

# **CYNERGY CAPITAL LTD**

Annual Report for the year ended 31 December 2020



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## **Definitions**

|                |  |
|----------------|--|
| The "Company"  | Cynergy Capital Ltd                              |
| "Bank Company" | Cynergy Bank Limited                             |
| The "Group"    | Cynergy Capital Ltd and its controlled entities  |
| The "Bank"     | Cynergy Bank Limited and its controlled entities |
| "BOC CY"       | Bank of Cyprus Public Company Limited            |
| "BOC UK"       | Bank of Cyprus UK Limited                        |
| "FCA"          | Financial Conduct Authority                      |
| "FSCS"         | Financial Services Compensation Scheme           |
| "IAS"          | International Accounting Standards               |
| "IASB"         | International Accounting Standards Board         |
| "IFRS"         | International Financial Reporting Standards      |
| "PRA"          | Prudential Regulation Authority                  |

## **Corporate information**

### ***Directors – the Company***

Pradip Dhamecha, OBE - Executive Director  
Balbinder Sohal - Executive Director

### ***Principal Banker***

HSBC Bank plc  
26 Broad St  
Reading  
Berkshire RG1 2BU

### ***Independent auditors***

PricewaterhouseCoopers LLP  
7 More London Riverside  
London SE1 2RT

### ***Registered office***

97 Park Lane Mayfair, London, United Kingdom, W1K 7TG

Registered in England and Wales under company number 11368222

## Strategic Report

### Business review

The Company was incorporated in the United Kingdom under the Companies Act 2006 on 17 May 2018 with its principal activity being that of a holding company.

On 23 November 2018, the Company completed the purchase of Bank of Cyprus UK Limited from Bank of Cyprus Public Company Limited following the receipt of regulatory approvals from the Prudential Regulation Authority and European Central Bank. The effective date of the sale was 30 September 2018. On 7 December 2018 "Bank of Cyprus UK Limited" rebranded to "Cynergy Bank Limited".

Following the adoption of a new four year strategic plan in 2019 the Bank Company reviewed and updated the plan in December 2020 with an emphasis on building out the human digital banking platform with technology partners and fintechs. 2021 will see the first phase of that project delivered for the benefit of customers.

### Key performance indicators

The key performance indicators for Cynergy Capital Ltd at 31 December 2020 were as follows:

|   | 2020<br>£'m | 2019<br>£'m |
|---|-------------|-------------|
| Comprehensive income after tax for the year | 18.65       | 11.90       |
| Loans and advances to customers             | 2,613.96    | 2,264.40    |
| Equity attributable to shareholders         | 203.70      | 176.10      |

Lending assets at £2.6bn demonstrate 13% growth from £2.3bn, a strong performance in a year of Covid as well as the headwinds of Brexit. Non-performing exposures, defined as loans which are impaired or defaulted, have only marginally increased year on year despite the significant impact of Covid on the economy. The pipeline has recovered to pre-pandemic levels and continues to grow.

### Principal risks and uncertainties

The Board has ultimate responsibility for ensuring that the Group's principal risks are identified and managed, which are driven by the Group's banking activities through the Bank Company. At the Company level the key risk is associated with the investment in the Bank Company, which is therefore also managed through the management of the principal risks at the Bank Company level. The Bank Company operates an Enterprise Risk Management Policy and Corporate Governance Policy, establishing a clear risk framework and governance structure to ensure potential risks to the business model and future performance are identified, managed and monitored on an ongoing basis.

During 2020 the Bank Company has been tackling the headwinds that Covid has presented and focused its efforts on ensuring it is able to continue to meet its obligations as a regulated credit institution and the needs of its clients in these unprecedented times. Therefore, the impact of Covid within the management of the Group's principal risks has been a prominent theme.

| Lending Risk  | The risk to earnings and capital arising from a customer's failure to meet the terms of their lending contract or perform as agreed |
|---|---|
| The management of credit risk underpins lending risk as a principal risk for the Bank Company. The Bank Company closely manages the quality of its book to ensure that the management of lending risk is a top priority.  |   |
| Whilst the propensity for credit risk to crystallise has increased as business models and lending have been placed under continued stress throughout 2020, the Bank Company has seen a modest increase in impairments and arrears across its portfolio. The Bank Company has continued to support customers impacted by the Covid pandemic, ensuring that its approach is applied consistently and appropriately in its interaction with its customers, and the continued government and regulatory support provided to the UK economy has ensured that increased credit risk has remained low throughout the year.   |   |
| Early in the pandemic the Bank Company implemented the 'government moratoria' to support eligible customers and created its own 'specific moratoria' to support those customers that were not eligible for the government scheme. These moratoria or "schemes" had a specific purpose, to support businesses and individuals with short-term liquidity difficulties caused by Covid. This support consisted of payment holidays and the reversion of repayment schemes to an interest only repayment profile for an initial period of 3-6 months, but with the optionality for extending these conditions dependent on government and regulatory advice and the prolonged nature of pandemic. |   |
| Over the course of 2020 the Bank Company provided concessions to 450 customers totalling £540m of balances, equivalent to 20% of the balance sheet and by the end of 2020 this has reduced to only 3% of the balance sheet.   |   |
| The schemes strictly followed the criteria set by the Government and all support was subject to a clearly defined internal governance process.  |   |
| The Bank Company continued to sustain its loan book during 2020 by maintaining effective risk management in line with the Bank Company's appetite and safeguarding the credit quality of its lending decisions. Whilst risk within the global economy has increased, credit impairments remain low, but the Bank Company has recognised the increased risk in the market by reflecting this in its provision charges.   |   |

|  |   |
|--|---|
| The Bank Company successfully became a participant in the Coronavirus Business Interruption Loan Scheme (CBILS) in April 2020 and has used this product to support current and new customers with lending solutions.   |   |
| <b>Strategic Risk</b>  | <b>The risk that the Group fails to achieve its strategic and business objectives through failed or poor business decisions and execution. Strategic risk is a major factor in determining the value of the Group</b> |
| <p>Strategic risk stems from the Group's business strategy and whether the advancement of the strategy is aligned to the risk appetite and the associated risks inherent in the execution of the strategy. It is the role of the Board and the Bank Company Executive Committee (ExCo) to ensure that the execution of the strategy aligns with the risk appetite of the Group.</p> <p>Human Digital Bank: Whilst 2020 delayed the full launch of the Group's strategy, 2021 will provide the platform for the Group to build out its human digital relationship bank. The execution of this strategy will redefine the delivery of service to customers and this will be a pivotal moment in the Group's future, therefore the implementation of the future business model is considered our key strategic risk.</p> <p>Climate Change Risk: The impact of climate change will prompt substantial structural adjustments to the global economy, with the potential to disrupt the financial sector and the Group's business model and operations. Aligned to regulatory expectation, the risk from climate change is to be treated as a 'crosscutting risk' across the Bank Company's risk taxonomy and the impact of this risk is to be applied holistically, but with specific focus on financial risk, reputational impact and the Bank Company's portfolio, notably through lending risk. For this reason, Climate Change Risk occupies a prominent position under strategic risk and the Bank Company's assessment of the impact is to be embedded into the risk taxonomy through 2021.</p>  |   |
| <b>Financial Risk</b>  | <b>The risk that the Group is unable to generate capital arising from sub-optimal business strategy or implementation of strategic plans</b>  |
| <i>Solvency Risk</i>   | <i>The risk that the Group does not hold enough capital to protect its creditors from unexpected losses</i>   |
| <p>The Group remains adequately capitalised both for a stable environment and for the current economic stress. The Capital resources of the Group are formally assessed annually, but are subject to constant review and monitoring through Asset &amp; Liability Committee (ALCO) and Board level oversight. The capital ratios are monitored and managed with reporting on a monthly basis to ALCO.</p> <p>As the impact of Covid became apparent in early 2020, the PRA acted to reduce the minimum capital requirements of lending institutions by releasing capital buffers and by reinforcing and accelerating capital relief in the market. Some of the measures taken have included:</p> <ul style="list-style-type: none"> <li>• Applying a reduction of the CounterCyclical Buffer from 1.00% to 0.00% in March 2020</li> <li>• Increase the Pillar 2B Firm Specific Buffer, ensuring all firms held the same level of CET1 Capital</li> <li>• Reinforced the use of IFRS 9 transitional requirements to ensure that some increases in provisions due to IFRS 9 could to some degree be offset against the impact on CET1</li> </ul> <p>These actions have supported the Group's position and reduced the Group's minimum capital requirements. This places the Group in a strong capital position for YE 2020; providing the Group with the scope to be able to continue to support its customers and the real economy as appropriate.</p> <p>The Group continues to improve the efficient management of capital resources, whilst maintaining capital resources required to support the Group's continued growth in the current market stress.</p> |   |
| <b>Market Risk</b>   | <b>The risk of loss arising from unfavourable movements in market prices</b>  |
| <p>In March 2020 the Bank of England (BOE) cut interest rates to a historic low of 0.1% to support the UK economy through the Covid pandemic. BOE Base Rate (BBR) remained at this level with other reference rates converging on the BBR through 2020. The expectation is that the UK will be in a low rate environment into the medium term, and the possibility of a negative rates has been mooted as being used as a monetary policy to stimulate growth.</p> <p>The low rate environment continues to have an impact on income generation, however the Bank Company has maintained a moderate market risk appetite, and through ALCO oversight, ensured that interest rate risk in the banking book is managed and monitored to prevent instability of earnings and the net present value of the balance sheet. The following indicators are monitored and reported:</p> <ul style="list-style-type: none"> <li>• Earnings at Risk: Sensitivity of earnings to a +/- 100bps change in interest rates over a 12 month period.</li> <li>• Net Present Value: Sensitivity of Economic Value to a +/- 100bps change in interest rates</li> <li>• Net Present Value: Maximum impact of the EBA's multiple shock scenario on Economic Value over a five-year horizon.</li> </ul> <p>Foreign Exchange limits have remained consistent year on year to support the FX requirements of the Bank Company's customers and is hedged where necessary to remain within limits, these are conservative and reviewed on a regular basis to ensure they remain aligned to the Group's business model.</p> <p>The Group does not operate a trading book.</p>              |   |
| <b>Liquidity Risk</b>  | <b>Risk that the Group does not hold sufficient liquid assets to meet its liabilities</b>   |
| The Bank Company primarily operates in the UK retail deposit market and has continued to provide instant access and longer term savings products to the UK retail deposit market. The Liquidity Coverage Ratio (LCR) has continued to be in excess of the regulatory requirements throughout 2020.   |   |

As part of the Bank Company's forward strategy it is considering actions to broaden its options for strategic deposit gathering and assessing suitable solutions for broadening its portfolio of liquid assets. These developments are subject to the Bank Company's governance process and are undergoing a comprehensive risk review and acceptance process prior to implementation according to the Bank Company's Risk Appetite.

The Group always ensures that it has adequate liquid assets to meet its liabilities. For further details on liquidity risk management see note 30.

As part of the UK's withdrawal from the European Union the Bank Company is in the process of exiting all deposits which are linked to EU residents. This has not had a significant impact on liquidity or created any funding constraints on the Bank Company. The Bank Company has been aware to the potential for increased depositor volatility due to the Covid stress, however liquidity has remained stable during 2020 and deposits continue to be attracted to the Bank Company's market leading products offering consistent and stable returns in the current uncertain and low rate environment.

|                         |   |
|-------------------------|---|
| <b>Operational Risk</b> | <b>The risk of loss as a result of inadequate or failed internal processes, people, systems or from external events</b> |
|-------------------------|---|

The Bank Company's processes and standards are established through the Operational Risk management framework and are aligned to the Basel Committee on Banking Supervision requirements for sound risk management.

A risk management information system is maintained for monitoring of all the key risks and incidents across the business. These are reassessed at a minimum on an annual basis, by first-line risk owners with input from relevant stakeholders.

During 2020 the impact of Covid was unprecedented in the speed it occurred and the scale of the impact at a national and international level. This represented significant challenges to the financial industry particularly in respect of operating the Bank Company on a remote basis.

As with most companies, the Bank Company initiated its Business Continuity Plan (BCP), which enabled the majority of employees to continue to work from home for the duration of the pandemic. The Bank Company's infrastructure has proven to be resilient and the Bank Company has continued to operate in line with the guidelines set by regulators and central government. The Bank Company continues to provide all critical services to its customers and has minimised disruption to its day to day activities. The following operation risk themes have been high on the agenda through 2020:

**Information Security and Cyber Risk:** The Bank Company is subject to the ongoing risk of actual or attempted security breaches by increasingly sophisticated actors. The Bank Company has invested in its information security controls to ensure that detection and anti-penetration measures remain robust in preventing and mitigating the impact of a security breach of the IT network, while staff members are provided with regular training and information relating to information security.

**People Risk:** The pandemic continues to be a risk to the Bank Company's Operational resilience and especially employees. The Bank Company has been successfully working remotely for the duration of the pandemic and has implemented a two tier process for ensuring those who are considered as 'core' (who attend the office as required to maintain operational capability) and 'secondary' (who can work effectively from home and will only attend the office if required) can do so safely, with all necessary precautions taken. All business continuity plans have been reviewed and monitored. Minimum staff levels are also monitored, while cross coverage has been established.

|                     |   |
|---------------------|---|
| <b>Conduct Risk</b> | <b>The risk that any action by the Group or an individual that leads to customer detriment, has an adverse effect on market stability or effective market competition</b> |
|---------------------|---|

The Bank Company has introduced a number of policies and frameworks to ensure that conduct risk is managed as a core component of the strategic plans. Conduct risks and controls are reviewed on a monthly basis by business units and management information from first line risk owners is presented to the Executive Risk Committee on a monthly basis for challenge and review by senior management. The embedding of the Conduct Risk framework during 2020 included enhancements in monitoring and a thorough review of the Bank Company's complaints handling and identification of vulnerable customers to ensure the Bank Company continues to provide services that deliver fair customer outcomes. A Products and Services Committee was introduced to the Bank Company's governance structure during 2020 to deliver clear oversight of fair customer outcomes and regulatory compliance associated with implementation, changes and ongoing review of products. With the cessation of LIBOR by the end of 2021 the Bank Company has been monitoring market development since 2019 and has established plans to replace the suite of LIBOR referenced lending products and transition the legacy GBP LIBOR referenced portfolio, throughout 2021, to an alternative reference rate appropriate for our customers. Further, conduct risk has been heightened due to Covid and the Bank Company has been focused on this (see note 30 'Response to Covid' and 'Supporting our Customers').

### Risk Appetite Statement

The Bank Company will act in accordance with the Bank Company's approved risk appetite to achieve its strategic goals in the pursuit of its vision "to empower entrepreneurs and business owners to achieve their dreams". To realise this, the Bank Company targets sustainable growth through diversified lending activities, promoting a culture of responsible banking which cultivates long-term customer relationships.

The Bank Company employs sound and prudent risk management throughout its operations to ensure that it maintains and controls a moderate appetite for lending risk, and supports this with strong financial fundamentals which are capable of delivering its medium to long-term objectives in both periods of stability and economic stress.

## Risk Appetite Framework

The Risk Appetite Framework (RAF) is the over-arching framework which defines the types and quantum of risk that the Board of Directors of the Bank Company, choose to accept in pursuit of the Bank Company's strategy. It supports the Bank Company to fulfil its regulatory requirements, both under business as usual and stressed conditions, and outlines the risk appetite principles and limits framework.

This Risk Appetite considers the Bank Company's risk capacity, its financial position, the strength of its core earnings and the resilience of its reputation and brand. This can be expressed both with qualitative statements describing the risks undertaken and the rationale behind it, as well as using various quantitative techniques. The main aims are to ensure that:

- Business activity is guided, controlled and aligned to this risk appetite statement;
- The limits and thresholds in the Risk Appetite Statement (RAS) dovetail with the Recovery Plan measures (MI and Monitoring, Maximum Risk Appetite (MRA) and Maximum Risk Capacity (MRC)) such that specific business actions necessary to mitigate risk are identified early and acted upon in a timely manner; and
- Key assumptions underpinning the risk appetite are continuously monitored and adjusted accordingly.

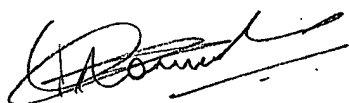
The RAF is reviewed at least annually and, additionally, when there are material changes to the Bank Company's Strategic Plan or identified in its operating environment.

The Bank Company manages a number of key risks and emerging risks as part of its bank-wide oversight and governance process, generally these risks have not yet crystallised and are being managed on a forward-looking basis to ensure that, insofar as possible, they can be mitigated. The Bank Company's pro-active approach to risk and risk management is a key factor in maintaining its risk appetite and the quality of the balance sheet.

| Risk   | Assessment   | Approach  |
|--|--|---|
| Impact of Covid on the UK economy              | <p>The continuing challenging economic climate within the UK and globally has resulted in increased uncertainty on the performance of certain segments of the Bank Company's property portfolio and this uncertainty is expected to remain at an elevated level through 2021. In particular the threat of increasing levels of unemployment, and general economic uncertainty imposes significant credit and operational challenges.</p> <p>The Government and the UK regulatory bodies (FCA, PRA, BoE) provided supporting measures and guidance to ensure that the economy was supported:</p> <ul style="list-style-type: none"> <li>• Guidance was issued by the FCA setting the market standards for granting Covid related payment deferrals</li> <li>• The PRA clarified that the customers utilising payment deferrals would not necessarily indicate a significant increase in credit risk or impairment and issued guidance to this effect</li> <li>• The UK Government introduced CBIL Scheme enabling banks to provide customers with up to £5m of lending to SMEs with a turnover under £45m</li> <li>• The BoE reduced the UK countercyclical buffer (CCyB) to 0% for UK banks to support lending and relieve pressure on regulatory capital</li> </ul> <p>These measures continue to protect the market in the short-term, however, the loosening of this support could cause a swift contraction in market confidence. This, together with limited consumer spending could result in a consequent downward impact on the commercial real estate portfolio and SMEs.</p> | <p>The Bank Company acted swiftly at the onset of the pandemic and put in place extensive measures to support its customers through these difficult times and ensure that the Bank Company was positioned to continue to lend safely against an uncertain backdrop.</p> <p>Underwriting guidelines and requirements were enhanced to support lending through the pandemic aligned to the guidance provided on temporary support. The Bank Company also became a member of the CBILS initiative and has been supporting current customers and new to Bank Company customers with this offering.</p> <p>The Bank Company established a new Restructuring, Recoveries and Arrears management team ("Restructuring"). The team was formed in response to the worsening economic environment brought on by the Covid pandemic. The team also assumed responsibility for the Bank Company's Recoveries team. The team set up the Bank Company's end to end response to payment holiday requests, across unregulated and regulated lending, including establishing the requisite committees required to sanction and oversee these requests.</p> |
| Impact of Covid on Operational Resilience Risk | <p>The pandemic continues to be a risk to the Bank Company's Operational resilience, employees and execution process &amp; delivery of services.</p>   | <p>The Bank Company has been successfully working remotely for the duration of the pandemic and has implemented a two tier process for ensuring those who are considered as 'core' (who attend the office as required to maintain operational capability) and 'secondary' (who can work effectively from home and will only attend the office if required) can do so safely, with all necessary precautions taken. Customers continue to be serviced and the Bank Company operates a robust platform with</p>   |

|  |   |   |
|--|---|---|
|  |   | the ability to detect, prevent, respond or recover from operational disruptions and shocks effectively. It is also prepared for any further UK Monetary or Fiscal policy changes which will require implementation (i.e. zero or negative rates as set out in the Dear CEO letter from the Bank of England and the Prudential Regulation Authority (PRA).   |
| Transition from LIBOR to an alternative reference rate | <p>The interest rate benchmark LIBOR is expected to cease after end-2021. The transition from LIBOR to an alternative reference rate is expected to be completed by the market before this date.</p> <p>The industry has made good progress on this so far, however, there continues to be challenges in relation to finalising the transition to SONIA as a reference rate.</p>  | <p>The Bank Company continues its LIBOR transition plan and is on track to complete this by the end of 2021.</p> <p>All new loans are now only written against alternative reference rates and the back-book migration phase of the project is underway.</p>  |
| Risks presented by Climate Change                      | <p>Climate change and how society will respond to it, presents financial risks which impact the Bank Company's objectives. Climate change has moved up the regulatory agenda over the last few years and it will be in the spotlight over the coming period. The risks arise through two primary channels: the physical effects of climate change (floods, increase in temperature etc), and the impact of changes associated with the transition to a lower carbon economy (i.e. increased energy efficient standards on buy to let properties).</p> | <p>The Board expects the impact of climate change will prompt substantial structural adjustments to the global economy, with the potential to disrupt the financial sector and the Group's business model and operations.</p> <p>The risk from climate change is to be treated as a 'cross-cutting risk' across the Bank Company's risk taxonomy and an assessment of the impact of this risk to be applied holistically, but with specific focus on financial risk, reputational impact and the Bank Company's portfolio, notably lending risk.</p> <p>The Bank Company is developing its approach to managing the risks presented by climate change and will complete this in 2021. This consists of a risk assessment of the impact of Climate Change on the Group through to the development of stress testing scenarios and how these could impact on the Bank Company, its business model and its portfolio especially the impact on Credit risk and provisions.</p> <p>The Bank Company is ensuring that any approach adopted is closely aligned to the Government's own actions and milestones in addressing broader market considerations, for example energy efficiency and emissions reduction.</p> <p>The Bank Company is already a carbon neutral organisation and will continue to build on this over the coming years.</p> |
| The UK's exit from the European Union (Brexit)         | <p>After months of negotiations, the UK and European Union agreed a deal that will define their future relationship before the 31.12.2020 deadline. The deal contains new rules for how the UK and EU will live, work and trade together.</p>   | <p>The Bank Company has been closely managing this risk throughout the UK-EU negotiations and has held a dedicated 'Brexit Forum' to ensure that the impact of the exit is formally assessed and managed within the Group, including the preparation for 2nd and 3rd order impact of business and supplier relationships.</p>   |

By order of the Board



**Pradip Dhamecha**  
Director



## Directors' report

The Directors present their report and the audited consolidated financial statements for the year ended 31 December 2020.

### Subsidiaries

Cynergy Capital Ltd is the immediate owner of 100% of the shares of Cynergy Bank Limited. Cynergy Bank Limited is the immediate owner of 100% of the £100 ordinary shares of a UK company, Cynergy Connect Technologies Ltd, incorporated on 30 July 2020 in England and Wales, company number 12779777, registered office 27-31 Charlotte Street, London, W1T 1RP. The company is not yet operating.

On 3 November 2020, the subsidiary Bank of Cyprus Financial Services Limited (BOCFS), a previously appointed representative of Legal & General Partnership Services Limited was dissolved.

### Principal activities

The principal activity of the Company is that of a financial holding company. The principal activity of the Group, through its direct subsidiary, Cynergy Bank Limited is business and personal banking.

### Financial results

The results of the Group for the year ended 31 December 2020 are set out in the income statement and statement of comprehensive income on page 15. The Directors endorse the information and views set out in the Chairman's statement and Chief Executive Officer's review and strategic report in the Bank Company's Annual Report & Accounts 2020, published on the Bank Company's website [www.cynergybank.co.uk](http://www.cynergybank.co.uk).

### Going concern

The assessment of the Bank Company represents the key driver for the Group going concern conclusion. In preparing the Going Concern statement, we took into account all information of which we were aware about the future, which was at least, but not limited to, 12 months from the date that the financial statements were signed. Consideration was given to the following: capital requirements, liquidity, profitability, business continuity and reliance on outsourced suppliers, the continuing impact of Covid and the legacy customer remediation provision. The Directors are satisfied that the Group is able to meet its working capital liabilities through the normal cyclical nature of receipts and payments.

The Directors are satisfied that the capital and liquidity positions of the Group and Company more than meet regulatory requirements and are adequate for the foreseeable future.

A statement of responsibilities of the Directors in relation to the financial statements is shown on page 10.

### Capital

The Group has complied in full with all its externally imposed capital requirements over the period reported.

### Liquidity

The Group manages liquidity with an internal methodology which fully meets the regulatory Liquidity Coverage Ratio (LCR) measure. During 2020 the Group fully met all its regulatory liquidity requirements including the LCR and Net Stable Funding Ratio (NSFR).

### Dividends

The Company did not pay a dividend in 2020 (2019: £28,167).

### Future developments

Following the adoption of a new four year strategic plan in 2019 the Bank Company reviewed and updated the plan in November 2020 with an emphasis on building out the human digital banking platform with technology partners and fintechs. 2021 will see the first phase of that project delivered for the benefit of customers.

### Events after the reporting period

There are no events after the reporting period that require disclosure in these financial statements.

### Financial instruments

The Company does not use any financial instruments.

The Bank Company, where appropriate, uses interest rate swaps to hedge against interest rate risk and foreign exchange contracts to hedge against foreign exchange rate risk. Derivatives are used for hedging purposes only, not for trading or taking speculative positions. Details of financial instruments are provided in note 16 of the financial statements.

### Human resources

The Group employed an average of 235 permanent employees during 2020. (2019: 246). During the year, the Group invested £55,590 (2019: £187,477) in staff development.

### Board of Directors

Full details of the Board of Directors are shown on page 2.

## Directors and their interests

According to the register of directors' shareholdings, none of the directors holding office at the end of the financial year had any interest in the share capital or debentures of the Company or related corporations, except as follows:

|                 |                                      | <i>Holdings registered in name of director</i> | <i>Holdings in which a director is deemed to have an interest*</i> |
|-----------------|--------------------------------------|--|--|
|                 | <b>Class of shares – The Company</b> | <b>At 31 December 2020</b>                     | <b>At 31 December 2020</b>   |
| Pradip Dhamecha | Ordinary A shares of £1 each         | 31,660,001                                     | -  |
| Pradip Dhamecha | Ordinary B shares of £1 each         | -  | 31,660,001   |
| Balbinder Sohal | Ordinary B shares of £1 each         | -  | 31,660,001   |

Pradip Dhamecha and Balbinder Sohal are directors in the Company.

\* Shares held in Cynergy Capital Ltd, registered in the name of a legal entity in which the directors have an interest.

No other Director had any beneficial interest in the share capital of the Company at any time during the year.

## Disclosure of information to the auditors

So far as each person who was a Director at the date of this report is aware, there is no relevant audit information, being information needed by the auditors in connection with preparing its report, of which the auditors are unaware. Having made enquiries of fellow Directors and the Group's auditors, each Director has taken all the steps that they are obliged to take as a Director in order to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

## Independent Auditors

PricewaterhouseCoopers LLP continue as auditors of the Group. The Group consists of private limited companies and under the Companies Act 2006 are not required to appoint auditors annually.

## Charitable donations

During 2020 the Group made charitable donations totalling £8,957 (2019: £6,533).

## Political donations

During the year under review the Group did not make any political donations (2019: £nil).

## Third party indemnity provisions for the benefit of Directors

The Group has taken out Directors' and Officers' liability insurance. This has been in force for the duration of the year and continues to be in place at the point of signing these financial statements.

By Order of the Board



**Pradip Dhamecha**  
Director

## Statement of Directors' responsibilities in respect of the financial statements

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulation.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the group and the company financial statements in accordance with international accounting standards in conformity with the requirements of the Companies Act 2006.

Under company law, directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the group and company and of the profit or loss of the group and company for that period. In preparing the financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- state whether applicable international accounting standards in conformity with the requirements of the Companies Act 2006 have been followed, subject to any material departures disclosed and explained in the financial statements;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group and company will continue in business.

The directors are also responsible for safeguarding the assets of the group and company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the group's and company's transactions and disclose with reasonable accuracy at any time the financial position of the group and company and enable them to ensure that the financial statements comply with the Companies Act 2006.

### Directors' confirmations

In the case of each director in office at the date the directors' report is approved:

- so far as the director is aware, there is no relevant audit information of which the group's and company's auditors are unaware; and
- they have taken all the steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the group's and company's auditors are aware of that information.

## Section 172 statement

What is Section 172(1) and why are we reporting on it?

The Companies Act 2006 S172(1) requires Directors to act in the way they consider, in good faith, would be most likely to promote the success of the company for the benefit of its members as a whole, and in doing so have regard to:

- the likely consequences of any decision in the long term;
- the interests of the company's employees;
- the need to foster the company's business relationships with suppliers, customers and others;
- the impact of the company's operations on the community and the environment;
- the desirability of the company maintaining a reputation for high standards of business conduct; and
- the need to act fairly as between members of the company.

As part of their induction, all new Directors are briefed on the activities of the Group and their duties and responsibilities as a director.

This section sets out how the Directors take these requirements into account in taking their decisions.

The Group's governance framework (as set out on pages 52-53) governs the conduct of the Board and the Executive team and is vital to the success of the Group.

When making decisions the Board always looks at any impacts on stakeholders. This is not always easy and sometimes requires a degree of balancing between the competing interests of different stakeholders whilst looking to try and treat everyone as fairly as possible. Below we set out some examples of this has been achieved with our stakeholders in the last year:

### Staff

The Board regards staff welfare as paramount especially during the current crisis. The majority of staff moved to working from home within a few days of the initial lockdown whilst those who were required to attend the office were provided with a safe and Covid secure working environment. The Board oversaw the Group's response to the crisis, meeting frequently throughout the pandemic, and as often as weekly at the start of the pandemic. A staff survey was undertaken in June to gauge how colleagues viewed the Group's response to the crisis, with 90% believing that the Group has responded well to the crisis, 87% felt personally well supported during the crisis. An independently run staff engagement survey was then undertaken at the end of the year with an 87% response rate with 86% of staff believing they are treated fairly, regardless of their gender, ethnicity, or personal circumstances.

The Bank Company Board Remuneration Nomination and Corporate Governance Committee (RNCGC) reviews staff engagement and related matters on a regular basis and the Bank Company CEO holds a fortnightly video briefing session for all staff where colleagues are encouraged to ask questions either directly or anonymously via designated question askers. Where relevant these sessions are attended by specific Board members such as the Chairman or the Senior Independent Director.

During the year the Group has created a Committee made up of staff members and chaired by a Senior Executive of the Bank Company to look at Diversity and Inclusion which is reporting regularly to the RNCGC.

## **Customers**

The Board continues to support the Executive team to develop a customer centric Group. This is something that everyone in the Group regards as a key differentiator, recognising the great benefit to customers. Cynergy Bank Limited was an early accredited member of the CBIL Scheme which enabled 58 loans to be made to customers who needed support during the year. In addition, the Group also provided a number of payment holidays to customers to help them over the pandemic.

Customers are also central to the Group's product development with regular customer focus group sessions being held to test possible new products and customers' understanding of products. 2020 also saw a very exciting development for customers with the Group teaming up with Google and Wipro, both giants in technology, to deliver the first human digital Bank Cynergy Connect Technologies Ltd. Customers will be able to interact with the Group through their phones and tablets but still retaining the ability to have their own dedicated relationship manager. We believe this will give our customers the best of both worlds and increase customer choice.

We pride ourselves on having a market leading customer service. The Group had issues with the secure authenticator solution mid-way through 2020, which did not provide the optimal customer experience and drove down the 2020 NPS score to +30 which was lower than in previous years. The Executive team took swift action to rectify the source of the issues which included the implementation of a new customer service model, a new method of secure authentication and the signing of a strategic partnership to supplement our inhouse telephony. The Board hopes that these initiatives, in combination with its investment in Cynergy Connect Technologies Ltd, will mean that customers will be able to talk to knowledgeable staff on a 7 day a week basis as well as accessing state of the art technology for all of their banking needs.

## **Suppliers**

Our suppliers are essential to the smooth running of the Group and maintaining good relationships is a key part of that process. We recognise that this year has potentially been difficult for some of our suppliers, we are committed to making our supplier payments in accordance with payment terms. Regular relationship meetings are held with all major suppliers where performance against key performance indicators are discussed as are any operational issues or improvements. The procurement team provide regular reports to both the Executive Risk Committee and the Board Risk Committee on any issues in relation to the supply chain. Matters such as compliance with the Modern Slavery Act and Anti-Bribery legislation form part of the Group's due diligence process when selecting suppliers and continue as part of the review cycle after the contract is signed.

## **Environment**

As a Group, we acknowledge that climate change poses a material financial risk to the global financial system and we are committed to playing our part in minimising these risks by taking strategic action now. To that end the Board approved a roadmap to achieve the Group's objectives within the organisation by the end of 2021. A working group has been set up and the Chief Operations Officer (succeeded by the Chief Risk Officer) of the Bank Company has been designated as the accountable Executive under the Senior Managers Regime.

Progress made to date includes:

- The Group gained its Carbon Neutral Plus certification in May 2020 with the benefit of offset;
- As part of our environment commitment agreed with Board in November 2018, we met our December 2020 target of 'Zero waste to landfill';
- At present we are on track to reduce paper usage by 77% - well ahead of our 50% reduction target; and
- We have been achieved ISO 14001 accreditation.

The Group is also taking steps to become a carbon neutral organisation by 2025, whilst also significantly reducing paper usage, improving recycling and cutting energy use.

## **Communities**

As an organisation we were acutely aware in 2020 of the impact on people of the pandemic. During the year we tried to do our part to help those less fortunate. This included distributing food parcels local to our office in Southgate, donations to relatives of staff employed in the NHS to purchase care packages for themselves and their colleagues and donations to charities assisting in Covid related work. In addition the Group continued to support Noah's Ark Children's Hospice.

## **Shareholders**

We maintained close contact with our shareholders throughout the year.

Each year, the Board sets aside a day to discuss the five year strategic plan for the Group. This includes plans for growth, the launch of new products and the implications for additional capital requirements. As part of this process, the Board considers

the likely benefits and implications for customers and staff, and focusses on achieving long term, sustainable growth rather than short term profits.

### **Regulators**

The Group has close relationships with both the FCA and the PRA as well as with bodies such as the Bank of England and the Financial Services Ombudsman. Senior members of the Executive brief the regulators on key issues such as our material outsource contract with Wipro and the Compliance team manage the day to day relationships. The Board are kept apprised of key regulatory developments and interactions with regulators at each meeting. Members of the Board are provided with regular updates on regulatory developments and both Board members and senior staff attend training initiatives organised by the regulators. The Executive team also subscribe to key industrial groups and participate in activities by such groups as UK Finance.

# ***Independent auditors' report to the members of Cynergy Capital Limited***

## **Report on the audit of the financial statements**

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### **Opinion**

In our opinion, Cynergy Capital Limited's group financial statements and company financial statements (the "financial statements"):

- give a true and fair view of the state of the group's and of the company's affairs as at 31 December 2020 and of the group's profit, the company's loss and the group's and company's cash flows for the year then ended;
- have been properly prepared in accordance with international accounting standards in conformity with the requirements of the Companies Act 2006; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual Report, which comprise: the consolidated and company statements of financial position as at 31 December 2020; the consolidated and company income statement and statement of comprehensive income, the consolidated and company statement of changes in equity, the consolidated and company statement of cash flows for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

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### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### *Independence*

We remained independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

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### **Conclusions relating to going concern**

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the group's and the company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue. In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

However, because not all future events or conditions can be predicted, this conclusion is not a guarantee as to the group's and the company's ability to continue as a going concern.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

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### **Reporting on other information**

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance 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 we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. 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 based on these responsibilities.

With respect to the Strategic report and Directors' report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

Based on our work undertaken in the course of the audit, the Companies Act 2006 requires us also to report certain opinions and matters as described below.

#### *Strategic Report and Directors' Report*

In our opinion, based on the work undertaken in the course of the audit, the information given in the Strategic report and Directors' report for the year ended 31 December 2020 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

In light of the knowledge and understanding of the group and company and their environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic report and Directors' report.

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### **Responsibilities for the financial statements and the audit**

#### *Responsibilities of the directors for the financial statements*

As explained more fully in the Statement of Directors' responsibilities in respect of the financial statements, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view.

The directors are also responsible for such internal control as they 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 group's and 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 group or the company or to cease operations, or have no realistic alternative but to do so.

#### *Auditors' 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 auditors' 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 (UK) 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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

Based on our understanding of the group and industry, we identified that the principal risks of non-compliance with laws and regulations related to breaches of banking laws and regulations such as, but not limited to, regulations relating to consumer credit and unethical or prohibited business practices, and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the financial statements such as the Companies Act 2006. We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to posting of inappropriate journal entries and management bias through judgements and assumptions in significant accounting estimates, in order to manipulate the financial information and position of the group. Audit procedures performed by the engagement team included:

- Enquiries of those charged with governance, Internal Legal Counsel, Chief Compliance Officer, Internal Audit and key members of the executive management team, to determine whether there are any instances of known or suspected non-compliance with laws and regulation and fraud;
- Review of internal audit and compliance monitoring findings throughout the year;
- Reading key correspondence with regulatory authorities such as the Financial Conduct Authority and the Prudential Regulation Authority in relation to the group's and company's compliance with banking regulations;
- Challenging assumptions and judgements made by management in their significant accounting estimates, in particular in relation to the expected credit loss allowance for loans and advances to customers, and revenue recognition from the effective interest rate adjustments;
- Identifying and testing journal entries, in particular any journal entries posted by senior management, journals whose description indicate a higher level of risk, and testing period end adjustments; and
- Incorporating unpredictability into the nature, timing and/or extent of our testing.

There are inherent limitations in the audit procedures described above. We are less likely to become aware of instances of non-compliance with laws and regulations that are not closely related to events and transactions reflected in the financial statements. Also, the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

#### *Use of this report*

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

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## **Other required reporting**

### **Companies Act 2006 exception reporting**

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not obtained all the information and explanations we require for our audit; or
- adequate accounting records have not been kept by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- certain disclosures of directors' remuneration specified by law are not made; or
- the company financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.



Darren Meek (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
London  
27 May 2021

# Income statement and statement of comprehensive income

For the year ended 31 December 2020

|  |       | Consolidated  | Company     | Consolidated  | Company    |
|--|-------|---------------|-------------|---------------|------------|
|  |       | 2020          | 2020        | 2019          | 2019       |
|  |       | £000          | £000        | £000          | £000       |
|  | Notes |               |             |               |            |
| Interest income calculated using the effective interest method                               | 5     | 103,143       | -           | 81,861        | -          |
| Other interest and similar income  | 5     | 729           | -           | 602           | 5          |
| Interest expense calculated using the effective interest method                              | 6     | (28,372)      | -           | (29,181)      | -          |
| <b>Net interest income</b>   |       | <b>75,500</b> | <b>-</b>    | <b>53,282</b> | <b>5</b>   |
| Fee and commission income  | 7     | 1,814         | -           | 2,364         | -          |
| Management fee income  |       | -             | 100         | -             | 150        |
| Dividend income  |       | -             | -           | -             | 300        |
| Foreign exchange (losses) / gains  | 8     | (1,626)       | -           | 424           | -          |
| Fair value gain on derivative instruments  | 9     | 1,180         | -           | 100           | -          |
| <b>Total operating income</b>  |       | <b>76,868</b> | <b>100</b>  | <b>56,171</b> | <b>455</b> |
| Staff costs  | 10    | (23,715)      | -           | (26,095)      | (80)       |
| Depreciation, amortisation and impairment  | 11    | (4,446)       | -           | (1,274)       | -          |
| Other operating expenses   | 12    | (18,186)      | (125)       | (14,724)      | (59)       |
| <b>Total operating income / (expense) before conduct and legal provision</b>                 |       | <b>30,521</b> | <b>(25)</b> | <b>14,077</b> | <b>317</b> |
| <b>Profit / (loss) before credit loss expense on financial assets</b>                        |       | <b>30,521</b> | <b>(25)</b> | <b>14,077</b> | <b>317</b> |
| Credit loss on financial assets  | 13    | (4,986)       | -           | (292)         | -          |
| <b>Profit / (loss) before tax</b>  |       | <b>25,535</b> | <b>(25)</b> | <b>13,785</b> | <b>317</b> |
| Income tax expense   | 14    | (6,195)       | (6)         | (3,053)       | (1)        |
| <b>Profit / (loss) after tax</b>   |       | <b>19,340</b> | <b>(31)</b> | <b>10,732</b> | <b>316</b> |
| Other comprehensive (expense) / income   |       | (691)         | -           | 1,129         | -          |
| <b>Total comprehensive profit / (loss) for the period attributable to the equity holders</b> |       | <b>18,649</b> | <b>(31)</b> | <b>11,861</b> | <b>316</b> |

The notes on pages 20 to 67 form an integral part of these financial statements.



## Statement of financial position

As at 31 December 2020

|  |              | <i>Consolidated</i> | <i>Company</i> | <i>Consolidated</i> | <i>Company</i> |
|--|--------------|---------------------|----------------|---------------------|----------------|
|  |              | <b>2020</b>         | <b>2020</b>    | <b>2019</b>         | <b>2019</b>    |
|  | <i>Notes</i> | <b>£000</b>         | <b>£000</b>    | <b>£000</b>         | <b>£000</b>    |
| <b>Assets</b>                          |              |                     |                |                     |                |
| Cash and balances with central banks   | 15           | 246,256             | -              | 111,754             | -              |
| Placements with banks                  | 15           | 51,536              | 6,752          | 95,807              | 32,542         |
| Loans and advances to customers        | 17           | 2,613,962           | -              | 2,264,381           | -              |
| Other assets                           | 18           | 5,594               | 1              | 6,245               | 33             |
| Derivative assets                      |              | 31                  | -              | 482                 | -              |
| Intangible assets                      | 19           | 19,712              | -              | 9,804               | -              |
| Right of use assets                    | 20           | 242                 | -              | 87                  | -              |
| Property and equipment                 | 21           | 13,573              | -              | 7,514               | -              |
| Assets classified as held for sale     | 21           | -                   | -              | 8,819               | -              |
| Investment in subsidiary               |              | -                   | 151,848        | -                   | 142,848        |
| <b>Total assets</b>                    |              | <b>2,950,906</b>    | <b>158,601</b> | <b>2,504,893</b>    | <b>175,424</b> |
| <b>Liabilities</b>                     |              |                     |                |                     |                |
| Customer deposits                      | 22           | 2,352,241           | -              | 2,227,678           | -              |
| Bank deposits                          | 23           | 340,131             | -              | 25,063              | -              |
| Provision for customer redress         | 24           | 132                 | -              | 1,164               | -              |
| Lease liabilities                      | 20           | 261                 | -              | 110                 | -              |
| Derivative liabilities                 |              | 772                 | -              | 673                 | -              |
| Other liabilities                      | 25           | 23,921              | 73             | 44,522              | 25,865         |
| Subordinated loan                      | 26           | 29,744              | -              | 29,629              | -              |
| <b>Total liabilities</b>               |              | <b>2,747,202</b>    | <b>73</b>      | <b>2,328,839</b>    | <b>25,865</b>  |
| <b>Equity</b>                          |              |                     |                |                     |                |
| Share capital                          | 27           | 158,300             | 158,300        | 149,300             | 149,300        |
| Capital redemption reserve             |              | 48                  | 48             | 48                  | 48             |
| Share premium                          |              | 190                 | 190            | 190                 | 190            |
| Revaluation and other reserves         |              | 367                 | -              | 1,129               | -              |
| Retained earnings / accumulated losses |              | 44,799              | (10)           | 25,388              | 21             |
| <b>Total equity</b>                    |              | <b>203,704</b>      | <b>158,528</b> | <b>176,055</b>      | <b>149,559</b> |
| <b>Total liabilities and equity</b>    |              | <b>2,950,906</b>    | <b>158,601</b> | <b>2,504,893</b>    | <b>175,424</b> |

The notes on pages 20 to 67 form an integral part of these financial statements.

These financial statements were approved by the board of directors on 27 May 2021 and were signed on its behalf by:



**Pradip Dhamecha**  
Director

# Statement of changes in equity

For the year ended 31 December 2020

## Consolidated

|                                 | Share capital | Capital redemption reserve | Share premium | Revaluation and other reserves | Retained earnings | Total   |
|---------------------------------|---------------|----------------------------|---------------|--------------------------------|-------------------|---------|
|                                 | £000          | £000                       | £000          | £000                           | £000              | £000    |
| As at 1 January 2020            | 149,300       | 48                         | 190           | 1,129                          | 25,388            | 176,055 |
| Share Capital issued            | 9,000         | -                          | -             | -                              | -                 | 9,000   |
| Other comprehensive expense     | -             | -                          | -             | (762)                          | 71                | (691)   |
| Profit for the period after tax | -             | -                          | -             | -                              | 19,340            | 19,340  |
| 31 December 2020                | 158,300       | 48                         | 190           | 367                            | 44,799            | 203,704 |

## Company

|                               | Share capital | Capital redemption reserve | Share premium | Revaluation and other reserves | Accumulated losses | Total   |
|-------------------------------|---------------|----------------------------|---------------|--------------------------------|--------------------|---------|
|                               | £000          | £000                       | £000          | £000                           | £000               | £000    |
| As at 1 January 2020          | 149,300       | 48                         | 190           | -                              | 21                 | 149,559 |
| Share Capital issued          | 9,000         | -                          | -             | -                              | -                  | 9,000   |
| Loss for the period after tax | -             | -                          | -             | -                              | (31)               | (31)    |
| 31 December 2020              | 158,300       | 48                         | 190           | -                              | (10)               | 158,528 |

For the year ended 31 December 2019

## Consolidated

|                                 | Share capital | Capital redemption reserve | Share premium | Revaluation and other reserves | Retained earnings | Total   |
|---------------------------------|---------------|----------------------------|---------------|--------------------------------|-------------------|---------|
|                                 | £000          | £000                       | £000          | £000                           | £000              | £000    |
| As at 1 January 2019            | 76,348        | -                          | 190           | -                              | 14,953            | 91,491  |
| Impact of adopting IFRS16       | -             | -                          | -             | -                              | (30)              | (30)    |
| Purchase of own shares          | (48)          | 48                         | -             | -                              | (239)             | (239)   |
| Preference share dividend       | -             | -                          | -             | -                              | (28)              | (28)    |
| Share Capital issued            | 73,000        | -                          | -             | -                              | -                 | 73,000  |
| Other comprehensive income      | -             | -                          | -             | 1,129                          | -                 | 1,129   |
| Profit for the period after tax | -             | -                          | -             | -                              | 10,732            | 10,732  |
| 31 December 2019                | 149,300       | 48                         | 190           | 1,129                          | 25,388            | 176,055 |

## Company

|                                 | Share capital | Capital redemption reserve | Share premium | Revaluation and other reserves | Accumulated losses / retained earnings | Total   |
|---------------------------------|---------------|----------------------------|---------------|--------------------------------|--|---------|
|                                 | £000          | £000                       | £000          | £000                           | £000                                   | £000    |
| As at 1 January 2019            | 76,348        | -                          | 190           | -                              | (28)                                   | 76,510  |
| Purchase of own shares          | (48)          | 48                         | -             | -                              | (239)                                  | (239)   |
| Preference share dividend       | -             | -                          | -             | -                              | (28)                                   | (28)    |
| Share Capital issued            | 73,000        | -                          | -             | -                              | -                                      | 73,000  |
| Profit for the period after tax | -             | -                          | -             | -                              | 316                                    | 316     |
| 31 December 2019                | 149,300       | 48                         | 190           | -                              | 21                                     | 149,559 |

The notes on pages 20 to 67 form an integral part of these financial statements.

## Consolidated statement of cash flows

For the year ended 31 December 2020

|  | <i>Consolidated</i> | <i>Company</i>  | Consolidated     | Company         |
|--|---------------------|-----------------|------------------|-----------------|
|  | <b>2020</b>         | <b>2020</b>     | 2019             | 2019            |
|  | <b>£000</b>         | <b>£000</b>     | £000             | £000            |
| <b>Operating activities</b>  |                     |                 |                  |                 |
| Profit / (loss) before tax   | 25,535              | (25)            | 13,785           | 317             |
| Adjustments for:   |                     |                 |                  |                 |
| Provisions for credit loss expense   | 4,986               | -               | 292              | -               |
| Depreciation of property and equipment                                     | 1,301               | -               | 773              | -               |
| Amortisation of intangible assets  | 3,070               | -               | 501              | -               |
| Impairment of fixed assets   | 77                  | -               | -                | -               |
| Gain on disposal   | (30)                | -               | -                | -               |
| Lease interest   | 18                  | -               | 8                | -               |
| Interest on subordinated loan  | 2,406               | -               | 2,400            | -               |
| Amortisation of issuance costs relating to subordinated loan               | 115                 | -               | 105              | -               |
| Tax paid   | (5,256)             | (1)             | (2,087)          | -               |
| Foreign exchange gains   | 446                 | -               | (424)            | -               |
| Discount unwind on deferred consideration                                  | 1,458               | -               | 2,833            | -               |
| <b>Changes in operating assets</b>   |                     |                 | -                | -               |
| Increase in mandatory deposits with central bank                           | (1,969)             | -               | (1,081)          | -               |
| Increase in loans and advances to customers                                | (354,567)           | -               | (595,750)        | -               |
| Decrease in other assets   | 651                 | 33              | 11,518           | 386             |
| Decrease in derivative assets  | 451                 | -               | -                | -               |
| Increase in accrued income and prepayments                                 | (744)               | -               | -                | -               |
| <b>Changes in operating liabilities</b>                                    |                     |                 | -                | -               |
| Increase in customer deposits  | 439,631             | -               | 489,846          | -               |
| Increase in derivative liabilities   | 99                  | -               | -                | -               |
| Increase in accrued expenses   | 3,329               | -               | -                | -               |
| Decrease in other liabilities and provision for customer redress           | (26,919)            | (25,797)        | (31,902)         | (26,751)        |
| <b>Net cash flow generated from / (used in) operating activities</b>       | <b>94,088</b>       | <b>(25,790)</b> | <b>(109,180)</b> | <b>(26,048)</b> |
| <b>Investing activities</b>  |                     |                 |                  |                 |
| Purchase of property and equipment   | (230)               | -               | (387)            | -               |
| Purchase of intangible assets  | (12,992)            | -               | (8,400)          | -               |
| Investment in subsidiary, net of cash acquired                             | -                   | (9,000)         | -                | (15,000)        |
| Proceeds of sale of property   | 531                 | -               | -                | -               |
| <b>Net cash flow used in investing activities</b>                          | <b>(12,691)</b>     | <b>(9,000)</b>  | <b>(8,787)</b>   | <b>(15,000)</b> |
| <b>Financing activities</b>  |                     |                 |                  |                 |
| Proceeds from issuance of new share capital                                | 9,000               | 9,000           | 73,000           | 73,000          |
| Capital repayment from finance lease obligations                           | (166)               | -               | (58)             | -               |
| Share repurchase   | -                   | -               | (267)            | (267)           |
| <b>Net cash flow generated from / (used in) financing activities</b>       | <b>8,834</b>        | <b>9,000</b>    | <b>72,675</b>    | <b>72,733</b>   |
| <b>Net increase / (decrease) in cash and cash equivalents for the year</b> | <b>90,231</b>       | <b>(25,790)</b> | <b>(45,292)</b>  | <b>31,681</b>   |

**Cash and cash equivalents (see note 15)**

|   |                |                 |          |        |
|---|----------------|-----------------|----------|--------|
| 1 January 2020  | <b>207,561</b> | <b>32,542</b>   | 252,853  | 861    |
| Net increase / (decrease) in cash and cash equivalents for the year | <b>90,231</b>  | <b>(25,790)</b> | (45,292) | 31,681 |
| 31 December   | <b>297,792</b> | <b>6,752</b>    | 207,561  | 32,542 |

|   |               |             |        |      |
|---|---------------|-------------|--------|------|
| <b>Operational cash flows from interest</b> | <b>2020</b>   | <b>2020</b> | 2019   | 2019 |
|   | <b>£000</b>   | <b>£000</b> | £000   | £000 |
| Interest paid                               | <b>24,391</b> | -           | 23,879 | -    |
| Interest received                           | <b>95,417</b> | -           | 78,091 | 5    |

Refer to notes 15 and 25 for disclosures of cash and cash equivalents and changes in liabilities arising from financing activities respectively. The notes on pages 20 to 67 form an integral part of these financial statements.

## Notes to the financial statements

### 1 Corporate information

Cynergy Capital Ltd (registered number: 11368222), incorporated in England and Wales on 17 May 2018, is a private company limited by shares with its registered office at 97 Park Lane Mayfair, London, United Kingdom, W1K 7TG. The Company year end is 31 December. Cynergy Capital Ltd (the Company) together with its subsidiaries (the Group) provides business and personal banking services in the UK and is incorporated in the United Kingdom under the Companies Act 2006. Cynergy Bank Limited (the Bank Company) is authorised by the Prudential Regulation Authority (PRA) and regulated by the Financial Conduct Authority (FCA) and the PRA.

Cynergy Capital Ltd owns 100% of the ordinary shares of Cynergy Bank Limited.

### 2 Basis of preparation and consolidation

#### 2.1 Basis of preparation

The consolidated and Company financial statements, including the accounting policies, are prepared on a going concern basis and in accordance with international accounting standards in conformity with the requirements of the Companies Act 2006. They have been prepared on a historical cost basis, except for land and buildings classified as property, share based transaction liabilities and derivative financial instruments that have been measured at fair value. The carrying values of recognised assets and liabilities that are hedged items in fair value hedges, and otherwise carried at cost, are adjusted to record changes in fair value attributable to the risks that are being hedged. The UK and global business environment has been significantly impacted by Covid during 2020. This uncertainty is likely to continue into 2021 alongside any additional challenges arising from the United Kingdom's exit from the European Union.

In preparing the Going Concern statement, we took into account all information of which we were aware about the future, which was at least, but not limited to, 12 months from the date that the financial statements were signed. Consideration was given to the following under standard plans and under stressed scenarios: capital requirements, liquidity, profitability, business continuity and reliance on outsourced suppliers, the continuing impact of Covid and the legacy customer remediation provision. The Directors are satisfied that the Company and Group are able to meet its working capital liabilities through the normal cyclical nature of receipts and payments. The Directors are satisfied that the capital and liquidity positions of the Company and Group more than meet regulatory requirements and are adequate for the foreseeable future.

#### *Statement of compliance*

The consolidated and Company financial statements have been prepared in accordance with international accounting standards in conformity with the requirements of the Companies Act 2006.

#### *Presentation of financial statements*

The financial statements are presented in sterling, which is the Group's functional and presentational currency. All values are rounded to the nearest thousand, except where otherwise indicated.

The Group presents its balance sheet broadly in order of decreasing liquidity. An analysis regarding expected recovery or settlement of financial assets and liabilities within twelve months after the balance sheet date and more than twelve months after the balance sheet date is presented in note 30.

Financial assets and financial liabilities are offset, and the net amount reported in the balance sheet, only when there is a legally enforceable right to offset the recognised amounts, and there is an intention to settle on a net basis and to realise the assets and settle the liability simultaneously. Income and expenses are not offset in the income statement unless required or permitted by an accounting standard or interpretation, and as specifically disclosed in the accounting policies of the Group.

#### *Foreign currency translation*

Transactions in foreign currencies are recorded using the functional currency rate of exchange ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are translated at the reporting currency rate of exchange ruling at the balance sheet date. All differences are taken to Foreign exchange gains in the income statement.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value is determined. The gain or loss arising on translation of non-monetary items measured at fair value is treated in line with the recognition of the gain or loss on the change in fair value of the item (i.e., translation differences on items whose fair value gain or loss is recognised in Other Comprehensive Income (OCI) or profit or loss are also recognised in OCI or profit or loss, respectively).

#### 2.2 Basis of consolidation

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries as at 31 December 2020. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if, and only if, the Group has:

- Power over the investee (i.e., existing rights that give it the current ability to direct the relevant activities of the investee)
- Exposure, or rights, to variable returns from its involvement with the investee
- The ability to use its power over the investee to affect its returns

Generally, there is a presumption that a majority of voting rights results in control. To support this presumption and when the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement(s) with the other vote holders of the investee
- Rights arising from other contractual arrangements
- The Group's voting rights and potential voting rights

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated financial statements from the date the Group gains control until the date the Group ceases to control the subsidiary.

Profit or loss and each component of OCI are attributed to the equity holders of the parent of the Group and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies in line with the Group's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction. If the Group loses control over a subsidiary, it derecognises the related assets, liabilities, non-controlling interest and other components of equity, while any resultant gain or loss is recognised in profit or loss. Any investment retained is recognised at fair value.

The relationship between the Company and the Bank Company is one of principal, with 100% ownership of the Bank Company. There are no restrictions in place with regard to the ability of the Company to access assets and settle liabilities of the Group or transfer cash or other assets to and from the Bank Company, although Board approval is required. There was a charge held by Bank of Cyprus Public Company Limited, over the share capital of the Group, which restricted dividends, until the deferred consideration had been settled in full. The second and final payment was paid October 2020 and the charge has been released.

### **3. Accounting policies**

#### **3.1 Accounting standards and interpretations adopted during the period**

There were no new standards or interpretations relevant to the Group's operations which were adopted during the period.

The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not effective.

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

Phase 2 of the IASB's IBOR project (published in August 2020) addresses the wider accounting issues arising from the IBOR reform. Amendments are effective for annual reporting periods beginning on or after 1 January 2021 with early application permitted.

Ahead of the cessation of LIBOR in December 2021 the Bank Company moved away from LIBOR referenced lending, choosing the Bank of England base rate as its alternative risk free reference rate. Significant work has been completed in adapting systems, methodologies and processes to meet the requirements of the new risk-free rate, with all new lending on this basis from November 2020.

The UK regulators (notably the Bank of England (BoE) and the Financial Conduct Authority) have issued guidance on how market participants are expected to approach transition and work is well advanced with all key milestones being met.

Customer communication is underway and this is expected to be concluded in advance of the LIBOR cessation date at the end of 2021.

The accounting impact is yet to be determined.

#### **3.2 New accounting standards and interpretations issued by the IASB but not yet adopted by the EU**

There have been no new standards or interpretations issued, but not yet adopted, that are mandatory for 31 December 2020 reporting periods, up to the date of issuance of the Group's financial statements which are relevant to its operations or are expected to have a material effect on the Group or Company.

#### **3.3 Segmental information**

The Group operates in the United Kingdom in one principal activity, namely business and personal banking.

### 3.4 Revenue recognition

Revenue is recognised when it is probable that economic benefits will flow to the Group and the revenue can be reliably measured.

#### *Net interest income*

Under IFRS 9, interest income is recorded using the effective interest rate (EIR) method for all financial instruments measured at amortised cost and financial instruments designated at fair value through profit or loss (FVPL). Interest income on interest bearing financial assets measured at fair value through other comprehensive income (FVOCI) under IFRS 9, is also recorded by using the EIR method. Interest expense is recorded on financial liabilities measured at amortised cost using the EIR method. The EIR is the rate that exactly discounts estimated future cash receipts through the expected life of the financial instrument or, when appropriate, a shorter period, to the net carrying amount of the financial asset.

The EIR is calculated after considering all contractual terms excluding expected credit losses. Interest income is calculated by applying the EIR to the gross carrying amount of financial assets, except for financial assets that have subsequently become credit-impaired (or 'Stage 3'), for which interest revenue is calculated by applying the effective interest rate to their amortised cost (i.e. net of the FCL allowance).

The online easy access account (OEAA) had been previously included in the Group EIR calculations, but in 2020 has been removed to better reflect the most appropriate practice in line with IFRS standards. This change resulted in a decrease in net interest income of £309k for 2020. The net impact of this change is not material and comparatives have not been restated.

#### *Fee and commission income integral to the effective interest rate*

Fees that the Group considers to be an integral part of the corresponding financial instruments include: loan origination fees and early redemption fees. The recognition of these fees (together with any incremental costs) form an integral part of the corresponding financial instruments and where material, are recognised as interest income through an adjustment to the EIR.

#### *Banking fees and commissions*

Revenue from banking fees and commissions are measured based on the consideration specified in a contract with a customer and excludes amounts collected on behalf of third parties. The Group recognises revenue when it has met its performance obligations.

The nature, timing of satisfaction of performance obligations and significant payment terms of products and services are set out in the below table:

| Nature of good or service              | Timing of Recognition | Timing of billing & payment | Geographical region |
|--|-----------------------|-----------------------------|---------------------|
| Service fees for current accounts      | Monthly               | Quarterly                   | UK                  |
| Service fees for Debit / Credit cards  | At point of delivery  | At point of delivery        | UK                  |
| Services fees for handling payments    | At point of delivery  | At point of delivery        | UK                  |
| Service fees for credit Administration | At point of delivery  | At point of delivery        | UK                  |

#### *Management fees*

Management fees is revenue received from the Group's subsidiary for management and oversight services provided to them.

### 3.5 Provisions

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of past events, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. When the effect of the time value of money is material, the Group determines the level of provision by discounting the expected cash flows at a pre-tax rate reflecting the current rates specific to the liability. The expense relating to any provision is presented in the income statement net of any reimbursement in other operating expenses. Detailed disclosures are provided in note 24.

### 3.6 Taxation

Taxation on income is provided in accordance with fiscal regulations and is recognised as an expense in the period in which the income arises. Deferred tax is provided using the liability method.

Deferred tax liabilities are recognised for all taxable temporary differences between the tax basis of assets and liabilities and their carrying amounts at the balance sheet date which will give rise to taxable amounts in future periods.

Deferred tax assets are recognised for all deductible temporary differences and carry-forward of unutilised tax losses to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and carry-forward of unutilised tax losses can be utilised. The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to utilise all or part of the deductible temporary differences or tax losses.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.

Current tax and deferred tax relating to items recognised directly in equity are also recognised in equity and not in the statement of comprehensive income.

### **3.7 Financial instruments – initial recognition**

#### ***Date of recognition***

Financial assets and liabilities, with the exception of loans and advances to customers and balances due to customers, are initially recognised on the trade date, i.e. the date that the Group becomes a party to the contractual provisions of the instrument. This includes regular way trades: purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the market place. Loans and advances to customers are recognised when funds are transferred to customers' accounts. The Group recognises balances due to customers when funds are transferred to the Group.

#### ***Initial measurement of financial instruments***

The classification of financial instruments at initial recognition depends on their contractual terms and the business model for managing the instruments. Financial instruments are initially measured at their fair value, except in the case of financial assets and financial liabilities recorded at FVPL, transaction costs are added to, or subtracted from, this amount. Trade receivables are measured at the transaction price. When the fair value of financial instruments at initial recognition differs from the transaction price, the Group accounts for the Day 1 profit or loss, as described below.

#### ***Measurement categories of financial assets and liabilities***

The Group classifies its financial assets at inception into three measurement categories; amortised cost, fair value through other comprehensive income (FVOCI) and fair value through profit and loss (FVPL):

- **Amortised Cost:** Assets that are held for the collection of contractual cash flows, where those cash flows represent solely payments of principal and interest ('SPPI') and that are not designated at FVPL, are measured at amortised cost. The carrying amount of these assets is adjusted by an expected credit loss allowance recognised and measured as described in 3.10. Interest income from these financial assets is included in 'Interest income' using the effective interest method.
- **Fair value through other comprehensive income (FVOCI):** Financial assets that are held for collection of contractual cash flows and for selling the assets, where the assets' cash flows represent SPPI, and that are not designated at FVPL, are measured at FVOCI. Movements in the carrying amount are taken through OCI, except for the recognition of impairment gains or losses, interest revenue and foreign exchange gains and losses on instruments' amortised cost which are recognised in the profit or loss. When a financial asset is derecognised, the cumulative gain or loss previously recognised in OCI is reclassified from equity to profit or loss.
- **Fair value through profit or loss (FVPL):** Assets that do not meet the criteria for amortised cost or FVOCI are measured at fair value through profit or loss. A gain or loss on a debt investment that is subsequently measured at fair value through profit or loss and is not part of the hedging relationship is recognised in profit or loss and presented in the profit or loss statement within 'Total operating income' in the period in which it arises, unless it arises from debt instruments that were designated at fair value or which are not held for trading, in which case they are presented separately in 'Net Investment Income'. Interest income from these financial assets is included in 'Interest income' using the effective interest method.

The Group classifies and measures its derivative portfolio at FVPL. The Group may designate financial instruments at FVPL, if so doing eliminates or significantly reduces measurement or recognition inconsistencies.

Financial liabilities, other than loan commitments and financial guarantees, are measured at amortised cost or at FVPL when they are held for trading and derivative instruments or the fair value designation is applied.

The Group does not use hedge accounting.

### **3.8 Financial assets and liabilities**

#### ***Cash and balances with central banks, Placements with banks, Placements with/by related entities, Loans and advances to customers***

The Group only measures Cash and balances with central banks, Placements with banks, Placements with / by related entities and Loans and advances to customers at amortised cost if both of the following conditions are met:

- The financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows;
- The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest (SPPI) on the principal amount outstanding.



The details of these conditions are outlined below.

#### i) Business model assessment

The Bank Company's business model is relatively homogenous, and is determined by the Board set strategy which ensures that its core capabilities are leveraged to provide solutions that meet the key needs of medium-segment business owners. The products being offered must be able to achieve its business objective, and this business model has not changed in the last 12 months. All financial assets are measured at amortised cost with a view to collect contractual cash flows. The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Further:

- The performance of the business model and the assets held on the Bank Company's balance sheet are tightly evaluated at origination and undergo a structured review cycle and monitoring. They are reported to the Bank Company's key management personnel through the appropriate committee and escalation framework to ensure that early intervention can be taken where necessary;
- Aligned to the Bank Company's defined risk appetite Lending Risk is a core risk and the Board defines core risk appetite thresholds which must be reported on a monthly basis for its oversight;
- At an operational level the risk appetite metrics are supported by a more comprehensive suite of working level key risk indicators, which report on the broader performance of the Bank Company's portfolio providing trend analysis and book segmentation to identify and consequently manage emerging risks;
- The Bank Company ensures that its personnel are compensated in a manner that does not promote poor practice or unfair customer outcomes;
- The expected frequency, value and timing of sales are also important aspects of the Bank Company's assessment.

The business model assessment is based on reasonably expected scenarios without taking 'worst case' or 'stress case' scenarios into account. If cash flows after initial recognition are realised in a way that differs from the Bank Company's original expectations, the Bank Company does not change the classification of the remaining financial assets held in that business model, but incorporates such information when assessing newly originated or newly purchased financial assets as part of its forward business model.

#### ii) The SPPI test

As a second step of its classification process the Bank Company assesses the contractual terms of financial assets to identify whether they meet the SPPI test. 'Principal' for the purpose of this test is defined as the fair value of the financial asset at initial recognition and may change over the life of the financial asset (for example, if there are repayments of principal or amortisation of the premium / discount). The most significant elements of interest within a lending arrangement are typically the consideration for the time value of money and credit risk. To make the SPPI assessment, the Bank Company applies judgment and considers relevant factors such as the currency in which the financial asset is denominated, and the period for which the interest rate is set. In contrast, contractual terms that introduce a more than 'de minimis' exposure to risks or volatility in the contractual cash flows that are unrelated to a basic lending arrangement do not give rise to contractual cash flows that are solely payments of principal and interest on the amount outstanding. In such cases the financial asset is required to be measured at FVPL.

#### ***Customer deposits and Subordinated loan at amortised cost***

Customer deposits and subordinated liabilities are the Group's sources of debt funding. They comprise deposits from retail customers and collateralised loan advances from the BoE under the ILTR and TSFME scheme, and a subordinated loan. These financial liabilities are initially measured at fair value less direct transaction costs, and subsequently held at amortised cost using the EIR method.

#### ***Derivatives recorded at fair value through profit or loss***

A derivative is a financial instrument or other contract with all three of the following characteristics:

- Its value changes in response to the change in a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of prices or rates, credit rating or credit index, or other variables, provided that, in the case of a non-financial variable, it is not specific to a party to the contract (i.e. the 'underlying');
- It requires no initial net investment or an initial net investment that is smaller than would be required for other types of contracts expected to have a similar response to changes in market factors;
- It is settled at a future date.

The Group enters into derivative transactions with one counterparty. These include interest rate swaps, futures, and forward foreign exchange contracts. Derivatives are recorded at fair value and carried as assets when their fair value is positive and as liabilities when their fair value is negative. Fully collateralised derivatives that are settled net in cash on a regular basis through HSBC are only recognised to the extent of the overnight outstanding balance. The notional amount and fair value of such derivatives are disclosed separately in note 16. Changes in the fair value of derivatives are included in Total operating income.

#### Embedded derivatives

An embedded derivative is a component of a hybrid instrument that also includes a non-derivative host contract with the effect that some of the cash flows of the combined instrument vary in a way similar to a stand-alone derivative. An embedded derivative causes some or all of the cash flows that otherwise would be required by the contract to be modified according to a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of prices or rates, credit rating or credit index, or other variables, provided that, in the case of a non-financial variable, it is not specific to a party to the contract. A derivative that is attached to a financial instrument, but is contractually transferable independently of that instrument, or has a different counterparty from that instrument, is not an embedded derivative, but a separate financial instrument.

Under IFRS 9, the Group accounts in this way for derivatives embedded in financial liabilities and non-financial host contracts. Financial assets are classified based on the business model and SPPI assessments. Embedded derivatives are not separated from financial assets.

***Financial assets or financial liabilities held for trading***

The Group classifies financial assets or financial liabilities as held-for-trading when they have been purchased or issued primarily for short-term profit making through trading activities or form part of a portfolio of financial instruments that are managed together, for which there is evidence of a recent pattern of short-term profit taking. Held-for-trading assets and liabilities are recorded and measured in the statement of financial position at fair value. Changes in fair value are recognised in Total operating income. Interest and dividend income or expense is recorded in Total operating income according to the terms of the contract, or when the right to payment has been established.

Included in this classification are debt securities, equities, short positions and customer loans that have been acquired principally for the purpose of selling or repurchasing in the near term.

The Group does not currently have any derivatives used for trading purposes.

***Debt instruments at FVOCI***

The Group applies the category under IFRS 9 of debt instruments measured at FVOCI when both of the following conditions are met:

- The instrument is held within a business model, the objective of which is achieved by both collecting contractual cash flows and selling financial assets;
- The contractual terms of the financial asset meet the SPPI test.

FVOCI debt instruments are subsequently measured at fair value with gains and losses arising due to changes in fair value recognised in OCI. Interest income and foreign exchange gains and losses are recognised in profit or loss in the same manner as for financial assets measured at amortised cost. The ECL calculation for Debt instruments at FVOCI is explained in note 3.10. Where the Group holds more than one investment in the same security, they are deemed to be disposed of on a first-in first-out basis. On derecognition, cumulative gains or losses previously recognised in OCI are reclassified from OCI to profit or loss.

***Equity instruments at FVOCI***

Upon initial recognition, the Group occasionally elects to classify irrevocably some of its equity investments as equity instruments at FVOCI when they meet the definition of equity under IAS 32 *Financial Instruments: Presentation* and are not held-for-trading. Such classification is determined on an instrument-by-instrument basis.

Gains and losses on these equity instruments are never recycled to profit. Dividends are recognised in profit or loss as other operating income when the right of the payment has been established, except when the Group benefits from such proceeds as a recovery of part of the cost of the instrument, in which case, such gains are recorded in OCI. Equity instruments at FVOCI are not subject to an impairment assessment.

***Debt issued and other borrowed funds***

After initial measurement, debt issued and other borrowed funds are subsequently measured at amortised cost. Amortised cost is calculated by taking into account any discount or premium on issued funds, and costs that are an integral part of the EIR. A compound financial instrument which contains both a liability and an equity component is separated at the issue date.

When establishing the accounting treatment for financial instruments with equity conversion rights, write-down and call options, the Group first establishes whether the instrument is a compound instrument and classifies such instrument's components separately as financial liabilities, financial assets, or equity instruments in accordance with IAS 32. Classification of the liability and equity components of a convertible instrument is not revised as a result of a change in the likelihood that a conversion option will be exercised, even when exercising the option may appear to have become economically advantageous to some holders. When allocating the initial carrying amount of a compound financial instrument to the equity and liability components, the equity component is assigned as the residual amount after deducting from the entire fair value of the instrument the amount separately determined for the liability component. The value of any derivative features (such as a call option) embedded in the compound financial instrument, other than the equity component (such as an equity conversion option), is included in the liability component. Once the Group has determined the split between equity and liability, it further evaluates whether the liability component has embedded derivatives that must be separately accounted for.

***Financial assets and financial liabilities at fair value through profit or loss***

Financial assets and financial liabilities in this category are those that are not held for trading and have been either designated by management upon initial recognition or are mandatorily required to be measured at fair value under IFRS 9. Management only designates an instrument at FVPL upon initial recognition when one of the following criteria are met. Such designation is determined on an instrument-by-instrument basis:

- The designation eliminates, or significantly reduces, the inconsistent treatment that would otherwise arise from measuring the assets or liabilities or recognising gains or losses on them on a different basis;

Or

- The liabilities are part of a group of financial liabilities, which are managed and their performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy;

Or

- The liabilities contain one or more embedded derivatives, unless they do not significantly modify the cash flows that would otherwise be required by the contract, or it is clear with little or no analysis when a similar instrument is first considered that separation of the embedded derivative(s) is prohibited.

Financial assets and financial liabilities at FVPL are recorded in the statement of financial position at fair value. Changes in fair value are recorded in profit and loss with the exception of movements in fair value of liabilities designated at FVPL due to changes in the Group's own credit risk. Such changes in fair value are recorded in the own credit reserve through OCI and do not get recycled to the profit or loss. Interest earned or incurred on instruments designated at FVPL is accrued in interest income or interest expense, respectively, taking into account any discount/ premium and qualifying transaction costs being an integral part of the instrument. Interest earned on assets mandatorily required to be measured at FVPL is recorded using contractual interest rates. Dividend income from equity instruments measured at FVPL is recorded in profit or loss as other operating income when the right to the payment has been established.

#### **Financial guarantees, letters of credit and undrawn loan commitments**

The Group issues financial guarantees, letters of credit and loan commitments. Financial guarantees are initially recognised in the financial statements (within provisions) at fair value, being the premium received. Subsequent to initial recognition, the Group's liability under each guarantee is measured at the higher of the amount initially recognised less cumulative amortisation recognised in the income statement, or the corresponding ECL provision as set out in note 28. The premium received is recognised in the income statement in net fees and commission income on a straight line basis over the life of the arrangement.

Undrawn loan commitments and letters of credit are commitments under which, over the duration of the commitment, the Group is required to provide a loan with pre-specified terms to the customer. These contracts are in the scope of the ECL requirements. The nominal contractual value of financial guarantees, letters of credit and undrawn loan commitments, where the loan agreed to be provided is on market terms, are not recorded in the statement of financial position. The nominal values of these instruments together with the corresponding ECLs are disclosed in note 28. The Group occasionally issues loan commitments at below market interest rates at drawdown. Such commitments are subsequently measured at the higher of the amount of the ECL allowance and the amount initially recognised less, when appropriate, the cumulative amount of income recognised.

### **3.9 Derecognition of financial assets and liabilities**

IFRS 9 contains specific guidance for the accounting when the modification of a financial instrument not measured at FVPL does not result in derecognition. Under IFRS 9, the Bank will recalculate the gross carrying FVPL of the financial asset (or the amortised cost of the financial liability) by discounting the modified contractual cash flows at the original effective interest rate and recognise any resulting adjustment as a modification gain or loss in profit or loss.

### **3.10 Impairment of financial assets**

The impairment of financial assets under IFRS 9 is based on an expected credit loss (ECL) model and is the area where IFRS 9 has the most significant impact. IFRS 9 requires a 12 month (Stage 1) ECL calculation where financial assets have not experienced a significant increase in credit risk since origination; and a lifetime ECL calculation where it has been demonstrated that there has been a significant increase in credit risk (Stage 2). The lifetime ECL calculation is further refined into separate stages depending on whether the financial asset is credit-impaired or not. The area of IFRS 9's impairment criteria where the greatest judgment is required relates to when financial assets display an increase in credit risk since initial recognition and subsequently move from a 12 month ECL calculation (Stage 1) to a non-credit-impaired lifetime ECL calculation (Stage 2).

#### **i) Overview of the ECL principles**

The Group records the allowance for expected credit losses for all loans and other debt financial assets not held at FVPL, including loan commitments in this section all referred to as 'financial instruments'. Equity instruments are not subject to impairment under IFRS 9.

The ECL allowance is based on the credit losses expected to arise over the life of the asset (the lifetime expected credit loss or LTECL), unless there has been no significant increase in credit risk since origination, in which case, the allowance is based on the 12 months' expected credit loss (12m ECL) as outlined in Note 30. The Group's policies for determining if there has been a significant increase in credit risk are set out in Note 30.

The 12m ECL is the portion of LTECLs that represent the ECLs that result from default events on a financial instrument that are possible within the 12 months after the reporting date.

Based on the above process, the Group groups its loans into Stage 1, Stage 2 and Stage 3 as described below:

- **Stage 1:** When loans are first recognised, the Group recognises an allowance based on 12m ECLs. Stage 1 loans also include loans where the credit risk has improved and the loan has been reclassified from Stage 2.
- **Stage 2:** When a loan has shown a significant increase in credit risk since origination, the Group records an allowance for the LTECLs. Stage 2 loans also include loans where the credit risk has improved and the loan has been reclassified from Stage 3.
- **Stage 3:** Loans are considered credit-impaired. The Group records an allowance for the LTECLs.

For financial assets for which the Group has no reasonable expectations of recovering either the entire outstanding amount, or a proportion thereof, the gross carrying amount of the financial asset is reduced. This is considered a partial derecognition of the financial asset.

#### **ii) The Calculation of ECLs**

The Group calculates ECLs based on four probability-weighted scenarios to measure the expected cash shortfalls, discounted

at an approximation to the EIR. A cash shortfall is the difference between the cash flows that are due to an entity in accordance with the contract and the cash flows that the entity expects to receive. The mechanics of the ECL calculations are outlined below and the key elements are, as follows:

- **Probability of Default (PD):** The *Probability of Default* is an estimate of the likelihood of default over a given time horizon. A default may only happen at a certain time over the assessed period if the facility has not been previously derecognised and is still in the portfolio.
- **Exposure at Default (EAD):** The *Exposure at Default* 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, whether scheduled by contract or otherwise, expected drawdowns on committed facilities, and accrued interest from missed payments. The EAD is further explained in note 30.
- **Loss Given Default (LGD):** The *Loss Given Default* is an estimate of the loss arising in the case where a default occurs at a given time. It is based on the difference between the contractual cash flows due and those that the lender would expect to receive, including from the realisation of any collateral. It is usually expressed as a percentage of the EAD. The LGD is further explained in note 30.

When estimating the ECLs, the Group considers four scenarios: mild upside, baseline, downside and severe downside. Each of these is associated with different PDs, EADs and LGDs, as set out in iii) Use of forward-looking economic information in note 30. When relevant, the assessment of multiple scenarios also incorporates how defaulted loans are expected to be recovered, including the probability that the loans will cure and the value of collateral or the amount that might be received for selling the asset. The maximum period for which the credit losses are determined is the contractual life of a financial instrument.

Impairment losses and releases are accounted for and disclosed separately from modification losses or gains that are accounted for as an adjustment of the financial asset's gross carrying value.

The mechanics of the ECL method are summarised below:

- **Stage 1:** The 12m ECL is calculated as the portion of LTECLs that represent the ECLs that result from default events on a financial instrument that are possible within the 12 months after the reporting date. The Group calculates the 12m ECL allowance based on the expectation of a default occurring in the 12 months following the reporting date. These expected 12-month default probabilities are applied to a forecast EAD and multiplied by the expected LGD and discounted by an approximation to the original EIR. This calculation is made for each of the four scenarios, as explained above.
- **Stage 2:** When a loan has shown a significant increase in credit risk since origination, the Group records an allowance for the LTECLs. The mechanics are similar to those explained above, including the use of multiple scenarios, but PDs and LGDs are estimated over the lifetime of the instrument. The expected cash shortfalls are discounted by an approximation to the original EIR.
- **Stage 3:** For loans considered credit-impaired, the Group recognises the lifetime expected credit losses for these loans. The method is similar to that for Stage 2 assets, with the PD set at 100%.
- **Loan commitments:** When estimating LTECLs for loan commitments, the Group estimates the expected portion of the loan commitment that will be drawn down over its expected life. The ECL is then based on the present value of the expected shortfalls in cash flows if the loan is drawn down, based on a probability-weighting of the four scenarios. The expected cash shortfalls are discounted at the expected EIR on the loan.
- **Overdrafts:** The Group does not limit its exposure to credit losses to the contractual notice period, but, instead calculates ECL over a period that reflects the Group's expectations of the customer behaviour, its likelihood of default and the Group's future risk mitigation procedures, which could include reducing or cancelling the facilities. Based on past experience and the Group's expectations, the period over which the Group calculates ECLs for these products, is five years for corporate and seven years for retail products. The interest rate used to discount the ECLs for overdrafts is based on the average EIR that is expected to be charged over the life of the instrument.

### iii) Use of forward-looking economic information

The assessment of significant increase in credit risk (SICR) and the calculation of ECL both incorporate forward-looking information using key economic variables which impact on the credit risk and credit losses of the lending portfolio. This has been increasingly challenging in 2020 due to the impact of the Covid pandemic and the significant levels of uncertainty this has caused during 2020. Quantitative assessments have been supported by qualitative expert judgment in the management of the Group's portfolio and to support the identification of SICR in the book and the impact on the Group's Expected Credit Loss (ECL) assessments. The IFRS 9 model has been updated periodically throughout the year with new macroeconomic forecasts and wider risk monitoring utilised to identify areas of risk that is not fully accounted for in the Group's modelled outputs.

The variables of the Group's economic modelling are deployed to forecast the PD, LGD and EAD across different scenarios and the Group partners with a market leader in global forecasting and quantitative analysis to ensure that the economic updates made to its inputs are aligned to market best practice estimates. During 2020 the Group added a fourth scenario to its macroeconomic forecasting, the 'severe downside' scenario was added to the 'base', 'mild upside', and 'downside' scenarios strengthening the non-linearity of the Group's ECL calculation. Further, the Group reviewed the selection of economic variables in the model as part of the ongoing improvements and validation work.

| <b>Base (50<sup>th</sup> percentile)</b>  | <b>UK economy output</b> |
|---|--------------------------|
| <ul style="list-style-type: none"> <li>Risks to the outlook remain skewed to the downside with the UK not reaching a yearly growth of 1.3% (pre-pandemic levels) or having a noticeable recovery until the middle of 2021 with the forecast conditional on medical advances becoming widely available in the middle of 2021 that allow global activity to move towards full capacity.</li> <li>The forecast represents an incomplete V-shaped recovery, with growth initially recovering but remaining relatively subdued.</li> <li>The economy experiences permanent scarring, with output forecast to remain around 3.3% below its pre-crisis level in the long run.</li> <li>Unemployment forecast rises to 6.9% by mid-2021 – the fastest rise since records began which is still below the consensus forecast. A fast increment affected by significant drivers such as: an expected removal of government support schemes, the Brexit withdrawal agreement, uncertainty is also expected to weigh on labour demand etc.</li> <li>Residential house prices are forecast to see some contraction from next year, however, remain robust in 2021 as recent price momentum has been stronger than expected. The model forecasts a start-to-trough decline of around 8%, reflecting the large hit to incomes and to the labour market and the impact of stamp duty holiday.</li> <li>The large-scale fiscal easing continues to be integrated with ample monetary policy support. Bank Rate are forecasted to be held flat at its current level of 0.1% until middle of 2024. Thereafter we expect rates to be increased at very slow pace until reaching their terminal rate of 1.75% towards the end of 2030.</li> </ul> |                          |
| <b>Mild upside (15<sup>th</sup> percentile)</b>   | <b>UK economy output</b> |
| <ul style="list-style-type: none"> <li>In this GDP recovers its pre-crisis trend by end-2022, supported by more expansionary policy in the form of structurally large fiscal deficits.</li> <li>Unemployment peaks at 6.3% in Q4 2020 and declines thereafter, reverting to its pre-crisis level by Q3 2023.</li> <li>Supported by the turnaround in confidence, and only temporary scarring of the labour market, residential house prices avoid a decline in 2021 and only see a mild contraction in 2022.</li> <li>Thereafter prices start to rebound amid recovering incomes and lower unemployment, which outweigh slightly higher interest rates.</li> </ul>  |                          |
| <b>Downside scenario (85<sup>th</sup> percentile)</b>   | <b>UK economy output</b> |
| <ul style="list-style-type: none"> <li>In the downside scenario, UK output recovers slowly and fitfully from the pandemic-inflicted recession. Output falls again in Q4 2020 and in Q1 2021 as consumer confidence remains severely dampened and many businesses remain shut or operate at significantly reduced capacity.</li> <li>The unemployment rate continues to rise into 2021 and peaks at 8.8% in Q2 2021 – a level last seen around a decade ago in the midst of more austere fiscal policy.</li> <li>To counter the historic recession, the MPC further eases its policy stance and eventually decides to lower Bank Rate below 0. In Q3 2021 the MPC lowers Bank Rate to -0.25% and only returns it into positive territory six years later.</li> <li>Despite lower interest rates, increased unemployment introduces forced sellers into the residential property market. House prices fall sharply, by 28% peak-to-trough from Q4 2020 until Q4 2023 and only recover slowly thereafter.</li> </ul>   |                          |
| <b>Severe downside scenario (95<sup>th</sup> percentile)</b>  | <b>UK economy output</b> |
| <ul style="list-style-type: none"> <li>The severe downside scenario sees a sharp worsening in the contraction in output in Q1 2021 resulting in a decline in output of 8.8%. By the end of Q4 2020 the economy remains nearly 10% smaller compared to the pre-crisis base case, and around 7% smaller compared to the current baseline.</li> <li>Unemployment surges to over almost 10% in Q2 2021, 2.8% higher than in the baseline and around 1.3% higher than the post-GFC peak.</li> <li>The MPC decides to cut rates deep into negative territory, lowering Bank Rate to -0.5% by Q4 2021, and keeping rates negative until the end of the decade.</li> <li>House prices fall by more than 39% peak-to-trough (Q3 2019-Q3 2023), pushing them below the 2009 trough, reflecting the unparalleled hit to incomes, significantly impaired confidence levels and tighter access to credit.</li> </ul>   |                          |

### **MIG and Housing Equity**

Part of the variables included in current model are Mortgage Interest Gearing and Housing Equity. Mortgage Interest Gearing captures multiple channels that can impact on affordability and creates a Weighted Average Interest Rate for Households regardless of whether they have a mortgage and provides an overview of the level of mortgage debt in the UK economy. Housing Equity is similar to loan-to-value (LTV) and provides a market view of the undrawn equity in the market.

### **Model Scenario Probability Weightings**

The probability weightings assigned to the economic scenarios at December 2020, before the post model adjustment were as follows:

|                    |             |                 |                        |
|--------------------|-------------|-----------------|------------------------|
| Mild Upside<br>30% | Base<br>50% | Downside<br>10% | Severe Downside<br>10% |
|--------------------|-------------|-----------------|------------------------|

As opposed to the 2019 weightings of:

|                    |             |                 |
|--------------------|-------------|-----------------|
| Mild Upside<br>30% | Base<br>40% | Downside<br>30% |
|--------------------|-------------|-----------------|

The Group's ECL model relies on a broad range of forward-looking information as economic inputs and these are reviewed on a regular basis to ensure that they remain representative of the portfolio and provide an appropriate forecast through

econometric techniques. These variables were subject to review in 2020 and the model has been updated accordingly. The most significant period-end assumptions used for the ECL estimate as at 31 December 2020 are as follows:

| 2020  | GBP    | HPI     | CRE     | Bank Rate | Unemployment | Mortgage Interest Gearing | Equity  |
|---|--------|---------|---------|-----------|--------------|---------------------------|---------|
| <b>Base scenario economic parameters</b>      |        |         |         |           |              |                           |         |
| 5 Year Average increase/decrease (%)          | 14.94  | (3.97)  | 4.2     | 0.06      | (1.35)       | 0.07                      | (3.86)  |
| Cumulative growth/(fall) to peak/(trough) (%) | 2.38   | (8.39)  | 0.74    | -         | 0.66         | (4.06)                    | (0.67)  |
| <b>Mild Upside economic parameters</b>        |        |         |         |           |              |                           |         |
| 5 Year Average increase/decrease (%)          | 19.75  | 4.98    | 9.87    | 0.75      | (2.21)       | 18.92                     | (2.09)  |
| Cumulative growth/(fall) to peak/(trough) (%) | 7.66   | (2.48)  | 3.13    | 0.08      | (0.8)        | (2.35)                    | 0.14    |
| <b>Downside economic parameters</b>           |        |         |         |           |              |                           |         |
| 5 Year Average increase/decrease (%)          | 9.07   | (20.72) | (5.04)  | (0.33)    | 0.92         | 1.47                      | (10.62) |
| Cumulative growth/(fall) to peak/(trough) (%) | (3.17) | (4.25)  | (9.66)  | (0.35)    | 2.54         | (5.17)                    | (1.89)  |
| <b>Severe Downside economic parameters</b>    |        |         |         |           |              |                           |         |
| 5 Year Average increase/decrease (%)          | 5.81   | (29.15) | (10.1)  | (0.56)    | 1.45         | (1.22)                    | (15.62) |
| Cumulative growth/(fall) to peak/(trough) (%) | (6.38) | (6.02)  | (15.61) | (0.6)     | 3.46         | 14.14                     | (2.58)  |
| 2019  | GBP    | HPI     | CRE     | Bank Rate | Unemployment | Mortgage Interest Gearing | Equity  |
| <b>Base scenario economic parameters</b>      |        |         |         |           |              |                           |         |
| 5 Year Average increase/decrease (%)          | 4.40   | 7.00    | 4.07    | 0.48      | (0.15)       | 23.32                     | 0.23    |
| Cumulative growth/(fall) to peak/(trough) (%) | 0.17   | 0.45    | 0.10    | 0.00      | 0.04         | 0.76                      | (0.07)  |
| <b>Mild Upside economic parameters</b>        |        |         |         |           |              |                           |         |
| 5 Year Average increase/decrease (%)          | 7.43   | 17.64   | 10.30   | 1.01      | (0.51)       | 52.36                     | 2.66    |
| Cumulative growth/(fall) to peak/(trough) (%) | 0.54   | 3.15    | 1.16    | 0.00      | (0.07)       | 5.02                      | 0.88    |
| <b>Downside economic parameters</b>           |        |         |         |           |              |                           |         |
| 5 Year Average increase/decrease (%)          | 0.33   | (11.33) | (3.78)  | (0.23)    | 1.72         | 1.67                      | (4.80)  |
| Cumulative growth/(fall) to peak/(trough) (%) | (0.81) | (16.60) | (5.95)  | (0.50)    | 0.23         | (5.31)                    | (1.10)  |
| <b>Severe Downside economic parameters</b>    |        |         |         |           |              |                           |         |
| 5 Year Average increase/decrease (%)          | (1.87) | (20.71) | (8.09)  | (0.56)    | 2.01         | 1.68                      | (8.75)  |
| Cumulative growth/(fall) to peak/(trough) (%) | (3.11) | (4.31)  | (11.58) | (0.65)    | 0.30         | 41.88                     | (1.75)  |

The below table demonstrates the gross carrying amount and the effect on ECL resulting from applying a 100% weighting to the scenarios applied in the calculation of our ECL model (base, mild upside and downside and severe downside). The below demonstrates the weighted year end 2020 position is skewed to the downside and beyond our Baseline output. This accounts for the downside risks that exist in the market and continued uncertainty that is not fully accounted for in the baseline economics output.

| <b>As at 31 December 2020</b>            |                 |                    |                 |                 |                        |
|--|-----------------|--------------------|-----------------|-----------------|------------------------|
| <b>Gross exposure £000</b>               | <b>Weighted</b> | <b>Mild Upside</b> | <b>Baseline</b> | <b>Downside</b> | <b>Severe Downside</b> |
| Business                                 | 313,070         |                    |                 |                 |                        |
| Property                                 | 2,085,077       |                    |                 |                 |                        |
| Private                                  | 215,815         |                    |                 |                 |                        |
| <b>ECL</b>                               |                 |                    |                 |                 |                        |
| Business                                 | 1,331           | 1,163              | 1,257           | 1,620           | 1,918                  |
| Property                                 | 6,855           | 5,445              | 6,053           | 8,408           | 10,766                 |
| Private                                  | 361             | 297                | 333             | 466             | 586                    |
| <b>Proportion of ECLs in stage 2 (%)</b> |                 |                    |                 |                 |                        |
| Business                                 | 59%             | 63%                | 61%             | 54%             | 50%                    |
| Property                                 | 34%             | 31%                | 31%             | 37%             | 41%                    |
| Private                                  | 8%              | 9%                 | 8%              | 7%              | 6%                     |

| <b>As at 31 December 2019</b>            |                 |                    |                 |                 |                        |
|--|-----------------|--------------------|-----------------|-----------------|------------------------|
| <b>Gross exposure £000</b>               | <b>Weighted</b> | <b>Mild Upside</b> | <b>Baseline</b> | <b>Downside</b> | <b>Severe Downside</b> |
| Business                                 | 272,485         |                    |                 |                 |                        |
| Property                                 | 1,804,972       |                    |                 |                 |                        |
| Private                                  | 227,328         |                    |                 |                 |                        |
| <b>ECL</b>                               |                 |                    |                 |                 |                        |
| Business                                 | 839             | 809                | 832             | 876             |                        |
| Property                                 | 2,593           | 2,361              | 2,534           | 2,904           |                        |
| Private                                  | 308             | 285                | 302             | 340             |                        |
| <b>Proportion of ECLs in stage 2 (%)</b> |                 |                    |                 |                 |                        |
| Business                                 | 3.81%           | 3.10%              | 3.55%           | 4.78%           |                        |
| Property                                 | 11.63%          | 10.47%             | 11.26%          | 13.00%          |                        |
| Private                                  | 1.55%           | 1.44%              | 1.54%           | 1.65%           |                        |

The impact on ECL of exposures moving from a 12-month provisioning stage to a lifetime provisioning stage (and vice versa) occur when a loan moves between stage 1 and stage 2. This change in stages between 1 and 2 can also occur due to model economic forecasts. As the Group's lending is primarily property financing the Group's ECL modelling is sensitive to changes in the underlying value of the property which it takes as collateral against its loans. To test the Group's sensitivity to changes in house prices, the macroeconomic variable HPI in the model has been run for all the scenarios, whilst the other macroeconomic variables have been held consistent with the Baseline scenario. This demonstrates the sensitivity changes to house prices could have on the Group's ECL.

| <b>ECL Sensitivity of HPI change relative to Baseline Scenario (Difference) £000</b> |                        |                     |                            |
|--|------------------------|---------------------|----------------------------|
| <b>Stage</b>   | <b>HPI Mild Upside</b> | <b>HPI Downside</b> | <b>HPI Severe Downside</b> |
| Total  | (283,867)              | 849,953             | 1,451,120                  |

#### Post-Model Adjustments and Staging

The Group utilises Post Model Adjustments ("PMA") to account for model limitations or latent risks not captured by modelled ECLs in the modelled outcome of the IFRS 9 ECL provisions. All PMAs and the methodology are subject to challenge and review through the Group's model governance process and approved by the Board Audit Committee. At year end 2020 the following PMAs were approved to account for any material uncertainties not captured in the model output:

- **Economic judgement PMA** ensures that any material uncertainties for downside impact currently not captured fully in the model are considered in the PMA. The macroeconomic scenarios were updated at early December 2020 prior to the Government's announcements in relation to a third national lockdown, the outcome and impact of Brexit, and any possible disruption that could discourage the success of the Covid vaccine rollout. Whilst the Group has actively managed SICR in its portfolio during the pandemic and moved exposures through the stages as appropriate, there

are still a number of outcomes that remained unknown at the end of 2020 and may not be fully captured in the model. To account for this increased risk the Group used the change in weights as a proxy for having the slightly outdated scenario before consideration of the three events previously mentioned. Reducing the weighting on the mild upside and baseline by 10% each and applying these to the 2 downsides. The application of a £595k PMA aligns to weighting the model more to a 20% mild upside / 40% baseline / 20% downside / 20% severe downside.

- **Interest only and Amortising Term Loan PMA** is applied to all loans which have a significant final payment on the expiry of their facility. It is calculated by analysing the historic performance of this cohort and applying an adjusted PD to account for the increase in PD risk over the final 12-months of the loan prior to expiry.
- **Bridging Sector PMA** accounts for the increased pressure on this small segment of the Group's loan book. It is experiencing sector specific liquidity constraints which has delayed and restricted customers refinancing strategies. The Group believes that this market will open fully once the risk from Covid decreases, however it is in a position where it is holding these short-term loans for a longer period than planned. As this represents a heightened level of risk to the Group, a PMA is applied to reflect that the customers may exhibit Unlikelihood to Pay (UTP) criteria in the next 12 months and a proportion of the stage 3 ECL is taken based on the Group's expert assessment that this probability could occur.
- **Consumer Mortgages PMA** is applied to the regulated mortgages portfolio. This portfolio has not undertaken a full economic cycle and currently a new IFRS 9 model is being developed. Historically the Group has held a 10bps PMA on the total exposure of this portfolio. To address the static methodology, the Group has increased the PMA commensurate to the increase in the S1 ECL from the Property Finance portfolio which reflects the uplift to a comparable cohort within the modelled portfolio.
- **CBILS PMA** is applied to account for the guarantee provided by the British Business Bank (BBB) and backed by the UK Government which covers 80% of the non-recoverable outstanding amount after default, leaving the Group liable for the remaining 20% of the non-recoverable exposure. To account for this, an adjustment is made to the loss given default (LGD) to reduce this figure by 80%. This is applied in accordance with accepted industry practice.

The cumulative impact of the PMAs at the end of 2020 is £2.0 million an uplift of £1.37m on 2019.

| Total PMA £000 | "Economic judgement" | Interest only and Amortising Term Loan | Bridging Sector | Consumer Mortgages           | CBILS                  |
|----------------|----------------------|--|-----------------|------------------------------|------------------------|
| 2019           | N/A                  | £245                                   | £123            | £214                         | N/A                    |
| 2020           | £595                 | £181                                   | £866            | £314<br>(£83 increase in S1) | £38<br>(£151 decrease) |

### 3.11 Collateral valuation

To mitigate its credit risks on financial assets, the Group seeks to use collateral where possible. The collateral comes in various forms, such as real estate, cash, securities, letters of credit / guarantees, receivables, inventories, other non-financial assets and credit enhancements such as netting agreements. Collateral, unless repossessed, is not recorded on the Group's statement of financial position. However, the fair value of collateral affects the calculation of ECLs. It is generally assessed, at a minimum, at inception and re-assessed on a quarterly basis. Residential Property is revalued at least quarterly through indexation, it is also subject to physical revaluation periodically and fully revalued when entering recoveries.

To the extent possible, the Group uses active market data for valuing financial assets held as collateral. Other financial assets which do not have readily determinable market values are valued using models. Non-financial collateral, such as real estate, is valued based on professional valuations.

### 3.12 Write-offs

Financial assets are written off either partially or in their entirety only when the Group has stopped pursuing the recovery. If the amount to be written off is greater than the accumulated loss allowance, the difference is first treated as an addition to the allowance that is then applied against the gross carrying amount. Any subsequent recoveries are credited to credit loss expense. Write-offs are instructed by the Restructuring, Recoveries and Arrears management team ("Restructuring"), which assumed responsibility for the established Recoveries team in 2020. The team was formed in response to the worsening economic environment brought on by the Covid pandemic.

### 3.13 Forborne and modified loans

The Group sometimes makes concessions or modifications to the original terms of loans as a response to the borrower's financial difficulties, rather than taking possession or otherwise enforcing collection of collateral. The Group considers a loan forborne when such concessions or modifications are provided as a result of the borrower's present or expected financial difficulties and the Group would not have agreed to them if the borrower had been financially healthy. Indicators of financial difficulties include defaults on covenants or significant concerns raised by the Credit Risk Department. Forbearance may involve extending the payment arrangements and the agreement of new loan conditions. Once the terms have been renegotiated, any impairment is measured using the original EIR as calculated before the modification of terms. It is the Group's policy to monitor forborne loans to help ensure that future payments continue to be likely to occur. De-recognition decisions and classification between Stage 2 and Stage 3 are determined on a case-by-case basis. If these procedures identify a loss in relation to a loan, it is disclosed and managed as an impaired Stage 3 forborne asset until it is collected or written off.



When the loan has been renegotiated or modified but not derecognised, the Group also reassesses whether there has been a significant increase in credit risk, as set out in note 30. The Group also considers whether the assets should be classified as Stage 3. Once an asset has been classified as forborne, it will remain forborne for a minimum 24-month probation period. In order for the loan to be reclassified out of the forborne category, the customer has to meet all of the following criteria:

- All of its facilities have to be considered performing;
- The probation period of two years has passed from the date the forborne contract was considered performing;
- Regular payments of more than an insignificant amount of principal or interest have been made during at least half of the probation period;
- The customer does not have any contract that is more than 30 days past due.

### **3.14 Expected Credit Loss of financial assets**

The Group assesses on a forward-looking basis the expected credit losses ('ECL') associated with the assets carried at amortised cost and FVOCI and recognises a loss allowance for such losses at each reporting date.

Expected credit losses are driven by changes in credit risk of loans, with an allowance for lifetime expected credit losses recognised where the risk of default of a financial asset has increased significantly. Risk of default and expected credit losses must incorporate forward-looking and macroeconomic information.

We typically group financial assets and assess them for ECL collectively where they share risk characteristics (for example term loans and revolving credit facilities) using one or more statistical models. We calculate separate collective ECLs for financial assets in Stages 1, 2 and 3.

For more on how ECL is calculated, see the Credit Risk section in note 30.

The Group assesses impairment aligned to its definition of default, this includes criteria such as when repayment is greater than 90 days past due or exhibiting unlikelihood to pay. The definition of default is consistent across regulatory definitions applied in the UK, non-performing loan (NPL) criteria and credit impaired stage 3.

### **3.15 Cash and cash equivalents**

Cash and cash equivalents for the purposes of the statement of cash flows consist of cash, non-obligatory balances with central banks, placements with banks and other securities that are readily convertible into known amounts of cash or are repayable within three months of the date of their acquisition. Placements by related entities which are repayable on demand and form an integral part of the Group's cash management are also included as a component of cash and cash equivalents for the purposes of the Statement of cash flows.

### **3.16 Property and equipment**

Property is originally measured at cost and subsequently measured at fair value less accumulated depreciation. Valuations are carried out on a three-year cycle by independent qualified valuers on the basis of current market values. Management reassesses the carrying amount to ensure that it does not differ materially from the fair value at the end of each intervening reporting period. Revaluation increments are credited to the asset revaluation reserve, unless these reverse deficits on revaluations charged to the income statement in prior years. To the extent that they reverse previous revaluation gains, revaluation losses are charged against the asset revaluation reserve. This policy is applied to assets individually. Revaluation increases and decreases are not offset, even within a class of assets, unless they relate to the same asset.

Computer hardware and furniture and equipment are carried at cost, less accumulated depreciation and impairment losses. Historical cost includes expenditure that is directly attributable to acquisition.

Property and equipment carrying amounts are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount. The recoverable amount is the higher of (i) the asset's fair value less costs to sell and (ii) the asset's value in use.

Depreciation of buildings and equipment is calculated on a straight line basis over the estimated useful life, as follows:

- buildings 30 years;
- computer equipment 3-5 years;
- furniture and fixtures 3 years.

Asset residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting date. In 2020, useful lives were adjusted for computer equipment from 5 years to 3-5 years, and furniture and fixtures from 10 years down to 3 years. There is no material incremental cost as a result of this change. Gains or losses on the disposal of property and equipment, which are determined as the difference between the net sale proceeds and the carrying amount at the time of sale, are included in the income statement. Any realised amounts in the asset revaluation reserve are transferred directly to retained earnings.

### **3.17 Non-current assets held-for-sale**

Non-current assets are classified as held-for-sale if their carrying amount will be recovered principally through a sale rather than continued use and a sale is deemed to be highly probable. They are measured at the lower of their carrying value and fair value less costs to sell. An impairment loss is recognised for any initial or subsequent write-down of the asset to fair value less costs to sell. A gain is recognised for any subsequent increases in fair value less costs to sell of an asset, but not in

excess of any cumulative impairment loss previously recognised. A gain or loss not previously recognised by the date of sale is recognised at the date of derecognition.

Non-current assets are not depreciated or amortised while they are classified as held-for-sale.

Non-current assets classified as held-for-sale are presented separately from the other assets in the statement of financial position.

### 3.18 Leases

The Group leases various offices. Rental contracts are typically made for fixed periods of either 1 year or up to 20 years. The Group has elected not to separate lease and non-lease components and instead accounts for these as a single lease component. Lease terms are negotiated on an individual basis. The lease terms do not impose any covenants other than the security interests in the leased assets that are held by the lessor. Leased assets may not be used as security for borrowing purposes.

Until the 2018 financial year, leases of property were classified as operating leases. From 1 January 2019, leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the Group.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the present value of fixed lease payments. The lease payments are discounted using the incremental borrowing rate, being the rate that the Group would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions. The interest rate implicit in the lease cannot be readily determined.

Lease payments are allocated between principal and finance cost. The finance cost is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Right-of-use assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liability;
- any lease payments made at or before the commencement date less any lease incentives received;
- any initial direct costs;
- restoration costs.

Right-of-use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. If the Bank is reasonably certain to exercise a purchase option, the right-of-use asset is depreciated over the underlying asset's useful life.

A termination option is included within the present property leases. In determining the lease term, management considers all facts and circumstances which may lead to the exercising of the termination option. The right-of-use asset is therefore depreciated over the expected lease term through to termination.

While the Group revalues its land and buildings that are presented within property, plant and equipment, it has chosen not to do so for the right-of-use buildings held.

Payments associated with short-term leases of equipment and vehicles and all leases of low-value assets are recognised on a straight-line basis as an expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less. Low-value assets comprise IT equipment, motor vehicle leases and small items of office equipment and furniture.

The Group had to change its accounting policies as a result of adopting IFRS 16. The Group elected to adopt the new rules retrospectively but recognised the cumulative effect of initially applying the new standard on 1 January 2019. This is disclosed in note 20. No lease assets or liabilities were previously recognised under IAS 17.

### 3.19 Intangible assets

An intangible asset is recognised only when its cost can be measured reliably and it is probable that the expected future economic benefits that are attributable to it will flow to the Group. Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is their fair value as at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses. Accumulated amortisation on intangible assets is included within depreciation, amortisation and impairment within the income statement.

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised over the useful economic life. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at each financial year-end. Changes in the expected useful life, or the expected pattern of consumption of future economic benefits embodied in the asset, are accounted for by changing the amortisation period or methodology, as appropriate, which are then treated as changes in accounting estimates.

Intangible assets are reviewed for impairment when events relating to changes to circumstances indicate that the carrying value may not be recoverable. If the carrying amount exceeds the recoverable amount then the intangible assets are written down to their recoverable amount.

Amortisation is calculated using the straight-line method to write down the cost of intangible assets to their residual values over their estimated useful lives, as follows:

- Computer software – 3 years;
- Core application software – 5-10 years

In 2020, expected useful lives were adjusted for core application software from 10 years to 5-10 years. There is an incremental cost of £1.6m in 2020, as a result of this change. Core application software is presented within computer software in note 19.

### **3.20 Employee benefits**

#### **3.20.1 Retirement benefits**

The Group operates a defined contribution pension plan in the UK. The cost of providing retirement pensions is charged to the profit and loss account at the amount of the defined contributions payable for each year. Differences between contributions payable and those actually paid are shown as accruals or prepayments.

#### **3.20.2 Share-based payments**

The Group provides share-based compensation benefits to employees via the Executive Long Term Incentive Plan (LTIP). Under the plan, participants are granted cash settled awards which only vest upon satisfaction of certain performance or other conditions. The fair value of awards granted is recognised as an expense, with a corresponding liability. The total amount to be expensed is determined by reference to the fair value of the awards granted including any market performance conditions, excluding the impact of any service and non-market performance conditions, and including the impact of any non-vesting conditions. The Group also estimates the number of awards that are expected to vest based on the non-market service and performance conditions. The total expense is recognised over the vesting period. At the end of each financial period, the Group revises its estimate of fair value as well as its estimate of the number of awards that are expected to vest. The impact of these revisions is recognised in the profit and loss, with a corresponding adjustment to the liability.

### **3.21 Government grants and other assistance**

Government grants and other government assistance receivables are recognised in the income statement over the period in which the Group recognises related expenses for which the grants or other assistance are intended to compensate.

In 2020, the Group has participated in the Coronavirus Business Interruption Loan Scheme (CBILS). Year one payments received from British Business Bank (BBB) for CBILS arrangement fees and interest on the facilities are recognised within interest income in the income statement. Receipts are recognised as revenue in line with the contractual terms of the facilities.

The CBILS lender fee is an amount calculated in respect of each CBILS loan facility for each day such facility is outstanding, aggregated and paid to BBB on a quarterly basis, in arrears. The fee reflects the premium benefit of the financial guarantee. This is deemed to be a transaction cost and as such is an integral part of the yield on the facility, which is recognised within net interest income in the income statement.

The Group has not received any government grants.

### **3.22 Investment in subsidiary**

Cynergy Bank Limited, whose principal place of business is England and Wales and whose registered office is 27-31 Charlotte Street, London, W1T 1RP, is a wholly owned subsidiary of Cynergy Capital Ltd. The investment in subsidiary is accounted for at cost less any provision for impairment.

In the Group accounts the acquisition has been fair valued under IFRS 3, with no material adjustments.

In the Company accounts, the investment is held at cost under IAS 27.

## **4 Significant accounting judgments, estimates and assumptions**

The preparation of the financial statements requires the Group's management to make judgments, estimates and assumptions that can have a material impact on the amounts recognised in the financial statements. The accounting policies that are critical to the Group's results and financial position in terms of the materiality of the items to which the policy is applied, and which involve a high degree of judgment including the use of estimates and assumptions are set out below.

### **Critical judgments**

There have been no critical judgments needed in the selection and application of accounting policies for the preparation of the financial statements. Critical judgments made in developing accounting estimates are included within the significant estimates section below.

### **Significant estimates**

The preparation of financial information requires management to make estimates and assumptions that affect the application of accounting policies and the reported amount of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and management assumptions are reviewed on a regular basis and when new information becomes available. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in subsequent accounting periods.

The judgments and assumptions that are considered to be the most important in the portrayal of the Group's financial affairs are those related to impairment, the conduct risk and legal provision included in these accounts.

**Allowances for credit losses**

The measurement of impairment losses under IFRS 9 across all categories of financial assets requires judgment, in particular, the estimation of the amount and timing of future cash flows and collateral values when determining default and the assessment of a significant increase in credit risk. These estimates are driven by a number of factors, changes in which can result in different levels of allowances. The Group's ECL calculations are outputs of complex models with a number of underlying assumptions regarding the choice of variable inputs and their interdependencies.

Elements of the ECL models that are considered key elements or assumptions include:

- The Group's criteria for assessing if there has been a significant increase in credit risk and so allowances for financial assets should be measured on a LTCL basis;
  - Selection of forward-looking macroeconomic scenarios and their probability weightings, to derive the economic inputs into the ECL models;
  - Key PMAs are also judgments and assumptions. These are documented under Post-Model Adjustments in section 3.11 Impairment of financial assets (iii) Use of forward-looking economic information.
- Forward looking ECL sensitivities are detailed in note 3.10.

#### **Provision for conduct risk, customer remediation and litigation**

The Group operates in a regulatory and legal environment that, by nature, has a heightened element of litigation risk inherent to its operations. As a result it is involved in various litigation, arbitration, conduct and regulatory investigations and proceedings, arising in the ordinary course of the Group's business.

When the Group can reliably measure the outflow of economic benefits in relation to a specific case and considers such outflows to be probable, the Group records a provision against the case. Where the probability of outflow is considered to be remote, or probable, but a reliable estimate cannot be made, a contingent liability is disclosed. However, when the Group is of the opinion that disclosing these estimates on a case-by-case basis would prejudice their outcome, then the Group does not include detailed, case specific disclosures in its financial statements.

Given the subjectivity and uncertainty of determining the probability and amount of losses, the Group takes into account a number of factors including legal advice, the stage of the matter and historical evidence from similar incidents. Significant judgment is required to conclude on these estimates.

The Group has established a provision for redress payable in respect of historic conduct issues. The provision is management's best estimate of the anticipated costs of redress and related administration expenses. The determination of appropriate assumptions to underpin the provision requires significant judgment by management. Details of the provision for customer redress are presented in note 24 to the financial statements.

The current project opt-in rate for the 'invite into the review' cohort is 79%.

For prudence, the current opt-in rate used for the provision assumption is 80% - which would allow for a further 12 opt ins.

We have received no further opt-ins since H1 2019. Given no proactive contact has been made with the non-respondent cohort beyond the agreed customer contact cycle - which completed in Q1 2019, we are comfortable that 80% is the appropriate assumption to be used as part of the provision calculation. Sensitivities are shown within note 24.

#### **The effective interest method**

The Group's interest income is recorded using the effective interest rate (EIR) method for all financial instruments measured exactly discounts estimated future cash receipts through the expected life of the financial instrument or, when appropriate, a shorter period, to the net carrying amount of the financial asset.

The Group recognises interest income at a rate of return that represents the best estimate of a constant rate of return over the expected behavioural life of loans and deposits and recognises the effect of potentially different interest rates charged at various stages and other characteristics of the product life cycle (including prepayments and penalty interest and charges). This estimation, by nature, requires an element of judgment regarding the expected behaviour and life-cycle of the instruments, as well as expected changes to the Group's and the Central Bank base rate and other fee income / expense that are integral parts of the instrument. The key sensitivity relates to the spreading of arrangement fees on the property lending portfolio and increasing and decreasing the behavioural life of the property lending portfolio by 20%, which would result in reducing/increasing income of £1.16m / £1.26m.

#### **Valuation of shared payment liability**

The Board and the Remuneration, Nominations and Corporate Governance Committee of the Bank Company approved the Long Term Incentive Plan (LTIP) for senior executives in February 2019. The LTIP is designed to provide long-term incentives for senior executives to deliver long-term shareholder returns. Under the plan, participants are granted cash settled awards which only vest upon satisfaction of certain performance or other conditions. Awards are granted on the basis that 50% of the award will be satisfied following the vesting date, 30% will be subject to a holding period of one year and 20% of the award will be subject to a holding period of two years. Upon maturity of the plan, the valuation of the award is calculated using a market value approach, assuming there is no quoted price available at this point. The valuation method considers comparable companies and comparable transactions to derive a comparable P/E ratio and book multiple. The final award is at the discretion of the Bank Company's Board in consideration of satisfaction of the performance conditions.

The final award is capped at 1.5x incremental growth in value, such that the liability is also capped. With £100m increased lending over target, the 2020 charge would increase by £760k. If the economic conditions of the country deteriorated in line with the 2019 Bank of England's annual cyclic scenario the resultant adjustment would be a reduction to the 2020 charge of £622k.

|                                   | <b>Group</b>   | <i>Group</i> | <b>Company</b> | <i>Company</i> |
|-----------------------------------|----------------|--------------|----------------|----------------|
|                                   | <b>2020</b>    | <i>2019</i>  | <b>2020</b>    | <i>2019</i>    |
|                                   | <b>£000</b>    | <i>£000</i>  | <b>£000</b>    | <i>£000</i>    |
| <b>5 Interest income</b>          |                |              |                |                |
| Loans and advances to customers   | <b>103,143</b> | 80,888       | -              | -              |
| Derivative financial instruments  | -              | 973          | -              | -              |
|                                   | <b>103,143</b> | 81,861       | -              | -              |
| Other interest and similar income | <b>729</b>     | 602          | -              | 5              |
|                                   | <b>103,872</b> | 82,468       | -              | 5              |

Other interest and similar income relates to fee income forming an integral part of the corresponding financial instruments through an adjustment to the instruments' EIR.

|  |               |             |
|--|---------------|-------------|
| <b>6 Interest expense</b>              | <b>2020</b>   | <i>2019</i> |
|  | <b>£000</b>   | <i>£000</i> |
| <i>Group</i>                           |               |             |
| Customer deposits                      | <b>23,530</b> | 22,030      |
| Bank deposits                          | <b>789</b>    | 643         |
| Subordinated loan (note 26)            | <b>2,578</b>  | 2,505       |
| Lease liabilities                      | <b>18</b>     | 8           |
| Deferred consideration discount unwind | <b>1,457</b>  | 2,833       |
|  | <b>28,372</b> | 28,019      |
| Derivative financial instruments       | -             | 1,162       |
|  | <b>28,372</b> | 29,181      |

## 7 Fee and commission income

|  |              |             |
|--|--------------|-------------|
| <i>Group</i>                           | <b>2020</b>  | <i>2019</i> |
|  | <b>£000</b>  | <i>£000</i> |
| Service fees for current accounts      | <b>571</b>   | 884         |
| Service fees for Debit / Credit cards  | <b>315</b>   | 430         |
| Services fees for handling payments    | <b>127</b>   | 202         |
| Service fees for credit Administration | <b>84</b>    | 85          |
| FX gain on derivatives for customers   | <b>411</b>   | -           |
| Other fees                             | <b>306</b>   | 763         |
|  | <b>1,814</b> | 2,364       |

## 8 Foreign exchange (losses)/ gains

Foreign exchange gains and losses arise from the re-translation of monetary assets in foreign currency at the balance sheet date, realised exchange gains and losses from transactions in foreign currency which have been settled during the period and the revaluation of foreign exchange derivatives.

|                                     |                |             |
|-------------------------------------|----------------|-------------|
| <i>Group</i>                        | <b>2020</b>    | <i>2019</i> |
|                                     | <b>£000</b>    | <i>£000</i> |
| Foreign exchange gain (loss) / gain | <b>(1,626)</b> | 424         |

## 9 Fair value gains on derivative instruments

| <i>Group</i>                                   | <b>2020</b>  | 2019 |
|--|--------------|------|
|  | <b>£000</b>  | £000 |
| Net gains arising on derivatives (see note 16) | <b>1,180</b> | 100  |

|  | <b>Group</b>  | <i>Group</i> | <b>Company</b> | <i>Company</i> |
|--|---------------|--------------|----------------|----------------|
|  | <b>2020</b>   | 2019         | <b>2020</b>    | 2019           |
| <b>10 Staff costs</b>                                  | <b>£000</b>   | £000         | <b>£000</b>    | £000           |
| Wages and Salaries                                     | <b>19,191</b> | 19,744       | -              | 70             |
| Social security costs                                  | <b>2,178</b>  | 2,057        | -              | 10             |
| Retirement benefit costs - defined contribution scheme | <b>1,903</b>  | 2,094        | -              | -              |
| Other benefits (Long term incentive plan)              | <b>443</b>    | 2,200        | -              | -              |
|  | <b>23,715</b> | 26,095       | -              | 80             |

The average number of staff employed (including two Executive Directors of the Bank Company) by the Group during the year ended 31 December 2020 was 235 (December 2019: 246).

## 11 Depreciation, amortisation and impairment

| <i>Group</i>                        | <b>2020</b>  | 2019  |
|-------------------------------------|--------------|-------|
|                                     | <b>£000</b>  | £000  |
| Depreciation                        | <b>1,158</b> | 730   |
| Amortisation of intangible assets   | <b>3,070</b> | 501   |
| Depreciation of right-of-use assets | <b>143</b>   | 43    |
| Impairment                          | <b>75</b>    | -     |
|                                     | <b>4,446</b> | 1,274 |

|  | <b>Group</b>  | <i>Group</i> | <b>Company</b> | <i>Company</i> |
|--|---------------|--------------|----------------|----------------|
|  | <b>2020</b>   | 2019         | <b>2020</b>    | 2019           |
| <b>12 Other operating expenses</b>                 | <b>£000</b>   | £000         | <b>£000</b>    | £000           |
| Information technology                             | <b>6,464</b>  | 5,354        | -              | -              |
| Professional fees                                  | <b>6,554</b>  | 3,243        | <b>125</b>     | 58             |
| Clearing charges                                   | <b>1,046</b>  | 1,108        | -              | -              |
| Communication                                      | <b>342</b>    | 336          | -              | -              |
| Advertising  | <b>433</b>    | 567          | -              | -              |
| Premises   | <b>867</b>    | 1,211        | -              | -              |
| Printing and stationery                            | <b>81</b>     | 115          | -              | -              |
| Other operating expenses – refer to analysis below | <b>2,400</b>  | 2,790        | -              | 1              |
|  | <b>18,187</b> | 14,724       | <b>125</b>     | 59             |

Fees payable to the Group's auditors for the audit of the Group's annual accounts:

|  |     |     |    |    |
|--|-----|-----|----|----|
| Audit fees payable to the company's auditor for the audit of the Company's annual accounts | 45  | 45  | 45 | 45 |
| Fees payable to the Group's auditors for the audit of the subsidiary's annual accounts:    |     |     |    |    |
| Audit of the Cynergy Capital Limited's subsidiaries  | 515 | 465 | -  | -  |
| Total audit fees   | 560 | 510 | 45 | 45 |
| Other assurance services   | 40  | 24  | -  | -  |
| Other non-audit services   | 1   | -   | -  | -  |
|  | 601 | 534 | 45 | 45 |

Other non-audit services relates to subscription services permissible under the FRC Ethical Standard.

Other operating expenses are further analysed below:

|   |       |       |   |   |
|---|-------|-------|---|---|
| Subscriptions and publications              | 598   | 394   | - | - |
| Directors' fees                             | 399   | 371   | - | - |
| Recruitment                                 | 475   | 486   | - | - |
| Training                                    | 56    | 187   | - | - |
| Travel and entertaining                     | 205   | 281   | - | - |
| Rebranding                                  | 113   | 11    | - | - |
| Financial Services Compensation Scheme levy | (4)   | 287   | - | - |
| Other insurances                            | 318   | 305   | - | - |
| Other operating expenses                    | 120   | 468   | - | 1 |
|   | 2,400 | 2,790 | - | 1 |

### 13 Credit loss on financial assets

The table below shows the ECL charges on financial instruments for the year recorded in the income statement:

2020

| <u>Group</u>                | Stage 1 | Stage 2 | Stage 3 | Total |
|-----------------------------|---------|---------|---------|-------|
|                             | £000    | £000    | £000    | £000  |
| Loans advances to customers | 2,081   | 2,779   | (114)   | 4,746 |
| Undrawn                     | 15      | -       | -       | 15    |
| Recoveries                  | -       | -       | 225     | 225   |
| Total impairment loss       | 2,096   | 2,779   | 111     | 4,986 |

2019

| <u>Group</u>                | Stage 1 | Stage 2 | Stage 3 | Total |
|-----------------------------|---------|---------|---------|-------|
|                             | £000    | £000    | £000    | £000  |
| Loans advances to customers | 479     | (12)    | (565)   | (98)  |
| Undrawn                     | (63)    | -       | -       | (63)  |
| Recoveries                  | -       | -       | 453     | 453   |
| Total impairment loss       | 416     | (12)    | (112)   | 292   |

# 14 Income tax expense

|  | 2020   | 2019   | 2020    | 2019    |
|--|--------|--------|---------|---------|
|  | £000   | £000   | £000    | £000    |
|  | Group  | Group  | Company | Company |
| UK corporation tax   |        |        |         |         |
| Charge for the year  | 5,416  | 3,191  | 1       | 1       |
| Adjustments in respect of prior year   | 494    | (196)  | -       | -       |
|  | 5,910  | 2,995  | 1       | 1       |
| Deferred tax   |        |        |         |         |
| (Credit) / charge for the year   | 358    | 34     | -       | -       |
| Adjustments in respect of prior year   | (74)   | 24     | -       | -       |
| Tax charge for the year  | 6,195  | 3,053  | 6       | 1       |
| A reconciliation of the tax charge in the income statement for the year and the accounting profit multiplied by the standard rate of corporation tax in the United Kingdom of 19.00% (December 2019: 19.00%) is presented below: |        |        |         |         |
| Profit / (loss) before tax   | 25,534 | 13,785 | (25)    | 317     |
| Tax calculated at 19.00% (2019: 19.00%) and surcharge at 8.00%:  | 5,047  | 2,619  | (5)     | 60      |
| Tax effect of:   |        |        |         |         |
| Income not chargeable to Corporation Tax   | -      | (8)    | -       | (59)    |
| Expenses not deductible for tax purposes   | 435    | 621    | 7       | -       |
| Tax rate change  | (56)   | (7)    | -       | -       |
| Property revaluation   | 349    | -      | -       | -       |
| Adjustment in respect of prior year – Corporation Tax  | 494    | (196)  | 1       | -       |
| Adjustment in respect of prior year – Deferred Tax   | (74)   | 24     | -       | -       |
| Tax charge for the year  | 6,195  | 3,053  | 6       | 1       |

The net deferred asset (liability) arises from:

|  |     |     |   |   |
|--|-----|-----|---|---|
| Difference between capital allowances and depreciation | 484 | 352 | - | 3 |
| Property revaluation                                   | 187 | 105 | - | - |
| Other provisions                                       | 38  | -   | - | - |
| Net deferred tax asset                                 | 709 | 457 | - | 3 |

The movement in the net deferred tax asset is set out below:

|   | 2020  | 2019  | 2020    | 2019    |
|---|-------|-------|---------|---------|
|   | £000  | £000  | £000    | £000    |
|   | Group | Group | Company | Company |
| 1 January                                       | 457   | 517   | -       | 3       |
| Revaluation of properties                       | 536   | -     | -       | -       |
| Deferred tax recognised in the income statement | (284) | (60)  | -       | -       |
| 31 December                                     | 709   | 457   | -       | 3       |



The analysis of the net deferred tax charge recognised in the income statement is set out below:

|  |              |      |   |   |
|--|--------------|------|---|---|
| Difference between capital allowances and depreciation | <b>137</b>   | (42) | - | - |
| Other temporary differences                            | <b>(202)</b> | (1)  | - | 3 |
| Change in tax rates                                    | <b>56</b>    | 7    | - | - |
| Adjustment in respect of prior years                   | <b>74</b>    | (24) | - | - |
| Deferred tax on property revaluation                   | <b>(349)</b> | -    | - | - |
| Deferred tax (charge) / credit for the year            | <b>(284)</b> | (60) | - | 3 |

The Group has no unrecognised deferred tax assets.

On 3 March 2021, the Chancellor of the Exchequer confirmed as part of the Budget 2021 announcement that the corporation tax rate will increase from 19% to 25% from April 2023. This increase is expected to be enacted in the year ending 31 December 2021 and is a non-adjusting post balance sheet event. However, the Chancellor also indicated that the Government intends to legislate in Finance Bill 2021-22 to ensure that the combined rate of tax on banks' profits, which comprises the standard corporation tax rate and banking surcharge, does not increase substantially from its current level. The impact of this amendment has not yet been quantified.

## 15 Cash, balances with central banks and placements with banks

|                                   | <b>Group</b>   | <b>Group</b> | <b>Company</b> | <b>Company</b> |
|-----------------------------------|----------------|--------------|----------------|----------------|
|                                   | <b>2020</b>    | <b>2019</b>  | <b>2020</b>    | <b>2019</b>    |
|                                   | <b>£000</b>    | <b>£000</b>  | <b>£000</b>    | <b>£000</b>    |
| Cash                              | <b>1</b>       | 326          | -              | -              |
| Balances with the Bank of England | <b>246,255</b> | 111,428      | -              | -              |
|                                   | <b>246,256</b> | 111,754      | -              | -              |
| Placements with banks             | <b>51,536</b>  | 95,807       | <b>6,752</b>   | 32,542         |
| Cash and cash equivalents         | <b>297,792</b> | 207,561      | <b>6,752</b>   | 32,542         |

The ECLs relating to Cash, balances with central banks and placements with banks are negligible.

Placements with banks earn interest (or in some cases are charged interest) based on the inter-bank rate for the relevant term and currency.

Balances with the Bank of England include mandatory deposits of £5,732,865 (31 December 2019: £3,763,768) which are not available for use in the Group's day-to-day business. These comprise cash ratio deposits which are non-interest bearing deposits placed with the Bank of England under the provisions of the Bank of England Act 1998.

Cash and cash equivalents for the purposes of the Statement of cash flows are presented below:

| <u>Group</u>  | <b>2020</b>    | <b>2019</b> |
|---|----------------|-------------|
|   | <b>£000</b>    | <b>£000</b> |
| Cash  | <b>1</b>       | 326         |
| Balances with the Bank of England                         | <b>246,255</b> | 111,428     |
| Placement with banks                                      | <b>51,536</b>  | 95,807      |
| Cash and cash equivalents per the Statement of cash flows | <b>297,792</b> | 207,561     |

## 16 Derivative financial instruments

The use of derivatives is an integral part of the Group's activities. Derivatives are used to manage the Group's own exposure to fluctuations in interest rates and exchange rates.

Forward exchange rate contracts are irrevocable agreements to buy or sell a specified quantity of foreign currency on a specified future date at an agreed rate.

Interest rate swaps are contractual agreements between two parties to exchange fixed rate and floating rate interest by means of periodic payments based upon a notional principal amount and the interest rates defined in the contract.

Interest rate caps and floors protect the holder from fluctuations of interest rates above or below a specified interest rate for a specified period of time.

The fair value of derivative financial instruments represents the cost of replacement of these contracts at the balance sheet date. The credit exposure arising from these transactions is managed as part of the Group's market risk management.

The fair value of the derivatives can be either positive (an asset) or negative (a liability) as a result of fluctuations in market interest rates or foreign exchange rates in accordance with the terms of the relevant contract. The aggregate net fair value of derivatives may fluctuate significantly over time.

The Group has not applied hedge accounting in the current financial year and the preceding year.

The Group uses derivatives to hedge the changes in interest rates or exchange rates which do not meet the criteria for hedge accounting. As a result, these derivatives are accounted for as trading derivatives and the gains or losses arising from revaluation are recognised in the income statement.

Gains or losses due to changes on fair value hedges and derivatives for the year are as follows:

|  | <b>2020</b>  | 2019 |
|--|--------------|------|
| <u>Group</u>                                   | <b>£000</b>  | £000 |
| Gains from change in fair value of derivatives | <b>1,180</b> | 100  |
|  | <b>1,180</b> | 100  |

The table below shows the fair values of derivative financial instruments recorded as assets or liabilities together with their notional amounts. The notional amount, recorded gross, is the amount of a derivative's underlying asset and is the basis upon which changes in the value of derivatives are measured. The notional amounts indicate the volume of transactions outstanding at the year end and are indicative of neither the market risk nor the credit risk.

| <u>Group</u>                          | <b>2020</b>            |                   |                    | <b>2019</b>            |                   |                    |
|---------------------------------------|------------------------|-------------------|--------------------|------------------------|-------------------|--------------------|
|                                       | <b>Notional amount</b> | <b>Fair value</b> |                    | <b>Notional amount</b> | <b>Fair value</b> |                    |
|                                       |                        | <b>Assets</b>     | <b>Liabilities</b> |                        | <b>Assets</b>     | <b>Liabilities</b> |
|                                       | <b>£000</b>            | <b>£000</b>       | <b>£000</b>        | <b>£000</b>            | <b>£000</b>       | <b>£000</b>        |
| <b><u>Exchange rate contracts</u></b> |                        |                   |                    |                        |                   |                    |
| By type                               |                        |                   |                    |                        |                   |                    |
| Foreign exchange swaps                | <b>48,957</b>          | <b>29</b>         | <b>(772)</b>       | 51,166                 | 480               | (673)              |
| Foreign exchange spots                | <b>230</b>             | <b>2</b>          | <b>-</b>           | 84                     | 2                 | -                  |
| Total exchange rate contracts         | <b>49,187</b>          | <b>31</b>         | <b>(772)</b>       | 51,250                 | 482               | (673)              |
| By maturity                           |                        |                   |                    |                        |                   |                    |
| Up to 1 year                          | <b>49,187</b>          | <b>31</b>         | <b>(772)</b>       | 51,250                 | 482               | (673)              |
| 1-5 years                             | -                      | -                 | -                  | -                      | -                 | -                  |
| Over 5 years                          | -                      | -                 | -                  | -                      | -                 | -                  |
| Total exchange rate contracts         | <b>49,187</b>          | <b>31</b>         | <b>(772)</b>       | 51,250                 | 482               | (673)              |
| By counterparty                       |                        |                   |                    |                        |                   |                    |
| Banks and building societies          | <b>49,057</b>          | <b>29</b>         | <b>(772)</b>       | 51,166                 | 480               | (673)              |
| Customers                             | <b>130</b>             | <b>2</b>          | <b>-</b>           | 84                     | 2                 | -                  |
| Total exchange rate contracts         | <b>49,187</b>          | <b>31</b>         | <b>(772)</b>       | 51,250                 | 482               | (673)              |

There were no interest rate contracts as at 31st December 2020.

## 17 Loans and advances to customers

|   | <b>2020</b>      | 2019      |
|---|------------------|-----------|
| <u>Group</u>                              | <b>£000</b>      | £000      |
| Loans                                     | <b>2,609,986</b> | 2,253,544 |
| Overdrafts                                | <b>12,523</b>    | 14,577    |
|   | <b>2,622,509</b> | 2,268,121 |
| Less: Allowance for ECL/impairment losses | <b>(8,547)</b>   | (3,740)   |
|   | <b>2,613,962</b> | 2,264,381 |

The following two tables show the credit quality and the maximum exposure to credit risk based on the Group's internal credit rating system and year-end stage classification. The amounts presented are gross of impairment allowances. Details of the Group's internal grading system are explained in note 30.

| Loans £000             | 2020             |                |               | Total Sum of<br>Gross Carrying<br>amount |
|------------------------|------------------|----------------|---------------|--|
|                        | Stage 1          | Stage 2        | Stage 3       |  |
| <i>Group</i>           |                  |                |               |  |
| Internal rating grade  |                  |                |               |  |
| Standard grade         | 2,401,085        | 72,511         | -             | 2,473,596                                |
| Watch list medium risk | -                | 111,309        | -             | 111,309                                  |
| Individually impaired  | -                | -              | 25,081        | 25,081                                   |
| Total                  | <u>2,401,085</u> | <u>183,820</u> | <u>25,081</u> | <u>2,609,986</u>                         |

| Overdrafts £000        | 2020         |              |          | Total Sum of<br>Gross Carrying<br>amount |
|------------------------|--------------|--------------|----------|--|
|                        | Stage 1      | Stage 2      | Stage 3  |  |
| <i>Group</i>           |              |              |          |  |
| Internal rating grade  |              |              |          |  |
| Standard grade         | 8,490        | 228          | -        | 8,718                                    |
| Watch list medium risk | -            | 3,797        | -        | 3,797                                    |
| Individually impaired  | -            | -            | 8        | 8  |
| Total                  | <u>8,490</u> | <u>4,025</u> | <u>8</u> | <u>12,523</u>                            |

| Loans £000             | 2019             |               |               | Total Sum of<br>Gross Carrying<br>amount |
|------------------------|------------------|---------------|---------------|--|
|                        | Stage 1          | Stage 2       | Stage 3       |  |
| <i>Group</i>           |                  |               |               |  |
| Internal rating grade  |                  |               |               |  |
| Standard grade         | 2,156,086        | 66,081        | -             | 2,222,167                                |
| Watch list medium risk | -                | 11,597        | -             | 11,597                                   |
| Individually impaired  | -                | -             | 19,780        | 19,780                                   |
| Total                  | <u>2,156,086</u> | <u>77,678</u> | <u>19,780</u> | <u>2,253,544</u>                         |

| Overdrafts £000        | 2019          |            |           | Total Sum of<br>Gross Carrying<br>amount |
|------------------------|---------------|------------|-----------|--|
|                        | Stage 1       | Stage 2    | Stage 3   |  |
| <i>Group</i>           |               |            |           |  |
| Internal rating grade  |               |            |           |  |
| Standard grade         | 13,908        | 593        | -         | 14,501                                   |
| Watch list medium risk | -             | 56         | -         | 56                                       |
| Individually impaired  | -             | -          | 20        | 20                                       |
| Total                  | <u>13,908</u> | <u>649</u> | <u>20</u> | <u>14,577</u>                            |

The reconciliations of movements of the loss allowance and gross carrying amounts provide insight into the movements in ECL and the charge to the income statement. It should be noted that the Group's product mix has remained consistent throughout the year with no significant changes at a business level within the Group. The shift in the benign economic environment to the stress of Covid has seen ECLs uplift significantly at stage 2 due to SICR.

2020

Loans

| <u>Group</u>                  | Stage 1               |       | Stage 2               |       | Stage 3               |       | Total                 |       |
|-------------------------------|-----------------------|-------|-----------------------|-------|-----------------------|-------|-----------------------|-------|
|                               | Gross carrying amount | ECL   | Gross carrying amount | ECL   | Gross carrying amount | ECL   | Gross carrying amount | ECL   |
| <b>£000</b>                   |                       |       |                       |       |                       |       |                       |       |
| At 1 January 2020             | 2,156,086             | 1,830 | 77,678                | 328   | 19,780                | 1,533 | 2,253,544             | 3,691 |
| New assets originated         | 633,201               | 1,536 | 11,204                | 266   | 180                   | -     | 644,585               | 1,802 |
| Assets derecognised or repaid | (220,964)             | (376) | (12,794)              | (38)  | (3,900)               | (97)  | (237,658)             | (511) |
| Transfers to Stage 1          | 32,136                | 39    | (32,653)              | (140) | (182)                 | (69)  | (699)                 | (170) |
| Transfers to Stage 2          | (141,626)             | (140) | 140,436               | 2,255 | (148)                 | -     | (1,338)               | 2,115 |
| Transfers to Stage 3          | (12,264)              | (42)  | (649)                 | -     | 10,943                | 670   | (1,970)               | 628   |
| Within Stage Modifications    | (45,484)              | 1,073 | 598                   | 279   | (1,592)               | (385) | (46,478)              | 967   |
| Write offs                    | -                     | -     | -                     | -     | -                     | (179) | -                     | (179) |
| At 31 December 2020           | 2,401,085             | 3,920 | 183,820               | 2,950 | 25,081                | 1,473 | 2,609,986             | 8,343 |

2020

Overdrafts

| <u>Group</u>                  | Stage 1               |      | Stage 2               |     | Stage 3               |     | Total                 |      |
|-------------------------------|-----------------------|------|-----------------------|-----|-----------------------|-----|-----------------------|------|
|                               | Gross carrying amount | ECL  | Gross carrying amount | ECL | Gross carrying amount | ECL | Gross carrying amount | ECL  |
| <b>£000</b>                   |                       |      |                       |     |                       |     |                       |      |
| At 1 January 2020             | 13,908                | 30   | 649                   | 10  | 20                    | 9   | 14,577                | 49   |
| New assets originated         | 1,026                 | 2    | 233                   | 1   | 1                     | -   | 1,260                 | 3    |
| Assets derecognised or repaid | (4,188)               | (5)  | (407)                 | (3) | (9)                   | (4) | (4,604)               | (12) |
| Transfers to Stage 1          | 30                    | -    | (37)                  | (2) | -                     | (3) | (7)                   | (5)  |
| Transfers to Stage 2          | (3,852)               | (10) | 3,645                 | 153 | -                     | -   | (207)                 | 143  |
| Transfers to Stage 3          | (12)                  | -    | (5)                   | -   | 1                     | (1) | (16)                  | (1)  |
| Within Stage Modifications    | 1,578                 | 19   | (53)                  | 8   | (5)                   | -   | 1,520                 | 27   |
| Write offs                    | -                     | -    | -                     | -   | -                     | -   | -                     | -    |
| At 31 December 2020           | 8,490                 | 36   | 4,025                 | 167 | 8                     | 1   | 12,523                | 204  |

2019

Loans

| <u>Group</u>                  | Stage 1               |       | Stage 2               |      | Stage 3               |       | Total                 |       |
|-------------------------------|-----------------------|-------|-----------------------|------|-----------------------|-------|-----------------------|-------|
|                               | Gross carrying amount | ECL   | Gross carrying amount | ECL  | Gross carrying amount | ECL   | Gross carrying amount | ECL   |
| <b>£000</b>                   |                       |       |                       |      |                       |       |                       |       |
| At 1 January 2019             | 1,567,247             | 1,418 | 73,283                | 335  | 20,208                | 1,734 | 1,660,738             | 3,487 |
| New assets originated         | 856,947               | 849   | 25,569                | 100  | 954                   | 35    | 883,470               | 984   |
| Write offs                    | -                     | -     | -                     | -    | -                     | (99)  | -                     | (99)  |
| Transfers to Stage 1          | 20,033                | 17    | (18,125)              | (79) | (2,618)               | (68)  | (710)                 | (130) |
| Transfers to Stage 2          | (22,572)              | (15)  | 22,229                | 141  | (686)                 | -     | (1,029)               | 126   |
| Transfers to Stage 3          | (3,437)               | (1)   | (5,345)               | (81) | 8,323                 | 927   | (459)                 | 845   |
| Within Stage Modifications    | (37,949)              | 55    | (1,965)               | (34) | (710)                 | (683) | (40,624)              | (662) |
| Assets derecognised or repaid | (224,183)             | (493) | (17,968)              | (54) | (5,691)               | (313) | (247,842)             | (860) |
| At 31 December 2019           | 2,156,086             | 1,830 | 77,678                | 328  | 19,780                | 1,533 | 2,253,544             | 3,691 |

2019

| Overdrafts<br><u>Group</u>    | Stage 1               |     | Stage 2               |     | Stage 3               |      | Total                 |      |
|-------------------------------|-----------------------|-----|-----------------------|-----|-----------------------|------|-----------------------|------|
|                               | Gross carrying amount | ECL | Gross carrying amount | ECL | Gross carrying amount | ECL  | Gross carrying amount | ECL  |
| <b>£000</b>                   |                       |     |                       |     |                       |      |                       |      |
| At 1 January 2019             | 9,738                 | 25  | 1,868                 | 15  | 125                   | 20   | 11,731                | 60   |
| New assets originated         | 3,462                 | 4   | 9                     | -   | 2                     | 1    | 3,473                 | 5    |
| Assets derecognised or repaid | (1,631)               | (2) | (393)                 | (2) | (110)                 | (40) | (2,134)               | (44) |
| Transfers to Stage 1          | 345                   | 1   | (426)                 | (1) | (9)                   | (1)  | (90)                  | (1)  |
| Transfers to Stage 2          | (123)                 | -   | 109                   | 2   | -                     | -    | (14)                  | 2    |
| Transfers to Stage 3          | (2)                   | -   | (31)                  | (1) | 11                    | 5    | (22)                  | 4    |
| Within Stage Modifications    | 2,119                 | 2   | (487)                 | (3) | 1                     | 1    | 1,633                 | -    |
| At 31 December 2019           | 13,908                | 30  | 649                   | 10  | 20                    | (14) | 14,577                | 26   |

Within stage movements include changes in economic assumptions, model parameter changes, and any additional drawings made on current exposures).

We have represented the tables from 2019 to achieve a fairer representation of the ECL movements during the year according to the disclosure requirements under IFRS 7 and the enhanced disclosure guidelines.

## 18 Other assets

|  | <u>Group</u> | <u>Group</u> | <u>Company</u> | <u>Company</u> |
|--|--------------|--------------|----------------|----------------|
|  | 2020         | 2019         | 2020           | 2019           |
|  | £000         | £000         | £000           | £000           |
| Debtors  | 48           | 604          | 1              | 30             |
| Receivable from the Bank of Cyprus Public Company Limited towards redress payments (note 23) | 166          | 1,685        | -              | -              |
| Prepayments and accrued income   | 2,595        | 1,851        | -              | -              |
| Receivables from payment service provider  | 1,708        | 1,616        | -              | -              |
| Assets under construction  | -            | -            | -              | -              |
| Deferred tax asset (note 14)   | 709          | 457          | -              | 3              |
| Other  | 368          | 32           | -              | -              |
| Cash and cash equivalents  | 5,594        | 6,245        | 1              | 33             |

In 2020, the Group has separately presented derivative assets from other assets to achieve a fairer presentation.

## 19 Intangible assets

| <u>Group</u>                            | 2020              |                           |         | 2019              |                           |         |
|---|-------------------|---------------------------|---------|-------------------|---------------------------|---------|
|   | Computer software | Assets under construction | Total   | Computer software | Assets under construction | Total   |
|   | £000              | £000                      | £000    | £000              | £000                      | £000    |
| Cost at 1 January                       | 4,098             | 8,066                     | 12,164  | 2,869             | -                         | 2,869   |
| Transfer from other assets              | -                 | -                         | -       | -                 | 896                       | 896     |
| Additions                               | 45                | 12,948                    | 12,993  | 1,229             | 7,170                     | 8,399   |
| Disposals and write offs                | -                 | (15)                      | (15)    | -                 | -                         | -       |
| Transfers                               | 9,789             | (9,789)                   | -       | -                 | -                         | -       |
| Cost at 31 December                     | 13,932            | 11,210                    | 25,142  | 4,098             | 8,066                     | 12,164  |
| Accumulated amortisation at 1 January   | (2,360)           | -                         | (2,360) | (1,859)           | -                         | (1,859) |
| Amortisation charge for the year        | (3,070)           | -                         | (3,070) | (501)             | -                         | (501)   |
| Accumulated amortisation at 31 December | (5,430)           | -                         | (5,430) | (2,360)           | -                         | (2,360) |
| Net book value at 31 December           | 8,502             | 11,210                    | 19,712  | 1,738             | 8,066                     | 9,804   |

The majority of the Group's intangible assets are internally generated. The Group has entered into a contract with a third party for the development of a new core banking platform. In 2020, the Group undertook a review of all asset useful lives which resulted in a reduction of intangibles asset useful lives to 3-10 years, the useful lives are stated in note 3.19. This change resulted in an increase to amortisation for the year of £1.6m. The Group is developing a new banking platform, the cost of which is £8.136m to date and is included in assets under construction. As this asset is not yet in use, no amortisation has been charged.

## 20 Leases

|                     | 2020        | 2019        |
|---------------------|-------------|-------------|
| <u>Group</u>        | <u>£000</u> | <u>£000</u> |
| Right of use assets |             |             |
| Buildings           | 242         | 87          |
|                     | <b>242</b>  | <b>87</b>   |
| Lease liabilities   |             |             |
| Current             | 174         | 53          |
| Non-current         | 87          | 57          |
|                     | <b>261</b>  | <b>110</b>  |

During the year, the expected period of occupation for three leases were remeasured. As a result of this, the value of the lease liability balance has increased by £204k and the value of the right of use asset has increased by £199k.

All leased assets utilised by the Group include extension and termination options. Management have evaluated whether these options shall be exercised and have reflected this in the estimation of the lease liability and right of use asset.

|  | 2020        | 2019        |
|--|-------------|-------------|
| <u>Group</u>   | <u>£000</u> | <u>£000</u> |
| Depreciation charge of right of use assets   |             |             |
| Buildings  | 143         | 43          |
|  | <b>143</b>  | <b>43</b>   |
| Interest expense (included in interest in interest expense)  | 18          | 8           |
| Expense relating to short term leases (included in other operating costs)  | 95          | 292         |
| Expense relating to low value assets that are not shown above as short term leases (included in other operating costs) | 63          | 101         |
|  | <b>176</b>  | <b>401</b>  |

The total cash outflow for leases in 2020 was £323,894 (2019: £450,652).

The undiscounted cash payments that will be made until the end of the lease term are as follows:

Within 1 year - £184,000 (2019: £58,000)  
Between 2 to 5 years - £89,000 (2019: £116,000)  
More than 5 years - £nil (2019: £nil)

## 21 Property and equipment

| <i>Group</i>                                | 2020                     |                           |                           |                                  |              |
|---|--------------------------|---------------------------|---------------------------|----------------------------------|--------------|
|   | <i>Freehold property</i> | <i>Leasehold property</i> | <i>Computer equipment</i> | <i>Furniture &amp; equipment</i> | <i>Total</i> |
|   | <i>£000</i>              | <i>£000</i>               | <i>£000</i>               | <i>£000</i>                      | <i>£000</i>  |
| Cost or valuation at 1 Jan                  | 6,100                    | -                         | 1,903                     | 468                              | 8,471        |
| Revaluation                                 | (1,317)                  | -                         | -                         | -                                | (1,317)      |
| Additions                                   | -                        | -                         | 230                       | -                                | 230          |
| Disposals and write offs                    | -                        | -                         | -                         | (62)                             | (62)         |
| Reclassifications from assets held-for-sale | 8,317                    | -                         | -                         | -                                | 8,317        |
| Cost or valuation at 31 December            | 13,100                   | -                         | 2,133                     | 406                              | 15,639       |
| Accumulated depreciation at 1 January       | -                        | -                         | (502)                     | (455)                            | (957)        |
| Depreciation charge for the year            | (185)                    | -                         | (973)                     | -                                | (1,158)      |
| Disposals, write-offs and impairments       | -                        | -                         | -                         | 49                               | 49           |
| Accumulated depreciation at 31 December     | (185)                    | -                         | (1,475)                   | (406)                            | (2,066)      |
| Net book value at 31 December               | 12,915                   | -                         | 658                       | -                                | 13,573       |

| <i>Group</i>                            | 2019                     |                           |                           |                                  |              |
|---|--------------------------|---------------------------|---------------------------|----------------------------------|--------------|
|   | <i>Freehold property</i> | <i>Leasehold property</i> | <i>Computer equipment</i> | <i>Furniture &amp; equipment</i> | <i>Total</i> |
|   | <i>£000</i>              | <i>£000</i>               | <i>£000</i>               | <i>£000</i>                      | <i>£000</i>  |
| Cost or valuation at 1 Jan 2019         | 13,797                   | 476                       | 1,525                     | 460                              | 16,258       |
| Revaluation                             | (617)                    | (41)                      | -                         | -                                | (658)        |
| Additions                               | 1,237                    | 67                        | 378                       | 8                                | 1,690        |
| Assets classified as held for sale      | (8,317)                  | (502)                     | -                         | -                                | (8,819)      |
| Cost or valuation at 31 December        | 6,100                    | -                         | 1,903                     | 468                              | 8,471        |
| Accumulated depreciation at 1 January   | (72)                     | (4)                       | (79)                      | (450)                            | (605)        |
| Depreciation charge for the year        | (286)                    | (16)                      | (423)                     | (5)                              | (730)        |
| Revaluation                             | 358                      | 20                        | -                         | -                                | 378          |
| Accumulated depreciation at 31 December | -                        | -                         | (502)                     | (455)                            | (957)        |
| Net book value at 31 December           | 6,100                    | -                         | 1,401                     | 13                               | 7,514        |

Property includes land amounting to £6,880,000 (2019: £1,830,000), which relates to two freehold properties. No depreciation is charged for land. The net book value of freehold properties on a cost less accumulated depreciation basis, as at 31 December 2020 would have amounted to £4,644,999 (2019: £4,773,333) excluding properties classified as held-for-sale.

At the year end 2019 one freehold and leasehold property were reclassified as held for sale due to third party interest in their acquisition at an acceptable price level. The sale of the properties was expected to complete during the year ending 31 December 2020. Leasehold property was sold in 2020. Freehold property was brought back in to use in 2020 and revalued. The revaluation decrease is shown partially in reserves (£1,227k), with £90k presented in the income statement. Within the statement of comprehensive income, revaluation reserves contains a gain of £761,526 related to these properties. This represents the gross gain less deferred tax payable.

There are no contractual commitments for the acquisition of property and equipment.

In 2020, the Group undertook a review of all asset useful lives which resulted in a reduction of asset useful lives; computer equipment reduced from 5 years to 3-5 years, furniture and equipment reduced from 10 to 5 years, property remained the same. All useful lives are stated in note 3.16. This change did not result in any material change to the depreciation charge for 2020.

## 22 Customer deposits

|  | 2020             | 2019             |
|--|------------------|------------------|
| <u>Group</u>                           | <u>£000</u>      | <u>£000</u>      |
| Customer deposits by category          |                  |                  |
| Demand                                 | 1,021,750        | 1,224,326        |
| Notice                                 | -                | -                |
| Term                                   | 1,330,491        | 1,003,352        |
|  | <b>2,352,241</b> | <b>2,227,678</b> |
| Customer deposits by geographical area |                  |                  |
| United Kingdom                         | 2,131,126        | 1,905,067        |
| Cyprus                                 | 180,662          | 258,510          |
| Greece                                 | 35,151           | 49,885           |
| Other countries                        | 5,302            | 14,216           |
|  | <b>2,352,241</b> | <b>2,227,678</b> |

As part of the UK's withdrawal from the European Union the Bank is in the process of exiting all deposits which are linked to EU residents.

## 23 Bank deposits

|                                    | 2020        | 2019        |
|------------------------------------|-------------|-------------|
| <u>Group</u>                       | <u>£000</u> | <u>£000</u> |
| Bank deposits by category          |             |             |
| Demand                             | 340,131     | 25,063      |
| Bank deposits by geographical area |             |             |
| United Kingdom                     | 340,131     | 25,063      |

## 24 Provision for customer redress

A provision is recognised when there is a present obligation as a result of a past event, it is probable that the obligation will result in an outflow of resources (payment), and it can be reliably estimated.

The most significant of the provisions recognised as at 31 December 2020 is the conduct and legal risk provision for customer redress relating to historic conduct issues within the Bank Company (2008 to 2012). This provision is underwritten by Bank of Cyprus Public Company Limited.

In October 2016, after a review of an issue which had been a source of complaints and litigation against the Bank Company, and following a clarification of the legal situation in an Appeal Court Decision in June 2016 (Alexander vs West Bromwich Mortgage Company), the Bank Company concluded that the manner in which it re-priced a group of loans breached an FCA conduct principle and the matter was notified to the FCA.

Remediation principles were agreed and in 2016 the Bank Company made an initial assessment of the level of provision that was considered appropriate to meet current and future expectations in relation to the customer remediation exercise. As a result, a provision for £14.9m was established for the year ended 31 December 2016.

Management has exercised judgment around the key assumptions that underpin the estimates. Key assumptions include customers' opt in rate, uphold rate, consulting and operational costs, Financial Ombudsman Service referrals, and expected level of consequential loss. The most significant of these assumptions is the combined response rate and opt-in rate. The sensitivity of the provision to this combined assumption is shown in the table below.

Sensitivity analysis based on customer opt-in rates

| Customer Opt-in Rate* | Total Provision<br>£000 |
|-----------------------|-------------------------|
| 80%                   | 56,802                  |
| 81%                   | 57,090                  |
| 82%                   | 57,379                  |
| 85%                   | 58,245                  |

\* Opt-in rate is calculated across all the population affected by the remediation programme



Over the course of 2020, the Bank Company reassessed the level of provision that was considered appropriate and concluded that a further charge of £0.24m (2019: £1.7m) was required, incorporating the new estimate based on new information that became available. There is no charge (2019: nil) to be booked in the Bank Company while the full balance of £0.24m (2019: £1.7m) is to be recovered from Bank of Cyprus Public Company Limited with a corresponding booking as a receivable in the accounts of the Bank Company (see note 18). There would be no further impact on the Bank Company of any increase in the provision up to the agreed caps as set out within the Deed of Support agreed with the Bank of Cyprus Public Company Limited.

The receivable noted above has been included as a separate asset on the balance sheet (see note 18), and it has not been offset against the conduct provision which is presented gross as a liability on the face of the statement of financial position.

The total redress cost was estimated at £56.24m (2019: £56m) as at the reporting date of 31 December 2020, of which £56.1m has been settled and £0.1m remains within the provision held by the Bank Company. The Bank Company has funded £2.9m of this with the balance funded by Bank of Cyprus Public Company Limited.

This provision constitutes one of the Group's critical accounting estimates as disclosed in note 4 to the financial statements.

|   | 2020    | 2019     |
|---|---------|----------|
|   | £000    | £000     |
| <b>Provision for customer redress</b>   |         |          |
| <u>Group</u>  |         |          |
| At 1 January  | 1,164   | 12,221   |
| Acquisition of subsidiary   | -       | -        |
| Arising during the year:  |         |          |
| Charged in the Bank Company statement of comprehensive income                   | -       | -        |
| Provided for by Bank of Cyprus Public Company Limited under the Deed of Support | 241     | 1,685    |
| Payments made during the year   | (1,273) | (12,742) |
| At 31 December  | 132     | 1,164    |

The redress cost settled to date totals £56.1m.

## 25 Other liabilities

|   | 2020   | 2020    | 2019   | 2019    |
|---|--------|---------|--------|---------|
|   | £000   | £000    | £000   | £000    |
|   | Group  | Company | Group  | Company |
| Trade creditors                                       | (25)   | -       | 917    | -       |
| Accruals  | 12,494 | 48      | 9,235  | 120     |
| Accrued interest payable incl. subordinated debt      | 7,279  | -       | 4,887  | -       |
| Financial Services Compensation Scheme levy (note 28) | 40     | -       | 136    | -       |
| Deferred income                                       | 17     | 17      | -      | -       |
| PAYE and NI settlement                                | 1,087  | -       | 830    | -       |
| Items in the course of settlement                     | 290    | -       | 89     | -       |
| Tax payable   | 2,264  | 3       | 1,612  | -       |
| Vat Liability   | 5      | 5       | -      | -       |
| Tax deduction scheme for interest                     | -      | -       | 1      | -       |
| Amounts owed to Bank of Cyprus Public Company Limited | -      | -       | 24,292 | 25,750  |
| Other   | 470    | -       | 2,523  | (5)     |
| Total   | 23,921 | 73      | 44,522 | 25,865  |

Other items of other liabilities represent individually immaterial low value items of a similar nature.

In 2020, the Bank has separately presented derivative liabilities from other liabilities to achieve a fairer presentation.

## 26 Subordinated loan

|                             | 2020   | 2019   |
|-----------------------------|--------|--------|
|                             | £000   | £000   |
| <u>Group</u>                |        |        |
| Unsecured subordinated loan | 29,744 | 29,629 |

In December 2017, the Bank Company issued a £30 million unsecured and subordinated Tier 2 capital loan (the loan), priced at par. Interest is payable semi-annually on the loan at a coupon of 8.00% per annum up to 21 December 2022 and then at the

5-year swap rate plus a margin of 6.99% per annum up to the loan maturity on 21 December 2027. Subject to meeting contractual notice conditions, the Bank Company has the option to redeem the loan on 21 December 2022. The loan is unlisted.

The payment of coupons under the Tier 2 facility with Lamesa Investment Ltd is currently subject to secondary sanctions imposed by Office of Foreign Assets Control ("OFAC") of the US Department of the Treasury.

**Changes in liabilities arising from financing activities**

| <b>2020</b>                        | <b>1 January<br/>2020<br/>£000</b> | <b>Cash<br/>flows<br/>£000</b> | <b>Conversion<br/>to equity<br/>£000</b> | <b>Other<br/>£000</b> | <b>31 December<br/>2020<br/>£000</b> |
|------------------------------------|------------------------------------|--------------------------------|--|-----------------------|--------------------------------------|
| <b>Unsecured subordinated loan</b> | <b>29,629</b>                      | <b>-</b>                       | <b>-</b>                                 | <b>115</b>            | <b>29,744</b>                        |
| <b>2019</b>                        | <b>1 January<br/>2019<br/>£000</b> | <b>Cash<br/>flows<br/>£000</b> | <b>Conversion<br/>to equity<br/>£000</b> | <b>Other<br/>£000</b> | <b>31 December<br/>2019<br/>£000</b> |
| Unsecured subordinated loan        | 29,524                             | -                              | -  | 105                   | 29,629                               |

## 27 Share capital

**The Company**

|                                    | <b>31 December 2020</b>     |                | <b>31 December 2019</b>     |             |
|------------------------------------|-----------------------------|----------------|-----------------------------|-------------|
|                                    | <b>Number of<br/>shares</b> | <b>£000</b>    | <b>Number of<br/>shares</b> | <b>£000</b> |
| Authorised, issued and fully paid: |                             |                |                             |             |
| Ordinary Shares of £1 each         | <b>158,300,005</b>          | <b>158,300</b> | 149,300,005                 | 149,300     |

In January 2020, 5.4m of Ordinary A Shares and 3.6m of Ordinary B shares at nominal value £1.00 were issued for cash consideration.

Each Ordinary A and B shareholder shall have equal right to vote. Ordinary shareholders are entitled to dividends and have the right to participate in any distribution upon winding up. Ordinary A and B shareholders have equal rights in all regards.

## 28 Contingent liabilities and commitments

### 28.1 Guarantees and commitments

As part of the services provided to its customers, the Group enters into various revocable commitments and contingent liabilities. These consist of financial guarantees and undrawn commitments to lend.

Guarantees include those given on behalf of a customer to stand behind the current obligations of the customer and to carry out those obligations should the customer fail to do so.

Where guarantees are issued on behalf of customers, the Group usually holds collateral against the exposure and has a right of recourse to the customer.

In relation to acceptances and guarantees, the table below shows the Group's maximum exposure should contracts be fully drawn upon and customers default without taking account of any possible recoveries from customers for payments made in respect of such guarantees under recourse provisions or from collateral held:

| <u>Group</u>                                   | <b>2020</b>    | <b>2019</b> |
|--|----------------|-------------|
|  | <b>£000</b>    | <b>£000</b> |
| Acceptances, guarantees and cashing facilities | <b>1,007</b>   | 1,253       |
| Commitments to advance                         | <b>219,132</b> | 337,607     |
| <b>Total</b>                                   | <b>220,139</b> | 338,860     |

The tables below show the credit quality and the maximum exposure to credit risk based on the Group's internal credit rating system and year-end stage classification. The amounts presented are gross of impairment allowances. Details of the Group's internal grading system are explained in note 30.

### 2020

**Acceptances, guarantees and cashing facilities**

| <u>Group</u>           | Stage 1 | Stage 2 | Stage 3 | Total |
|------------------------|---------|---------|---------|-------|
|                        | £000    | £000    | £000    | £000  |
| Internal rating grade  |         |         |         |       |
| Standard grade         | 977     | 30      | -       | 1,007 |
| Watch list medium risk | -       | -       | -       | -     |
| Watch list high risk   | -       | -       | -       | -     |
| Individually impaired  | -       | -       | -       | -     |
| Total                  | 977     | 30      | -       | 1,007 |

**2020****Commitments to advance**

| <u>Group</u>           | Stage 1 | Stage 2 | Stage 3 | Total   |
|------------------------|---------|---------|---------|---------|
|                        | £000    | £000    | £000    | £000    |
| Internal rating grade  |         |         |         |         |
| Standard grade         | 219,132 | -       | -       | 219,132 |
| Watch list medium risk | -       | -       | -       | -       |
| Watch list high risk   | -       | -       | -       | -       |
| Individually impaired  | -       | -       | -       | -       |
| Total                  | 219,132 | -       | -       | 219,132 |

**2019****Acceptances, guarantees and cashing facilities**

| <u>Group</u>           | Stage 1 | Stage 2 | Stage 3 | Total |
|------------------------|---------|---------|---------|-------|
|                        | £000    | £000    | £000    | £000  |
| Internal rating grade  |         |         |         |       |
| Standard grade         | 1,152   | 101     | -       | 1,253 |
| Watch list medium risk | -       | -       | -       | -     |
| Watch list high risk   | -       | -       | -       | -     |
| Individually impaired  | -       | -       | -       | -     |
| Total                  | 1,152   | 101     | -       | 1,253 |

**2019****Commitments to advance**

| <u>Group</u>           | Stage 1 | Stage 2 | Stage 3 | Total   |
|------------------------|---------|---------|---------|---------|
|                        | £000    | £000    | £000    | £000    |
| Internal rating grade  |         |         |         |         |
| Standard grade         | 337,607 | -       | -       | 337,607 |
| Watch list medium risk | -       | -       | -       | -       |
| Watch list high risk   | -       | -       | -       | -       |
| Individually impaired  | -       | -       | -       | -       |
| Total                  | 337,607 | -       | -       | 337,607 |

An analysis of changes in the gross carrying amount is as follows:

**2020****Acceptances, guarantees and cashing facilities**

| <u>Group</u>                               | Stage 1 | Stage 2 | Stage 3 | Total |
|--|---------|---------|---------|-------|
|  | £000    | £000    | £000    | £000  |
| Gross carrying amount as at 1 January 2020 | 1,152   | 101     | -       | 1,253 |
| Net new exposures                          | 141     | 30      | -       | 171   |
| Exposure derecognised or matured / lapsed  | (316)   | (101)   | -       | (417) |
| Transfers to Stage 1                       | -       | -       | -       | -     |
| Transfers to Stage 2                       | -       | -       | -       | -     |
| Transfers to Stage 3                       | -       | -       | -       | -     |
| Modifications                              | -       | -       | -       | -     |
| Amounts written off                        | -       | -       | -       | -     |
| Foreign exchange adjustments               | -       | -       | -       | -     |
| Total                                      | 977     | 30      | -       | 1,007 |

| 2020                                       |                |                |                |                |
|--|----------------|----------------|----------------|----------------|
| <b>Commitments to advance</b>              | <b>Stage 1</b> | <b>Stage 2</b> | <b>Stage 3</b> | <b>Total</b>   |
| <i>Group</i>                               | <i>£000</i>    | <i>£000</i>    | <i>£000</i>    | <i>£000</i>    |
| Gross carrying amount as at 1 January 2020 | 337,607        | -              | -              | 337,607        |
| Acquisition of a subsidiary                | -              | -              | -              | -              |
| Net new exposures                          | 219,132        | -              | -              | 219,132        |
| Exposure derecognised or matured / lapsed  | (337,607)      | -              | -              | (337,607)      |
| Transfers to Stage 1                       | -              | -              | -              | -              |
| Transfers to Stage 2                       | -              | -              | -              | -              |
| Transfers to Stage 3                       | -              | -              | -              | -              |
| Modifications                              | -              | -              | -              | -              |
| Amounts written off                        | -              | -              | -              | -              |
| Foreign exchange adjustments               | -              | -              | -              | -              |
| <b>Total</b>                               | <b>219,132</b> | <b>-</b>       | <b>-</b>       | <b>219,132</b> |

| 2019  |                |                |                |              |
|---|----------------|----------------|----------------|--------------|
| <b>Acceptances, guarantees and cashing facilities</b> | <b>Stage 1</b> | <b>Stage 2</b> | <b>Stage 3</b> | <b>Total</b> |
| <i>Group</i>  | <i>£000</i>    | <i>£000</i>    | <i>£000</i>    | <i>£000</i>  |
| Gross carrying amount as at 1 January 2019            | 1,148          | 130            | -              | 1,278        |
| Net new exposures                                     | 1,152          | -              | -              | 1,152        |
| Exposure derecognised or matured / lapsed             | (1,148)        | (29)           | -              | (1,177)      |
| Transfers to Stage 1                                  | -              | -              | -              | -            |
| Transfers to Stage 2                                  | -              | -              | -              | -            |
| Transfers to Stage 3                                  | -              | -              | -              | -            |
| Modifications   | -              | -              | -              | -            |
| Amounts written off                                   | -              | -              | -              | -            |
| Foreign exchange adjustments                          | -              | -              | -              | -            |
| <b>Total</b>  | <b>1,152</b>   | <b>101</b>     | <b>-</b>       | <b>1,253</b> |

| 2019                                       |                |                |                |                |
|--|----------------|----------------|----------------|----------------|
| <b>Commitments to advance</b>              | <b>Stage 1</b> | <b>Stage 2</b> | <b>Stage 3</b> | <b>Total</b>   |
| <i>Group</i>                               | <i>£000</i>    | <i>£000</i>    | <i>£000</i>    | <i>£000</i>    |
| Gross carrying amount as at 1 January 2020 | 265,923        | -              | -              | 265,923        |
| Net new exposures                          | 337,607        | -              | -              | 337,607        |
| Exposure derecognised or matured / lapsed  | (265,923)      | -              | -              | (265,923)      |
| Transfers to Stage 1                       | -              | -              | -              | -              |
| Transfers to Stage 2                       | -              | -              | -              | -              |
| Transfers to Stage 3                       | -              | -              | -              | -              |
| Modifications                              | -              | -              | -              | -              |
| Amounts written off                        | -              | -              | -              | -              |
| Foreign exchange adjustments               | -              | -              | -              | -              |
| <b>Total</b>                               | <b>337,607</b> | <b>-</b>       | <b>-</b>       | <b>337,607</b> |

The ECLs relating to acceptances, guarantees and cashing facilities and Commitments to advance round to a non-reportable level.

Contingent obligations and commitments are managed in accordance with the Group's credit risk management policies. Even though these obligations may not be recognised on the balance sheet, they do contain credit risk and are therefore part of the overall risk of the Group.

## 29 Financial Services Compensation Scheme levy

The Group is a member of the statutory deposit insurance and investors compensation scheme for customers of UK authorised banks, building societies and credit unions. The scheme protects up to £85,000 per depositor in the event of the firm's insolvency.

## 30 Risk management

### *The Bank Company's Approach to Risk*

The Board is responsible for establishing and ensuring maintenance of a sound system of risk management and internal controls and approving the Bank Company's risk appetite. The risk appetite supports the Bank Company to fulfil its regulatory requirements in the pursuit of its strategy to become a recognised challenger bank for entrepreneurs and business owners. It is therefore essential that effective risk management is at the centre of the future aspirations of the Bank Company.

It is the role of senior management to ensure that the Bank Company is able to fulfil its strategy both under business as usual and stressed conditions and ensure that the risks it is subject to are identified, managed, monitored and reported within the Bank Company's governance structure. The Bank Company's Enterprise Risk Management Policy and Corporate Governance Policy establishes an effective and clear framework and governance structure to ensure that potential risks to the Bank Company's business model and future performance are appropriately mitigated.

Through its normal operations the Bank Company is exposed to a number of risks, the most significant of which are credit risk, liquidity risk, operational risk and market risk. To manage these risks the Bank Company has established clear risk policies, including limits, reporting lines and control procedures. Adherence to these policies and procedures is independently monitored by the Bank Company's credit risk, market risk, operational risk, compliance and internal audit functions. The Bank Company's risk management processes and internal controls are subject to regular review by the appropriate executive committees, including the Executive Risk Committee, Asset & Liability Committee and the Board Audit and Risk Committees<sup>1</sup>.

### **The Bank Company's Risk Objectives**

Identifying and assessing risk and control activities provides reasonable assurance that the Bank Company's business objectives will be met.

The Bank Company has clear risk objectives to ensure that the level of risk undertaken by the Bank Company is consistent with the approved Risk Appetite and business strategy. These objectives aim to:

- Identify significant risks to the Bank Company's strategy and ensure that the appropriate mitigating activities are in place
- Ensure that risk management is an integral part of the Bank Company's process of strategic decision making and capital planning
- Support business decision making by taking a balanced view on risk, while establishing strong independent review and challenge
- Assist the business lines to improve control and coordination of risk taking
- To drive organisational learning by understanding the root cause of incidents minimising the likelihood of recurrence
- Develop a risk aware workforce by embedding good risk management practices across the Bank Company

### **Risk Management and Internal Control**

The Bank Company's Risk Management Framework supports the "Three Lines of Defence Model" and sets out the infrastructure established to ensure that exposure to risk remains within the risk appetite set by the Board. It provides an overview of Risk Management, Risk Strategy and Control, Risk Culture and Risk Governance. Policies and procedures in the Bank Company are aligned to the risk taxonomy which sets out key risk indicators that are monitored to provide snapshots of risk exposure and early warning of adverse trends.

### **Risk Committee Structure**

The Executive Risk Committee (ERC), chaired by the Chief Risk Officer, reports to the Board Risk Committee which in turn provides advice to the Board.

The ERC ensures that the Bank Company maintains a co-ordinated approach across all risks and communicates to the Board Risk Committee on risk environment and specific areas of challenge that it has made to the management of Bank-wide risk and key decisions. It has oversight for all principal risks and the sub-risk committees that feed into it.

### **Risk Committee Structure**

The first line of defence against impending risks lies with the front line. Front line includes all units that onboard risk into the Bank Company including those that enter into business transactions with the customers or other client facing areas as well as all associated support functions including Finance, Treasury, Technology and Operations. Front lines are responsible to:

- Identify all the risks in their activities and develop appropriate policies, procedures and controls to govern these activities
- Operate within all limits applicable to their operations as cascaded from the Risk Appetite Framework
- Escalate risk events through their management hierarchy to Risk Oversight or Compliance as appropriate

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<sup>1</sup> from December 2020 the Executive Risk Committee was rebranded to the Conduct and Risk Committee.

Business Heads have the primary accountability for the day-to-day management, control and reporting of risk exposures in accordance with the policies and parameters set by the Board. They may receive support and advice from control SMEs, be overseen by the second line and be audited by the third line, but their decisions are ultimately their own, subject to approval from senior management where required.

The Board, supported by ERC, monitors the overall risk profile of the Bank Company and ensures that adequate resources are maintained.

### **Second line of Defence – Risk Oversight**

The second line of defence consists of the Risk Oversight and Compliance units of the Bank Company, which are responsible for:

- Developing and maintaining an effective risk and compliance framework to support management in the delivery of its business and strategic objectives whilst being consistent with the risk appetite of the Bank Company
- Monitoring the performance of the first line and ensure their adherence to policies, limits or other mandates in place
- Taking additional measures, if required, to reduce existing, new or evolving risks

### **Third line of Defence – Independent Assurance**

Internal Audit (IA) comprises the third line of defence. IA provides independent assurance to the Board and Executive Management over the effectiveness of governance, risk management and control over current, systemic and evolving risks.

### **Response to Covid**

Due to the Covid pandemic, the Bank Company invoked its Business Continuity plans at the beginning of 2020, and the majority of its staff and activities have continued to run remotely during this period with minimal disruption to daily activities, however the propensity for credit risk to crystallise has increased as business models and lending has been placed under continued stress. The opening and closing of the economy to avoid transmission of the virus has put pressure on cashflows at both a commercial level and individual basis. Measures have been put in place by the Bank Company, the Government and the Regulators to support customers and the wider UK economy and ensure that credit pressure and escalating defaults in so far as possible can be controlled.

This has been successful through 2020 and the impact has been well managed within the Bank Company noting that increased credit losses and expected credit loss through provisions have not materialised in the real economy – however as the stress continues through 2021 we are likely to see defaults increase as government support is withdrawn and the true impact of the pandemic is realised.

### **Supporting our customers**

In the current pandemic environment, the Bank Company is supporting both its current and new to bank customers in a number of ways aligned to regulatory and government guidelines. The Bank Company established a new Restructuring, Recoveries and Arrears management team. This team has led the customer response to those most impacted by the pandemic, has provided support that includes regulated mortgage payment holidays, extending this to landlords whose tenants are experiencing financial difficulties due to Covid, and the waiver of interest on personal overdrafts and penalty free deposit withdrawals on fixed term savings products. The Bank Company was also quick to launch its own specific moratorium scheme which supported customers who were not directly eligible under the Government schemes. As with the Government schemes these provided interest payment holidays, covenant waivers and minor payment terms restructures. Collectively, the 'schemes' have been highly successful in supporting our customer base by flexing contractual agreements, and whilst we haven't seen a significant impact to RWAs, the Bank Company has been increasing its impairment charges commensurate to the increased risk. (see Cost of risk and the impact of Covid.)

Over the course of 2020, the Bank Company has called and discussed financial assistance on payment holidays with 450 customers covering £540m of debt, both regulated and unregulated and at year-end 2020 60 customers and £104m debt continued to require support. Those customers that have suffered short-term liquidity constraints due to the impact of Covid have been granted concessions on the repayment and aligned to the guidelines avoided the automatic classification of forborne or as defaulted under distressed restructuring.

### **Cost of risk and the impact of Covid**

Throughout 2020 the impact of Covid on the Bank Company and its customers has been supported and managed through the active provision of payment holidays and increased use of forbearance. Further the use of macroeconomic forecasts have been used to assess the impact on the portfolio and reflected in the Bank Company's impairment charges under IFRS 9 to account for a forward-looking expected credit loss. At YE 2020 the Bank Company held credit provisions of £8.55 million (2019: £3.7 million) a year on year increase of c.£4.8 million. This has seen the Bank Company's cost of risk increase from 16bps to 32bps as gross carrying amount. This position includes specific adjustments made post-model output that may not account for the level of uncertainty that exists in the market and may not be fully reflected in the pure output of the model. These adjustments are made on the basis of both quantitative and expert judgement qualitative based assessments and subject to internal challenge and governance; they are detailed below.

### **Fair value of financial assets and liabilities**

The following tables analyse the Group's financial assets and liabilities in accordance with the categories of financial instruments in IFRS 9. For the purposes of this note, carrying value refers to amounts reflected in the balance sheet.

|                                      |                | 31 December 2020 |            | 31 December 2019 |            |
|--------------------------------------|----------------|------------------|------------|------------------|------------|
| Group                                | Notes          | Carrying value   | Fair value | Carrying value   | Fair value |
|                                      |                | £000             | £000       | £000             | £000       |
| Financial assets                     |                |                  |            |                  |            |
| Cash and balances with central banks | (a, Level 1)   | 246,256          | 246,256    | 111,754          | 111,754    |
| Placements with banks                | (b, Level 1)   | 51,536           | 51,536     | 95,807           | 95,807     |
| Placements with related entities     | (b, Level 1)   | -                | -          | -                | -          |
| Derivative financial assets          | (e, see below) | 31               | 31         | 482              | 482        |
| Loans and advances to customers      | (c, Level 3)   | 2,613,962        | 2,629,702  | 2,264,381        | 2,298,418  |
| Financial liabilities                |                |                  |            |                  |            |
| Bank deposits                        | (b, Level 1)   | 340,131          | 340,131    | 25,063           | 25,063     |
| Placements by related entities       | (b, Level 1)   | -                | -          | -                | -          |
| Customer deposits                    | (d, Level 3)   | 2,352,241        | 2,338,834  | 2,227,678        | 2,211,252  |
| Derivative financial liabilities     | (e, see below) | 772              | 772        | 673              | 673        |
| Subordinated loan                    | (f, Level 3)   | 29,744           | 29,572     | 29,629           | 29,629     |

|                       |              | 31 December 2020 |            | 31 December 2019 |            |
|-----------------------|--------------|------------------|------------|------------------|------------|
| <u>Company</u>        | Notes        | Carrying value   | Fair value | Carrying value   | Fair value |
|                       |              | £000             | £000       | £000             | £000       |
| Financial assets      |              |                  |            |                  |            |
| Placements with banks | (b, Level 1) | 6,752            | 6,752      | 32,542           | 32,542     |

The fair value estimates are based on the following methodologies and assumptions:

- The carrying amounts of these financial assets are largely due to the short-term maturities of these instruments approximating fair value.
- The carrying value of placements with banks and amounts due to banks is considered to approximate fair value. Placements with banks are repayable on demand or within 12 months. Amounts due to banks and related entities are re-priced every three months at market rates. As a result, these carrying values approximate fair values.
- The carrying value of loans and advances to customers is net of allowance for impairment losses and unearned income. The estimated fair value of the advances is calculated by discounting the cash flows using prevailing market interest rates adjusted for risk premium of the Group.
- The carrying value of customer deposits is calculated by discounting the cash flows using prevailing market interest rates. The estimated fair value of deposits with no stated maturity, which include non-interest-bearing deposits, is the amount repayable on demand.
- The fair value of derivatives (including foreign exchange contracts and interest rate swaps) designated as being carried at fair value through profit or loss are based on quoted market prices and data or valuation techniques based on observable market data as appropriate to the nature and type of the underlying instrument.
- The subordinated loan is non-traded and the fair value is calculated by discounting the cash flows using prevailing market interest rates. In 2019, the carrying value approximated fair value.

The following table shows an analysis of derivative financial instruments recorded at fair value by level of the fair value hierarchy:

| <b>31 December 2020</b>                 | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Total fair value</b> |
|---|----------------|----------------|----------------|-------------------------|
| <u>Group</u>                            | <b>£000</b>    | <b>£000</b>    | <b>£000</b>    | <b>£000</b>             |
| <b>Derivative financial assets</b>      | -              | <b>31</b>      | -              | <b>31</b>               |
| <b>Derivative financial liabilities</b> | -              | <b>(772)</b>   | -              | <b>(772)</b>            |
| <b>31 December 2019</b>                 | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Total fair value</b> |
|   | <b>£000</b>    | <b>£000</b>    | <b>£000</b>    | <b>£000</b>             |
| Derivative financial assets             | -              | 482            | -              | 482                     |
| Derivative financial liabilities        | -              | (673)          | -              | (673)                   |

Level 1 inputs are those with quoted prices for similar instruments, level 2 inputs have directly observable market inputs other than level 1 inputs and level 3 inputs are not based on observable market data but are calculated using a discounted cash flow model, with relevant prevailing market discount rates for each product maturity.

The following table summarises the valuation inputs and relationships to fair value:

| Description                     | Fair value at    |             | Range of inputs        |               | Relationship of discount rate input to fair value   |
|---------------------------------|------------------|-------------|------------------------|---------------|---|
|                                 | 31 Dec 2020      | 31 Dec 2019 | 2020                   | 2019          |   |
|                                 | £000             | £000        |                        |               |   |
| Loans and advances to customers | <b>2,629,702</b> | 2,298,418   | <b>(0.01%) - 0.42%</b> | 0.67% - 1.03% | A shift in discount rate of +/-10bps results in a change of fair value of £3.4m (2019: £3.3m) |
| Customer deposits               | <b>2,338,834</b> | 2,211,252   | <b>(0.01%) - 0.42%</b> | 0.67% - 1.03% | A shift in discount rate of +/-10bps results in a change of fair value of £80k (2019: £47k)   |
| Subordinated debt               | <b>29,572</b>    | 29,629      | <b>0.08% -</b>         |               | A shift in discount rate of +/-10bps results in a change of fair value of £0.2m (2019: £nil)  |

### Liquidity risk

Liquidity risk is the risk of failure to realise assets or raise funds to meet current and future commitments. Liquidity risk is managed each day by the Bank Company Treasury department under the supervision of the Asset & Liability Committee. To manage liquidity risk the Bank Company maintains a portfolio of high quality liquid and marketable assets to meet the liquidity requirements of the PRA and the Bank Company's internal policies.

Under CRD IV LCR became the Pillar I standard for liquidity in the UK on 1 October 2015, with a minimum standard of 80%, thereafter a 10% increase on 1 January 2017 and 2018, to reach 100% on 1 January 2018. The objective of the LCR is to ensure that banks have sufficient high quality liquid assets (HQLA) that can be converted easily into cash to meet their liquidity needs for a 30 calendar day liquidity stress scenario. Assets which are eligible for inclusion as HQLA include balances held at the Central Bank and holdings of securities issued by central banks.

The Bank Company's LCR as at 31 December 2020 was 330% (2019: 362%), and is in excess of the current minimum requirement of 100% set by the PRA (unaudited). In March 2019 the Bank Company was admitted to access the Bank of England's INDEXED Long Term Repo Scheme (ILTR) as part of the Sterling Monetary Framework (SMF), which provides an additional source of liquidity.

### Analysis of assets and liabilities by expected maturity

| Group                                | Carrying value   | Demand           | Up to 3 months | 3 months to 1 year | 1 year to 5 years | Over 5 years   |
|--------------------------------------|------------------|------------------|----------------|--------------------|-------------------|----------------|
| 31 December 2020                     | £000             | £000             | £000           | £000               | £000              | £000           |
| <b>Assets:</b>                       |                  |                  |                |                    |                   |                |
| Cash and balances with central banks | <b>246,256</b>   | <b>240,523</b>   | -              | <b>5,733</b>       | -                 | -              |
| Placements with banks                | <b>51,536</b>    | <b>51,536</b>    | -              | -                  | -                 | -              |
| Loans and advances to customers      | <b>2,613,962</b> | <b>12,322</b>    | <b>160,589</b> | <b>185,887</b>     | <b>1,664,003</b>  | <b>591,161</b> |
| <b>Total assets</b>                  | <b>2,911,754</b> | <b>304,381</b>   | <b>160,589</b> | <b>191,620</b>     | <b>1,664,003</b>  | <b>591,161</b> |
| <b>Liabilities and equity:</b>       |                  |                  |                |                    |                   |                |
| Bank deposits                        | <b>340,131</b>   | -                | -              | <b>90,074</b>      | <b>250,057</b>    | -              |
| Customer deposits                    | <b>2,352,241</b> | <b>1,568,401</b> | <b>179,333</b> | <b>475,434</b>     | <b>129,073</b>    | -              |
| Other liabilities                    | <b>23,921</b>    | -                | -              | <b>23,921</b>      | -                 | -              |
| Subordinated loan                    | <b>29,744</b>    | -                | -              | -                  | <b>29,744</b>     | -              |
| <b>Total liabilities</b>             | <b>2,746,037</b> | <b>1,568,401</b> | <b>179,333</b> | <b>589,429</b>     | <b>408,874</b>    | -              |
| Acceptances and guarantees           | <b>1,007</b>     | <b>1,007</b>     | -              | -                  | -                 | -              |



| <u>Group</u>                         | Carrying value | Demand    | Up to 3 months | 3 months to 1 year | 1 year to 5 years | Over 5 years |
|--------------------------------------|----------------|-----------|----------------|--------------------|-------------------|--------------|
| 31 December 2019                     | £000           | £000      | £000           | £000               | £000              | £000         |
| Assets:                              |                |           |                |                    |                   |              |
| Cash and balances with central banks | 111,754        | 106,513   | -              | 5,241              | -                 | -            |
| Investment in subsidiary             | 10             | -         | -              | -                  | 10                | -            |
| Loans and advances to customers      | 2,264,381      | 14,577    | 64,170         | 151,346            | 1,490,636         | 543,652      |
| Total assets                         | 2,376,145      | 121,090   | 64,170         | 156,587            | 1,490,646         | 543,652      |
| Liabilities and equity:              |                |           |                |                    |                   |              |
| Bank deposits                        | 25,063         | 25,063    | -              | -                  | -                 | -            |
| Customer deposits                    | 2,227,678      | 1,314,132 | 176,754        | 586,924            | 149,868           | -            |
| Other liabilities                    | 44,522         | -         | -              | 44,522             | -                 | -            |
| Subordinated loan                    | 29,629         | -         | -              | -                  | 29,629            | -            |
| Total liabilities                    | 2,326,892      | 1,339,195 | 176,754        | 631,446            | 179,497           | -            |
| Acceptances and guarantees           | 1,253          | 1,253     | -              | -                  | -                 | -            |

| <u>Company</u>          | Carrying value | Demand | Up to 3 months | 3 months to 1 year | 1 year to 5 years | Over 5 years |
|-------------------------|----------------|--------|----------------|--------------------|-------------------|--------------|
| 31 December 2020        | £000           | £000   | £000           | £000               | £000              | £000         |
| Assets:                 |                |        |                |                    |                   |              |
| Placements with banks   | 6,752          | 6,752  | -              | -                  | -                 | -            |
| Liabilities and equity: |                |        |                |                    |                   |              |
| Other liabilities       | 73             | -      | -              | 73                 | -                 | -            |

| <u>Company</u>          | Carrying value | Demand | Up to 3 months | 3 months to 1 year | 1 year to 5 years | Over 5 years |
|-------------------------|----------------|--------|----------------|--------------------|-------------------|--------------|
| 31 December 2019        | £000           | £000   | £000           | £000               | £000              | £000         |
| Assets:                 |                |        |                |                    |                   |              |
| Placements with banks   | 32,542         | 32,542 | -              | -                  | -                 | -            |
| Liabilities and equity: |                |        |                |                    |                   |              |
| Other liabilities       | 25,865         | -      | -              | 25,865             | -                 | -            |

The tables below have been drawn up based on the undiscounted contractual maturities of the financial liabilities including interest that will accrue to those liabilities except where the Group is entitled and intends to repay the liability before its maturity. The following table details the Group's remaining contractual maturity for its non-derivative financial liabilities:

#### **Non-derivative financial liabilities**

| <u>Group</u>      | 2020      |           |                |                    |                   |              |
|-------------------|-----------|-----------|----------------|--------------------|-------------------|--------------|
|                   | Total     | Demand    | Up to 3 months | 3 months to 1 year | 1 year to 5 years | Over 5 years |
|                   | £000      | £000      | £000           | £000               | £000              | £000         |
| Bank deposits     | 340,131   | -         | -              | 90,074             | 250,057           | -            |
| Customer deposits | 2,352,241 | 1,568,401 | 179,333        | 475,434            | 129,073           | -            |
| Subordinated loan | 37,023    | 7,279     | -              | -                  | 29,744            | -            |
| <u>Group</u>      | 2019      |           |                |                    |                   |              |
|                   | Total     | Demand    | Up to 3 months | 3 months to 1 year | 1 year to 5 years | Over 5 years |
|                   | £000      | £000      | £000           | £000               | £000              | £000         |
| Bank deposits     | 25,063    | 25,063    | -              | -                  | -                 | -            |
| Customer deposits | 2,227,678 | 1,314,132 | 176,754        | 586,924            | 149,868           | -            |
| Subordinated loan | 34,501    | 4,872     | -              | -                  | 29,629            | -            |

## Credit risk

Credit risk arises principally from lending activities, but also from other on and off-balance sheet transactions where there is a risk that the counterparty may not meet its obligations to the Bank Company. Credit risk occurs mainly in customer advances. To control credit risk, the Bank Company establishes lending policies and exposure limits by various categories including counterparty, sector and country, which are reviewed on a continuing basis.

Credit policies are approved by the Bank Company's Board of Directors on recommendation from the Executive Risk Committee, which has management oversight of credit risk. The Bank Company maintains a dedicated credit risk function with responsibility for managing credit risk and monitoring management of advances by the Bank Company's business units. The Bank Company's Executive Risk Committee meets monthly and reviews reports on credit concentration, portfolio performance and provisions. The Credit and Advances Committee, a sub-committee of the Executive Risk Committee, approves credit facilities within its authority or makes recommendations to the Board of Directors of the Bank Company for approval where on an exception basis facilities fall outside credit policy.

The Bank Company assesses credit risk throughout its activities applying various industry standards and technique to ensure that the underlying risk are quantified and appropriate ECLs applied in accordance with IFRS 9. The key components are outlined below:

- (i) The Bank Company's internal rating and PD estimation process

Each of the Bank Company's key portfolios operate separate systems which apply internal credit grades to its customers. The systems incorporate both qualitative and quantitative information to assign PDs based on historical experience, where such experience is sufficient to establish a robust estimate of PD. Where there is insufficient historical experience PDs are estimated on the basis of information from a credit rating agency. PDs are then adjusted for IFRS 9 ECL calculations to incorporate forward looking information and apply the IFRS 9 Stage classification of the exposure. The Bank Company's macroeconomic scenarios are then applied to assess a weighted ECL output at an exposure level.

- (ii) Treasury, trading and interbank relationships

The Bank Company's counterparties comprise financial services institutions and central banks. For these relationships, the Bank Company's credit risk department analyses publicly available information such as financial information and other external data, e.g. the rating of Moody's or Standard and Poor.

- (iii) Corporate, small business lending and property financing

Borrowers are assessed by relationship managers under the oversight of the Credit Risk unit of the Bank. The credit risk assessment is based on a credit grading system that takes into account various historical, current and forward-looking information such as:

  - Historical financial information together with forecasts and budgets prepared by the client. This financial information includes realised and expected results, solvency ratios, liquidity ratios and any other relevant ratios to measure the client's financial performance. Some of these indicators are captured in covenants with the clients and are, therefore, measured with greater attention.
  - Any publicly available information on the clients from external parties.
  - Any other objectively supportable information on the quality and abilities of the client's management relevant for the Bank Company's performance. The complexity and granularity of the grading techniques varies based on the exposure of the Bank Company and the complexity and size of the customer.

- (iv) Exposure at default

The exposure at default (EAD) represents the gross carrying amount of the financial instruments subject to the impairment calculation, addressing both the client's ability to increase its exposure while approaching default and potential early repayments too.

For loans, EAD is modelled on the basis of the contractual amortisation profile of the loan but assuming that for the last 90 days before default no further repayments are made. No account is taken of early repayments made at the option of the borrower. For overdrafts, the EAD is taken as the full amount of the approved limit or, if higher, the overdraft balance at the balance sheet date. Undrawn facilities which have been offered in the last three months before the balance sheet date are assumed to draw down in full, as are the undrawn portions of staged loans, such as property development loans.

- (v) Loss given default

The revaluation of the underlying collateral to a credit exposure is reviewed aligned to the Bank Company's valuation policy, which is consistent with the UK's application of the Capital Requirements Regulation (CRR). The calculation of the LTV is a core component of the LGD which takes into account the expected EAD in comparison to the amount expected to be recovered or realised from any collateral for which the Bank Company has a charge over.

The LGD rate for customer advances is based on the following principal inputs:

- The probability that the account will cure after default, in which case the loss will be nil. The estimate of the probability of cure is based on historical experience and is a function of LTV. For cases that are in Recoveries the probability of cure is taken to be nil;
- The LTV of the borrower at the time of default;
- The forced sale discount, which is determined on a probability distribution with a mean of 26% for residential properties and 33% for commercial properties;
- The cost of realisation, which is assumed to be 5%, based on the Bank Company's experience of recoveries in the past;
- The discount rate applied to the realisation proceeds, which is the effective interest rate of the exposure;

- The time to sale, which is assumed to be 18 months from the date of default, based on the Bank Company's experience and based on the Bank Company's assessment of industry practice;
- Post write-off recoveries, which are assumed to be nil.

Further, LGDs under IFRS 9 incorporate recent data and forward-looking macroeconomic variables in order to determine a rate across multiple scenarios. Examples of key inputs involve changes in collateral values including property prices for mortgages, payment status or other factors that are indicative of losses in the Bank Company. The Bank Company estimates regulatory and IFRS 9 LGDs on a different basis. Under IFRS 9, LGD rates are estimated for the Stage 1, Stage 2 and Stage 3 IFRS 9 segment of each asset class.

vi) Significant increase in credit risk

The Bank Company continuously monitors all assets subject to ECLs. In order to determine whether an instrument or a portfolio of instruments is subject to 12m ECL or LTECL, the Bank Company assesses whether there has been a significant increase in credit risk since initial recognition. For example, the Bank Company considers an exposure to have significantly increased in credit risk when any of the following has occurred:

- The exposure is forborne;
- The exposure is placed on the Watch List;
- The exposure is graded D or E using the Bank Company's internal grading methodology;
- The exposure has been downgraded from A to C using the Bank Company's internal grading methodology.

As noted in the tables below, during 2020 significant increase in credit risk has been driven by customers being added to the Bank Company's Watch List and instances where the Bank Company has provided customers with forbearance. The increase in these circumstances is a direct consequence of Covid and the Bank Company's active relationship management and risk oversight, which has ensured that credit risk is identified early and mitigating actions taken prior to customer default or detriment, and increased monitoring applied to support this. In certain cases, the Bank Company may also consider that events explained in note 3.11 are a significant increase in credit risk as opposed to a default. Regardless of the change in credit grades, if contractual payments are more than 30 days past due the credit risk is deemed to have increased significantly since initial recognition.

| As at 31st<br>December 2020<br>£000                 | Business              |            |              | Private               |           |              | Property              |              |              |
|---|-----------------------|------------|--------------|-----------------------|-----------|--------------|-----------------------|--------------|--------------|
|   | Gross carrying amount |            |              | Gross carrying amount |           |              | Gross carrying amount |              |              |
|   | amount                | ECL        | Coverage     | amount                | ECL       | Coverage     | amount                | ECL          | Coverage     |
| PD movement <sup>2</sup>                            | 3,818                 | 37         | 0.97%        | 387                   | 3         | 0.78%        | 32,799                | 187          | 0.57%        |
| Forbearance support provided                        | 17,869                | 34         | 0.19%        | -                     | -         | -            | 10,175                | 84           | 0.83%        |
| Watchlist or other qualitative reasons <sup>3</sup> | 22,435                | 718        | 3.20%        | 1,396                 | 26        | 1.86%        | 84,400                | 1,789        | 2.12%        |
| 30 Days past due                                    | -                     | -          | -            | -                     | -         | -            | 12,566                | 242          | 1.93%        |
| <b>Total</b>  | <b>44,122</b>         | <b>789</b> | <b>1.79%</b> | <b>1,783</b>          | <b>29</b> | <b>1.63%</b> | <b>139,940</b>        | <b>2,302</b> | <b>1.64%</b> |

| As at 31st<br>December 2019<br>£000                 | Business              |           |              | Private               |          |              | Property              |            |              |
|---|-----------------------|-----------|--------------|-----------------------|----------|--------------|-----------------------|------------|--------------|
|   | Gross carrying amount |           |              | Gross carrying amount |          |              | Gross carrying amount |            |              |
|   | amount                | ECL       | Coverage     | amount                | ECL      | Coverage     | amount                | ECL        | Coverage     |
| PD movement <sup>4</sup>                            | 10,335                | 30        | 0.29%        | 73                    | 2        | 2.26%        | 55,107                | 221        | 0.40%        |
| Forbearance support provided                        | 49                    | -         | 0.04%        | -                     | -        | -            | 866                   | -          | 0.02%        |
| Watchlist or other qualitative reasons <sup>5</sup> | 1,010                 | 2         | 0.16%        | 225                   | 3        | 1.39%        | 10,418                | 80         | 0.77%        |
| 30 Days past due                                    | 245                   | -         | 0.08%        | -                     | -        | -            | -                     | -          | -            |
| <b>Total</b>  | <b>11,639</b>         | <b>32</b> | <b>0.27%</b> | <b>298</b>            | <b>5</b> | <b>1.68%</b> | <b>66,391</b>         | <b>301</b> | <b>0.45%</b> |

<sup>2</sup> PD movement; includes cases that moved due to staging criteria in our IFRS 9 model e.g. two notch downward internal grading, expired loans, unauthorised overdraft

<sup>3</sup> Watchlist or Other qualitative reason; Watchlist (WL) case that are classified Stage 2 following internal process including WL addition.

<sup>4</sup> PD movement; includes cases that moved due to staging criteria in our IFRS 9 model e.g. two notch downward internal grading, expired loans, unauthorised overdraft

<sup>5</sup> Watchlist or Other qualitative reason; Watchlist (WL) case that are classified Stage 2 following internal process including WL addition.

For borrowers with exposure less than £100,000 there is no specific annual review and borrowers are subject to a review on the trigger of an exception. Therefore, should symptoms of credit weakness, such as arrears be identified the credit quality of the customer will be re-assessed. For these accounts (which account for 1.06% of total customer advances), a separate assessment of the evidence of a significant deterioration and an adjustment is made to the ECL estimate as a management overlay, if appropriate.

vii) Annual Review Process

All borrowers with exposure over £100,000 are subject to an annual review of lending, collaterals and performance against the customers broader market sector.

The following table shows the risk concentration by sector for customer advances:

|   | 2020        | 2019        |
|---|-------------|-------------|
| <u>Group</u>                                | <u>£000</u> | <u>£000</u> |
| Business sector                             |             |             |
| Property investment                         | 2,021,143   | 1,743,322   |
| Property development                        | 70,790      | 53,689      |
| Hotels, catering and leisure                | 224,463     | 174,984     |
| Manufacturing                               | 10,514      | 10,672      |
| Retail and wholesale                        | 9,420       | 9,983       |
| Other business sectors                      | 65,218      | 50,656      |
| Personal sector                             | 220,961     | 224,815     |
|   | 2,622,509   | 2,268,121   |
| Less: Allowance for ECL / impairment losses | (8,547)     | (3,740)     |
| Carrying amount                             | 2,613,962   | 2,264,381   |

**Forbearance**

Forbearance means the active agreement by the Bank Company with the customer to vary the terms of a loan agreement, either temporarily or permanently, to assist a customer to overcome financial stress and repay a loan.

Forborne exposures increased in the second half of the year as the effects of government restrictions due to the pandemic were felt by borrowers. The Bank Company offered support via a number of options including government moratorium schemes for residential BTL, regulated owner-occupied mortgages & loans captured under CCA regulations. Private schemes were also initiated by the Bank Company to help Commercial BTL & SME borrowers and those in the student accommodation sector.

Forbearance is usually a trigger for accounts to be moved into stage 2 or stage 3. Where payment holidays have been provided in relation to Covid the accounts have been retained in stage 1. Risk continues to monitor these cases closely. Where cases are deemed to be forborne and non-performing they are considered as Stage 3 and must complete an 18-month cure period followed by a 24-month monitoring period (probation period) as performing forborne before these accounts would be returned to the good book, a total of 42 months. In the case of a performing forborne they would not go through the 18-month cure period and would only have to meet the 24-month probation period.

| 31 December 2020              | Total       | Stage 2     | Stage 3     |
|-------------------------------|-------------|-------------|-------------|
| <u>Group</u>                  | <u>£000</u> | <u>£000</u> | <u>£000</u> |
| Interest-only conversion      | 1,368       | -           | 1,368       |
| Extension of repayment period | 19,601      | 16,753      | 2,848       |
| Payment holidays              | 34,348      | 31,478      | 2,870       |
| Amortisation profile change   | 814         | -           | 814         |
| Refinance                     | 533         | 471         | 62          |
| Others                        | 174         | -           | 174         |
| Total                         | 56,838      | 48,702      | 8,136       |

|  |       |         |         |
|--|-------|---------|---------|
|  | Total | Stage 2 | Stage 3 |
|--|-------|---------|---------|

31 December 2019

| <u>Group</u>                | £000         | £000         | £000         |
|-----------------------------|--------------|--------------|--------------|
| Interest-only conversion    | 2,048        | 664          | 1,384        |
| Payment holidays            | 452          | 49           | 403          |
| Payment holidays            | 19           | -            | 19           |
| Amortisation profile change | 1,533        | -            | 1,533        |
| Refinance                   | 558          | 205          | 353          |
| Others                      | 351          | 120          | 231          |
| <b>Total</b>                | <b>4,961</b> | <b>1,038</b> | <b>3,923</b> |

Stage Loans and advances which have been subject to forbearance continue to be classified as being subject to forbearance until the loan or advance is redeemed or upon completion of a minimum 24 months monitoring period subject to their ongoing performance.

#### Definition of default and cure

From a quantitative perspective a key trigger of default and therefore Stage 3 (credit-impaired) for ECL calculations, is when the borrower becomes 90 days past due on its contractual payments. The Bank Company considers treasury and interbank balances defaulted and takes immediate action when the required intraday payments are not settled by the close of business as outlined in the individual agreements.

As a part of a qualitative assessment of whether a customer is in default, the Bank Company also considers a variety of instances that may indicate unlikelihood to pay (UTP) criteria. When such events occur, the Bank Company carefully considers whether the event should result in treating the customer as defaulted and therefore assessed as Stage 3 for ECL calculations or whether Stage 2 is appropriate. Such events include:

- Internal rating of the borrower indicating default or near-default;
- The borrower requesting emergency funding from the Bank Company;
- The borrower having past due liabilities to public creditors or employees;
- The borrower is deceased;
- A material decrease in the underlying collateral value where the recovery of the loan is expected from the sale of the collateral;
- A material decrease in the borrower's turnover or the loss of a major customer;
- A covenant breach not waived by the Bank Company;
- The debtor (or any legal entity within the debtor's Bank Company) filing for bankruptcy application / protection.

The Bank Company aligns its definition of default across multiple regulatory and market definitions: credit impaired, non-performing loans and default. All criteria will trigger the exposure to be considered stage 3 under IFRS 9. If the exposure subsequently ceases to exhibit indicators of being credit-impaired, it will remain in stage 3 for a period (known as a 'cure period') so that the apparent improvement of credit status can be confirmed. It is the Bank Company's policy to consider a financial instrument as 'cured' and therefore re-classified out of Stage 3 when none of the default criteria have been present for at least 18 consecutive months. The decision whether to classify an asset as Stage 2 or Stage 1 once cured depends on the updated credit grade, at the time of the cure, and whether this indicates there has been a significant increase in credit risk compared to initial recognition. The Bank Company's criterion for 'cure' for ECL purposes is less stringent than the 24 months requirement for forbearance which is explained in note 3.14.

#### Default vs Credit Impaired

Non-Performing Loans (NPLs) are defined as customers who do not make a payment for three months or more, or if we have data to make us doubt they can maintain their payments. The definition of default we use to identify NPLs is aligned to the definition of default we use to identify stage 3 exposures. The only difference relates to mortgages. For NPLs, we classify a mortgage customer as bankrupt for at least two years after first being declared bankrupt before we reassess their position. Our categorisation of credit impaired and NPL as demonstrated on the tables below is aligned and consider both assessments as stage 3:

|  | <b>Gross carrying amount</b> | <b>Allowance for ECL</b> |                 |
|--|------------------------------|--------------------------|-----------------|
| <b>31 December 2020</b>  | <b>£000</b>                  | <b>£000</b>              | <b>Coverage</b> |
| <b>Description</b>   |                              |                          |                 |
| Credit-impaired not in cure period   | 3,264                        | 66                       | 2.05%           |
| No longer credit-impaired but in cure period that precedes transfer to stage 2 | 21,825                       | 1,407                    | 6.45%           |

|                  |                |                     |          |
|------------------|----------------|---------------------|----------|
| 31 December 2019 | Gross carrying | Allowance for       | Coverage |
|                  |                | Cynergy Capital Ltd |          |

|  | amount<br>£000 | ECL<br>£000 |       |
|--|----------------|-------------|-------|
| Description  |                |             |       |
| Credit-impaired not in cure period   | 3,728          | 84          | 2.25% |
| No longer credit-impaired but in cure period that precedes transfer to stage 2 | 16,071         | 1,459       | 9.08% |

|                         |                              |
|-------------------------|------------------------------|
| <b>Stage 3 analysis</b> | <b>Gross carrying amount</b> |
| <b>31 December 2020</b> | <b>£000</b>                  |
| <b>NPL<sup>6</sup></b>  | <b>25,089</b>                |

|                  |                       |
|------------------|-----------------------|
| Stage 3 analysis | Gross carrying amount |
| 31 December 2019 | £000                  |
| NPL              | 19,800                |

#### Maximum exposure to credit risk and collateral and other credit enhancements

The table below shows the maximum exposure to credit risk and the tangible and measurable collateral held. It also shows the net exposure to credit risk, which is the exposure after taking into account the impairment loss and tangible and measurable collateral held. Where guarantees are held the collateral shown below includes any collateral supporting the guarantee. In normal circumstances the Bank Company does not take possession of collateral it holds as security or call on other credit enhancements that would result in recognition of an asset on its balance sheet. It is the Bank Company's policy to dispose of the repossessed assets in an orderly fashion. For financial assets recognised on the balance sheet, the gross exposure to credit risk is equal to the carrying amount.

|               | Gross carrying amount |         |         | Property Collateral |         |         | Cash Collateral |         |         | Net exposure |           |          |
|---------------|-----------------------|---------|---------|---------------------|---------|---------|-----------------|---------|---------|--------------|-----------|----------|
| December 2020 | Total                 | Stage 2 | Stage 3 | Total               | Stage 2 | Stage 3 | Total           | Stage 2 | Stage 3 | Total        | Stage 2   | Stage 3  |
| £000          |                       |         |         |                     |         |         |                 |         |         |              |           |          |
| Business      | 314,401               | 44,122  | 6,870   | 600,859             | 97,092  | 16,267  | 2,034           | 488     | -       | (288,492)    | (53,458)  | (9,397)  |
| Private       | 216,176               | 1,782   | 391     | 469,569             | 4,200   | 813     | 227             | 41      | -       | (253,620)    | (2,459)   | (422)    |
| Property      | 2,091,932             | 141,941 | 17,828  | 3,820,147           | 245,899 | 37,339  | 674             | 17      | -       | (1,728,889)  | (103,975) | (19,511) |
| Total         | 2,622,509             | 187,845 | 25,089  | 4,890,575           | 347,191 | 54,419  | 2,935           | 546     | -       | (2,271,001)  | (159,892) | (29,330) |

|               | Gross carrying amount |         |         | Property Collateral |         |         | Cash Collateral |         |         | Net exposure |          |          |
|---------------|-----------------------|---------|---------|---------------------|---------|---------|-----------------|---------|---------|--------------|----------|----------|
| December 2019 | Total                 | Stage 2 | Stage 3 | Total               | Stage 2 | Stage 3 | Total           | Stage 2 | Stage 3 | Total        | Stage 2  | Stage 3  |
| £000          |                       |         |         |                     |         |         |                 |         |         |              |          |          |
| Business      | 261,802               | 11,638  | 8,542   | 540,996             | 27,966  | 17,412  | 1,000           | 36      | -       | (280,194)    | (16,364) | (8,870)  |
| Private       | 224,815               | 298     | 843     | 482,841             | 2,097   | 1,410   | 338             | 20      | -       | (258,364)    | (1,819)  | (567)    |
| Property      | 1,781,504             | 66,391  | 10,415  | 3,262,152           | 114,082 | 19,308  | 782             | 141     | -       | (1,481,430)  | (47,832) | (8,893)  |
| Total         | 2,268,121             | 78,327  | 19,800  | 4,285,989           | 144,145 | 38,130  | 2,120           | 197     | -       | (2,019,988)  | (66,015) | (18,330) |

At 31 December 2020, 99% of the gross loans to customers was secured on cash and property collateral. The impairment charge of £5.0 million for 2020 was driven by a combination of a deteriorating macroeconomic environment due to Covid and our forecast for real estate valuations through 2021, which is weighted to the downside. The impact of the pandemic will become clearer as 2021 progresses, however there is an expectation that more customers will suffer a significant increase in credit risk (SICR) due to the impact of the pandemic on business performance and the continued ability of customers to meet payment obligations.

Provisions as a percentage of risk elements in lending increased from 16bps in 2019, to 32bps in 2020.

The Bank Company's policies require that loan origination is secured by:

- Mortgages over residential properties;
- Charges over business assets such as premises, inventory and accounts receivable; and

<sup>6</sup> These customers would be considered bankrupt for the purpose of IFRS 9 staging but not for the definition of a NPL.

- Charges over financial instruments such as debt securities and equities.

All new origination is required to meet the Bank Company's Valuation Policy which provides requirements to ensure that the Bank's interests are protected by an appropriate level of security. The Bank Company's policy in obtaining and perfecting the security of its loans has not materially changed over the last 12 months and the quality of the collateral continues to be paramount in the origination process.

The following table provides the distribution of LTV ratios for the Bank Company's portfolio:

| December 2020 | Stage 1               |              | Stage 2               |              | Stage 3               |              | Total                 |              |
|---------------|-----------------------|--------------|-----------------------|--------------|-----------------------|--------------|-----------------------|--------------|
| £000          |                       |              |                       |              |                       |              |                       |              |
| LTV           | Gross carrying amount | ECL          | Gross carrying amount | ECL          | Gross carrying amount | ECL          | Gross carrying amount | ECL          |
| Cash Covered  | -                     | -            | 51                    | -            | -                     | -            | 51                    | -            |
| Less than 50% | 501,504               | 274          | 22,937                | 114          | 7,345                 | 19           | 531,786               | 407          |
| 50% to 59%    | 681,782               | 1,105        | 41,795                | 468          | 12,542                | 594          | 736,119               | 2,167        |
| 60% to 69%    | 987,718               | 1,757        | 69,327                | 1,105        | 2,813                 | 213          | 1,059,858             | 3,075        |
| 70% to 79%    | 156,825               | 495          | 49,497                | 1,316        | -                     | -            | 206,322               | 1,811        |
| 80% to 89%    | 60,703                | 214          | 844                   | 16           | 104                   | -            | 61,651                | 230          |
| 90% to 99%    | 14,431                | 48           | -                     | -            | -                     | -            | 14,431                | 48           |
| 100% and more | 2,791                 | 29           | 262                   | 15           | 2,225                 | 603          | 5,278                 | 647          |
| Unsecured     | 3,821                 | 34           | 3,132                 | 83           | 60                    | 45           | 7,013                 | 162          |
| <b>Total</b>  | <b>2,409,575</b>      | <b>3,956</b> | <b>187,845</b>        | <b>3,117</b> | <b>25,089</b>         | <b>1,474</b> | <b>2,622,509</b>      | <b>8,547</b> |

| December 2019 | Stage 1               |              | Stage 2               |            | Stage 3               |              | Total                 |              |
|---------------|-----------------------|--------------|-----------------------|------------|-----------------------|--------------|-----------------------|--------------|
| £000          |                       |              |                       |            |                       |              |                       |              |
| LTV           | Gross carrying amount | ECL          | Gross carrying amount | ECL        | Gross carrying amount | ECL          | Gross carrying amount | ECL          |
| Cash Covered  | 82                    | -            | 62                    | -          | -                     | -            | 144                   | -            |
| Less than 50% | 481,986               | 123          | 8,483                 | 6          | 4,609                 | 99           | 495,078               | 228          |
| 50% to 59%    | 511,290               | 307          | 17,440                | 36         | 10,060                | 335          | 538,790               | 678          |
| 60% to 69%    | 797,642               | 759          | 41,564                | 179        | 1,809                 | 163          | 841,015               | 1,101        |
| 70% to 79%    | 291,196               | 378          | 3,923                 | 18         | 101                   | -            | 295,220               | 396          |
| 80% to 89%    | 35,091                | 97           | -                     | -          | -                     | -            | 35,091                | 97           |
| 90% to 99%    | 8,233                 | 25           | 2,855                 | 24         | 2,048                 | 569          | 13,136                | 618          |
| 100% and more | 29,041                | 138          | -                     | -          | 853                   | 120          | 29,894                | 258          |
| Unsecured     | 15,433                | 33           | 4,000                 | 75         | 320                   | 256          | 19,753                | 364          |
| <b>Total</b>  | <b>2,169,994</b>      | <b>1,860</b> | <b>78,327</b>         | <b>338</b> | <b>19,800</b>         | <b>1,542</b> | <b>2,268,121</b>      | <b>3,740</b> |

### Operational risk

Operational risk is the risk of loss or reputational damage arising from inadequate systems, errors, poor management, internal control breaches, fraud and external events. Procedures and controls are in place to manage these risks throughout the Bank Company and are supplemented by contingency planning to ensure business continuity, as well as the maintenance of insurance cover where appropriate.

### Market risk

Market risk is the risk that changes in the level of interest rates, exchange rates and other financial indicators will have an adverse financial impact.

The Bank Company is exposed to interest rate risk as a result of mismatches in its balance sheet between the dates on which interest receivable on assets and interest payable on liabilities next reset to market rates or the dates on which the assets and liabilities mature. The Bank Company aims to manage this risk through controlling such mismatches within limits set by reference to the maximum potential loss of earnings under given changes of interest rates. Interest rate risk arising from the mismatch between the Bank Company lending and deposit rates is actively managed. The majority of the advances and

deposits are priced off market rates and margins are closely monitored and evaluated. In managing these mismatches the Bank Company makes use of appropriate interest rate derivative contracts including interest rate swaps. The exposure to interest rate changes and sensitivity is regularly reported to and reviewed by the Asset & Liability Committee, which manages the overall exposure within an agreed limit.

A summary of the Group's interest rate gap position based on the contractual re-pricing date of assets and liabilities is as follows:

| <b>31 December 2020</b>         | <b>Carrying value</b> | <b>Non-interest bearing</b> | <b>Up to 3 months</b> | <b>3 months to 1 year</b> | <b>1 year to 5 years</b> | <b>Over 5 years</b> |
|---------------------------------|-----------------------|-----------------------------|-----------------------|---------------------------|--------------------------|---------------------|
| <u>Group</u>                    | <b>£000</b>           | <b>£000</b>                 | <b>£000</b>           | <b>£000</b>               | <b>£000</b>              | <b>£000</b>         |
| Assets:                         |                       |                             |                       |                           |                          |                     |
| Cash and bank advances          | 297,792               | -                           | 292,059               | 5,733                     | -                        | -                   |
| Loans and advances to customers | 2,613,962             | -                           | 172,911               | 185,887                   | 1,664,003                | 591,161             |
| <b>Total assets</b>             | <b>2,911,754</b>      | <b>-</b>                    | <b>464,970</b>        | <b>191,620</b>            | <b>1,664,003</b>         | <b>591,161</b>      |
| Liabilities:                    |                       |                             |                       |                           |                          |                     |
| Bank deposits                   | 340,131               | -                           | 90,074                | -                         | 250,057                  | -                   |
| Customer deposits               | 2,352,241             | 192,239                     | 1,555,495             | 475,434                   | 129,073                  | -                   |
| Other liabilities               | 23,921                | 23,921                      | -                     | -                         | -                        | -                   |
| Subordinated loan               | 29,744                | -                           | -                     | -                         | 29,744                   | -                   |
| <b>Total liabilities</b>        | <b>2,746,037</b>      | <b>216,160</b>              | <b>1,645,569</b>      | <b>475,434</b>            | <b>408,874</b>           | <b>-</b>            |
| <b>Interest rate gap</b>        | <b>(165,717)</b>      | <b>216,160</b>              | <b>1,180,599</b>      | <b>283,814</b>            | <b>(1,255,129)</b>       | <b>(591,161)</b>    |

|                                 | <b>Carrying value</b> | <b>Non-interest bearing</b> | <b>Up to 3 months</b> | <b>3 months to 1 year</b> | <b>1 year to 5 years</b> | <b>Over 5 years</b> |
|---------------------------------|-----------------------|-----------------------------|-----------------------|---------------------------|--------------------------|---------------------|
| <u>Group</u>                    | <b>£000</b>           | <b>£000</b>                 | <b>£000</b>           | <b>£000</b>               | <b>£000</b>              | <b>£000</b>         |
| Assets:                         |                       |                             |                       |                           |                          |                     |
| Cash and bank advances          | 207,561               | -                           | 202,320               | 5,241                     | -                        | -                   |
| Investment in subsidiary        | 10                    | 10                          | -                     | -                         | -                        | -                   |
| Loans and advances to customers | 2,264,381             | -                           | 78,748                | 151,346                   | 1,490,635                | 543,652             |
| <b>Total assets</b>             | <b>2,747,952</b>      | <b>10</b>                   | <b>281,068</b>        | <b>156,587</b>            | <b>1,490,635</b>         | <b>543,652</b>      |
| Liabilities:                    |                       |                             |                       |                           |                          |                     |
| Bank deposits                   | 25,063                | -                           | 25,063                | -                         | -                        | -                   |
| Customer deposits               | 2,227,678             | 328,179                     | 1,162,707             | 586,924                   | 149,868                  | -                   |
| Other liabilities               | 44,522                | 44,522                      | -                     | -                         | -                        | -                   |
| Subordinated loan               | 29,629                | -                           | -                     | -                         | 29,629                   | -                   |
| <b>Total liabilities</b>        | <b>2,326,892</b>      | <b>372,701</b>              | <b>1,187,770</b>      | <b>586,924</b>            | <b>179,497</b>           | <b>-</b>            |
| <b>Interest rate gap</b>        | <b>421,060</b>        | <b>(372,691)</b>            | <b>(906,702)</b>      | <b>(430,337)</b>          | <b>1,311,138</b>         | <b>543,652</b>      |

The annualised impact of a potential 0.6% change (2019: 0.6%), both increase and decrease, in the interest rates against the Group's interest bearing assets and liabilities is as follows:

| <u>Group</u>                       | <b>2020</b>  | <b>2019</b>    |
|------------------------------------|--------------|----------------|
|                                    | <b>£000</b>  | <b>£000</b>    |
| Increase of 0.6% (prior year 0.6%) | <b>2,684</b> | <b>5,473</b>   |
| Decrease of 0.6% (prior year 0.6%) | <b>983</b>   | <b>(4,449)</b> |



The interest rate sensitivities set out above are based on the Bank Company's internal monitoring at the end of the period. The figures represent the estimated effect on net interest income for a year arising from a parallel rise or fall in all market interest rates.

The Bank Company is exposed to foreign currency risk as a result of mismatches between assets and liabilities in foreign currencies arising from the Bank Company's lending, deposit taking and currency dealing activities. The majority of currency dealings are carried out for the purpose of facilitating customer transactions. The Bank Company's treasury department is responsible for managing currency risk within intra-day and overnight limits. The Bank Company's currency net exposures remain low at the balance sheet date. The potential impact on profit after tax and on equity of a change in currency exchange rates is negligible at the reporting date.

### Set-off

When the Bank Company has a legal and enforceable right to do so, it is able to 'set-off' the financial assets and financial liabilities on the balance sheet and presents its intention to either settle on a net basis or to realise the asset and settle the liability simultaneously as a net position. The Bank Company is party to a number of arrangements that give it the right to set-off financial assets and financial liabilities, however where it does not intend to settle the amounts net or simultaneously, the positions of the assets and liabilities concerned are presented gross.

The table below shows potential effect of the amounts that could be offset under the Group's right of set-off but which are shown gross in the financial statements.

|                                 | 2020   |                |             | 2019   |                |             |
|---------------------------------|--|----------------|-------------|--|----------------|-------------|
|                                 | Gross amounts presented in the balance sheet | Offset amounts | Net amounts | Gross amounts presented in the balance sheet | Offset amounts | Net amounts |
| <i>Group</i>                    | £000   | £000           | £000        | £000   | £000           | £000        |
| Financial assets                |  |                |             |  |                |             |
| Placements with banks           | 51,536                                       | -              | 51,536      | 95,807                                       | -              | 95,807      |
| Loans and advances to customers | 2,613,962                                    | 60,691         | 2,553,271   | 2,264,381                                    | 68,807         | 2,195,574   |
| Financial liabilities           |  |                |             |  |                |             |
| Bank deposits                   | 340,131                                      | -              | 340,131     | 25,063                                       | -              | 25,063      |
| Customer deposits               | 2,352,241                                    | 60,691         | 2,291,550   | 2,227,678                                    | 68,807         | 2,158,871   |

### Conduct risk

Conduct risk is defined as the risk that the Bank Company's behaviour, offerings or interactions with unfair outcomes for its customer's results in fines, compensation, redress costs and reputational damage.

As set out in note 24, the Bank Company has made a provision for customer redress. Remediation principles were agreed and in 2016 the Bank Company made an initial assessment of the level of provision that was considered appropriate to meet current and future expectations in relation to the customer remediation exercise. As a result, a provision for £14.9m was established for the year ended 31 December 2016. This was increased to £57.0m in 2017, 2018 and 2019. Details of the provision for customer redress are presented in note 24 to the financial statements.

## 31 Investment in subsidiary

Cynergy Bank Limited, whose principal place of business is England and Wales and whose registered office is 27-31 Charlotte Street, London, W1T 1RP, is a wholly owned subsidiary of Cynergy Capital Ltd. The investment in subsidiary is accounted for at cost less any provision for impairment.

The Cynergy Bank Limited is the immediate owner of 100% of the £100 ordinary shares of a UK company, Cynergy Connect Technologies Ltd, incorporated on 30 July 2020 in England and Wales, company number 12779777, registered office 27-31 Charlotte Street, London, W1T 1RP. The company is not yet operating. On 3 November 2020, the subsidiary Bank of Cyprus Financial Services Limited (BOCFS), company number 00893303, registered office 27-31 Charlotte Street, London, W1T 1RP, a previously appointed representative of Legal & General Partnership Services Limited was dissolved.

## 32 Capital management

The Group is supervised by the PRA and is required to satisfy the liquidity and capital requirements of the PRA. It is required to demonstrate to the PRA that it can withstand liquidity and capital stresses.

The Bank Company carries out a full annual review of the adequacy of its capital to support its current and future activities, including during periods of stress, using the standardised approach for credit risk. The review is documented in the Internal Capital Adequacy Assessment Process document, which is approved by the Board of Directors and submitted to the PRA. The PRA reviews the Internal Capital Adequacy Assessment Process document and issues Individual Capital Guidance (ICG) setting out the minimum capital requirements for the Group.

The Group manages its capital so as to ensure that it will have adequate capital resources to support its plans and to meet the regulatory requirements as set out in the ICG, including during periods of stress. For this purpose it maintains its own buffer in excess of the regulatory requirements. The preparation of annual plans, budgets and forecasts includes a projection of the capital position and capital requirements to help ensure that capital resources will continue to be adequate.

The unaudited Pillar 3 disclosures for the Bank Company are published on an annual basis concurrently with the Annual Report & Accounts in accordance with regulatory guidelines. Both the Pillar 3 document and the Annual Report & Accounts are published on the Bank Company's website [www.cynergybank.co.uk](http://www.cynergybank.co.uk).

### Capital Resources - Group

|                                      | 2020<br>£000 | 2019<br>£000 |
|--------------------------------------|--------------|--------------|
| Ordinary share capital               | 158,300      | 149,300      |
| Share premium                        | 190          | 190          |
| Capital redemption reserve           | 48           | 48           |
| Retained earnings                    | 44,799       | 25,388       |
| IFRS 9 Transitional Relief           | 2,929        | -            |
| Regulatory deductions                | (14,198)     | (9,804)      |
| Total eligible Tier 1 capital (CET1) | 192,068      | 165,122      |
| Subordinated debt                    | 29,744       | 29,629       |
| Total Tier 2 capital                 | 29,744       | 29,629       |
| Total eligible regulatory capital    | 221,812      | 194,751      |

### 33 Related party transactions

#### Directors and key management personnel

Our Directors and key management personnel, and persons connected with them, are considered to be related parties for disclosure purposes. Key management personnel are identified as those persons having authority and responsibility for planning, directing and controlling the activities of the Group and Company. The Directors of the Company and the Bank Company, and members of the Bank's Executive Committee are considered to be the key management personnel of the Group for disclosure purposes. The Directors of the Company are considered to be key management personnel for the Company.

#### Key management compensation

|   | Group<br>2020<br>£000 | Group<br>2019<br>£000 | Company<br>2020<br>£000 | Company<br>2019<br>£000 |
|---|-----------------------|-----------------------|-------------------------|-------------------------|
| Short-term benefits                             | 4,011                 | 4,105                 | -                       | 80                      |
| Long-term benefits                              | 442                   | 2,200                 | -                       | -                       |
| Post employment benefits                        | 244                   | 113                   | -                       | -                       |
| Termination benefits                            | 313                   | 25                    | -                       | -                       |
| Total compensation for key management personnel | 5,010                 | 6,443                 | -                       | 80                      |

The Directors of Cynergy Capital Ltd did not receive remuneration in respect of qualifying services to the Group or Company during the year to 31 December 2020 (2019: £nil)

In January 2021, an agreement was entered into between an Executive Director of the Bank, and the Board of Cynergy Capital Limited, in relation to the provision of value enhancing consultancy services. Under that agreement the Director is eligible to receive remuneration based on the value of the Company.

Cynergy Bank provide banking services to Directors and persons connected to them. A connected person is a person or corporate entity connected to a Director, such as a member of the Director's family or a company controlled by the Director.

As at 31 December 2020, there are five such loans outstanding between the Bank and related parties totalling £29.6m (31st December 2019: £29.3m). During the year, loans with related parties totalling £3,387,866 were fully repaid, and a new loan drawn for £2,900,000. All loans are commercial mortgages secured on property and were provided on normal commercial terms. There were no loan transactions during the year or balances outstanding at the year end for key management personnel.

Deposits from one Director and other related parties totalling £6.0m were held as at 31<sup>st</sup> December 2020 (31<sup>st</sup> December 2019: £0.7m).

Other transactions with related parties – the Company

|                                    | <b>2020</b><br><b>£000</b> | 2019<br>£000 |
|------------------------------------|----------------------------|--------------|
| Amounts owed to related entities:  |                            |              |
| Balance receivable from subsidiary | -                          | 30           |
| <b>Total</b>                       | <b>-</b>                   | <b>30</b>    |

Transactions with related parties

|  | <b>2020</b><br><b>£000</b> | 2019<br>£000 |
|--|----------------------------|--------------|
| Management fees received from Subsidiary | <b>120</b>                 | 150          |
| <b>Total</b>                             | <b>120</b>                 | <b>150</b>   |

Outstanding balances at the year-end are unsecured and interest free and settlement occurs in cash. There have been no guarantees provided or received for any related party receivables or payables. The ultimate parent of the Group is Cynergy Capital Ltd. Cynergy Capital Ltd is the only company to consolidate the Company's financial statements.

The Bank made contributions to an employee savings plan during the year ended 31 December 2020 totalling £31,683 (2019: £212,255). The contributions are held as a deposit in the Bank Company.

### 34 Share-based payments

The Board and the Remuneration, Nominations and Corporate Governance Committee of the Bank Company approved the Long Term Incentive Plan (LTIP) for senior executives, including Executive Directors, in February 2019. The LTIP is designed to provide long-term incentives for senior executives to deliver long-term shareholder returns.

Under the plan, participants are granted cash settled awards which only vest upon satisfaction of certain performance or other conditions, including financial measures, customer NPS, employee engagement, risk measures and relevant personal objectives. Awards are granted on the basis that only 50% of the award will be satisfied directly following the vesting date, 30% will be subject to a holding period of one year and 20% of the award will be subject to a holding period of two years. Upon maturity of the plan, the valuation of the award is calculated using a market value approach, assuming there is no quoted price available at this point. The valuation method considers comparable companies and comparable transactions to derive a comparable P/E ratio and book multiple. The final award is at the discretion of the Board in consideration of satisfaction of the performance conditions.

Awards are granted under the plan for no consideration and carry no dividend or voting rights.

|                           | <b>2020</b><br><b>Number</b><br><b>of Shares</b> | 2019<br>Number of<br>Shares |
|---------------------------|--|-----------------------------|
| As at 1 January           | <b>3,735</b>                                     | -                           |
| Granted during the year   | <b>994</b>                                       | 3,735                       |
| Forfeited during the year | <b>(371)</b>                                     | -                           |
| <b>Total</b>              | <b>4,358</b>                                     | <b>3,735</b>                |

For the year ended 2020 the fair value of the awards granted was assessed and a charge of £442,610 (2019: £2,200,000) is included in the income statement. A corresponding liability of £2,642,610 is included within accruals in other liabilities.

### 35 Business Combinations

#### Acquisitions in 2018

##### *Acquisition of Cynergy Bank Limited*

On 23 November 2018, the Company completed the purchase of Bank of Cyprus UK Limited from Bank of Cyprus Public Company Limited following the receipt of regulatory approvals from the Prudential Regulation Authority and European Central Bank. The effective date of the purchase was 30 September 2018. On 7 December 2018 "Bank of Cyprus UK Limited" rebranded to "Cynergy Bank Limited". The reason for the acquisition is to unlock the significant opportunities for growth and to better address the needs of small businesses in the UK banking sector, including those of the Cypriot community.

Cynergy Bank Limited (the Bank Company) is authorised by the Prudential Regulation Authority (PRA) and regulated by the Financial Conduct Authority (FCA) and the PRA.

The acquisition has been fair valued under IFRS3, with no material adjustments found during 2020, save for the value of deferred consideration. Deferred consideration was fully paid in 2020.

#### **Assets acquired and liabilities assumed at fair value**

| <b>Assets</b>  | <b>£000</b>    |
|--|----------------|
| Cash and cash equivalents  | 285,248        |
| Loans and advances to customers  | 1,629,909      |
| Other assets   | 46,318         |
| Intangible assets  | 1,672          |
| Property and equipment   | 15,293         |
| <b>Liabilities</b>   |                |
| Customer deposits  | 1,767,440      |
| Provision for customer redress   | 14,455         |
| Other liabilities  | 47,166         |
| Subordinated loan  | 29,511         |
| <b>Total identifiable net assets at fair value</b>                                 | <b>119,869</b> |
| Gain on bargain purchase *   | (17,482)       |
| <b>Purchase consideration transferred</b>  | <b>102,386</b> |
| <b>Purchase consideration (There are no contingent consideration arrangements)</b> |                |
| Purchase price   | 98,710         |
| Purchase price adjustment  | 3,676          |
|  | <b>102,386</b> |

No further intangible assets have been separately identified or recognised.

Deferred consideration of £25.75m was paid November 2019 and £25.75m was paid November 2020.

If the acquisition would have been taken place on 17 May 2018 the consolidated revenue and profit would have been £30.0m and £10.7m respectively. The revenue and loss of the Bank Company in 2018 since acquisition (1 October 2018 to 31 December 2018) were £11.6m and £1.3m respectively.

\* Bank of Cyprus Public Company Limited sold Bank of Cyprus UK Limited primarily to raise capital to support its recovery plans as the biggest lender in Cyprus. Bank of Cyprus was rescued by European authorities after the Cyprus debt crisis five years ago.

#### **36 Events after the reporting period**

There are no other events after the reporting period that require disclosure in these financial statements.