



**UT Financial Services**  
**2008 Results Presentation**  
**Press Release**

27<sup>th</sup> March 2009

[www.utfinancialservices.com](http://www.utfinancialservices.com)

# UT -Year in Review



- Logo change (1<sup>st</sup> Quarter)- Unique Trust to UT.
- IPO (4<sup>th</sup> Quarter) - Shares fully subscribed raising over GH¢27m
- New Branches-Madina, Spintex, Tarkwa & Sunyani
- Global Financial Crisis

# Key financial highlights



Strong Growth



Assets  
+68%

Loans  
+72%

Deposits  
+63%

PBT  
+28%

Revenue

Interest Income up by 17% to GH¢ 43.6m

Dividend

40% dividend payout ratio

Asset Quality

Improving NPL to Total Loans ratio- 23% in 2008 (32% in 2007)

Efficiency & Profitability

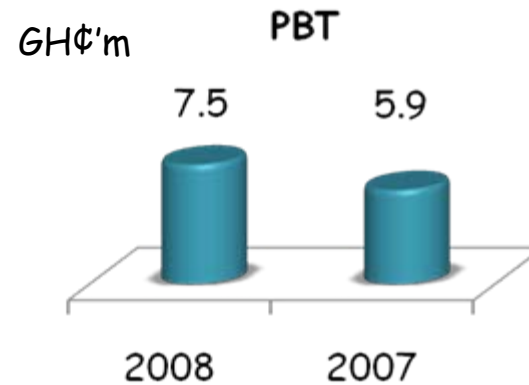
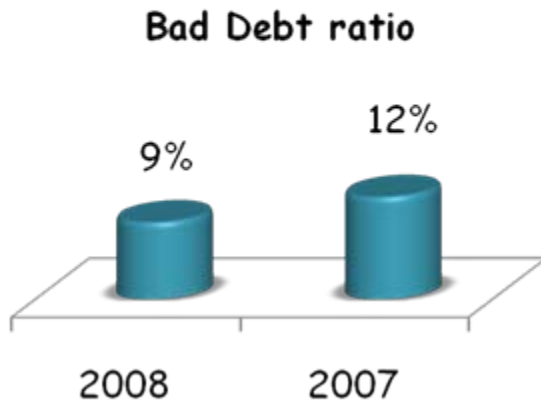
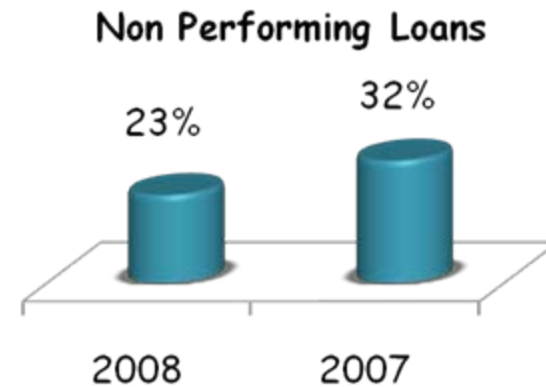
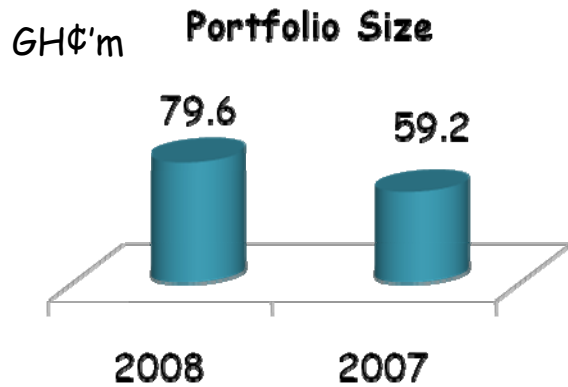
Cost to income ratio down to 60% from 66%  
Upward trend in profitability

# Operational Performance Analysis



	2008	2007	% change
	GH¢ 'm	GH¢ 'm	
Loans Disbursed	114	100	14%
Portfolio Size	79.6	59.2	34%
Loan Growth Rate	34%	24%	42%
Charge for Bad Debt % of Loan Portfolio	9%	12%	-25%

# Key Performance Ratios



# Our Performance

## Double-Digit Growth: Revenue & Loans



- Auto loans 253% growth
- Total Assets 68% growth
- Net worth 52% growth
- Business Loans 24% growth
- Interest Income 17% growth

# Major Challenges in 2009



- Global Financial Crisis
- High cost of borrowing in the current economic climate
- Depreciation of the cedi
- Restoring consumer confidence
- Staying ahead of the competition

# 2008 Profit & Loss Account



	2008	2007	% change
	GH¢ 'm	GH¢ 'm	%
Interest Income	43.6	37.2	17%
Interest Expense	(14.9)	(9.0)	66%
Net Interest Income	28.7	28.2	2%
Operating Expense	(14.1)	(9.1)	55%
Profit Before Bad Debt	19.6	21.7	-10%
Charge for Bad Debt	(12.2)	(15.8)	-23%
Profit Before Tax	7.5	5.9	28%

# Overall Performance



- Auto loans increased by 243%
- Business loans up by 24%
- Total Assets up by 68%
- PBT increased by 28% year on year.
- Loans and Advances increased by 63%
- Increase in profitability stems from a number of factors:
  - Increase in net interest income due to increase in portfolio size
  - Improvements in cost efficiency ratio
  - Reduction in bad debt provision
- While growth remains important, we are very focused on Return on Equity (ROE), 32% (higher than most leading banks in Ghana).

# Conclusion



Although the Ghana economy seems to have slowed down in business, UTFSL is on course to deliver budget profits as evidenced by the 1<sup>st</sup> quarter results of 2009. Given that the new government is also committed to addressing the challenges, the future prospects remain bright notwithstanding the global financial/economic crisis.

UTFSL's immediate priorities are to:

- Implement its geographical growth strategies- We plan to open 5 new branches this year. We have already opened the Ho branch and are on course to open Koforidua and Obuasi late April and then Nkawkaw and CapeCoast towards the end of the year.
- Focus on developing new business areas.
- Focus on first class service delivery and operational efficiency, through strategic initiatives in Cost Management, Competency Development,
- Maintain its position as the leading non-bank institution to provide support to SMEs to fully exploit the increasing business
- Deliver on our promise of optimal return on equity, thereby maximizing shareholder value.
- Harness the synergies emitting from the UT brand to boost growth.



THANK YOU!