



**CITITRUST HOLDING PLC
FACTSHEET
2020**



PROFILE

CITITRUST Holdings Plc is a foremost financial solutions provider. The firm has been an intricate part of the Nigerian economy since 2007. We have grown and evolved over the years into an award-winning market leader in the financial sub-sector of the Nigerian economy establishing its footprints in twelve (12) African countries: Nigeria, Ghana, Rwanda, Botswana, Liberia, Benin Republic, Malawi, Kenya, Tanzania, Uganda, Cote d'Ivoire, South Africa, and the United Kingdom.

FINANCIAL FOCUS

Our financial snippet reveals our core business performance and growth drivers

FINISH READING ON PG. 2



CORPORATE ACTIONS

This focus on our business Combination, Acquisition, Divestment, new Business License issuance, and Board Charter executed and implemented to consolidate our growth trajectory

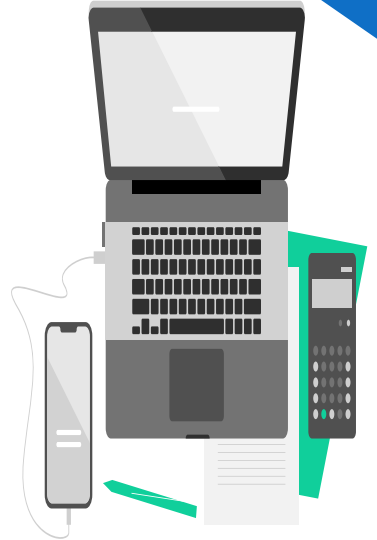
PAGE 5



STRATEGIC STRIDES

This focus on the Group Value prepositions

PAGE 6





FINANCIAL

FOCUS

- **Interest Income** grew by 42% YOY from ₺1,203 Billion in 2019 to ₺1,705 Billion in 2020, this performance was stirred by earnings from Placement with other banks that appreciated by 252%.
 - **Other Operating Income** rose by 615% to ₺2,207 Billion From ₺209 Million earned in 2019, this performance was spurred by earnings from discounted business operations based on
 - **EBITDA** grew by **(123%)** for the current year to ₺349 Million from **(₺1,538 Billion)**, this fit was attained by divesting from some of our subsidiaries.
- strategic alignment towards an Investment Banking Operations.
- **Total Asset** grew by 316% in 2020 to ₺25,617 Billion from ₺6,165 Billion as of 2019, this growth was spurred by over 800% appreciation arising from Loans and Advances (Risk Asset) and over 300% growth in Financial Assets.

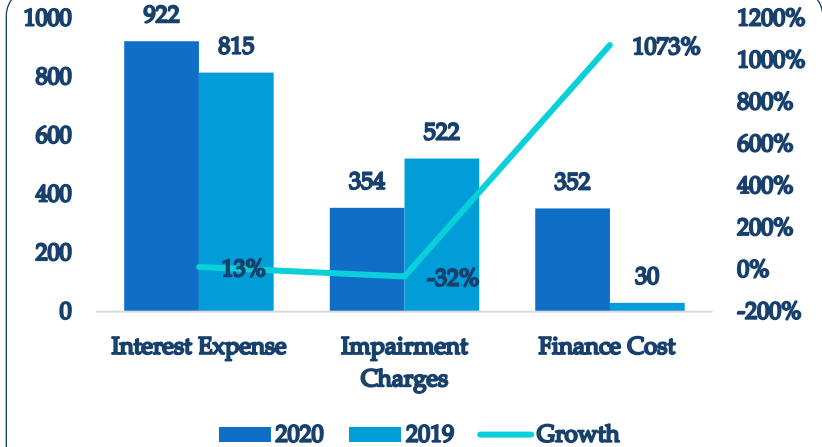
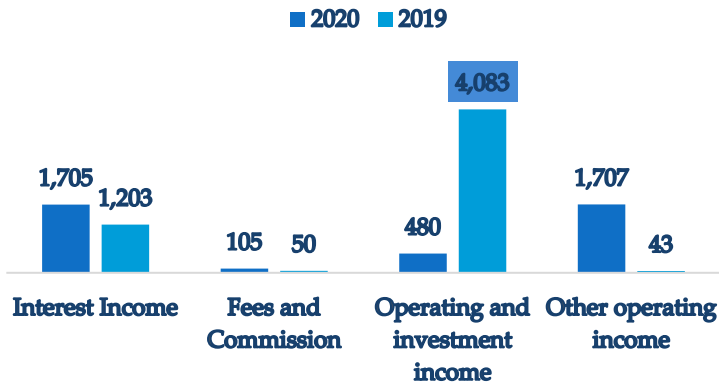
- **Asset Under Management** grew year on year by 157% from N5.2 Billion for the 2019 Financial year to N13.4 Billion, this growth was spurred mainly by increased patronage for the varying asset class of our product design.
- **COST OF FUND** dipped by 67% to 7.08% for the current year, while the prior year rate was 21.47%, this fit was mostly stirred by funding strategies along with a low-interest regime.

CITITRUST HOLDINGS PLC 2020 Financial Highlight			
Details	2020 N'Million	2019 N'Million	% Growth
Interest Income	1,705	1,203	↑ 42%
Interest Expenses	(922)	(815)	↑ 13%
Net Interest Income	783	388	↑ 102%
EBITDA	349	(1,538)	↑ -123%
Cost of Fund	7.08%	21.47%	↓ -67%
TOTAL ASSET	25,617	6,165	↑ 316%
FINANCIAL ASSET	5,615	440	↑ 1176%
ASSET UNDER MANAGEMENT	13,478	5,226	↑ 158%

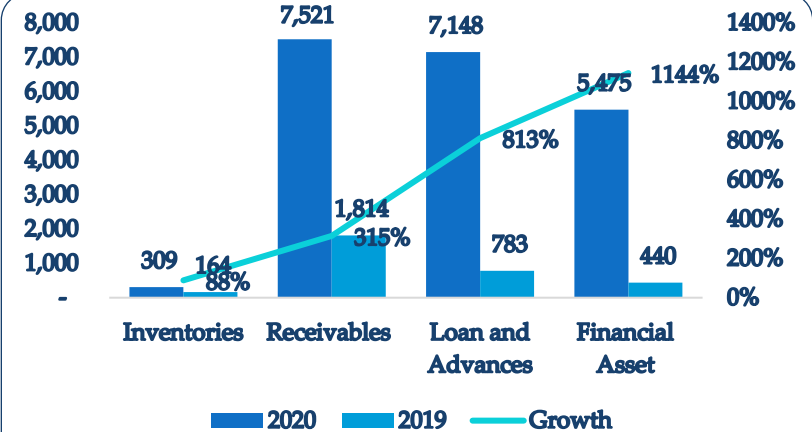
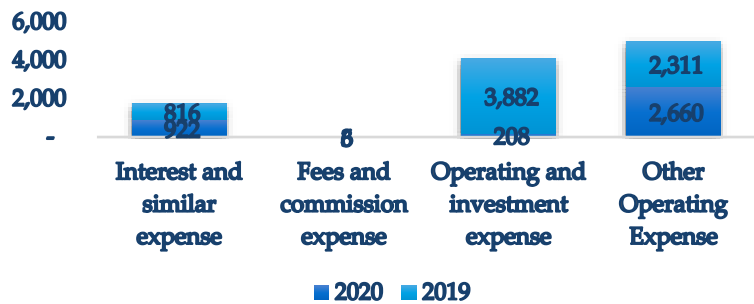
Source: 2020 Audited Company's Financial Statement

FINANCIAL GRAPHS

Gross Earning N' Million



Gross Operating Expense N Million



CORPORATE ACTIONS

Let Tell Our Story

A year defined by Divestment and Acquisition

On our road to crafting the hallmark of the CITITRUST, we had our branches across Real Estate, Oil and Gas, Telecommunications, and other Conglomerate that represent the formative years of our business that is traced to 2007. However, our decision to be purposeful towards an Impact driven entity redefined our business trajectory into focusing as a PAN African investment banking with a Holding structure, this was conceptualised and executed by 2020. Then in fortifying the Holding Company objective, strategic business acquisition commenced across the following Business segments of Commercial Banking, Investment Banking, Wealth Management, Insurance, Pension, and Alternative Investment.

2020: The Group Divested in Non-Financial Services focusing on its Strength which is Financial Services.

2020: Omoluabi Mortgage Bank changes its corporate name to LIVINGTRUST Mortgage Bank PLC

2020: Everbond Financial Services (Ghana) changes its corporate Name to CITITRUST Capital Limited (Ghana)

2020: CITITRUST Group acquires the majority stake in Atlas Portfolios Limited.

OUR WALL OF FAME:



- **CITITRUST Holdings Plc Wins Global Finance Award**
- **International Business Magazine - Excellence in Financial Services Award**
- **International Business Magazine - Best Investment Holding Company Awards**
- **CITITRUST Holdings Wins Investment Holding Company- BAFI Awards**

STRATEGIC STRIDE

Our strategic thrust centers on the following mantras:

- Identifying, allocating, and Incubating businesses with high potential for growth
- Adopting geographic diversification to maximise value delivery for all stakeholders and ensuring that the business's holistic needs are met.
- Remain attracted to Industry and Businesses with high cashflow generating capacity
- Our Sectorial allocation remains skewed at industries with a positive contribution to the Countries Gross Domestic Product.
- Investing in business with a robust Corporate governance Structure and high ESG compliance
- Our risk mitigant focus on asset allocation across high growth sectors

