



**Zenith Bank Plc**  
**Group Un-audited Results for the 3 months ended 31 March, 2014**

**ZENITH BANK PLC BEGINS 2014 WITH IMPRESIVE FIRST QUARTER RESULTS**

**LAGOS, NIGERIA - 24 April 2014** - Zenith Bank Plc, (Bloomberg: ZENITHBA NL) (“Zenith” or the “Bank”), the Nigerian bank headquartered in Lagos, announces its unaudited results for 3 months ended 31 March 2014.

**Financial Highlights**

<b>Financials (=N= Million)</b>	<b>Mar'14</b>	<b>Mar'13</b>	<b>% Change</b>
Gross Earnings	94,325	86,977	8.45%
Net Interest Income	45,542	45,610	-0.15%
Non Interest Income	22,890	17,813	28.50%
Operating Income	66,482	62,792	5.88%
Operating Expenses	37,563	33,915	10.76%
Profit Before Tax	28,919	28,877	0.15%
Profit After Tax	23,654	23,408	1.05%
Earnings Per Share	75k	74k	1.35%
	<b>Mar'14</b>	<b>Dec'13</b>	<b>% Change</b>
Gross Loans & Advances	1,336,368	1,276,122	4.72%
Customer's Deposits	2,288,146	2,276,755	0.50%
Total Assets	3,189,406	3,143,133	1.47%
Shareholder's Funds	528,397	509,251	3.76%
<b>Key ratios</b>	<b>Mar'14</b>	<b>Mar'13</b>	<b>% Change</b>
Net Interest Margin	8.02%	8.77%	-8.57%
Cost-to-Income Ratio	56.50%	53.95%	4.73%
Loan-to-Deposit Ratio	54.25%	52.45%	3.43%
Cost of Funds	1.08%	0.91%	18.66%
Cost of Risk	0.60%	0.57%	4.76%
Return On Average Assets (ROAA)	2.99%	3.26%	-8.28%
Return On Average Equity (ROAE)	18.24%	19.73%	-7.57%
Liquidity Ratio	63.49%	63.00%	0.78%
Capital Adequacy Ratio (CAR)	26.50%	29.10%	-8.93%
Non Performing Loan Ratio (NPL)	2.8%	3.0%	-7.3%
Coverage Ratio	70.9%	77.1%	-8.0%



**Godwin Emefiele GMD/CEO**, commented that, *"Zenith banks first quarter results are yet another demonstration of the group's consistency in delivering superior performance while maintaining market leadership. Our improving performance is attributable to the group's continuous product and process innovation as well as highly motivated and committed staff. With total revenue of N94 billion for the quarter, representing an 8.5% increase on 2013 figures, the group has further demonstrated its ability to deliver superior performance in an industry characterised by high competition."*

*The group's loan book grew by 5% to N1.3tn between December 2013 and March 2014 and a marginal increase in cost of risk from 0.57% to 0.60%. This underscores the excellent quality of our risk assets. With a liquidity ratio of 64% and capital adequacy of 26%, our prudential ratios continue to remain strong and above industry average, and further position us to explore profitable lending and other investment opportunities. For the rest of the year, Zenith Bank will continue to explore all potential profitable investment avenues and effectively deploy its resources to sustain its superior performance while consolidating its industry leadership."*

- **Peter Amangbo (GMD/CEO - designate)**, Commented on the group's businesses by segment and geographical location, stating that: *The core banking operations of Corporate, Retail banking and Custodial services contributed 98.6% of group profit for the first quarter of the 2014 financial year. The group has continued to improve on the contribution of its foreign banking subsidiaries which contributed 9% of the group's profit before tax as compared to 6% in prior year."* Mr. Amangbo noted that the eventual disposal of the non-core banking subsidiary has not had any negative impact on the group's performance or balance sheet size. He further noted that, as the foreign banking subsidiaries mature in their respective markets their contribution to the group will continue to be on the increase in the years ahead.
- **Ebenezer Onyeagwu, (Executive Director Credit & Risk Management Division)** while commenting on the result noted that: *"The group continues the cautious growth of its risk assets with a 5% growth in the loan portfolio and a marginal increase in cost of risk. The quality of the group's risk assets remains core to our strategy, and diversification of the loan book to avoid concentration risk will continue to be at the heart of our lending practices. With Non-performing loan ratio trending south to 2.8% as at 31<sup>st</sup> March 2014, we remain committed to achieving continuous decrease in NPL ratio. With a loan to deposit ratio of 54.3%, the group has the capacity to explore and take advantage of emerging opportunities for growth in the country and in all other locations where we have presence."*
- **Stanley Amuchie (Chief Financial Officer)** commented on the strong revenue generating capacity of the group, noting that year on year growth in gross earnings and non-interest income by 8.5% and 2.5% respectively are a remarkable achievement that will be consolidated during the year. He stated: *"Despite rising cost of operations due to the operating environment, the group was able to achieve a marginal decline in cost to income ratio within the first quarter. We remain committed to maintaining our exceptional operational and customer service standards through a well motivated staff force amongst other things, while still pursuing cost saving measures"*.

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***Notes to editors:***

**About Zenith Bank Plc**

Zenith Bank Plc offers its clients a wide range of corporate, investment, business and personal banking products and solutions. It is one of the biggest and most profitable banks in Nigeria. The bank was established in May 1990 and started operations in July same year as a commercial bank. It became a public limited company on June 17, 2004 and was listed on the Nigerian Stock Exchange on October 21, 2004 following a highly successful Initial Public Offering (IPO). The Bank presently has a shareholder base of over one million, an indication of the strength of the Zenith brand. Zenith Bank Plc. Listed \$850.00 million worth of non-capital raising GDR on the London Stock Exchange on March 21, 2013.

It is headquartered in Lagos, Nigeria. With over five hundred (500) branches and business offices nationwide Zenith Bank has presence in all the state capitals, the Federal Capital Territory (FCT) and major towns and metropolitan centres in Nigeria. The Bank's expansion is not limited to Nigeria as Zenith became the first Nigerian bank in 25 years to be licensed by the Financial Services Authority (FSA) in the UK for the commencement of banking operations by Zenith Bank (UK) Limited in April, 2007 which presently operates from two business offices. This is in addition to its presence in Ghana, Zenith Bank (Ghana) Limited with 18 business offices, Sierra Leone, Zenith Bank (Sierra Leone) Limited, Gambia, Zenith Bank (Gambia) Limited and a representative office in Johannesburg, South Africa and Beijing, China.

More information can be found at [www.zenithbank.com](http://www.zenithbank.com)