

Kigali, 30 August 2019

**BK Group Plc Announces Reviewed, IFRS-Based Q2 & 1H 2019 Results**
**CONSOLIDATED RESULTS**

	<b>1H 2019</b>		<b>Change</b>
	<i>FRw (bn)</i>	<i>US\$ (mln)</i>	<i>Y-o-Y</i>
Total Operating Income (Revenue)	59.5	65.8	18.7%
Total Recurring Operating Costs	23.6	26.2	12.1%
Pre-Provision Operating Profit	35.9	39.7	23.6%
Net Income	14.6	16.1	8.5%

	<b>2Q 2019</b>		<b>Change</b>	
	<i>FRw (bn)</i>	<i>US\$ (mln)</i>	<i>q-o-q</i>	<i>y-o-y</i>
Total Operating Income (Revenue)	29.7	32.9	(0.1%)	18.6%
Total Recurring Operating Costs	11.7	12.9	(2.0%)	14.7%
Pre-Provision Operating Profit	18.0	20.0	1.2%	21.2%
Net Income	7.1	7.8	(5.0%)	(3.8%)

	<b>1H 2019</b>		<b>Change</b>		
	<i>FRw (bn)</i>	<i>US\$ (mln)</i>	<i>q-o-q</i>	<i>YTD</i>	<i>y-o-y</i>
Total Assets	893.2	987.9	(1.6%)	1.8%	22.1%
Net Loans and Advances	650.2	719.1	7.8%	14.4%	35.1%
Client Balances & Deposits	551.7	610.2	(1.9%)	3.7%	16.8%
Total Liabilities	689.2	762.3	(2.8%)	1.0%	14.5%
Shareholders' Equity	204.0	225.6	2.5%	4.8%	57.0%

	<b>1H 2019</b>	<b>YE 2018</b>	<b>YE 2017</b>	<b>YE 2016</b>	<b>YE 2015</b>
Gross Loans/Total Assets	77.9%	68.4%	68.2%	62.3%	57.9%
Gross Loans/Total Deposits	115.9%	101.2%	99.5%	88.9%	79.7%
Basic Book Value per share (FRw)	227.4	217.1	182.0	161.3	147.6
ROAA, annualised	3.3%	3.4%	3.4%	3.5%	3.9%
ROAE, annualised	14.6%	17.2%	20.2%	20.0%	21.7%
Basic EPS, *annualised (FRw)	32.5	39.4	34.6	30.9	30.5

The following exchange rates have been used for the translation of the Group's financial statements

	<b>1H 2019</b>	<b>YE 2018</b>	<b>YE 2017</b>	<b>YE 2016</b>	<b>YE 2015</b>
FRw/US\$ Period End Exchange Rates	904.1	892.0	854.0	807.0	725.0

BK Group Plc announces today its reviewed financial results, reporting Net Income of FRw 14.6 billion (US\$ 16.1 million) an increase of 8.5% y-o-y; with ROAA and ROAE reaching 3.3% and 14.6% respectively for the period ended 30 June 2019.

- Total Assets increased by 22.1% y-o-y to FRw 893.2 billion (US\$ 987.9 million) as at 30 June 2019.
- Net Loans and Advances increased by 35.1% y-o-y to FRw 650.2 billion (US\$ 719.1 million) as at 30 June 2019.
- Client Balances & Deposits increased by 16.8% y-o-y to FRw 551.7 billion (US\$ 610.2 million) as at 30 June 2019.
- Shareholders' Equity increased by 57.0% y-o-y to FRw 204.0 billion (US\$ 225.6 million) as at 30 June 2019.

*\*y-o-y and q-o-q growth calculations are based on Rwandan Franc values. US\$ values have been derived from period-end FRw/US\$ exchange rates. Quarterly numbers in this press release are reviewed numbers in accordance with Law No. 07/2008 relating to organisation of Banking, and requirements of regulation No. 03/2016 of 24/06/2016 on Publication by banks of Financial Statements and other disclosures, and Law No. 52/2008 of 10/09/2008 governing Insurance Companies.*

**About BK Group Plc Limited**

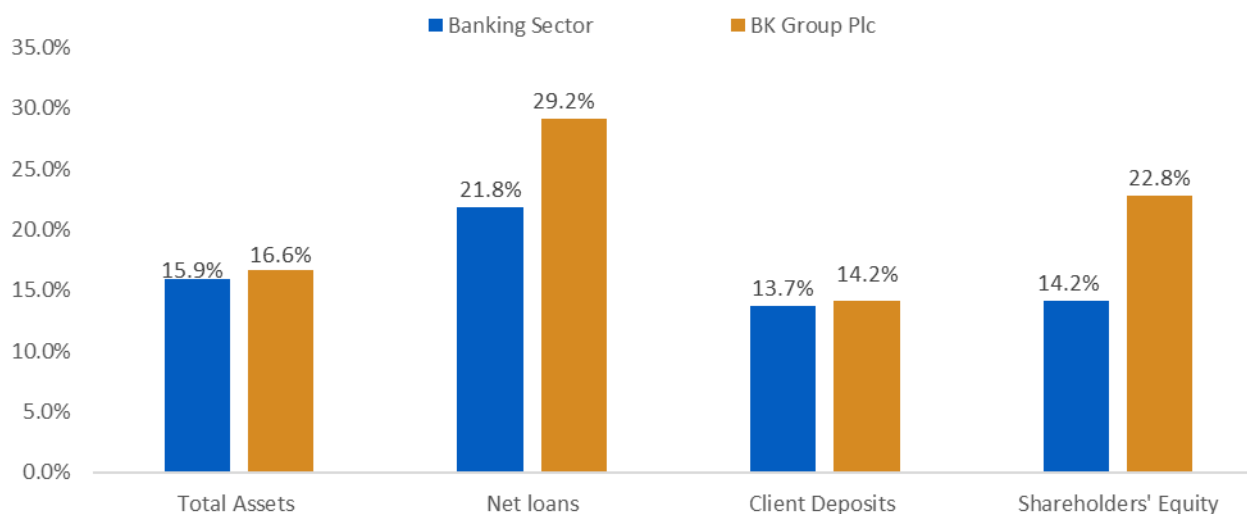
Established in 1966, BK Group Plc is a group company registered with Rwanda Development Board (RDB) and licensed under Law No. 08/99. Bank of Kigali is the largest bank in Rwanda by Total Assets, with 27.5% market share as of 30 June 2019. The Bank has a distribution network comprising 68 branches, 96 ATMs, 1,416 agent outlets and serves over 315,700 individuals and over 23,800 business entities. The Bank has a wide distribution network that includes self-service channels such as deposit-taking ATMs and Point of Sale terminals as well as channels that are geared towards promoting financial inclusion such as mobile vans. The Group has a short-term credit rating of A1+ and a long-term rating of AA-, with a stable outlook, from Global Credit Rating (GCR). In 2011, the Bank became the second domestic company to be listed on the Rwandan Stock Exchange. The bank won the Euromoney Award for Excellence as the Best Bank in Rwanda for the 5<sup>th</sup> year running. In addition, for the seventh time, the bank was recognized as the Bank of the Year in Rwanda by The Banker Magazine and as the Best Bank in Rwanda by EmeaFinance for the ninth consecutive time.

For further information, please visit [www.bk.rw](http://www.bk.rw) or contact:

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**BK Group Plc Growth vs. Banking Sector Growth, CAGR 2014 - 1H 2019**


Total Assets grew by 1.8% YTD to FRw 893.2 billion

Total Assets	1H 2019	2018	2017	2016	2015	2014
BK Group Plc	1.8%	20.7%	13.9%	13.7%	16.3%	14.3%
Banking Sector	5.2%	15.1%	12.9%	11.6%	18.3%	20.8%

Net Loans grew by 14.4% YTD to FRw 650.2 billion

Net Loan Book Growth	1H 2019	2018	2017	2016	2015	2014
BK Group Plc	14.4%	20.4%	22.3%	22.9%	34.5%	17.3%
Banking Sector	25.2%	12.6%	12.6%	14.3%	21.5%	21.6%

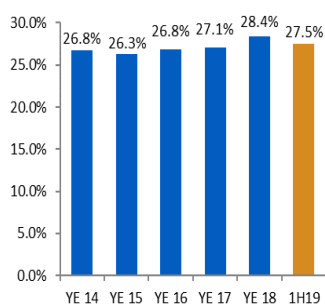
Client Balances and Deposits increased by 3.7% YTD to FRw 551.7 billion

Client Balances Growth	1H 2019	2018	2017	2016	2015	2014
BK Group Plc	3.7%	16.9%	8.6%	8.9%	18.5%	15.7%
Banking Sector	4.9%	14.1%	12.6%	7.4%	15.6%	20.4%

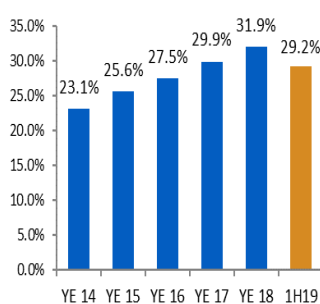
Shareholders' Equity Increased by 4.8% YTD to FRw 204.0 billion

Shareholders' Equity Growth	1H 2019	2018	2017	2016	2015	2014
BK Group Plc	4.8%	58.6%	13.1%	9.3%	10.8%	26.5%
Banking Sector	9.5%	12.2%	3.9%	11.1%	19.8%	5.0%

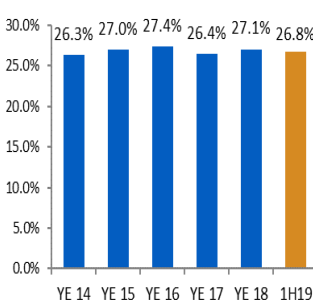
**Market Share by Total Assets**



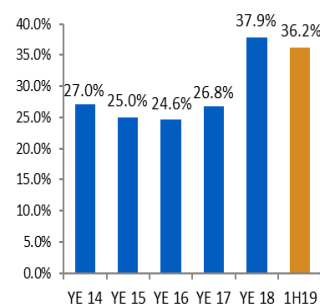
**Market Share by Net Loans**



**Market Share by Clients Balances & Deposits**



**Market Share by Equity**



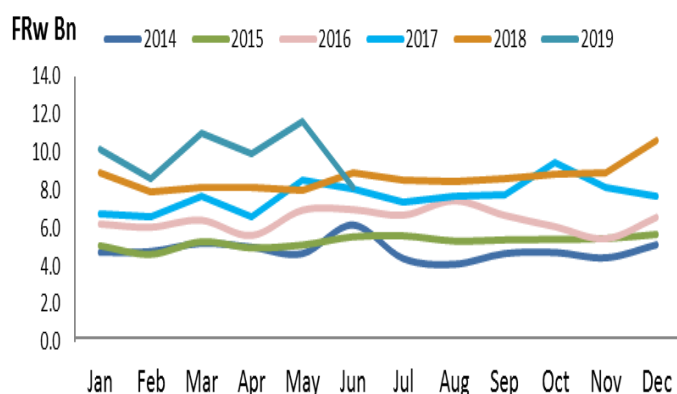
\*Market share data are based on the 1H 2019 results submitted to BNR by banking sector.

## 1H 2018 Financial Highlights

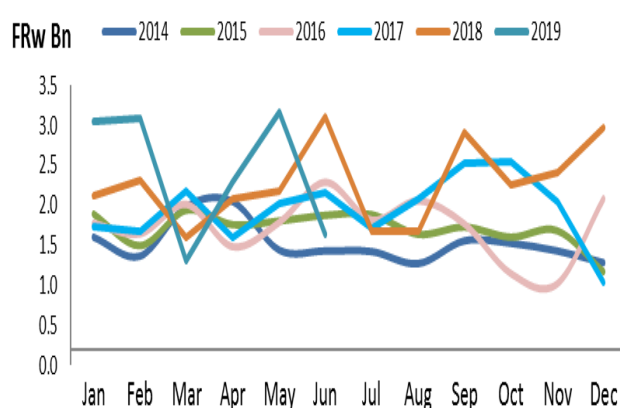
Net Interest Income increased by 28.5% y-o-y to FRw 46.4 billion while Net Non-Interest Income amounted to FRw 13.1 billion. Total Operating Income in 1H 2019 reached FRw 59.5 billion, a growth of 18.7% y-o-y. Pre-provision Operating Profit amounted to FRw 35.9 billion, a growth of 23.6% y-o-y. Cost/Income Ratio stood at 39.7% from 48.1% in FY18. The Group reported Profit after tax of FRw 14.6 billion in 1H 2019, up 8.5% y-o-y.

As at 30 June 2019, the Group's Total Assets stood at FRw 893.2 billion; up 22.1% y-o-y. Net Loans increased by 7.8% q-o-q and 35.1% y-o-y to FRw 650.2 billion. Net Loans/Total Assets ratio stood at 72.8% as at 30 June 2019, compared with 65.8% in the same period in 2018. Client Balances & Deposits reached FRw 551.7 billion, recording an increase of 16.8% y-o-y. Total dividend payable balance stood at FRw 16.2 billion; this includes a provision of FRw 5.3 billion from current year profits as per dividend pay-out policy. Shareholders' Equity equaled FRw 204.0 billion, up 2.5% q-o-q and 57.0% y-o-y following the capital in Q4 2018. Liquid Assets divided by Total Deposits stood at 31.2% as at 30 June 2019, reducing from 39.5% in June 2018. Annualized ROAA stood at 3.3%, whereas annualized ROAE stood at 14.6%.

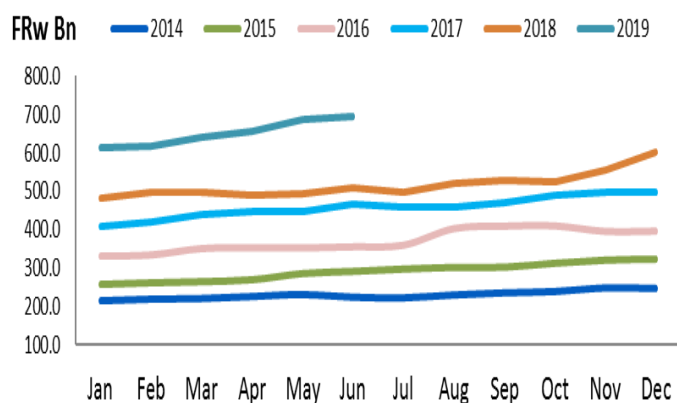
Monthly Revenue



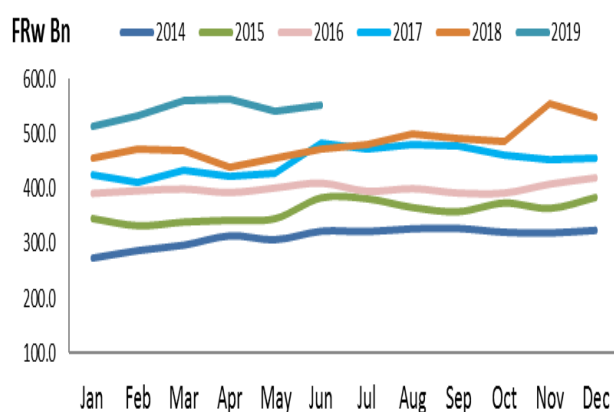
Monthly Net Income



Monthly Gross Loans & Advances to Clients



Monthly Clients Balances & Deposits



## 2019 Business Highlights

### Bank of Kigali Plc:

- As at 30 June 2019, the Bank served over 315,700 Retail customers and over 23,800 Corporate clients;
- Expanded the Agency Banking Network to 1,416 agents as at 30 June 2019 and processed over 1.2 million transactions worth FRw 83.7 billion;
- As at 30 June 2019, the Bank had 68 branches, 96 ATMs and 1,891 POS terminals that accepted most international cards including VISA & MasterCard;
- Retail clients' balances and deposits reached FRw 165.1 billion as at 30 June 2019, up 28.2% y-o-y.
- Business banking clients' balances and deposits FRw 272.6 billion as at 30 June 2019, 12.2% y-o-y.
- BK Quick now has over 57,000 registered customers as at 30 June 2019 and has disbursed over FRw 7.1 billion.
- BK's latest IKOFI wallet has recorded impressive numbers with over 1,200 registered Agro-dealers/Agents and over 156,000 registered Farmers; with target of at least 5,000 Agro-dealers/Agents and 500,000 customers by December 2019.

### BK General Insurance:

- Gross Premium increased from FRw 1.9 Billion in 1H 2018 to FRw 2.4 Billion in 1H 2019 reflecting a growth of 28.2%;
- Underwriting profit grew from FRw 278 Million to FRw 988 Million y-o-y; a 255% growth;
- BK Insurance registered a Profit of FRw 974 Million in 1H 2019 compared to FRw 357 Million registered in same period last year; representing 172.5% Growth in profitability y-o-y.

### BK TechHouse:

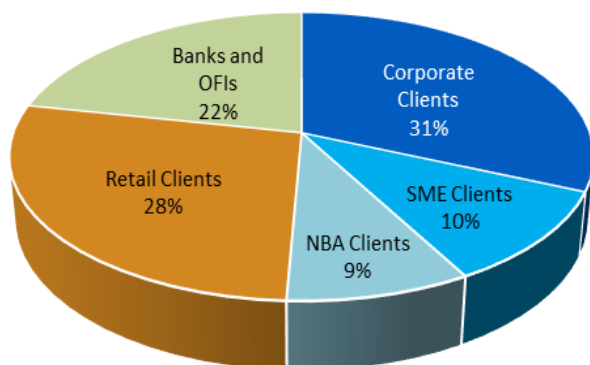
- BK TechHouse registered a Net sales growth of 87% y-o-y from FRw 261 Mln in Q2 2018 to FRw 487 Mln in Q2 2019.
- As at 1H 2019, TechHouse managed to integrate all URUBUTO School Fees /Tuition Payment with all BK - Digital payment channels as well as Airtel-Tigo Mobile Money;
- We were also able to avail the use of URUBUTO Payment System to High Learning Institutions; the following universities have been successfully on-boarded to URUBUTO for the payment of Tuition Fees:
  - University of Rwanda and all its colleges - University of Kigali - INES-Ruhengeri - IPRC-Kigali -

### BK Capital Ltd:

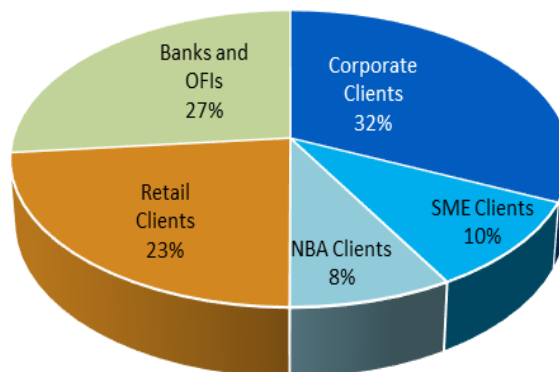
- Assets under management grew by 20% compared to previous quarter reaching about 3 Billion Frw as at June 2019 mainly from growth in private pension fund management.
- Total revenues in Q2 2019 increased by 175% from previous quarter driven by commissions from advisory services, fund management activities as well as interest income from investment.
- The performance of the bond market has been active vis a vis same period last year with volumes of 6,009 Million traded valued at FRw 6,193 Million. BK Capital was able to double its transactions both in volume and value traded.
- Outlook for the market remains positive for the second half of 2019 on the back of robust economic growth and increased activity on the bond and equities market.

### Total Deposits

**1H19**

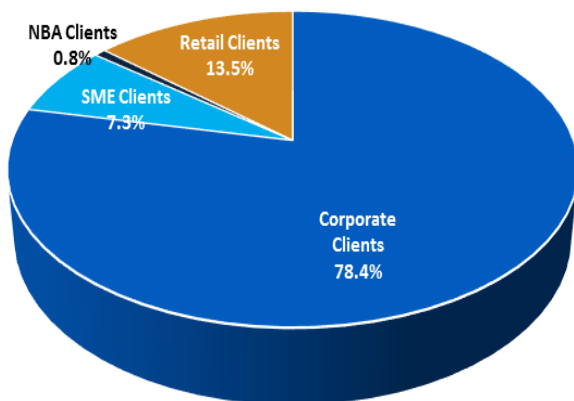


**YE 2018**

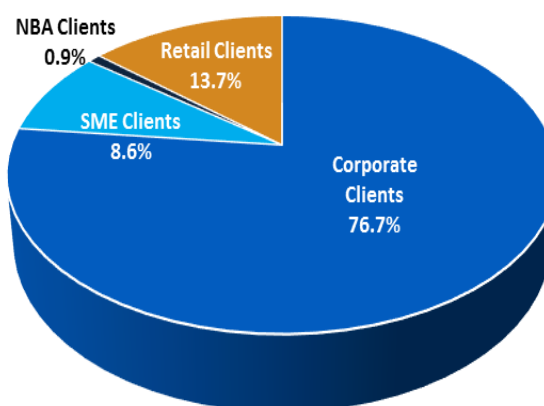


### Gross Loans & Advances

**1H19**



**YE 2018**



*“BK Group had strong first half and we are on course to delivering great end-of-year results. We saw a high increase of net interest income of 28.5% y-o-y due to impressive growth in our loan book and better diversification in our loan portfolio. The fees and commissions have gone down due to on-going digitalization efforts to achieve higher efficiency, which in turn resulted in reduction of costs and elimination of some fees. Additionally, net loan loss has also gone up consequent to a couple of bad debts that defaulted. However, we are confident that recovery strategy put in place will address this by end of the year.”* **said Dr. Diane Karusisi, Chief Executive Officer.**

**Consolidated Statement of Profit or Loss and Other Comprehensive Income**  
For the period ended 30 June 2019

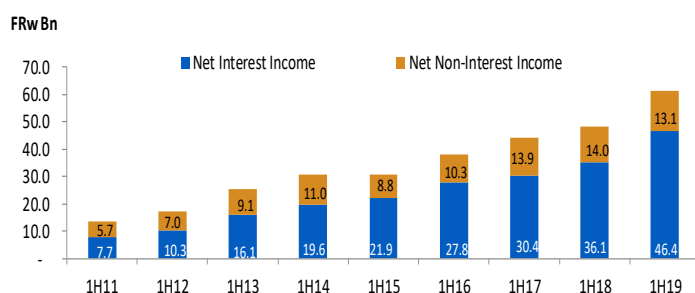
IFRS based	1H 2019		1H 2018		Growth, Y-o-Y
	FRw (Bn)	US\$ (Mln)	FRw (Bn)	US\$ (Mln)	
FRw/Euro Exchange Rate, e-o-p	1,027.5		1,030.0		
FRw/US\$ Exchange Rate, e-o-p	904.1		868.5		
Interest Income	56.3	62.2	44.8	51.5	25.7%
Interest Expense	9.9	10.9	8.7	10.0	14.0%
<b>Net Interest Income</b>	<b>46.4</b>	<b>51.3</b>	<b>36.1</b>	<b>41.5</b>	<b>28.5%</b>
Net Fee & Commission Income	5.2	5.7	7.4	8.6	(30.4%)
Net Income From Documentary Operations	1.5	1.7	1.5	1.7	1.5%
FX Related Income	4.4	4.9	4.1	4.8	6.6%
Other Non-interest Income	2.0	2.2	0.9	1.1	117.0%
<b>Net Non-Interest Income</b>	<b>13.1</b>	<b>14.5</b>	<b>14.0</b>	<b>16.2</b>	<b>(6.3%)</b>
<b>Total Operating Income</b>	<b>59.5</b>	<b>65.8</b>	<b>50.1</b>	<b>57.7</b>	<b>18.7%</b>
<b>Recurring Operating Costs</b>					
Personnel Cost	11.1	12.3	10.1	11.7	9.6%
Bonus Pool	-	-	-	-	0.0%
Administration and General expenses	9.5	10.5	8.5	9.8	11.5%
Depreciation & Amortisation	3.1	3.4	2.5	2.8	24.4%
<b>Total Recurring Operating Costs</b>	<b>23.6</b>	<b>26.2</b>	<b>21.1</b>	<b>24.3</b>	<b>12.1%</b>
<b>Pre-Provision Operating Profit</b>	<b>35.9</b>	<b>39.7</b>	<b>29.0</b>	<b>33.4</b>	<b>23.6%</b>
Net Loan Loss Provisions	15.4	17.0	7.7	8.9	99.7%
Gains on recovery	1.0	1.1	0.9	1.0	15.8%
<b>Net Impairment on Loans &amp; advances</b>	<b>14.4</b>	<b>15.9</b>	<b>6.8</b>	<b>7.9</b>	<b>110.3%</b>
<b>Profit Before Tax</b>	<b>21.5</b>	<b>23.7</b>	<b>22.2</b>	<b>25.5</b>	<b>(3.2%)</b>
Income Tax Expense	6.9	7.6	8.8	10.1	(21.1%)
<b>Net Income</b>	<b>14.6</b>	<b>16.1</b>	<b>13.4</b>	<b>15.4</b>	<b>8.5%</b>

Notes:

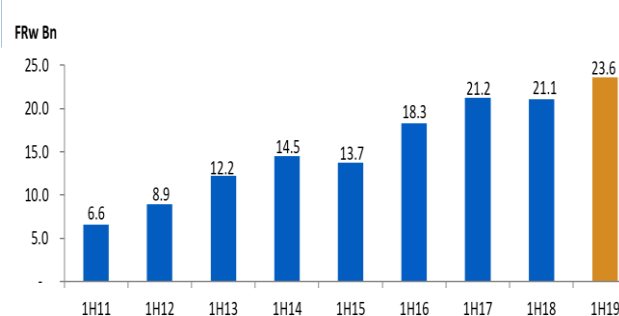
(1) Growth calculations are based on FRw values

(2) US\$ values have been derived from period-end FRw/US\$ exchange rates set out on page 1 of this press release

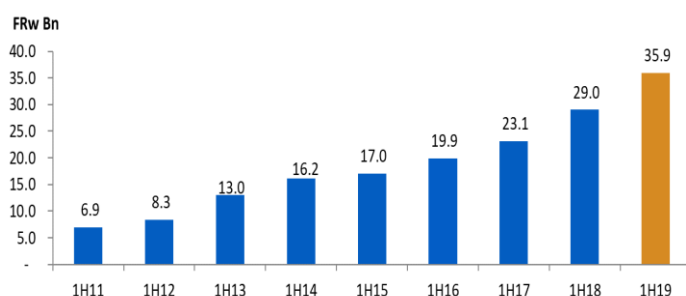
**Total Operating Income**



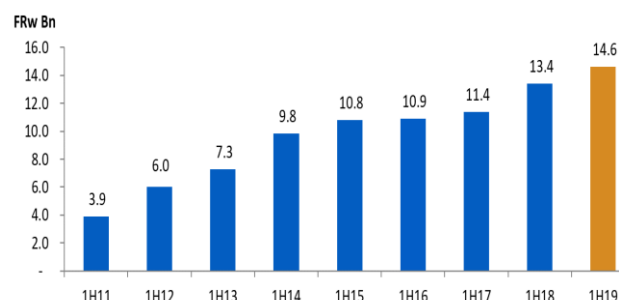
**Total Recurring Operating Costs**



**Pre-provision Operating Profit**



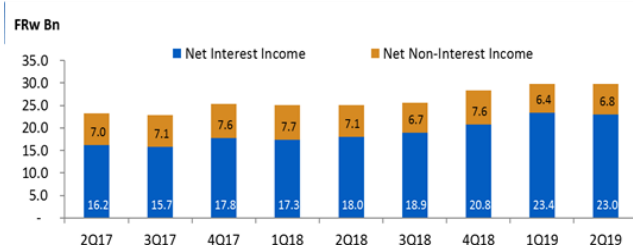
**Net Income**



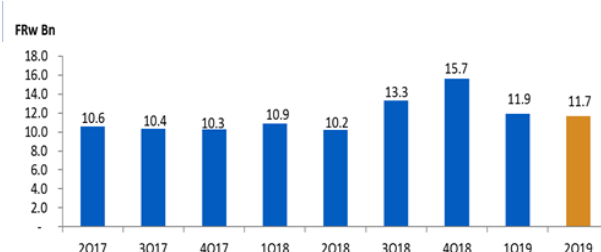
**Consolidated Statement of Profit or Loss and Other Comprehensive Income**  
For the quarter ended 30 June 2019

<i>IFRS based</i>	2Q 2019		1Q 2019		2Q 2018		Growth, q-o-q	Growth, y-o-y
	FRw (Bn)	US\$ (Mln)	FRw (Bn)	US\$ (Mln)	FRw (Bn)	US\$ (Mln)		
FRw/Euro Exchange Rate, e-o-p	1,027.5		1,012.5		1,030.0			
FRw/US\$ Exchange Rate, e-o-p	904.1		898.9		868.5			
Interest Income	27.9	30.8	28.4	31.6	22.2	25.5	(1.7%)	25.8%
Interest Expense	4.9	5.4	5.0	5.6	4.2	4.8	(1.8%)	17.0%
<b>Net Interest Income</b>	<b>23.0</b>	<b>25.4</b>	<b>23.4</b>	<b>26.0</b>	<b>18.0</b>	<b>20.7</b>	<b>(1.7%)</b>	<b>27.9%</b>
Net Fee & Commission Income	2.7	3.0	2.5	2.8	3.7	4.3	6.8%	(28.1%)
Net Income From Documentary Operations	1.0	1.1	0.5	0.6	0.8	0.9	106.6%	34.6%
FX related Income	2.3	2.5	2.2	2.4	2.0	2.3	4.9%	11.3%
Other Non-interest Income	0.8	0.9	1.2	1.4	0.6	0.7	(36.4%)	34.3%
<b>Net Non-Interest Income</b>	<b>6.8</b>	<b>7.5</b>	<b>6.4</b>	<b>7.1</b>	<b>7.1</b>	<b>8.2</b>	<b>5.7%</b>	<b>(4.9%)</b>
<b>Total Operating Income</b>	<b>29.7</b>	<b>32.9</b>	<b>29.8</b>	<b>33.1</b>	<b>25.1</b>	<b>28.9</b>	<b>(0.1%)</b>	<b>18.6%</b>
<b>Recurring Operating Costs</b>								
Personnel Cost	5.5	6.0	5.7	6.3	5.3	6.1	(3.4%)	2.2%
Bonus Pool	-	-	-	-	-	-	0.0%	0.0%
Administration and General expenses	4.8	5.4	4.6	5.2	3.7	4.2	4.6%	32.1%
Depreciation & Amortisation	1.4	1.5	1.7	1.9	1.2	1.4	(15.7%)	17.2%
<b>Total Recurring Operating Costs</b>	<b>11.7</b>	<b>12.9</b>	<b>11.9</b>	<b>13.3</b>	<b>10.2</b>	<b>11.7</b>	<b>(2.0%)</b>	<b>14.7%</b>
<b>Pre-Provision Operating Profit</b>	<b>18.0</b>	<b>20.0</b>	<b>17.8</b>	<b>19.8</b>	<b>14.9</b>	<b>17.1</b>	<b>1.2%</b>	<b>21.2%</b>
Net Loan Loss Provisions	7.9	8.7	7.5	8.4	2.8	3.2	4.3%	183.2%
Gains on recovery	0.5	0.5	0.5	0.6	0.3	0.4	(14.9%)	42.5%
<b>Net Impairment on Loans &amp; advances</b>	<b>7.4</b>	<b>8.2</b>	<b>7.0</b>	<b>7.8</b>	<b>2.5</b>	<b>2.8</b>	<b>5.8%</b>	<b>201.9%</b>
<b>Profit Before Tax</b>	<b>10.6</b>	<b>11.8</b>	<b>10.8</b>	<b>12.0</b>	<b>12.4</b>	<b>14.3</b>	<b>(1.7%)</b>	<b>(14.4%)</b>
Income Tax Expense	3.6	3.9	3.4	3.7	5.1	5.8	5.5%	(29.9%)
<b>Net Income</b>	<b>7.1</b>	<b>7.8</b>	<b>7.5</b>	<b>8.3</b>	<b>7.4</b>	<b>8.5</b>	<b>(5.0%)</b>	<b>(3.8%)</b>

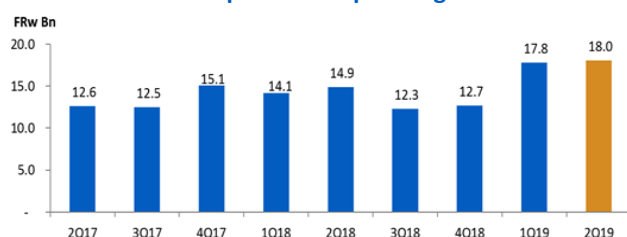
**Total Operating Income**



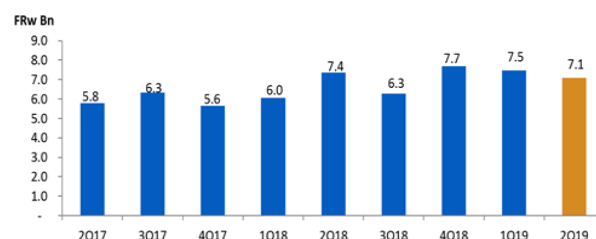
**Total Recurring Operating Costs**



**Pre-provision Operating Profit**



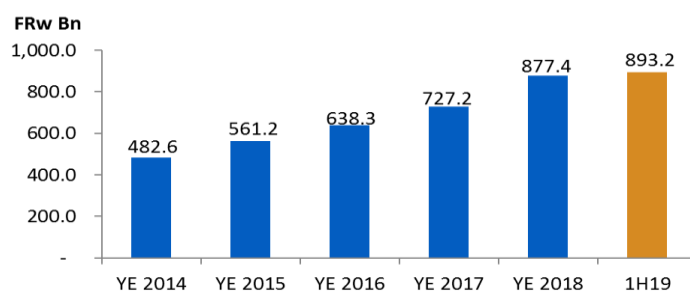
**Net Income**



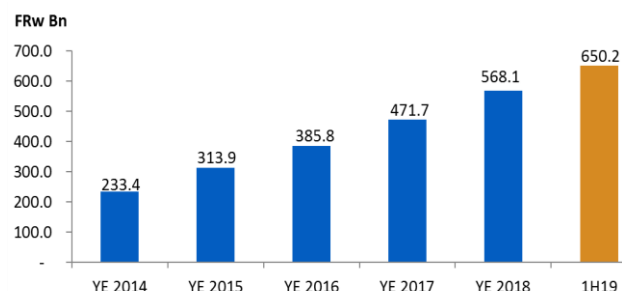
**Consolidated Statement of Financial Position**  
**As at 30 June 2019**

<i>IFRS based</i>	2Q 2019		1Q 2019		4Q 2018		2Q 2018		Change	Change	Change
	Bn	Mln	Bn	Mln	Bn	Mln	Bn	Mln	q-o-q	YTD	y-o-y
Cash	15.4	17.0	17.7	19.7	20.1	22.5	15.5	17.8	(13.3%)	(23.4%)	(0.7%)
Balances With BNR	54.2	60.0	51.1	56.9	44.6	50.0	41.1	47.3	6.0%	21.5%	32.0%
Cash Balances With Banks	41.7	46.2	86.3	96.0	80.5	90.3	45.8	52.8	(51.7%)	(48.2%)	(9.0%)
Treasuries	-	-	23.1	25.7	45.0	50.4	10.6	12.2	(100.0%)	(100.0%)	(100.0%)
Other Fixed Income Instruments	75.9	83.9	82.2	91.5	73.6	82.5	88.7	102.1	(7.7%)	3.1%	(14.5%)
Gross Loans	696.0	769.8	641.9	714.1	600.6	673.3	508.4	585.4	8.4%	15.9%	36.9%
Loan Loss Reserve	45.9	50.7	38.6	42.9	32.5	36.4	27.1	31.3	18.9%	41.2%	68.9%
<b>Net Loans To Clients</b>	<b>650.2</b>	<b>719.1</b>	<b>603.3</b>	<b>671.2</b>	<b>568.1</b>	<b>636.9</b>	<b>481.2</b>	<b>554.1</b>	<b>7.8%</b>	<b>14.4%</b>	<b>35.1%</b>
Net Investments	-	-	-	-	-	-	0.2	0.3	0.0%	0.0%	(100.0%)
Net Property, Plant & Equipment	30.7	33.9	27.6	30.7	28.2	31.6	32.7	37.7	11.2%	8.7%	(6.3%)
Intangible Assets	6.7	7.4	3.3	3.7	3.7	4.1	0.8	0.9	101.4%	81.2%	741.2%
Net Other Assets	18.5	20.5	13.1	14.5	13.6	15.3	15.1	17.4	41.8%	36.1%	22.8%
<b>Total Assets</b>	<b>893.2</b>	<b>987.9</b>	<b>907.8</b>	<b>1,009.9</b>	<b>877.4</b>	<b>983.6</b>	<b>731.8</b>	<b>842.6</b>	<b>(1.6%)</b>	<b>1.8%</b>	<b>22.1%</b>
Interbank Deposits	48.7	53.9	54.2	60.3	61.3	68.7	38.5	44.4	(10.1%)	(20.5%)	26.4%
Client Balances & Deposits	551.7	610.2	562.4	625.7	532.0	596.4	472.3	543.8	(1.9%)	3.7%	16.8%
Borrowed Funds	39.7	43.9	48.6	54.1	50.9	57.0	57.9	66.7	(18.5%)	(22.1%)	(31.5%)
Dividends payable	16.2	17.9	14.1	15.7	11.1	12.4	14.8	17.0	14.8%	46.1%	9.6%
Other Liabilities	33.0	36.5	29.4	32.8	27.5	30.8	18.4	21.2	12.0%	20.1%	79.3%
<b>Total Liabilities</b>	<b>689.2</b>	<b>762.3</b>	<b>708.8</b>	<b>788.5</b>	<b>682.7</b>	<b>765.4</b>	<b>601.9</b>	<b>693.0</b>	<b>(2.8%)</b>	<b>1.0%</b>	<b>14.5%</b>
Ordinary Shares	9.0	9.9	9.8	10.9	9.8	11.0	6.7	7.8	(8.7%)	(8.7%)	32.9%
Share Premium	74.6	82.5	74.6	83.0	74.8	83.9	18.9	21.8	(0.0%)	(0.2%)	294.0%
Revaluation Reserve	13.0	14.4	13.0	14.5	13.0	14.6	13.0	15.0	0.0%	0.0%	0.0%
Retained Earnings	107.4	118.8	101.5	113.0	97.1	108.8	91.2	105.0	5.7%	10.6%	17.8%
<b>Shareholder's Equity</b>	<b>204.0</b>	<b>225.6</b>	<b>199.0</b>	<b>221.4</b>	<b>194.7</b>	<b>218.3</b>	<b>129.9</b>	<b>149.5</b>	<b>2.5%</b>	<b>4.8%</b>	<b>57.0%</b>
<b>Total liabilities &amp; Shareholders' Equity</b>	<b>893.2</b>	<b>987.9</b>	<b>907.8</b>	<b>1,009.9</b>	<b>877.4</b>	<b>983.6</b>	<b>731.8</b>	<b>842.6</b>	<b>(1.6%)</b>	<b>1.8%</b>	<b>22.1%</b>

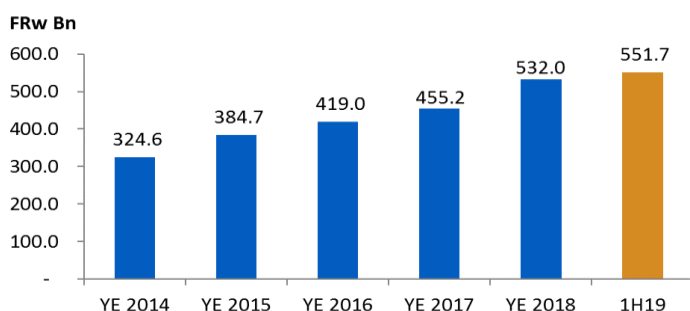
**Total Assets**



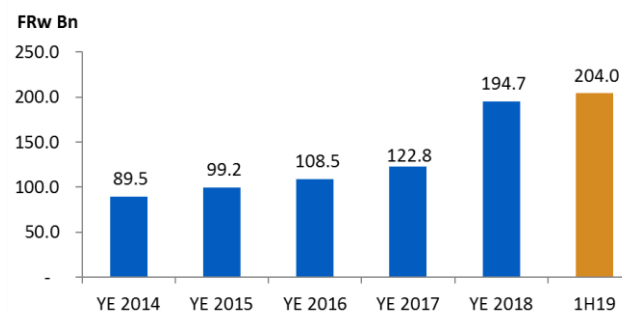
**Net Loans and Advances**



**Client Balances & Deposits**



**Shareholders' Equity**



## Key Performance Ratios

Quarterly ratios are annualised, where applicable

	2Q 2019	1Q 2019	2Q 2018	1H 2019	1H 2018	YE 2018	YE 2017	YE 2016	YE 2015	YE 2014	YE 2013	YE 2012	YE 2011	YE 2010
<b>Profitability</b>														
Return on Average Assets, %	3.2%	3.3%	4.0%	3.3%	3.7%	3.4%	3.4%	3.5%	3.9%	4.0%	4.0%	3.9%	3.6%	3.5%
Return on Average Equity, %	14.2%	15.2%	23.3%	14.6%	21.2%	17.2%	20.2%	20.0%	21.7%	22.9%	22.2%	18.9%	18.6%	24.5%
Net Interest Margin, %	11.4%	11.4%	10.9%	11.5%	10.7%	10.4%	10.4%	10.5%	10.1%	9.9%	11.1%	9.6%	8.4%	8.3%
Loan Yield, %	16.0%	16.8%	15.7%	16.0%	15.5%	15.3%	16.2%	17.6%	19.2%	20.5%	20.5%	17.0%	16.9%	15.8%
Interest Expense/Interest Income, %	17.6%	17.6%	18.9%	17.6%	19.7%	19.4%	22.3%	22.9%	22.9%	24.4%	22.2%	26.0%	26.8%	25.6%
Cost of Funds, %	3.1%	3.1%	2.9%	3.1%	3.1%	3.0%	3.2%	3.3%	3.2%	3.4%	3.3%	3.4%	3.1%	2.8%

### Efficiency

Cost/Income Ratio	39.3%	40.1%	40.7%	39.7%	42.1%	48.1%	45.2%	47.4%	47.8%	47.9%	48.4%	52.8%	48.4%	47.5%
Costs/Average Assets, %	5.3%	5.4%	5.6%	5.3%	5.8%	6.2%	6.1%	6.1%	5.8%	6.2%	7.0%	6.6%	5.9%	5.8%
Personnel Costs/Total Recurring Operating Costs	46.6%	47.3%	52.3%	47.0%	48.0%	45.6%	50.5%	38.6%	49.4%	51.8%	45.0%	47.4%	51.8%	52.3%
Personnel Costs/Average Total Assets, Annualised	2.5%	2.5%	2.9%	2.5%	2.8%	2.8%	3.1%	2.3%	2.9%	3.2%	3.1%	3.1%	2.9%	3.0%
Personnel Costs/Total Operating Income	18.3%	19.0%	21.3%	18.7%	20.2%	21.9%	22.9%	18.3%	23.6%	24.8%	21.8%	25.0%	25.1%	25.0%
Net Income/Total Operating Income	23.8%	25.1%	29.4%	24.5%	26.8%	26.3%	25.3%	27.0%	32.1%	31.5%	27.6%	30.7%	29.5%	29.2%
Total Operating Income/Average Assets %	13.4%	13.3%	13.8%	13.4%	13.7%	13.0%	13.5%	12.8%	12.2%	12.9%	14.4%	12.6%	12.1%	12.1%

### Liquidity

Net Loans/Total Assets, %	72.8%	66.5%	65.8%	72.8%	65.8%	64.7%	64.9%	60.4%	55.9%	48.4%	47.1%	57.3%	42.8%	51.3%
Liquid Assets / Total Assets	21.0%	28.7%	27.6%	21.0%	27.6%	30.1%	28.8%	32.8%	38.4%	45.7%	46.0%	31.9%	45.1%	37.0%
Liquid Assets / Total Deposits	31.2%	42.3%	39.5%	31.2%	39.5%	44.5%	42.1%	47.3%	52.9%	64.9%	65.2%	44.7%	64.9%	47.3%
Liquid Assets / Total Liabilities	27.2%	36.8%	33.5%	27.2%	33.5%	38.6%	34.7%	39.5%	46.7%	56.1%	55.2%	39.6%	57.4%	44.1%
Total Deposits / Total Assets	67.2%	67.9%	69.8%	67.2%	69.8%	67.6%	68.5%	69.4%	72.6%	70.4%	70.5%	71.3%	69.5%	78.2%
Total Deposits / Total Liabilities	87.1%	87.0%	84.9%	87.1%	84.9%	86.9%	82.4%	83.6%	88.2%	86.5%	84.7%	88.7%	88.4%	93.2%
Interbank Borrowings / Total Deposits	8.1%	8.8%	7.5%	8.1%	7.5%	10.3%	8.6%	5.4%	5.6%	4.5%	5.8%	8.0%	9.5%	12.2%
Gross Loans/Total Assets	77.9%	70.7%	69.5%	77.9%	69.5%	68.4%	68.2%	62.3%	57.9%	51.1%	50.2%	60.1%	45.4%	53.4%
Gross Loans / Total Deposits	115.9%	104.1%	99.5%	115.9%	99.5%	101.2%	99.5%	88.9%	79.7%	72.6%	71.1%	84.2%	65.3%	68.3%
Interest Earning Assets/Total Assets	91.1%	91.8%	89.3%	91.1%	89.3%	91.1%	91.0%	88.9%	87.8%	87.7%	88.4%	80.5%	82.0%	81.6%
Leverage (Total Liabilities/Equity), Times	3.4	3.6	4.6	3.4	4.6	3.5	4.9	4.9	4.7	4.4	5.0	4.1	3.7	5.2

### Asset Quality

NPLs /Total Loans, %	6.4%	5.3%	5.8%	6.4%	5.8%	4.9%	5.6%	4.5%	4.9%	6.6%	6.9%	6.5%	8.3%	8.5%
NPL Coverage Ratio	95.1%	98.5%	79.6%	95.1%	79.6%	98.8%	72.9%	55.0%	57.2%	81.8%	87.4%	70.3%	69.1%	45.8%
NPL Coverage Ratio (Net Exposure)	177.7%	175.1%	246.4%	177.7%	246.4%	163.7%	199.6%	128.4%	110.2%	169.0%	134.6%	90.0%	94.0%	62.3%
Loan Loss reserve / Gross Loans, %	6.6%	6.0%	5.3%	6.6%	5.3%	5.4%	4.8%	3.0%	3.3%	5.4%	6.1%	4.6%	5.8%	3.9%
Average Loan Loss reserve / Average Gross Loans, %	6.0%	5.7%	5.1%	6.0%	5.1%	5.2%	4.0%	3.1%	4.2%	5.7%	5.4%	5.1%	4.9%	4.3%
Large Exposures / Gross Loans	30.7%	29.3%	45.1%	30.7%	45.1%	36.8%	46.2%	54.3%	24.1%	18.0%	5.4%	6.5%	8.8%	14.3%
Cost of Risk, Annualised	4.6%	4.5%	2.0%	4.4%	2.7%	2.1%	3.7%	2.9%	2.6%	3.3%	4.4%	2.2%	3.8%	2.0%

### Capital Adequacy

Core Capital / Risk Weighted Assets	28.8%	29.3%	21.7%	28.8%	21.7%	31.4%	18.9%	19.0%	22.1%	25.8%	23.1%	22.4%	28.1%	18.7%
Total Qualifying Capital / Risk Weighted Assets	29.3%	29.9%	22.3%	29.3%	22.3%	32.0%	19.5%	19.6%	22.5%	26.3%	23.7%	23.2%	29.1%	20.1%
Off Balance Sheet Items / Total Qualifying Capital	521.4%	512.5%	388.6%	521.4%	388.6%	471.2%	408.3%	469.1%	442.6%	428.4%	542.5%	524.3%	363.1%	351.2%
Large Exposures / Core Capital	115.9%	103.7%	197.3%	115.9%	197.3%	124.2%	208.7%	227.5%	84.2%	53.5%	17.9%	22.6%	21.3%	61.1%
NPLs less Provisions / Core Capital	1.3%	0.3%	6.0%	1.3%	6.0%	0.2%	8.1%	10.2%	8.7%	3.5%	2.9%	6.8%	6.2%	19.7%

### Market Sensitivity

Forex Exposure / Core Capital	(14.4%)	(10.3%)	(10.2%)	(14.4%)	(10.2%)	(3.7%)	(14.4%)	(9.5%)	(20.4%)	(20.4%)	(9.1%)	(41.2%)	11.7%	11.5%
Forex Loans / Forex Deposits	78.3%	65.0%	95.4%	78.3%	95.4%	69.0%	101.4%	68.9%	26.9%	8.4%	0.7%	1.0%	0.8%	1.0%
Forex Assets / Forex Liabilities	87.0%	91.9%	94.2%	87.0%	94.2%	97.1%	92.3%	95.0%	86.4%	87.5%	93.8%	61.0%	105.3%	106.7%
Forex Loans / Gross Loans	18.6%	17.3%	27.5%	18.6%	27.5%	18.5%	26.5%	21.3%	8.2%	3.3%	0.3%	0.3%	0.3%	0.4%
Forex Deposits/Total Deposits	27.5%	27.7%	28.7%	27.5%	28.7%	27.2%	26.0%	27.7%	24.3%	28.4%	33.2%	25.3%	23.8%	27.4%

### Selected Operating Data

Full Time Employees	1,267	1,238	1,224	1,267	1,224	1,218	1,215	1,225	1,140	1,019	980	877	602	454
Assets per FTE (FRw in billion)	0.7	0.7	0.6	0.7	0.6	0.7	0.6	0.5	0.5	0.5	0.4	0.4	0.5	0.4
Number of Branches	68	68	76	68	79	79	76	76	75	70	65	59	44	33
Number of Mobibank/ Outlets	22	22	22	22	9	9	22	22	22	22	18	18	13	13
Number of ATMS	96	94	94	96	94	95	91	91	84	76	65	55	26	26
Number of POS Terminals	1,891	1,757	1,412	1,891	1,412	1,611	1,250	1,002	801	656	568	405	202	97
Number of Retail Customers	315,799	293,337	211,295	315,799	211,295	293,450	257,990	236,545	327,441	288,022	231,409	191,632	124,248	50,073
Number of BK Yacu Agent	1,416	1,477	1,441	1,416	1,441	1,427	1,437	1,280	1,043	861	569	30	-	-

## Definitions

- 1 Return On Average Total Assets (ROAA) equals Net Income of the period divided by average Total Assets for the same period;
- 2 Return On Average Total Equity (ROAE) equals Net Income of the period divided by average Total Shareholders' Equity for the same period;
- 3 Average Interest Earning Assets are calculated on a quarterly basis; Interest Earning Assets include: Cash & Balances With Banks, Treasuries and Net Loans To Clients;
- 4 Net Interest Margin equals Net Interest Income of the period divided by Average Interest Earning Assets for the same period;
- 5 Loan Yield equals Interest Income of the period on loans & advances divided by average Gross Loans for the same period;
- 6 Cost Of Funds equals Interest Expense of the period divided by average Total Liabilities for the same period (interest bearing);
- 7 Total Operating Income includes Net Interest Income and Non-Interest Income;
- 8 Costs include Total Recurring Operating Costs and Bonuses (Paid and Accrued);
- 9 Cost/Income equals Total Recurring Operating Costs plus Bonuses (Paid and Accrued) for the period divided by Total Operating Income;
- 10 Personnel Costs/Total Recurring Operating Costs equals the sum of Staff Costs and Bonuses (Paid and Accrued) for the period divided by Total Recurring Operating Costs ;
- 11 Personnel Costs/Average Total Assets equals the sum of Staff Costs and Bonuses (Paid and Accrued) for the period divided by average Total Assets ;
- 12 Client Deposits include Corporate, other Financial institutions and Retail deposits;
- 13 Liquid Assets include Cash, Cash Balances With the NBR, Cash Balances With Banks, Treasuries and Other Fixed Income Instruments;
- 14 Total Deposits include Interbank Deposits and Client Deposits;
- 15 Shareholders' Equity equals to Total Shareholders' Equity;
- 16 NPLs are loans overdue by more than 90 days
- 17 NPL Coverage ratio equals Loan Loss Reserve as of the period end plus restricted collateral appraisal value applicable to NPLs divided by NPLs as of the same period;
- 18 Large exposures include loans that in aggregate comprise 10% of Core Capital;
- 19 Cost Of Risk equals Net Provision For Loan Losses of the period, plus provisions for (less recovery of) other assets, divided by average Gross Loans To Clients for the same period;
- 20 Total Capital Adequacy equals Total Qualifying Capital as of the period end divided by Total Risk Weighted Assets as of the same date, both calculated in accordance with the requirements of the National Bank of Rwanda.
- 21 Y-o-Y refers to year on year change on the FRw values
- 22 Q-o-Q refers to quarter on quarter change on the FRw values
- 23 YE refer to Year End figures as at 31 December.