



Message from the CEO

Turning 30 in 2020

Since the Year 2000 (i.e., Y2K), I think the Year 2020 seems to be the most anticipated in the last two decades. 2020 has been used for so many clichés: Health for all by the year 2020, Vision 2020, etc. At Databank, we have also anticipated this year for a while. Why? We will be 30 years old (three decades). **30 years of providing investment education and solutions** to Ghanaians; **30 years of protecting and growing your funds** so that it is there when you need it; and **30 years of helping Ghanaians achieve their financial dreams** (e.g., building a house, starting or expanding a business, retiring comfortably). Like Ghana being the first sub Saharan African country to achieve political independence, Databank has chalked many firsts during this 30-year period, all to the glory of God.

A history of firsts

Databank is known for its pace-setting role in the Ghanaian investment industry. Databank was the first to launch an equity mutual fund in Ghana in 1996 (Epack), and then subsequently launched the first money market fund (MFund), first balanced fund (BFund), first ethical fund (ArkFund) and first two-tiered educational fund (EdiFund). Over the last three decades, Databank has been involved in numerous ground-breaking transactions that have taken place on the Ghana Stock Exchange (GSE) including advising the Ghanaian government on privatization deals, the private sale of 52% (US\$21 million) of the Social Security Bank (SSB), the US\$25 million packaged sale of government interests in seven listed companies; the first tender offer on the Ghana Stock Exchange (Enterprise Insurance Company Ltd); the US\$35 million shelf offering of the HFC dollar-indexed bonds, and the first cross-border listing on the Ghana Stock Exchange (Trust Bank Ltd of The Gambia). We were also the sponsoring brokers of the first initial public offering (IPO) to be oversubscribed by 200% (IPO of CAL Bank), the first security to be listed on the Ghana Alternative Market (Bond Programme of Izwe Loans Limited), the largest corporate bond issue on the GSE (Bayport Financial Services Plc) and the largest equity transaction in the history of the GSE when we assisted Arise B.V. to purchase 3.48 million shares of Ecobank Transnational Incorporated (ETI) worth over GHC 348 million. The list goes on, but let me be quick to say that it is only by God's grace that we have been able to come this far.

Governance is key

I can assure you that, amid all the financial ups and downs Ghana has experienced along with the possible headwinds it may bring, Databank will strive to pursue its goals by continuously adhering to the strict governance structures that have been the bedrock of our operations. In addition to the oversight from the regulator, the **Securities and Exchange Commission (SEC)**, our governance structure also involves an **independent board of directors for each mutual fund and business unit**, and an **Investment Committee that reviews all investment decisions** before they are made by the Fund Managers. I invite you to listen to what some of our mutual fund board members have to say on the importance of corporate governance and the role they play in protecting your funds. Visit the Resources section of our website at www.databankgroup.com and select Videos.

Education

We also remain committed to educating you on investments to help equip you in making the right decisions towards whatever goals you have. It could be **retirement, education of yourself or your child, readiness for an emergency, management of your investment portfolio of different asset classes or how to become financially independent**. Whatever financial goal you have, Databank is here to work with you. If you are in a tertiary institution or just beginning your career, and want to know more about investing and how you can become a millionaire, be sure to attend the upcoming Databank Investment and Career Seminars in March. If you are wondering what steps you need to take to position yourself to enjoy a comfortable retirement, stay tuned for our Retirement Tour, which kicks off in May.

Access

We acknowledge that we have one of the most diverse group of customers with different preferences on how they would like to interact with us. So, as we move into another decade, we will continue to work at making investing easier for you. Currently, we provide numerous channels to enable you to invest without stress. If you like to do your deposits in person, you can choose from **19 Databank offices** spread across 8 regions of Ghana or **over 470 branches nationwide from our partner banks** (Access Bank, Barclays, Fidelity, GCB, GTBank, UBA, Zenith). Simply walk in, provide your Databank account number and make your deposit. If you prefer to invest from the comfort of your home or office, you can deposit using **Visa or Mastercard through the Online Services Portal** on our website or you can use any of our three mobile money codes (*6100#, *737*100#, *713*100#). By deploying as many channels as possible, we aim to make it convenient for you to invest or access your funds when you need it.

With all these channels available, we encourage you to **protect your funds and do your deposit yourself**. There is always a risk when you give your money to someone else to deposit, so we encourage you to use as many of our official deposit and withdrawal channels as possible. When you need help, call our client services on 0302 610610.

Thank you

On behalf of Databank, I would like to say Thank You.

- Thank you to our **clients** – without each and every one of you, Databank would be nothing. Remember, our core purpose is to manage money for our clients in an effort to help them achieve financial independence.
- Thank you to our **regulators** and **board members** for your insights, your unrelenting expectations and insistence on excellence.
- Thank you to our **business partners**. This includes our various partner banks, our media partners across the nation and the many vendors who are also behind the scenes working tirelessly to ensure that we deliver on our promises.
- Thank you to the **staff** who work tirelessly behind the scenes to serve our clients and each other. We may not always get it right, but the commitment that you all show on a daily basis is what has kept the wheels running for the past 30 years.
- Thank you to **friends, family** and **alumni** of Databank

Without each and every one of you, Databank would not be here. It is something my team and I do not take for granted. In 2019, it was grace alone that kept us and in 2020, it is only grace alone that will see us through.

I wish you a blessed and prosperous 2020.

