



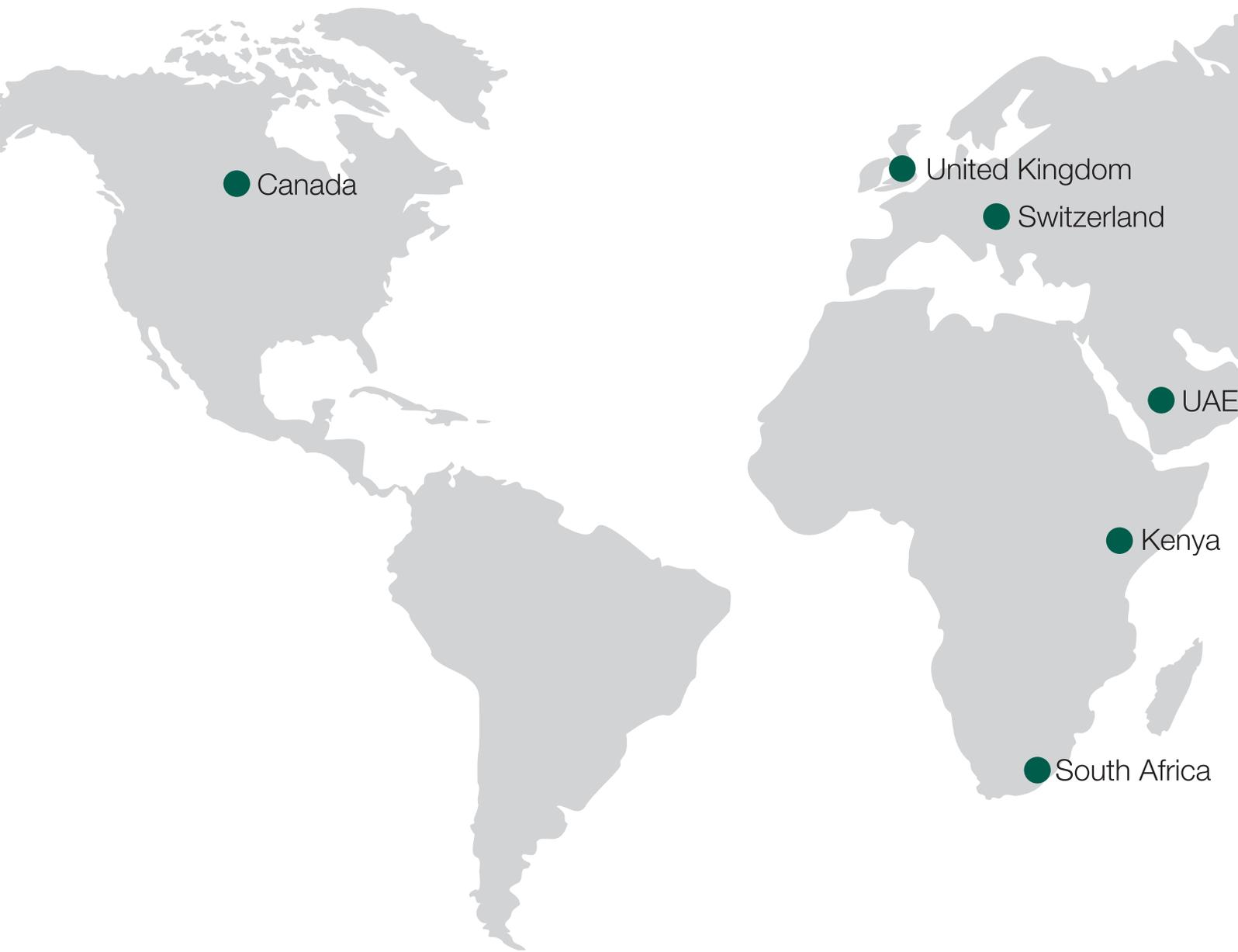
# HBZ Bank Limited

(A subsidiary of Habib Bank AG Zurich)

## South Africa

### Annual Report

for the year ended 31 December 2020



● Canada

● United Kingdom

● Switzerland

● UAE

● Kenya

● South Africa



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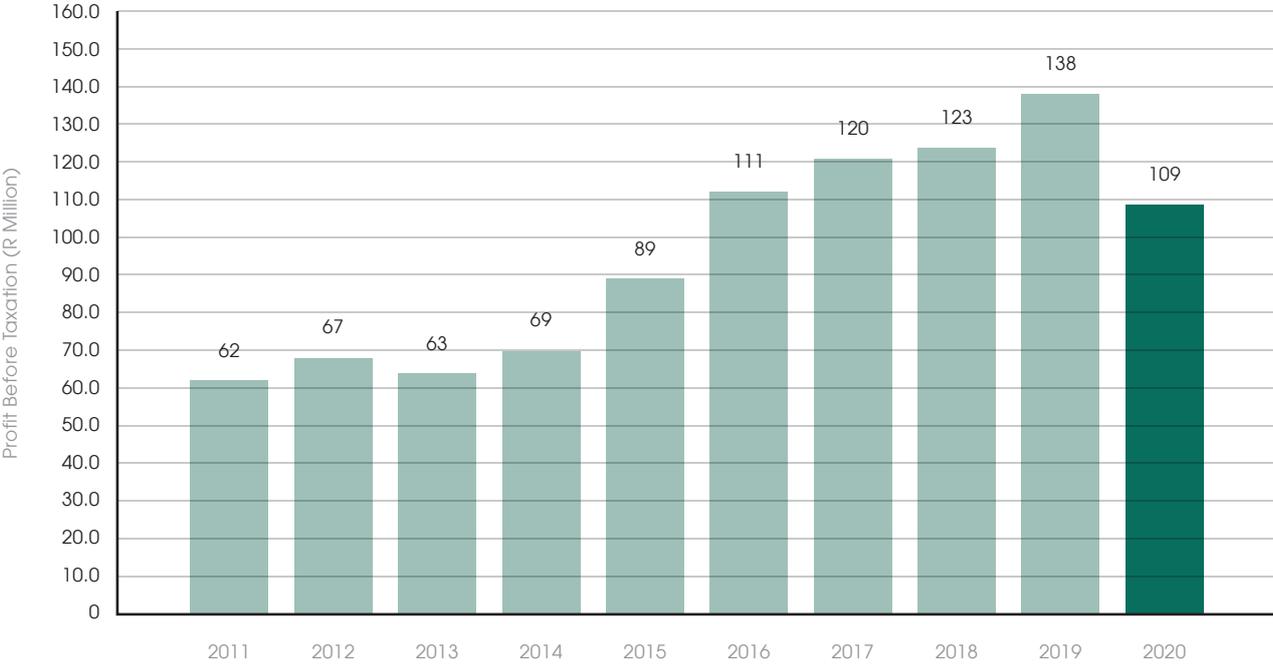
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# TEN YEAR REVIEW

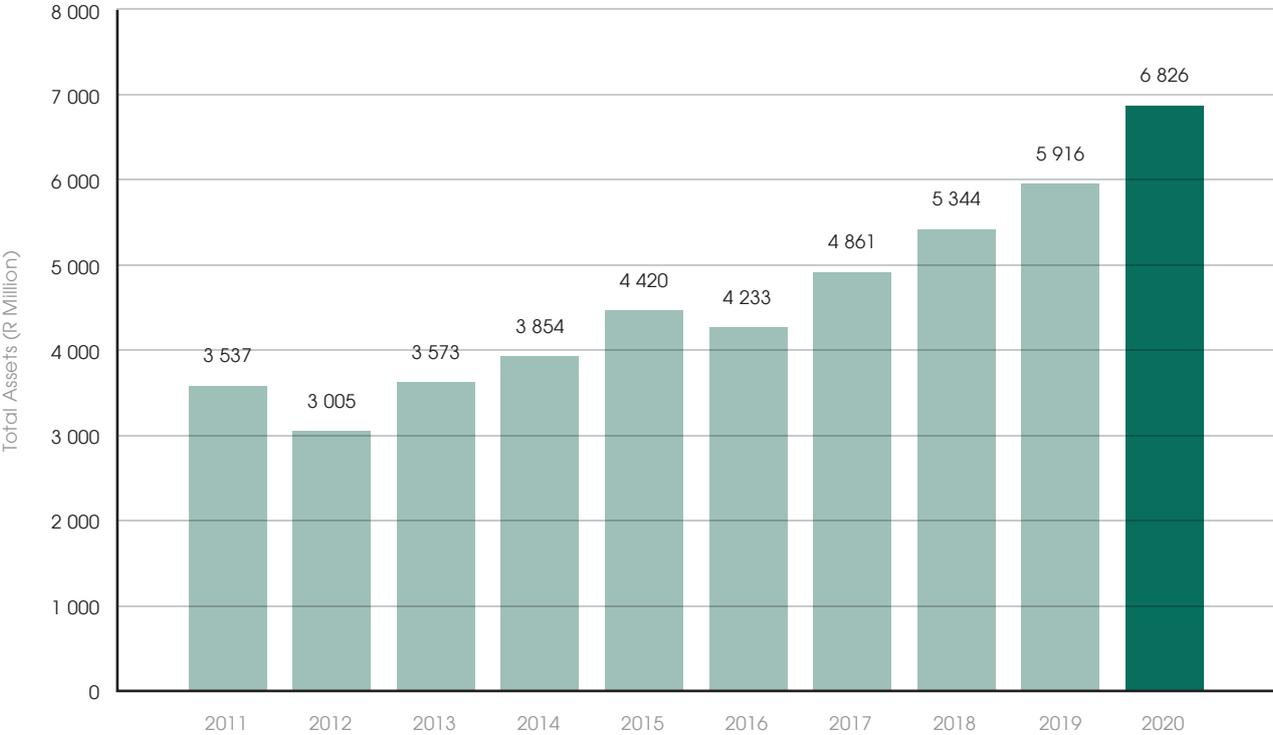
For the year ended 31 December 2020

|  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>PROFITS<br/>(R MILLION)</b>         |       |       |       |       |       |       |       |       |       |       |
| Profit before taxation                 | 62    | 67    | 63    | 69    | 89    | 111   | 120   | 123   | 138   | 109   |
| <b>BALANCE SHEET<br/>(R MILLION)</b>   |       |       |       |       |       |       |       |       |       |       |
| Advances                               | 1 185 | 992   | 1 170 | 1 348 | 1 619 | 1 538 | 1 468 | 1 714 | 1 909 | 2 037 |
| Advances growth %                      | 39%   | (16%) | 18%   | 15%   | 20%   | (5%)  | (5%)  | 17%   | 11%   | 7%    |
| Deposits                               | 3 304 | 2 740 | 3 255 | 3 514 | 4 049 | 3 821 | 4 370 | 4 856 | 5 330 | 6 183 |
| Deposits growth %                      | 48%   | (17%) | 19%   | 8%    | 15%   | (6%)  | 14%   | 11%   | 10%   | 16%   |
| Total assets                           | 3 537 | 3 005 | 3 573 | 3 854 | 4 420 | 4 233 | 4 861 | 5 344 | 5 916 | 6 826 |
| Total assets growth %                  | 43%   | (15%) | 19%   | 8%    | 15%   | (4%)  | 15%   | 10%   | 11%   | 15%   |
| <b>PERSONNEL</b>                       |       |       |       |       |       |       |       |       |       |       |
| Number of employees                    | 113   | 125   | 128   | 141   | 136   | 141   | 133   | 146   | 141   | 137   |
| Net contribution per employee (R '000) | 544   | 538   | 491   | 490   | 651   | 790   | 900   | 840   | 982   | 796   |

### PROFIT SUMMARY



### TOTAL ASSETS



# BOARD OF DIRECTORS AND BOARD COMMITTEES

## NON EXECUTIVE DIRECTORS

Muhammad H Habib (61)# - Chairman

Bus. Admin (USA)

President, Habib Bank AG Zurich

Appointed to the Board in 1995

Oscar D Grobler (67) - Lead Independent Director  
& Vice Chairman

Executive MBA (UCT); Executive Master's Degree (INSEAD)

Ex-Lead Executive – ABSA Group

Appointed to the Board in 2015

Dheven Dharmalingam (55) - Independent

B. Acc, Dip Acc, CA(SA)

Ex-CFO of Mutual & Federal Limited

Appointed to the Board in 2011

Yvette D Singh (67) - Independent

B.Com (Honours), MBL

Ex- Senior Deputy Registrar of Bank and Non-Executive  
director of FirstRand Insurance Holdings (Pty) Ltd

Appointed to the Board in 2019

Nomavuso Mnxasana (64) - Independent

CA(SA), BCompt Hons

Ex-Non Executive Director of Nedbank Ltd

Appointed to the board in 2020

## EXECUTIVE DIRECTORS

Zafar A Khan (68) - CEO and Chief Executive Vice President

B.A.

Appointed to the Board in 2005

Anjum Iqbal (68) ^

B.Com, MBA

General Management, Habib Bank AG Zurich

Appointed to the Board in 2016

## AUDIT COMMITTEE

Dheven Dharmalingam - Chairman

Oscar D Grobler

Yvette D Singh

Nomavuso Mnxasana

## DIRECTORS AFFAIRS COMMITTEE

Muhammad H Habib - Chairman

Dheven Dharmalingam

Oscar D Grobler

Yvette D Singh

## RISK COMMITTEE

Yvette D Singh - Chairman

Dheven Dharmalingam

Oscar D Grobler

Nomavuso Mnxasana

Anjum Iqbal

Zafar A Khan

## REMUNERATIONS COMMITTEE

Oscar D Grobler - Chairman  
Dheven Dharmalingam  
Nomavuso Mnxasana

## SOCIAL, ETHICS AND CONDUCT COMMITTEE

Oscar D Grobler - Chairman  
Yvette D Singh  
Zafar A Khan  
Chris Harvey

## EXECUTIVE MANAGEMENT

Zafar A Khan (68)  
Chief Executive Officer  
  
Yusuf Dockrat (41)  
Chief Financial Officer  
  
Farooq Anwar (50)  
Chief Operating Officer  
  
Kosheek Maharaj (51)  
Head of Credit and Risk  
  
Michelle Sewchuran (43)  
Head of Compliance

## CORPORATE

Christopher dT Harvey (64)  
Head of Corporate Governance & Company Secretary  
  
Zaakir Mitha (33)  
Head of Internal Audit

## REGISTERED OFFICE

135 Jan Hofmeyr Road  
Westville  
3629

## REGISTRATION NUMBER

1995/006163/06

## BRANCH NETWORK

### **KwaZulu-Natal:**

Rohinton L Meherjina (57)  
Senior Vice President, Manager -  
Durban & Area Manager:  
KwaZulu-Natal

Asad Bashir (53)  
Assistant Vice President,  
Manager - Pietermaritzburg

Zakariya Badat (34)  
Senior Manager - Westville

### **Gauteng:**

M Ali Chaudhry (52)  
Senior Vice President, Manager -  
Rosebank & Area Manager: Gauteng

Aasif Abba (39)  
Senior Manager - Fordsburg

Farhaan Ballim (39)  
Senior Manager - Lenasia

M Raashid Faiyaz (45)  
Senior Manager - Boksburg

### **Tshwane / Polokwane:**

S Babur H Zaidi (60)  
Senior Vice President, Manager -  
Laudium & Area Manager: Tshwane / Polokwane

# CHAIRMAN'S REVIEW

I am pleased to present the 2020 annual report for HBZ Bank Limited. By the Grace of God, the Bank delivered good results while maintaining a strong capital and liquidity base.

## ECONOMIC FACTORS

The year 2020 will go on record as one of the most disruptive as the COVID-19 virus ravaged the world. Worldwide infections and deaths rose dramatically resulting in lockdowns in many countries, including South Africa. Governments had the unenviable task of balancing the significant negative economic impact against the need to save lives. The protracted South African lockdown resulted in a 7.3% decline in Gross Domestic Product (GDP).

To combat the economic decline the South African Reserve Bank (SARB) reduced interest rates to historic lows with the prime lending rate at 7%. In addition, the South African Government allowed businesses to claim from the Unemployment Insurance Fund (UIF) to pay staff salaries and wages. Banks provided various financial stimuli to businesses all of which softened the economic drag on consumers and averted a humanitarian crisis in South Africa.

## OPERATING PERFORMANCE

I am pleased to note that the Bank, in these extremely tumultuous times, achieved admirable results. Profit before tax decreased by 22.2% to R 109.1 million (2019: R 140 million). Total assets increased by 15.3% to R 6.8 billion (2019: R5.9 billion). Advances increased by 8.7% to R 2.1 billion whilst deposits increased by 15.8% to R 6.1 billion. The hard work and resilience of our committed team during the most trying of times and the continued support of our clients contributed to these strong results.

By the Grace of God, our COVID-19 protocols ensured the safety of our stakeholders and enabled us to deliver full-service banking even during the highest lockdown levels. I am grateful to all staff for their tireless efforts during a most difficult year.

In June 2020 we welcomed Ms. Nomavuso Mnxasana to the Board. Ms. Mnxasana brings with her significant experience as an Independent Non-Executive Director and Audit Committee member of many Johannesburg Stock Exchange listed companies. I am confident that Ms. Mnxasana's appointment as an Independent Non-Executive Director will strengthen the Board and be an ideal complement to the diverse skills already present.

## LOOKING FORWARD

Domestic economic growth will depend heavily on the degree of the regulated lockdowns on economic activity and the necessity to substantially ease the regulatory burden on private sector businesses, while lifting civil servants' productivity.

In 2021, the easing of lockdowns and the re-opening of the economy has begun. The South African vaccination program is also underway and our health care workers have already been vaccinated. The government is targeting to vaccinate 67% of the population by the end of 2021. If successful, the rollout program will improve economic activity by increasing business confidence. In the short-term, we envisage this resumption in economic activity to outpace spare capacity as the global demand for final products looks to outweigh the supply of capital goods.

Economic activity is expected to rise by 2.9% y/y, however, the deep scarring the domestic economy has already experienced from the harsh regulated lockdowns is likely to persist for the next few years. Looking ahead, our expectation is for short term interest rates to recover from current levels. Key drivers of this interest rate outlook are underpinned by a recovery in the global inflation cycle as well as a narrowing output gap.

## APPRECIATION

Our people have always been a valued asset and we are fortunate to have their commitment, resilience, loyalty and dedication. On behalf of the Board, I would like to express our appreciation towards their valuable contribution.

I am thankful to all our customers and well-wishers, without whom we would be unable to achieve these good results.

At the same time, I would like to thank my fellow Directors, the South African Reserve Bank and other Regulatory authorities for their guidance and look forward to their continued patronage.



Muhammad Habib  
Chairman

# RISK MANAGEMENT REVIEW

## RISK MANAGEMENT PHILOSOPHY

An effective and robust Risk Management Framework is a prerequisite to the success and stability of a bank. The Bank recognises that effective risk management is fundamental to the ability of a business to generate sustainable profits, safeguard its reputation, create a competitive edge and achieve an optimal risk-reward profile.

The risk philosophy of the Bank is to manage risks through a clear policy of broad diversification in terms of geography and product mix, and by spreading the Bank's credit and trade financing activities over a wide range of customers, with the emphasis on secured, short-term, self-liquidating lending.

The Bank defines risk as any factor, which could cause the Bank not to achieve its desired business objectives or results in adverse outcomes, including reputational damage. In fact, all actions that the Bank takes have an element of risk. The Bank recognises that it is an unavoidable consequence of banking to take calculated business risks with the objective of creating attractive returns and thus the Bank does not seek to avoid risk, but to manage it in a controlled manner and in the context of the commensurate reward.

The Bank's risk management process is to ensure that all risks are identified and understood, evaluated and quantified, and then managed to achieve the desired returns by eliminating, reducing and controlling the impact of adverse occurrences on performance to within acceptable parameters. Risk mitigation is an integral part of this process.

Risk management at the Bank is guided by the following important principles:

- Protection of the Bank's financial strength by controlling risk exposures and avoiding potential risk concentrations;
- Protection of the Bank's reputation through a sound risk culture, and through full compliance with regulatory requirements, acceptable ethical standards and principles;
- Continuous and active management of all risk exposures to ensure that risk and reward is balanced;
- A strongly defined risk management structure;
- Independent review and oversight of the risk process;
- Continuous evaluation of the risk appetite of the Bank through clearly defined limits; and
- Communication and coordination between the Committees, executive management and other role-players in the risk management framework, without compromising segregation of duties, controls or review.

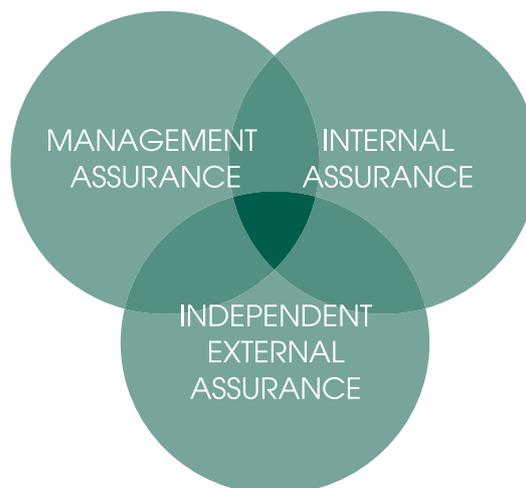
The Board enforces a conservative culture with respect to its overall appetite for risk and fully endorses and supports efforts to attain international best practice in risk management.

## COMBINED ASSURANCE

The "three lines of defence" model forms the basis of the combined assurance approach required under the King Code. It aims to provide a coordinated approach to all assurance activities. We continue to make significant progress with the integration and alignment of assurance processes to optimise governance oversight, risk management and control.

The 3 main elements of the Bank's Combined Assurance Model are:

1. **Management assurance** - including strategy implementation, performance measurements, control self-assessments and continual monitoring mechanisms and systems.
2. **Internal assurance** - risk management, regulatory compliance, internal audit, and health and safety departments.
3. **Independent external assurance** - external audit and other assurance providers.



## RISK MANAGEMENT FRAMEWORK

The Board is ultimately responsible for any financial loss or reduction in shareholder value suffered by the Bank. It is therefore responsible for the process of risk management, recognising all the risks to which the Bank is exposed and ensuring that the proper mandates, policies, authority levels, risk frameworks, internal controls and systems are in place and functioning effectively.

The Bank's risk framework includes direct Board and senior management involvement to determine quantitative and qualitative risk measurement, policies and procedures, control structures, and compliance with regulations. The executive and non-executive Directors are widely represented on the various risk management Committees and processes. At every

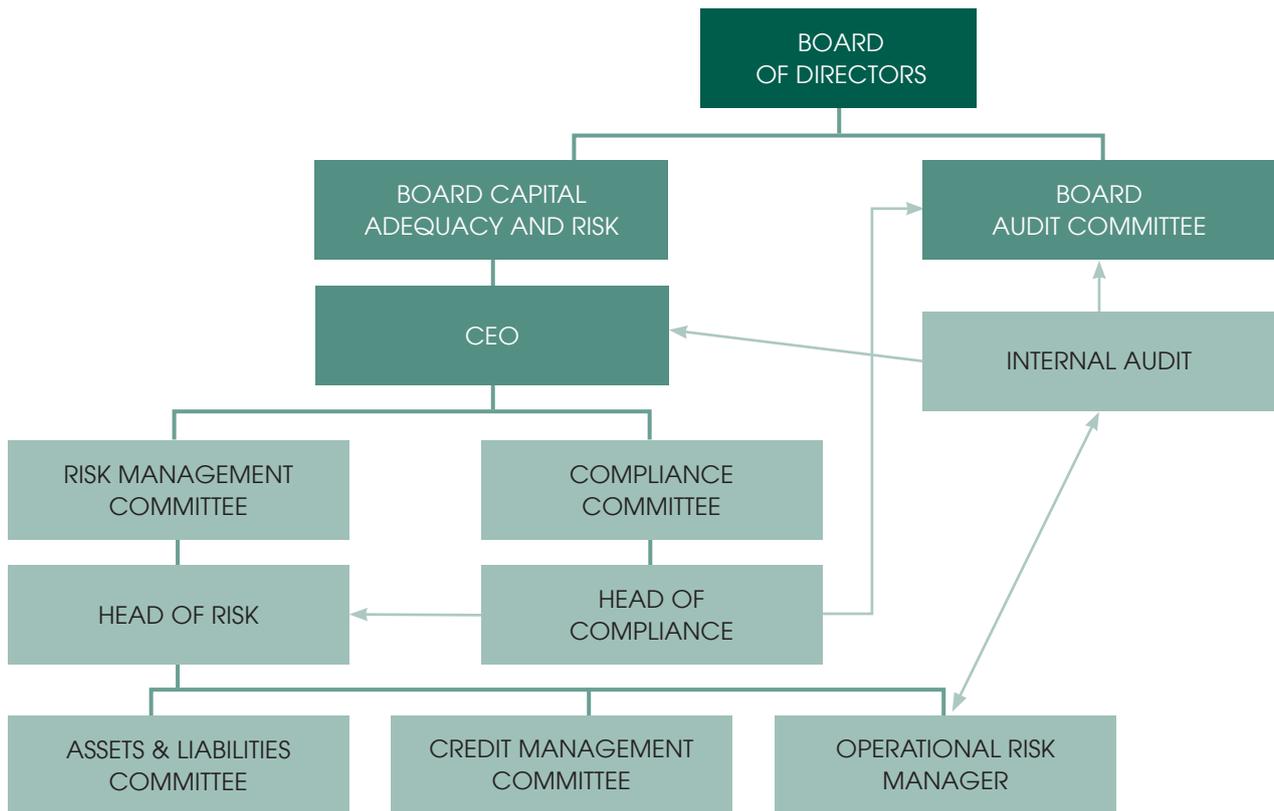
## RISK MANAGEMENT REVIEW CONTINUED...

Board meeting, the Capital Adequacy and Risk Committee reports on the effectiveness of the Bank's risk management and control framework.

In line with international best practice, various Board Committees oversee policy formulation and implementation,

and monitor the risk management processes and exposures. The main Board Committees are the Audit Committee and the Capital Adequacy and Risk Committee. The Risk Management Committee (RMC), the Assets and Liabilities Committee (ALCO) and various Credit Committees have been appointed by Management to enhance the risk framework.

### RISK MANAGEMENT FRAMEWORK



### RISK ASSESSMENT

The Board reviews the relevant risk areas on an annual basis. The risk assessment is based on exposure data and risk analysis, which are provided by the risk department of the Bank. This covers liquidity risk, market risk, credit risk, concentration risk, operational risk and other risk types as are relevant. For its risk assessment the Board takes into consideration mitigating factors such as the effectiveness of the system of controls.

## COMMITTEES THAT MANAGE RISK

### Board Capital Adequacy and Risk Committee

This Board Committee comprises at least five members with a minimum of three non-executive directors. The Chairman of the Committee is an independent non-executive director appointed by the Board. The Committee has the power to investigate any activity within the scope of its terms of reference. In the fulfilment of its responsibilities, the Committee may call upon the Chairmen of the other Board Committees, any of the executive directors, officers or bank secretary to provide it with information, subject to following a Board approved process.

The Committee has reasonable access to the Bank's records, facilities and any other resources necessary to discharge its responsibilities. It has the right to obtain independent outside professional advice to assist with the execution of its duties, at Bank's cost, subject to following a Board approved process.

The main responsibilities of the Capital Adequacy and Risk Committee are to:

- Annually evaluate the capital management strategy via the Internal Capital Adequacy Assessment Process (ICAAP).
- Manage the Bank's capital requirements to ensure capital is maintained to meet future growth taking into account stress-testing scenarios.
- Evaluate the adequacy and efficiency of the risk policies, procedures, practices and controls applied in the day-to-day management of its business;
- Manage the risk mitigation strategy to ensure the Bank manages the risks in an optimal manner;
- Ensure a formal risk assessment is undertaken at least annually;
- Identifying and regularly monitoring all key risks and key performance indicators to ensure that its decision-making capability and accuracy of its reporting is maintained at a high level;
- Establish a process of internal controls and reviews to ensure the integrity of the overall risk and capital management process;
- Ensure the establishment of an independent risk management function;
- Introduce such measures as may serve to enhance the adequacy and efficiencies of the risk management policies, procedures, practices and controls applied within that Bank.

Four meetings were held during 2020 with attendance in accordance with requirements. Minutes were kept and filed as per the charter. The charter is reviewed on an annual basis.

### Risk Management Committee

The Risk Management Committee (RMC) is a management appointed committee that has a written charter clearly setting out its responsibility, authority and functions. The charter is reviewed on an annual basis. The RMC reviews the Risk Management Framework of the Bank and oversees the control and enhancement of systems, policies, practices and procedures to ensure effectiveness of risk identification and compliance with internal guidelines and external requirements in support of the Bank's strategy. A typical meeting of the RMC will:

- Ensure risks are identified, measured, controlled, monitored and reported.
- Review the Bank's risk profile and appetite.
- Set and review policies, control standards, risk exposure limits or other control levers.
- Initiate stress tests and scenario plans, and review their results.
- Review the credit risk regulations, policies, procedures and credit impairment provisions.
- Review the operational risk regulations, policies, procedures, IT and third-party application systems, key risk indicators, and events.
- Review the risks associated with material outsourced services that are provided to the Bank.
- Ensure that all risk reports that are presented to management and the Board are in compliance with the Bank's Risk Data Aggregation and Risk Reporting framework.
- Review all risks individually and anticipate any resulting risk issues.
- Review all issues raised by the Group and Bank's Internal and External Audit Departments.

In performing its duties, the RMC maintains an effective working relationship with the Capital Adequacy and Risk Committee and the ALCO Committee.

The RMC is chaired by the Head of Risk and is made up of the Chief Executive Officer (CEO), Chief Financial Officer (CFO), the Chief Operating Officer (COO) and Head of Compliance. The Heads of Corporate Governance, Internal Audit and the Operational Risk manager attend as observers. A Branch or Area Manager is invited to attend as and when decided by the Committee. During 2020 the RMC met as per the requirements.

# RISK MANAGEMENT REVIEW CONTINUED...

## Credit Management Committee

This management committee is chaired by the CEO and comprises the Head of Risk, an Area Manager and a senior Branch Manager. The Committee may request any other Senior Manager of the Bank to attend the meeting. The CMC is the credit decision making body within the Bank and approves all credit proposals and reviews and monitors all credit risks which fall within their Board approved competency.

The Committee met as per requirements and minutes were kept in line with the Board approved charter.

## Assets and Liabilities Committee (ALCO)

An integral element in managing risk is the overall management of the assets and liabilities of the Bank. The ALCO was set up by Management with a written charter to oversee the arrangement of both sides of the Bank's statement of financial position, to maintain profitability, to minimise interest rate risk, to maintain adequate liquidity and manage the capital adequacy requirements of the Bank. The Committee presents a report at each Risk Management Committee meeting on the effectiveness of the management of the risks it monitors. The charter is reviewed on an annual basis.

The main responsibilities of this Committee are to:

- Review the liquidity and interest rate risk process.
- Consider the maturity of assets on the statement of financial position
- Review and monitor capital risk and the capital adequacy process.
- Assess the various liquidity and interest-rate shock scenarios and their impact on earnings and capital.
- Allocate the assets and liabilities to reduce risk and increase profitability.
- Monitor the Bank's exposure to currency risk.

The Committee is chaired by the CFO and is made up of the CEO, COO, Head of Compliance, Head of Risk, Financial Manager, Treasury Manager and Area Manager. During 2020 the ALCO met as per the requirements and minutes were kept and filed as per the charter.

## Compliance Committee

This management Committee is chaired by the Head of Compliance, and comprises the CEO, Senior Branch or Area Manager, CFO, Head of Risk and the COO. The Committee has a written charter noting that it is responsible for overseeing the compliance function in the Bank. The charter is reviewed on an annual basis.

It has the authority to consider any matters relating to compliance and the combating of money laundering and terrorist financing risks that it deems necessary. In this regard the Committee has the authority to seek any information it requires from any officer or employee of the Bank, and such officers or employees shall respond to these inquiries.

The main functions of this committee are to:

- Ensure compliance with regulatory requirements affecting the Bank.
- Identify the money laundering and terrorist financing risks that are relevant to the Bank,
- Review the compliance monitoring process.
- Ensure that any recommendations above are incorporated into the Bank's procedures and monitoring infrastructure.
- Review the compliance and combating of money laundering and terrorist financing training requirements.
- Review the list of high-risk countries, the list of high-risk accounts, the list of frozen accounts, the list of accounts that are under investigation by any regulatory body (SARS, FIC, National Prosecuting Authority and SA Police Services),
- Review the account opening procedures to ensure they meet local regulatory requirements.
- Review a list of new Acts or Regulations promulgated since the last meeting, assess their impact on the Bank and ensure the Bank is in compliance with them if they do impact the Bank.

The Committee met as required in 2020 and minutes were kept and filed as per the charter.

## RISKS DIRECTLY IMPACTING THE BANK AND THE MANAGEMENT THEREOF

The Board has appointed the Capital Adequacy and Risk Committee to oversee the Risk Framework of the Bank. Management has in turn determined that the following risks materially impact the Bank and allocated various bodies to manage them:

| RISK CLASS                   | RISK TYPE                           |
|------------------------------|-------------------------------------|
| Strategic & Business risk    | Strategic risk                      |
|                              | Business risk                       |
|                              | Concentration risk                  |
|                              | Capital adequacy risk               |
| Liquidity risk               | Liquidity funding risk              |
| Market risk                  | Interest rate risk                  |
| Credit risk                  | Credit risk - general               |
|                              | Client Credit risk                  |
|                              | Counterparty risk                   |
|                              | Settlement risk                     |
| Operational risk             | Operational risk (incl. IT risk)    |
|                              | Cyber risk                          |
|                              | Fraud risk                          |
|                              | Physical security risk              |
| Legal, compliance & tax risk | Legal risk                          |
|                              | Compliance risk (incl. AML)         |
|                              | Conduct risk                        |
|                              | Tax risk                            |
| Reputation risk              | Reputation (including Shariah risk) |
| Systemic risk                | Systemic risk                       |

## STRATEGIC AND BUSINESS RISK

### 1. Strategic Risk

Strategic risk is the current and prospective impact on earnings or capital arising from adverse business decisions, improper implementation of decisions, or lack of responsiveness to industry changes.

The Bank pro-actively manages this risk by ensuring that:

- Strategic risks are determined by Board decisions about the objectives and direction of the organisation;
- Board strategic planning and decision-making processes, is thorough;
- The Board has sufficient information about how the business is performing, and about relevant aspects of the economic, commercial, and technological environments.
- The Board is balanced in skills, knowledge, and experience to assess the variety of strategic risks the organisation faces;
- The Bank has the ability to respond to abrupt changes or fast-moving conditions;
- The Bank only accepts short-term strategic risks if it can reduce or eliminate those risks over a longer time-frame;
- Strategic risks are avoided or not accepted if the possible impacts are too great, or where the probability of success is so low that the returns offered are insufficient to warrant taking the risk.
- Change risk assessments are performed for new products, business processes and the set up of new branches.

# RISK MANAGEMENT REVIEW CONTINUED...

## 2. Business Risk

Business risk is the possibility that a business will have lower than anticipated profits, or that it will experience a loss rather than a profit.

The Bank mitigates this risk as follows:

- Acknowledging that business risk is influenced by numerous factors including sales volume, pricing, overhead costs, competition, overall economic climate, and government regulations.
- The Board makes decisions about the objectives and direction of the Bank;
- The Board strategic planning and decision-making processes are thorough;
- The Board has sufficient information about prevailing market and economic conditions;
- The Board is balanced in skills, knowledge and experience to assess the variety of factors that may impact its performance;
- The Bank has the ability to speedily respond to internal and external changes

## 3. Concentration Risk

Concentration risk is the risk of losses arising that are large enough to threaten the Bank's existence due to a single exposure or group of exposures to a counterparty, industry, geographic area or with one type of security.

- The fundamental principles that the Bank applies in the management of concentration risk include:
- Clearly defined rules for the grouping together of exposures to the same client;
- Monitoring of exposures to counter-party, industry, commodity, geographic area or one type of security;
- Clearly defined per party exposure limits;
- Management and supervision of concentration risk within individual risk areas e.g. Credit risk, Market risk (includes using VaR model with related limits), Liquidity risk (concentration in both assets and liabilities), Operational risk concentration (i.e. any single/group operational risk exposures and loss events);
- Continual monitoring of industry and geographic exposures at board level;
- Retain capital where the cumulative of per party exposures is above 25% of the capital of the Bank not secured by cash deposited at the Bank or guarantees from the Group entities;
- Perform stress testing where applicable in the identification of concentration risk;
- Identify concentration risks when planning to enter into new activities, products and markets.
- Review the concentration risk at each Risk meeting

Where issues of concern are identified, appropriate action to be taken for e.g. reduce threshold on risk concentrations, adjust business strategy to address undue concentrations, diversify asset allocation or funding in line with the risk appetite

## 4. Capital Adequacy Risk

Capital risk is the risk that the Bank has insufficient capital resources to meet the minimum regulatory requirements and to support its growth and strategic objectives.

The Bank's capital management process is intended to develop and use effective risk management techniques in monitoring and managing its risks to ensure it has adequate capital to support all the risks. A relationship exists between the amount of capital held by the Bank against its risks and the strength and effectiveness of the Bank's risk management and internal control processes.

It is the Board's view that increasing capital should not be the only option for addressing increased risks confronting the Bank. Other means of addressing risk, such as strengthening risk management, applying internal limits, strengthening the level of provisions and reserves, and improving internal controls, must also be considered. Furthermore, capital should not be regarded as a substitute for addressing fundamentally inadequate controls or risk management processes.

The Board has developed an Internal Capital Adequacy Assessment Process (ICAAP) and set capital targets that are commensurate with the Bank's risk profile and control environment, to ensure the Bank has adequate capital to support its risks beyond the core minimum requirements. During 2020 the Board reviewed the capital management and capital adequacy processes and confirmed that it achieved the objectives specified.

## LIQUIDITY RISK

### 1. Liquidity Risk

Liquidity risk results from being unable to meet commitments, repayments and withdrawals timeously and cost effectively.

The Bank controls liquidity at source by having strong internal controls, ensuring a wide deposit base, simplifying the product range and centralising the treasury function. The Bank is conservative in its management of liquidity risk. The Bank maintains a large proportion of funds on a short-term basis to mitigate the risk of unexpected cash flow requirements. This is enhanced through an ALCO and an Assets and Liabilities Management (ALM) process which addresses liquidity risk pro-actively. The focused range of products offered by the Bank facilitates the management of this risk. There is an effective computerized system in place to monitor the Bank's liquidity and reports are received by the Bank's executive management.

The liquidity management process includes a Contingency Funding Plan and Recovery Plan which takes into account various stress test scenarios and funding sources. The Bank does comprehensive stress test scenarios for cases where an intra-day liquidity shortfall is predicted and where a sudden drain in funds occurs resulting from a “run” on the Bank or a single large Bank placement becoming irrecoverable.

The Bank has the following sources of funding in a stress situation:

- Use available interbank lines,
- Sell government stock and
- Approach the market to raise funds

The Bank complies with Basel III principles relating to liquidity risk management, specifically the liquidity coverage ratio and the net stable funding ratio. As with interest rate risk the focused range of products offered by the Bank facilitates the management of liquidity risk

## MARKET RISK

### 1. Interest Rate Risk

Interest rate risk arises when losses occur due to adverse variations in interest rates.

The Bank takes active measures to limit potential interest rate losses by:

- Ensuring that all assets and liabilities must match over time;
- Ensuring that the majority of the Bank’s borrowings and lending activities are at variable rates allowing for relatively stable interest rate margins;
- The ALCO reviewing and monitoring the interest rate matching at every meeting;
- Managing rate-sensitive assets and liabilities over various time horizons and various economic and environmental scenarios at every ALCO meeting;
- Review the interest rate management process at each Capital Adequacy and Risk Committee meeting including considering the impact of a rate increase / decrease on the Banks profitability.

The focused range of products offered by the Bank facilitates the management of interest rate risk.

## CREDIT RISK

### 1. Credit Risk

Credit risk is the risk of financial loss arising from the possibility that commitments by counter-parties are not honoured either in part or totally.

The Board acknowledges that credit risk management is critical to the Bank and has appointed a Head of Credit Risk to manage the Bank’s credit risk process.

In line with the requirements of the South African Reserve Bank (SARB), the Bank applies the Standardised Approach to calculate regulatory credit risk capital as stipulated in the Basel III Accord.

The fundamental principles that the Bank applies in the management of credit risk include:

- A clear definition and in-depth understanding of our niche client base;
- A centralised credit department to manage proposals and security;
- Independent credit risk manager and credit administration manager;
- Detailed credit granting procedures including rigorous assessment of the creditworthiness of all parties;
- Detailed and documented account opening procedures, know-your-customer and due diligence requirements;
- An emphasis on diversification of the Banks client base limiting single party exposure as well as exposures to certain industries;
- Formation of high level credit committees with clearly defined limits;
- Periodic and routine review of facilities against updated AFS received;
- Detailed credit inspection, quality review and prompt follow-up by high level management, the independent external and internal auditors;
- Executive & non-executive’s involvement in decision making and review;
- Emphasis on security based lending and conservative security values;
- Strict adherence to the regular revaluation of collateral held as security;
- Continual monitoring of all large exposures at board level;
- A detailed credit risk classification system of clients;
- Early detection of potentially bad loans through branch-wise monthly Watch-list reports;
- Structured procedure for recovery of non-performing accounts as per bank’s impairment policy;
- A clear policy on the appropriate provisioning in respect of the estimated loss inherent in the advances book
- Monitoring of KRI’s by Operational Risk Department.

The Board approves and monitors all large exposures that are in excess of 10% of the Bank’s capital. To augment the prudent assessment of advances and determination of appropriate provisioning, the Bank has a credit risk classification system.

# RISK MANAGEMENT REVIEW CONTINUED...

## 2. Counterparty Risk

Counterparty risk is the risk that a counterparty will not honour their commitment in a contract.

The Bank pro-actively manages this risk by:

- Having the board approve bank limits for interbank placements and investments in sovereigns;
- Spreading the interbank placements amongst the banks to avoid concentration;
- Limiting the banks we purchase FEC's from to ones approved by the board;
- Spreading the Forward Exchange Contracts (FEC) deals amongst the approved banks to avoid concentration;
- Only dealing with banks and sovereigns situated in countries that have a well-regulated banking industry.

## 3. Foreign Exchange Settlement Risk

Settlement risk is the risk that a 3rd party bank may fail to settle or honour a trade. The three main risks associated with such transactions are principal risk, replacement cost risk and liquidity risk, which arise due to the possibility that a counterparty may fail to settle a trade.

The Bank pro-actively manages this risk by:

Currency matched-funding;

- Sub-limits by currency;
- Independent limit adherence control;
- Staff prohibited from foreign exchange speculation and having uncovered forward positions.
- Allowing only short-term open positions on NOSTRO accounts within extremely conservative limits stipulated by the board for each currency. These limits are reviewed on an annual basis and are lower than the 10% of qualifying net capital and reserves limit stipulated by the South African Reserve Bank.
- Monitoring on a daily basis the overbought and oversold positions to ensure all forward positions are covered.
- Head office monitoring on a daily basis the open position of the group to ensure it is within the limit stipulated by the board.
- Head office monitoring on a monthly basis the open position of the group to ensure it is within the limit stipulated by the SARB.
- Setting board approved formal, meaningful counterparty exposure limits for FX trading and settlement.
- Having board approved policies and procedures that are comprehensive, consistent with relevant laws, regulations and supervisory guidance and provide an effective system of internal controls. The policies and procedures are clearly documented and periodically reviewed.

- Only dealing with correspondent banks that have been carefully selected by HBZ and approved by the board. This selection includes evaluating the risks and benefits of using one or more correspondent banks to settle its FX transactions in each currency.
- Ensuring that all FX deals are settled via payment-versus-payment (PVP) settlement. PVP is a mechanism that ensures the final transfer of a payment in one currency if and only if, a final transfer of a payment in another currency occurs, thereby removing principal risk. In a basic PVP arrangement, a trade will settle only if a bank and its counterparty pay in the correct amount. If the counterparty fails to pay in, a bank will receive back the currency it was selling, thus providing protection against principal risk.
- Signing a legally enforceable collateral arrangement (ISDA credit support annexes) to mitigate its replacement cost risk. Collateral arrangements should describe the parties' agreement on all aspects of the margining regime, including collateral eligibility, timing and frequency of margin calls and exchanges, thresholds, valuation of exposures and collateral and liquidation.

## OPERATIONAL RISK

### 1. Operational Risk (including IT Risk)

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events. This excludes strategic risk, legal risk and reputation risk. Operational risk is further divided into the following risk types:

- Internal fraud
- External fraud
- Employment practices and workplace safety
- Clients, products and business practices
- Damage to physical assets
- Business disruption and system failure
- Execution, delivery and process management

Management has appointed an Operational Risk Manager, independent of Branch Operations, whose role is to develop and maintain the Operational Risk Management Policy.

In line with the requirements of the SARB, the Bank uses the Basic Indicator Approach to calculate regulatory operational risk capital as stipulated in the Basel II Accord.

The Bank takes active measures to limit potential operational risk losses by:

- The Bank continuously updating procedure manuals to incorporate best practice methodologies.
- Centralising operational processes to improve accuracy and efficiency.
- Regular reviewing accounts including reporting large transactions with meaningful comments.

- Appropriately investment in computer technology to support operations.
- Regular testing of security equipment and processes.
- Effective Business Continuity Management and Disaster Recovery process is in place.
- Having independent internal and external audit checks and review of controls.
- Having an independent Risk Management Committee, made up of senior management, that meets quarterly with a detailed agenda that includes addressing the major operational risk issues.
- The Bank having extensive insurance cover for any material losses.
- Outsourcing critical and material services for activities that are performed by third parties on behalf of the bank.
- Having a risk data aggregation policy to ensure management is provided with accurate information for decision making purposes.

The Bank has an internal operational risk loss reporting mechanism to identify and quantify operational losses. Significant loss events and incidences are reported to the Board immediately when they occur.

## 2. Cyber Risk

Cyber Risk is the risk of financial loss, disruption or damage to the reputation of the Bank from some sort of failure of its information technology systems, network and transaction sites.

Cyber risk is a key focus area, with global and local reports of the increasing incidents and sophistication of cyber-attacks on organisations. Advanced cyber and malware attacks, distributed denial of service (DDoS) and ransomware attacks are also an increasing threat to financial institutions.

Relating to cyber risk, the Group possesses an established formal governance framework which outlines the risk-based approach pursued, and sets out how the Group responds to cyber risk threats. The Bank has adopted the cyber security plan in line with the Group's risk approach.

The Bank actively manages this risk through the following measures:

- Systems designed and engineered to the best levels of security.
- Staff awareness and training on cyber risk related matters.
- Communication with customers to validate critical transactions.
- Regular updates on external events at other institutions and organisations such as scams, hacking of email, e-banking breaches, etc.
- In depth assessment of incidents affecting the Bank, reporting of events to senior management to minimize financial and reputational damage.
- Wherever possible insurance cover for financial losses caused by cyber risks.
- Responsibility for managing cyber risk is clearly defined.
- Policies and procedure manual covering information security and access control.
- Implementation of cyber security activity plans and controls.
- Assessing risks, implement mitigation measures and test controls.
- Identifying weak points that can lead to cyber-attacks.
- Monitoring and review of cyber risk at the periodic Risk Management Committee meeting.

## 3. Fraud Risk

Fraud risk is the risk of regulatory sanction and reputational and financial losses due to fraud, crime and misconduct from staff and or external third parties.

The Bank's fundamental principles of managing fraud risk are to:

- Instil in employees a sound culture and an ethical and values driven ethos.
- Correct and meaningful staff training on internal and external fraud, including sharing best practices.
- The preparation and continual upgrading of Code of Conducts and Ethics manual.
- Ensure there is an effective Complaints and Whistle Blowers process installed, supported by well documented manuals.
- Regularly rotating and motivating staff.
- Ensuring immediate and effective action is taken against any persons implicated in fraudulent activities;
- Maintaining adequate and effective internal controls.
- Ensuring timeous and accurate processing of transactions.
- Reviewing of suspicious transactions including eliminating transactions with blacklisted companies and individuals.
- Ensuring appropriate investment in computer technology to support operations.
- Independent internal and external audit to check and review controls.
- Ensuring an independent Risk Management Committee, made up of senior management, that meets quarterly with a detailed agenda including fraud risk issues.
- Ensuring that the Bank has extensive insurance cover for any material losses.

# RISK MANAGEMENT REVIEW CONTINUED...

## 4. Physical Security Risk

Physical security risk is the risk of financial loss from damage to the physical assets of the Bank or the injury to staff or customers.

To manage this risk the Bank has ensured that:

- Branches have adequate fire and smoke alarms and access alarms linked directly to a response company.
- Each branch has an effective CCTV monitoring system with functioning back up and these systems are tested regularly.
- Each department or branch has a Health and Safety Officer appointed who performs monthly inspections and produces reports to branch management and head office.
- There is extensive insurance cover for any material losses.
- There is adequate medical aid, life and disability cover for staff.

This risk is reviewed at each Capital Adequacy and Risk Committee meeting.

## LEGAL, COMPLIANCE AND TAX RISKS

### 1. Legal Risk

Legal risk is the risk that the Bank will conduct activities or carry out transactions in which it is inadequately covered or is left exposed to potential litigation. It is the possibility that a failure to meet legal requirements may result in unenforceable contracts, litigation, fines, penalties or claims for damages or other adverse consequences.

Legal risk sub types include:

- Inadequate documentation or technical defects in the manner in which transactions are carried out
- Infringements of laws or regulations or the commission of a tort such as negligence or some other act giving rise to civil or criminal liability

In line with our established policies the Bank ensures that new / changed activities, products, systems and organizational structures do not create unnecessary, unacceptable or unavoidable legal risk.

The Bank outsources potential litigation matters to an approved panel of attorneys.

### 2. Compliance & Regulatory Risk

Compliance risk is the risk of financial loss due to the procedures implemented to ensure compliance to relevant statutory, regulatory and supervisory, industry codes of conduct and internal control requirements not being adhered to, or such controls are inefficient and ineffective.

Compliance risk includes Regulatory risk which arises when the Bank does not comply with applicable laws and regulations or supervisory requirements. As the number of statutory regulations and directives from Central Banks' increase there is a continual need to monitor the Bank's adherence to these laws. The Bank identifies compliance risk as a separate risk within its risk management framework.

The Bank has a Compliance department appointed to oversee the management of Compliance Risk. To make certain this department is effective in managing this risk the Bank has ensured that:

- The Head of Compliance has the appropriate qualifications, training and skills.
- An independent Compliance Committee, made up of senior management, has been set up, that meets quarterly with a detailed agenda addressing all major compliance and AML issues.
- The compliance function operates independently from internal audit and branch operations.
- An effective computer system is in place to monitor high risk transactions and reports are escalated to the relevant compliance officials.
- The compliance function confirms that the bank complies with all relevant statutory, regulatory and supervisory requirements.
- The compliance department is adequately staffed and is represented in each branch by Branch Compliance Officers.
- The Head of Compliance presents a report at each Board meeting on any non-compliance with laws and regulations or supervisory requirements.

When new acts, regulatory requirements and codes of conduct are introduced, compliance addresses these by providing training and advice on these issues, developing policies and procedures affecting regulatory issues and regularly monitoring adherence to these policies and procedures. Education and practical workshops form an important part of this process.

The Head of Compliance attends the annual International Compliance Conference hosted by the holding company and is a member of the Compliance Institute of South Africa.

### 3. Conduct Risk

Conduct Risk is the risk of poor outcomes for our customers which may arise from the provision of banking services and products and advice. More specifically it is defined as inherent risks in product design and service delivery which may result in:

- failure or events which lead to poor customer outcomes;
- failure to ensure good customer outcomes even if the customers are unaware.

Conduct risk represents a culture of personal responsibility for certain designated control functions that are personally liable for various forms of misconduct.

The Bank has mitigated this risk through the following measures:

- Conduct risk is addressed in both Bank's governance structure and its operational model by establishing and embedding a strong organisational culture.
- The Bank has in place robust controls, adequate skill sets and appropriate decision making arrangements to deliver on its objective of understanding customer requirements and fair treatment.
- Ensuring compliance with the Code of Conduct.
- The bank's strategic and business objectives efficiently, effectively, ethically and equitably ensure:
  - a balance of interests of the shareholders and other interested persons who may be affected by the conduct of directors or executive officers of the bank or controlling company, within a framework of effective accountability;
  - commitment by the bank to adhere to corporate behaviour that is universally recognised and accepted as correct and proper.
- Establish processes, procedures, and controls to minimize or avoid potential conflicts of interest between the business interests of the Bank /controlling company and personal interests of directors.
- Responsible conduct by all directors and officers of the Bank.
- Understanding employee engagement and ensuring that employees are appropriately skilled and trained.
- Risk awareness and Ethics training.
- Ensuring compliance with applicable laws.

#### 4. Tax Risk

Tax risk is the risk of non-compliance with tax laws, unintended consequences of company transactions, and financial reporting risks.

The Bank has mitigated this risk through the following measures:

- Appointment of Chief Financial Officer and Financial Manager with relevant tax qualifications.
- Consultation with external tax experts on complex tax matters.
- Audit of tax compliance by the Bank's external auditors.

## REPUTATIONAL RISK

Reputational risk is the risk of adverse publicity should the Bank contravene applicable statutory, regulatory and supervisory requirements or by providing a service that does not comply with proper industry standards.

The Bank pro-actively manages this risk by ensuring that:

- There are strong internal values that are regularly and pro-actively reinforced.
- The Bank subscribes to sound corporate governance practices, which require that activities, processes and decisions are based on carefully considered principles.
- The Bank's policies and practices are regularly updated and reinforced through transparent communication, accurate reporting, continuous performance assessment, internal audit and regulatory compliance review.
- The Bank has clearly defined risk management practices, to effectively monitor these risks.
- The internal controls are effective.
- There is an internal audit function that operates independently and effectively.
- The Bank has a clear policy on privacy issues regarding the use of customer information which complies with the relevant rules and regulations.
- There is compliance with all relevant statutory, regulatory and supervisory requirements.

## SYSTEMIC RISK

Systemic risk is the risk of disruption to financial services that is caused by an impairment of all or parts of the financial system and has the potential to have serious negative consequences for the real economy.

It refers to the risks imposed by inter-linkages and inter-dependencies in a system, where the failure of a single entity or cluster of entities can cause a cascading failure, which could potentially bankrupt or bring down the entire system.

The fundamental principles of managing systemic risk are:

- To ensure exposure to other banks is diversified.
- To set limits for dealings with other banks approved by the Board.
- To monitor the macroeconomic situation.

# SOCIAL INVESTMENT RESPONSIBILITY

## INTERNAL SOCIAL INVESTMENT

It is paramount to the success of any business that internal empowerment programmes for staff are in place. The Bank is conscious of this fact and has implemented internal employment equity, training and skills development initiatives. These initiatives focus on providing all employees with an environment that is free from any form of discrimination while ensuring opportunities exist to obtain the necessary skills for career.

## SKILLS DEVELOPMENT

The Bank has a Skills Development Facilitator who is registered with BANKSETA, the Banking Industries Training Authority. A Workplace Forum comprising of equal numbers of staff and management meets to monitor and enhance the Bank's Workplace Skills Plan.

The Plan, monitored by the Forum commits the Bank and employees to various training projects that include:

- focused on-the-job training;
- external training; and
- access to tertiary, college and university education.

All staff have access to this plan and are entitled to benefit from it. During 2020 all the goals and objectives of the plan were achieved.

## EMPLOYMENT EQUITY

The Bank's Employment Equity Plan as submitted to the Department of Labour is continually monitored and updated to ensure it meets the changing needs of the Bank and its employees. As a member of an international banking group, the Bank is proactive and has, for a number of years had a sound employment equity process. The Bank is currently training and recruiting staff from previously disadvantaged groups to ensure employment equity at the Bank remains ahead of the plan.

## EXTERNAL CORPORATE SOCIAL INVESTMENT

We believe that through caring for our neighbours, we develop a better appreciation for people and, in so doing we are better able to understand and serve our clients. The Bank recognises that social giving is not enough in its own right. For Corporate Social Investment (CSI) to be truly effective and to make an on-going and meaningful difference in the lives of underprivileged people and to the overall economic wellbeing of the country, it needs to be well-managed and underpinned by the driving principle of sustainability that encompasses all the Bank's stakeholders. This approach ensures the effective and balanced management of the Bank's economic, social and environmental relationships.

The Bank's CSI funding is managed by the Corporate Social Investment Committee who is chaired by an independent non-executive director. The CSI Committee primary focus is in the following areas:

- Education, with an emphasis on female education;
- Health;
- Relief in case of natural disasters;
- Local community causes or projects within our niche market;
- Environmental causes and projects.

# CORPORATE GOVERNANCE

The Corporate Governance framework and Corporate Governance plan are both reviewed by the Board annually. It ensures the strategic guidance of the Bank, the effective monitoring of management by the Board, and the Board's accountability to our shareholder.

In recognition of the need to conduct the affairs of the Bank according to the highest standards of Corporate Governance and in the interest of stakeholders' protection, the Board endorses the Code of Corporate Practices and Conduct recommended in the King Reports on Corporate Governance. The Directors are of the opinion that the Bank has, in all material aspects, observed and applied these Codes, where they are applicable to the Bank, during the year under review.

The salient features of the Bank's Corporate Governance policy are built on the characteristics of:

- Building and sustaining an ethical corporate culture in the Bank
- Enabling discipline, independence, and transparency and social integrity
- Enabling effectiveness, efficiency, responsibility and accountability

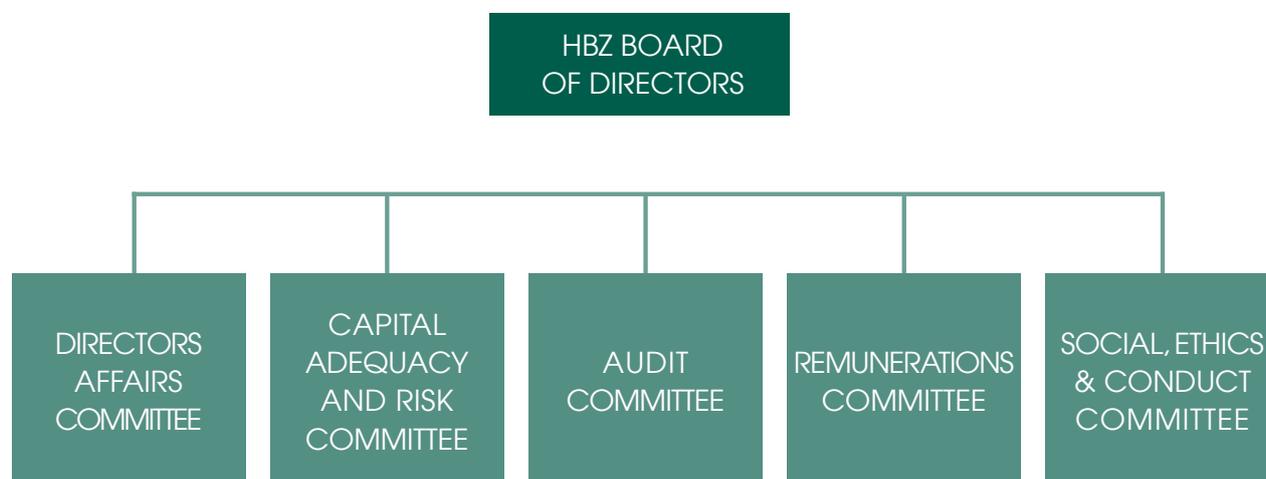
- Identifying and mitigating significant risks, including capital risk
- Promoting informed, fair and sound decision making
- Facilitating legal and regulatory compliance
- Ensuring sustainable business practices, including social and environmental activities
- Disclosing timely and accurate information to enable all stakeholders to make a meaningful analysis of the Banks performance, financial position, and governance.

## BOARD OF DIRECTORS

### Charter

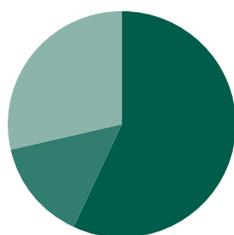
The Board has a Charter that includes the directors' code of conduct. The Board is fully committed to infusing the standards of integrity, accountability and transparency required to achieve effective corporate governance. The Charter confirms the Board's accountability, fiduciary duties, conflict of interest process, appointments and tenure. The Charter is reviewed by the Board on an annual basis.

### Board of Directors governance framework:



### Structure and Composition

During 2020, the Board comprised of seven Directors, five non-executive Directors and two executive Directors. Non-Executive Directors comprise persons of high calibre with diverse international and local backgrounds and expertise that enable them to bring objectivity and independent judgement to the Board deliberations and decisions. Both the Chairman and Vice Chairman are non-executive members. The roles of the Chairman and the Chief Executive Officer (CEO) are separate with responsibilities clearly defined. Details of the Directorate are listed on page 4 of this annual report.



## Board of Directors

- Independent Non-Executive
- Non-Executive
- Executive

The Chairman of the Board is an employee of the Banks holding company, Habib Bank AG Zurich. As a result he is not classified independent in terms of King IV, and so the Vice Chairman has been appointed as the Lead Independent Non-Executive Director.

The independent non-executive directors of the Bank:

- Are not representatives of the shareholder,
- Do not have a direct or indirect interest in the Bank or its holding company,
- Have not been employed by the Bank or the Group in any capacity,
- Have not been appointed as the designated auditor or partner in the Group's external audit firm, or senior legal adviser for the preceding three financial years,
- Are not a members of the immediate family of an individual who is, or has during the preceding three financial years, been employed by the Bank or the Group,
- Are not professional advisers to the Bank or the Group, other than as a director,
- Are free from any business or other relationship (contractual or statutory) which could be seen to interfere materially with their capacity to act in an independent manner,
- Do not receive remuneration contingent upon the performance of the Bank.

## Meetings and Attendance

The Board met four times during 2020 with Director's attendance in accordance with requirements. No additional Board meetings, apart from those planned, were convened during the year under review. Where Directors are unable to attend a meeting personally, teleconferencing is made available to include them in the proceedings and allow them to participate in the decisions and conclusions reached. The Board is supplied with full and timely information with a typical Board agenda including:

- A report from the CEO.
- A Report on the performance and developments of the Bank.
- Reports from the various sub-committees
- Report from the Compliance Officer
- A strategic review

- Report on large exposures.
- Report on IT issues.
- Report on significant regulatory issues.

Minutes are maintained of each meeting, signed by the Chairman of the meeting and kept in a minute book by the Board Secretary. On a monthly basis all Directors receive financial information that include a statement of comprehensive income and a statement of financial position. The Board meets annually with management to agree on the proposed strategy and to consider long-term issues facing the Bank, prior to formulation of the annual financial budgets. All Directors are regularly kept abreast of statutory, regulatory, accounting, non-financial and industry developments that may affect the Bank. Furthermore, all Directors have full access to management, the Bank secretary and independent professionals as well as unrestricted access to all relevant documentation required to discharge their duties.

## Appointments and Retirements

On 1 June 2020 Ms. Nomavuso Mnxasana was appointed to the Board as an Independent Non-Executive Director. Ms. Mnxasana, a Chartered Accountant, is an experienced non-executive director having served on the boards and audit committees of many companies listed on the Johannesburg Stock Exchange, including many in the financial industry. Ms Mnxasana's appointment will strengthen the Board and be an ideal complement to the diverse skills already represented on the board. Mr. Chris Harvey resigned on the 1 January 2020, while Mr. Yakoob Choudhury retired on the 30 April 2020. It was with sad regret to note that Mr. Henk Leenstra passed away on the 7th April 2020. The Board does not believe that the length of service of any Director materially interferes with the Director's ability to act in the best interests of the Bank. All Directors are regarded as fit and proper.

## Board Evaluations

During the year the Board performed an annual self-assessment evaluation. The self-assessments were collated by the Chairman and the results tabled at a meeting. The self-assessments displayed no weakness in the Board structure, member's attendance at meetings or the expertise, knowledge and valued input of individual directors. The Board agreed that there would be a continued focus on monitoring progress against the strategic plan.

## Committees

The Board is supported by various internal committees and functions in executing its responsibilities. These are elaborated on below while the details of the committee members are listed on page 4 of this annual report.

## AUDIT COMMITTEE

The Audit Committee, established by the Board has a written charter that clearly sets out its responsibility, authority and functions. The charter is reviewed annually by the Committee. The majority of the Committee consists of independent non-executive Directors. The Chairman is elected by the Board and is present at the Annual General Meeting. The Bank's Audit Committee members are suitably skilled and experienced non-executive directors.

The Compliance Officer, internal and external auditors and the Prudential Authority of the South African Reserve Bank have full access to this Committee. In addition, the Chairman may call in any other employee who is able to assist the Committee on an ad hoc basis. Four meetings were held during 2020 with the Chief Executive Officer (CEO), Chief Financial Officer (CFO), Head of Compliance, internal and external auditors invited to attend when necessary.

The Committee's primary responsibilities for 2020 are detailed in the Audit Committee report.

## CAPITAL ADEQUACY AND RISK COMMITTEE

The Board established the Capital Adequacy and Risk Committee with a written charter that clearly sets out its responsibility, authority and functions. The charter is reviewed annually by the Committee. The Board appointed the Chairman of the Committee. The Committee is made up of both Non-Executive and Executive Directors with the Chairman an Independent Non-Executive Director. Four meetings were held during 2020 with attendance in accordance with requirements.

A comprehensive risk management framework is in place that formalises the management of risk. This framework, including the role of the Assets and Liabilities Committee and Risk Management Committee and the application and reporting on risk, are detailed in the risk management section.

## DIRECTORS' AFFAIRS COMMITTEE

The Directors' Affairs Committee, established by the Board has a written charter that clearly sets out its responsibility, authority and functions. The charter is reviewed annually. The Board appointed the Chairman of the Committee. The Committee consists of Non-Executive Directors. In terms of the charter two meetings were held during 2020, with the CEO and CFO invited to attend. Attendance at these meetings was in accordance with requirements.

The Committee's primary responsibilities are:

- To assist the Board in its determination and evaluation of the adequacy, efficiency and appropriateness of the Corporate Governance structure and practices of the Bank;
- To establish and maintain a Board Directorship continuity programme including planning for succession, regularly reviewing the skills and experience of the Board, and an annual self-assessment of the Board as a whole and of the contribution of each individual Director;
- To assist the Board in the nomination of successors to key management positions and ensure that a management succession plan is in place;
- To assist the Board in determining whether the services of any Director should be terminated; and
- Assist the Board in ensuring that the Bank is at all times in compliance with all applicable laws, regulation and codes of conduct and practices.

## SOCIAL, ETHICS AND CONDUCT COMMITTEE

The Board of Directors established the Social, Ethics and Conduct Committee with a written charter that clearly sets out its responsibility, authority and functions. The charter is reviewed annually. The Board appointed the Chairman of the Committee who is an Independent Non-Executive Director. The Committee is made up of Directors and management. In terms of the charter two meetings were held during 2020 with attendance in accordance with requirements.

The Ethics and Social responsibilities and duties of this Committee shall include the following:

- Govern the ethics of the Bank in a way that supports the establishment of an ethical culture,
- Monitor the Bank's activities, regarding relevant legislation, other legal requirements, or prevailing codes of best practice, with regard to matters relating to:
  - social and economic development,
  - the environment, health and public safety, including the impact of the Bank's activities and of its products or services.
  - consumer relationships, including the Bank's advertising, public relations and compliance with consumer protection laws.
  - labour and employment.
- Bring matters within its mandate to the attention of the BoD.
- Report to the shareholders at the Bank's AGM on the matters within its mandate.

## CORPORATE GOVERNANCE CONTINUED...

The Conduct responsibilities and duties of this Committee shall include the following:

- Ensuring that management has policies and procedures to address complaints, monitor the complaints and to Treat Customers Fairly (TCF).
- Ensuring that management has Codes of Conduct in place to address Whistle blowing, Anti-bribery and corruption, and Conflicts of interest.
- Ensuring management has implemented effective staff training on the above topics plus Fraud Prevention, Data protection, Treat Customers Fairly (TCF), and Information Security.
- Ensuring that management has policies and procedures in place to empower previously disadvantaged persons, including an Employment Equity Plan in place.

The Bank has a strong culture of entrenched values that commit it to the highest standards of integrity, behavior and ethics in dealing with all its stakeholders. These values apply to all personnel at the Bank, with personnel expected at all times to observe their ethical obligation in such a way as to carry on business through fair commercial competitive practices.

### REMUNERATION COMMITTEE

The Board of Directors established this Committee with a written Charter that sets out its responsibility, authority and functions. The Charter is reviewed annually. The Board appointed the Chairman of the Committee who is an Independent Non-Executive Director. The Bank's Remuneration Committee comprises of non-executive Directors. The Committee met once during 2020 to determine salary structures and staff policies that ensure the Directors, executive management and staff are rewarded fairly for their individual contributions to the Bank's overall performance.

The main responsibilities of the Remunerations Committee are:

- Overseeing the setting and administering of remuneration at all levels in the Bank;
- Overseeing the establishment of a remuneration policy;
- Exercising competent and independent judgment on compensation policies, processes and practices created for managing risk, capital and liquidity;
- Ensuring that an annual compensation review is conducted independently of management;
- Ensuring that all benefits, including retirement benefits and other financial arrangements, are fair and justified;

- Ensuring that the remuneration of employees in the risk control and compliance functions is determined independently of all relevant business areas, and is adequate to attract qualified and experienced staff;
- Determining the remuneration of the CEO and other executive staff;
- Advising on the remuneration of non-executive Directors;
- Overseeing the preparation for submission to the Board of the remuneration report.

Remuneration is normally reviewed annually, in November, and market data is used to benchmark competitive pay levels. The Bank does not have an incentive scheme based on performance, nor does it offer share options or deferred bonus schemes.

### COMPANY SECRETARY

The Company Secretary, Mr. Christopher d T Harvey, is suitably qualified and experienced and was appointed by the Board in 1996. The Company Secretary is responsible for the duties as stipulated in Section 88(2)(e) of the Companies Act 71 of 2008 as amended. The Board recognises the pivotal role the Secretary plays in the Corporate Governance process and is thus empowered by them to ensure these duties are properly fulfilled.

In addition to his statutory duties the Company Secretary is required to:

- Provide the Directors with guidance on how their responsibilities should be properly discharged in the best interests of the Bank.
- Induct new Directors appointed to the Board.
- Assist the Chairman and Vice Chairman in determining the annual Board plan.
- Ensure that the Directors are aware of legislation relevant to the Bank.

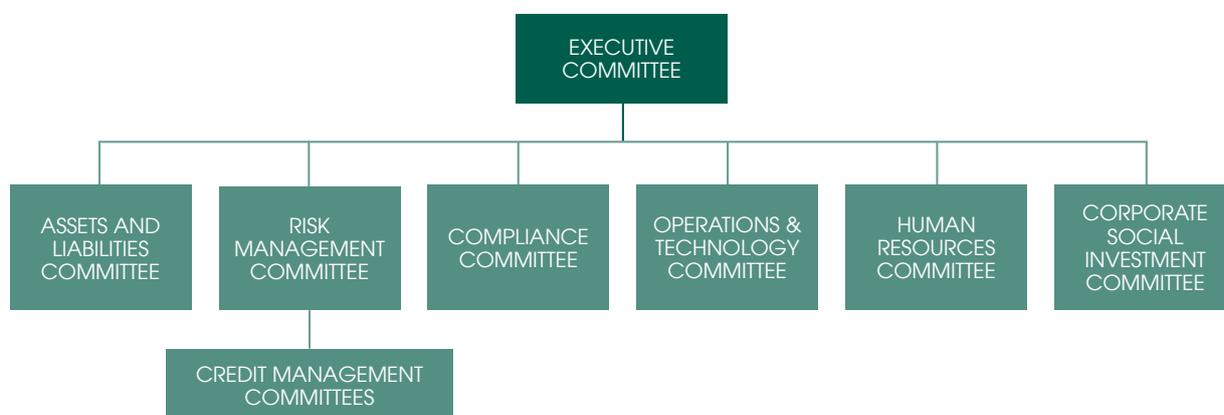
All Directors have access to the advice and services of the Company Secretary whose appointment is a matter for the Board as a whole. The contact details of the Company Secretary are provided in the Director's report.

### CREDIT MANAGEMENT COMMITTEES

Credit Committees comprising senior management as well as Executive Directors operate at various levels within the Bank. These Committees, operating within clearly defined exposure limits and rules stipulated by the Board, review and approve all exposures to clients and potential clients.

## EXECUTIVE COMMITTEES

Other executive committees vital to the application of sound governance principles within the Bank are:



- The Executive Committee (EXCO) is chaired by the CEO and made up of the CFO, the Chief Operating Officer (COO), Head of Risk, Head of Compliance with the Head of Corporate Governance as an attendee.
- The Assets and Liabilities Committee (ALCO) is chaired by the CFO.
- The Risk Management Committee (RMC) is chaired by the Head of Credit and Risk.
- Credit Committees: these committees are chaired by various directors, the CEO and senior Group personnel.
- The Compliance Committee is chaired by the Head of Compliance.
- The Operations & Technology Committee (OTCO) is chaired by the COO.
- The Human Resources Committee is chaired by the CEO.
- Corporate Social Investment (CSI) Committee is chaired by a non-executive Director.

All these Committees are made up of skilled persons who can add value to the Committee's affairs. They all have charters that are reviewed annually. Each Committee meets at least quarterly with minutes kept of all meetings.

### COMPLIANCE

The Bank has an independent compliance function responsible for guiding management to ensure that the Bank complies with the letter and spirit of all statutes, regulations, supervisory requirements and industry codes of conduct, which apply to the Bank's businesses. The compliance department has implemented and developed effective processes to address compliance issues within the Bank and has unrestricted access to the Chairman of the Audit Committee and Chairman of the Board. The role of the compliance department is elaborated on in the Risk Management section of this annual report.

### INTERNAL CONTROL

The Directors of the Bank are responsible for ensuring that the Bank maintains accounting records and implements effective systems of control. Management is responsible for the implementation and maintenance of these controls.

The Directors report that the Bank's internal controls are designed to provide assurance regarding the:

- integrity, accuracy and reliability of the accounting records,
- accountability for the safeguarding and verification of assets,
- detection and prevention of risks associated with fraud, potential liability, loss and material misstatement,
- effectiveness and efficiency of operations,
- compliance with applicable laws and regulations.

Processes are in place to monitor the effectiveness of internal controls, to identify material breakdowns and to ensure that corrective action is taken. These on-going processes were in place throughout the year under review.

### INTERNAL AUDIT

The Bank's independent internal audit function exists to assist management in discharging their responsibility effectively. This department has senior suitably qualified and experienced staff whose functions comply with international standards.

Internal audit operates independently from Executive Management and has unrestricted access to the Chairman of the Audit Committee, all other staff and information needed by them in the execution of their duties.

## CORPORATE GOVERNANCE CONTINUED...

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### REGULATION AND SUPERVISION

The Bank is subject to external regulation and supervision by various statutory bodies and regulators. The Bank strives to achieve open and active communication with these bodies, specifically the Supervision and Exchange Control Departments of the South African Reserve Bank, the Prudential Authority, the Financial Sector Conduct Authority, the National Credit Regulator, the Payments Association of South Africa and the Financial Intelligence Centre.

Where appropriate the Bank participates in discussion groups with the various regulators to ensure that knowledge and insight is gained to maintain sound internal controls to operate within the regulatory framework.

### PUBLIC DISCLOSURE OBLIGATIONS

The Bank has a disclosure policy in place to ensure that the Bank complies with all relevant public disclosure obligations as required by regulation. Both quarterly and half yearly disclosures are published on the Banks website. In addition, the annual report of the Bank and its holding company, Habib Bank AG Zurich, are published on the website.

### EMPLOYEE PARTICIPATION AND SKILLS

The Bank recognises the importance of employee participation in the maintenance of standards and general well-being of the Bank, as ultimately our success depends on our employees working together in the interest of our clients.

# REPORT OF THE AUDIT COMMITTEE

This report is provided by the Audit Committee, in respect of the 2020 financial year of HBZ Bank Limited, in compliance with section 94(7)(f) of the Companies Act 71 of 2008, section 64 of the Banks Act 94 of 1990 and King Report on Corporate Governance.

Details on the composition of the Audit Committee are detailed on page 4 of this annual report, while the Corporate Governance report on pages 19 to 23 provides further information on the workings of the Committee.

## EXECUTION OF FUNCTIONS

During the year the Audit Committee has conducted its affairs in compliance with, and discharged its responsibilities in terms of its charter as they relate to the Bank's accounting, internal and external audit, internal control and financial reporting practices. The terms of reference were reviewed and approved during the year.

During the year under review the Committee, amongst other matters, considered the following:

### 1. In respect of the Integrated Assurance Model:

- further progress was made in embedding an integrated assurance model to provide a coordinated approach to all assurance activities.
- the journey of an integrated assurance will continuously evolve as the process matures, with the ultimate objective of ensuring an effective control environment along with supporting the integrity of information for internal decision making.

### 2. In respect of the external auditors and the external audit:

- recommended the reappointment of KPMG as external auditors for the year ended 31 December 2020;
- in consultation with executive management approved the external auditor's terms of engagement, audit plan and fees;
- held meetings with the external auditors;
- reviewed the audit plan and evaluated the effectiveness of the audit;
- reviewed significant issues raised in the external audit report and the adequacy of management's corrective action in response to such findings;
- obtained assurance from the auditors that their quality standards and independence were not impaired as set out by IRBA as well as other regulatory authorities, including their internal processes;
- confirmed that no non-audit services had been provided by the external auditors during the year under review;

- obtained assurances from KPMG that adequate accounting records were maintained;
  - considered the external audit report section on the Bank's systems of internal control;
  - confirmed that no reportable irregularities were identified and reported by the external auditors in terms of the Auditing Professions Act 26 of 2005.
- ### 3. In respect of internal controls and internal audit:
- ensured that the Bank's internal audit function is independent and had the necessary resources and authority to enable it to discharge its duties;
  - reviewed and approved the internal audit charter, local internal audit plan, and evaluated the effectiveness of the audit
  - held meetings with the Group internal auditors and reviewed the audit plan for the Company;
  - considered reports of the internal auditors on the Bank's systems of internal control;
  - reviewed significant issues raised by internal audit and the adequacy of management's corrective action in response to such findings;
  - noted that there were no significant differences of opinion between the internal audit function and management;
  - assessed the adequacy of the performance of the internal audit function and adequacy of the available internal audit resources and found them to be satisfactory; and
  - received assurance that proper and adequate accounting records were maintained and that the systems safeguarded the assets against unauthorised use or disposal thereof.

Based on the above, the Committee is of the opinion that at the date of this report there was no material breakdown in internal control that resulted in a material loss to the Bank.

### 4. In respect of the financial statements:

- confirmed the going concern principle as the basis of preparation of the annual financial statements;
- received assurance from the finance function that the internal financial controls are effective;
- reviewed and recommended the annual financial statements to the Board for approval;
- reviewed reports on the adequacy of the portfolio and specific bad debt impairments;
- ensured that the annual financial statements fairly present the financial position of the Bank as at the end of the financial year;

## REPORT OF THE AUDIT COMMITTEE CONTINUED...

- considered the appropriateness of accounting treatments and the accounting policies adopted;
- reviewed and discussed the external auditors' audit report;
- considered and made recommendations to the Board on the dividend payment to shareholders;
- noted that there were no material adverse reports or complaints received concerning accounting practices, internal audit, internal financial controls, content of annual financial statements, internal controls and related matters.

5. In respect of legal and regulatory requirements to the extent that they may have an impact on the financial statements:

- reviewed with management matters that could have a material impact on the Bank;
- monitored compliance with the Companies Act, Banks Act, all other applicable legislation and governance codes;

6. In respect of risk management and IT:

- considered and reviewed reports from management on risk management, including IT risks as they pertain to financial reporting and the going-concern assessment;
- the Chairman is a member of and attended the Risk and Capital Adequacy Committee and attended all meetings held during the year under review.

7. In respect of the finance function:

- considered the expertise, resources, experience and succession plan of the members of the finance function and concluded that these were appropriate;
- considered the appropriateness of the experience and expertise of the Chief Financial Officer and concluded that these were appropriate.

8. In respect of the compliance function:

- reviewed and recommended the Compliance Charter and annual Compliance and Monitoring plan;
- reviewed the findings by the Prudential Authority and ensured management action was appropriate;
- evaluated the effectiveness and performance of the compliance function and concluded that these were appropriate.

In conclusion, the Committee is satisfied that it has fulfilled its responsibilities and complied with its legal, regulatory and governance responsibilities as set out in its charter.

On behalf of the Audit Committee



**D Dharmalingam**  
Chairman

# DIRECTORS' APPROVAL OF THE ANNUAL FINANCIAL STATEMENTS

## RESPONSIBILITY FOR THE ANNUAL FINANCIAL STATEMENTS

The Directors are responsible for the preparation and fair presentation of the annual financial statements of HBZ Bank Limited, comprising the statement of financial position at 31 December 2020, the statements of profit or loss and other comprehensive income, changes in equity and cash flows for the 2020 year then ended, and the notes to the financial statements, which include a summary of significant accounting policies and other explanatory notes, and the Directors' report, in accordance with International Financial Reporting Standards and the requirements of the Companies Act of South Africa.

The Directors are also responsible for such internal control as they deem necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and for maintaining adequate accounting records and an effective system of risk management as well as the preparation of the supplementary schedules included in these financial statements.

The Directors are of the opinion that:

- Appropriate accounting policies have been consistently applied;
- Adequate accounting records have been maintained;
- Internal control systems are adequate to the extent that no material breakdown in the operation of these systems occurred during the year under review; and
- The financial statements fairly present the financial position of HBZ Bank Limited at 31 December 2020 and its financial performance and cash flows for the year then ended.
- The auditor is responsible for reporting on whether the annual financial statements are fairly presented in accordance with the applicable financial reporting framework.

## GOING CONCERN

The Directors have made an assessment of the Bank's ability to continue as a going concern and have no reason to believe the business will not be a going concern in the year ahead.

## FINANCIAL STATEMENTS

The annual financial statements of HBZ Bank Limited and the Directors' report appearing on pages 31 to 82 were approved by the Board of Directors on 19 May 2021 and are signed on its behalf by:



**Muhammad H. Habib**  
Chairman



**Oscar D Grobler**  
Vice-chairman

# COMPANY SECRETARY'S CERTIFICATE

In terms of Section 88(2)(e) of the Companies Act 71 of 2008 as amended, I hereby certify to the best of my knowledge and belief, that the Bank has lodged with the Registrar of Companies all such returns as are required of the Bank in terms of the Act and that all such returns are true, correct and up to date.



**Christopher Du Toit Harvey**

Company Secretary  
Durban

## NOTICE IN TERMS OF SECTION 29 OF THE COMPANIES ACT

These financial statements have been audited in compliance with the requirements of Section 30 of the Companies Act 71 of 2008 and have been prepared under the supervision of the Chief Financial Officer, who is a qualified Chartered Accountant.

## GENERAL INFORMATION

|  |  |
|--|--|
| <b>Country of incorporation and domicile</b> | South Africa   |
| <b>Directors</b>                             | MH Habib (Chairman)<br>O D Grobler (Lead Independent Director)<br>D Dharmalingham<br>MY Chowdhury (British - resigned 30 April 2020)<br>HF Leenstra (deceased 7 April 2020)<br>Y D Singh<br>NP Mnxasana (appointed 1 June 2020)<br>A Iqbal (British)<br>ZA Khan                                    |
| <b>Registered office</b>                     | 135 Jan Hofmeyr Road<br>Westville<br>Durban<br>KwaZulu-Natal<br>3630   |
| <b>Holding company</b>                       | Habib Bank AG Zurich<br>incorporated in Switzerland  |
| <b>Auditors</b>                              | KPMG Inc.<br>Registered Auditor  |
| <b>Secretary</b>                             | C dT Harvey  |
| <b>Company registration number</b>           | 1995/006163/06   |
| <b>Level of assurance</b>                    | These annual financial statements have been audited in compliance with the applicable requirements of the Companies Act of South Africa.   |
| <b>Preparer</b>                              | In terms of Section 29(1)(e)(ii) of the Companies Act No. 71 of 2008 as amended, we confirm that the following financial statements were prepared by Kaamil Motala CA(SA); C.Sb(SA); PB(SA), under the supervision of Yusuf Dockrat CA(SA) who is the Chief Financial Officer of HBZ Bank Limited. |

# INDEPENDENT AUDITOR'S REPORT

## To the shareholder of HBZ Bank Limited

Report on the Audit of the Financial Statements

### Opinion

We have audited the financial statements of HBZ Bank Limited (the company) set out on pages 32 to 82, which comprise the statement of financial position at 31 December 2020, and the statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows for the year then ended, and a summary of significant accounting policies and notes to the financial statements.

In our opinion, the financial statements present fairly, in all material respects, the financial position of HBZ Bank Limited at 31 December 2020, and its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards and the requirements of the Companies Act of South Africa.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the company in accordance with the Independent Regulatory Board for Auditors' Code of Professional Conduct for Registered Auditors (IRBA Code) and other independence requirements applicable to performing audits of financial statements in South Africa. We have fulfilled our other ethical responsibilities in accordance with the IRBA Code and in accordance with other ethical requirements applicable to performing audits in South Africa. The IRBA Code is consistent with the corresponding sections of the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (including International Independence Standards). We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Other information

The directors are responsible for the other information. The other information comprises the information included in the document titled "HBZ Bank Limited Annual Report for the year ended 31 December 2020", which includes the Report of the Directors, the Report of the Audit Committee and the Company Secretary's Certificate as required by the Companies Act of South Africa. The other information does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### Responsibilities of the directors for the financial statements

The directors are responsible for the preparation and fair presentation of the financial statements in accordance with International Financial Reporting Standards and the requirements of the Companies Act of South Africa, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

### Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

## INDEPENDENT AUDITOR'S REPORT CONTINUED...

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

### Report on other legal and regulatory requirements

In terms of the IRBA Rule published in Government Gazette Number 39475 dated 4 December 2015, we report that KPMG Inc. has been the auditor of HBZ Bank Limited for 26 years.

KPMG Inc.  
Registered Auditor



### Per JN Pierce

Chartered Accountant (SA)  
Registered Auditor  
Director  
19 May 2021

6 Nokwe Avenue  
Umhlanga Ridge  
Durban  
4319

# REPORT OF THE DIRECTORS

The Board of Directors takes pleasure in presenting the Annual Financial Statements for the year ended 31 December 2020.

## HOLDING COMPANY

HBZ Bank Limited is a wholly owned subsidiary of Habib Bank AG Zurich, which is incorporated in Switzerland.

## NATURE OF BUSINESS

HBZ Bank Limited is a registered bank that specialises in trade finance.

## DIVIDENDS AND GENERAL RESERVE

The following appropriations were made during the year:

### GENERAL RESERVE

Transfer made

### DIVIDEND

Dividend distributed

## AUTHORISED AND ISSUED SHARE CAPITAL

No additional shares were authorised or issued during the year.

## FINANCIAL RESULTS

The results of the Bank are set out in the accompanying financial statements and notes. Profit for the year after tax is R79 216 080 (2019: R99 752 758).

|                      | 2020         | 2019         |
|----------------------|--------------|--------------|
| Transfer made        | R 82,000,000 | -            |
| Dividend distributed | R 45,000,000 | R 40,000,000 |

## DIRECTORS AND SECRETARY

Details of the directors are reflected on page 4 of this report. In accordance with the Bank's articles of association, Section 85, Mr. D Dharmalingam and Ms. Y Singh retire by rotation but, being eligible, offer themselves for re-election at the forthcoming Annual General Meeting. The Secretary of the Bank is Mr C Harvey whose business and postal address is 135 Jan Hofmeyr Road, Westville, 3630, P O Box 1536, Wandsbeck, 3631.

## DIRECTORS' AND PRESCRIBED OFFICERS REMUNERATION

Remuneration in respect of the Bank's Directors and Prescribed Officers are disclosed in note 23 to the annual financial statements.



**Muhammad H. Habib**  
Chairman



**Oscar D. Grobler**  
Vice-chairman

# STATEMENT OF FINANCIAL POSITION

At 31 December 2020

|   | Notes | 2020<br>R            | *Restated<br>2019<br>R | *Restated<br>1 January 2019<br>R |
|---|-------|----------------------|------------------------|----------------------------------|
| <b>ASSETS</b>                                   |       |                      |                        |                                  |
| Cash and cash equivalents                       | 2     | 2 096 097 914        | 1 971 426 417          | 2 314 825 769                    |
| Investment securities                           | 3     | 2 539 801 459        | 1 945 431 969          | 1 272 301 299                    |
| Other assets                                    | 4     | 7 118 950            | 8 077 018              | 9 913 854                        |
| Derivative assets held for risk management      | 5     | 51 192 716           | 20 056 699             | 7 787 157                        |
| Advances  | 6     | 2 036 781 652        | 1 908 941 913          | 1 706 956 274                    |
| Property and equipment                          | 8     | 56 037 284           | 18 489 567             | 20 730 414                       |
| Investment property                             | 9     | 8 425 899            | 8 482 934              | -                                |
| Right-of-use assets                             | 10    | 18 358 549           | 27 252 799             | -                                |
| Deferred tax assets                             | 12    | 11 913 284           | 8 272 638              | 6 445 283                        |
| <b>TOTAL ASSETS</b>                             |       | <b>6 825 727 707</b> | <b>5 916 431 954</b>   | <b>5 338 960 050</b>             |
| <b>EQUITY AND LIABILITIES</b>                   |       |                      |                        |                                  |
| <b>Capital and reserves</b>                     |       | <b>549 187 703</b>   | <b>514 971 623</b>     | <b>455 218 865</b>               |
| Ordinary share capital                          | 13    | 10 000 000           | 10 000 000             | 10 000 000                       |
| Share premium                                   | 13    | 40 000 000           | 40 000 000             | 40 000 000                       |
| General reserve                                 | 14    | 448 616 957          | 366 616 957            | 366 616 957                      |
| Retained earnings                               |       | 50 570 746           | 98 354 666             | 38 601 908                       |
| <b>LIABILITIES</b>                              |       | <b>6 276 540 004</b> | <b>5 401 460 331</b>   | <b>4 883 741 185</b>             |
| Deposits and borrowings                         | 15    | 6 183 301 343        | 5 330 236 964          | 4 856 191 744                    |
| Provisions                                      | 16    | 10 589 775           | 8 631 227              | 7 618 246                        |
| Other liabilities                               | 17    | 11 456 982           | 14 015 055             | 12 613 421                       |
| Derivative liabilities held for risk management | 18    | 50 337 982           | 19 357 525             | 7 317 774                        |
| Lease liabilities                               | 11    | 20 853 922           | 29 219 560             | -                                |
| <b>TOTAL EQUITY AND LIABILITIES</b>             |       | <b>6 825 727 707</b> | <b>5 916 431 954</b>   | <b>5 338 960 050</b>             |

\*Restated- see note 1a.

# STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 31 December 2020

|  | Notes | 2020<br>R      | *Restated<br>2019<br>R |
|--|-------|----------------|------------------------|
| Interest income calculated using the effective interest method | 19    | 410 509 346    | 449 904 391            |
| Interest expense   | 20    | ( 144 413 354) | ( 183 536 191)         |
| <b>Net interest income</b>                                     |       | 266 095 992    | 266 368 200            |
| Commissions and fees   |       | 40 912 947     | 41 937 554             |
| Other operating income   | 21    | 15 667 917     | 21 029 017             |
| <b>Net interest and other operating income</b>                 |       | 322 676 856    | 329 334 771            |
| Impairment losses on financial instruments                     | 7     | ( 21 122 283)  | ( 7 182 220)           |
|  |       | 301 554 573    | 322 152 551            |
| Operating expenses   | 22    | ( 192 549 573) | ( 183 749 005)         |
| <b>Profit before taxation</b>                                  |       | 109 005 000    | 138 403 546            |
| Taxation   | 24.1  | ( 29 788 920)  | ( 38 650 788)          |
| <b>Profit for the year</b>                                     |       | 79 216 080     | 99 752 758             |
| Other comprehensive income                                     |       | -              | -                      |
| <b>Total comprehensive income for the year</b>                 |       | 79 216 080     | 99 752 758             |

\*Restated- see note 1a.

# STATEMENT OF CHANGES IN EQUITY

For the year ended 31 December 2020

|   | Notes | Ordinary share capital | Share premium | Regulatory reserve | General reserve | Restated retained earnings | Total        |
|---|-------|------------------------|---------------|--------------------|-----------------|----------------------------|--------------|
|   |       | R                      | R             | R                  | R               | R                          | R            |
| <b>Balance at 31 December 2018 as previously reported</b>           |       | 10 000 000             | 40 000 000    | -                  | 366 616 957     | 43 859 984                 | 460 476 941  |
| Correction of error (net of tax)                                    |       | -                      | -             | -                  | -               | (5 258 076)                | (5 258 076)  |
| <b>Restated total equity at the beginning of the financial year</b> |       | 10 000 000             | 40 000 000    | -                  | 366 616 957     | 38 601 908                 | 455 218 865  |
| Profit for the year (*restated)                                     |       | -                      | -             | -                  | -               | 99 752 758                 | 99 752 758   |
| Ordinary dividends  | 25    | -                      | -             | -                  | -               | (40 000 000)               | (40 000 000) |
| <b>Balance at 31 December 2019</b>                                  |       | 10 000 000             | 40 000 000    | -                  | 366 616 957     | 98 354 666                 | 514 971 623  |
| Total profit and comprehensive income for the year                  |       | -                      | -             | -                  | -               | 79 216 080                 | 79 216 080   |
| Ordinary dividends  | 25    | -                      | -             | -                  | -               | (45 000 000)               | (45 000 000) |
| Increase in general reserve   |       | -                      | -             | -                  | 82 000 000      | (82 000 000)               | -            |
| <b>Balance at 31 December 2020</b>                                  |       | 10 000 000             | 40 000 000    | -                  | 448 616 957     | 50 570 746                 | 549 187 703  |

\*Restated- see note 1a.

# STATEMENT OF CASH FLOWS

For the year ended 31 December 2020

|  | Notes | 2020<br>R            | *Restated<br>2019<br>R |
|--|-------|----------------------|------------------------|
| <b>Cash flows from operating activities</b>                            |       |                      |                        |
| Cash receipts from customers   | 27.1  | 461 889 487          | 514 274 445            |
| Cash paid to customers, employees and suppliers                        | 27.2  | (325 941 675)        | (355 938 255)          |
| Cash available from operations   | 27.3  | 135 947 812          | 158 336 190            |
| Increase in advances   |       | (147 992 451)        | (204 641 534)          |
| Increase in deposits and borrowings                                    |       | 853 064 379          | 474 045 220            |
| Taxation paid  | 27.4  | (31 036 104)         | (39 777 645)           |
| (Increase)/decrease in sundry debtors                                  |       | (92 519)             | 1 172 369              |
| Increase in derivatives held for risk management                       | 27.5  | (155 560)            | (229 790)              |
| Dividends paid   | 25    | (45 000 000)         | (40 000 000)           |
| <b>Net cash inflow from operating activities</b>                       |       | <b>764 735 557</b>   | <b>348 904 810</b>     |
| <b>Cash flows from financing activities</b>                            |       |                      |                        |
| Lease repayment  |       | (8 240 841)          | (7 442 734)            |
| <b>Net decrease in financing activities</b>                            |       | <b>(8 240 841)</b>   | <b>(7 442 734)</b>     |
| <b>Cash flows from investing activities</b>                            |       |                      |                        |
| Increase in investment securities                                      |       | (594 622 460)        | (673 623 120)          |
| Capital expenditure on property and equipment                          |       | (43 268 288)         | (3 502 928)            |
| Capital expenditure on investment property                             |       | -                    | (8 485 895)            |
| Proceeds on disposal of property and equipment                         |       | 866 806              | 2 153 998              |
| <b>Cash utilised in investing activities</b>                           |       | <b>(637 023 942)</b> | <b>(683 457 945)</b>   |
| <b>Increase/(decrease) in cash and cash equivalents</b>                |       | <b>119 470 774</b>   | <b>(341 995 869)</b>   |
| Cash and cash equivalents at the beginning of year                     |       | 1 971 426 417        | 2 314 825 769          |
| Effect of exchange rate fluctuations on cash and cash equivalents held |       | 5 200 723            | (1 403 483)            |
| <b>Cash and cash equivalents at end of year</b>                        |       | <b>2 096 097 914</b> | <b>1 971 426 417</b>   |

\*Restated- see note 1a.

# ACCOUNTING POLICIES

For the year ended 31 December 2020

## 1. REPORTING ENTITY

HBZ Bank Limited (the Bank) is a company domiciled in the Republic of South Africa, the registered office address is 135 Jan Hofmeyr Road; Westville; 3630, and the Bank is wholly-owned by Habib Bank AG Zurich. The financial statements were authorised for issue by the Directors on 19 May 2021.

## 2. BASIS OF PREPARATION

### (a) Statement of compliance

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board (IASB), and the requirements of the Companies Act of South Africa of 2008.

Adoption of new and revised Standards are described in point 3 per the accounting policies.

### (b) Use of estimates and judgements

The preparation of financial statements, in conformity with IFRS, requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Bank's accounting policies. Actual results may differ from these estimates.

The estimates and underlying judgements are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised, if the revision affects only that period, or in the period of the revision and future periods, if the revision affects both current and future periods.

#### Judgements:

Information about judgements made in applying accounting policies that have the most significant effects on the amounts recognised in the financial statements is included in the following notes:

Note 30: Classification of financial assets: assessment of the business model within which the assets are held and assessment of whether the contractual terms of the financial asset are solely payments of principle and interest (SPPI) on the principal amount outstanding.

Note 30: Establishing the criteria for determining whether credit risk on the financial asset has increased significantly since initial recognition, determining methodology for incorporating forward-looking information into measurement of Expected Credit Loss (ECL) and selection and approval of models used to measure ECL.

#### Assumptions and estimation uncertainties:

Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment in the year ended 31 December 2020 is included in the following notes.

Note 30: Impairment of financial instruments: determining inputs into the ECL measurement model, including incorporation of forward-looking information

These estimates and assumptions are explained in the notes below.

### (c) Basis of measurement

The financial statements have been prepared on the going concern principle under the historical cost basis except for certain financial instruments, which are measured at fair value or amortised cost. The amounts disclosed are rounded to the nearest Rand, with the exception of the disclosure of compliance with the South African Reserve Bank (SARB) regulatory ratios which are disclosed to the nearest Rand Thousands (note 33).

### (d) New and revised IFRS Standards in issue but not yet effective

The amendments will be applied prospectively and are not expected to have a material impact on the bank's financial statements.

#### Classification of Liabilities as Current or Non-Current (Amendments to IAS 1)

The amendments aim to promote consistency in applying the requirements by helping companies determine whether, in the statement of financial position, debt and other liabilities with an uncertain settlement date should be classified as current (due or potentially due to be settled within one year) or non-current.

#### Property, Plant and Equipment — Proceeds before Intended Use (Amendments to IAS 16)

The amendments prohibit deducting from the cost of an item of property, plant and equipment any proceeds from selling items produced while bringing that asset to the location and condition necessary for it to be capable of operating in the manner intended by management. Instead, an entity recognises the proceeds from selling such items, and the cost of producing those items, in profit or loss.

#### Onerous Contracts — Cost of Fulfilling a Contract (Amendments to IAS 37)

The amendments specify that the 'cost of fulfilling' a contract comprises the 'costs that relate directly to the contract'. Costs that relate directly to a contract can either be incremental costs of fulfilling that contract (examples would be direct labour, materials) or an allocation of other costs that relate directly to fulfilling contracts (an example would be the allocation of the depreciation charge for an item of property, plant and equipment used in fulfilling the contract).

#### **Classification of Liabilities as Current or Non-current — Deferral of Effective Date (Amendment to IAS 1)**

The amendment defers the effective date of the January 2020 amendments by one year, so that entities would be required to apply the amendment for annual periods beginning on or after 1 January 2023.

#### **Interest Rate Benchmark Reform — Phase 2 (Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16)**

The amendments in Interest Rate Benchmark Reform — Phase 2 (Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16) introduce a practical expedient for modifications required by the reform, clarify that hedge accounting is not discontinued solely because of the IBOR reform, and introduce disclosures that allow users to understand the nature and extent of risks arising from the IBOR reform to which the entity is exposed to and how the entity manages those risks as well as the entity's progress in transitioning from IBORs to alternative benchmark rates, and how the entity is managing this transition.

#### **Disclosure of Accounting Policies (Amendments to IAS 1 and IFRS Practice Statement 2)**

The amendments require that an entity discloses its material accounting policies, instead of its significant accounting policies. Further amendments explain how an entity can identify a material accounting policy. Examples of when an accounting policy is likely to be material are added. To support the amendment, the Board has also developed guidance and examples to explain and demonstrate the application of the 'four-step materiality process' described in IFRS Practice Statement 2.

#### **Definition of Accounting Estimates (Amendments to IAS 8)**

The amendments replace the definition of a change in accounting estimates with a definition of accounting estimates. Under the new definition, accounting estimates are "monetary amounts in financial statements that are subject to measurement uncertainty". Entities develop accounting estimates if accounting policies require items in financial statements to be measured in a way that involves measurement uncertainty. The amendments clarify that a change in accounting estimate that results from new information or new developments is not the correction of an error.

### **3. ADOPTION OF NEW AND REVISED STANDARDS**

In the current year, the Bank has not adopted new or revised standards.

### **4. SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies set out below have been applied consistently to all periods presented in these financial statements.

#### **(a) Foreign currency transactions**

Transactions in foreign currencies are translated to the functional currency of the Bank (South African Rands) at exchange rates on the date of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to the functional currency at the exchange rate on that date. Exchange gains/losses on translation of these instruments are recognised in profit or loss.

#### **(b) Interest**

Interest received and paid is recognised in the statement of profit or loss and other comprehensive income using the effective interest method. The effective interest is the rate that discounts the estimated future cash receipts and payments through the expected life of the financial asset or liability (or, where appropriate, a shorter period) to the carrying amount of the financial asset or liability.

The calculation of the effective interest includes all fees paid or received, transaction costs and discounts or premiums that are an integral part of the effective interest. Transaction costs are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial asset or liability.

#### **Amortised cost and gross carrying amount**

The 'amortised cost' of a financial asset or financial liability is the amount at which the financial asset or financial liability is measured on initial recognition minus the principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between that initial amount and the maturity amount and, for financial assets, adjusted for any expected credit loss allowance.

The 'gross carrying amount of a financial asset' is the amortised cost of a financial asset before adjusting for any expected credit loss allowance.

#### **Presentation**

Interest received and paid, presented in the statement of profit or loss and other comprehensive income includes interest on financial assets and liabilities at amortised cost on an effective interest basis. Included in interest received is the profit received on Islamic Banking advances. Interest paid includes profit payable on Islamic Banking deposits.

## ACCOUNTING POLICIES CONTINUED...

For the year ended 31 December 2020

### (c) Net non-interest revenue

Net non-interest revenue relates to commission and fees as well as other operating income.

Commission and fees comprises net fee and commission income which includes account servicing fees, sales commission, and placement fees. A portion of these fees are not integral in determining the effective interest of advances and are recognised as related services are performed.

Commission and fees that are integral to the effective interest rate on a financial asset or financial liability are included in the effective interest rate (see (d)). If a loan commitment is not expected to result in the draw-down of a loan, then the related loan commitment fee is recognised on a straight-line basis over the commitment period.

A contract with a customer that results in a recognised financial instrument in the Bank's financial statements may be partially in the scope of IFRS 9 and partially in the scope of IFRS 15. If this is the case, then the Bank first applies IFRS 9 to separate and measure the part of the contract that is in the scope of IFRS 9 and then applies IFRS 15 to the residual.

Other fee and commission expenses relate mainly to transaction and service fees, which are expensed as the services are received.

Other operating income comprises foreign exchange income and profit on sale of disposal of assets.

### (d) Financial assets and liabilities

#### (i) Initial recognition and measurement

The Bank initially recognises loans and advances and deposits, on the date at which they originated. All other financial assets and liabilities are initially recognised on the trade date at which the Bank becomes a party to the contractual provisions of the instrument.

A financial asset or financial liability is measured initially at fair value plus transaction costs (for items not at fair value through profit or loss). Subsequent to initial recognition, financial liabilities (deposits and borrowings) are measured at their amortised cost using the effective interest method except where the Bank designates liabilities at fair value through profit or loss.

The effective interest of a financial asset or financial liability is calculated on initial recognition of a financial asset or a financial liability. In calculating interest income and expense, the effective interest is applied to the gross carrying amount of the asset (when the asset is not credit-impaired) or to the amortised cost of the liability.

However, for financial assets that have become credit-impaired subsequent to initial recognition, interest income is calculated by applying the effective interest rate to the amortised cost of the financial asset. If the asset is no longer credit-impaired, then the calculation of interest income reverts to the gross basis.

For financial assets that were credit-impaired on initial recognition, interest income is calculated by applying the credit-adjusted effective interest rate to the amortised cost of the asset. The calculation of interest income does not revert to a gross basis, even if the credit risk of the asset improves.

For information on when financial assets are credit-impaired, see Note 4(d)(vii).

#### (ii) Classification

##### Financial assets

The Bank classifies its financial assets in the following categories: amortised cost and financial assets at fair value through profit or loss (FVTPL). Management determines the classification of its investments at initial recognition.

A financial asset is measured at amortised cost if it meets both of the following conditions and is not designated as at FVTPL:

- The asset is held within a business model whose objective is to hold assets to collect contractual cash flows; and
- The contractual terms of the financial asset give rise on specified dates to cash flows that are SPPI.

Advances and investment securities are classified as held at amortised costs.

Foreign exchange forward and spot contracts are classified as FVTPL. They are marked to market and are carried at their fair value. Fair values are obtained from discounted cash flow models which are used in the determination of the foreign exchange forward and spot contract rates. Gains and losses on foreign exchange forward and spot contracts are included in foreign exchange income as they arise.

##### Business model assessment

The Bank makes an assessment of the objective of a business model in which an asset is held at a portfolio level because this best reflects the way the business is managed and information is provided to management. The information considered includes the stated policies and objectives for the portfolio and the operation of those policies in practice. In particular, whether management's strategy focuses on earning contractual interest revenue or realising cash flows through the sale of the assets.

Financial assets that are held for trading and whose performance is evaluated on a fair value basis are measured at FVTPL because they are neither held to collect contractual cash flows nor held both to collect contractual cash flows and to sell financial assets.

### **Assessment of whether contractual cash flows are solely payments of principal and interest**

For the purposes of this assessment, 'principal' is defined as the fair value of the financial asset on initial recognition. 'Interest' is defined as consideration for the time value of money and for the credit risk associated with the principal amount outstanding during a particular period of time and for other basic lending risks and costs (e.g. liquidity risk and administrative costs), as well as profit margin.

In assessing whether the contractual cash flows are SPPI, the Bank considers the contractual terms of the instrument. This includes assessing whether the financial asset contains a contractual term that could change the timing or amount of contractual cash flows such that it would not meet this condition.

### **Reclassifications**

Financial assets are not reclassified subsequent to their initial recognition, except in the period after the Bank changes its business model for managing financial assets.

### **Financial liabilities**

The Bank classifies its financial liabilities, namely deposits and borrowings; derivative liabilities and other liabilities that are financial instruments, as measured at amortised cost or FVTPL.

#### **(iii) Derecognition**

The Bank derecognises a financial asset when:

- The contractual rights to the receipt of cash flows arising from the financial assets have expired or,
- It has transferred its rights to receive the contractual cash flows from the financial asset and has substantially transferred all the risks and rewards of ownership of the financial asset. Any interest retained in the financial assets is recognised separately
- The entity neither transfers nor retains substantially all of the risks and rewards of ownership and does not retain control over the transferred asset

The Bank derecognises a financial liability when its contractual obligations are discharged, cancelled or expired.

#### **(iv) Modifications of financial assets and financial liabilities**

##### **Financial assets**

If the terms of a financial asset are modified, then the Bank evaluates whether the cash flows of the modified asset are substantially different.

If the cash flows are substantially different, then the contractual rights to cash flows from the original financial asset are deemed to have expired. In this case, the original financial asset is derecognised and a new financial asset is recognised at fair value plus any eligible transaction costs. Any fees received as part of the modification are accounted for as follows:

- Fees that are considered in determining the fair value of the new asset and fees that represent reimbursement of eligible transaction costs are included in the initial measurement of the asset; and
- Other fees are included in profit or loss as part of the gain or loss on derecognition.

If cash flows are modified when the borrower is in financial difficulties, then the objective of the modification is usually to maximise recovery of the original contractual terms rather than to originate a new asset with substantially different terms. If such a modification is carried out, then the gain or loss is presented together with impairment losses. In other cases, it is presented as interest income calculated using the effective interest method.

##### **Financial liabilities**

The Bank derecognises a financial liability when its terms are modified and the cash flows of the modified liability are substantially different. In this case, a new financial liability based on the modified terms is recognised at fair value. The difference between the carrying amount of the financial liability derecognised and consideration paid is recognised in profit or loss. Consideration paid includes non-financial assets transferred, if any, and the assumption of liabilities, including the new modified financial liability.

If the modification of a financial liability is not accounted for as derecognition, then the amortised cost of the liability is recalculated by discounting the modified cash flows at the original effective interest rate and the resulting gain or loss is recognised in profit or loss. For floating-rate financial liabilities, the original effective interest rate used to calculate the modification gain or loss is adjusted to reflect current market terms at the time of the modification. Any costs and fees incurred are recognised as an adjustment to the carrying amount of the liability and amortised over the remaining term of the modified financial liability by re-computing the effective interest rate on the instrument.

#### **(v) Offsetting**

Financial assets and liabilities are set off and the net amount presented in the statement of financial position

## ACCOUNTING POLICIES CONTINUED...

For the year ended 31 December 2020

when, the Bank has a legal right to set off the amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted by the accounting standards, or for gains and losses arising from a group of similar transactions.

### (vi) Fair value measurement

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principle or, in its absence, the most advantageous market to which the Bank has access to at that date. The fair value of a liability reflects its non-performance risk.

When available, the Bank measures the fair value of an instrument using quoted prices in an active market for that instrument. A market is regarded as active if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

If there is no quoted price in an active market, then the Bank uses valuation techniques that maximise the use of relevant observable inputs and minimise the use of unobservable inputs. The chosen valuation technique incorporates many of the factors that market participants would take into account in pricing a transaction.

### (vii) Impairment

Financial instruments for which lifetime ECL are recognised and that are credit impaired are referred to as stage 3 financial instruments. The Bank recognises loss allowances for ECL on the following financial instruments that are not measured at FVTPL:

- Placements with other banks;
- Investment in sovereign debt;
- Advances and
- Off-balance sheet items (financial guarantees and loan commitments)

The Bank measures loss allowances at an amount equal to lifetime ECL, except for financial instruments on which credit risk has not increased significantly since their initial recognition for which they are measured as 12-month ECL. 12-month ECL are the portion of ECL that result from default events on a financial instrument that are possible within the 12 months after the reporting date. Financial instruments for which a 12-month ECL is recognised are referred to as 'Stage 1 financial instruments'.

Life-time ECL are the ECL that result from all possible default events over the expected life of the financial

instrument. Financial instruments for which a lifetime ECL is recognised but which are not credit-impaired are referred to as 'Stage 2 financial instruments'.

### Measurement of ECL

ECL are a probability-weighted estimate of credit losses. They are measured as follows:

- Financial assets that are not credit-impaired at the reporting date: as the present value of all cash shortfalls (i.e. the difference between the cash flows due to the entity in accordance with the contract and the cash flows that the Bank expects to receive);
- Financial assets that are credit-impaired at the reporting date: as the difference between the gross carrying amount and the present value of estimated future cash flows;
- Financial guarantee contracts: the expected payments to reimburse the holder less any amounts that the Bank expects to recover.

### Restructured financial assets

If the terms of a financial asset are renegotiated or modified or an existing financial asset is replaced with a new one due to financial difficulties of the borrower, then an assessment is made of whether the financial asset should be derecognised and ECL are measured as follows:

- Any credit exposure that is tagged as restructured in line with the Bank's policy as of the reporting date, will be classified as Stage 2 for the purpose of computation of expected credit losses. This excludes rescheduled exposures based on non-credit risk related reasons.
- A restructuring flag is set in the system showing the inability of the borrower to continue servicing the debt without any relief in the terms and conditions. Restructured cases need to continue being flagged from the start until they have resumed their initial terms and conditions again and can be moved to Stage 1 again.
- Regardless of the interest and amortization payments, it is only possible in exceptional cases to be duly approved by the local Central Credit Committee (CCC) and Group Credit Management Committee (GCMC) - to keep restructured advances in Stage 1 status.
- If the expected restructuring will not result in derecognition of the existing asset, then the expected cash flows arising from the modified financial asset are included in calculating the cash shortfalls from the existing asset;

- If the expected restructuring will result in derecognition of the existing asset, then the expected fair value of the new asset is treated as the final cash flow from the existing financial asset at the time of its derecognition. This amount is included in calculating the cash shortfalls from the existing financial asset that are discounted from the expected date of derecognition to the reporting date using the original effective interest rate of the existing financial asset.

#### **Credit-impaired financial assets**

At each reporting date, the Bank assesses whether financial assets carried at amortised cost are credit-impaired (referred to as 'Stage 3 financial assets'). A financial asset is 'credit-impaired' when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred.

Evidence that a financial asset is credit-impaired includes the following observable data:

- Significant financial difficulty of the borrower or issuer;
- A breach of contract such as a default or past due event;
- The restructuring of a loan or advance by the Bank on terms that the Bank would not consider otherwise;
- It is becoming probable that the borrower will enter bankruptcy or other financial reorganisation; or
- The disappearance of an active market for a financial asset because of financial difficulties.

A loan that has been renegotiated due to a deterioration in the borrower's condition is usually considered to be credit-impaired unless there is evidence that the risk of not receiving contractual cash flows has reduced significantly and there are no other indicators of impairment. In addition, a loan that is overdue for 90 days or more is considered credit-impaired.

In making an assessment of whether an investment in sovereign debt is credit-impaired, the Bank considers the following factors.

- The market's assessment of creditworthiness as reflected in the bond yields.
- The rating agencies' assessments of creditworthiness.

#### **Presentation of allowance for ECL in the statement of financial position**

Loss allowances for ECL are presented in the statement of financial position as follows:

- Financial assets measured at amortised cost: as a deduction from the gross carrying amount of the assets;

- Financial guarantee contracts and loan commitments: generally, as a provision;

#### **Write-off**

Loans and debt securities are written off (either partially or in full) when there is no reasonable expectation of recovering a financial asset in its entirety or a portion thereof. This is generally the case when the Bank determines that the borrower does not have assets or sources of income that could generate sufficient cash flows to repay the amounts subject to the write-off. This assessment is carried out at the individual asset level.

Recoveries of amounts previously written off are included in 'impairment losses on financial instruments' in the statement of profit or loss and OCI.

Financial assets that are written off could still be subject to enforcement activities in order to comply with the Bank's procedures for recovery of amounts due.

#### **(viii) Non-financial assets**

Non-financial assets are measured at their cost less impairment losses.

#### **(ix) Other payables**

Other payables are measured at cost.

#### **(x) Derivative financial instruments**

The Bank uses derivative financial instruments to hedge its exposure to foreign currency risk arising from operational activities.

Derivative financial instruments are recognised initially at the transaction price which approximates the fair value. Subsequent to initial recognition, derivative financial instruments are measured at fair value. The gain or loss on re-measurement to fair value is recognised immediately in the statement of profit or loss and other comprehensive income through profit or loss.

#### **(e) Share capital**

##### **Ordinary shares**

Costs directly attributable to issue of ordinary shares are recognised as a deduction from equity.

##### **(f) Cash and cash equivalents**

Cash and cash equivalents include notes and coins on hand, unrestricted balances held with central banks and placements with other banks.

Cash and cash equivalents are measured at amortised cost in the statement of financial position.

##### **(g) Advances**

Advances are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and that the Bank does not intend to sell immediately or in the near term.

## ACCOUNTING POLICIES CONTINUED...

For the year ended 31 December 2020

Advances are initially measured at fair value plus incremental direct transaction costs, and subsequently measured at their amortised cost using the effective interest method. Included in advances are Islamic Advances in terms of Murabaha and Musharakah arrangements.

### (h) Investment securities

Investment securities primarily consist of treasury bills and are initially measured at fair value plus incremental direct transaction costs and subsequently at their amortised cost using the effective interest method.

### (i) Property and equipment

#### (i) Recognition and measurement

Items of property and equipment are initially measured at cost less accumulated depreciation and impairment losses. Cost includes expenditures that are directly attributable to the acquisition of the asset. Where parts of an item of property and equipment have different useful lives, they are accounted for as separate items of property and equipment.

#### (ii) Subsequent costs

The Bank recognises, in the carrying amount of an item of property and equipment, the cost of replacing part of such an item when that cost is incurred if it is probable that the future economic benefits embodied in the item will flow to the Bank and the cost of the item can be measured reliably. All other costs are recognised in the statement of profit or loss and other comprehensive income as an expense as incurred. Subsequent expenditure is capitalised only if it is probable that the future economic benefits associated with the expenditure will flow to the Bank. Ongoing repairs and maintenance are expensed as incurred.

#### (iii) Depreciation

Depreciation is charged to the statement of profit or loss and other comprehensive income on a straight-line basis over the estimated useful lives of each part of an item of property and equipment. Land is not depreciated although is subject to impairment testing. The depreciation rates are as follows:

|                              |               |
|------------------------------|---------------|
| Buildings                    | 5% per annum  |
| Leasehold improvements       | 20% per annum |
| Furniture                    | 15% per annum |
| Computer and office machines | 25% per annum |
| Motor vehicles               | 20% per annum |

Depreciation methods, useful lives and residual values are reassessed annually at the reporting date.

The Bank has estimated the residual value on buildings and found that it is greater than cost. Depreciation has therefore not been raised on these assets.

Gains and losses on disposal of property and equipment are determined by comparing the proceeds from disposal with the carrying amount of the item of property and equipment and are recognised in profit or loss in the year in which they arise.

### (j) Investment property

Investment property, which is property held to earn rentals and/or for capital appreciation (including property under construction for such purposes), is measured initially at cost, including transaction costs. Subsequent to initial recognition, investment property is measured at cost less accumulated depreciation and accumulated impairment. Should an indicator of impairment exist, the Bank will follow the impairment accounting policy as stipulated in the property and equipment accounting policy. The estimated useful life of investment property is 20 years.

An investment property is derecognised upon disposal or when the investment property is permanently withdrawn from use and no future economic benefits are expected from the disposal. Any gain or loss arising on derecognition of the property (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit or loss in the period in which the property is derecognised.

### (k) Impairment of property and equipment

At each reporting date, the Bank reviews the carrying amounts of its property, equipment and investment property to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated to determine the extent of the impairment loss (if any).

Recoverable amount is the higher of fair value less costs of disposal and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

### **Reversals of impairment**

Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised immediately in profit or loss to the extent that it eliminates the impairment loss which has been recognised for the asset in prior years.

### **(l) Leases**

#### **The Bank as a lessee**

The Bank assesses whether a contract is or contains a lease, at inception of the contract. The Bank recognises a right-of-use asset and a corresponding lease liability with respect to all lease arrangements in which it is the lessee, except for short-term leases (defined as leases with a lease term of 12 months or less) and leases of low value assets (such as tablets, printers and personal computers, small items of office furniture and telephones). For these leases, the Bank recognises the lease payments as an operating expense on a straight-line basis over the term of the lease unless another systematic basis is more representative of the time pattern in which economic benefits from the leased assets are consumed.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by using the rate implicit in the lease. If this rate cannot be readily determined, the bank uses its incremental borrowing rate. The bank determines its incremental borrowing rate by analysing its borrowings from various external sources and makes certain adjustments to reflect the terms of the lease and type of asset leased.

Lease payments included in the measurement of the lease liability comprise:

- Fixed lease payments (including in-substance fixed payments), less any lease incentives receivable;
- Variable lease payments that depend on an index or rate, initially measured using the index or rate at the commencement date;
- The amount expected to be payable by the bank under residual value guarantees;
- The exercise price of purchase options, if the bank is reasonably certain to exercise the options; and
- Payments of penalties for terminating the lease, if the lease term reflects the exercise of an option to terminate the lease.

The lease liability is presented as a separate line in the statement of financial position.

The lease liability is subsequently measured by increasing the

carrying amount to reflect interest on the lease liability (using the effective interest method) and by reducing the carrying amount to reflect the lease payments made.

The Bank remeasures the lease liability (and makes a corresponding adjustment to the related right-of-use asset) whenever:

- The lease term has changed or there is a significant event or change in circumstances resulting in a change in the assessment of exercise of a purchase option; extension or termination option, in which case the lease liability is remeasured by discounting the revised lease payments using a revised discount rate.
- The lease payments change due to changes in an index or rate or a change in expected payment under a guaranteed residual value, in which cases the lease liability is remeasured by discounting the revised lease payments using an unchanged discount rate (unless the lease payments change is due to a change in a floating interest rate, in which case a revised discount rate is used).
- A lease contract is modified and the lease modification is not accounted for as a separate lease, in which case the lease liability is remeasured based on the lease term of the modified lease by discounting the revised lease payments using a revised discount rate at the effective date of the modification.

The Bank did not make any such adjustments during the periods presented.

The right-of-use assets comprise the initial measurement of the corresponding lease liability, lease payments made at or before the commencement day, less any lease incentives received and any initial direct costs.

They are subsequently measured at cost less accumulated depreciation and impairment losses.

Whenever the Bank incurs an obligation for costs to dismantle and remove a leased asset, restore the site on which it is located or restore the underlying asset to the condition required by the terms and conditions of the lease, a provision is recognised and measured under IAS 37. To the extent that the costs relate to a right-of-use asset, the costs are included in the related right-of-use asset.

Right-of-use assets are depreciated over the shorter period of lease term and useful life of the underlying asset. If a lease transfers ownership of the underlying asset or the cost of the right-of-use asset reflects that the Bank expects to exercise a purchase option, the related right-of-use asset is depreciated over the useful life of the underlying asset. The depreciation starts at the commencement date of the lease.

The right-of-use assets are presented as a separate line in the statement of financial position.

## ACCOUNTING POLICIES CONTINUED...

For the year ended 31 December 2020

The Bank applies IAS 36 to determine whether a right-of-use asset is impaired and accounts for any identified impairment loss as described in the 'Property and Equipment' policy.

Variable rentals that do not depend on an index or rate are not included in the measurement of the lease liability and the right-of-use asset. The related payments are recognised as an expense in the period in which the event or condition that triggers those payments occurs and are included in 'Operating expenses' in profit or loss (see Note 22).

As a practical expedient, IFRS 16 permits a lessee not to separate non-lease components, and instead account for any lease and associated non-lease components as a single arrangement. The Bank has not used this practical expedient. For contracts that contain a lease component and one or more additional lease or non-lease components, the Bank allocates the consideration in the contract to each lease component on the basis of the relative stand-alone price of the lease component and the aggregate stand-alone price of the non-lease components.

### **The Bank as lessor**

The Bank enters into lease agreements as a lessor with respect to its investment property. Leases for which the Bank is a lessor are classified as operating leases. The terms of the lease do not transfer substantially all the risks and rewards of ownership to the lessee, and the leases are classified as operating leases. Rental income from operating leases is recognised on a straight-line basis over the term of the relevant lease. Initial direct costs incurred in negotiating and arranging an operating lease are recognised on a straight-line basis over the lease term.

Amounts due from lessees under finance leases are recognised as receivables.

When a contract includes lease and non-lease components, the Bank applies IFRS 15 to allocate the consideration under the contract to each component.

### **(m) Deposits and borrowings**

Deposits and borrowings are the Bank's sources of debt funding. Deposits and borrowings are measured at fair value plus transaction costs, and subsequently measured at their amortised cost using the effective interest rate method. Included in deposits are Islamic deposits in terms of Mudaraba agreements.

### **(n) Provisions**

A provision is recognised if, as a result of a past event the Bank has a present legal or constructive obligation that can be estimated reliably and it is probable that an outflow of economic benefits will be required to settle the obligation. Included in provisions are loss allowances for financial guarantee contracts and loan commitments ECLs and leave pay provisions.

### **(o) Loan commitments and financial guarantees**

Financial guarantees are contracts that require the Bank to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the debt instrument.

Financial guarantee liabilities are initially recognised off-balance sheet at their fair value. If the guarantee is issued to an unrelated party on a commercial basis, the initial fair value is likely to exceed the premium received.

Subsequent measurement is at the higher of:

- IFRS 9 loss allowance and
- The amount initially recognised less cumulative income recognised in accordance with IFRS 15

Liabilities arising from financial guarantees and loan commitments are included within provisions.

### **(p) Employee benefits**

#### **(i) Defined contribution plans**

Obligations for contributions to defined contribution pension plans are recognised as an expense in the statement of profit or loss and other comprehensive income as incurred.

#### **(ii) Short-term benefits**

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A provision for leave pay is raised for leave which has accrued to staff, and for which the Bank is liable.

### **(q) Taxation**

Taxation expense comprises current and deferred tax. Taxation is recognised in the statement of profit or loss and other comprehensive income except to the extent that it relates to items recognised directly in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised using the statement of financial position method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is measured at the tax rates applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted at the reporting date.

A deferred tax asset is recognised to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilised. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

In determining the amount of current and deferred tax, the Bank takes into account the impact of uncertain tax positions and whether additional tax and interest may be due. This assessment relies on estimates and assumptions and may involve series of judgements about future events. New information may become available that causes the bank to change its judgement regarding the adequacy of existing liabilities; such changes to tax liabilities will impact tax expense in the period that such a determination is made. Deferred tax assets and liabilities are required to be offset only in certain restricted scenarios. Deferred tax assets and liabilities must be recognised gross in the statement of financial position unless:

- the entity has a legally enforceable right to set off current tax assets against current tax liabilities and
- the deferred tax assets and the deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### **(r) Earnings per share**

The Bank presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the period.

#### **(s) Contingencies and commitments**

Transactions are classified as contingencies where the Bank's obligations depend on uncertain future events and principally consist of third party obligations underwritten by banking operations.

Items are classified as commitments where the Bank commits itself to future transactions or if the items will result in the acquisition of assets.

#### **(t) Related party transactions**

Related parties include the holding company of HBZ Bank Limited, Habib Bank AG Zurich, its fellow subsidiaries and associate companies and Directors of HBZ Bank Ltd, as well as their close family members. All related party transactions have taken place in the ordinary course of business. Balances with related parties are included under note 32.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2020

## 1. CORRECTION OF ERRORS AND RECLASSIFICATIONS

### (a) Correction of error in calculating the effective interest rate of advances

The Bank incorrectly excluded loan origination fees from the calculation of the effective interest rate of advances. In terms of IFRS 9 - Financial Instruments, fees that are an integral part of the effective interest rate of a financial instrument classified at amortised cost are treated as an adjustment to the effective interest rate. This error resulted in an overstatement of commission and fee income, advances and retained earnings; and an understatement of deferred tax assets.

The error has been corrected by restating each of the affected financial statement line items for the prior periods as follows:

#### Statement of financial position extract

|                                     | 31 Dec 2019   | Increase/<br>(Decrease) | 31 Dec 2019<br>(restated) | 31 Dec 2018   | Increase/<br>(Decrease) | 1 Jan 2019<br>(restated) |
|-------------------------------------|---------------|-------------------------|---------------------------|---------------|-------------------------|--------------------------|
|                                     | R             | R                       | R                         | R             | R                       | R                        |
| <b>Assets</b>                       |               |                         |                           |               |                         |                          |
| Advances                            | 1 918 064 741 | (9 122 828)             | 1 908 941 913             | 1 714 259 158 | (7 302 884)             | 1 706 956 274            |
| Deferred tax asset                  | 5 718 246     | 2 554 392               | 8 272 638                 | 4 400 475     | 2 044 808               | 6 445 283                |
| <b>Total Assets</b>                 | 5 923 000 390 | (6 568 436)             | 5 916 431 954             | 5 344 218 126 | (5 258 076)             | 5 338 960 050            |
| <b>Capital and reserves</b>         | 521 540 059   | (6 568 436)             | 514 971 623               | 460 476 941   | (5 258 076)             | 455 218 865              |
| Retained earnings                   | 104 923 102   | (6 568 436)             | 98 354 666                | 43 859 984    | (5 258 076)             | 38 601 908               |
| <b>Total equity and liabilities</b> | 5 923 000 390 | (6 568 436)             | 5 916 431 954             | 5 344 218 126 | (5 258 076)             | 5 338 960 050            |

#### Statement of profit or loss and other comprehensive income extract

|  | 31 Dec 2019  | Profit Increase/<br>(Decrease) | 31 Dec 2019<br>(restated) |
|--|--------------|--------------------------------|---------------------------|
|  | R            | R                              | R                         |
| Interest income calculated using the effective interest method | 444 963 578  | 4 940 813                      | 449 904 391               |
| <b>Net interest income</b>                                     | 261 427 387  | 4 940 813                      | 266 368 200               |
| Commissions and fees   | 48 698 311   | (6 760 757)                    | 41 937 554                |
| <b>Net interest and other operating income</b>                 | 331 154 715  | (1 819 944)                    | 329 334 771               |
| <b>Profit before taxation</b>                                  | 140 223 490  | (1 819 944)                    | 138 403 546               |
| Taxation   | (39 160 372) | 509 584                        | (38 650 788)              |
| <b>Profit for the year</b>                                     | 101 063 118  | (1 310 360)                    | 99 752 758                |
| Other comprehensive income                                     | -            | -                              | -                         |
| <b>Total comprehensive income for the year</b>                 | 101 063 118  | (1 310 360)                    | 99 752 758                |

## Statement of cash flows extract

|   | 31 Dec 2019   | Increase/<br>(Decrease) | 31 Dec 2019<br>(restated) |
|---|---------------|-------------------------|---------------------------|
|   | R             | R                       | R                         |
| <b>Cash flows from operating activities</b> |               |                         |                           |
| Cash receipts from customers                | 516 094 389   | (1 819 944)             | 514 274 445               |
| Cash available from operations              | 160 156 134   | (1 819 944)             | 158 336 190               |
| Increase in advances                        | (206 461 478) | 1 819 944               | (204 641 534)             |

### (b) Reclassification of maturity analysis

The Bank reclassified the maturity analysis for cash and cash equivalents, investment securities, and advances as the expected credit loss (ECL) for these assets was previously classified on "demand" and has now been reclassified to match the maturity of the underlying asset. This has been reflected in the maturity analysis of notes 2, 3, 6, and 30.3 respectively. Thus, the correction did not impact the Bank's net interest income, profit for the year, earnings per share (EPS), the statement of financial position or key ratios.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

|  | 2020<br>R            | *Restated 2019<br>R  |
|--|----------------------|----------------------|
| <b>2. CASH AND CASH EQUIVALENTS</b>                                  |                      |                      |
| Balances with central bank other than the mandatory reserve deposits | 65 485 631           | 14 373 926           |
| Cash on hand   | 3 301 348            | 5 459 975            |
| Mandatory reserves with central banks                                | 105 464 000          | 89 436 000           |
| Balances with other banks  | 1 929 878 531        | 1 870 287 912        |
| Less: ECL on performing cash and cash equivalents (Stage 1)          | (8 031 596)          | (8 131 396)          |
| <b>Cash and cash equivalents after ECL</b>                           | <b>2 096 097 914</b> | <b>1 971 426 417</b> |
| <b>Maturity analysis</b>   |                      |                      |
| On demand to one month   | 1 145 469 653        | 812 207 760          |
| One month to six months  | 546 857 247          | 645 587 195          |
| Six months to one year   | 403 771 014          | 513 631 462          |
| Greater than one year  | -                    | -                    |
|  | <b>2 096 097 914</b> | <b>1 971 426 417</b> |
| *Restated- see note 1b.  |                      |                      |
| <b>3. INVESTMENT SECURITIES</b>                                      |                      |                      |
| Treasury bills   | 2 541 502 379        | 1 946 879 919        |
| Less: ECL on performing investment securities (Stage 1)              | (1 700 920)          | (1 447 950)          |
|  | <b>2 539 801 459</b> | <b>1 945 431 969</b> |
| <b>Maturity analysis</b>   |                      |                      |
| On demand to one month   | 164 059 808          | 297 464 247          |
| One month to six months  | 888 322 073          | 939 953 984          |
| Six months to one year   | 1 487 419 578        | 708 013 738          |
| Greater than one year  | -                    | -                    |
|  | <b>2 539 801 459</b> | <b>1 945 431 969</b> |
| *Restated- see note 1b.  |                      |                      |
| <b>4. OTHER ASSETS</b>   |                      |                      |
| Prepayments  | 2 476 240            | 1 977 848            |
| Sundry debtors   | 4 642 710            | 4 550 191            |
| Income tax receivable  | -                    | 1 548 979            |
|  | <b>7 118 950</b>     | <b>8 077 018</b>     |
| <b>5. DERIVATIVE ASSETS HELD FOR RISK MANAGEMENT</b>                 |                      |                      |
| Forward exchange contracts   | 51 192 716           | 20 056 699           |
|  | <b>51 192 716</b>    | <b>20 056 699</b>    |

|                                | 2020<br>R     | *Restated 2019<br>R |
|--------------------------------|---------------|---------------------|
| 6. ADVANCES                    |               |                     |
| Overdrafts                     | 368 889 361   | 419 947 597         |
| Loans                          | 1 684 384 922 | 1 505 166 976       |
| Staff loans                    | 3 934 942     | 4 289 876           |
| Commercial loans               | 1 554 343 028 | 1 399 549 745       |
| Trust receipts                 | 126 106 952   | 101 327 355         |
| Bills receivable               | 22 822 947    | 2 990 206           |
|                                | 2 076 097 230 | 1 928 104 779       |
| Stage 3 Expected Credit Losses | (23 766 075)  | (11 739 975)        |
| Stage 2 Expected Credit Losses | (8 390 080)   | (2 322 504)         |
| Stage 1 Expected Credit Losses | (7 159 423)   | (5 100 387)         |
|                                | 2 036 781 652 | 1 908 941 913       |
| <b>Maturity analysis</b>       |               |                     |
| On demand to one month         | 557 138 629   | 518 719 495         |
| One month to six months        | 275 515 485   | 297 769 804         |
| Six months to one year         | 161 357 710   | 164 939 021         |
| Greater than one year          | 1 042 769 828 | 927 513 593         |
|                                | 2 036 781 652 | 1 908 941 913       |

Interest rates charged on clients advances range between 4.5% and 15% during 2020. Islamic Banking advances are included in advances.

\*Restated- see notes 1a & 1b.

|   |            |           |
|---|------------|-----------|
| 7. IMPAIRMENT LOSSES ON FINANCIAL INSTRUMENTS |            |           |
| Net impairments raised during the year        |            |           |
| - Stage 3                                     | 12 038 198 | 2 176 946 |
| - Stage 2                                     | 6 082 892  | 1 375 723 |
| - Stage 1                                     | 2 902 405  | 3 570 574 |
|   | 21 023 495 | 7 123 243 |
| Write-offs during the year                    | 98 788     | 58 977    |
| Recoveries                                    | -          | -         |
|   | 21 122 283 | 7 182 220 |

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

## 8. PROPERTY AND EQUIPMENT

|                        | Cost              | Accumulated depreciation | Closing carrying value |
|------------------------|-------------------|--------------------------|------------------------|
| <b>2020</b>            | <b>R</b>          | <b>R</b>                 | <b>R</b>               |
| Land and buildings     | 47 789 250        | -                        | 47 789 250             |
| Furniture & fittings   | 4 823 008         | (3 644 435)              | 1 178 573              |
| Leasehold improvements | 13 622 731        | (11 176 892)             | 2 445 839              |
| Office equipment       | 6 823 864         | (6 358 909)              | 464 955                |
| Motor vehicles         | 4 012 389         | (3 535 867)              | 476 522                |
| Computers              | 15 381 758        | (12 930 554)             | 2 451 204              |
| Work-in-progress*      | 1 230 941         | -                        | 1 230 941              |
|                        | <b>93 683 941</b> | <b>(37 646 657)</b>      | <b>56 037 284</b>      |
| <b>2019</b>            | <b>R</b>          | <b>R</b>                 | <b>R</b>               |
| Land and buildings     | 7 115 206         | -                        | 7 115 206              |
| Furniture & fittings   | 4 787 338         | (3 287 666)              | 1 499 672              |
| Leasehold improvements | 15 682 800        | (11 530 893)             | 4 151 907              |
| Office equipment       | 6 872 795         | (6 164 011)              | 708 784                |
| Motor vehicles         | 5 913 508         | (3 964 489)              | 1 949 019              |
| Computers              | 14 852 852        | (11 787 873)             | 3 064 979              |
|                        | <b>55 224 499</b> | <b>(36 734 932)</b>      | <b>18 489 567</b>      |

|                        | Opening carrying value | Additions         | Disposals         | Depreciation        | Closing carrying value |
|------------------------|------------------------|-------------------|-------------------|---------------------|------------------------|
| <b>2020 movements</b>  | <b>R</b>               | <b>R</b>          | <b>R</b>          | <b>R</b>            | <b>R</b>               |
| Land and buildings     | 7 115 206              | 40 674 044        | -                 | -                   | 47 789 250             |
| Furniture & fittings   | 1 499 672              | 35 670            | -                 | (356 769)           | 1 178 573              |
| Leasehold improvements | 4 151 907              | 20 790            | -                 | (1 726 858)         | 2 445 839              |
| Office equipment       | 708 784                | 175 426           | -                 | (419 255)           | 464 955                |
| Motor vehicles         | 1 949 019              | -                 | (830 144)         | (642 353)           | 476 522                |
| Computers              | 3 064 979              | 1 131 417         | -                 | (1 745 192)         | 2 451 204              |
| Work-in-progress       | -                      | 1 230 941         | -                 | -                   | 1 230 941              |
|                        | <b>18 489 567</b>      | <b>43 268 288</b> | <b>( 830 144)</b> | <b>( 4 890 427)</b> | <b>56 037 284</b>      |

|                        | Opening carrying value | Additions        | Disposals        | Depreciation       | Closing carrying value |
|------------------------|------------------------|------------------|------------------|--------------------|------------------------|
| <b>2019 movements</b>  | <b>R</b>               | <b>R</b>         | <b>R</b>         | <b>R</b>           | <b>R</b>               |
| Land and buildings     | 7 447 989              | -                | (332 783)        | -                  | 7 115 206              |
| Furniture & fittings   | 1 687 716              | 182 784          | -                | (370 828)          | 1 499 672              |
| Leasehold improvements | 5 069 390              | 1 142 004        | -                | (2 059 487)        | 4 151 907              |
| Office equipment       | 940 810                | 203 906          | -                | (435 932)          | 708 784                |
| Motor vehicles         | 1 447 791              | 1 195 411        | -                | (694 183)          | 1 949 019              |
| Computers              | 4 136 718              | 778 823          | -                | (1 850 562)        | 3 064 979              |
|                        | <b>20 730 414</b>      | <b>3 502 928</b> | <b>(332 783)</b> | <b>(5 410 992)</b> | <b>18 489 567</b>      |

### Land and buildings comprise the following:

1. Erf no. 1246, Jan Hofmeyr Road, Westville.
2. Section numbers 15 and 28, Cedar Ridge, Jan Hofmeyr Road, Westville.
3. Umhlanga Arch- Section 4008
4. Umhlanga Arch- Section 3402

### Acquisition date:

- 13 December 2004
- 16 January 1996
- 13 March 2020
- 02 August 2020

\*Work-in-progress relates to development costs incurred for Umhlanga Arch Sections 3402 and 4008 as at 31 December 2020.

## 9. INVESTMENT PROPERTY

The Bank holds Unit 8 Zimbali Coastal Estate primarily for the collection of rental income. As such the building has been classified as Income Producing Real Estate (IPRE) and has been recognised under the Cost Model. Rental income for this property is not fixed and received on an ad-hoc basis.

|   | Cost      | Accumulated depreciation | Closing carrying value |
|---|-----------|--------------------------|------------------------|
|   | R         | R                        | R                      |
| 2020  |           |                          |                        |
| Investment Property   | 8 485 895 | (59 996)                 | 8 425 899              |
| 2019  |           |                          |                        |
| Investment Property   | 8 485 895 | (2 961)                  | 8 482 934              |
|   |           | <b>2020</b>              | <b>2019</b>            |
|   |           | R                        | R                      |
| Carrying value as at 1 January  |           | 8 482 934                | -                      |
| Additions   |           | -                        | 8 485 895              |
| Disposals   |           | -                        | -                      |
| Transfers from/(to) Property and equipment                            |           | -                        | -                      |
| Depreciation  |           | (57 035)                 | (2 961)                |
| Carrying value as at 31 December                                      |           | 8 425 899                | 8 482 934              |
| A breakdown of income earned and expenses incurred is provided below: |           |                          |                        |
| -rental income  |           | 144 112                  | 208 925                |
| -direct operating expenses that generated rental income               |           | 131 835                  | 8 674                  |
| -direct operating expenses that did not generate rental income        |           | -                        | 16 747                 |

Unit 8 Zimbali Coastal Estate was purchased during the 2019 financial year at a market related price. The property has continued to generate income in the 2020 financial year and there are no observable indications of impairment. Due to the aforementioned points the cost price is estimated to approximate the fair value of the property. No valuation by a qualified independent valuer has been performed.

## NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

|   | 2020<br>R   | 2019<br>R   |
|---|-------------|-------------|
| <b>10. RIGHT-OF-USE ASSETS</b>  |             |             |
| The Bank leases several buildings. The average lease term is 4 years. |             |             |
| Opening balance as at 1 January                                       | 27 252 799  | 30 784 730  |
| Additions   | -           | 3 688 142   |
| Lease terminations  | (1 402 733) | -           |
| Modifications   | (381 148)   | -           |
| Depreciation expense for the year ended                               | (7 110 369) | (7 220 073) |
| Net carrying amount as at 31 December                                 | 18 358 549  | 27 252 799  |

The Bank received temporary Covid-19 relief in the form of reductions in rental expenses for the below listed leases. This resulted in modifications to the lease liability and corresponding right-of-use asset.

1. The Atrium Berea
2. ERF 1073 Fordsburg
3. 82 Gemsbok Street, Extension 1, Lenasia

The lease agreement for 13 Voortrekker Street, Vereeniging was cancelled as at 31 August 2020. The early cancellation of the lease incurred restoration and early cancellation costs of R450 000.

#### Amounts recognised in profit or loss

|   |           |           |
|---|-----------|-----------|
| Depreciation expense on right-of-use asset              | 7 110 369 | 7 220 073 |
| Interest expense on lease liability                     | 1 701 858 | 2 189 422 |
| Expense relating to short-term leases                   | -         | -         |
| Expense relating to leases of low value assets          | 802 343   | 827 903   |
| Net lease cancellation and right-of-use asset write off | (42 774)  | -         |
| Lease cancellation and restoration costs                | 450 000   | -         |

At 31 December 2020 the Bank is not committed to any short term leases.

None of the property leases in which the Bank is the lessee contain variable lease payment terms that are linked to revenue generated from leased properties. Expenses relating to variable lease payments not included in the measurement of the lease liability relate to rates, water and electricity of the premises.

The total cash outflow for the property leases amount to R 8.2 million (2019: R 7.4 million).

|  | 2020<br>R   | 2019<br>R   |
|--|-------------|-------------|
| <b>11. LEASE LIABILITIES</b>                 |             |             |
| Opening balance as at 1 January 2020         | 29 219 560  | 30 784 730  |
| Additions                                    | -           | 3 688 142   |
| Interest incurred on lease liability         | 1 701 858   | 2 189 422   |
| Modifications                                | (381 148)   | -           |
| Lease terminations                           | (1 445 507) | -           |
| Lease repayments                             | (8 240 841) | (7 442 734) |
| Net carrying amount                          | 20 853 922  | 29 219 560  |
| Amounts due for settlement within 12 months  | 5 639 618   | 6 128 635   |
| Amounts due for settlement after 12 months   | 15 214 303  | 23 090 926  |
|  | 20 853 922  | 29 219 560  |
| <b>Maturity analysis</b>                     |             |             |
| Not later than 1 year                        | 6 891 732   | 7 970 139   |
| Later than 1 year and not later than 5 years | 17 138 302  | 21 484 012  |
| Later than 5 years                           | 389 472     | 5 601 698   |
| Less future finance charges                  | (3 565 584) | (5 836 289) |
| Present value of lease obligations           | 20 853 922  | 29 219 560  |

For the year ended 31 December 2020, the average effective borrowing rate was linked to JIBAR at 3.95% (2019: 6.95%). Interest rates are fixed at the contract date. All leases are on a fixed repayment basis and no arrangements have been entered into for contingent rental payments. All lease obligations are denominated in local currency. The fair value of the Bank's lease obligations as at 31 December 2020 is estimated to approximate the carrying value of the lease. The Bank's obligations under finance leases are secured by the lessors' rights over the leased assets disclosed in note 10.

The Bank does not face a significant liquidity risk due to lease liabilities. Lease liabilities are monitored by the Bank's financial control function.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

|   | 2020              | *Restated 2019   |
|---|-------------------|------------------|
|   | R                 | R                |
| <b>12. DEFERRED TAXATION</b>                                      |                   |                  |
| Tax effect of timing differences between tax and book values of   |                   |                  |
| - impairment of doubtful advances                                 | 6 252 080         | 4 111 056        |
| - other accruals and provisions                                   | 2 230 276         | 1 891 874        |
| - fixed asset allowances  | 146 631           | (835 377)        |
| - right-of-use asset  | (5 140 394)       | (7 630 784)      |
| - lease liability   | 5 839 098         | 8 181 477        |
| - deferred loan origination fees                                  | 2 585 593         | 2 554 392        |
| Deferred taxation asset   | <u>11 913 284</u> | <u>8 272 638</u> |
| <b>Deferred taxation reconciliation</b>                           |                   |                  |
| Balance at beginning of year                                      | 8 272 638         | 4 400 475        |
| Current year temporary differences                                | 3 640 646         | 3 872 163        |
| - impairment of doubtful advances                                 | 2 141 024         | 1 071 819        |
| - other accruals and provisions                                   | 338 402           | 938 359          |
| - fixed asset allowances  | 982 008           | (1 243 100)      |
| - right-of-use asset  | 2 490 390         | (7 630 784)      |
| - lease liability   | (2 342 379)       | 8 181 477        |
| - deferred loan origination fees                                  | 31 201            | 2 554 392        |
| Balance at the end of the year                                    | <u>11 913 284</u> | <u>8 272 638</u> |
| <br>  |                   |                  |
| *Restated- see note 1a.   |                   |                  |
| <b>13. ORDINARY SHARE CAPITAL AND SHARE PREMIUM</b>               |                   |                  |
| Authorised  |                   |                  |
| 10 000 000 Ordinary shares of R1 each                             | 10 000 000        | 10 000 000       |
| 10 000 000 Ordinary shares at no par value                        | -                 | -                |
| Issued  |                   |                  |
| 10 000 000 par value ordinary shares of R1 each issued at R5 each |                   |                  |
| 10 000 000 Ordinary shares of R1 each                             | 10 000 000        | 10 000 000       |
| Share premium on 10 000 000 Ordinary shares                       | 40 000 000        | 40 000 000       |

|  | 2020<br>R            | *Restated 2019<br>R  |
|--|----------------------|----------------------|
| <b>14. NON-DISTRIBUTABLE RESERVES</b>  |                      |                      |
| General reserve  | 448 616 957          | 366 616 957          |
| <p>The reserve has been created specifically for the retention of capital to ensure the Bank complies with the required capital adequacy ratio as stipulated by the Banks Act 94 of 1990. Please refer to note 33 for further details on capital risk.</p> |                      |                      |
| <b>15. DEPOSITS AND BORROWINGS</b>   |                      |                      |
| Deposits and loans from banks  | 122 019 722          | 106 316 661          |
| Demand deposits  | 2 653 199 183        | 2 088 269 549        |
| Savings deposits   | 432 382 887          | 345 051 374          |
| Fixed deposits   | 2 138 470 687        | 2 071 924 214        |
| Notice deposits  | 837 228 864          | 718 675 166          |
|  | <u>6 183 301 343</u> | <u>5 330 236 964</u> |
| <b>Maturity analysis</b>   |                      |                      |
| On demand to one month   | 4 712 712 052        | 3 801 151 964        |
| One month to six months  | 850 661 002          | 894 881 000          |
| Six months to one year   | 619 928 289          | 632 852 000          |
| Greater than one year  | -                    | 1 352 000            |
|  | <u>6 183 301 343</u> | <u>5 330 236 964</u> |
| <p>Islamic Banking deposits are included in deposits and other borrowings.</p>   |                      |                      |
| <b>16. PROVISIONS</b>  |                      |                      |
| Provision for leave pay  |                      |                      |
| Balance at beginning of year   | 7 937 362            | 6 557 073            |
| Provisions made during the period  | 1 240 936            | 1 380 289            |
| Balance at end of year   | <u>9 178 298</u>     | <u>7 937 362</u>     |
| ECL on Off balance sheet items   |                      |                      |
| Balance at beginning of year   | 693 865              | 1 061 173            |
| Stage 1 net movement   | 690 200              | (274 536)            |
| Stage 2 net movement   | 15 316               | 2 497                |
| Stage 3 net movement   | 12 096               | (95 269)             |
| Recoveries   | -                    | -                    |
| Balance at end of year   | <u>1 411 477</u>     | <u>693 865</u>       |
| Total provisions on statement of financial position  | <u>10 589 775</u>    | <u>8 631 227</u>     |

## NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

|   | 2020<br>R          | *Restated 2019<br>R |
|---|--------------------|---------------------|
| <b>17. OTHER LIABILITIES</b>  |                    |                     |
| Creditors   | 3 890 070          | 1 574 431           |
| Other payables  | 6 722 429          | 12 440 624          |
| Income tax payable  | 844 483            | -                   |
|   | <u>11 456 982</u>  | <u>14 015 055</u>   |
| <b>18. DERIVATIVE LIABILITIES HELD FOR RISK MANAGEMENT</b>                |                    |                     |
| Forward exchange contracts  | 50 337 982         | 19 357 525          |
| <b>19. INTEREST INCOME CALCULATED USING THE EFFECTIVE INTEREST METHOD</b> |                    |                     |
| Balances with other banks   | 121 038 388        | 140 889 505         |
| Advances  | 161 423 619        | 192 812 231         |
| Investment securities   | 128 047 339        | 116 202 655         |
|   | <u>410 509 346</u> | <u>449 904 391</u>  |
| *Restated-see note 1a.  |                    |                     |
| <b>20. INTEREST EXPENSE</b>   |                    |                     |
| Deposits from banks   | 5 636 962          | 7 485 929           |
| Deposits from customers   | 138 776 392        | 176 050 262         |
|   | <u>144 413 354</u> | <u>183 536 191</u>  |
| <b>21. OTHER OPERATING INCOME</b>   |                    |                     |
| Foreign exchange income   | 15 631 255         | 19 207 802          |
| Profit on disposal of fixed assets  | 36 662             | 1 821 215           |
|   | <u>15 667 917</u>  | <u>21 029 017</u>   |

|                                       | 2020<br>R  | *Restated 2019<br>R |
|---------------------------------------|------------|---------------------|
| <b>22. OPERATING EXPENSES</b>         |            |                     |
| Operating expenses include :          |            |                     |
| Directors' remuneration (see note 23) | 5 745 358  | 7 018 941           |
| Auditor's remuneration                | 2 036 185  | 1 500 000           |
| Statutory and regulatory audits       | 1 614 060  | 1 500 000           |
| Specific regulatory audits            | 422 125    | -                   |
| Depreciation                          | 4 947 462  | 5 413 953           |
| Services rendered by group companies  | 48 156 500 | 39 881 413          |
| Retirement benefit costs              | 4 598 277  | 4 318 068           |
| - key management personnel            | 549 359    | 547 849             |
| - other personnel                     | 4 048 918  | 3 770 219           |
| Equipment lease                       | 802 343    | 827 903             |
| Staff costs                           | 62 775 265 | 55 710 214          |

Services rendered by group companies is paid to HBZ Services AG Zurich and Habib Bank AG Zurich (the Bank's holding company).

### 23. DIRECTORS AND PRESCRIBED OFFICERS' REMUNERATION

For services as a director and other services

Non-executive directors

- O Grobler

1 801 771

1 523 333

- MY Chowdhury (resigned 30 April 2020)

465 000

360 000

- HF Leenstra (deceased 7 April 2020)

190 000

360 000

- D Dharmalingam

163 750

330 000

- YD Singh

385 000

340 000

- NP Mnxasana (Appointed 1 June 2020)

380 000

133 333

- MH Habib\*

218 021

-

- A Iqbal \* ( Resigned as a non-executive director and appointed as an executive director 1 January 2020)

-

-

## NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

### 23. DIRECTORS' REMUNERATION CONTINUED...

| 2020 Directors emoluments   | Remuneration | Retirement Benefits | Total Remuneration |
|---|--------------|---------------------|--------------------|
| <b>Executive directors</b>  | 3 943 587    | -                   | 3 943 587          |
| - ZA Khan - Chief Executive Officer                               | 3 943 587    | -                   | 3 943 587          |
| - A Iqbal *   | -            | -                   | -                  |
| <b>Total Directors' remuneration</b>                              |              |                     | <b>5 745 358</b>   |
| <b>Prescribed Officers</b>  | 9 330 348    | 549 359             | 9 879 707          |
| - Y Dockrat - Chief Financial Officer                             | 2 175 413    | 176 924             | 2 352 337          |
| - F Anwar- Chief Operating Officer                                | 1 773 652    | 87 025              | 1 860 677          |
| - H Zia - Chief Risk Officer (retired 31 March 2021)              | 1 991 519    | -                   | 1 991 519          |
| - K Maharaj -Chief Risk Officer<br>(appointed 23 November 2020)   | 145 647      | 12 705              | 158 352            |
| - C dT Harvey - Head of Corporate Governance                      | 1 751 359    | 142 607             | 1 893 966          |
| - M Sewchuran - Head of Compliance<br>(appointed 14 January 2020) | 1 492 758    | 130 098             | 1 622 856          |

| 2019 Directors emoluments  | Remuneration | Retirement Benefits | Total Remuneration |
|--|--------------|---------------------|--------------------|
| <b>Executive directors</b>                                       | 5 252 000    | 243 608             | 5 495 608          |
| - ZA Khan - Chief Executive Officer                              | 3 685 271    | -                   | 3 685 271          |
| - C dT Harvey - Head of Corporate Governance                     | 1 566 729    | 243 608             | 1 810 337          |
| <b>Total Directors' remuneration</b>                             |              |                     | <b>7 018 941</b>   |
| <b>Prescribed Officers</b>                                       | 4 248 205    | 304 241             | 4 552 446          |
| - Y Dockrat - Chief Financial Officer                            | 1 974 492    | 255 222             | 2 229 714          |
| - H Zia - Chief Risk Officer                                     | 1 836 236    | -                   | 1 836 236          |
| - F Anwar- Chief Operating Officer<br>(appointed 26 August 2019) | 437 477      | 49 019              | 486 496            |

\* These directors are not remunerated for the services rendered to the Bank.

The Prescribed Officers of the Bank as approved by the Board, are the Chief Financial Officer, Chief Operating Officer, Chief Risk Officer, Head of Compliance and Head of Corporate Governance.

Non-Executive Directors are only compensated for their services in the form of directors fees. No other form of remuneration was paid to these directors.

Remuneration for Executive Directors and Prescribed Officers include all compensation received for services rendered to the Bank except for employment benefits which is disclosed separately above.

In terms of the Articles of Association the appointment of a Director is for a period of three years where-after each director is expected to retire on rotation. Directors are however eligible to offer themselves for reappointment and the Board will consider reappointing them, depending on current circumstances.

-If there are circumstances necessitating the termination of the contract before the three year period has expired then each party will have the right to terminate the contract by giving the other party three months written notice of termination.

|                                    | 2020<br>R         | *Restated 2019<br>R |
|------------------------------------|-------------------|---------------------|
| 24. TAXATION                       |                   |                     |
| 24.1 South African normal taxation |                   |                     |
| - current                          | 32 556 817        | 40 478 143          |
| - deferred                         | (3 640 646)       | (1 827 356)         |
| - prior year underprovision        | 872 749           | -                   |
| Total taxation                     | <u>29 788 920</u> | <u>38 650 787</u>   |

\*Restated-see note 1a.

|                                   |               |               |
|-----------------------------------|---------------|---------------|
| 24.2 Reconciliation of tax charge |               |               |
| SA Normal taxation                | 28,00%        | 28,00%        |
| Standard rate affected by:        |               |               |
| - permanent difference            | (0,67%)       | (0,07%)       |
| Effective rate - total taxation   | <u>27,33%</u> | <u>27,93%</u> |

Permanent differences relate to donations which do not qualify for S18A deductions.

|   |                   |                   |
|---|-------------------|-------------------|
| 25. DIVIDENDS PER SHARE   |                   |                   |
| Final dividend of 450 cents per share (2019: 400 cents per share) | <u>45 000 000</u> | <u>40 000 000</u> |

|                            |            |     |
|----------------------------|------------|-----|
| 26. EARNINGS PER SHARE     |            |     |
| Earnings per share (cents) | <u>792</u> | 998 |

The calculation of earnings per ordinary share is based on net income attributable to ordinary shareholders of R79 216 080 (2019: R99 752 759) and a weighted average of 10 000 000 (2019: 10 000 000) ordinary shares issued.

\*Restated-see note 1a.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

|  | 2020<br>R            | *Restated 2019<br>R  |
|--|----------------------|----------------------|
| <b>27. CASH FLOW INFORMATION</b>   |                      |                      |
| <b>27.1 Cash receipts from customers</b>                                 |                      |                      |
| Interest income  | 410 509 346          | 449 904 391          |
| Other income   | 51 380 141           | 64 370 054           |
|  | <u>461 889 487</u>   | <u>514 274 445</u>   |
| *Restated-see note 1a.   |                      |                      |
| <b>27.2 Cash paid to customers, employees and suppliers</b>              |                      |                      |
| Interest expenses  | (144 413 354)        | (183 536 191)        |
| Other payments   | (181 528 321)        | (172 402 064)        |
|  | <u>(325 941 675)</u> | <u>(355 938 255)</u> |
| <b>27.3 Cash available from operations</b>                               |                      |                      |
| Profit before tax  | 109 005 000          | 138 403 546          |
| Adjusted for:  |                      |                      |
| - Depreciation   | 4 947 462            | 5 413 953            |
| - Depreciation on right-of-use asset                                     | 7 110 369            | 7 220 073            |
| - Decrease and modification of right-of-use asset and lease liability    | (42 774)             | -                    |
| - Effect of exchange rate fluctuations on cash and cash equivalents held | (5 200 723)          | 1 403 483            |
| - Impairment losses  | 21 123 294           | 2 781 036            |
| - Interest incurred on lease liabilities                                 | 1 701 858            | 2 189 422            |
| - Profit on disposal of property and equipment                           | (36 662)             | (1 821 215)          |
| - Increase in prepayments  | (498 392)            | (36 031)             |
| - (Decrease)/increase in creditors and other payables                    | (3 402 556)          | 1 401 634            |
| - Increase in provisions   | 1 240 936            | 1 380 289            |
|  | <u>135 947 812</u>   | <u>158 336 190</u>   |
| *Restated-see note 1a.   |                      |                      |
| <b>27.4 Taxation paid</b>  |                      |                      |
| Amount receivable at beginning of year                                   | 1 548 979            | 2 249 477            |
| Charge to profit or loss   | (33 429 566)         | (40 478 143)         |
| Amount payable/(receivable) at end of year                               | 844 483              | (1 548 979)          |
|  | <u>(31 036 104)</u>  | <u>(39 777 645)</u>  |
| <b>27.5 Increase in derivatives held for risk management</b>             |                      |                      |
| Increase in derivative assets  | (31 136 017)         | (12 269 541)         |
| Increase in derivative liabilities                                       | 30 980 457           | 12 039 751           |
|  | <u>(155 560)</u>     | <u>(229 790)</u>     |

|  | 2020<br>R   | *Restated 2019<br>R |
|--|-------------|---------------------|
| <b>28. LOAN COMMITMENTS AND FINANCIAL GUARANTEES</b> |             |                     |
| Loan commitments                                     | 63 752 000  | 70 009 025          |
| Guarantees issued on behalf of customers             | 183 043 000 | 165 372 118         |
| Guarantee issued on behalf of the Bank               | -           | 35 740 751          |
|  | 246 795 000 | 271 121 894         |

Guarantees and loan commitments have fixed expiry dates. Since these commitments may expire without being drawn upon, the total contract amounts do not necessarily represent future cash requirements. These guarantees and loan commitments are on demand.

The Guarantee issued on behalf of the Bank relates to a guarantee that was issued for the purchase of properties.

For details on financial guarantee contracts and loan commitments, refer to note 30.1

## 29. PRINCIPAL FOREIGN CURRENCY CONVERSION RATES

One South African Rand equals

|                        |       |       |
|------------------------|-------|-------|
| - Swiss Franc          | 0,060 | 0,069 |
| - United States Dollar | 0,068 | 0,071 |
| - Pound Sterling       | 0,050 | 0,054 |
| - Emirati Dirham       | 0,251 | 0,263 |

## 30. RISK MANAGEMENT

### 30.1 Credit risk management

Credit risk arises from lending and other financing activities that constitute the Bank's core business and is managed across the Bank in terms of its Board-approved Credit Risk Management Framework (CRMF). This framework covers the macrostructures for credit risk management and incorporates key excerpts from the Group credit policy, credit approval mandates, credit risk monitoring and governance structures. It is a key component of the Group's Enterprise-wide Risk Management Framework (ERMF), Capital Management and Risk Appetite Framework (RAF).

The local Central Credit Committee (CCC) monitors the Bank's credit portfolios, risk procedures, policies and credit standards.

The local Central Credit Committee under the guidance of the Group Credit Management Committee (GCMC) is the Bank's independent risk control unit that validates the Bank's regulatory credit capital models and IFRS 9 impairment models as well as champions the Basel III and IFRS 9 methodologies across the Bank to ensure consistency in the credit rating process.

The local Central Credit Committee (CCC) calculates and consolidates credit regulatory and economic capital. CCC maintains and enhances the Credit Portfolio Management (CPM) system and credit risk calculation engine system, developed in-house, as well as test and implement all credit regulatory model updates. CCC calculates and consolidates the IFRS 9 impairment calculations across the Bank.

## NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

### i. Credit quality analysis

The following table sets out information about the credit quality of financial assets measured at amortised cost. Unless specifically indicated, for financial assets, the amounts in the table represent gross carrying amounts. For loan commitments and financial guarantee contracts, the amounts in the table represent the amounts committed or guaranteed, respectively. The notional amount does not represent the maximum exposure and is the sum of the absolute value of all contracts for both derivative assets and liabilities. The amount cannot be used to assess the market risk associated with the positions held and should be used only as a means of assessing the Bank's participation in derivative contracts.

|  | 2020          |             |              |               |
|--|---------------|-------------|--------------|---------------|
|  | Stage 1       | Stage 2     | Stage 3      | Total         |
|  | R             | R           | R            | R             |
| <b>Balances with other banks</b>               |               |             |              |               |
| Grade 0: low to fair risk                      | 2 104 129 510 | -           | -            | 2 104 129 510 |
| Loss allowance                                 | (8 031 596)   | -           | -            | (8 031 596)   |
| Carrying amount                                | 2 096 097 914 | -           | -            | 2 096 097 914 |
| <b>Advances at amortised cost</b>              |               |             |              |               |
| Grade 0: Low to fair risk                      | 1 665 634 862 | -           | -            | 1 665 634 862 |
| Grade 1: Monitoring                            | -             | 321 844 188 | -            | 321 844 188   |
| Grade 2: Substandard                           | -             | -           | 23 402 366   | 23 402 366    |
| Grade 3: Doubtful                              | -             | -           | 33 437 631   | 33 437 631    |
| Grade 4 - 10: Loss                             | -             | -           | 31 778 183   | 31 778 183    |
|  | 1 665 634 862 | 321 844 188 | 88 618 180   | 2 076 097 230 |
| Loss allowance                                 | (7 159 423)   | (8 390 080) | (23 766 075) | (39 315 578)  |
| Carrying amount                                | 1 658 475 439 | 313 454 108 | 64 852 105   | 2 036 781 652 |
| <b>Investment Securities at amortised cost</b> |               |             |              |               |
| Grade 0: Low to fair risk                      | 2 541 502 379 | -           | -            | 2 541 502 379 |
| Loss allowance                                 | (1 700 920)   | -           | -            | (1 700 920)   |
| Carrying amount                                | 2 539 801 459 | -           | -            | 2 539 801 459 |
| <b>Financial Guarantee Contracts</b>           |               |             |              |               |
| Grade 0: Low to fair risk                      | 241 174 102   | -           | -            | 241 174 102   |
| Grade 1: Monitoring                            | -             | 5 528 348   | -            | 5 528 348     |
| Grade 2: Substandard                           | -             | -           | 92 550       | 92 550        |
| Loss allowance                                 | (1 368 365)   | (31 016)    | (12 096)     | (1 411 477)   |
| Carrying amount                                | 239 805 737   | 5 497 332   | 80 454       | 245 383 523   |

|  | 2019 Restated |             |              |               |
|--|---------------|-------------|--------------|---------------|
|  | Stage 1       | Stage 2     | Stage 3      | Total         |
| <b>Balances with other banks</b>               | <b>R</b>      | <b>R</b>    | <b>R</b>     | <b>R</b>      |
| Grade 0: low to fair risk                      | 1 979 557 813 | -           | -            | 1 979 557 813 |
| Loss allowance                                 | (8 131 396)   | -           | -            | (8 131 396)   |
| Carrying amount                                | 1 971 426 417 | -           | -            | 1 971 426 417 |
| <b>Advances at amortised cost</b>              |               |             |              |               |
| Grade 0: Low to fair risk                      | 1 593 950 078 | -           | -            | 1 593 950 078 |
| Grade 1: Monitoring                            | -             | 280 954 267 | -            | 280 954 267   |
| Grade 2: Substandard                           | -             | -           | 11 500 100   | 11 500 100    |
| Grade 3: Doubtful                              | -             | -           | 5 045 702    | 5 045 702     |
| Grade 4 - 10: Loss                             | -             | -           | 36 654 632   | 36 654 632    |
|  | 1 593 950 078 | 280 954 267 | 53 200 434   | 1 928 104 779 |
| Loss allowance                                 | (5 100 389)   | (2 322 504) | (11 739 973) | (19 162 866)  |
| Carrying amount                                | 1 588 849 689 | 278 631 763 | 41 460 461   | 1 908 941 913 |
| <b>Investment Securities at amortised cost</b> |               |             |              |               |
| Grade 0: Low to fair risk                      | 1 946 879 919 | -           | -            | 1 946 879 919 |
| Loss allowance                                 | (1 447 950)   | -           | -            | (1 447 950)   |
| Carrying amount                                | 1 945 431 969 | -           | -            | 1 945 431 969 |
| <b>Financial Guarantee Contracts</b>           |               |             |              |               |
| Grade 0: Low to fair risk                      | 268 289 415   | -           | -            | 268 289 415   |
| Grade 1: Monitoring                            | -             | 2 832 479   | -            | 2 832 479     |
| Grade 2: Substandard                           | -             | -           | -            | -             |
| Loss allowance                                 | (678 165)     | (15 700)    | -            | (693 865)     |
| Carrying amount                                | 267 611 250   | 2 816 779   | -            | 270 428 029   |

Refer to note 28 for financial guarantee contracts and loan commitments for which the above ECL relate to.

\*Restated-see note 1a.

## NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

The following table shows an analysis of counterparty credit exposures arising from derivative transactions. For further discussion of collateral and other credit enhancements, see notes below.

|                        | Over-the-counter |                |
|------------------------|------------------|----------------|
|                        | Other bilateral  | collateralised |
|                        | Notional amount  | Fair value     |
| <b>2020</b>            |                  |                |
| Derivative assets      | 660 203 541      | 661 005 659    |
| Derivative liabilities | 659 348 810      | 658 582 901    |
| <b>2019</b>            |                  |                |
| Derivative assets      | 523 776 819      | 524 782 849    |
| Derivative liabilities | 523 071 982      | 522 088 583    |

### ii. Collateral held and other credit enhancements

The Bank holds collateral and other credit enhancements against certain of its credit exposures.

The general creditworthiness of a customer tends to be the most relevant indicator of credit quality of a loan extended to it. However, collateral provides additional security and the Bank generally requests that borrowers provide it. The Bank may take collateral in the form of a first charge over real estate, charges over all corporate assets and other liens and guarantees.

At 31 December 2020, the net carrying amount of advances to customers in default amounted to R89.1 million (2019: R 53.5 million) and the market value of identifiable collateral (mainly fixed properties) held against those loans and advances amounted to R 265.5 million (2019: R 122.5 million).

The following table sets out the principal types of collateral held against different types of financial assets.

#### Type of credit exposure

| Advances           | Percentage of exposure that is subject to collateral requirements |             | Principal type of collateral held                |
|--------------------|---|-------------|--|
|                    | 31 Dec 2020   | 31 Dec 2019 |  |
| Mortgage lending   | 100   | 100         | Commercial/Residential Property/Cash             |
| Commercial lending | 98  | 96          | Commercial/Residential Property/Cash/Investments |
| Staff loans        | -   | -           | None   |

## CREDIT RISK MITIGATION

Credit risk mitigation refers to the actions that can be taken by the Bank to manage its exposure with credit risk so as to align such exposure to its risk appetite. This action can be proactive or reactive and the level of mitigation that a bank desires may be influenced by external factors such as the economic cycle or internal factors such as a change in risk appetite. References to credit risk mitigation normally focus on the taking of collateral as well as the management of such collateral. While collateral is an essential component of credit risk mitigation, there are a number of other methods used for mitigating credit risk. The Bank's credit risk policy acknowledges the role to be played by credit risk mitigation in the management of credit risk, but emphasises that collateral on its own is not necessarily a justification for lending. The primary consideration for any lending opportunity should rather be the borrower's financial position and ability to repay the facility from its own resources and cashflow.

The Bank takes financial collateral to support credit exposures in the trading book. This includes cash and debt securities in respect of derivative transactions. These transactions are entered into under terms and conditions that are standard industry practice in securities borrowing and lending activities.

The Bank monitors the concentration levels of collateral to ensure that it is adequately diversified. In particular, the following collateral types are common in the marketplace:

- Retail portfolio
  - Mortgage lending that are secured by mortgage bonds over residential property.
  - Instalment credit transactions that are secured by the assets financed.
  - Overdrafts that are either unsecured or secured by guarantees, suretyships or pledged securities.
- Wholesale portfolio
  - Commercial properties that are supported by the property financed and a cession of the leases.
  - Instalment credit type of transactions that are secured by the assets financed.
  - Working capital facilities when secured, usually by either a claim on specific assets (fixed assets, inventories or trade debtors) or other collateral, such as guarantees.

The valuation and management of collateral across the Bank is governed by the Bank's Credit Policy.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

## MORTGAGE LENDING

The following tables stratify credit exposures from mortgage loans and advances to customers by ranges of loan-to-value (LTV) ratio. LTV is calculated as the ratio of the gross amount of the loan or the amount committed for loan commitments to the value of the collateral. The valuation of the collateral excludes any adjustments for obtaining and selling the collateral. The value of the collateral for mortgage loans is based on the collateral value at origination. For credit-impaired loans the value of collateral is based on the most recent appraisals.

### Mortgage lending

|                | 31 December<br>2020 | 31 December<br>2019 |
|----------------|---------------------|---------------------|
| LTV ratio      |                     |                     |
| Less than 50%  | 43 892 843          | 56 475 205          |
| 51 - 70%       | -                   | 8 472 895           |
| 71 - 90%       | 3 000 000           | 1 076 261           |
| 91 - 100%      | -                   | -                   |
| More than 100% | -                   | -                   |
| Total          | <u>46 892 843</u>   | <u>66 024 361</u>   |

iii. Amounts arising from ECL

## INPUTS, ASSUMPTIONS AND TECHNIQUES USED FOR ESTIMATING IMPAIRMENT

Refer to the Accounting Policies for disclosure regarding the Bank's use of inputs, assumptions and techniques used for estimating impairment.

It is reasonably possible, on the basis of existing knowledge, that outcomes within the next financial year that are different from the assumptions could require a material adjustment to the carrying amount of the asset or liability affected. In all cases the Bank discloses the carrying amount and nature of the assets or liabilities affected by the assumptions.

## SIGNIFICANT INCREASE IN CREDIT RISK

When determining whether the risk of default on a financial instrument has increased significantly since initial recognition, the Bank considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on the Bank's historical experience and expert credit assessment and including forward-looking information.

The objective of the assessment is to identify whether a significant increase in credit risk has occurred for an exposure by comparing:

- the remaining lifetime probability of default (PD) as at the reporting date; with
- the remaining lifetime PD for this point in time that was estimated at the time of initial recognition of the exposure

The Bank uses two criteria for determining whether there has been a significant increase in credit risk:

- quantitative test based on movement in PD;
- qualitative indicators

## CREDIT RISK GRADES

The Bank allocates each exposure to a credit risk grade based on a variety of data that is determined to be predictive of the risk of default and applying experienced credit judgement. Credit risk grades are defined using qualitative and quantitative factors that are indicative of risk of default. These factors vary depending on the nature of the exposure and the type of borrower.

Credit risk grades are defined and calibrated such that the risk of default occurring increases exponentially as the credit risk deteriorates so, for example, the difference in risk of default between credit risk grades 0 and 1 is smaller than the difference between credit risk grades 1 and 2.

Each exposure is allocated to a credit risk grade on initial recognition based on available information about the borrower. Exposures are subject to ongoing monitoring, which may result in an exposure being moved to a different credit risk grade. The monitoring typically involves use of the following data:

- Information obtained during periodic review of customer files e.g. financial statements, management accounts and projections. Examples of areas of particular focus are: gross profit margins, financial leverage ratios, debt service coverage.
- Data from press articles and regulatory communication.
- Payment record - this includes reporting exposures on days past due.

The table below provides an indicative mapping of how the Bank's internal credit risk grades relate to PD.

#### Inputs, assumptions and techniques used for estimating impairment

| Stage   | Grading                                  | 12- month weighted average PD |
|---------|--|-------------------------------|
| Stage 1 | Grade 0: Low risk                        | 1,41                          |
| Stage 2 | Grades 1: Monitoring                     | 5,2                           |
| Stage 3 | Grades 2-10: Substandard, doubtful, loss | 100                           |

#### GENERATING THE TERM STRUCTURE OF PD

Credit risk grades are a primary input into the determination of the term structure of PD for exposures. The Bank collects performance and default information about its credit risk exposures by type of product and borrower as well as by credit risk grading. Furthermore, using the default rate data from the Commercial Loans portfolio, a single macroeconomic impact was determined for all the portfolios of the Bank because macroeconomic conditions in the country are expected to influence all portfolios to the same extent considering the Bank's customer base.

The Bank employs statistical models to analyse the data collected and generate estimates of the remaining lifetime PD of exposures and how these are expected to change as a result of the passage of time. Development of the macroeconomic overlay to PD and associated scenarios for IFRS 9 was split into three major steps being data preparation, variable selections and Macroeconomic Impact.

#### DETERMINING WHETHER CREDIT RISK HAS INCREASED SIGNIFICANTLY

The Bank assesses whether credit risk has increased significantly since initial recognition at each reporting date. Determining whether an increase in credit risk is significant depends on the characteristics of the financial instrument and the borrower.

The assessment of Significant Increase in Credit Risk (SICR) and subsequent classification of the exposure / asset into stage 2 and stage 3 takes into account qualitative criteria and quantitative criteria which could include (but are not limited to) the following:

- Days Past Due (DPD);
- Inability of the customer to service the contractual agreement may result in covenant waivers / amendments (Restructuring);
- Significant increase in the credit risk of other financial instruments of the same customer (cross-product / facility);
- Transition (Downgrade) in the (internal / external) credit rating of the obligor;
- Tagging of exposures as 'Watch' - Internal or External; and
- Tagging of exposures as 'For Adjustment Purpose' (FAP), which corresponds to non- performing.

The following early warning signals can trigger any of the above mentioned criteria and subsequently trigger classification of exposure into stage 2 or stage 3 based on the degree of severity of the signal and the judgement of the credit officer:

Significant changes in the terms of an existing financial instrument as on the reporting date compared to its terms at origination;

- A borrower's bank guarantee called upon by the counterparty;
- The movement of an off balance sheet exposure to an on balance sheet exposure;

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

A change in the financial position / operational efficiency of the borrower, examples of which could include (but are not limited to) the following:

- Declining profitability;
- Tightening liquidity or cash flow; and
- Increasing leverage and / or weakening net worth; and
- Changes in Key Management Positions.
- Weakened marketability and / or value of collateral;
- A change in the industry in which the borrower operates; and
- Stressed macro-economic conditions may impact the performance of the borrower and impact its ability to service the debt commitments in full.

Following a significant increase in credit risk on a credit exposure, the Bank monitors whether the exposure subsequently exhibits improvement in credit risk. The Bank assesses whether there is sufficient evidence that credit risk has improved sufficiently such that the transfer criterion, which resulted in the exposure being transferred to stage 2 or stage 3 is no longer present at the reporting date. However, the borrower must service its debt obligations for a minimum period before it can be transferred to stage 2 and/or subsequently service its obligations for a minimum period in stage 2 before being transferred to stage 1.

The Bank monitors the effectiveness of the criteria used to identify significant increases in credit risk by regular reviews to confirm that:

- Credit exposures on which the contractual payments are more than or equal to 30 days past due will be regarded as having significantly increased in credit risk.
- Whereas for investments and placement with Banks on which the contractual payments are more than or equal to 15 days past due will be regarded as having significantly increased in credit risk.
- Additionally, for overdraft exposures, any excess over limit is treated similar to days past due i.e., an overdraft account showing excess over limit for 30 days becomes a stage 2 exposure.
- Credit exposures, which are marked as watch (internal or external) by the Bank will warrant a movement to stage 2.
- The rating score of the borrower at the time of loan origination is compared to the rating (current) of the borrower as of the reporting date to determine significant increase in credit risk.

## DEFINITION OF DEFAULT

A default is considered to have occurred with regard to a particular borrower when either or both of the two following events has taken place:

- The Bank considers that the borrower is unlikely to pay its credit obligations in full, without recourse by the Bank to actions such as realizing collateral (if held).
- The borrower is past due more than 90 days on any material credit obligation to the Bank. Overdrafts will be considered as being past due once the client has breached an advised limit or been advised of a limit smaller than current outstandings.

In assessing whether a borrower is in default, the Bank considers indicators that are both qualitative and quantitative in nature.

## INCORPORATION OF FORWARD-LOOKING INFORMATION

The Bank incorporates forward-looking information into the measurement of ECL.

As mentioned in the above notes, a single macroeconomic impact was determined for all the portfolios of the Bank because macroeconomic conditions in the country are expected to influence all portfolios to the same extent considering the Bank's customer base.

The Bank has identified and documented key drivers of credit risk and credit losses for each portfolio of financial instruments and, using an analysis of historical data, has estimated relationships between macro-economic variables and credit risk and credit losses. Development of the macroeconomic overlay to PD and associated scenarios for IFRS 9 was split into three major steps being data preparation, variable selection and macroeconomic impact.

The key drivers for credit risk for all portfolios are: Real Gross Domestic Product Growth (Real GDP Growth), Unemployment Rate, Debt to Gross Domestic Product (Debt to GDP), Inflation, Current Account Balance and Government Expenditures, Benchmark interest rates and new vehicle sales.

The macroeconomic variables identified above were sourced keeping in mind IFRS 9 requirements around obtaining reliable and supportable information, without incurring undue cost or effort. As a result, macroeconomic information was aggregated from the following reputable external sources:

- World Economic Outlook (WEO), a division of the International Monetary Fund

With regards to the model, it was observed that the variables Real GDP Growth, Debt to GDP and Current Account Balance were not highly correlated to each other. Hence, these variables were selected as the final independent variables for model development.

The economic scenarios used as at 31 December 2020 included the following key indicators for the years ending 31 December 2020 to 2024.

#### Scenario Probability

|          |        |
|----------|--------|
| Baseline | 25,00% |
| Upturn   | 60,00% |
| Downturn | 15,00% |

#### Probability Weighted Macroeconomic Variable Forecasts

| Year | Real GDP Growth | Debt to GDP | Current Account Balance |
|------|-----------------|-------------|-------------------------|
| 2020 | 0,85%           | 0,59        | -11,24                  |
| 2021 | 1,42%           | 0,63        | -12,33                  |
| 2022 | 1,96%           | 0,66        | -12,92                  |
| 2023 | 1,96%           | 0,69        | -13,97                  |
| 2024 | 1,94%           | 0,72        | -15,68                  |

Predicted relationships between the key indicators and default and loss rates on various portfolios of financial assets have been developed based on analysing historical data.

The forecasts were weighted by the probability associated with each scenario.

#### MODIFIED FINANCIAL ASSETS

A restructuring of a credit agreement generally is defined to be a breach of contract under the initially agreed terms and conditions. Regardless of the interest and amortisation payments it is only possible in exceptional cases to keep restructured advances in stage 1 status. A change in the form of the credit facility - for example conversion from an overdraft facility to a trade-related facility - does not constitute a restructuring.

Restructuring a credit facility, based on an urgent request from the client, enables the client to continue servicing interest and amortisation payments. Without restructuring, the client would be unable to meet the conditions of the contract. A restructuring therefore can be defined as the in-ability of the borrower to continue servicing the debt without any relief in the terms and conditions.

Restructuring is not referring to a normal - business as usual - rescheduling request by the client to amend credit facilities according to the changing economic environment. This could be due to expansion of the business or reallocation of resources and therefore changing financing needs in view of a different expectation of the future economic environment.

Restructured cases are flagged as restructured from the start until they have resumed their initial terms and conditions as well as complied with the conditions backward transitioning and can be moved to stage 1 again. This flagging is an additional earmark besides the classification.

Any credit exposure that is tagged as restructured in line with the Bank's policy as of the reporting date, will be classified as stage 2 for the purpose of computation of expected credit losses. This excludes rescheduled exposures based on non-credit risk related reasons.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

## IMPROVEMENT IN CREDIT RISK PROFILE:

Following a significant increase in credit risk on a credit exposure, the Bank monitors whether the exposure subsequently exhibits improvement in credit risk. The Bank assesses whether there is sufficient evidence that credit risk has improved sufficiently such that the transfer criterion which resulted in the exposure being transferred to stage 2 or stage 3 is no longer present at the reporting date. However, the borrower must service the debt obligations for a minimum period before it can be transferred to stage 2 and / or subsequently service its obligations for a minimum period in stage 2 before being transferred to stage 1.

The Bank has defined the below criteria to assess any improvement in the credit risk profile which will result in upgrading of customers moving from stage 3 to stage 2 and from stage 2 to stage 1.

Stage 2 to 1: An exposure in stage 2 is subject to a cooling period of 3 months / 3 instalments (whichever is longer) given that credit risk has improved sufficiently such that the transfer criterion which resulted in the exposure being transferred to stage 2 is no longer present at the reporting date.

Stage 3 to 2: An exposure in stage 3 is subject to a cooling period of 3 months / 3 instalments (whichever is longer) given that credit risk has improved sufficiently, such that the transfer criterion which resulted in the exposure being transferred to stage 3 is no longer present at the reporting date.

## MEASUREMENT OF ECL

ECL is measured as a probability-weighted estimate of the present value of cash shortfalls (i.e. the weighted average of credit losses, with the respective risks of a default occurring in a given time period used as the weights). When measuring ECL, the following would be taken into account:

- The probability-weighted outcome;
- The time value of money so that ECLs are discounted to the reporting date; and
- Reasonable and supportable information (especially forward looking information) that is available without undue cost or effort.

ECL measurement will be undertaken by considering a range of macroeconomic scenarios (at least more than 2) for computation of unbiased ECL estimates.

The general model for computation of ECL is based on the four components as follows:

- Probability of Default (PD) - This is an estimate of the likelihood of default over a given time horizon.
- Exposure at Default (EAD) - This is an estimate of the exposure at a future default date, taking into account expected changes in the exposure after the reporting date, including repayments of principal and interest, and expected drawdowns on committed facilities.
- Loss Given Default (LGD) - This is an estimate of the loss arising on default. It is based on the difference between the contractual cash flows due and those that the lender would expect to receive, including from any collateral. It is usually expressed as a percentage of the EAD.
- Discount Rate - This is used to discount an expected loss to a present value at the reporting date using the effective interest rate (EIR) at initial recognition.

For term products, the Bank may estimate EIR by converting a facility's contractual rate into its effective reducing rate. The contractual interest rate for a facility may be used as a substitute for the EIR when the Bank is not able to reliably estimate cash flows or expected life.

For off balance sheet non-funded exposures / non-term products, since, the expected cash flows do not exist, the swap rate of the currency of the contractual exposure plus the credit risk premium of the contractual exposure may be used as a substitute for EIR. Alternatively, the Bank also uses the portfolio level yield as the discounting factor for ECL. If the counterparty has a term product with the Bank, then the contractual interest rate of that exposure may be used as a proxy for EIR for non-funded exposures. The discount rate for financial guarantees is 5% and loan commitments range from 6.2% - 9.4%.

ECL can be defined as the present value of the difference between all principal and interest cash flows that are due to an entity in accordance with the contract and all the cash flows that the entity expects to receive. Accordingly, the ECL will be computed as - Probability of Default (PD) x Loss Given Default (LGD) x Exposure at Default (EAD), discounted by the EIR under the different macro- economic scenarios defined by the Bank based on the macroeconomic forecasts and scenario probabilities and weights.

The Bank computes impairment of financial assets based on 12-month and Lifetime ECL. The measurement of ECL is based on the risk of default over one of two different time horizons, depending on whether the credit risk of the borrower has increased significantly since the exposure was first recognised. The loss allowance for those exposures that have not increased significantly in credit risk ('stage 1' exposures) is based on 12-month ECL. The allowance for those exposures that have suffered a significant increase in credit risk ('stage 2' and 'stage 3' exposures) is based on lifetime ECL.

## LOSS ALLOWANCE

The following tables show reconciliations from the opening to the closing balance of the loss allowance by class of financial instrument.

| ECL on advances                              | 2020        |             |            | Total       |
|--|-------------|-------------|------------|-------------|
|  | Stage 1     | Stage 2     | Stage 3    |             |
| Balance as at 1 January                      | 5 100 388   | 2 322 504   | 11 739 973 | 19 162 865  |
| Transfer to stage 1                          | 1 077 856   | (1 063 580) | (14 276)   | -           |
| Transfer to stage 2                          | (7 704 704) | 7 704 704   | -          | -           |
| Transfer to stage 3                          | (1 031 489) | (5 722 496) | 6 753 985  | -           |
| Movements for the year*                      | 8 821 114   | 5 257 379   | 768 275    | 14 846 768  |
| New financial assets originated or purchased | 1 446 526   | 86 540      | 18 099     | 1 551 165   |
| Financial assets that have derecognised      | (550 268)   | (194 971)   | (905 025)  | (1 650 264) |
| Interest in suspense movement                | -           | -           | 5 405 044  | 5 405 044   |
| Balance as at 31 December                    | 7 159 423   | 8 390 080   | 23 766 075 | 39 315 578  |

| ECL on advances                              | 2019      |           |            | Total       |
|--|-----------|-----------|------------|-------------|
|  | Stage 1   | Stage 2   | Stage 3    |             |
| Balance as at 1 January                      | 6 089 934 | 949 278   | 9 467 758  | 16 506 971  |
| Transfer to stage 1                          | 339 422   | (339 422) | -          | -           |
| Transfer to stage 2                          | (345 336) | 1 093 455 | (748 119)  | -           |
| Transfer to stage 3                          | (20 754)  | (305 789) | 326 543    | -           |
| Movements for the year*                      | (898 271) | 854 329   | 2 986 197  | 2 942 255   |
| New financial assets originated or purchased | 697 324   | 121 325   | -          | 818 649     |
| Financial assets that have derecognised      | (761 932) | (50 672)  | (961 102)  | (1 773 706) |
| Interest in suspense movement                | -         | -         | 668 696    | 668 696     |
| Balance as at 31 December                    | 5 100 388 | 2 322 504 | 11 739 973 | 19 162 865  |

| ECL on balances with other banks             | 2020      |         |         | Total     |
|--|-----------|---------|---------|-----------|
|  | Stage 1   | Stage 2 | Stage 3 |           |
| Balance as at 1 January                      | 8 131 396 | -       | -       | 8 131 396 |
| Transfer to stage 1                          | -         | -       | -       | -         |
| Transfer to stage 2                          | -         | -       | -       | -         |
| Transfer to stage 3                          | -         | -       | -       | -         |
| Movements for the year*                      | 75 157    | -       | -       | 75 157    |
| New financial assets originated or purchased | 76 784    | -       | -       | 76 784    |
| Financial assets that have derecognised      | (251 741) | -       | -       | (251 741) |
| Balance as at 31 December                    | 8 031 596 | -       | -       | 8 031 596 |

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

|                                  | 2019      |         |         | Total     |
|----------------------------------|-----------|---------|---------|-----------|
|                                  | Stage 1   | Stage 2 | Stage 3 |           |
| ECL on balances with other banks |           |         |         |           |
| Balance as at 1 January          | 3 789 189 | -       | -       | 3 789 189 |
| Transfer to stage 1              | -         | -       | -       | -         |
| Transfer to stage 2              | -         | -       | -       | -         |
| Transfer to stage 3              | -         | -       | -       | -         |
| Impairment raised                | 4 342 207 | -       | -       | 4 342 207 |
| Balance as at 31 December        | 8 131 396 | -       | -       | 8 131 396 |

|                              | 2020      |         |         | Total     |
|------------------------------|-----------|---------|---------|-----------|
|                              | Stage 1   | Stage 2 | Stage 3 |           |
| ECL on Investment Securities |           |         |         |           |
| Balance as at 1 January      | 1 447 950 | -       | -       | 1 447 950 |
| Transfer to stage 1          | -         | -       | -       | -         |
| Transfer to stage 2          | -         | -       | -       | -         |
| Transfer to stage 3          | -         | -       | -       | -         |
| Impairment raised            | 252 970   | -       | -       | 252 970   |
| Balance as at 31 December    | 1 700 920 | -       | -       | 1 700 920 |

|                              | 2019      |         |         | Total     |
|------------------------------|-----------|---------|---------|-----------|
|                              | Stage 1   | Stage 2 | Stage 3 |           |
| ECL on Investment Securities |           |         |         |           |
| Balance as at 1 January      | 955 500   | -       | -       | 955 500   |
| Transfer to stage 1          | -         | -       | -       | -         |
| Transfer to stage 2          | -         | -       | -       | -         |
| Transfer to stage 3          | -         | -       | -       | -         |
| Impairment raised            | 492 450   | -       | -       | 492 450   |
| Balance as at 31 December    | 1 447 950 | -       | -       | 1 447 950 |

|  | 2020      |          |         | Total     |
|--|-----------|----------|---------|-----------|
|  | Stage 1   | Stage 2  | Stage 3 |           |
| Financial Guarantee Contracts                |           |          |         |           |
| Balance as at 1 January                      | 678 165   | 15 700   | -       | 693 865   |
| Transfer to stage 1                          | 7 245     | (7 245)  | -       | -         |
| Transfer to stage 2                          | (21 955)  | 21 955   | -       | -         |
| Transfer to stage 3                          | -         | (12 096) | 12 096  | -         |
| Movements for the year *                     | 676 947   | 8 032    | -       | 684 979   |
| New financial assets originated or purchased | 385 386   | 4 670    | -       | 390 056   |
| Financial assets that have derecognised      | (357 423) | -        | -       | (357 423) |
| Balance as at 31 December                    | 1 368 365 | 31 016   | 12 096  | 1 411 477 |

|  | 2019      |         |          | Total     |
|--|-----------|---------|----------|-----------|
|  | Stage 1   | Stage 2 | Stage 3  |           |
| Financial Guarantee Contracts                |           |         |          |           |
| Balance as at 1 January                      | 952 701   | 13 203  | 95 269   | 1 061 173 |
| Transfer to stage 1                          | 104 856   | (9 587) | (95 269) | -         |
| Transfer to stage 2                          | (2 293)   | 2 293   | -        | -         |
| Transfer to stage 3                          | -         | -       | -        | -         |
| Movements for the year *                     | (566 368) | 3 655   | -        | (562 713) |
| New financial assets originated or purchased | 422 874   | 8 480   | -        | 431 354   |
| Financial assets that have derecognised      | (233 605) | (2 344) | -        | (235 949) |
| Balance as at 31 December                    | 678 165   | 15 700  | -        | 693 865   |

\*Transfers of ECL occur when the credit stage of an account at the end of the financial year differs from that at the beginning of the year. In this case, the opening balance of that account's ECL is disclosed as a reduction of ECL in its original credit stage and a corresponding increase (of the same magnitude) of ECL in its new credit stage. Any movements in the amount of ECL which arise as a direct result of the change in credit stage fall within the "movements for the year" line.

iv. Concentration of credit risk

The Bank monitors concentration of credit risk by industry and geographical location. An analysis of concentration of credit risk at the reporting date is shown below:

|                           | Advances to customers |               | Cash and cash equivalents |               | Investment securities |               |
|---------------------------|-----------------------|---------------|---------------------------|---------------|-----------------------|---------------|
|                           | 2020                  | 2019          | 2020                      | 2019          | 2020                  | 2019          |
|                           | R                     | R             | R                         | R             | R                     | R             |
| Concentration by location |                       |               |                           |               |                       |               |
| America                   | -                     | -             | 127 093 000               | 87 190 464    | -                     | -             |
| Europe                    | -                     | -             | 37 375 000                | 24 048 599    | -                     | -             |
| Asia                      | -                     | -             | 533 000                   | 445 911       | -                     | -             |
| South Africa              | 2 036 781 652         | 1 908 941 913 | 1 931 096 914             | 1 859 741 443 | 2 539 801 459         | 1 945 431 969 |
| Other African countries   | -                     | -             | -                         | -             | -                     | -             |
|                           | 2 036 781 652         | 1 908 941 913 | 2 096 097 914             | 1 971 426 417 | 2 539 801 459         | 1 945 431 969 |

Concentration by industry (Advances - Gross)

|                           | 2020          | *Restated 2019 |
|---------------------------|---------------|----------------|
|                           | R             | R              |
| Concentration by industry |               |                |
| Finance & insurance       | 51 346 441    | 115 686 287    |
| Manufacturing             | 357 159 263   | 134 967 335    |
| Transportation            | 106 385 015   | 77 124 191     |
| Commercial real estate    | 743 613 897   | 636 274 577    |
| Retailers & wholesalers   | 766 177 830   | 886 928 198    |
| Other                     | 51 414 784    | 77 124 191     |
|                           | 2 076 097 230 | 1 928 104 779  |

\*Restated- see note 1a

30.2 Derivative instruments

|  | 2020        | 2019        |
|--|-------------|-------------|
|  | R           | R           |
| Nominal value of forward exchange contracts sold to customers        | 621 543 192 | 521 880 535 |
| Nominal value of forward exchange contracts sold to banks            | 38 660 349  | 1 896 284   |
|  | 660 203 541 | 523 776 819 |
| Nominal value of forward exchange contracts purchased from customers | 38 697 200  | 1 899 115   |
| Nominal value of forward exchange contracts purchased from banks     | 620 651 610 | 521 172 867 |
|  | 659 348 810 | 523 071 982 |

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

## 30.3 Liquidity risk

Liquidity risk is the risk that the Bank does not have sufficient financial resources to meet its obligations as they fall due. This risk arises from mismatches in the timing of cash flows which is inherent in all banking operations and can be affected by a range of Bank-specific and market-wide events.

### Liquidity risk management

The Bank established a comprehensive policy and control framework for managing liquidity risk. The Bank's Asset and Liability Management Committee (ALCO) is responsible for managing the Bank's liquidity risk via a combination of policy formation, review and governance, analysis, stress testing, limit setting and monitoring. In order to effectively manage liquidity risk the Bank:

- maintains a portfolio of highly liquid assets, in a variety of currencies and tenors;
- ensures that there is diversity in its funding base;
- monitors the behavioural characteristics of financial assets and liabilities;
- monitors liquidity reports analysing the expected maturity profile of assets and liabilities;
- establishes early warning indicators of potential liquidity stress events and ensures that there are assets available to be used as collateral if needed;
- performs regular stress tests; and
- maintains a contingency funding plan designed to provide a framework where liquidity stress could be effectively managed.

The Bank Treasury function executes the Bank's liquidity and funding strategy in co-operation with other business units of the Bank. The Bank's liquidity and funding strategy is determined in accordance with relevant local regulatory requirements.

There are daily controls in place to define and monitor compliance with the Bank's liquidity risk appetite. The principal metric used is the result of the Bank's liquidity stress testing, supplemented by the results of key regulatory ratios including the Liquidity Coverage Ratio (which measures the ratio of high quality liquid assets to outflows in an extreme 30 days stress scenario) and the Net Stable Funding Ratio (which seeks to promote a sustainable maturity structure of funding balances).

| Contractual net liquidity gap                          | On demand              | 1-6 months           | 6-12 months          | > 12 months          | Total                  |
|--|------------------------|----------------------|----------------------|----------------------|------------------------|
|  | R                      | R                    | R                    | R                    | R                      |
| <b>2020</b>  |                        |                      |                      |                      |                        |
| <b>Assets</b>  |                        |                      |                      |                      |                        |
| Investment securities                                  | 164 059 808            | 888 322 073          | 1 487 419 578        | -                    | 2 539 801 459          |
| Advances   | 557 138 629            | 275 515 485          | 161 357 710          | 1 042 769 828        | 2 036 781 652          |
| Other assets (incl. derivatives and deferred taxation) | 7 118 950              | 51 192 716           | -                    | 11 913 284           | 70 224 950             |
| Cash and short term funds                              | 1 145 469 653          | 546 857 247          | 403 771 014          | -                    | 2 096 097 914          |
|  | <b>1 873 787 040</b>   | <b>1 761 887 521</b> | <b>2 052 548 302</b> | <b>1 054 683 112</b> | <b>6 742 905 975</b>   |
| <b>Liabilities</b>                                     |                        |                      |                      |                      |                        |
| Deposits and borrowings                                | (4 712 712 052)        | (850 661 002)        | (619 928 289)        | -                    | (6 183 301 343)        |
| Other liabilities (incl. derivatives)                  | (11 456 982)           | (50 337 982)         | -                    | -                    | (61 794 964)           |
| Provisions   | -                      | (10 589 775)         | -                    | -                    | (10 589 775)           |
| Lease liabilities                                      | (643 949)              | (3 264 293)          | (2 983 490)          | (17 527 774)         | (24 419 506)           |
| Loan commitments and letters of guarantee              | (246 795 000)          | -                    | -                    | -                    | (246 795 000)          |
|  | <b>(4 971 607 983)</b> | <b>(914 853 052)</b> | <b>(622 911 779)</b> | <b>(17 527 774)</b>  | <b>(6 526 900 588)</b> |
| <b>Net liquidity gap</b>                               | <b>(3 097 820 943)</b> | <b>847 034 469</b>   | <b>1 429 636 523</b> | <b>1 037 155 338</b> | <b>216 005 387</b>     |

| Contractual net liquidity gap                               | On demand       | 1-6 months    | 6-12 months   | > 12 months  | Total           |
|---|-----------------|---------------|---------------|--------------|-----------------|
| 2019 Restated   | R               | R             | R             | R            | R               |
| <b>Assets</b>   |                 |               |               |              |                 |
| Investment securities                                       | 296 247 969     | 940 649 000   | 708 535 000   | -            | 1 945 431 969   |
| Advances  | 518 719 495     | 297 769 804   | 164 939 021   | 927 513 593  | 1 908 941 913   |
| Other assets (incl. derivatives and deferred taxation)      | 7 808 264       | 20 056 699    | -             | 8 272 638    | 36 137 601      |
| Cash and short term funds                                   | 807 426 417     | 648 250 000   | 515 750 000   | -            | 1 971 426 417   |
|   | 1 630 202 145   | 1 906 725 503 | 1 389 224 021 | 935 786 231  | 5 861 937 900   |
| <b>Liabilities</b>  |                 |               |               |              |                 |
| Deposits and borrowings                                     | (3 801 151 964) | (894 881 000) | (632 852 000) | (1 352 000)  | (5 330 236 964) |
| Other liabilities (incl. derivatives and deferred taxation) | (14 015 055)    | (19 357 525)  | -             | -            | (33 372 580)    |
| Provisions  | -               | (8 631 227)   | -             | -            | (8 631 227)     |
| Lease liabilities   | (637 164)       | (3 268 046)   | (4 064 929)   | (27 085 710) | (35 055 849)    |
| Loan commitments and letters of guarantee                   | (271 121 894)   | -             | -             | -            | (271 121 894)   |
|   | (4 086 926 077) | (926 137 798) | (636 916 929) | (28 437 710) | (5 678 418 514) |
| Net liquidity gap   | (2 456 723 932) | 980 587 705   | 752 307 092   | 907 348 521  | 183 519 386     |

## NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

### 30.4 Interest rate risk management

The Bank is exposed to interest rate cash flow risk on its cash and cash equivalents, investment securities, advances and deposits and borrowings. The Bank is exposed to floating and fixed rates as follows:

|                          | Repricing gap      |                |                |                  |                  |                |
|--------------------------|--------------------|----------------|----------------|------------------|------------------|----------------|
|                          | Short-term         | Medium-term    |                | Long-term        |                  | Total          |
|                          | 0 - 31 days        | 32 - 91 days   | 92 - 181 days  | 182 - 365 days   | Other            |                |
| R'000                    | R'000              | R'000          | R'000          | R'000            | R'000            |                |
| <b>2020</b>              |                    |                |                |                  |                  |                |
| <b>Fixed rate items</b>  |                    |                |                |                  |                  |                |
| Assets                   | 279 941            | 692 954        | 906 011        | 2 226 016        | 374 301          | 4 479 223      |
| Liabilities              | (1 489 168)        | (241 364)      | (302 836)      | (229 859)        | (647 663)        | (2 910 890)    |
|                          | (1 209 227)        | 451 590        | 603 175        | 1 996 157        | (273 362)        | 1 568 333      |
| <b>Variable items</b>    |                    |                |                |                  |                  |                |
| Assets                   | 2 342 600          | -              | -              | -                | -                | 2 342 600      |
| Liabilities              | (3 920 075)        | -              | -              | -                | -                | (3 920 075)    |
|                          | (1 577 475)        | -              | -              | -                | -                | (1 577 475)    |
| <b>Net repricing gap</b> | <b>(2 786 702)</b> | <b>451 590</b> | <b>603 175</b> | <b>1 996 157</b> | <b>(273 362)</b> | <b>(9 142)</b> |
| <b>2019</b>              |                    |                |                |                  |                  |                |
| <b>Fixed rate items</b>  |                    |                |                |                  |                  |                |
| Assets                   | 408 858            | 558 512        | 1 221 014      | 1 385 336        | 274 056          | 3 847 776      |
| Liabilities              | (1 282 006)        | (256 667)      | (361 536)      | (280 294)        | (587 236)        | (2 767 739)    |
|                          | (873 148)          | 301 845        | 859 478        | 1 105 042        | (313 180)        | 1 080 037      |
| <b>Variable items</b>    |                    |                |                |                  |                  |                |
| Assets                   | 2 060 453          | -              | -              | -                | -                | 2 060 453      |
| Liabilities              | (3 149 704)        | -              | -              | -                | -                | (3 149 704)    |
|                          | (1 089 251)        | -              | -              | -                | -                | (1 089 251)    |
| <b>Net repricing gap</b> | <b>(1 962 399)</b> | <b>301 845</b> | <b>859 478</b> | <b>1 105 042</b> | <b>(313 180)</b> | <b>(9 214)</b> |

\*Restated- see note 1a & 1b

### 30.5 Sensitivity analysis

In managing interest rate risk, the Bank aims to reduce the impact of short-term fluctuations on its earnings. Over the longer term however, permanent changes in interest rates would have an impact on earnings. It is estimated that as at 31 December 2020, a general increase of 1% in the interest rate would increase the Bank's monthly profit by R2 798 500 (2019: R2 228 000) and a general decrease of 1% in the interest rate would decrease the Bank's monthly profit by R2 798 500 (2019: R2 228 000).

The sensitivity analysis assumes that all variables including capital amounts remain constant.

### 30.6 Foreign exchange risk management

The Bank's risk management policies do not allow holding of significant foreign currency positions. ALCO is the monitoring body for compliance with this policy and is assisted by Central Treasury in its day-to-day monitoring activities.

The Bank did not have any significant foreign currency exposure at 31 December 2020.

### 30.7 Financial assets and liabilities

|   | Fair Value<br>through Profit<br>and Loss | Amortised<br>Costs | Total<br>carrying<br>amount |
|---|--|--------------------|-----------------------------|
| <b>31 December 2020</b>                         | <b>R</b>                                 | <b>R</b>           | <b>R</b>                    |
| <b>Financial assets</b>                         |  |                    |                             |
| Cash and short-term funds                       | -  | 2 096 097 914      | 2 096 097 914               |
| Investment securities                           | -  | 2 539 801 459      | 2 539 801 459               |
| Derivative assets held for risk management      | 51 192 716                               | -                  | 51 192 716                  |
| Advances  | -  | 2 036 781 652      | 2 036 781 652               |
|   | 51 192 716                               | 6 672 681 025      | 6 723 873 741               |
| <b>Financial liabilities</b>                    |  |                    |                             |
| Deposits and loans from banks                   | -  | (122 019 722)      | (122 019 722)               |
| Deposits from customers                         | -  | (6 061 281 621)    | (6 061 281 621)             |
| Derivative liabilities held for risk management | (50 337 982)                             | -                  | (50 337 982)                |
|   | (50 337 982)                             | (6 183 301 343)    | (6 233 639 325)             |
| <b>31 December 2019 - Restated</b>              | <b>R</b>                                 | <b>R</b>           | <b>R</b>                    |
| <b>Financial assets</b>                         |  |                    |                             |
| Cash and short-term funds                       | -  | 1 971 426 417      | 1 971 426 417               |
| Investment securities                           | -  | 1 945 431 969      | 1 945 431 969               |
| Derivative assets held for risk management      | 20 056 699                               | -                  | 20 056 699                  |
| Advances  | -  | 1 908 941 913      | 1 908 941 913               |
|   | 20 056 699                               | 5 825 800 299      | 5 845 856 998               |
| <b>Financial liabilities</b>                    |  |                    |                             |
| Deposits and loans from banks                   | -  | (106 316 661)      | (106 316 661)               |
| Deposits from customers                         | -  | (5 223 920 303)    | (5 223 920 303)             |
| Derivative liabilities held for risk management | (19 357 525)                             | -                  | (19 357 525)                |
|   | (19 357 525)                             | (5 330 236 964)    | (5 349 594 489)             |

- The fair value of non-trading derivatives is classed as a level 2 financial instrument in terms of the hierarchy requirements per IFRS 13.
- The fair value of advances and deposits cannot be reliably measured as they are unquoted.
- Effective interest rates on investment securities vary between 3.2% and 7.2%

\*Restated- see note 1a.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

## 31. RETIREMENT BENEFIT COSTS

All full-time permanent employees are members of the Old Mutual Retirement Fund, which is a defined contribution fund, and is governed by the Pension Funds Act of 1956. Membership to a defined contribution fund has been compulsory since the incorporation of the Bank in November 1995.

## 32. RELATED PARTIES

### 32.1 Identity of related parties

- The holding company of the Bank - Habib Bank AG Zurich
- Fellow subsidiaries - Habib Bank Zurich Plc, Habib Metropolitan Bank Ltd, Habib Canadian Bank, HBZ Services FZ LLC and Habib Bank Zurich (Hong Kong) Ltd.
- The directors are listed in note 23.
- Key Management Personnel include every person that exercises general executive control over and management of the whole, or a significant portion, of the business and activities of the Bank; or regularly participates to a material degree in the exercise of general executive control over and management of the whole, or a significant portion, of the business and activities of the Bank.
- The Bank has not identified any Key Management Personnel who are not Prescribed Officers or Directors.

|   | 2020       | 2019       |
|---|------------|------------|
|   | R          | R          |
| <b>32.2 Material related party transactions</b>                     |            |            |
| <b>Material transactions with the holding company and Directors</b> |            |            |
| Dividends paid to the holding company - see note 25                 | 45 000 000 | 40 000 000 |
| Fees for services rendered  | 48 156 500 | 39 881 413 |
| Directors' remuneration - see note 23                               | 5 745 358  | 7 018 941  |
| Loans to directors and prescribed officers (balance outstanding)    | 351 851    | 526 996    |
| - C dt Harvey   | -          | 78 056     |
| - F Anwar   | 351 851    | 448 940    |
| Interest earned on directors and prescribed officers loans          | 23 846     | 14 215     |
| - C dt Harvey   | 1 288      | 9 315      |
| - F Anwar   | 22 558     | 4 900      |

The loans to directors are fully secured, with fixed terms of repayment and are included as part of total advances in note 6.

|   | 2020<br>R         | 2019<br>R          |
|---|-------------------|--------------------|
| Material transactions with the Habib Group      |                   |                    |
| Receivables due from Group companies:           |                   |                    |
| - Habib Bank AG Zurich, Zurich                  | 30 947 892        | 116 500 311        |
| - Habib Bank AG Zurich, United Kingdom          | 6 427 514         | 6 088 716          |
| - Habib Bank Zurich (Hong Kong) Ltd., Hong Kong | 5 157             | 4 672              |
| - Habib Canadian Bank, Canada                   | 45 017            | 20 375             |
| - Habib Metropolitan Bank, Pakistan             | 314 830           | 374 703            |
|   | <u>37 740 410</u> | <u>122 988 777</u> |

These receivables all relate to short-term receivables with no fixed terms of repayment and are included as part of total cash and short term funds in note 2.

|  |                    |                    |
|--|--------------------|--------------------|
| Payables due to Group companies:             |                    |                    |
| - Habib Bank AG Zurich, Zurich               | 1 574 855          | 626 923            |
| - Habib Bank Zurich Plc, United Kingdom      | 114 090 559        | 92 725 106         |
| - Habib Bank AG Zurich, Nairobi (branch)     | 52 759             | 52 138             |
| - Habib Bank AG Zurich, Deira Dubai (branch) | 6 253 343          | 12 518 751         |
|  | <u>121 971 516</u> | <u>105 922 918</u> |

These balances relate to short-term payables with no fixed terms of repayment and are included as part of total deposits and other accounts in note 15. The time accounts attract an interest charge linked to the overnight libor rate and the nostro accounts attract an interest charge based on the daily call rate.

The highest outstanding balance for these payables during the financial year were:

|  |             |            |
|--|-------------|------------|
| - Habib Bank AG Zurich, Zurich               | 52 326 481  | 20 162 282 |
| - Habib Bank Zurich Plc, United Kingdom      | 119 900 000 | 61 300 000 |
| - Habib Bank AG Zurich, Nairobi (branch)     | 368 866     | 300 000    |
| - Habib Bank AG Zurich, Deira Dubai (branch) | 19 967 637  | 44 000 000 |

Interest and related transaction charges paid to Group companies:

|  |                  |                  |
|--|------------------|------------------|
| - Habib Bank AG Zurich, Zurich               | -                | -                |
| - Habib Bank Zurich Plc, United Kingdom      | 5 310 639        | 5 366 839        |
| - Habib Bank AG Zurich, Deira Dubai (branch) | 135 692          | 745 657          |
|  | <u>5 446 331</u> | <u>6 112 496</u> |

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

For the year ended 31 December 2020

## 32. CAPITAL RISK

Capital risk is the risk that the Bank has insufficient capital resources to meet the minimum regulatory requirements and to support its growth and strategic objectives.

The Bank's statutory regulator is the Prudential Authority of the South African Reserve Bank which sets the capital requirements for the Bank.

### Capital Risk Management

As with liquidity and market risks ALCO is responsible for ensuring the effective management of capital risk throughout the Bank. Specific levels of authority and responsibility in relation to capital risk management has been assigned to the appropriate committees.

Capital risk is measured and monitored using limits set in relation to capital (Common Equity Tier 1 (CET1); Tier 1; and Total Capital) and leverage, all of which are calculated in accordance with relevant regulatory requirements.

The Bank's regulatory capital consists of the sum of the following elements:

- Common Equity Tier 1 (CET1) capital which includes ordinary share capital, related share premium, retained earnings, reserves, intangible assets and other regulatory adjustments relating to items that are included in equity but are treated differently for capital adequacy purposes.
- Tier 2 capital, which includes stage 1 and stage 2 ECLs.

|   | 2020<br>R '000   | *Restated 2019<br>R '000 |
|---|------------------|--------------------------|
| Credit risk exposure  | 2 788 474        | 2 488 195                |
| Counterparty credit risk exposure                             | 67 013           | 28 875                   |
| Operational risk exposure                                     | 524 379          | 484 465                  |
| Market risk exposure  | 5 804            | 7 674                    |
| Other risk exposure   | 89 241           | 57 936                   |
| Risk weighted exposure in relation to deferred tax assets     | 29 784           | 20 681                   |
| Aggregate risk weighted exposure                              | <u>3 504 695</u> | <u>3 087 826</u>         |
| <b>Regulatory capital requirement - 10.75% (2019: 11.75%)</b> | 376 755          | 362 820                  |
| <b>Qualifying capital and reserve funds</b>                   |                  |                          |
| <b>Tier I</b>   |                  |                          |
| Ordinary share capital  | 10 000           | 10 000                   |
| Share premium   | 40 000           | 40 000                   |
| General reserve   | 448 617          | 366 617                  |
| Less: Prescribed deductions against capital and reserve funds | (700)            | (1 137)                  |
| Total Tier 1 Capital  | <u>497 917</u>   | <u>415 480</u>           |
| <b>Tier II</b>  |                  |                          |
| General allowance for ECL                                     | 26 693           | 17 696                   |
| Total qualifying capital and reserve funds                    | <u>524 610</u>   | <u>433 176</u>           |

|  | 2020<br>R '000 | *Restated 2019<br>R '000 |
|--|----------------|--------------------------|
| Capital Adequacy Ratio   |                |                          |
| Qualifying capital and reserve funds as a percentage of aggregate risk weighted exposure | 15,0%          | 14,0%                    |

The Bank's capital plans are developed with the objective of maintaining capital that is adequate in quantity and quality to support the Bank's risk profile, regulatory and business needs. As a result, the Bank holds a diversified capital base that provides strong loss absorbing capacity and optimised returns. Capital forecasts are continually monitored against relevant internal target capital ratios to ensure they remain appropriate.

\*Restated- see note 1a.

### 34. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

The Bank measures fair values in accordance with IFRS 13, which defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Bank also uses a fair value hierarchy that categorises into three levels the inputs to valuation techniques used to measure fair value, which gives highest priority to quoted prices.

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date. Assets and liabilities are classified as Level 1 if their value is observable in an active market.
- Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. A Level 2 input must be observable for substantially the full term of the instrument. Level 2 inputs include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, such as interest rates and yield curves observable at commonly quoted intervals, implied volatilities; and credit spreads. Assets and liabilities classified as Level 2 have been valued using models whose inputs are observable in an active market.
- Level 3 inputs are unobservable inputs. Assets and liabilities are classified as Level 3 if their valuation incorporates significant inputs that are not based on observable market data.

Where possible, fair value is determined by reference to a quoted market price for the instrument valued. The Bank holds financial assets and liabilities for which quoted prices are not available, such as over the counter (OTC) derivatives. For these financial instruments the Bank uses valuation techniques to estimate fair value. The valuation techniques used include discounted cash flow models, comparison with similar instruments for which observable market prices exist, and other valuation models. These valuation techniques use as their basis independently sourced market parameters, such as interest rate yield curves, and currency rates.

The Bank uses generally accepted valuation models to determine the fair value of simple and liquid financial instruments, that use only observable market data and involve minimum judgement. The use of observable market prices and model inputs, when available, reduces the need for management judgement and estimation, as well as the uncertainty related with the estimated fair value. The availability of observable market prices and inputs varies depending on the products and markets and is prone to changes based on general conditions and specific events in the financial markets.

## NOTES TO THE FINANCIAL STATEMENTS CONTINUED...

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For the year ended 31 December 2020

The Bank holds complex financial instruments, such as structured OTC derivatives, not quoted in active markets. The fair value of these instruments is determined using internally generated valuation models, which are developed from generally accepted valuation models. The majority of the significant inputs into these models may not be observable in the market, and may be derived from market prices or rates or estimated based on assumptions. The selection of the appropriate valuation model, as well as the determination of key inputs used such as the expected future cash flows on the financial instrument, the probability of counterparty default and the appropriate discount rate to be used, require management judgement and estimation.

Some of the Bank's financial assets and financial liabilities are measured at fair value at the end of each reporting period- refer to Note 30.7.

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### 35. GOING CONCERN

The Bank assessed the appropriateness of the going concern assumption in the preparation of these financial statements. This assessment included the impact of the risks resulting from the ongoing pandemic as well as the financial forecasts for the year ahead.

Based on the above assessment, the Directors have no reason to believe that the Bank will not be a going concern in the reporting period ahead. Therefore, these financial statements are prepared on a going concern basis.

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### 36. EVENTS AFTER THE REPORTING PERIOD

#### Dividend and capital appropriation

On 7 April 2021 the Board declared a dividend of R50 million, which includes dividends withholding tax of R2.5 million (2020: R45 million including dividends withholding tax of R2.25 million).

The Directors are not aware of any adjusting events (as defined per IAS 10 Events After The Reporting Period) after the reporting date of 31 December 2020 and the date of authorisation of these financial statements.



## INTERNATIONAL NETWORK SUMMARY



|                         |                         |                       |
|-------------------------|-------------------------|-----------------------|
| 1. UNITED ARAB EMIRATES | Habib Bank AG Zurich    | 8 Branches            |
| 2. UNITED KINGDOM       | Habib Bank AG Zurich    | 8 Branches            |
| 3. KENYA                | Habib Bank AG Zurich    | 4 Branches            |
| 4. SWITZERLAND          | Habib Bank AG Zurich    | 1 Branch              |
| 5. PAKISTAN             | Habib Metropolitan Bank | 398 Branches          |
| 6. SOUTH AFRICA         | HBZ Bank Ltd            | 10 Branches           |
| 7. CANADA               | Habib Canadian Bank     | 3 Branches            |
| 8. HONG KONG            | HBZ Finance Ltd         | 5 Branches            |
| 9. BANGLADESH           | Habib Bank AG Zurich    | Representative Office |

# LIST OF SERVICES

With the benefit of decades of experience in understanding and satisfying the varied financial needs of customers spread across the globe, the Group has developed a wide spectrum of quality products and services throughout its global network of branches, subsidiaries and affiliates.

## THE RANGE OF SERVICES PRESENTLY AVAILABLE IN SOUTH AFRICA INCLUDE:

- Savings Accounts
- Current Accounts
- Debit Cards
- Term Deposit Accounts
- Overdrafts
- Commercial Loans
- Bill Discounting
- Letters of Guarantee
- Foreign Exchange
- Foreign Drafts
- Import and Export Letter of Credit
- Documentary Collections
- Trade Finance
- Travellers Cheques
- Internet Banking
- Islamic Financing
  - Murabaha
  - Diminishing Musharakah
  - Letters of Guarantee
- Islamic Deposits
  - Current accounts with Chequing Facilities
  - Profit and Loss Sharing Accounts
  - Islamic Certificates of Deposit
- Islamic Forward Exchange Contracts

## OTHER SERVICES AVAILABLE THROUGH THE GLOBAL NETWORK INCLUDE:

### Personal and Private Banking Services:

- International Portfolio Management
- Financial Advisory Management
- Trustee Services
- Credit Cards
- Travellers Cheques
- Safe Deposit Lockers and Custodial Services

### Corporate Banking Services:

- Overdrafts
- Commercial Loans
- Trade Finance
- Import and Export Letter of Credit
- Bills Discounting
- Global Remittances
- Bullion and Silver Dealing
- Dealings in Securities, Bonds and Stocks
- Treasury Services

