



## Zenith Bank Plc

### Group Unaudited Results for the period ended 30 September, 2019

#### ZENITH BANK PLC RELEASES UNAUDITED Q3 2019 RESULTS

LAGOS, NIGERIA - 23 October, 2019 - Zenith Bank Plc, (Bloomberg: ZENITHBA NL) (“Zenith” or the “Bank”), the Nigerian bank headquartered in Lagos, announces its unaudited results for the period ended 30 September 2019.

#### Financial Highlights

#### FINANCIAL STATEMENTS FOR THE PERIOD ENDED 30 SEPTEMBER 2019

<i>In millions of Naira</i>			
<b>Income statement</b>	<b>30-Sep-19</b>	<b>30-Sep-18</b>	<b>% Change</b>
Gross earnings	491,268	474,607	4%
Net interest income	214,627	228,517	-6%
Non-interest income	156,756	128,734	22%
Operating expenses	176,941	175,606	1%
<b>Profit before tax</b>	<b>176,183</b>	<b>167,307</b>	5%
<b>Profit after tax</b>	<b>150,723</b>	<b>144,179</b>	5%
Earnings per share (N)	4.80	4.58	5%
<b>Balance sheet</b>	<b>30-Sep-19</b>	<b>31-Dec-18</b>	<b>% Change</b>
Gross loans and advances	2,204,934	2,016,520	9%
Customer deposits	3,951,829	3,690,295	7%
Total assets	5,978,444	5,955,710	0%
Shareholders' fund	871,901	815,751	7%
<b>Key ratios</b>	<b>30-Sep-19</b>	<b>30-Sep-18</b>	<b>% Change</b>
Return on average equity (ROAE)	23.82%	24.00%	-1%
Return on average assets (ROAA)	3.37%	3.40%	-1%
Net interest margin (NIM)	8.69%	9.60%	-9%
Cost of funds	2.95%	3.30%	-11%
Cost of risk	1.15%	0.90%	28%
Cost to income	50.11%	51.20%	-2%
	<b>30-Sep-19</b>	<b>31-Dec-18</b>	<b>% Change</b>
Liquidity ratio	63.82%	72.00%	-11%
Loan to deposit ratio	55.80%	54.64%	2%
Capital adequacy ratio (CAR)	23.80%	25.00%	-5%
Non-performing loan	4.95%	4.98%	-1%
Coverage ratio	148.36%	192.40%	-23%



*The Group delivered topline growth with gross earnings rising by 4% to N491.3 billion in Q3 2019 from N474.6 billion in the corresponding period last year. Despite a challenging macro-economic backdrop, the Group recorded a significant growth in Non-Interest Income, expanding by 22% from N128.7 billion in Q3 2018 to N156.8 billion for the current period. Our platforms and channels have been the enablers of this growth with fees from electronic products doubling to N35.3 billion from N17.6 billion in Q3 2018.*

*Most importantly, topline growth continues to translate to net earnings as Profit Before Tax (PBT) grew by 5% from N167.3 billion in Q3 2018 to a record N176.2 billion in Q3 2019. Our cost optimization strategies and aggressive retail banking drive are yielding the desired effects as cost-to-income ratio declined from 51.2% in Q3 2018 to 50.1% in Q3 2019 with Earnings Per Share (EPS) growing by 5% from N4.58 in Q3 2018 to N4.80 in Q3 2019.*

*Our retail and corporate banking franchises continued its momentum with customers' deposits growing by 7% to N3.95 trillion from N3.69 trillion recorded as at December 2018, a reflection of increasing share of the industry's deposits and customers' confidence in the Zenith brand. These deposit acquisitions have directly contributed to our cost of funds improving from 3.3% in Q3 2018 to 2.95% as at Q3 2019.*

*We have continued to deploy capital to creating viable risk assets with gross loans and advances growing by 9% from N2.02 trillion as at December 2018 to N2.2 trillion as at Q3 2019 across both the retail and corporate segments. Our focus remains the search for bankable lending opportunities to ensure the attainment of the minimum regulatory loan-to-deposit ratio (LDR) of 65% by December 31, 2019 without compromising our prudence. Our robust risk management framework has ensured that non-performing loans (NPL) ratio declined from 4.98% in December 2018 to 4.95% in the current period. Our commitment to maintaining a shock-proof balance sheet remains with liquidity and capital adequacy ratios at 63.8% and 23.8% respectively, both above regulatory thresholds.*

*In this final quarter of the year, we will sustain our competitiveness and share of market in the corporate segment and build upon our digital foundations to reinforce our retail banking initiatives.*

*- ENDS -*



## *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 September 17, 2004 and was listed on the Nigerian Stock Exchange on October 21, 2004 following a highly successful Initial Public Offering (IPO). Zenith Bank listed on the London Stock Exchange via a non-capital raising GDR on March 21, 2013. The Bank presently has a shareholder base of over one million, an indication of the strength of the Zenith brand.*

*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. This is in addition to its presence in Ghana, Zenith Bank (Ghana) Limited, Sierra Leone, Zenith Bank (Sierra Leone) Limited, Gambia, Zenith Bank (Gambia) Limited and a representative office in Beijing, China and Dubai branch of Zenith Bank UK.*

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