



C & I LEASING PLC

H1 2019 Investor & Analyst Presentation

15 August 2019

Disclaimer

This presentation is based on C&I Leasing Plc's unaudited results for the period ending 30 June 2019. C&I Leasing Plc has obtained some information in this presentation from sources it believes to be reliable. Although C&I Leasing Plc has taken all reasonable care to ensure that the information herein is accurate and correct, C&I Leasing Plc makes no representation or warranty, express or implied, as to the accuracy, correctness or completeness of such information.

Furthermore, C&I Leasing Plc makes no representation or warranty, express or implied, that its future operating, financial or other results will be consistent with results implied, directly or indirectly, by information contained herein or with C&I Leasing Plc's past operating, financial or other results. Any information herein is as of the date of this presentation and may change without notice. C&I Leasing Plc undertakes no obligation to update the information in this presentation. In addition, some of the information in this presentation may be condensed or incomplete, and this presentation may not contain all material information in respect of C&I Leasing.

This presentation also contains "forward-looking statements" that relate to, among other things, C&I Leasing Plc's plans, objectives, goals, strategies, future operations and performance. Such forward-looking statements may be characterised by words such as "estimates," "aims," "expects," "projects," "believes," "intends," "plans," "may," "will" and "should" and similar expressions but are not the exclusive means of identifying such statements. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause C&I Leasing Plc's operating, financial or other results to be materially different from the operating, financial or other results expressed or implied by such statements. Although C&I Leasing Plc believes the basis for such forward-looking statements to be fair and reasonable, C&I Leasing Plc makes no representation or warranty, express or implied, as to the fairness or reasonableness of such forward looking statements.

Furthermore, C&I Leasing Plc makes no representation or warranty, express or implied, that the operating, financial or other results anticipated by such forward-looking statements will be achieved. Such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario. C&I Leasing undertakes no obligation to update the forward-looking statements in this presentation.

Outline

1	H1 2019 Financial Snapshot	4
2	Group Financial Performance Review	9
3	Strategy & Outlook	15
4	Appendix	18



C&I MARINE

Since 2010 we have been growing our marine business to meet your diverse needs both on-shore and off shore. Today we've got patrol boats, crew boats, pilot boats, tug boats and platform support vessels for Security, line and hose handling, berthing and escort services, mooring support, fire-fighting, pollution control, floating and self-elevating platform services. And there's still so much more on the way. How may we serve you today ?

Head Office

Leasing House, 2 Leasing Drive,
Off Bisola Durosinmi Etti Drive,
Off Admiralty Way, Lekki
Phase 1, Lagos
Tel +234-903-8869179-88

Port Harcourt

C&I Leasing Plc
C&I Leasing Drive
Off Elekahia-Oginigba Link Road,
Transamadi Industrial Layout
Port Harcourt

Abuja

C&I Leasing Plc
Suite SF7, 2nd Floor
Metro Plaza
CBD, Abuja

Ghana

Leaseafric Ghana
No. 5 East Legon
Tetteh Quarshie
Interchange - Legon Road
Accra, Ghana
Tel +233-302-78901-3

H1 2019 Financial Snapshot

H1 2019 Key Result Highlights

- Gross earnings of ~~₦~~16.3 billion, up 27.2% y-o-y (H1 2018: ~~₦~~12.8 billion) driven by the growth in lease rental income.
- Net operating income of ~~₦~~4.6 billion, up 24.7% y-o-y (H1 2018: ~~₦~~3.7 billion) underscoring the growth in gross earnings across the various business units.
- Profit after tax of ~~₦~~866.9 million, up 27.1% y-o-y (H1 2018: ~~₦~~682.2 million)
- Basic earnings per share ** of ~~₦~~2.14 in H1 2019 y-o-y (H1 2018: 42.2 kobo)
- Marine business achieved 92.0% vessel utilisation rate in H1 2019 (Q1 2019: 90.8%)
- Year to date growth in total assets of 8.7% to ~~₦~~57.2 billion as at H1 2019 as against ~~₦~~52.6 billion in FY 2018, mainly on the back of the growth in finance lease receivables (acquisition of new finance lease assets) and other assets.

H1 2019 key performance indicators

<p><i>Gross Earnings</i> ¥16.3 billion H1 2018: ¥12.8 billion</p>	<p>▲ 27.2%</p>	<p><i>Total Assets</i> ¥57.2 billion FY 2018 ¥52.6 billion</p>	<p>▲ 8.7%</p>
<p><i>Cost to Income Ratio</i> 52.1% H1 2018: 48.0%</p>	<p>▲ 410bps</p>	<p><i>Total Debt</i> ¥35.1 billion FY 2018: ¥33.4 billion</p>	<p>▲ 5.1%</p>
<p><i>EBITDA margin</i> 33.0% H1 2018: 35.2%</p>	<p>▼ 220bps</p>	<p><i>Shareholder's Funds</i> ¥12.8 billion FY 2018: ¥11.8 billion</p>	<p>▲ 8.0%</p>
<p><i>Net Operating Income</i> ¥4.6 billion H1 2018: ¥3.7 billion</p>	<p>▲ 24.7%</p>	<p><i>Leverage*</i> 2.6x FY 2018: 2.7x</p>	<p>▲ 10bps</p>
<p><i>**Basic Earnings per Share</i> ¥2.14 H1 2018: 42.2kobo</p>	<p>▲ nm</p>	<p><i>Capital Adequacy Ratio</i> 18.5% FY 2018: 16.3%</p>	<p>▲ 220bps</p>
<p><i>Return on Equity</i> 6.8% H1 2018: 7.0%</p>	<p>▼ 20bps</p>		

nm – not meaningful

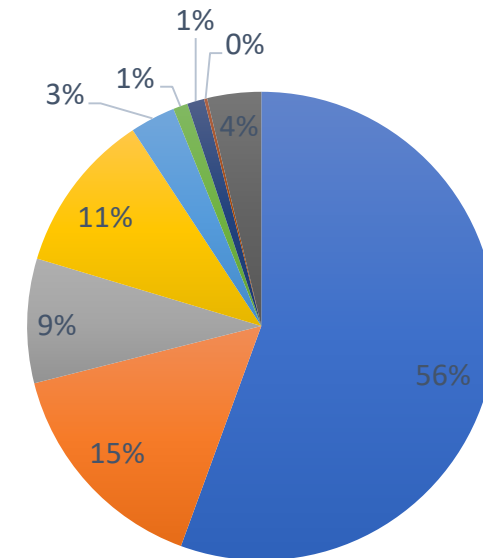
**EPS computation for H1 2019 is on 1,617,010,000 ordinary share and H1 2018 is on 404,252,500 as a result of the share reconstruction

*Net Interest-Bearing Liabilities /Equity

C&I Leasing – Diversified and High-quality Client Base



H1 2019 revenue split by sector



- OIL & GAS
- FIN SERVICES
- MANUFACT.
- TELECOM
- POWER
- CONSTR. /ENGR
- HEALTH
- AGRO ALLIED
- OTHERS

A solid investment proposition focused on long-term growth

High quality borrower

Able to achieve lower weighted average cost of funds than the market

Strong and stable management team

Allows the Group to continue to expand in a sustainable and profitable way

Strong competitive positioning across all segments

Long-term relationships with blue chip clients

Good security structure

Transparent structure of revenue flow from lease assets to meet specific repayment obligations of borrowings used to fund relevant assets provides platform for growth

Operating in sectors with sound market potential

Providing emerging growth opportunities

Predictable cash flows

Allowing for visibility of earnings and business planning

Significant infrastructure to grow the business

Highlighting strong barrier to entry

Expanding partnerships

Harnessing the strength in corporate Synergy



your preferred
business partner



C&I MARINE

Since 2010 we have been growing our marine business to meet your diverse needs both on-shore and off shore. Today we've got patrol boats, crew boats, pilot boats, tug boats and platform support vessels for Security, line and hose handling, berthing and escort services, mooring support, fire-fighting, pollution control, floating and self-elevating platform services. And there's still so much more on the way. How may we serve you today ?

Head Office

Leasing House, 2 Leasing Drive,
Off Bisola Durosinmi Etti Drive,
Off Admiralty Way, Lekki
Phase 1, Lagos
Tel +234-903-8869179-88

Port Harcourt

C&I Leasing Plc
C&I Leasing Drive
Off Elekahia-Oginigba Link Road,
Transamadi Industrial Layout
Port Harcourt

Abuja

C&I Leasing Plc
Suite SF7, 2nd Floor
Metro Plaza
CBD, Abuja

Ghana

Leaseafric Ghana
No. 5 East Legon
Tetteh Quarshie
Interchange - Legon Road
Accra, Ghana
Tel +233-302-78901-3

Group Financial Performance Review

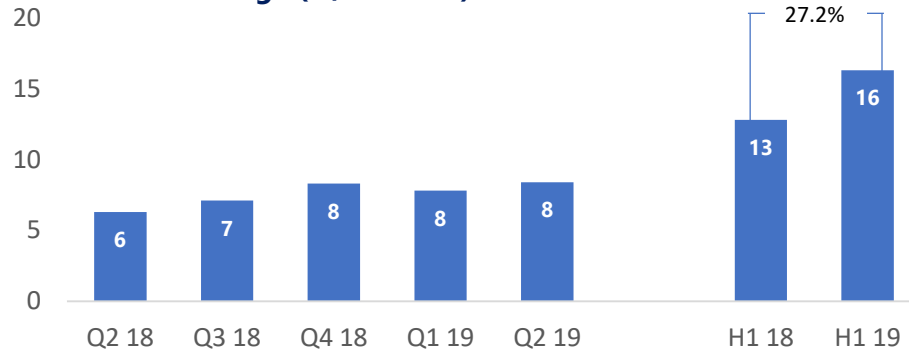
Income statement snapshot

Income Statement Highlights

	<i>H1 2019 (€ mn)</i>	<i>H1 2018 (€ mn)</i>	<i>% Δ</i>
Gross Earnings	16,256	12,776	27.2%
Lease Rental Income	11,477	8,765	30.9%
Outsourcing Income	3,958	3,230	22.6%
Lease Rental Expense	(5,496)	(4,031)	36.4%
Indirect Operating Expenses	(1,796)	(1,381)	30.0%
Net Operating Income	4,617	3,703	24.7%
Profit/loss before tax	909	723	25.6%
Profit/loss after tax	867	682	27.1%

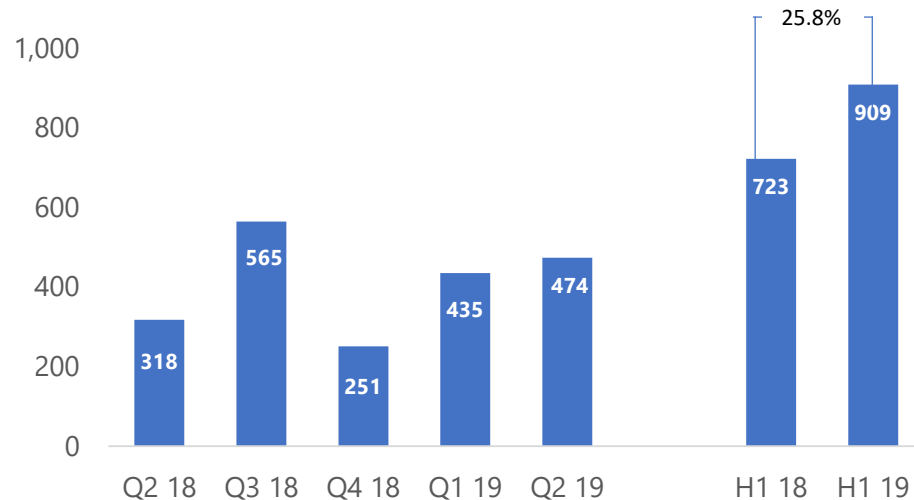
Improving performance despite the challenging operating environment

Gross Earnings (NOK, billions)

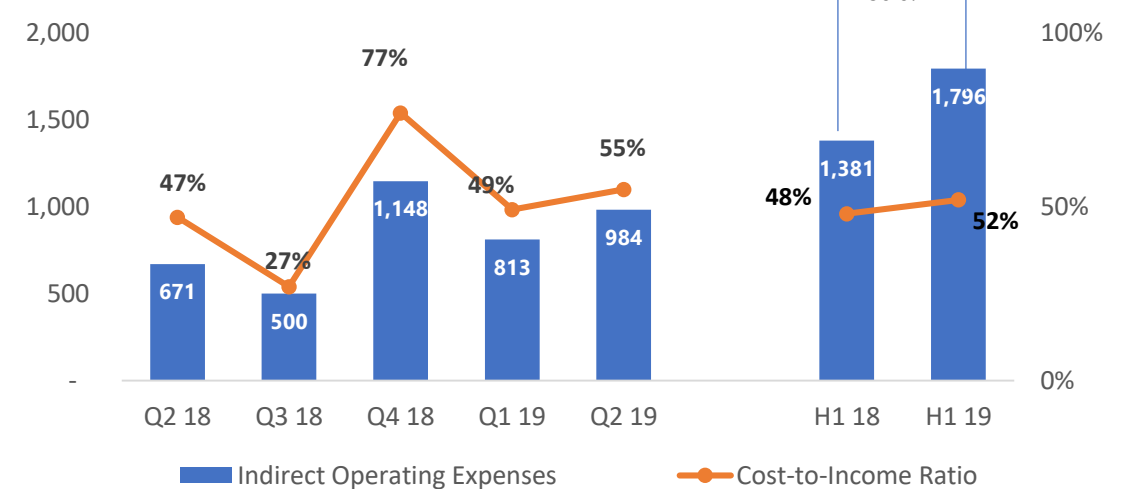


- Gross earnings driven by the growth in lease rental income (70.6% of total gross earnings), personnel outsourcing (24.3% of total gross earnings)
- Lease rental income growth was driven by marine and fleet management +30.9%
- 25.8% y-o-y growth in PBT resulted in annualised ROE of 6.8% (H1 2018: 7.0%) and annualised ROA of 1.6% (H1 2018: 1.4%)
- Growth in Indirect operating expenses driven by depreciation charges (+18.7%), personnel costs (+49.5%) as well as other administrative and general expenses (+26.6%)

Profit Before Tax (NOK, millions)



Indirect Operating Expenses* (NOK, millions)

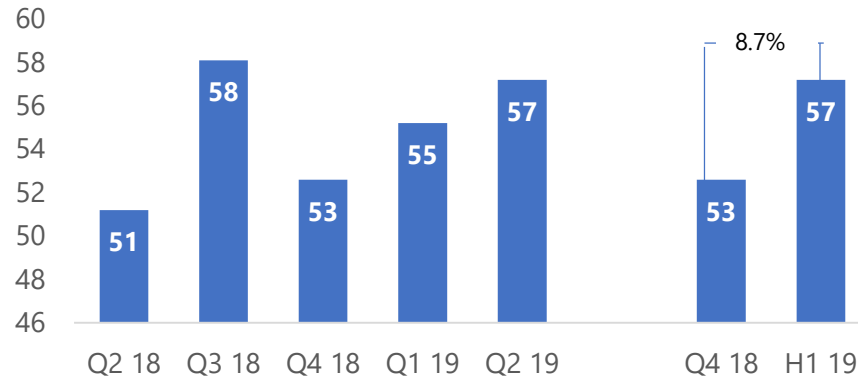


Balance sheet snapshot

Balance Sheet Highlights			
	30 June 2019 (A mn)	31 December 2018 (A mn)	% Δ
Total Assets	57,183	52,612	8.7%
Operating Lease Assets*	31,709	31,747	0.1%
Shareholder's Funds	12,229	11,827	8.0%
Interest Bearing Liabilities	35,123	33,436	5.0%
Net Interest Bearing Liabilities/EBITDA	6.3x	6.8x	50bps
Net Interest Bearing Liabilities/Equity	2.6x	2.7x	10bps
Net Interest Bearing Liabilities/Total Capitalisation	0.6x	0.6x	nm
Total Interest Bearing Liabilities/Total Capitalisation	0.6x	0.6x	nm
Net Interest Bearing Liabilities/Operating Profit	44.8x	38.8x	600bps

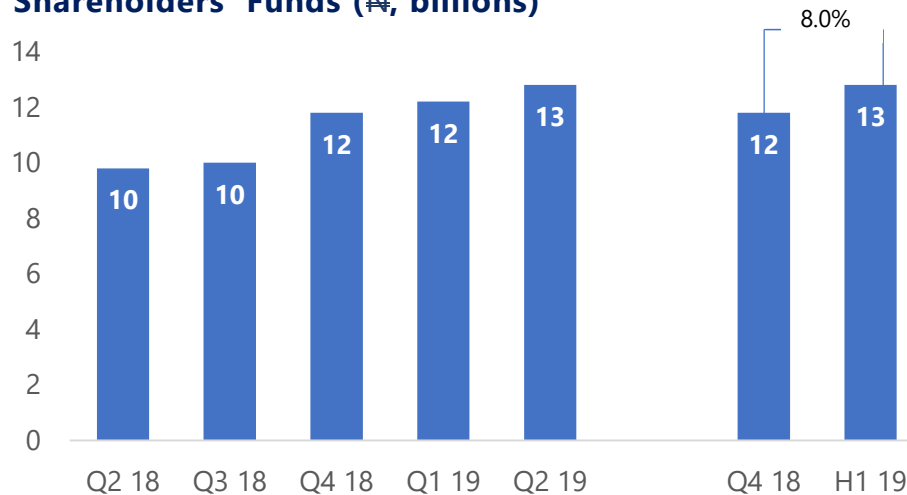
Balance sheet growth in line with business expansion

Total Assets (₺, billions)

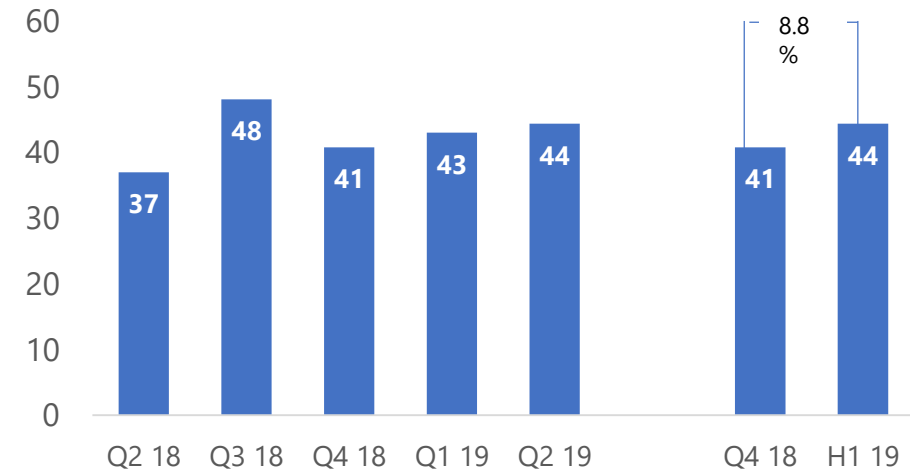


- Total assets grew due to increase in finance lease receivables, investment in Joint Venture and other assets.
- Growth in shareholders' fund largely due to increase in retained earnings and statutory reserves.
- Growth in total liabilities driven by increased issuance of commercial notes and other payables, as a result of acquiring more loans to support the expansion of the business.

Shareholders' Funds (₺, billions)

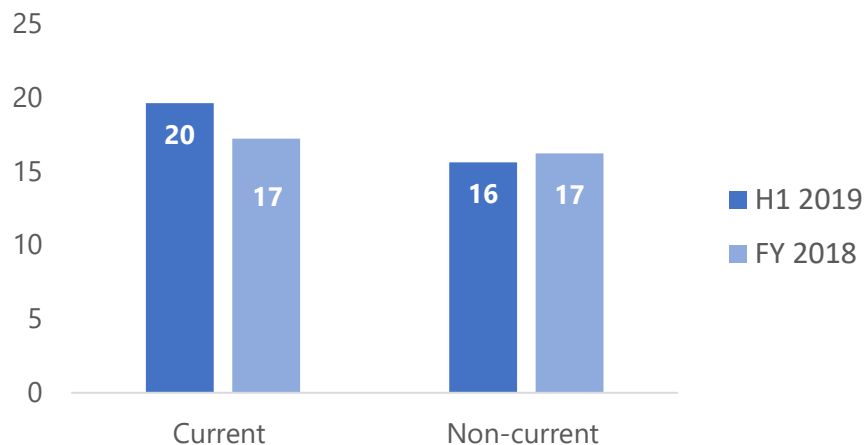


Total Liabilities (₺, billions)



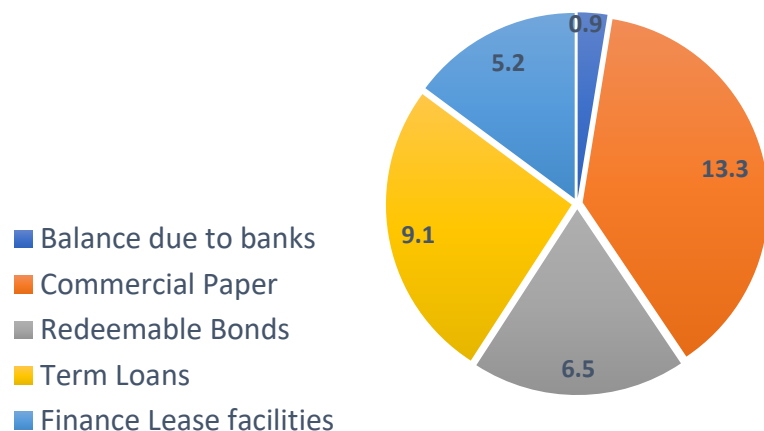
Well-diversified and stable funding base

Interest Bearing Liabilities Maturity Profile (₺, billions)*

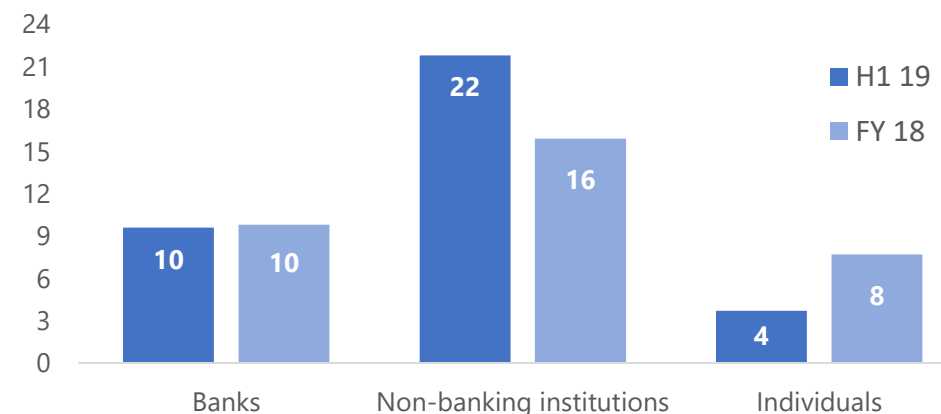


- A substantial portion of the Company's assets are funded by borrowings. These borrowings are widely diversified by type and maturity and represent a stable source of funds
- As a Group we do not target a specific cash level but work towards ensuring that we always have enough liquidity to meet our business needs
- We meet our short-term obligations through organic cashflows from the business
- Increase in debt from non-banking institutions is as a result from the N7bn bond and New issues on commercial paper

H1 2019 Interest Bearing Liabilities by Type (₺, billions)

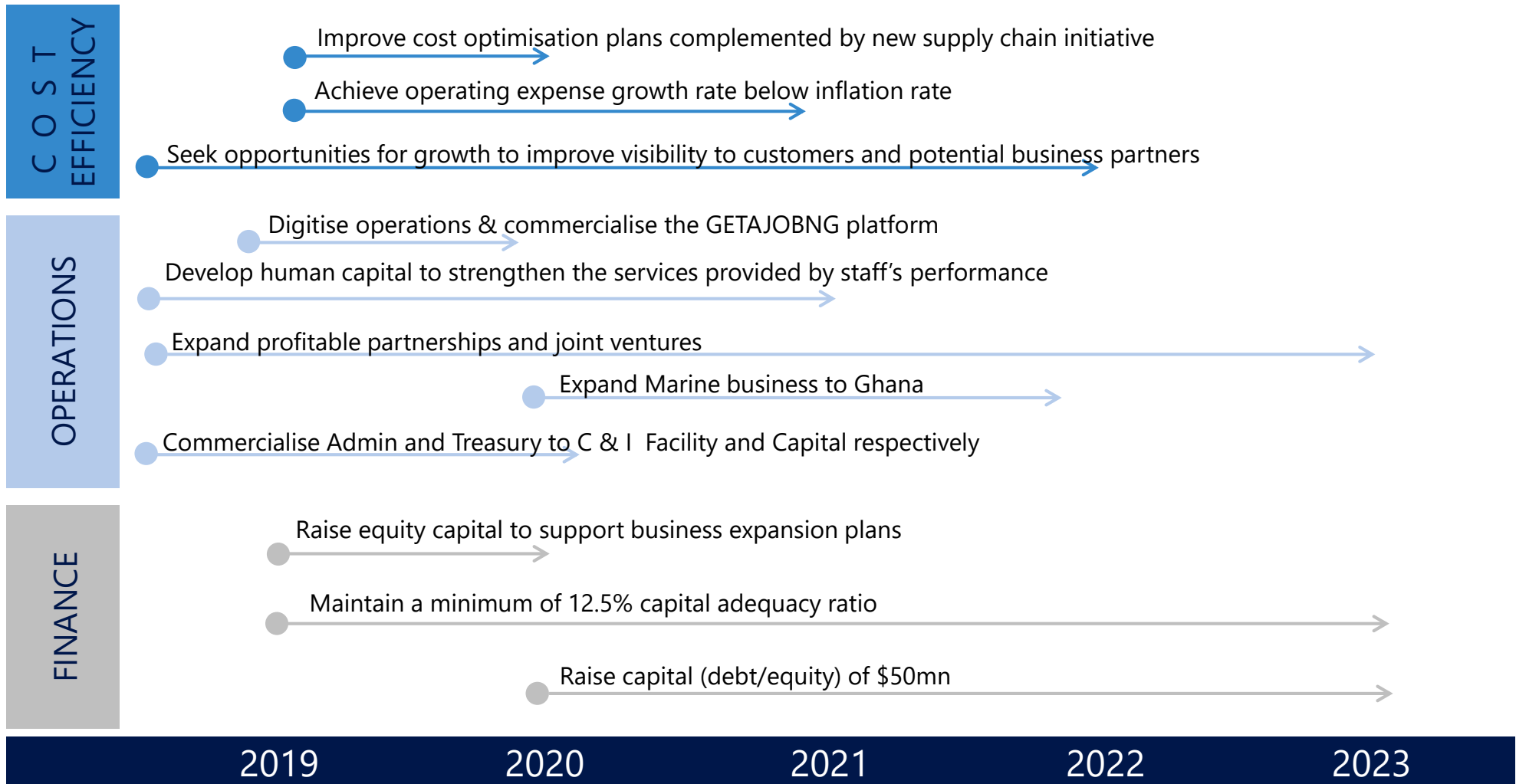


Interest Bearing Liabilities by debtor type (₺, billions)



Strategy & Outlook

Strategy Update



Contact

Andrew Otike-Odibi
M.D/Chief Executive Officer

T: +234 803 407 0554
E: andrew.otike-odibi@c-ileasing.com

Alex Mbakogu
E.D/Chief Financial Officer

T: +234 903 777 5833
E: alex.mbakogu@c-ileasing.com



C&I MARINE

Since 2010 we have been growing our marine business to meet your diverse needs both on-shore and off shore. Today we've got patrol boats, crew boats, pilot boats, tug boats and platform support vessels for Security, line and hose handling, berthing and escortservices, mooring support, fire-fighting, pollution control, floating and self-elevating platform services. And there's still so much more on the way. How may we serve you today ?

Head Office

Leasing House, 2 Leasing Drive,
Off Bisola Durosinmi Etti Drive,
Off Admiralty Way, Lekki
Phase 1, Lagos
Tel +234-903-8869179-88

Port Harcourt

C&I Leasing Plc
C&I Leasing Drive
Off Elekahia-Oginigba Link Road,
Transamadi Industrial Layout
Port Harcourt

Abuja

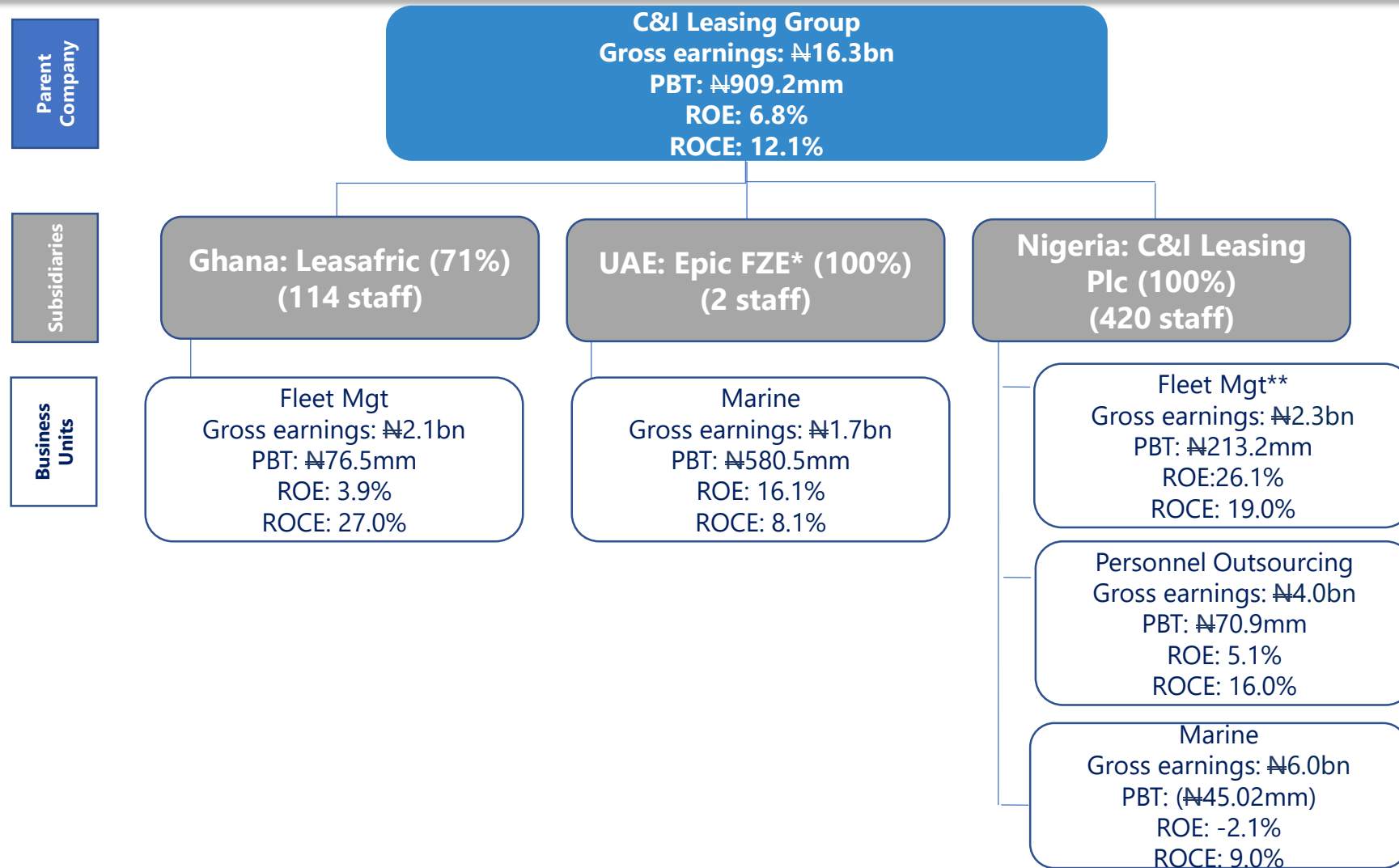
C&I Leasing Plc
Suite SF7, 2nd Floor
Metro Plaza
CBD, Abuja

Ghana

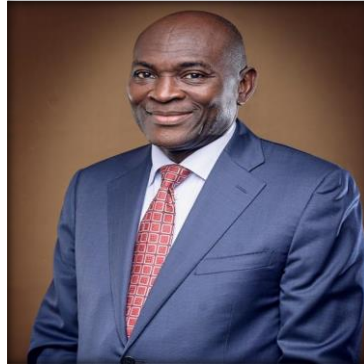
Leaseafric Ghana
No. 5 East Legon
Tetteh Quarshie
Interchange - Legon Road
Accra, Ghana
Tel +233-302-78901-3

Appendix

Overview of the C&I Leasing Group structure



Key Shareholders / Board of Directors



Chairman
Chief Chukwumah. H. Okolo



Vice Chairman
Chukwuemeka Ndu



MD / CEO
Andrew Otike-Odibi

**Petra
Properties**

**Leadway
Assurance
Company Ltd.**

**Out Consortium
Finance Limited**

**Credit Alliance
Financial**

**ABRAAJ Advisers
Nigeria Limited**

**Emeka
Ndu**

**Omotunde Alao-
Olaifa**

**Patrick Sule
Ugboma**

**Alex
Mbakogu**

Management



MD / Chief Executive Officer
Andrew Otike-Odibi



ED / Chief Financial Officer
Alex Mbakogu



ED Marine
Wisdom Nwagwu



Group Head HR & Corporate Communications
Maureen Ogbonna



GM Leasafic Ghana
Kalu. O. Kalu



Head Treasury
Babatunde Oguntunrin

Head Hertz/Fleet management
Ayodele Johnson Babatunde

Head, C&I Outsource & Training
Chiobi Ikechukwu Edwin

Head Information technology
David Ogunsola

Head Human Resources
Chigozirim Otefe-Edebi

Head Internal control & Chief Compliance Officer
Adetayo Abiodun Olugbenga



Head Finance
Adesoji Aiyeola