investor Relations Department
- Unity Bank Contact Centre
- Unity Bank branch offices
- Letters to the Internal Audit Group
- Emails to bank's website
- Unity Registrars

### 7. Nature of Complaints

The possible categories of complaints are not exhaustive. However, they include the following:

- i. Unauthorized sale of shares
- ii. Non-payment of proceeds of sale
- iii. Non-verification of share certificates

- iv. Refusal to transfer a client's account to other Dealing Members as requested
- v. Unauthorized transfer of a client's account to another Dealing Member
- vi. Guaranteed return investments
- vii. Fund / Portfolio management
- viii. Non-payment of dividend
- ix. Non receipt of Share Certificates

### 8. Process Flow

#### 8.1 Process and Record Complaints:

Upon receipt of a complaint from a shareholder, the Customer Care Department will record enquiries and complain including details about the enquiry or complaint to assist in the thorough investigation of the matter. Information recorded may include recording all or some of the following information:

- The date and time that the enquiry or complaint was received
- Name of the shareholder
- Shareholder Reference Number (SRN) or Holder Identification Number (HIN)
- Telephone number or other contact details
- Nature of enquiry or complaint
- What the shareholder is seeking
- Whether there is any cost associated
- Action taken

#### 8.2 The Customer Care Department will:

- Log in the complaint and any relevant data.
- Categorize it for resolution and record-keeping. Categories must be clearly defined and exclusive of one another.
- Assign the complaint to a staff member for handling.
- Forward the complaint to another level of authority, if appropriate.

#### 8.3 Acknowledge Complaint

Unity Bank understands that Shareholders do not register complaints with only a casual interest in their disposition. A complaint involves some inconvenience and, possibly, expense. Loyal shareholders with strong feelings are often involved.

Therefore Unity Bank will:

- Personalize the response.
- Talk to the shareholder, if possible, by phone or in person.

## SHAREHOLDERS INFORMATION

- Use letters when necessary, but avoid impersonal form letters.
- Take extra time, if need be, to help shareholders with special needs, such as language barriers.

All these are to be done within 7 days of receipt of complaint.

### 8.4 Resolve the Problem in a Manner Consistent with the Bank's Policy

- Forward the complaint to the appropriate level of authority for resolution.
- Keep the shareholder informed through progress reports.
- Notify the shareholder promptly of a proposed settlement.

### 8.5 Investigation of complaint

During the course of investigating a shareholder's enquiry, complaint or feedback, Unity Bank will liaise with Unity Registrars. If necessary, Unity Bank's engagement with the share registry will include:

- Determining the facts
- Determining what action has been undertaken by the share registry (if any)
- Coordinating a response with the assistance of the share registry.
- Keep records in the complaint file of all meetings, conversations or Findings

### 8.6 Follow-Up

- Find out if the shareholder is satisfied with the resolution, and ensure that it was carried out?
- Refer the complaint to a third-party dispute-resolution mechanism, if necessary.
- Cooperate with the third-party.

### 8.7 Prepare and file a report on the disposition of the Complaint, and periodically analyse and summarize Complaints

- Circulate complaint statistics and action proposals to appropriate departments.
- Develop an action plan for complaint prevention.
- Make sure the shareholder viewpoint is given appropriate consideration in company decision making.

Channel	Bank Communication	Action shareholders can take
Branches	The Bank will have provided a complaint management system. Shareholders are immediately given confirmation that his/her complaint has been received, logged and will be resolved by x date based on the SLA for each complaint type.	Call or visit a branch in person. Fill in a shareholder feedback card available in all branches.
Unity Bank Contact centre	Provide the complaint at the point.	Call hotline 07080666000
Website	Email shareholder and acknowledge receipt of complaint	Visit <a href="http://www.unitybankng.com">www.unitybankng.com</a>
Email	Email shareholder and acknowledge receipt of complaint	Email to <a href="mailto:we_care@unitybankng.com">we_care@unitybankng.com</a> , <a href="mailto:customercare@unitybankng.com">customercare@unitybankng.com</a>
Letter	Logger to call shareholder and acknowledge receipt of complaint	Visit <a href="http://www.unitybankng.com">www.unitybankng.com</a>

### 9. Sources for Information.

Shareholders need to know where and how to file complaints or make inquiries. This is available on Unity Bank's website [www.unitybankng.com](http://www.unitybankng.com) ([www.unitybankng.com/rightissues/](http://www.unitybankng.com/rightissues/)).

The shareholders can also get information regarding the following on the website:

- Current Financials
- Historical Bank Performance
- Dividend history;
- Dividend Reinvestment Plan information;
- Bonus Issue if any
- Calendar of key dates;
- Useful shareholder forms;
- Frequently asked questions; and
- Capital

Shareholders who wish to make an enquiry or complaint about their shares should initially contact **Unity Bank Registrars located at 25, Ogunlana Drive, Surulere, Lagos** or the Company Secretariat Department of the Bank located at the **Head Office Unity Bank Plc Plot 42, Ahmed Onibudo Street, Victoria Island, Lagos**. The share registry manages the bank's Shareholders Register:

- Shareholder name(s).
- Shareholder's holding in the Bank.
- Shareholder address, Phone number, email address.
- Whether information is sent to shareholders by email or post.
- Whether shareholders wish to receive the annual report by e-mail or post.
- Dividend payment instructions.

## SHAREHOLDERS INFORMATION

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### 10. Third party dispute resolution

If complaints cannot be resolved directly between:

- The Bank's shareholder and CMO
- Operators in the capital market
- Complaints against regulators and Self-Regulatory Organization(SRO)
- Complaints against Operators by SROs and regulators

The parties involved can be referred to a third-party dispute resolution. Third party mechanisms use the services of unbiased regulatory bodies or panels to resolve disputes through conciliation, mediation and arbitration.

#### 1. Conciliation:

A neutral conciliator brings the parties together and encourages them to find a mutually acceptable resolution to the dispute.

#### 2. Mediation:

A neutral mediator becomes actively involved in negotiations between the parties. The mediator can propose a resolution, but cannot dictate a settlement of the dispute.

#### 3. Arbitration:

An independent regulatory body or panel hears the facts on both sides of a dispute and reaches a decision. Usually both parties have previously agreed to abide by the decision, but in some systems, only the business agrees in advance to abide by the outcome of the arbitration.



**Alaba Williams**

Secretary

FRC/2020/002/000/000/20510



**Tomi Somefun**

Managing Director/CEO

FRC/2013/ICAN/00000002231

# Notice of Annual General Meeting

**NOTICE IS HEREBY GIVEN** that the 15th Annual General Meeting of members of UNITY BANK PLC will be held on Thursday, 1st July, 2021 at Unity Bank Plc, Plot 42, Ahmed Onibudo Street, Victoria Island, Lagos at 11.00 a.m. to transact the following:

## ORDINARY BUSINESS

1. To receive the audited accounts for the year ended 31st December, 2020 together with the reports of the Directors, Auditors and Audit Committee thereon.
2. To authorize the Directors to fix the remuneration of the Auditors.
3. To elect/re-elect Directors.
4. To disclose the remuneration of the Managers of the Company.
5. To elect members of the Audit Committee.

## SPECIAL BUSINESS

1. To approve the remuneration of Directors.

## PROXY

A Member of the Company entitled to attend and vote at the Annual General Meeting is entitled to appoint a proxy to attend and vote in his/her stead. A proxy need not be a member of the Company. A proxy form is attached to this Notice and it is valid for the purpose of this Meeting.

All Shareholders should note that the Corporate Affairs Commission has in view of the Covid-19 pandemic and following the Government's restriction on public gathering approved that attendance at the Annual General Meeting shall only be by proxy, to minimize physical contact and ensure public health and safety.

## ATTENDANCE BY PROXY

In line with the Corporate Affairs Commission (CAC) Guidelines, Shareholders are required to appoint a proxy of their choice from the list of the following nominated proxies:

1. Alh. Aminu Babangida
2. Mrs. Tomi Somefun
3. Sir Sunny Nwosu
4. Dr. Umar Farouk
5. Mrs. Adebisi Bakare
6. Alh. Kabiru Tambari
7. Mr. Patrick Ajudua
8. Mr. Lawrence Oguntoye
9. Mr. Matthew E. Coker

All instruments of proxy must be completed, a corporate body being a Member of the Company is required to execute a proxy under seal and shareholders are required to submit their completed proxy

forms in line with the Corporate Affairs Commissions' guideline at the registered office of the Company or the office of the Registrar, 25 Ogunlana Drive, Surulere, Lagos, or via email [info@unityregistrarsng.com](mailto:info@unityregistrarsng.com) not later than 48 hours before the date of the Meeting. Unity Bank Plc has made arrangements to bear the cost of stamp duty of the duly completed proxy forms submitted within the stipulated timeframe.

## NOTES:

### 1. CLOSURE OF REGISTER AND TRANSFER BOOKS

Notice is hereby given that the Register of Members and Transfer Books of the Company will be closed from 17th June to 23rd June, 2021 both days inclusive for the purpose of preparing an up-to-date Register of Members.

### 2. BIOGRAPHICAL DETAILS OF DIRECTORS

The biographical details of the Directors standing for re-election are provided in the 2020 Annual Report.

### 3. NOMINATION OF MEMBERS OF THE STATUTORY AUDIT COMMITTEE

Pursuant to Section 404 (6) of the Companies and Allied Matters Act, Laws of the Federation of Nigeria, 2020 any member may nominate a shareholder for election as a member of the Statutory Audit Committee by giving notice in writing of such nomination to the Company Secretary at least 21 days before the Annual General Meeting. Nominees to the Statutory Audit Committee must be compliant with the laws, rules and regulations guiding listed companies in Nigeria.

### 4. SHAREHOLDERS RIGHT TO ASK QUESTIONS

Shareholders have a right to ask questions not only at the meeting but also in writing prior to the meeting and such questions must be submitted to the Company Secretary not later than 7 days prior to the date of the Meeting.

### 5. UNCLAIMED DIVIDEND AND SHARE CERTIFICATES

Shareholders are hereby informed that some dividends have remained unclaimed and returned to the Registrar. The list of all unclaimed dividends will be circulated to all Shareholders and they are advised to contact the Registrar, Unity Registrars Limited, 25 Ogunlana Drive, Surulere, Lagos, or via email [info@unityregistrarsng.com](mailto:info@unityregistrarsng.com) to resolve

any issue they may have with claiming the dividends.

### 6. e-DIVIDEND

Shareholders who are yet to complete the e-Dividend Form or who need to update their records and relevant bank accounts are urged to complete the e-Dividend Form which can be detached/downloaded from the Annual Report and Accounts as well as from the website of the Bank [www.unitybankng.com](http://www.unitybankng.com) or that of the Registrar, [www.unityregistrarsng.com](http://www.unityregistrarsng.com). The duly completed form should be returned to Unity Registrars Limited, 25 Ogunlana Drive, Surulere, Lagos, or via email [info@unityregistrarsng.com](mailto:info@unityregistrarsng.com)

### 7. e-REPORT

Electronic versions of the 2020 Annual Report and Accounts are available online for viewing and download via the Company's website [www.unitybankng.com](http://www.unitybankng.com) and that of the Registrar, [www.unityregistrarsng.com](http://www.unityregistrarsng.com). Shareholders who have provided their email addresses to the Registrars will receive the electronic version of the Annual report via e-mail. Shareholders who have not provided their email addresses and are interested in receiving the electronic version of the Annual Report should kindly forward their email addresses to Unity Registrars Limited, 25 Ogunlana Drive, Surulere, Lagos, or via email [info@unityregistrarsng.com](mailto:info@unityregistrarsng.com)

### 8. LIVE STREAMING OF THE ANNUAL GENERAL MEETING

The AGM will be streamed live. This will enable Shareholders and other relevant Stakeholders who will not be attending the meeting physically to also be part of the proceedings. The link for the live streaming will be made available on the Bank's website [www.unitybankng.com](http://www.unitybankng.com) and by the Registrar, Unity Registrars Limited.

Dated this 27th day of May, 2021

By order of the Board



**Alaba Williams**

Company Secretary  
FRC/2020/002/000/000/20510

Registered Office  
Unity Bank Plc  
42, Ahmed Onibudo Street,  
Victoria Island, Lagos.



# Proxy Form



Fifteenth Annual General Meeting be held at Unity Bank Plc, Plot 42, Ahmed Onibudo Street, Victoria Island, Lagos on 1st July, 2021 at 11.00am.

I/We .....  
(Name of shareholder in block letters)

Being a member(s) of Unity Bank Plc hereby appoint ALHAJI AMINU BABANGIDA, or failing him, MRS. TOMI SOMEFUN, or failing her, SIR SUNNY NWOSU, or failing him, DR. FARUK UMAR, or failing him, MRS ADEBISI BAKARE, or failing her, ALHAJI KABIRU TAMBARI, or failing him, MR. PATRICK AJUDUA, or failing him, MR. LAWRENCE OGUNTOYE, or failing him, MR. MATTHEW E. COKER, as my/our proxy to act and vote for me/us and on my/our behalf at the 15th Annual General Meeting of the Bank to be held on the 1st July, 2021 at 11.00 a.m. and at any adjournment thereof.

Dated this.....Day of .....2021. Signature of Shareholder:.....

### IMPORTANT NOTES:

1. A member entitled to attend and vote at the General Meeting is entitled to appoint a proxy in his/her stead. A proxy need not be a member of the Company. A proxy form is attached to this Notice and it is valid for the purpose of the Meeting.
2. Shareholders should note that the Corporate Affairs Commission has in view of the Covid-19 pandemic and following the Government's restriction on public gathering approved that attendance to the Annual General Meeting shall only be by proxy to ensure public health and safety.
3. Shareholders are therefore requested to submit their completed proxy forms in line with the Corporate Affairs Commissions' Guideline to the Office of the Registrar, Unity Registrars Limited, 25 Ogunlana Drive, Surulere, Lagos or via email info@unityregistrarsng.com not later than 48 hours before the time for holding the meeting to enable the Bank stamp the proxy forms.
4. In the case of joint shareholders, any one of such may complete the form but the name of all joint shareholders must be stated.
5. If the shareholder is a corporation, this proxy form must be under its common seal or under the hand of some officers or attorney duly authorised in that regard.

RESOLUTION	FOR	AGAINST	ABSTAIN
1. To receive the audited accounts for the year ended 31st December, 2020 together with the Reports of the Directors, Auditors and the Audit Committee thereon.			
2 To re-elect Directors(s):			
i. Mr. Sam N. Okagbue, <i>FCArb.</i>			
ii. Hajiya Yabawa Lawan Wabi, <i>mni</i>			
iii. Mr. Hafiz M. Bashir			
3 To authorize the Directors to fix the remuneration of the Auditors.			
4 To elect members of the Audit Committee.			
5 To disclose the remuneration of the Managers of the Company.			
SPECIAL BUSINESS	FOR	AGAINST	ABSTAIN
6. To approve the remuneration of Directors.			
Please indicate with an "X" in the appropriate box how you wish your vote to be cast on the resolutions set out above. Unless otherwise instructed, the proxy votes or abstains from voting at his/her discretion.			

## ADMISSION CARD

### FIFTEENTH UNITY BANK PLC ANNUAL GENERAL MEETING

PLEASE ADMIT ONLY THE SHAREHOLDERS NAMED ON THIS CARD OR HIS DULY APPOINTED PROXY TO THE FIFTEENTH ANNUAL GENERAL MEETING BEING HELD AT .....

ON.....

.....  
Name of Shareholder / Proxy

.....  
Signature

.....  
Address of Shareholder

THIS CARD IS TO BE SIGNED AT THE VENUE IN THE PRESENCE OF THE REGISTRAR.







# Notes

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