

Letshego Ghana Savings and Loans PLC

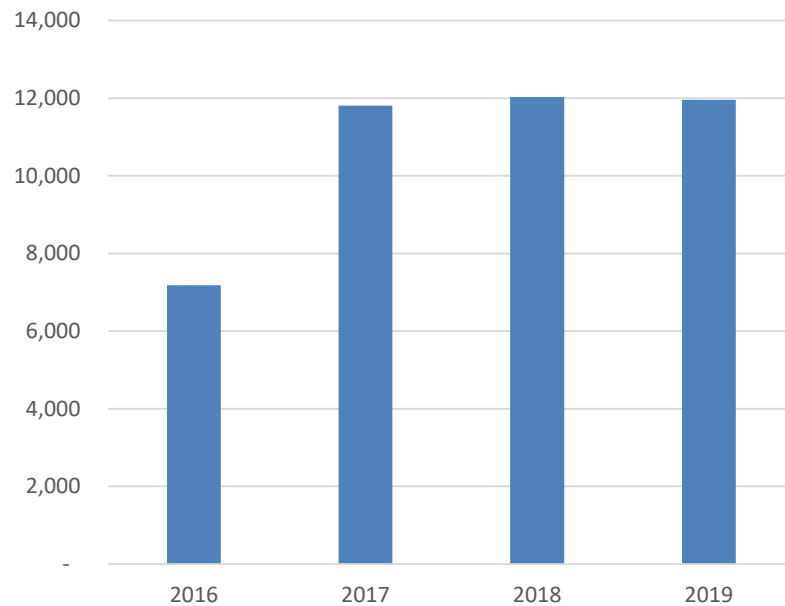
Facts Behind the Figures 2019

2019 KEY HIGHLIGHTS

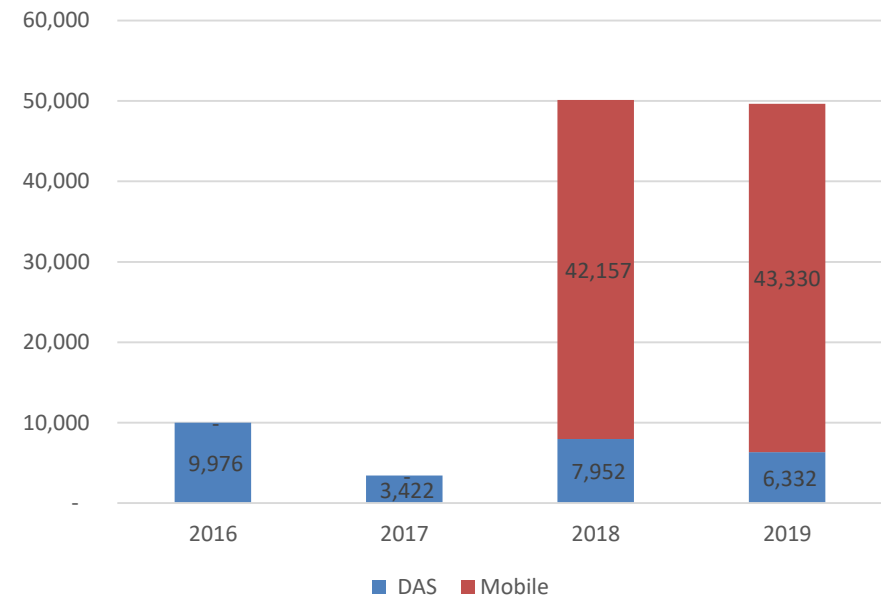
- Income from lending activities increased by 24%
- Total revenue up by 70%.
- Net impairment expenses reduced by 3%
- Investment Grade rating of MTN programme reaffirmed at “BBB+” (GH)
- Gross loan book increased by 2%

Income Statement Highlights

Profit Before Tax (GHS '000)



Impairment Expense (GHS '000)



- Net interest Income increased by 23%
- Net impairment decreased by 3% - (2019: GHS49.7m; 2018: GHS51m)
- Other income increased by 33%

STATEMENT OF COMPREHENSIVE INCOME (2019

(Unaudited)

	2019 (GHS '000)	2018 (GHS '000)
Income		
Interest income	309,598	181,907
Interest expense	(180,585)	(77,157)
Net interest income	129,013	104,750
Net impairment allowance	(49,663)	(51,043)
Income from lending activities	79,350	53,707
Other income	13,841	10,405
Operating income	93,191	64,112
Total operating expenses	(81,235)	(52,077)
Selling and collection costs	(39,421)	(26,226)
Administration and other expenses	(41,814)	(25,851)
Profit from operations before taxation	11,956	12,035
Income tax expense	(2,989)	(2,463)
Profit for the period	8,967	9,572
Other comprehensive income	-	-
Total comprehensive profit for the period	8,967	9,572

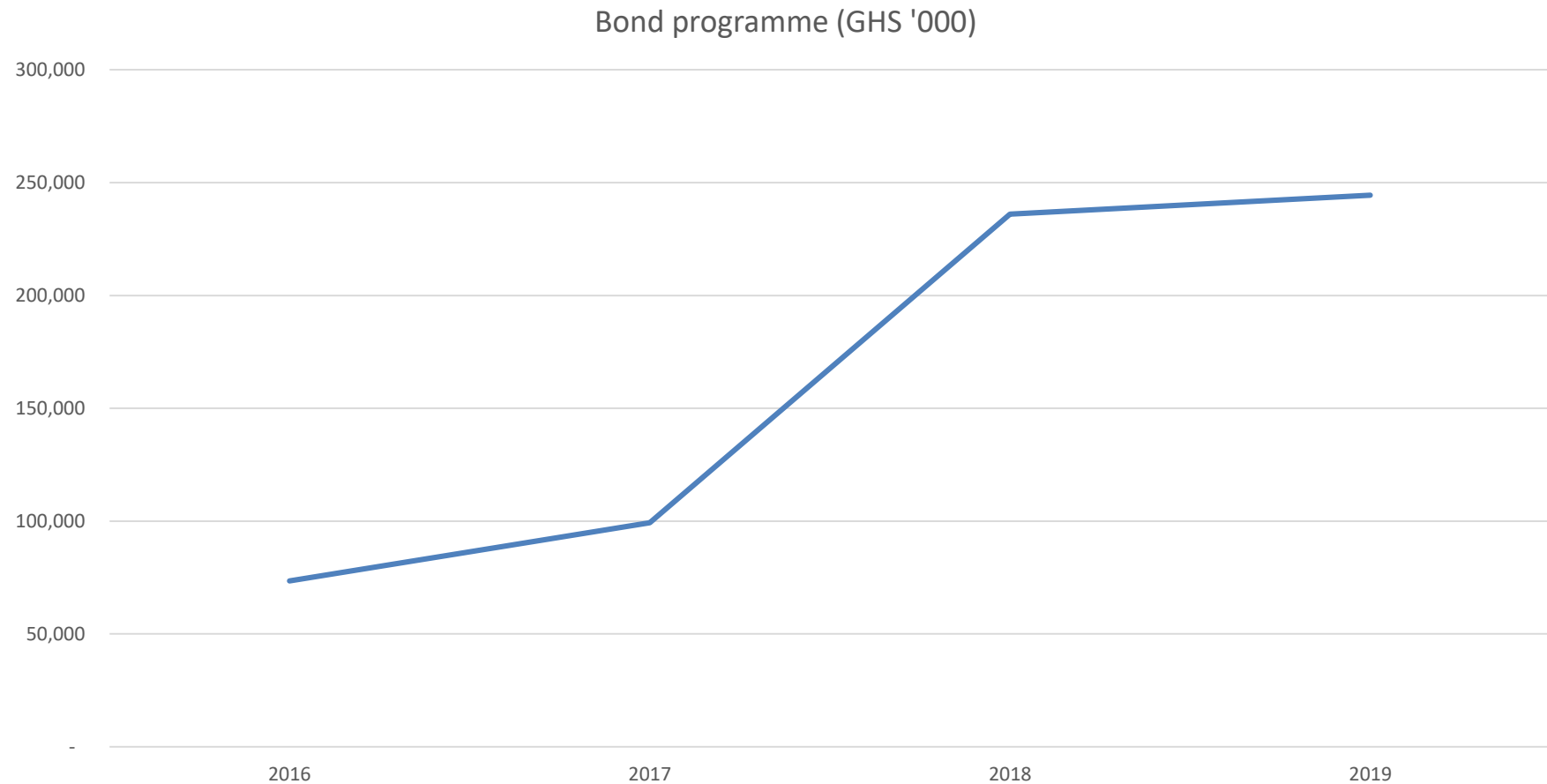
STATEMENT OF FINANCIAL POSITION (2019)

	2019 (GHS '000)	2018 (GHS '000)
Assets		
Cash and bank balances	47,632	31,064
Deferred Income	7,803	6,204
Other receivables	3,419	11,951
Loan book receivable	382,241	397,082
Deferred tax		12,206
Property, plant and equipment	6,542	4,467
Total assets	447,638	462,974
Equity and liabilities		
Issued capital	30,546	30,546
Retained income	2,136	308
Share based payment reserve	379	145
Statutory reserves	15,870	14,042
Total equity	48,931	45,041
Trade and other payables	25,019	11,713
Tax payable	14,201	16,419
Borrowings	270,879	246,355
Deposits	88,608	132,500
Deferred fee income	-	10,947
Total liabilities	398,707	417,933
Total equity and liabilities	447,638	462,973

BOND PROGRAMME AND CREDIT RATING

- In line with business demands:
 - GHS 11.1m of new bonds were issued;
 - Interest payments of GHS 49.6m were made to bondholders; and
 - Principal payments of GHS 4m were made to bondholders.
- The coverage covenant at the end of December 2019 was 238% (December 2018: 180%) (Minimum ratio is 150%).
- The coverage ratio:
$$\frac{\text{Gross Loan Portfolio}}{\text{Net Debt (Debt less Cash)}}$$
- In December 2019, the Global Credit Rating Co maintained the credit ratings of the Company and its Bond Programme as BB+ and BBB+, with the outlook as positive and stable respectively.

BOND PROGRAMME

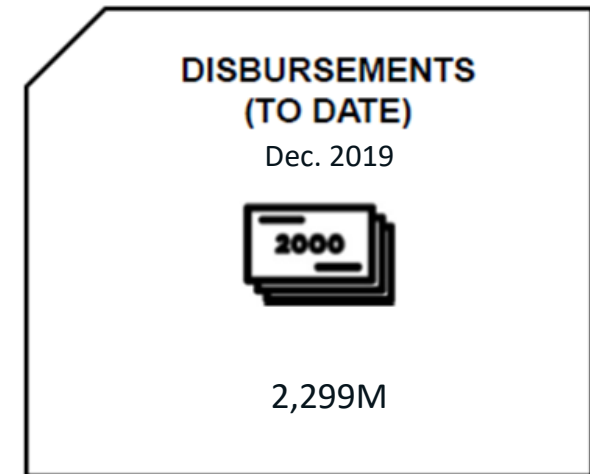
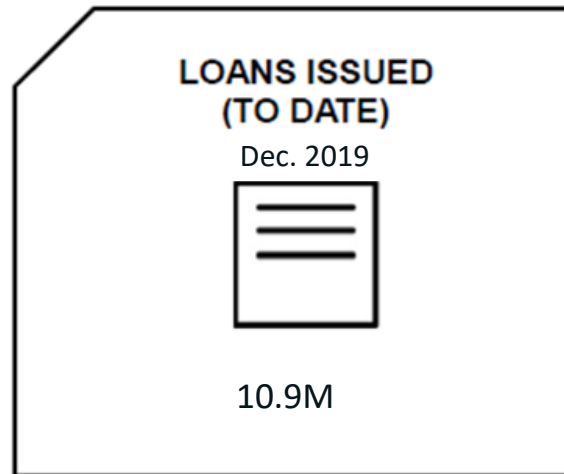
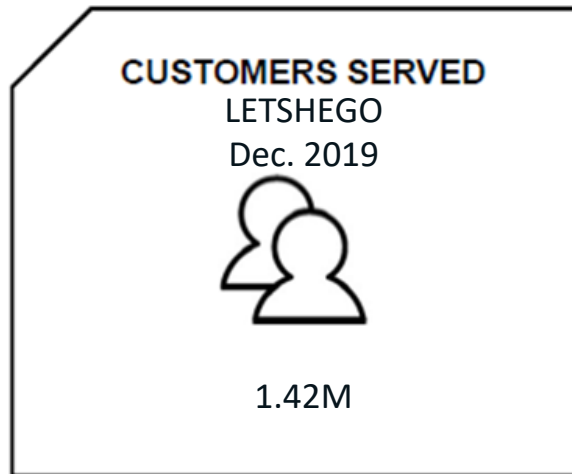


- Active bond raised ending December 2019 – GHS244m (Dec 2018 – GHS227m)
- GHS 11.1m of new bonds were issued

SUMMARY OF MOBILE LOANS

Qwikloan Summary – Portfolio Statistics 2019

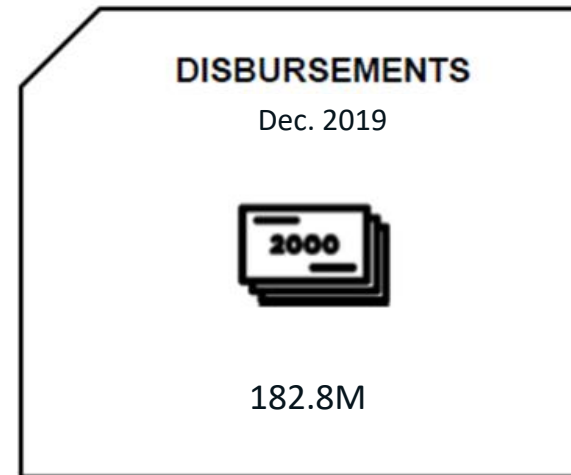
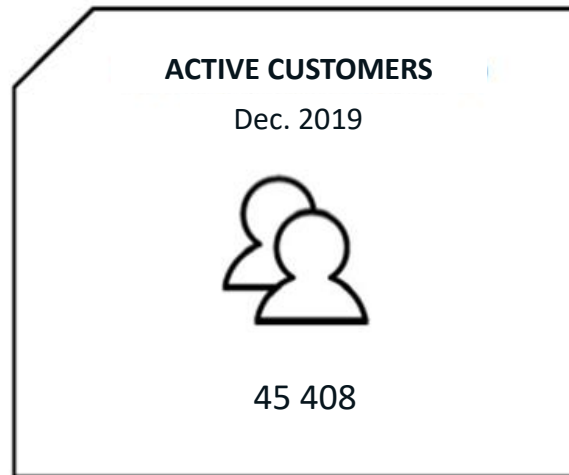
KEY PERFORMANCE METRICS



SUMMARY OF MOBILE LOANS

Deduction at Source Summary – Portfolio Statistics 2019

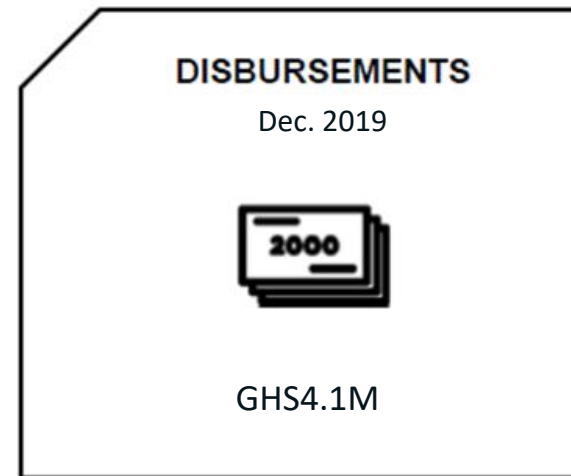
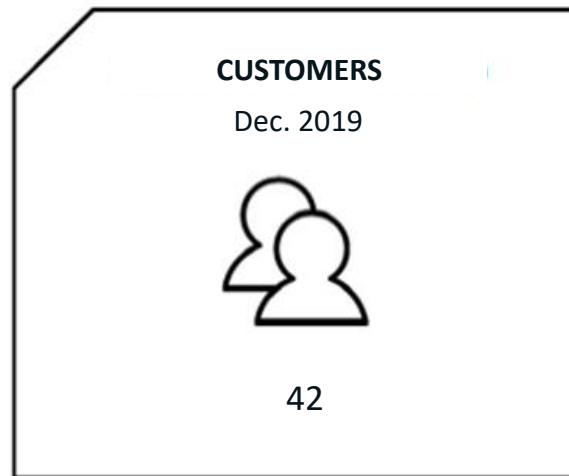
KEY PERFORMANCE METRICS



SUMMARY OF MOBILE LOANS

Edusolution Summary – Portfolio Statistics 2019

KEY PERFORMANCE METRICS



Thank You!