

Your panelists today





Graham Goble, CEO

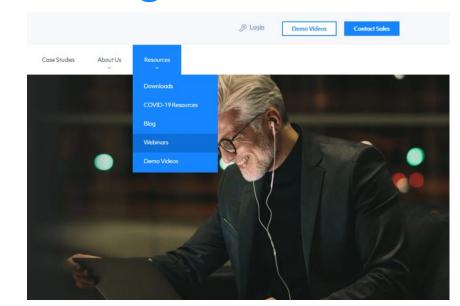


Connor Blake, Director, Business Development

Housekeeping

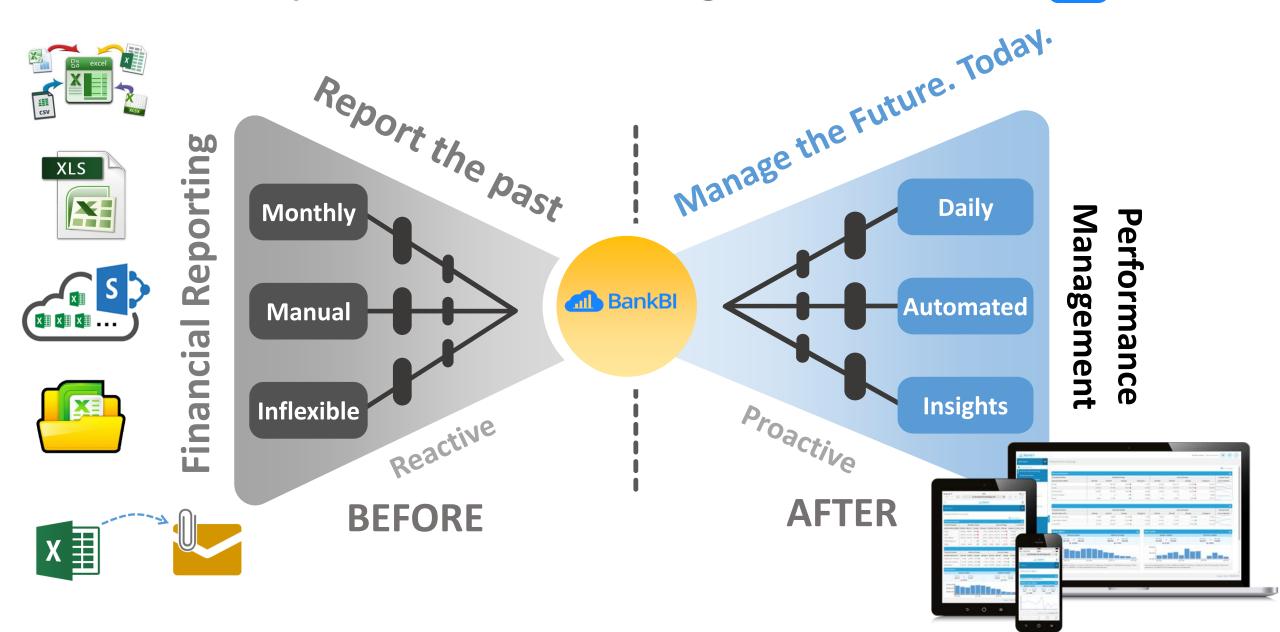
- ✓ Please submit your questions via the control panel
- ✓ Q&A session at the end
- √3 brief survey questions to answer

CFO Insights Series

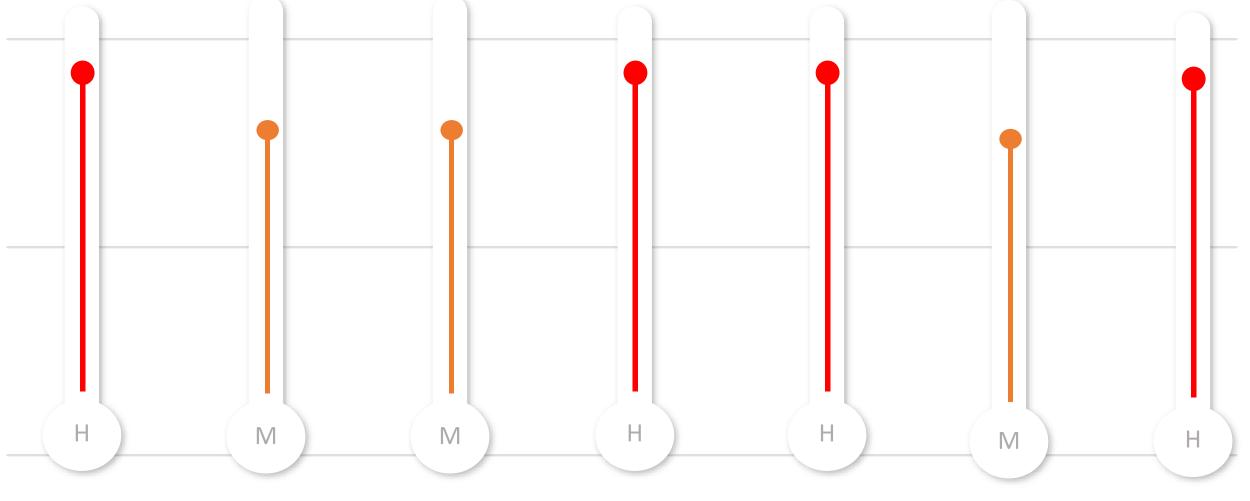


Real time performance management





Barriers to real time performance management BankBI



MONTHLY NOT DAILY

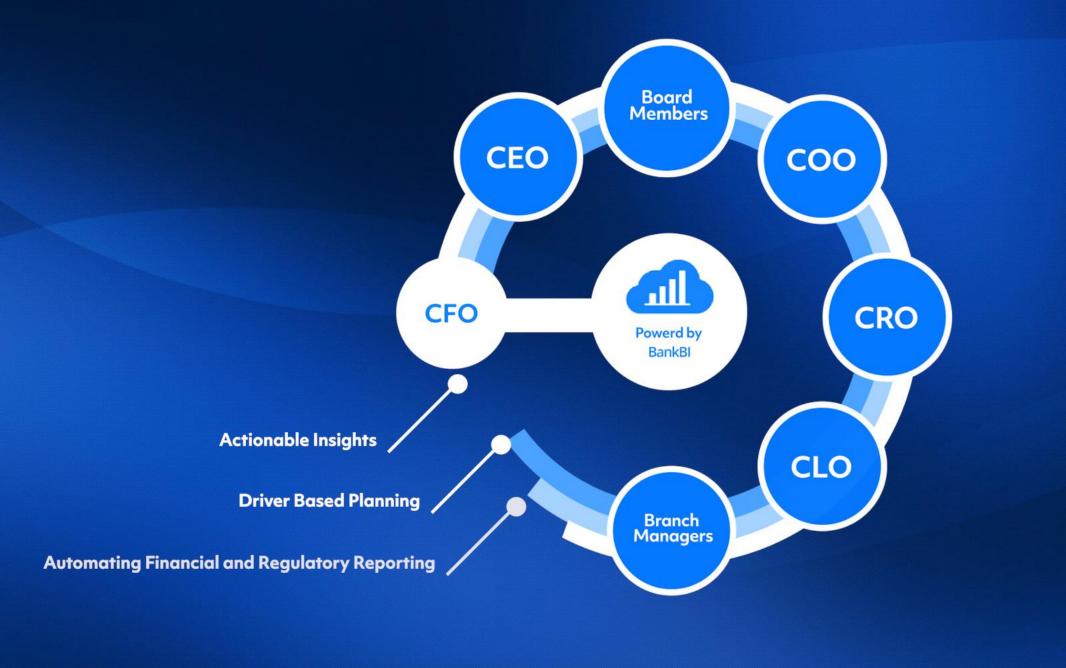
KEY PERSON RISK EXCEL OR PAPER BASED

MANUAL & INFLEXIBLE

OLD INFORMATION

OVER
DEPENDENT
ON I.T.

CAN'T RESPOND QUICKLY TO CHANGE





POLLING QUESTION #1

Do you need a solution to monitor daily performance rather than just report at month end?

A: Yes, this would help our decision making process

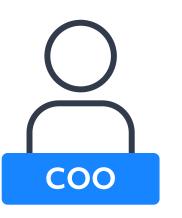
B: No, this is not a high priority for us

C: N / A or I don't work in a Financial Institution











Executive Summary of daily progress against strategy

Daily trends and insights to explain and track financial performance

Driving lending and deposit taking, executing on strategy

Supporting digital strategy and SaaS business applications

Actionable insights for management





Daily financial insights to model your sustainability



Forecast lost interest income and effect on earnings



Daily loan insights



Track government & central bank stimulus for end customers and businesses



Daily deposit insights



Monitor the effects of mandatory loan rescheduling



Daily, monthly, quarterly and annual capital ratio scenarios

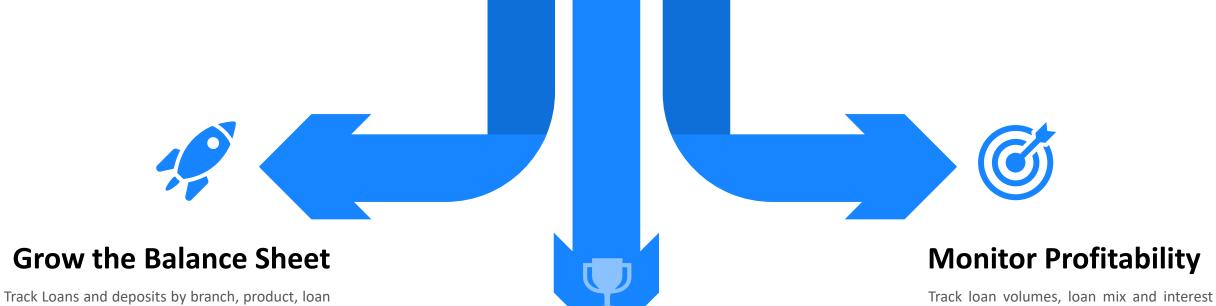


Control costs and expenses

What are the 3 things you need to know each day?

officer, customer attributes





Realize Efficiencies

Conduct productivity analysis by tracking overheads, income and expenses as a % of average assets and productivity ratios per Full Time Employee (FTE) Headcount Track loan volumes, loan mix and interest rates, track deposits and net interest margin.

3 unique value propositions in 1





Stay in complete control of the reporting schedule, free up resources, and ensure accurate results by automating regulatory reporting.

Banking Performance

Track all loans and deposits daily in a comprehensive analysis to provide an early warning of any financial implications before they occur.

Financial Performance

Track your financials daily as business adapts and events unfold.



POLLING QUESTION #2

Is your Financial Institution Cloud-ready for this type of application?

A: Yes, we have a cloud-first policy

B: Maybe, we have no specific cloud policy

C: Never cloud

D: N / A or I don't work in a Financial Institution



Financial Performance



Financial Position - Balance Sheet * ^ (Thousands of USD) Change - Monthly Change 31-May-18 30-Apr-18 Change % 31-May-18 31-Dec-17 Change 1,438,794 1,422,476 16,318 🛧 1.15% 1,438,794 1,384,267 Assets



Financial Po	sition - Income	Statement					± ^		
Fixed Rate Mor (Thousands of USD)			Change	e - Monthly			Change - Ye		
ixed Rate Mor 31-May			30-Apr-18	Change	Change %	31-May-18	31-May-17		
Provision for Lo	an Losses	osses 25		31 29	12.51%	499	905		
Interest Income		4,1	79 4,0	28 152	3.76%	20,004	4 18,371		
Interest Expens	Expense 6		532 5	68 64	11.28%	2,838	2,758		
		tion - Income Staten	nent - Average [aily				₹ 🕹 🔨	
ayable Income from AC Average Daily				Change -	Monthly			Change	
Income from Ca	come from Ca		31-May-18	30-Apr-18	Change	Change %	31-May-18	31-May-17	
Minimum Cash Income from At Income from ACH NSF Fees		NSF Fees	8,243	8,027	215 🛧	2.68%	8,243	8,634	
Income from Dr	Income from Cash	Key Ratios							* ^
	Income from Atm I			Change - Monthly			Change - Year		
	Income from Draft			31-May-18	30-Apr-18	Change	31-May-18	31-Dec-17	Change
		Loans % Total Deposits		99.87%	99.25%	0.62%	99.87%	99.63%	0.249
		Regulatory Net Worth to	Assets	10.44%	10.51%	-0.06% 🔱	10.44%	10.48%	-0.039
		Allowance for Loan Loss	es to Loans	0.73%	0.74%	-0.01% 🔱	0.73%	0.77%	-0.059
		Loans to Assets		78.87%	78.70%	0.16%	78.87%	79.11%	-0.249
		Overnight Funds to Assets Notes Payable to Assets		11.48%	11.63%	-0.15% 🔱	11.48%	10.76%	0.739
				9.94%	9.50%	0.44%	9.94%	9.47%	0.479
		Fixed Rate Mortgages-Fi	rst Mortgages to As	31.29%	31.41%	-0.12% 🔱	31.29%	32.25%	-0.969
	Provision for Lo Interest Income Interest Expens Net Interest Ma Income from AG Income from Ca	Provision for Loan Losses Interest Income Interest Expense Net Interest Ma Income from AC Income from Ca Income from At Income from ACH Income from Dr Income from Cash Income from Atm	Provision for Loan Losses Interest Income Interest Expense Net Interest Ma Income from AC Income from AC Income from At Income from At Income from Cash Income from Dr Income from Atm I Income from Draft Income from Dra	(Thousands of USD) 31-May-18 30-Apr-18 Provision for Loan Losses 259 2 Interest Income 4,179 4,0 Interest Expense 632 Serial Position - Income Statement - Average Desirement Income from AC Average Daily Income from At Income from ACH NSF Fees 8,243 Income from Dr Income from Atm I Income from Atm I Income from Draft Loans % Total Deposits Regulatory Net Worth to Assets Allowance for Loan Losses to Loans Loans to Assets Overnight Funds to Assets Notes Payable to Assets	(Thousands of USD) Change - Monthly 31-May-18 30-Apr-18 Change Provision for Loan Losses 259 231 25 Interest Income 4,179 4,028 152 Interest Expense 632 568 64 Net Interest Ma Financial Position - Income Statement - Average Daily Income from AC Income from Ca 31-May-18 30-Apr-18 Income from At Income from ACH NSF Fees 8,243 8,027 Income from Dr Income from Cash Income from Dr Income from Cash Income from Dr Income from Cash Cey Ratios Income from Dr Income from Cash Incom	Change - Monthly 31-May-18 30-Apr-18 Change Change Monthly 31-May-18 30-Apr-18 Change Monthly 12.51% Interest Income 4,179 4,028 152 ↑ 3.76% Interest Expense 632 568 64 ↑ 11.28% Net Interest Ma Financial Position - Income Statement - Average Daily Income from AC Average Daily Change - Monthly Income from Ca 31-May-18 30-Apr-18 Change Income from At Income from ACH NSF Fees 8,243 8,027 215 ↑ Income from Dr Income from Atm Change - Monthly Income from Dr Income from Atm Change - Monthly Income from Dr Income from Cash Act Apr-18 Apr-18 Act Apr-18 Apr-18 Apr-18 Act Apr-18 Apr-18	Change - Monthly 31-May-18 30-Apr-18 Change Change % 31-May-18 Age	Change - Monthly Change - Monthly Change - Monthly	Change - Monthly Change - M



Performance Ratios - Average



Ratios Analysis (%)		Month v Previous Month				Year-to-Date			
	31-May-1	8	30-Apr-18	Change	May-18	May-17	Change		
Return on Assets	0	.69%	0.63%	0.06%	0.90%	0.82%	0.08		
Return on Equity		070	6 220	0.040	0.000	0.700	0.27		

last year.

Yield on Earning Assets

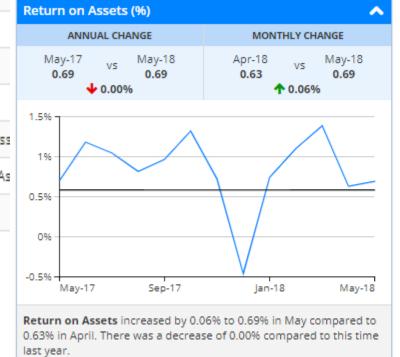
Total Cost of Funds

Net Interest Margin

Non Interest Income to Ass

Non Interest Expense to As

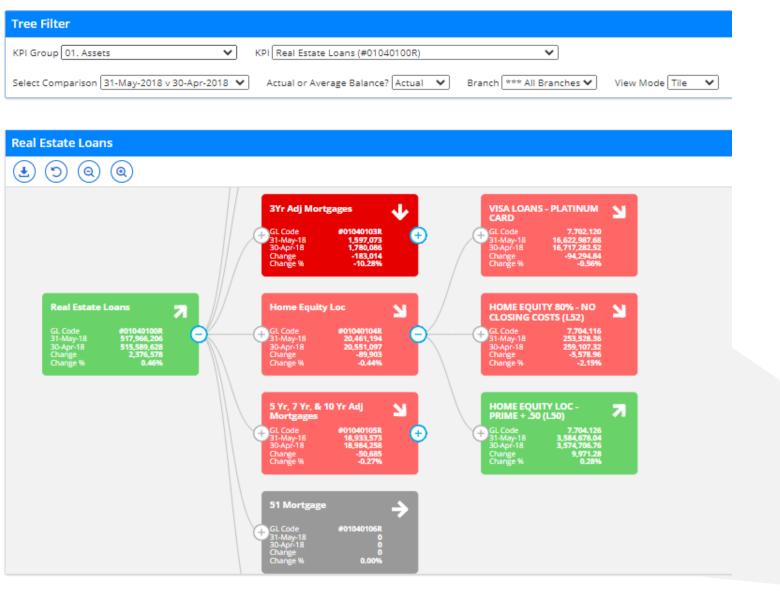
Efficiency Ratio











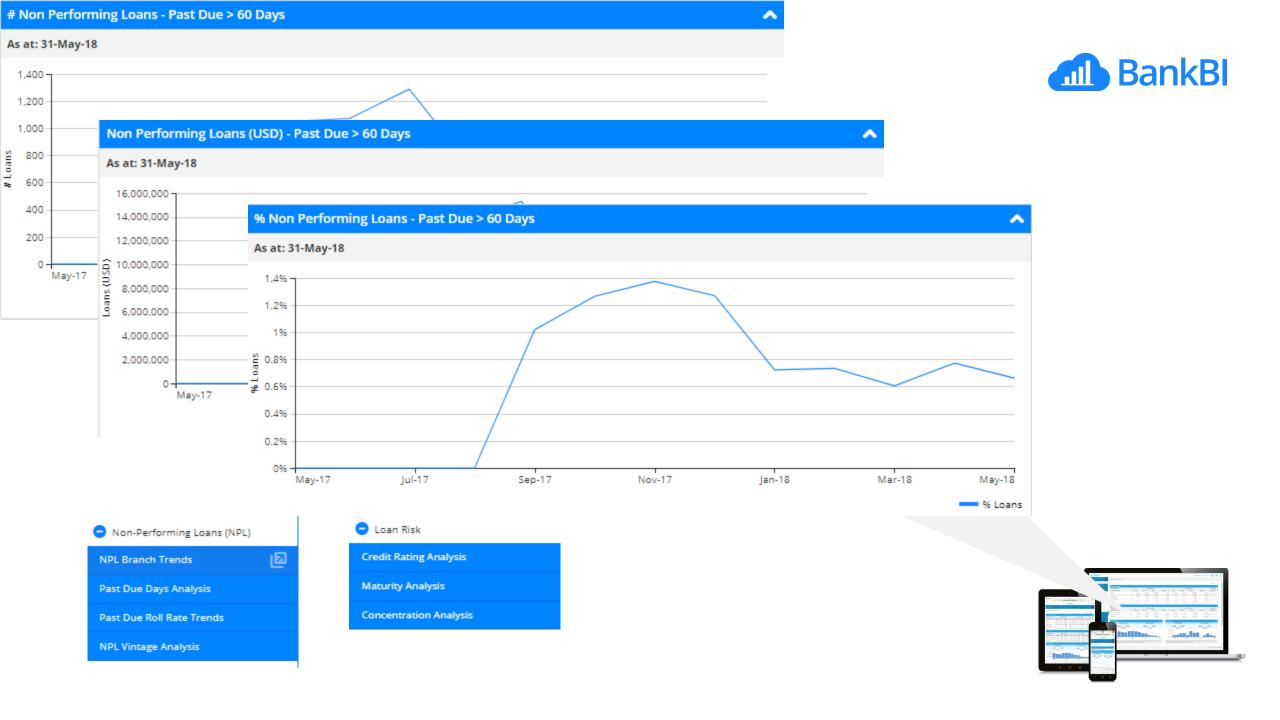






Banking Performance





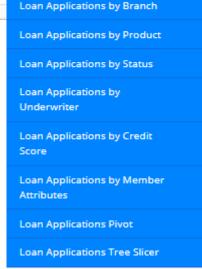
Product Performance							<u>.</u>	•
Product Class > Product Group > Product			New L					
As at: 31-May-18	Loans (USD)	% of Total	Rank #	Avg Rate	Rank	Loans (USD)	% of Total	
- Business Loans	28,268,157	2.64 %	3	4.47 %	2	231,229	0.65 %	
+ Real Estate	3,335,829	11.80 %	4	4.69 %	2	0	0.00 %	
+ Real Estate / Adjustable Rate	4,712,477	16.67 %	3	4.99 %	1	0	0.00 %	
+ Real Estate / Fixed Rate	14,927,952	52.81 %	1	4.64 %	3	0	0.00 %	
+ Term	5,291,899	18.72 %	2	3.68 %	4	231,229	100.00 %	
- Consumer Loans	540,501,704	50.50 %	1	4.68 %	1	25,328,044	71.32 %	
+ Direct RV Loans	24,907,691	4.61 %	4	5.98 %	4	2,522,168	9.96 %	
+ Direct Vehicle Loans	120,304,372	22.26 %	3	3.62 %	6	5,723,324	22.60 %	
+ Indirect Loans / Indirect Rec Veh Loans	120,595,665	22.31 %	Loan	Loan Applications		5,829,367	23.02 %	
+ Indirect Loans / Indirect Vehicle Loans	258,810,489	47.88 %	Executiv	Executive Summary		10,237,617	40.42 %	
+ Personal Loans / Home Improvement	4,626,623	0.86 %	Loan Ap	Loan Application Trends		352,800	1.39 %	
+ Personal Loans / Other	2,253,764	0.42 %	Loan Ap	Loan Application Statistics		243,573	0.96 %	
+ Personal Loans / Signature Loans	9,003,100	1.67 %					1.66 %	_
A			Oan Ar	inlications by Rr	anch			

46 96 04



- Pool Estato Loans

501 522 056



0.051.602

20 02 04



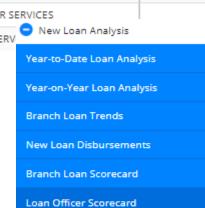


Loan Officer Scorecard



Monthly as at: 31-May-18

+ (LO rank # based on New Loan Amount)		No. of Ne	w Loans	New Loan Amount			
Loan Officer > Branch > Product Class	# New Loans	Target	Variance	Var %	New Loans	Target	v
- Loan Officer 10	26	0	26	100.00% 🛧	385,479	0	
+ 61 - CASH SERVICES	0	0	0	0.00% ->	0	0	
+71 - SOUTH CASH SERVICES	26	0	26	100.00% 🛧	385,479	0	
- Loan Officer 11	0	0	0	0.00% ->	0	0	
+11 - NORTH CASH SERVICES	0	0	0	0.00% ->	0	0	
+12 - NORTH MEMBER SERVICES	0	0	0	0.00% ->	0	0	
+ 62 - MEMBER SERVICES	0	0	0	0.00% ->	0	0	
- Loan Officer 13	14	0	14	100.00% 🛧	205,992	0	
+11 - NORTH CASH SERVICES	0	0	0	0.00% ->	0	0	
+71 - SOUTH CASH SERVICES	14	0	14	100.00% 🛧	205,992	0	
+72 - SOUTH MEMBER SERVICES	0	0	0	0.00% ->	0	0	
- Loan Officer 130	10	0	10	100.00% 🛧	147,992	0	
+ 22 - SOUTH MEMBER SERVICES		0	0	0.00% ->	0	0	
+71 - SOUTH CASH SERV			10	100.00% 🛧	147,992	0	



Loan Rate Analysis

Loan Repayment Analysis







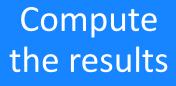
The BankBI Regulatory Reporting



Process



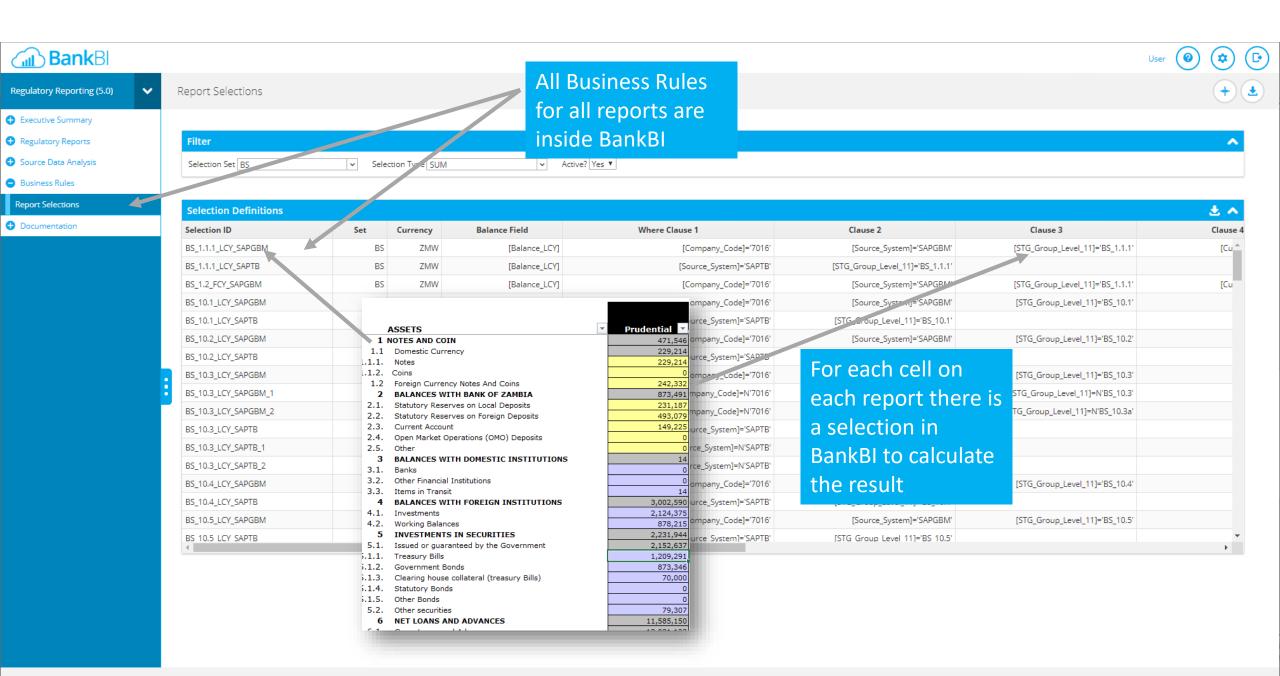
Secure, automated daily process

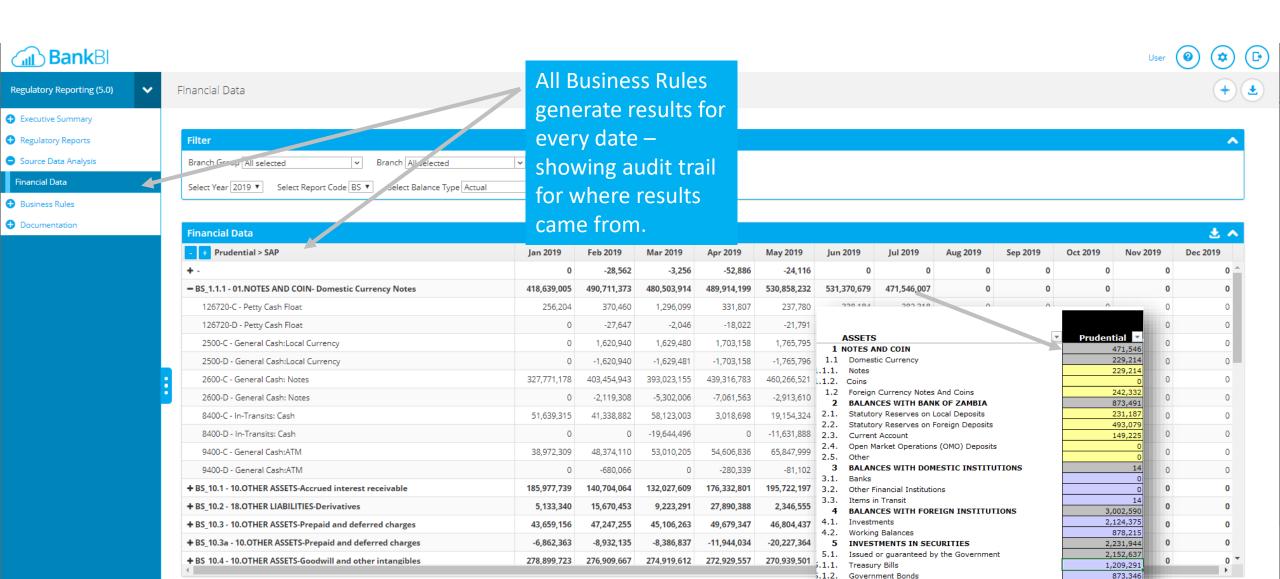


All rules, adjustments, and calculations visible in BankBI



Select the date you want, open the return





5.1.3. Clearing house collateral (treasury Bills)

6 NET LOANS AND ADVANCES

5.1.4. Statutory Bonds

5.2. Other securities

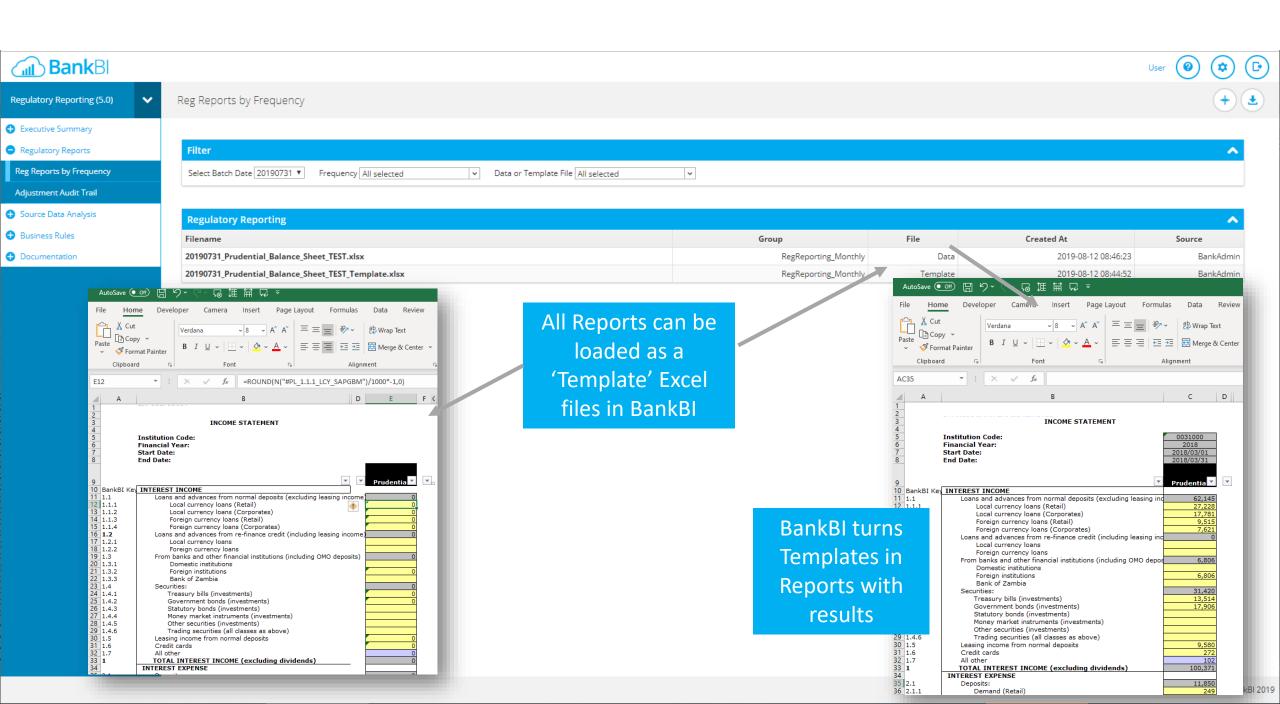
5.1.5. Other Bonds

70,000

79,307 11,585,150

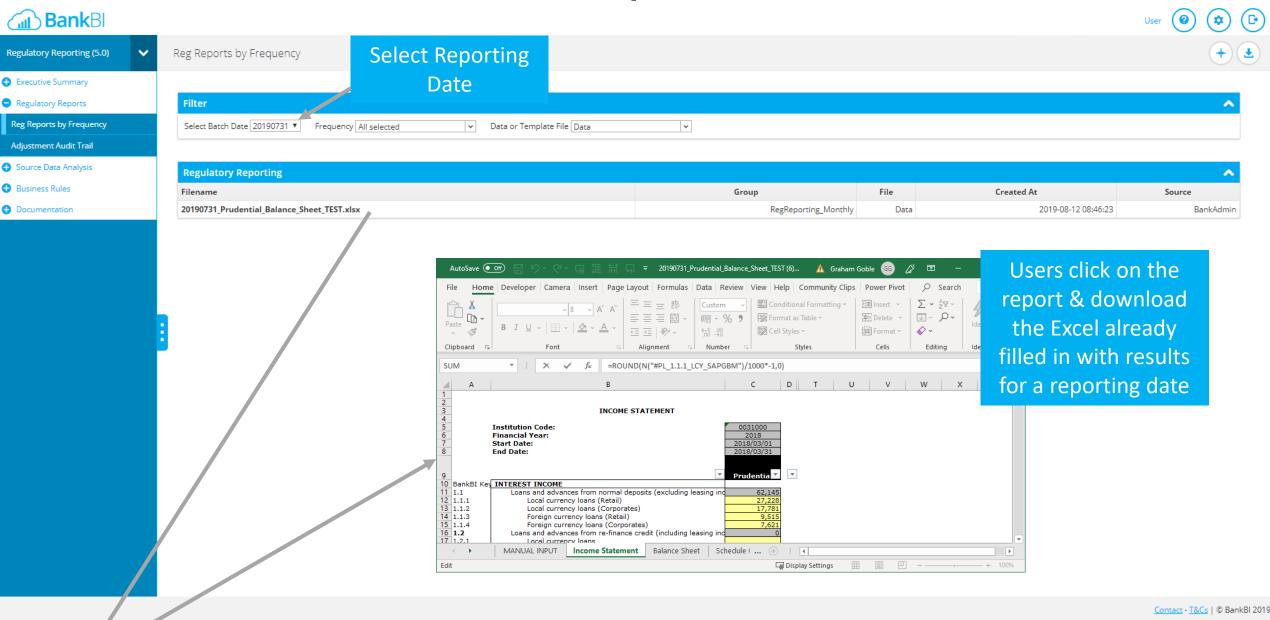
0

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The ultimate end user experience

20190731_Prudent....xlsx



Show all



POLLING QUESTION #3

Are you currently budgeting for a financial performance management solution?

A: Yes, we have budget for this financial year

B: Yes, we are budgeting for next financial year

C: No, we do not currently have budget set aside

D: N / A or I don't work in a Financial Institution



Sagicor Group, Jamaica





BankBI now supports all the regulatory reporting within the bank, which is provided to the Bank of Jamaica and the Jamaica Deposit Insurance Corporation



In total BankBI produces over **150 regulatory reports** for the banking and securities businesses.



BankBI also merges produces management reports and board packs for the individual entities and board packs for the group financial consolidation process.



Wise Financial Thinking for Life



KEY NUMBERS

Active Borrowers:

Average Loan:

1,122,930

\$547

78%

3,413,110

1,323,697

% of Female Borrowers:

Children Impacted

Jobs Impacted

WORLD





Yemen

Why we work in these areas

Mali

Niger

Chad

Sudan

We focus on the poorest communities where VisionFund loans can make the biggest impact. We measure our impact in terms of the number of children who benefit. In Africa the majority of the population lives on less than \$2 a day. An investment of \$1,000 can transform the lives of 31 children. In Asia, the same sum will reach 14 children. By 2014 we will be focusing even more on Africa and Asia to benefit more children than ever.

84,000

38.0%

Find out more >

Angola Zambia Mozan bique

MIDDLE EAST & EASTERN EUROPE

ASIA



Questions & Answers



Book a no-obligation meeting to get free access to our fully featured online demo.



Contact Connor Blake connor.blake@bankbi.com

