



Facts Behind the Figures

your future now

BAYPORT
SAVINGS AND LOANS



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01

Who we are



Who we are

Mission

To provide financial solutions suited to the needs of an inclusive and broad customer base; embracing technology, product leadership and innovation and so becoming the leading developing market financial solutions provider

Vision

To engineer a new reality in the provision of financial services and be recognized for consistently demonstrating the highest standard of care, responsibility and innovation"

16+ Years Experience

Established a reputation for responsible growth, well executed products, and disciplined corporate governance

Key success factors



A well diversified and inclusive Board



EXCO focused on risk adjusted growth

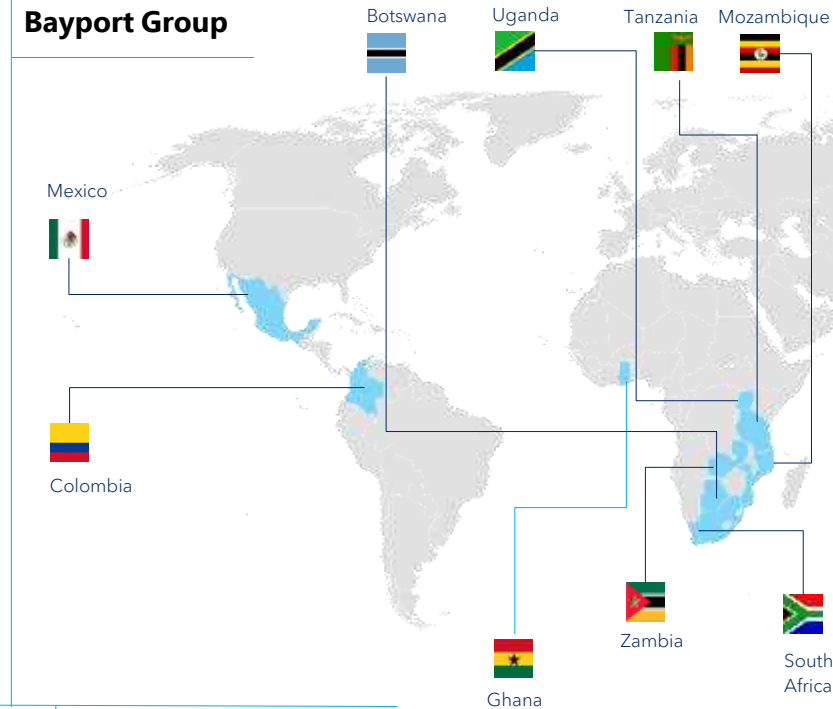


Committed to transformation, digitization and innovation



Impeccable credit reputation

Part of the Bayport Group



Leaders in the payroll lending space

Investing In Our Communities



Educational Scholarship Scheme



Teacher Innovation Competitions



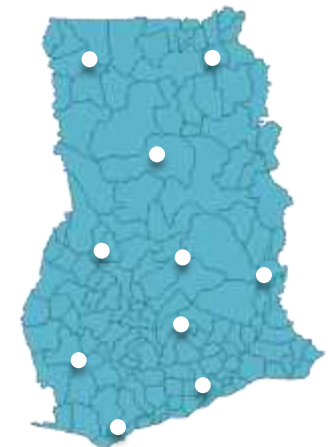
"Save a life" Campaigns

Strength in numbers

12 Service Centers

45 Locations across Ghana

300+ Staff Strength





02

Board &
Management

A well diversified and inclusive board



● Years within industry ● Years at Bayport



Francis Esem Wood

Board Chairman (Independent Non-Executive Director)

Chairman as of 2019. Mr. Wood was a London-based investment banker with decades of experience. Led First City Monument Bank, the first Nigerian institution to be awarded by Euromoney

20+ 2+



Julia Asante Anim

Non-Executive Director

Chief Executive Officer of Amber Keye Investments limited, a Financial Advisory and Strategic Planning firm. An expert in Corporate and Investment Banking, Risk Management and Strategic Planning

12+ 2



David K. T. Adomakoh

Non-Executive Director

Co-founder of Tiso Group. Previously served as a non-executive director for a number of leading companies in South Africa, Nigeria and Ghana

20+ 2+



Amina Kaguah

Non-Executive Director

Former senior partner at Oxford and Beaumont Solicitors, now ENS Africa Ghana, with over 20 years post-qualification experience in corporate and commercial law practice

20+ 2



Bryan Arlow

Non-Executive Director

A qualified member of the South African Institute of Chartered Accountants and has held the position of Chief Optimization Officer of Bayport Management Limited since August 2004

20+ 3



Emily Slota

Non-Executive Director

Formerly an Associate Principal at Mckinsey & Co, where she developed a digital banking strategy for a West African bank and went on to support, build and launch an entirely digital bank in West Africa. MBA from Harvard, BA from Stanford

10+ 2



14+ 3

Akwasi Aboagye

Executive Director- Chief Executive Officer

A chartered accountant with over 14 years experience in credit, finance, risk, operations and strategy

Secured regulatory approval 1st August

Country management Team



● Years at Bayport



Chief Executive Officer
Akwasi Aboagye

2+

A chartered accountant with over 14 years experience in credit, finance, risk, operations and strategy

Secured regulatory approval 1st August



Chief Finance Officer
Dzifa Cofie

2+

17 years senior management experience. A chartered accountant with over two decades experience in finance, audit and strategy .



Chief People & Culture Officer
Doreen Baffoe

3+

17 years' experience in marketing and customer service. A certified Personal Brand Strategist.



Chief Commercial & Operations Officer
Allen Jubin

3+

Over 22 years' C-level experience in assets management, investment banking and technology. A member of the British Computer Society



Chief Risk Officer
Godfried Osei-Boakye

2+

Over 17 years industry experience spanning risk management, lending, credit management and recoveries. Member of the association of the Global Association of Risk Professionals (GARP).



Nii Amankra-Tetteh
Exited In May 2021



Sam Donkor
Exited in July 2021



03

Covid-19 Response



1 Staff Protection

- ▶ 43% colleagues fully vaccinated
- ▶ Strict compliance with COVID protocols
- ▶ Enhanced communication platforms to support the digital drive

2 Accelerated Tech Development

- ▶ To reduce physical presence in our branches we have launched *729# for customers to access funds on-the-go
- ▶ Launched the CRM portal to effectively support digital interactions
- ▶ Automated customer identity verification to enhance the loan onboarding process

3 Support to Community We Operate In

- ▶ Donated Ghs100k worth of PPEs and healthcare supplies to the Ga East Isolation Center and Atonsu Hospital in the Greater Accra and Ashanti regions, respectively.
- ▶ Provided desks and other learning materials to under privileged pupils in the Ga North district

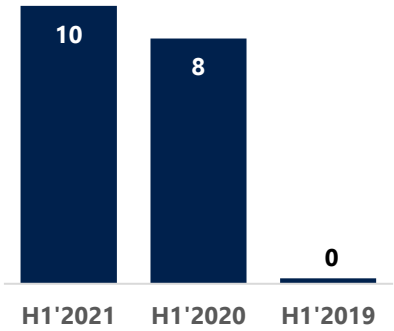


05

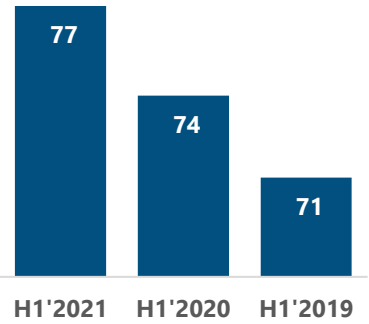
Financial Performance



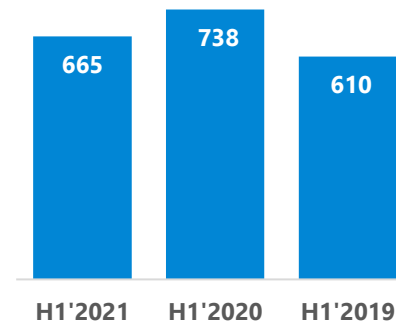
Profit After Tax



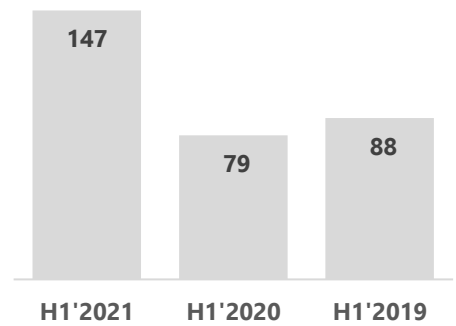
Net Interest Income



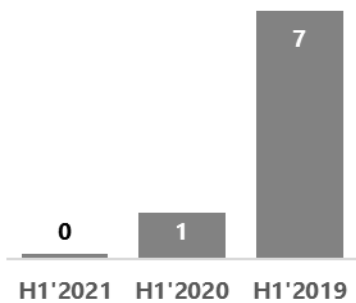
Net Loans



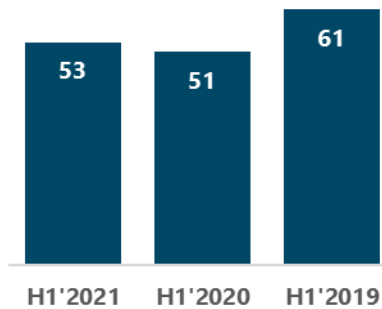
Customer Deposits



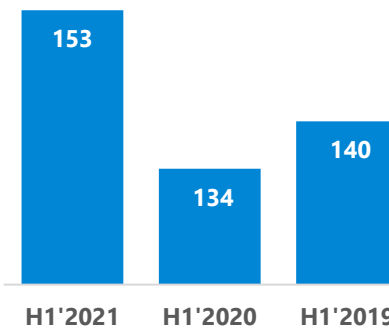
FX



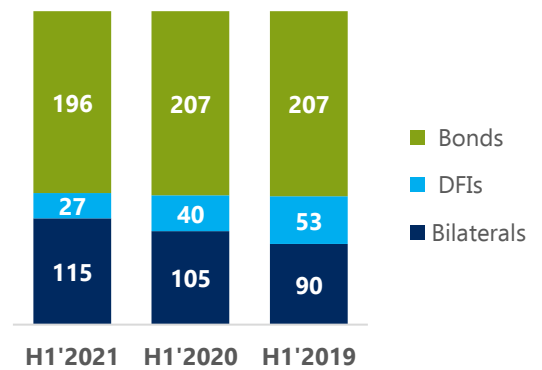
OPEX

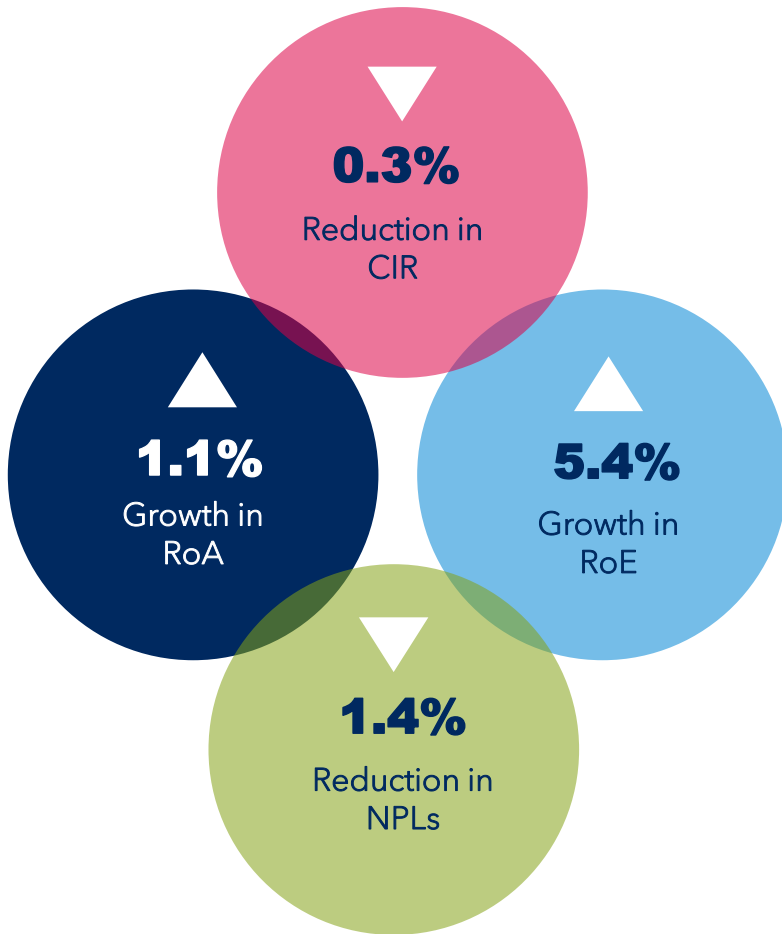


Total Equity

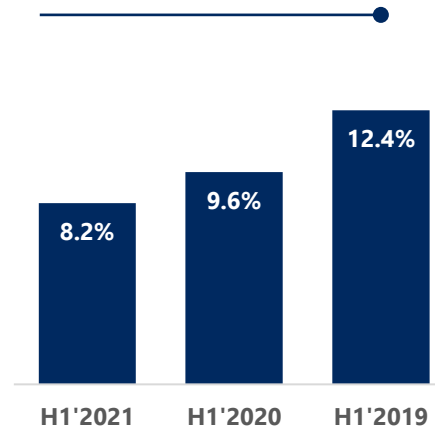


Other Borrowings

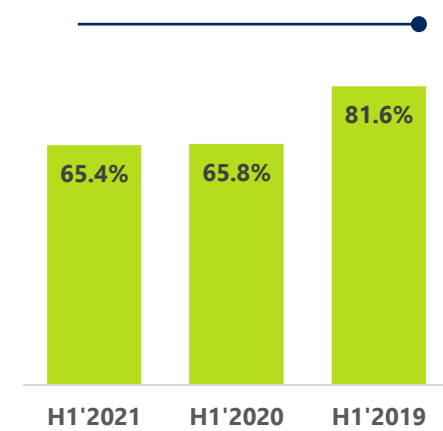




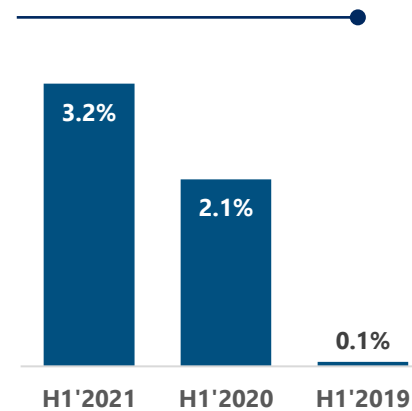
NPLs



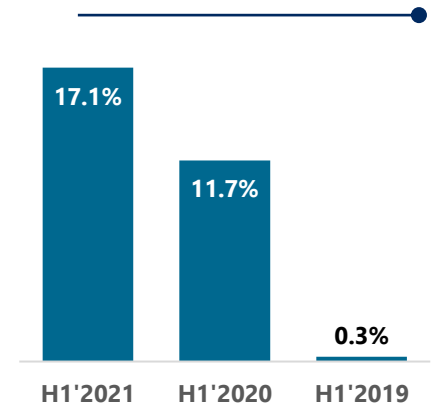
CIR



ROA



ROE





06

Appendix



Apply for a loan anywhere through our digital channels.

DIAL *729# TO CONNECT

FAST, SAFE & CONVENIENT

Supporting documents:

Staff ID, Mandate Number & Verified Salaried
Bank Account Number

Payroll Loans for all Government Workers

Ts & Cs apply.

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SAVINGS AND LOANS

Half Year Unaudited Financials



Statement of Financial Position

| For the period ended 30 th June | 2021 | 2020 |
|--|--------------------|-------------|
| Assets | | |
| Cash and cash equivalents | 20,010,240 | 26,749,380 |
| Loans and advances to customers | 664,757,508 | 723,541,693 |
| Other assets | 56,220,406 | 8,506,626 |
| Property and equipment | 5,605,160 | 7,723,150 |
| Intangible assets | 6,613,743 | 10,694,653 |
| Right of use assets | 2,857,627 | 2,931,469 |
| Current tax assets | 5,312,670 | 11,060,619 |
| Deferred tax assets | 12,257,132 | 18,086,050 |
| Total Assets | 773,634,486 | 809,293,640 |
| Liabilities | | |
| Bank Overdraft | 500 | 23,165 |
| Deposit from customers | 147,066,521 | 78,906,228 |
| Other liabilities | 15,749,351 | 52,671,798 |
| Borrowings | 344,154,297 | 349,035,168 |
| Loans from shareholder | 113,840,285 | 194,798,028 |
| Total Liabilities | 620,810,954 | 675,434,387 |
| Equity | | |
| Share capital | 29,942,217 | 29,942,217 |
| Retained earnings and other reserves | 122,881,317 | 103,917,035 |
| Total Equity | 152,823,534 | 133,859,252 |
| Total Equity and Liabilities | 773,634,487 | 809,293,639 |

Income Statement

| As at 30th June | 2021 | 2020 |
|--|---------------------|--------------|
| Interest and other similar income | 145,027,842 | 145,230,024 |
| Interest and other similar expense | (67,763,123) | (71,033,899) |
| Net interest Income | 77,264,719 | 74,196,126 |
| Other income | 3,644,054 | 2,708,261 |
| Operating expenses | (52,954,178) | (50,585,359) |
| Charge for bad and doubtful advances | (14,248,171) | (12,983,721) |
| Foreign exchange gains/ (losses) | 133,784 | (1,240,492) |
| Profit before taxation | 13,840,207 | 12,094,815 |
| Taxation | (4,338,904) | (3,715,367) |
| Profit for the period | 9,501,303 | 8,379,448 |
| Other comprehensive income | - | - |
| Total comprehensive income for the period | 9,501,303 | 8,379,448 |



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