

## Zenith Bank Plc

## Update

## Ratings

## Zenith Bank Plc

Long-Term IDR	B+
Short-Term IDR	B
National Long-Term Rating	AA-(nga)
National Short-Term Rating	F1+(nga)

Viability Rating	b+
Support Rating	4
Support Rating Floor	B+

## Sovereign Risk

Foreign-Currency Long-Term IDR	BB-
Local-Currency Long-Term IDR	BB
Country Ceiling	BB-

## Outlooks

Foreign-Currency Long-Term IDR	Stable
Sovereign Foreign-Currency Long-Term IDR	Stable
Sovereign Local-Currency Long-Term IDR	Stable

## Financial Data

## Zenith Bank Plc

	31 Mar 13	31 Dec 12
Total assets (USDbn)	17.9	16.8
Total assets (NGNbn)	2,771.4	2,604.5
Total equity (NGNbn)	486.2	463.0
Operating profit (NGNbn)	28.0	98.6
Net income (NGNbn)	23.4	100.7
Comprehensive income (NGNbn)	23.2	98.5
Operating ROAA (%)	4.2	4.0
Operating ROAE (%)	23.9	23.5
Internal capital generation (%)	19.5	15.3
Fitch core capital/weighted risks (%)	n.a	29.7
Tier 1 ratio (%)	n.a	29.8

## Key Rating Drivers

**VR Drives Rating:** The IDRs and National Ratings of Zenith Bank Plc (Zenith) are driven by its 'b+' Viability Rating (VR). It is the highest VR among Nigerian banks, reflecting a strong domestic franchise and a stronger financial profile than its peers. The 'B+' Support Rating Floor (SRF) reflects Fitch Ratings' belief that the state's willingness to support Zenith is high given its systemic importance, but its ability to do so may be limited given Nigeria's 'BB-' rating.

**Stable Credit Growth:** Zenith's gross loan growth of 10% in 2012 was marginally higher than most peers but still acceptable compared with the long-run sector average. Attractive government yields resulted in a preference for risk free assets for most banks in 2012, which is beneficial for asset quality. We expect continued manageable expansion but in Q113 the loan book grew by a sharp 11%, a pace considered too high on an annualised basis.

**Improved Quality, Credit Concentration:** The non-performing loan (NPL) ratio at end-2012 of 3.15% compares well with peers, and reserve coverage of 77% is acceptable. The improvement from 2011 (end-2011 6.49%) was mostly driven by the sale of NPLs to AMCON. Fitch expects continued sound asset quality but is cautious over strong loan growth in Q113, which could lead to higher impairments. Like peers, the loans are concentrated by obligor and sector with the 20 largest exposures forming a high 32% of gross loans at end-2012.

**Resilient Performance, Revenue Pressure:** Zenith's resilient profitability, with less volatility throughout the crisis than most peers, is a rating strength, and recently net income has improved thanks to revenue growth and lower credit losses. In the medium term, Fitch expects weaker earnings following various initiatives by the Central Bank in Q113, the most significant being the phasing out by 2016 of commission on turnover (27% of Zenith's pre-tax profit in 2012). Nevertheless, with strong operational efficiency, Zenith should remain profitable.

**Strong Capital, London Listing:** The Fitch core capital (FCC) ratio of 29.7% at end-2012 was the strongest among peers, and Fitch expects an acceptable capital level to be maintained. In our opinion, local banks need high FCCs ratio to mitigate for the inherent risks of the sector.

In March this year Zenith issued, for the first time, USD850m Global Depositary Receipts (GDR) on the London Stock Exchange (LSE). This will not raise capital, instead existing shareholders have the option to convert their Nigerian holdings. Depending on how well the GDRs trade, the issue is potentially a rating positive as it diversifies the investor base. It also requires Zenith to adhere to the rigorous corporate governance standards of the LSE.

**Deposit Funded, Acceptable Liquidity:** Zenith is predominantly funded through what Fitch views as a stable, albeit concentrated, deposit base. The stability is, we believe, driven by the strong franchise even though virtually all deposits have short-term contractual maturity. Liquidity is good compared with peers and the loan/deposit ratio of 54% at end-2012 was good.

## Rating Sensitivities

**Near-Term Upgrade Unlikely:** An upgrade of the ratings is unlikely in the short term. In the long run it could follow from a sustained improvement in Nigeria's operating environment.

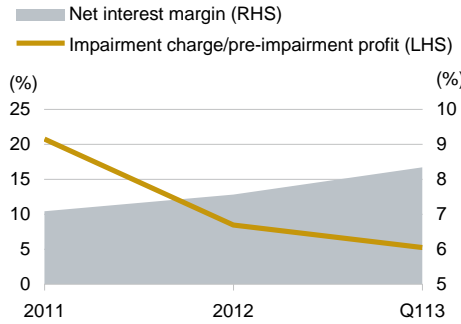
**Support Limits Downside Risk:** Fitch would only downgrade Zenith's IDR if both the 'b+' VR and the 'B+' SRF were lowered. A VR downgrade could follow from material capital deterioration, possibly through excessive loan growth. The SRF would be sensitive to a change in Fitch's view of the ability or willingness of the Nigerian authorities to support Zenith.

## Analysts

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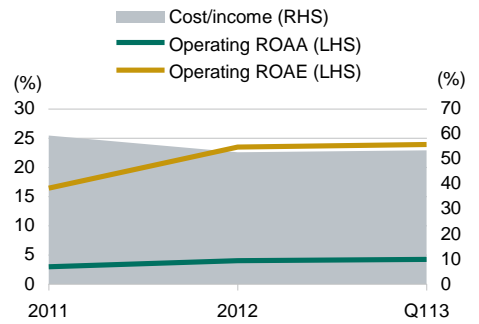
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**Margins**



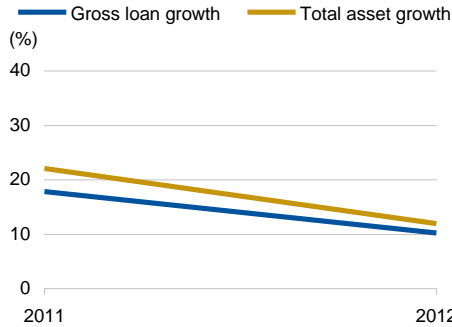
Source: Fitch

**Key Profitability Metrics**



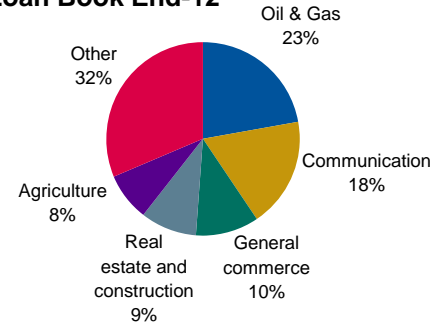
Source: Fitch

**Credit**



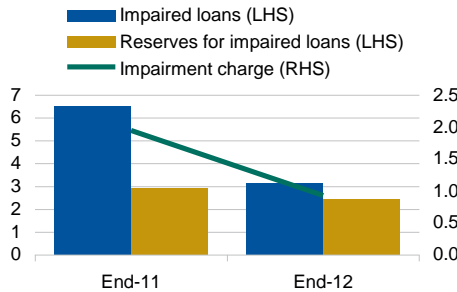
Source: Fitch

**Loan Book End-12**



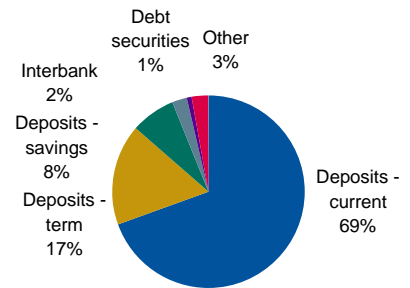
Source: Fitch

**Credit Quality (As % of Gross Loans)**



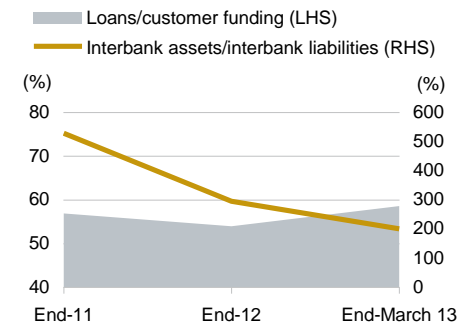
Source: Fitch

**Non-Equity Funding End-12**



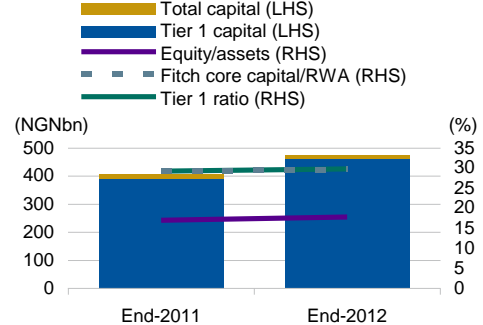
Source: Fitch

**Funding Dependencies**



Source: Fitch

**Capital & Leverage**



Source: Fitch

**Related Criteria**

- [Global Financial Institution Rating Criteria \(August 2012\)](#)
- [Evaluating Corporate Governance \(December 2012\)](#)

Zenith Bank Plc  
Income Statement

	31 Mar 2013			31 Dec 2012		31 Dec 2011	
	3 Months - 1st Quarter	1st Quarter	As % of	Year End	As % of	Year End	As % of
	USDm	NGNbn	Earning Assets	NGNbn	Earning Assets	NGNbn	Earning Assets
	Unaudited	Unaudited		Unqualified		Unqualified	
1. Interest Income on Loans	213.2	33.0	5.84	114.6	5.36	93.3	4.77
2. Other Interest Income	209.6	32.5	5.74	106.7	4.98	69.9	3.57
3. Dividend Income	n.a.	n.a.	-	0.1	0.01	0.2	0.01
<b>4. Gross Interest and Dividend Income</b>	<b>422.8</b>	<b>65.5</b>	<b>11.58</b>	<b>221.4</b>	<b>10.34</b>	<b>163.4</b>	<b>8.35</b>
5. Interest Expense on Customer Deposits	125.6	19.5	3.44	63.3	2.96	33.9	1.73
6. Other Interest Expense	2.9	0.5	0.08	1.2	0.06	1.0	0.05
<b>7. Total Interest Expense</b>	<b>128.5</b>	<b>19.9</b>	<b>3.52</b>	<b>64.6</b>	<b>3.02</b>	<b>34.9</b>	<b>1.78</b>
<b>8. Net Interest Income</b>	<b>294.3</b>	<b>45.6</b>	<b>8.06</b>	<b>156.9</b>	<b>7.33</b>	<b>128.5</b>	<b>6.57</b>
9. Net Gains (Losses) on Trading and Derivatives	32.8	5.1	0.90	19.0	0.89	18.5	0.95
10. Net Gains (Losses) on Other Securities	n.a.	n.a.	-	n.a.	-	n.a.	-
11. Net Gains (Losses) on Assets at FV through Income Statement	n.a.	n.a.	-	n.a.	-	n.a.	-
12. Net Insurance Income	0.0	0.0	0.00	0.0	0.00	0.0	0.00
13. Net Fees and Commissions	81.1	12.6	2.22	50.5	2.36	42.2	2.16
14. Other Operating Income	0.9	0.1	0.02	0.9	0.04	6.5	0.33
<b>15. Total Non-Interest Operating Income</b>	<b>114.8</b>	<b>17.8</b>	<b>3.14</b>	<b>70.4</b>	<b>3.29</b>	<b>67.2</b>	<b>3.44</b>
16. Personnel Expenses	91.6	14.2	2.51	47.2	2.20	47.4	2.42
17. Other Operating Expenses	127.2	19.7	3.48	72.4	3.38	68.8	3.52
<b>18. Total Non-Interest Expenses</b>	<b>218.8</b>	<b>33.9</b>	<b>5.99</b>	<b>119.6</b>	<b>5.59</b>	<b>116.2</b>	<b>5.94</b>
19. Equity-accounted Profit/ Loss - Operating	n.a.	n.a.	-	0.0	0.00	0.0	0.00
<b>20. Pre-Impairment Operating Profit</b>	<b>190.2</b>	<b>29.5</b>	<b>5.21</b>	<b>107.6</b>	<b>5.03</b>	<b>79.6</b>	<b>4.07</b>
21. Loan Impairment Charge	9.9	1.5	0.27	9.1	0.43	16.6	0.85
22. Securities and Other Credit Impairment Charges	0.0	0.0	0.00	0.0	0.00	(0.1)	(0.00)
<b>23. Operating Profit</b>	<b>180.3</b>	<b>28.0</b>	<b>4.94</b>	<b>98.6</b>	<b>4.60</b>	<b>63.1</b>	<b>3.22</b>
24. Equity-accounted Profit/ Loss - Non-operating	n.a.	n.a.	-	n.a.	-	n.a.	-
25. Non-recurring Income	0.0	0.0	0.00	0.0	0.00	n.a.	-
26. Non-recurring Expense	n.a.	n.a.	-	n.a.	-	n.a.	-
27. Change in Fair Value of Own Debt	n.a.	n.a.	-	n.a.	-	n.a.	-
28. Other Non-operating Income and Expenses	0.1	0.0	0.00	0.0	0.00	0.1	0.00
<b>29. Pre-tax Profit</b>	<b>180.5</b>	<b>28.0</b>	<b>4.94</b>	<b>98.6</b>	<b>4.61</b>	<b>63.1</b>	<b>3.23</b>
30. Tax expense	34.2	5.3	0.94	0.5	0.02	17.3	0.88
31. Profit/Loss from Discontinued Operations	4.8	0.7	0.13	2.6	0.12	2.9	0.15
<b>32. Net Income</b>	<b>151.0</b>	<b>23.4</b>	<b>4.14</b>	<b>100.7</b>	<b>4.70</b>	<b>48.7</b>	<b>2.49</b>
33. Change in Value of AFS Investments	n.a.	n.a.	-	0.0	0.00	0.0	0.00
34. Revaluation of Fixed Assets	n.a.	n.a.	-	n.a.	-	n.a.	-
35. Currency Translation Differences	(0.9)	(0.1)	(0.02)	(2.4)	(0.11)	(0.4)	(0.02)
36. Remaining OCI Gains/(losses)	n.a.	n.a.	-	0.2	0.01	0.5	0.03
<b>37. Fitch Comprehensive Income</b>	<b>150.1</b>	<b>23.3</b>	<b>4.11</b>	<b>98.5</b>	<b>4.60</b>	<b>48.8</b>	<b>2.49</b>
38. Memo: Profit Allocation to Non-controlling Interests	1.3	0.2	0.04	0.5	0.02	0.3	0.01
39. Memo: Net Income after Allocation to Non-controlling Interests	149.7	23.2	4.10	100.1	4.68	48.4	2.48
40. Memo: Common Dividends Relating to the Period	n.a.	n.a.	-	29.8	1.39	29.8	1.52
41. Memo: Preferred Dividends Related to the Period	n.a.	n.a.	-	n.a.	-	n.a.	-

Zenith Bank Plc  
Balance Sheet

	31 Mar 2013			31 Dec 2012		31 Dec 2011	
	3 Months - 1st Quarter	1st Quarter	As % of	Year End	As % of	Year End	As % of
	USDm	NGNbn	Assets	NGNbn	Assets	NGNbn	Assets
<b>Assets</b>							
<b>A. Loans</b>							
1. Residential Mortgage Loans	n.a.	n.a.	-	n.a.	-	n.a.	-
2. Other Mortgage Loans	n.a.	n.a.	-	n.a.	-	n.a.	-
3. Other Consumer/ Retail Loans	n.a.	n.a.	-	n.a.	-	n.a.	-
4. Corporate & Commercial Loans	n.a.	n.a.	-	n.a.	-	n.a.	-
5. Other Loans	7,258.9	1,125.1	40.60	1,014.5	38.95	920.6	39.57
6. Less: Reserves for Impaired Loans/ NPLs	166.5	25.8	0.93	24.7	0.95	26.8	1.15
<b>7. Net Loans</b>	<b>7,092.4</b>	<b>1,099.3</b>	<b>39.67</b>	<b>989.8</b>	<b>38.00</b>	<b>893.8</b>	<b>38.42</b>
<b>8. Gross Loans</b>	<b>7,258.9</b>	<b>1,125.1</b>	<b>40.60</b>	<b>1,014.5</b>	<b>38.95</b>	<b>920.6</b>	<b>39.57</b>
9. Memo: Impaired Loans included above	0.0	0.0	0.00	31.9	1.23	59.8	2.57
10. Memo: Loans at Fair Value included above	n.a.	n.a.	-	n.a.	-	n.a.	-
<b>B. Other Earning Assets</b>							
1. Loans and Advances to Banks	960.3	148.9	5.37	143.6	5.51	190.3	8.18
2. Reverse Repos and Cash Collateral	367.1	56.9	2.05	45.4	1.74	51.1	2.20
3. Trading Securities and at FV through Income	0.0	0.0	0.00	0.0	0.00	0.0	0.00
4. Derivatives	n.a.	n.a.	-	n.a.	-	n.a.	-
5. Available for Sale Securities	60.7	9.4	0.34	9.4	0.36	9.4	0.40
6. Held to Maturity Securities	n.a.	n.a.	-	n.a.	-	n.a.	-
7. At-equity Investments in Associates	2.7	0.4	0.02	0.4	0.02	1.8	0.08
8. Other Securities	6,323.2	980.1	35.36	952.2	36.56	802.6	34.50
<b>9. Total Securities</b>	<b>6,753.7</b>	<b>1,046.8</b>	<b>37.77</b>	<b>1,007.4</b>	<b>38.68</b>	<b>864.9</b>	<b>37.17</b>
10. Memo: Government Securities included Above	4,696.7	728.0	26.27	669.2	25.69	510.7	21.95
11. Memo: Total Securities Pledged	n.a.	n.a.	-	6.9	0.27	6.9	0.30
12. Investments in Property	n.a.	n.a.	-	n.a.	-	7.1	0.31
13. Insurance Assets	n.a.	n.a.	-	n.a.	-	0.0	0.00
14. Other Earning Assets	n.a.	n.a.	-	n.a.	-	0.0	0.00
<b>15. Total Earning Assets</b>	<b>14,806.5</b>	<b>2,295.0</b>	<b>82.81</b>	<b>2,140.8</b>	<b>82.19</b>	<b>1,956.2</b>	<b>84.08</b>
<b>C. Non-Earning Assets</b>							
1. Cash and Due From Banks	2,045.2	317.0	11.44	332.5	12.77	223.2	9.59
2. Memo: Mandatory Reserves included above	1,219.7	189.0	6.82	180.1	6.92	106.6	4.58
3. Foreclosed Real Estate	n.a.	n.a.	-	n.a.	-	n.a.	-
4. Fixed Assets	448.4	69.5	2.51	68.8	2.64	68.4	2.94
5. Goodwill	n.a.	n.a.	-	n.a.	-	n.a.	-
6. Other Intangibles	8.4	1.3	0.05	1.4	0.05	0.8	0.03
7. Current Tax Assets	n.a.	n.a.	-	n.a.	-	n.a.	-
8. Deferred Tax Assets	0.6	0.1	0.00	0.4	0.02	0.2	0.01
9. Discontinued Operations	220.1	34.1	1.23	31.9	1.23	52.5	2.26
10. Other Assets	351.0	54.4	1.96	28.7	1.10	25.5	1.10
<b>11. Total Assets</b>	<b>17,880.2</b>	<b>2,771.4</b>	<b>100.00</b>	<b>2,604.5</b>	<b>100.00</b>	<b>2,326.7</b>	<b>100.00</b>
<b>Liabilities and Equity</b>							
<b>D. Interest-Bearing Liabilities</b>							
1. Customer Deposits - Current	9,072.9	1,406.3	50.74	1,391.3	53.42	1,201.7	51.65
2. Customer Deposits - Savings	1,011.0	156.7	5.65	152.5	5.85	139.5	6.00
3. Customer Deposits - Term	2,305.5	357.4	12.89	336.9	12.94	278.3	11.96
<b>4. Total Customer Deposits</b>	<b>12,389.4</b>	<b>1,920.4</b>	<b>69.29</b>	<b>1,880.7</b>	<b>72.21</b>	<b>1,619.4</b>	<b>69.60</b>
5. Deposits from Banks	479.3	74.3	2.68	48.6	1.87	36.0	1.55
6. Repos and Cash Collateral	367.1	56.9	2.05	38.5	1.48	44.2	1.90
7. Other Deposits and Short-term Borrowings	n.a.	n.a.	-	n.a.	-	n.a.	-
<b>8. Total Deposits, Money Market and Short-term Funding</b>	<b>13,235.8</b>	<b>2,051.5</b>	<b>74.02</b>	<b>1,967.7</b>	<b>75.55</b>	<b>1,699.7</b>	<b>73.05</b>
9. Senior Debt Maturing after 1 Year	142.7	22.1	0.80	15.1	0.58	21.1	0.91
10. Subordinated Borrowing	n.a.	n.a.	-	n.a.	-	n.a.	-
11. Other Funding	400.7	62.1	2.24	56.1	2.15	49.4	2.12
<b>12. Total Long Term Funding</b>	<b>543.4</b>	<b>84.2</b>	<b>3.04</b>	<b>71.2</b>	<b>2.73</b>	<b>70.4</b>	<b>3.03</b>
13. Derivatives	n.a.	n.a.	-	n.a.	-	n.a.	-
14. Trading Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-
<b>15. Total Funding</b>	<b>13,779.2</b>	<b>2,135.8</b>	<b>77.06</b>	<b>2,038.9</b>	<b>78.28</b>	<b>1,770.1</b>	<b>76.08</b>
<b>E. Non-Interest Bearing Liabilities</b>							
1. Fair Value Portion of Debt	n.a.	n.a.	-	n.a.	-	n.a.	-
2. Credit impairment reserves	n.a.	n.a.	-	n.a.	-	n.a.	-
3. Reserves for Pensions and Other	n.a.	n.a.	-	n.a.	-	n.a.	-
4. Current Tax Liabilities	71.9	11.2	0.40	6.6	0.25	13.3	0.57
5. Deferred Tax Liabilities	36.0	5.6	0.20	5.6	0.21	10.7	0.46
6. Other Deferred Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-
7. Discontinued Operations	90.8	14.1	0.51	11.6	0.44	29.6	1.27
8. Insurance Liabilities	0.0	0.0	0.00	0.0	0.00	0.0	0.00
9. Other Liabilities	765.2	118.6	4.28	78.9	3.03	108.6	4.67
<b>10. Total Liabilities</b>	<b>14,743.2</b>	<b>2,285.2</b>	<b>82.46</b>	<b>2,141.5</b>	<b>82.22</b>	<b>1,932.4</b>	<b>83.05</b>
<b>F. Hybrid Capital</b>							
1. Pref. Shares and Hybrid Capital accounted for as Debt	n.a.	n.a.	-	n.a.	-	n.a.	-
2. Pref. Shares and Hybrid Capital accounted for as Equity	n.a.	n.a.	-	n.a.	-	n.a.	-
<b>G. Equity</b>							
1. Common Equity	2,735.4	424.0	15.30	400.9	15.39	345.8	14.86
2. Non-controlling Interest	22.2	3.4	0.12	3.3	0.13	2.7	0.12
3. Securities Revaluation Reserves	14.7	2.3	0.08	2.3	0.09	2.1	0.09
4. Foreign Exchange Revaluation Reserves	364.6	56.5	2.04	56.5	2.17	43.7	1.88
5. Fixed Asset Revaluations and Other Accumulated OCI	n.a.	n.a.	-	n.a.	-	n.a.	-
<b>6. Total Equity</b>	<b>3,136.9</b>	<b>486.2</b>	<b>17.54</b>	<b>463.0</b>	<b>17.78</b>	<b>394.3</b>	<b>16.95</b>
<b>7. Total Liabilities and Equity</b>	<b>17,880.2</b>	<b>2,771.4</b>	<b>100.00</b>	<b>2,604.5</b>	<b>100.00</b>	<b>2,326.7</b>	<b>100.00</b>
8. Memo: Fitch Core Capital	3,128.5	484.9	17.50	461.1	17.70	393.5	16.91
9. Memo: Fitch Eligible Capital	n.a.	n.a.	-	n.a.	-	n.a.	-

**Zenith Bank Plc**  
**Summary Analytics**

	31 Mar 2013	31 Dec 2012	31 Dec 2011
	3 Months - 1st Quarter	Year End	Year End
<b>A. Interest Ratios</b>			
1. Interest Income on Loans/ Average Gross Loans	12.36	11.76	10.96
2. Interest Expense on Customer Deposits/ Average Customer Deposits	4.15	3.66	2.31
3. Interest Income/ Average Earning Assets	11.98	10.67	9.00
4. Interest Expense/ Average Interest-bearing Liabilities	3.87	3.48	2.19
5. Net Interest Income/ Average Earning Assets	8.34	7.56	7.08
6. Net Int. Inc Less Loan Impairment Charges/ Av. Earning Assets	8.06	7.12	6.16
7. Net Interest Inc Less Preferred Stock Dividend/ Average Earning Assets	8.34	7.56	7.08
<b>B. Other Operating Profitability Ratios</b>			
1. Non-Interest Income/ Gross Revenues	28.06	30.97	34.34
2. Non-Interest Expense/ Gross Revenues	53.49	52.64	59.37
3. Non-Interest Expense/ Average Assets	5.12	4.85	5.49
4. Pre-impairment Op. Profit/ Average Equity	25.20	25.61	20.76
5. Pre-impairment Op. Profit/ Average Total Assets	4.45	4.36	3.76
6. Loans and securities impairment charges/ Pre-impairment Op. Profit	5.21	8.45	20.75
7. Operating Profit/ Average Equity	23.89	23.45	16.45
8. Operating Profit/ Average Total Assets	4.22	3.99	2.98
9. Taxes/ Pre-tax Profit	18.97	0.47	27.35
10. Pre-Impairment Operating Profit / Risk Weighted Assets	n.a.	6.93	5.91
11. Operating Profit / Risk Weighted Assets	n.a.	6.35	4.69
<b>C. Other Profitability Ratios</b>			
1. Net Income/ Average Total Equity	20.00	23.95	12.71
2. Net Income/ Average Total Assets	3.53	4.08	2.30
3. Fitch Comprehensive Income/ Average Total Equity	19.88	23.43	12.73
4. Fitch Comprehensive Income/ Average Total Assets	3.51	3.99	2.30
5. Net Income/ Av. Total Assets plus Av. Managed Securitized Assets	n.a.	n.a.	n.a.
6. Net Income/ Risk Weighted Assets	n.a.	6.48	3.62
7. Fitch Comprehensive Income/ Risk Weighted Assets	n.a.	6.34	3.62
<b>D. Capitalization</b>			
1. Fitch Core Capital/Weighted Risks	n.a.	29.70	29.24
2. Fitch Eligible Capital/ Weighted Risks	n.a.	n.a.	n.a.
3. Tangible Common Equity/ Tangible Assets	17.50	17.72	16.91
4. Tier 1 Regulatory Capital Ratio	n.a.	29.80	29.20
5. Total Regulatory Capital Ratio	n.a.	31.00	30.00
6. Core Tier 1 Regulatory Capital Ratio	n.a.	n.a.	n.a.
7. Equity/ Total Assets	17.54	17.78	16.95
8. Cash Dividends Paid & Declared/ Net Income	n.a.	29.63	61.24
9. Cash Dividend Paid & Declared/ Fitch Comprehensive Income	n.a.	30.29	61.15
10. Cash Dividends & Share Repurchase/Net Income	n.a.	n.a.	n.a.
11. Net Income - Cash Dividends/ Total Equity	19.52	15.30	4.79
<b>E. Loan Quality</b>			
1. Growth of Total Assets	6.41	11.94	22.05
2. Growth of Gross Loans	10.90	10.20	17.79
3. Impaired Loans(NPLs)/ Gross Loans	n.a.	3.15	6.49
4. Reserves for Impaired Loans/ Gross loans	2.29	2.44	2.91
5. Reserves for Impaired Loans/ Impaired Loans	n.a.	77.39	44.82
6. Impaired Loans less Reserves for Imp Loans/ Equity	n.a.	1.56	8.37
7. Loan Impairment Charges/ Average Gross Loans	0.58	0.93	1.95
8. Net Charge-offs/ Average Gross Loans	n.a.	1.08	1.27
9. Impaired Loans + Foreclosed Assets/ Gross Loans + Foreclosed Assets	n.a.	3.15	6.49
<b>F. Funding</b>			
1. Loans/ Customer Deposits	58.59	53.95	56.85
2. Interbank Assets/ Interbank Liabilities	200.37	295.53	528.41
3. Customer Deposits/ Total Funding excl Derivatives	89.91	92.24	91.49

Zenith Bank Plc  
Reference Data

	31 Mar 2013			31 Dec 2012		31 Dec 2011	
	3 Months - 1st Quarter	1st Quarter	As % of	Year End	As % of	Year End	As % of
	USDm	NGNbn	Assets	NGNbn	Assets	NGNbn	Assets
<b>A. Off-Balance Sheet Items</b>							
1. Managed Securitized Assets Reported Off-Balance Sheet	n.a.	n.a.	-	n.a.	-	n.a.	-
2. Other off-balance sheet exposure to securitizations	n.a.	n.a.	-	n.a.	-	n.a.	-
3. Guarantees	3,025.8	469.0	16.92	468.7	18.00	229.2	9.85
4. Acceptances and documentary credits reported off-balance sheet	1,905.4	295.3	10.66	303.2	11.64	191.4	8.23
5. Committed Credit Lines	n.a.	n.a.	-	n.a.	-	n.a.	-
6. Other Contingent Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-
7. Total Business Volume	22,811.4	3,535.8	127.58	3,376.4	129.64	2,747.3	118.08
8. Memo: Total Weighted Risks	n.a.	n.a.	-	1,552.7	59.61	1,345.7	57.84
9. Fitch Adjustments to Weighted Risks.	n.a.	n.a.	-	n.a.	-	n.a.	-
10. Fitch Adjusted Weighted Risks	n.a.	n.a.	-	1,552.7	59.61	1,345.7	57.84
<b>B. Average Balance Sheet</b>							
Average Loans	6,902.1	1,069.8	38.60	975.1	37.44	851.1	36.58
Average Earning Assets	14,308.9	2,217.9	80.03	2,075.0	79.67	1,815.6	78.03
Average Assets	17,341.7	2,688.0	96.99	2,466.9	94.71	2,116.5	90.97
Average Managed Securitized Assets (OBS)	n.a.	n.a.	-	n.a.	-	n.a.	-
Average Interest-Bearing Liabilities	13,466.7	2,087.3	75.32	1,852.6	71.13	1,595.1	68.56
Average Common equity	2,660.9	412.4	14.88	391.1	15.02	340.7	14.64
Average Equity	3,061.9	474.6	17.12	420.3	16.14	383.2	16.47
Average Customer Deposits	12,261.4	1,900.5	68.58	1,730.9	66.46	1,469.6	63.16
<b>C. Maturities</b>							
<b>Asset Maturities:</b>							
Loans & Advances < 3 months	n.a.	n.a.	-	504.4	19.37	n.a.	-
Loans & Advances 3 - 12 Months	n.a.	n.a.	-	95.7	3.67	n.a.	-
Loans and Advances 1 - 5 Years	n.a.	n.a.	-	414.4	15.91	n.a.	-
Loans & Advances > 5 years	n.a.	n.a.	-	n.a.	-	n.a.	-
Debt Securities < 3 Months	n.a.	n.a.	-	0.0	0.00	n.a.	-
Debt Securities 3 - 12 Months	n.a.	n.a.	-	0.0	0.00	n.a.	-
Debt Securities 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Debt Securities > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Interbank < 3 Months	n.a.	n.a.	-	179.9	6.91	n.a.	-
Interbank 3 - 12 Months	n.a.	n.a.	-	2.1	0.08	n.a.	-
Interbank 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Interbank > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
<b>Liability Maturities:</b>							
Retail Deposits < 3 months	n.a.	n.a.	-	1,873.5	71.93	n.a.	-
Retail Deposits 3 - 12 Months	n.a.	n.a.	-	39.5	1.52	n.a.	-
Retail Deposits 1 - 5 Years	n.a.	n.a.	-	16.2	0.62	n.a.	-
Retail Deposits > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Other Deposits < 3 Months	n.a.	n.a.	-	n.a.	-	n.a.	-
Other Deposits 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-
Other Deposits 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Other Deposits > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Interbank < 3 Months	n.a.	n.a.	-	n.a.	-	n.a.	-
Interbank 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-
Interbank 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Interbank > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Senior Debt Maturing < 3 months	n.a.	n.a.	-	30.9	1.19	n.a.	-
Senior Debt Maturing 3-12 Months	n.a.	n.a.	-	40.3	1.55	n.a.	-
Senior Debt Maturing 1- 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Senior Debt Maturing > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Total Senior Debt on Balance Sheet	n.a.	n.a.	-	71.2	2.73	n.a.	-
Fair Value Portion of Senior Debt	n.a.	n.a.	-	n.a.	-	n.a.	-
Covered Bonds	n.a.	n.a.	-	n.a.	-	n.a.	-
Subordinated Debt Maturing < 3 months	n.a.	n.a.	-	n.a.	-	n.a.	-
Subordinated Debt Maturing 3-12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-
Subordinated Debt Maturing 1- 5 Year	n.a.	n.a.	-	n.a.	-	n.a.	-
Subordinated Debt Maturing > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-
Total Subordinated Debt on Balance Sheet	n.a.	n.a.	-	n.a.	-	n.a.	-
Fair Value Portion of Subordinated Debt	n.a.	n.a.	-	n.a.	-	n.a.	-
<b>D. Equity Reconciliation</b>							
1. Equity	3,136.9	486.2	17.54	463.0	17.78	394.3	16.95
2. Add: Pref. Shares and Hybrid Capital accounted for as Equity	n.a.	n.a.	-	n.a.	-	n.a.	-
3. Add: Other Adjustments	n.a.	n.a.	-	n.a.	-	n.a.	-
4. Published Equity	3,136.9	486.2	17.54	463.0	17.78	394.3	16.95
<b>E. Fitch Eligible Capital Reconciliation</b>							
1. Total Equity as reported (including non-controlling interests)	3,136.9	486.2	17.54	463.0	17.78	394.3	16.95
2. Fair value effect incl in own debt/borrowings at fv on the B/S- CC only	0.0	0.0	0.00	0.0	0.00	0.0	0.00
3. Non-loss-absorbing non-controlling interests	0.0	0.0	0.00	0.0	0.00	0.0	0.00
4. Goodwill	0.0	0.0	0.00	0.0	0.00	0.0	0.00
5. Other intangibles	8.4	1.3	0.05	1.4	0.05	0.8	0.03
6. Deferred tax assets deduction	0.0	0.0	0.00	0.4	0.02	0.0	0.00
7. Net asset value of insurance subsidiaries	0.0	0.0	0.00	0.0	0.00	0.0	0.00
8. First loss tranches of off-balance sheet securitizations	0.0	0.0	0.00	0.0	0.00	0.0	0.00
<b>9. Fitch Core Capital</b>	<b>3,128.5</b>	<b>484.9</b>	<b>17.50</b>	<b>461.1</b>	<b>17.70</b>	<b>393.5</b>	<b>16.91</b>
10. Eligible weighted Hybrid capital	n.a.	n.a.	-	n.a.	-	n.a.	-
11. Government held Hybrid Capital	0.0	0.0	0.00	0.0	0.00	0.0	0.00
<b>12. Fitch Eligible Capital</b>	<b>n.a.</b>	<b>n.a.</b>	<b>-</b>	<b>n.a.</b>	<b>-</b>	<b>n.a.</b>	<b>-</b>

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