



Q1 2016 Group Results

Presentation to Investors & Analysts

March 2016

ZENITH BANK PLC

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Disclaimer

This presentation is based on the consolidated financial statements of Zenith Bank Plc, a company incorporated in Nigeria on 30 May 1990, and its subsidiaries (hereinafter collectively referred to as "the Group"). The financial statements are prepared in accordance with the International Financial Reporting Standard (IFRS), and the going concern principle under the historical cost convention as modified by the measurement of certain financial instruments held at fair value.

The preparation of financial statements in accordance with IFRS requires the use of estimates and assumptions that affect the reported amounts of assets, liabilities, revenue and expenses, and disclosures at the date of the financial statements. Although these estimates are based on the Directors' best knowledge of current events and actions, actual results may differ from those estimates.



Agenda

Overview & Operating Environment

- Speaker: Managing Director/Chief Executive Officer Peter Amangbo Slides 4 - 6

Results - Group

- Speaker: Chief Financial Officer Stanley Amuchie Slides 8- 16

Q & A



Nigerian Economy and Key Developments in the Banking Sector

Real GDP Growth (Rebase):

- GDP grew at the rate of 2.11% y/y in Q4 2015, down by 383bps from 5.94% recorded in the corresponding quarter of previous fiscal year.

Headline Inflation:

- Headline Inflation increased to 12.8% y/y in Mar'16 from 11.4% y/y recorded in Feb'16.
- Inflation rose significantly due to increase in cost of transportation, rise in prices of imported food and non-food items and adjustments for the new electricity tariff nationwide.

Oil Production & Price:

- OPEC Average Monthly Basket Price increased by 3.3% during the 1st quarter of the year, from \$33.6/bbl recorded in Dec'15 to \$34.7/bbl in Mar'15.

Foreign Reserves:

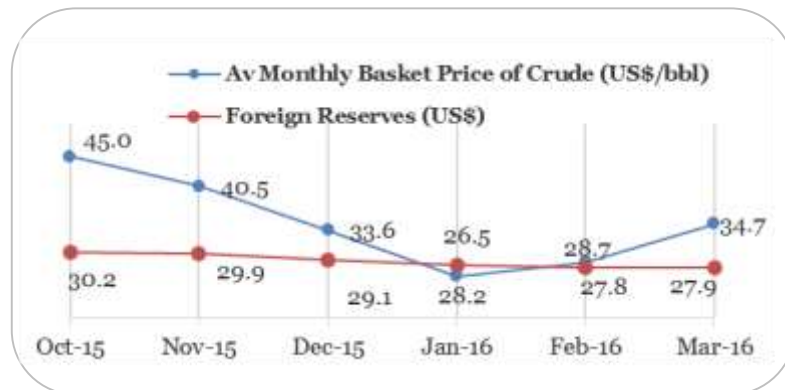
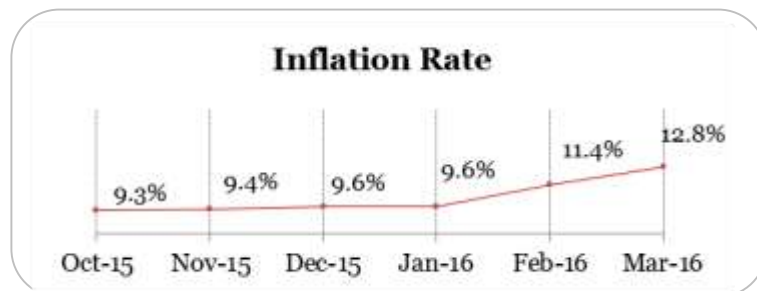
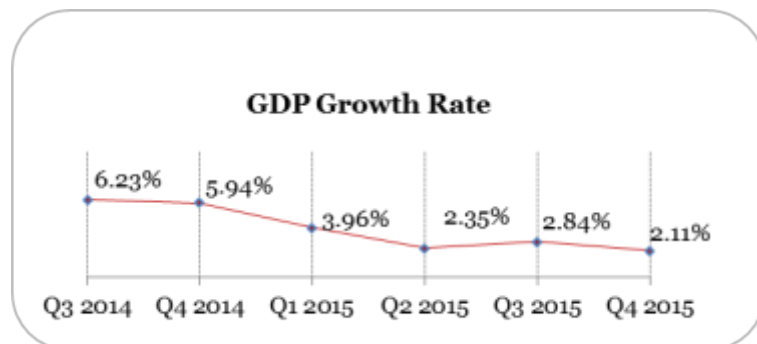
- Nigerian foreign reserves declined by 4.1% during the 1st quarter of the year, from \$29.1bn at the end of Q4 2015 to \$27.9bn at the end of Q1 2016.

Exchange Rate:

- The Naira remained stable at N196.95/\$ (CBN FX rate) and N199.05 (interbank market rate) during Q1 2016.

Cash Reserve Ratio (CRR) & Monetary Policy Rate (MPR):

- Following the Monetary Policy Committee (MPC) held on March 21 & 22, 2016, CRR was increased from 20% to 22.5% while MPR was increased from 11% to 12%



Source: Nigeria Bureau of Statistics
Central Bank of Nigeria
OPEC



New CBN Circulars and Other Directives

General Loan Loss Provisions

- The Central Bank of Nigeria has increased the General Loan Loss Provision (GLLP) for performing loans from 1% to 2%

BASEL II Implementation Update

- A revised guideline on BASEL II implementation covering Pillar 1 (minimum capital requirement), Pillar 2 (ICAAP) and Pillar 3 (disclosure requirements) with accompanying reporting template was issued to DMBs by the CBN on June 24, 2015

Biometric Verification Number (BVN) Enrolment

- Biometric Verification Number (BVN) is mandatory for all FX transactions while all accounts yet to be enrolled for BVN have been restricted

Publication of Delinquent Credit Facilities

- In order to discourage accumulation of bad loans, the CBN issued guidelines for DMBs to publish names of debtors.

Foreign Currency Loans to Customers

- To hedge against FX risk, CBN has restricted the granting of foreign currency loans by banks to companies with foreign currency revenue.
- Zenith Bank typically extends foreign currency loans to customers with foreign currency revenue

Public Sector Short-term Loans

- As part of Federal Government (FG) bail out plan, bank loans to state governments have been converted to FG 20-year bonds

Foreign Exchange Management Strategy

- The Central Bank has reduced the spending limits on naira denominated cards abroad, prohibited payment of foreign currencies for transactions conducted in Nigeria and excluded some import items from accessing foreign currency at the official market



Our Investment Proposition

Strong earnings capacity and growth, solid and liquid capital base, strengthened ERM practices, good returns on investments and excellent customer services

- ❑ **A dominant player in Nigerian Banking Industry:**
 - ✓ Controls a significant share of the high end corporate clients in strategic sectors of the Nigerian economy.
 - ✓ The bank uses its strong balance sheet and liquidity position as well as efficient trade finance processes and services, to continuously grow and support businesses.
- ❑ **Increased Share of Middle Tier Market:**
 - ✓ Low cost of funds due to increased share of retail market through deposit mobilization and various forms of electronic banking applications.
- ❑ **Strong Focus on Risk Management:**
 - ✓ Despite the tough operating environment, NPL ratio came in at 2.2% with a coverage ratio of about 104.7%.
- ❑ **Good Dividend Payout:**
 - ✓ Good and consistent dividend payout to its investors.
 - ✓ The Bank paid a dividend of 160 kobo per share for FY12, 175 kobo per share for both FY2013 and FY2014, and 180 kobo per share for FY2015.
- ❑ **Premium Board:**
 - ✓ In August 2015, Zenith Bank was admitted into the premium board of the Nigeria Stock Exchange in recognition of the bank's ability to meet the most stringent corporate governance requirements.
- ❑ **Multilateral Financing Partnerships:**
 - ✓ International Finance Corporation (IFC), a member of the World Bank Group, signed a bilateral agreement to provide a \$100 million loan facility to Zenith Bank Plc in order to increase the bank's lending capacity to the various economic sectors, boost economic growth and job creation in Nigerian
 - ✓ The U.S. Agency for International Development (USAID) and other parties signed an agreement with Zenith Bank to make available \$90 million in new private sector financing for the Power Africa Fund. This is first of its kind in Nigeria
- ❑ **Credit Rating/Certifications:**
 - ✓ **Standard and Poor's** ratings for Zenith Bank Zenith Bank are: B+/Negative/B (Issuer Credit Rating) and ngAA-/ngA-1 (National Scale Rating), being the highest rating awarded to any Nigerian bank and in line with the country's risk rating.
 - ✓ **Fitch** ratings are: 1) Long-term foreign currency IDR: 'B+' - Stable Outlook; 2) Short-term foreign currency IDR: 'B'; 3) National Long-term rating: 'AA-(nga)'; 4) National Short-term rating: 'F1+(nga)'
 - ✓ The bank became the first Nigerian institution to be awarded a triple ISO certification by the British Standards International (BSI):
 - ISO 22301 Standard – Business Continuity Management;
 - ISO 27001 Standard – Information Security Management; and
 - ISO 20000 standard – IT Service Management
- ❑ **Extension of the Group's brand:**
 - ✓ In October 2015, the Dubai branch of Zenith Bank UK was opened.



Agenda

Overview & Operating Environment

➤ Speaker: Managing Director/Chief Executive Officer

Peter Amangbo

Slides 4 - 6

Results - Group

➤ Speaker: Chief Financial Officer

Stanley Amuchie

Slides 8- 16

Q & A



Financial Highlights

Key Theme

**Efficiency and Risk Management for Superior Performance
Building A Shock-Proof Balance Sheet**

P & L

Gross Earnings: N99.44bn
Net Interest Income: N58.16bn
Net Interest Margin: 7.90%
PBT: N32.12bn
PAT: N26.57bn

-12.25% YoY
+36.42% YoY
+27.40% YoY
-3.04% YoY
-4.00% YoY

Balance Sheet

Customer Deposit: N2.56tn
Total Assets: N3.99tn
Total Shareholders' Funds: N621.07bn
Gross Loans & Advances: N1.97tn

+0.24% YTD
-0.37% YTD
+4.50% YTD
-2.89% YTD

Key Ratios

Loan to Deposit Ratio: 66.6%
Cost to Income Ratio: 54.7%
Liquidity Ratio: 47.7%
Capital Adequacy: 21%
Coverage Ratio: 104.7%;
ROAE: 17.5%
EPS: 84k

NPL: 2.2%
Cost of Risk: 0.5%
Cost of Funds: 3.2%



Profit & Loss Statement

(N'm)

Gross Income

Continuing Operations:

Interest and similar income

Interest and similar expense

Net interest income

Impairment charge for credit losses

Net interest income after impairment charge for credit losses

Fees and commission income

Trading income

Other income

Share of profit of associates

Amortisation of intangible assets

Depreciation of property and equipment

Personal expenses

Operating expenses

Profit before minimum tax and income tax

Income Tax Expense

Profit After Tax

	Group 3 mths to Mar-16	Group 3 mths to Mar-15	YOY Change
	99,435	113,322	-12.25%
Interest and similar income	84,177	81,421	3.38%
Interest and similar expense	-26,020	-38,790	-32.92%
Net interest income	58,157	42,631	36.42%
Impairment charge for credit losses	-2,577	-2,090	23.30%
Net interest income after impairment charge for credit losses	55,580	40,541	37.10%
Fees and commission income	15,668	17,219	-9.01%
Trading income	-1,893	5,423	-134.91%
Other income	1,483	9,259	-83.98%
Share of profit of associates	48	36	33.33%
Amortisation of intangible assets	-341	-220	55.00%
Depreciation of property and equipment	-2,252	-2,222	1.35%
Personal expenses	-16,885	-15,458	9.23%
Operating expenses	-19,287	-21,450	-10.08%
Profit before minimum tax and income tax	32,121	33,128	-3.04%
Income Tax Expense	-5,548	-5,448	1.84%
Profit After Tax	26,573	27,680	-4.00%

Improved top & bottom line earnings driven by deposit and loan growth and operating efficiency...

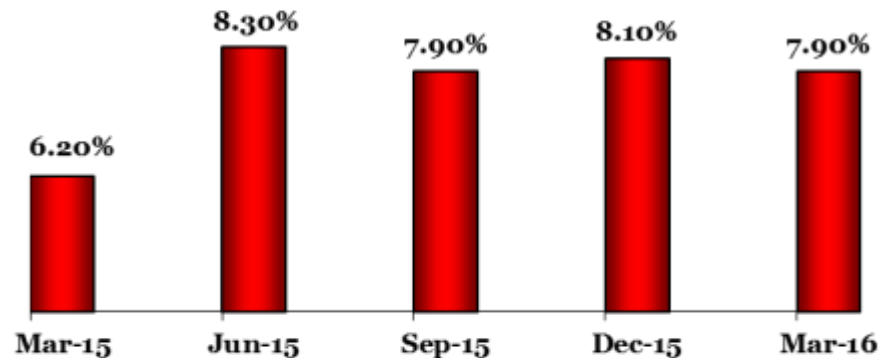


Consolidating earnings and profitability...

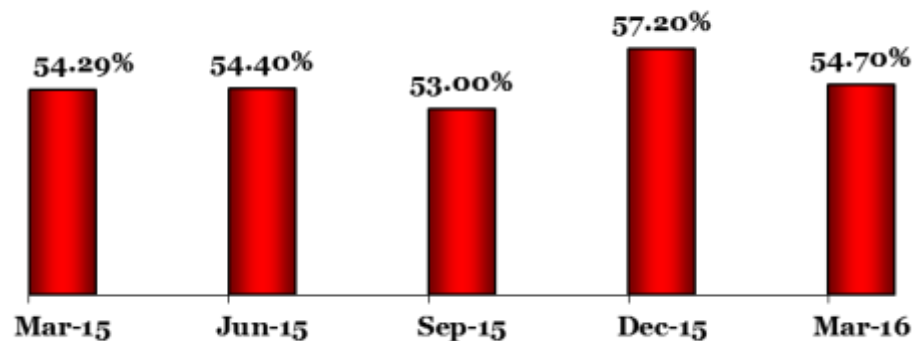
Comments

- ❑ **Net Interest Margin (NIM)** increased YoY by 27.4% (from 6.2% in Q1 2015 to 7.9% in Q1 2016) as the group continues to deploy its resources optimally.
- ❑ **Cost-to-Income Ratio** inched up marginally by 1% YoY (from 54.29% in Q1 2015 to 54.70% in Q1 2016). Zenith Group is committed to keeping its cost-to-income ratio under control.
- ❑ Due to the difficult operating environment, **PBT** declined by 3.0% YoY from N33.13bn in Q1 2015 to 32.12% in Q1 2016 while **PAT** also declined by 4.0% YoY from N27.68bn in Q1 2015 to 26.57% in Q1 2016.

Net Interest Margin



Cost to Income Ratio

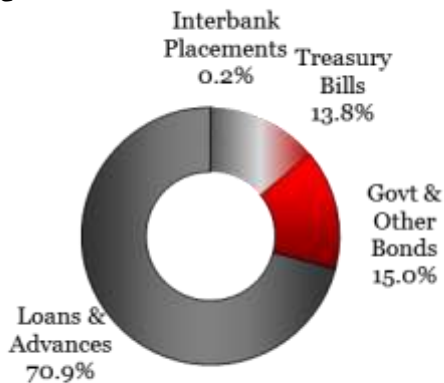




Revenue Base ...Sustained Diversification

Interest Income

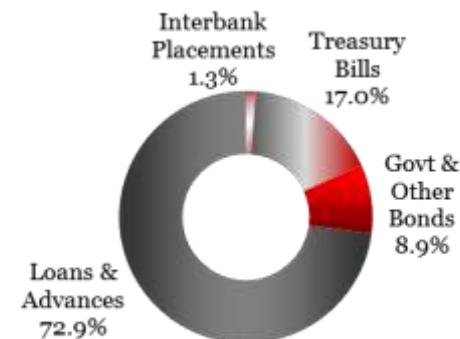
Q1 2016



N'million	Q1 2016	Q1 2015	YoY
Interbank Placements	156	1,026	-85%
Treasury Bills	11,643	13,832	-16%
Govt & Other Bonds	12,668	7,221	75%
Loans & Advances	59,710	59,342	1%
Total	84,177	81,421	3%

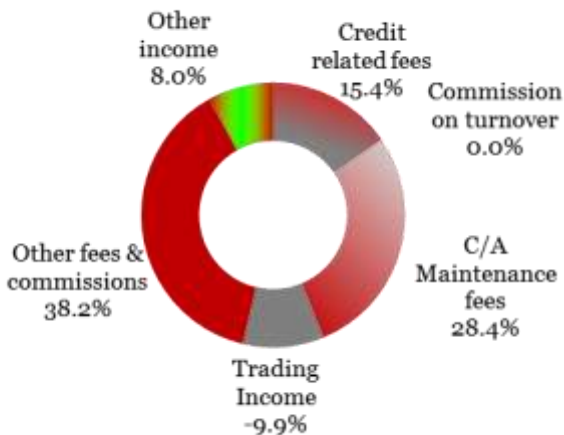
✓ Zenith Group recorded a growth of 3.4% YoY in Interest Income driven by effective pricing of assets

Q1 2015



Non-Interest Income

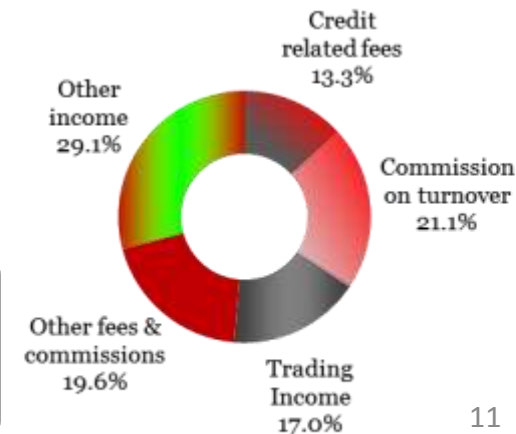
Q1 2016



N'million	Q1 2016	Q1 2015	YoY
Credit related fees	2,930	4,241	-31%
Commission on turnover	-	6,724	-100%
C/A Maintenance fees	5,406	-	-
Trading Income	-1,893	5,423	-135%
Other fees & commissions	7,284	6,254	16%
Other income	1,531	9,295	-84%
Total	15,258	31,937	-52%

✓ COT was completely phased out effective January 01, 2016 while account maintenance fee was introduced
 ✓ Due to the challenging operating environment and headwinds driven by weak oil prices and tightening monetary policy, NII dropped by 52%

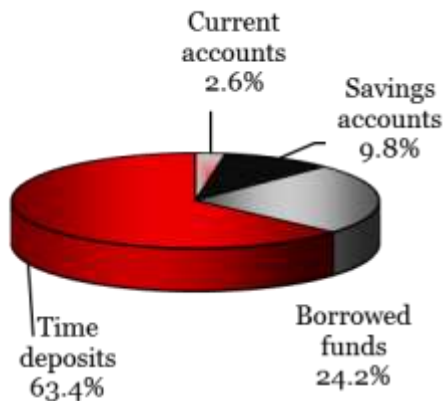
Q1 2015





Continuous efforts in cost-reduction strategies

Q1 2016

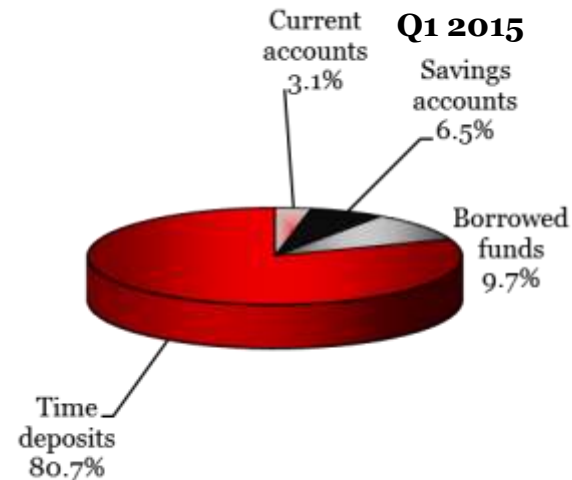


Interest Expenses

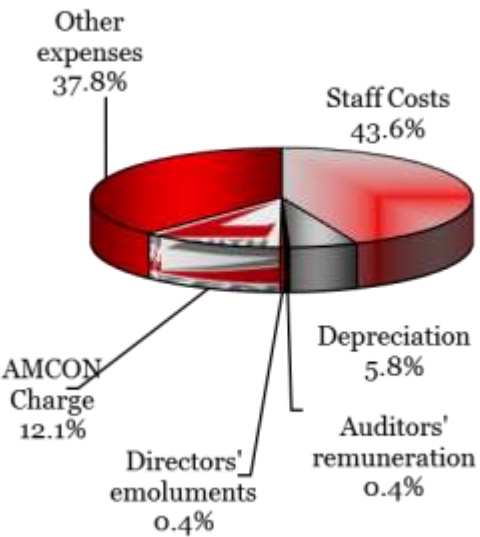
N'million	Q1 2016	Q1 2015	YoY
Current accounts	685	1,211	-43%
Savings accounts	2,542	2,503	2%
Borrowed funds	6,288	3,776	67%
Time deposits	16,505	31,300	-47%
Total	26,020	38,790	-33%

✓ Interest expense declined by 33% YoY due to efficient balance sheet management

Q1 2015



Q1 2016

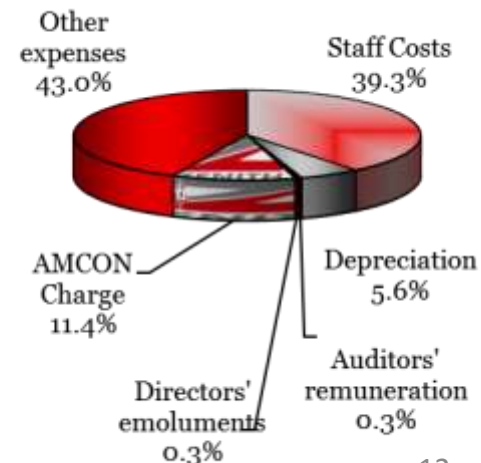


Total Operating Expenses

N'million	Q1 2016	Q1 2015	YoY
Staff Costs	16,885	15,458	9%
Depreciation	2,252	2,222	1%
Auditors' remuneration	143	118	21%
Directors' emoluments	150	125	20%
AMCON Charge	4,688	4,500	4%
Other expenses	14,647	16,927	-13%
Total	38,765	39,350	-1%

✓ Total operating expense dropped marginally by 1% as the Group continues to deployed an effective strategy of keeping its costs under control.

Q1 2015





Balance Sheet- Assets

(N'm)	Group	Group	YTD	Group
	Mar-16	Dec-15	Change	Mar-15
Cash and balances with central banks	638,242	761,561	-16.19%	630,185
Treasury bills	441,882	377,928	16.92%	354,028
Assets pledged as collateral	259,303	265,051	-2.17%	186,419
Due from other banks	367,158	272,194	37.46%	547,479
Derivative assets	5,756	8,481	-32.13%	14,343
Loans and advances	1,928,526	1,989,313	-3.06%	1,902,329
Investment securities	208,638	213,141	-5.40%	186,621
Investments in associates	578	530	9.06%	338
Deferred tax assets	5,516	5,607	-1.62%	6,538
Other assets	43,838	22,774	92.49%	36,182
Property and equipment	89,218	87,022	2.52%	71,327
Intangible assets	3,424	3,240	5.68%	2,214
Total Assets	3,992,079	4,006,842	-0.37%	3,938,003

Sustained Balance sheet strengthening and Growth with strong liquidity.



Balance Sheet- Liabilities & Equity

(N'm)	Group Mar-16	Group Dec-15	YTD Change	Group Mar-15
Customers deposits	2,563,932	2,557,884	0.24%	2,682,575
Derivative liabilities	281	384	-26.82%	4,573
Current income tax	7,972	3,579	122.74%	13,632
Deferred income tax liabilities	35	19	-	30
Other liabilities	153,724	205,062	-25.04%	304,325
On-lending facilities	306,110	286,881	6.70%	100,835
Borrowings	237,527	258,862	-8.24%	204,399
Debt securities issued	101,425	99,818	1.61%	101,204
Total liabilities	3,371,006	3,412,489	-1.22%	3,411,573

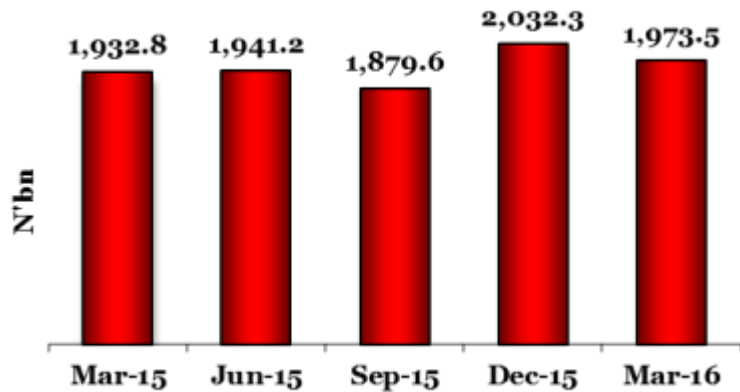
(N'm)	Group Mar-16	Group Dec-15	YTD Change	Group Mar-15
Share capital	15,698	15,698	0.00%	15,698
Share premium	255,047	255,047	0.00%	255,047
Retained earnings	226,640	200,115	13.25%	156,070
Other reserves	123,046	122,900	0.12%	99,047
Total Shareholders' funds	621,073	594,353	4.50%	526,430
Non-controlling interest	642	593	8.26%	568
Total liabilities & equity	3,992,079	4,006,842	-0.37%	3,938,003

Strong Capital base.... Remains a solid buffer against any adverse event



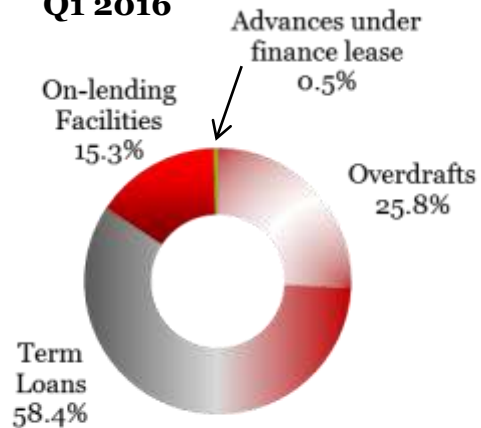
Sustained assets & liabilities match.....

Loan Growth

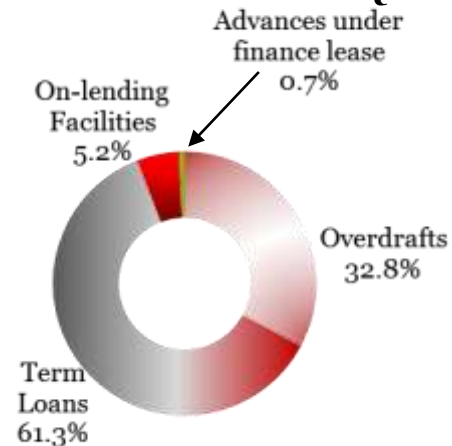


Loans & Advances

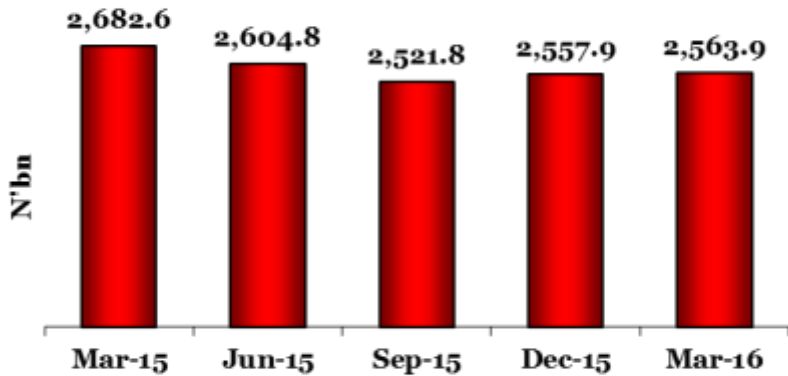
Q1 2016



Q1 2015

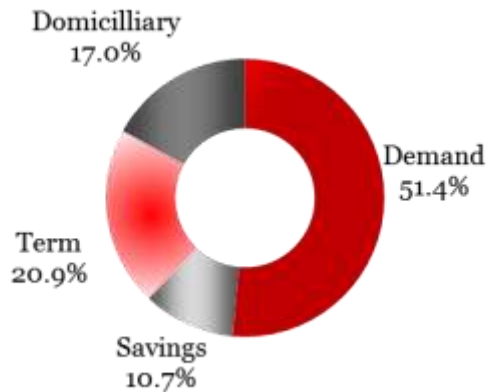


Deposit Growth

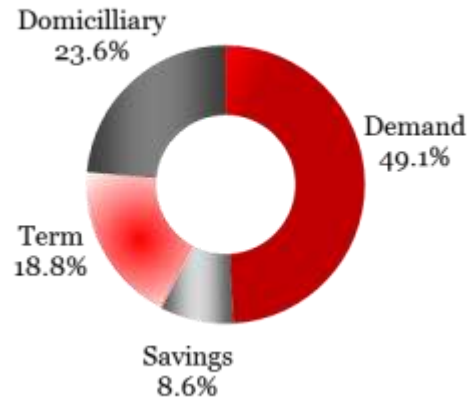


Deposit Mix

Q1 2016



Q1 2015



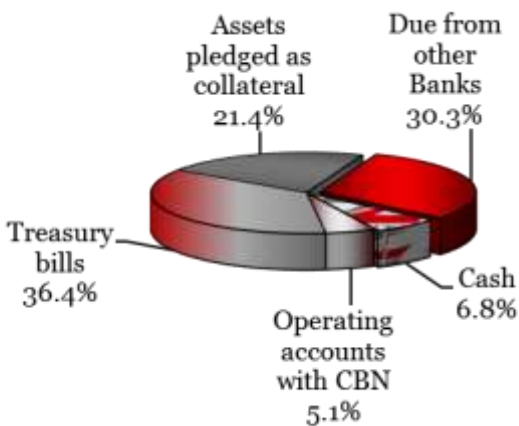


Continued market dominance through strong liquid asset base and funding mix...

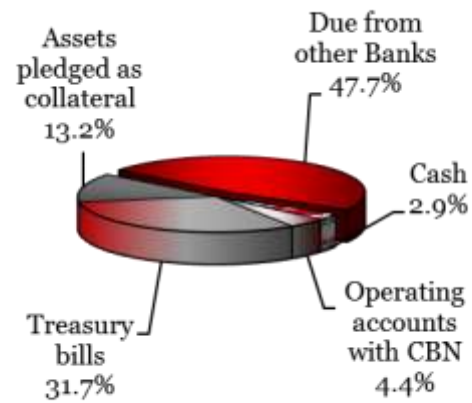
Q1 2016

Liquid Assets

Q1 2015



N'million	Q1 2016	Q1 2015	YoY
Cash	82,372	33,661	145%
Operating accounts with CBN	62,307	50,487	23%
Treasury bills	441,882	363,290	22%
Assets pledged as collateral	259,303	151,746	71%
Due from other Banks	367,158	547,479	-33%
Total	1,213,022	1,146,663	6%



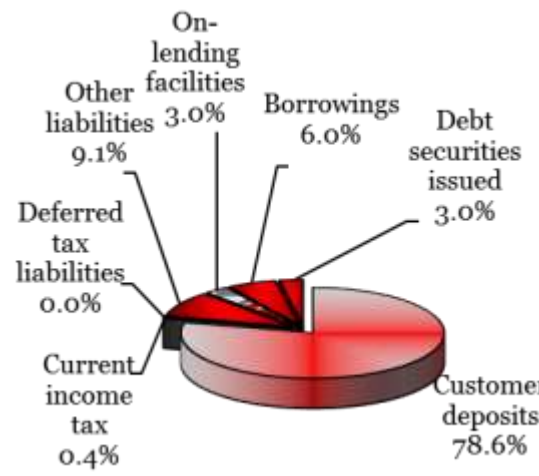
Q1 2016

Funding Mix

Q1 2015



N'million	Q1 2016	Q1 2015	YoY
Customer deposits	2,563,931	2,682,575	-4%
Current income tax	7,972	13,632	-42%
Deferred tax liabilities	35	30	17%
Other liabilities	150,796	308,898	-51%
On-lending facilities	306,110	100,835	204%
Borrowings	237,527	204,399	16%
Debt securities issued	101,425	101,204	0%
Total	3,367,796	3,411,573	-1%





P&L – By Geography

3 Months Ended Mar 2016 (N'm)

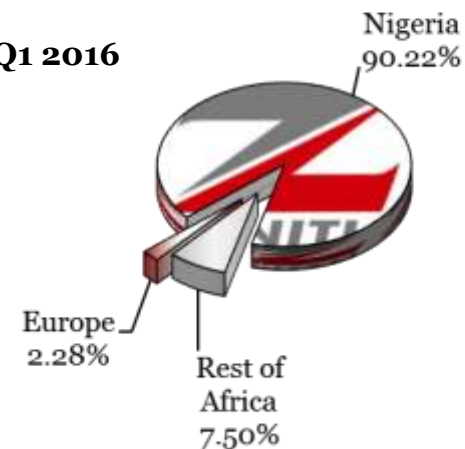
	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
Total Revenue	90,199	7,496	2,278	-538	99,435
Share of profit of Associates	-	-	-	48	48
Total Expense	-61,933	-4,378	-1,590	539	-67,362
Profit Before Tax	28,266	3,118	688	49	32,121
Tax	-4,472	-904	-172	-	-5,548
Profit After Tax	23,794	2,214	516	49	26,673

3 Months Ended Mar 2015 (N'm)

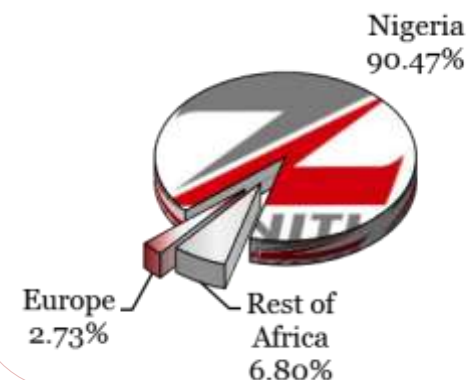
	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
Total Revenue	104,040	7,821	3,143	-1,682	113,322
Share of profit of Associates	-	-	-	36	36
Total Expense	-75,201	-4,417	-2,294	1,682	-80,230
Profit Before Tax	28,839	3,404	849	36	33,128
Tax	-4,818	-434	-196	-	-5,448
Profit After Tax	24,021	2,970	653	36	27,680

Gross Revenue

Q1 2016



Q1 2015



Our Nigerian business continues to be the main driver of profitability ... providing about 90% of gross revenue



P&L – By Sector

**3 Months Ended
Mar 2016 (N'm)**

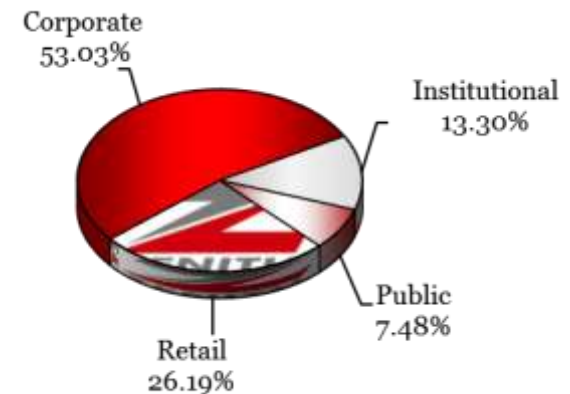
	Corporate	Institutional	Public	Retail	Consolidated
Total Revenue	52,729	13,230	7,437	26,039	99,435
Total Expenses	-34,612	-11,140	-4,958	-16,603	-67,314
Profit Before Tax	18,117	2,089	2,479	9,435	32,121
Tax	-3,073	-354	-420	-1,600	-5,448
Profit After Tax	15,044	1,735	2,058	7,835	26,673

**3 Months Ended
Mar 2015 (N'm)**

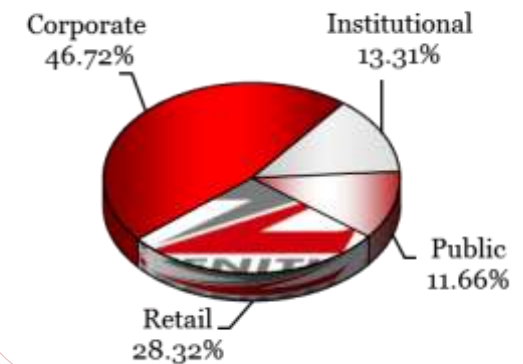
	Corporate	Institutional	Public	Retail	Consolidated
Total Revenue	52,940	15,082	13,213	32,088	113,322
Total Expenses	-39,739	-12,837	-10,810	-16,808	-80,194
Profit Before Tax	13,200	2,245	2,403	15,279	33,128
Tax	-2,171	-369	-395	-2,513	-5,448
Profit After Tax	11,030	1,876	2,008	12,767	27,680

Gross Revenue

Q1 2016



Q1 2015



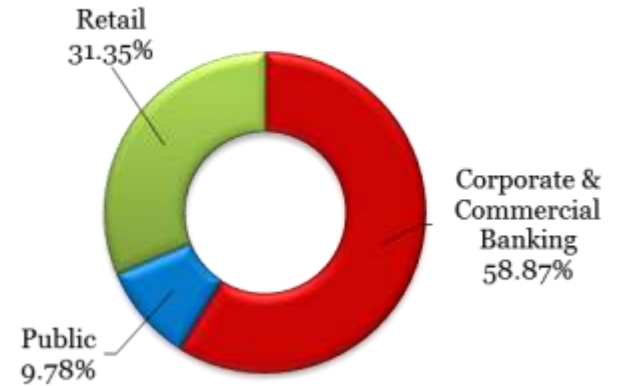
Improved profitability on core business segments



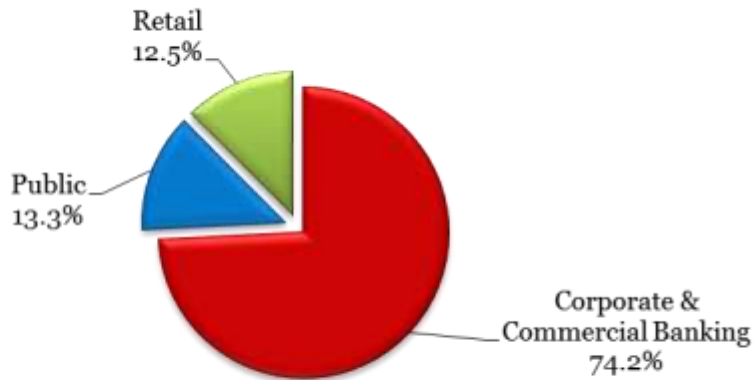
Deposits & Loans – By Sector



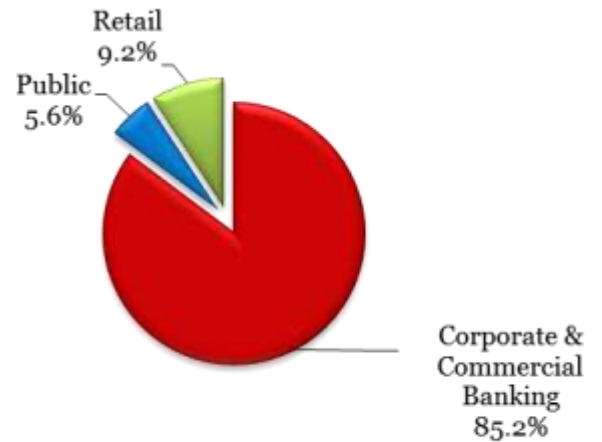
Q1 2016 Total Deposits - ₦2.56tn



Q1 2015 Total Deposits - ₦2.68tn



Q1 2016 Gross Loans - ₦1.97tn

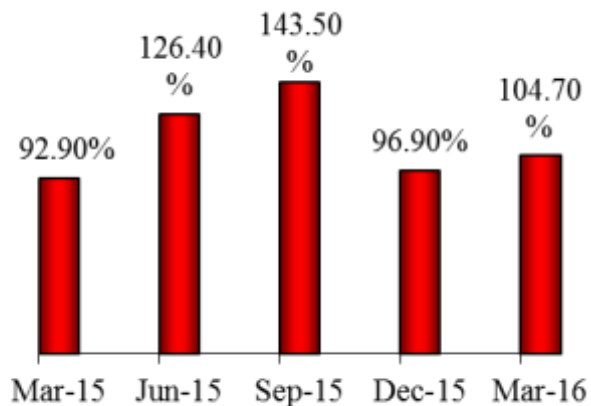


Q1 2015 Gross Loans - ₦1.93tn

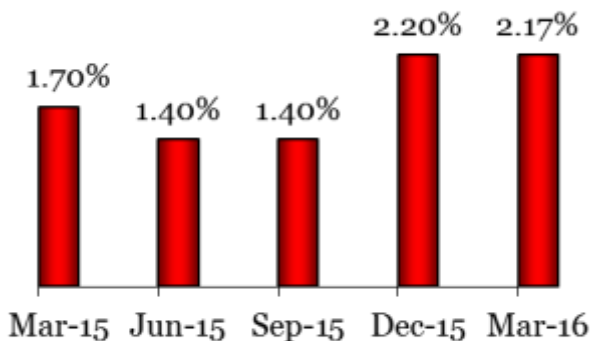


Our Risk Management Strategy

NPL Coverage Ratio



NPL Ratio



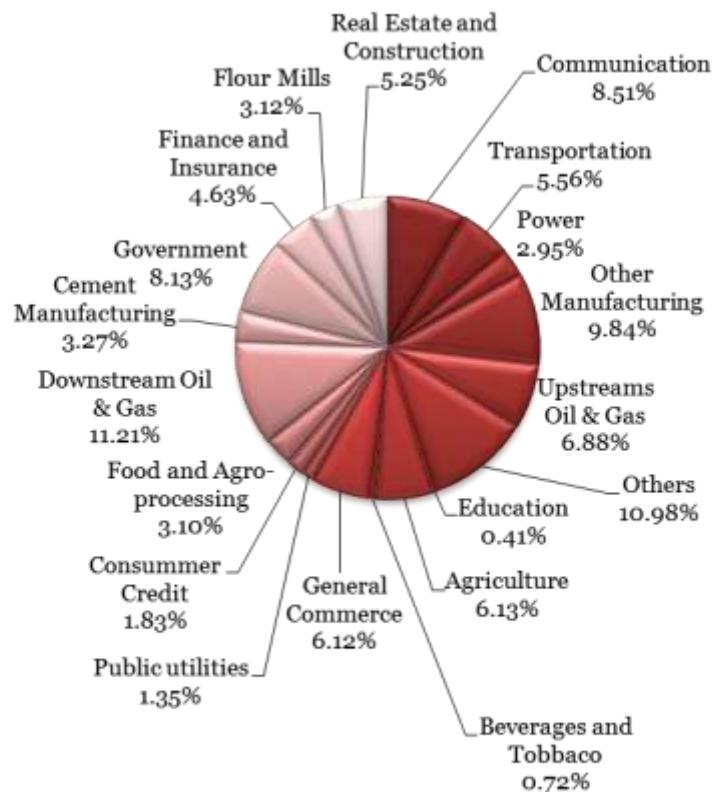
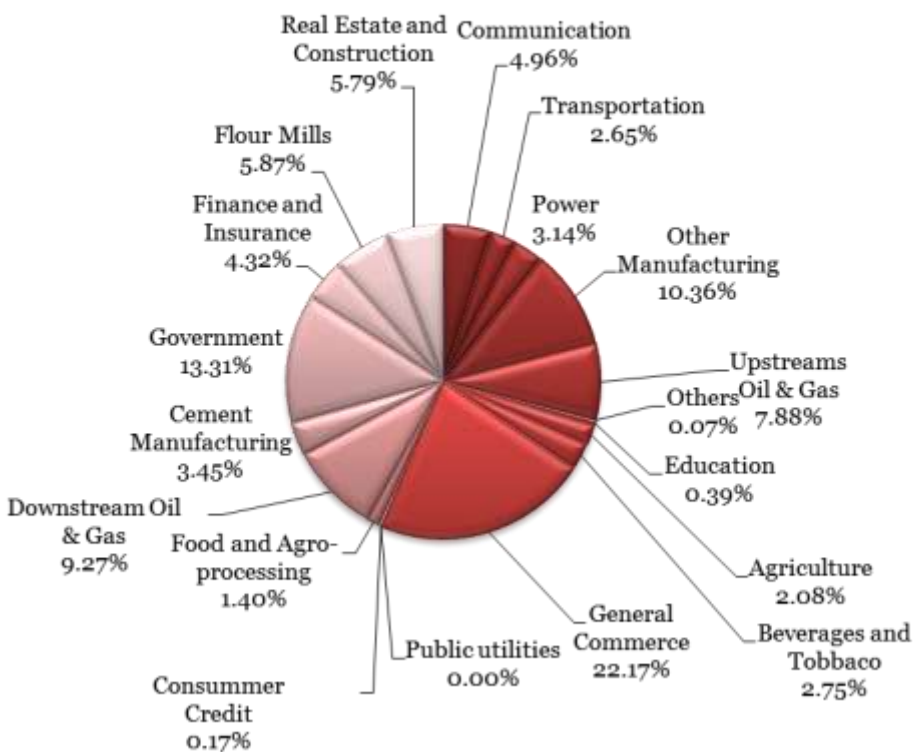
- ✓ The group adopts a complete and integrated approach to risk management that is driven from the Board level to the operational activities of the bank.
- ✓ Risk management is practiced as a collective responsibility coordinated by the risk control units and is properly segregated from the market facing units to assure independence.
- ✓ The process is governed by well defined policies and procedures that are subjected to continuous review and are clearly communicated across the group.
- ✓ There is a regular scan of the environment for threats and opportunities to improve industry knowledge and information that drives decision making.
- ✓ The group maintains a conservative approach to business and ensures an appropriate balance in its risk and reward objectives.
- ✓ Risk culture is continuously being entrenched through appropriate training and acculturation.
- ✓ **Loans to Oil & Gas Sector:** As price of crude oil continues to fall, the bank has put in place the following to guide against delinquent loans:
 - ✓ Hedges against drop in crude oil price for customers with loans
 - ✓ Encourage customers to increase production capacity to generate more cash flows
 - ✓ Customers are advised to diversify into gas production
 - ✓ Restructuring of loans in line with expected cash flow
- ✓ **Loans to Power Sector:**
 - ✓ Zenith bank advanced loans to DISCOs located in high cash generating areas like Ikeja and Eko DISCOS
 - ✓ The bank supported customers with other thriving businesses



Focused risk management via portfolio diversification

Loans by Sector – Q1 2016

Loans by Sector – Q1 2015



o Gross Loans – N1.97tn

o Gross Loans – N1.93tn

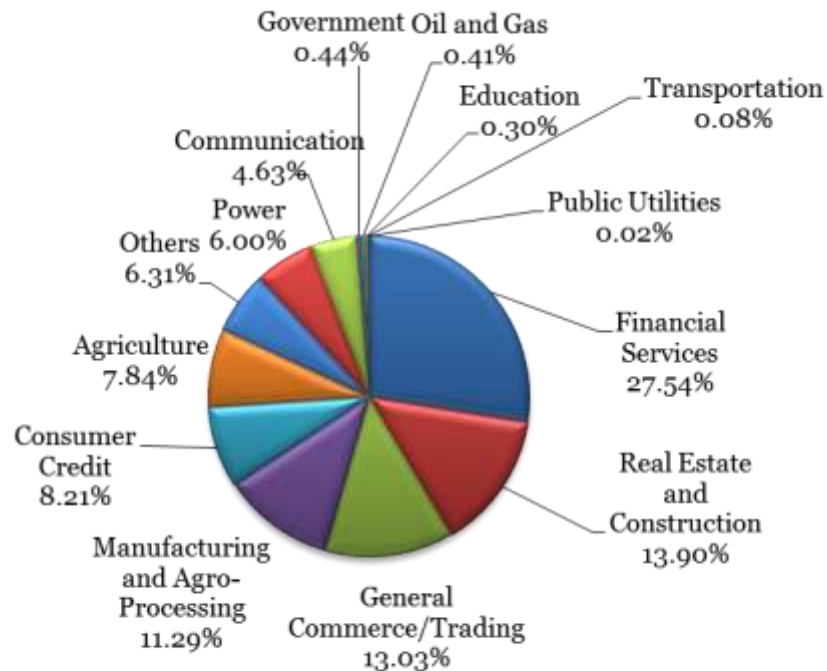
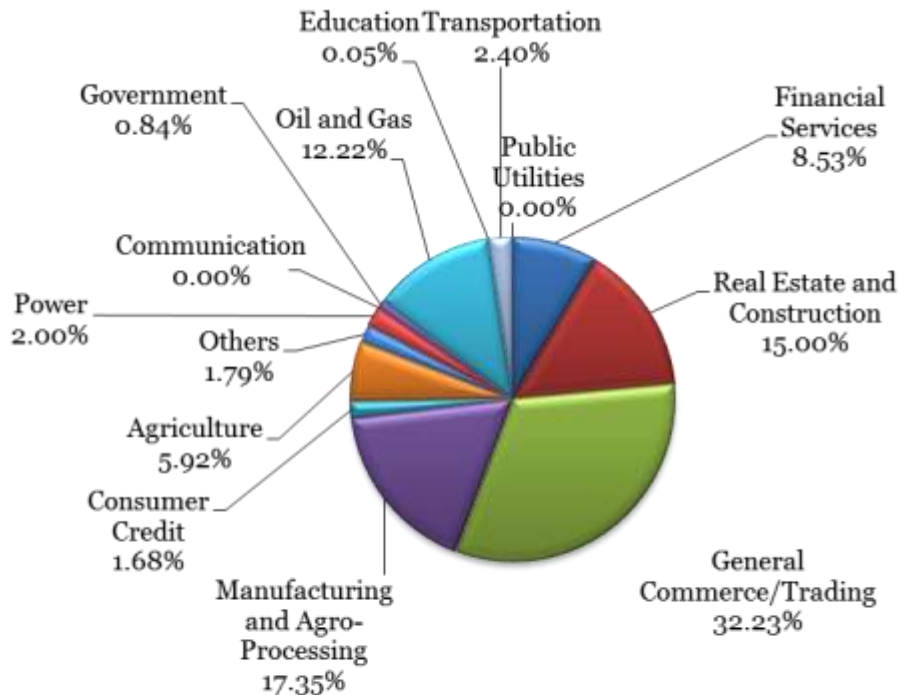
Well Diversified Loan Portfolio



NPL by Sectors

Q1 2016

Q1 2015



- Total NPLs – N42.91bn
- NPL Ratio – 2.2%

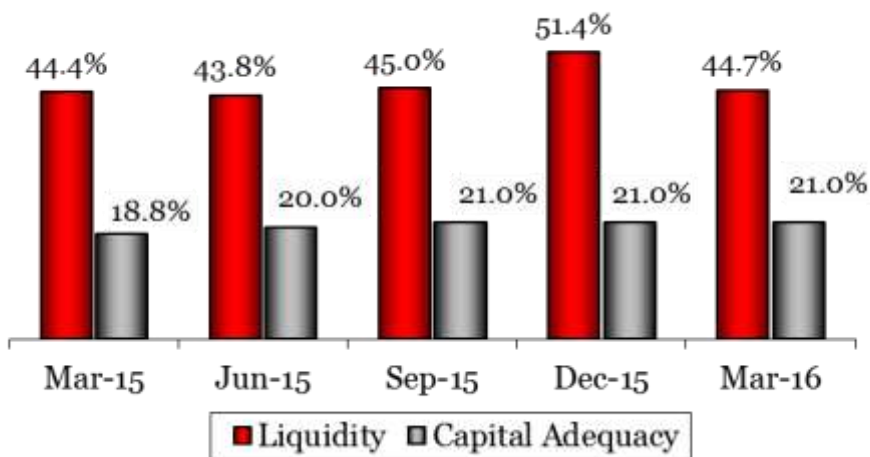
- Total NPLs – N32.84bn
- NPL Ratio – 1.7%

- We continue to develop our Risk Management Strategy and improve on the quality of our loan portfolio.
- Overall NPL ratio of 2.2% is currently one of the lowest in the industry



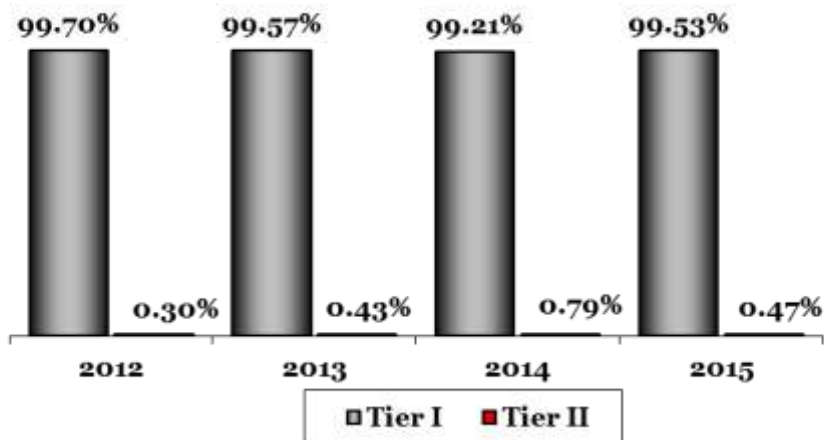
Strong Capitalization and Liquidity

Liquidity and Capital Adequacy



Capital and liquidity ratios for the Bank – well above industry requirements of 30% for Liquidity and 16% Capital Adequacy Ratio for Banks with international authorization and are systematically significant.

Capital Mix



Capital base – predominantly made up of Tier 1 (core capital) which consists of mainly share capital and reserves created by appropriations of retained earnings.



Strategies for driving our vision

1

Compete aggressively for market share, but focus on high quality assets and top-end relationships while adopting cost reduction strategies

- The Bank focuses on cost effective deposits from the retail end of the market to lend to the corporate end with emphasis on emerging business opportunities
- Encourages strong risk management and corporate governance practices

2

Delivering superior service experience to all clients and customers

- The Bank accomplishes this strategy by:
- Consistent focus and investment in attracting and keeping quality people
- Employing cutting edge technology
- Deploying excellent customer service

3

Develop specific solutions for each segment of our customers' base

- Leveraging our capabilities and brand strength to consistently meet our clients' needs
- Developing a strong Zenith Bank platform to serve as an integrated financial solutions provider to our diverse customers base

4

Trading Management

- We are taking advantage of our liquidity in Naira and foreign currencies to optimize our yields in the FX and money markets.



Our Key Growth Target Sectors

Driving profitability with our competitive advantages

Identified Growth Sectors

Infrastructure
Manufacturing
Petrochemicals
Retail
Real Estate and Construction
Telecoms
Transportation and General
Commerce
Agriculture
Service Industry

Competitive Advantage

- Strong capital and liquidity
- Strong brand
- Strong international rating
- Extensive branch network
- Robust ICT and E-bank channels
- Well motivated staff force
- Excellent customer services



Outlook and Prospects for FY2016



- ❑ **Retail Banking:** The bank will continue to grow its retail business especially in liability generation. This will be achieved through the deployment of innovative products in mobile banking, internet banking and cards services. The capturing of bio-data of all bank's customers across the industry into a single data base has also boosted our retail banking business. Each customer now has a unique Biometric Verification Number (BVN) and this has helped to reduce fraud in the banking system.
- ❑ **Agriculture:** The Federal government's resolve to boost the agricultural sector in the country would no doubt create quite a number of opportunities in the areas of funding, job creation and indeed food security to Africa's most populous nation. Various Funding Schemes to ensure that the country's economy is diversified have been put in place. These include Commercial Agriculture Credit Scheme (CACs) that has 159 projects and Nigeria Incentive-Based Risk Sharing for Agricultural Lending (NIRSAL). Others are Seed and Fertilizer Scheme launched for banks to lend at a subsidized rate to local farmers and the value chain for the production of fertilizer. Zenith Bank has played a major role in this sector to support the various government's projects aimed at boosting our economy.
- ❑ **Deposit Base:** Our drive for low cost and appropriately mixed deposit base to fund our credit and money market transactions would continue in FY2016. We are committed to be a dominant player in the money market space to drive up income and profitability going forward.
- ❑ **Customer Services:** At the center of the Group's pursuit of excellent customer service, we would continue to focus on strengthening our relationship management in a bid to surpass stakeholders' expectations.
- ❑ **Investments in Technology and Product Innovations:** The Group has over the years become synonymous with the use of ICT in banking and general innovation in the Nigerian banking industry. We have renewed our commitment in ensuring that all our activities are anchored on the e-platform and providing service delivery through the electronic media to all customers irrespective of place, time and distance. Zenith group only recently scored another first, becoming the first Nigerian institution to be awarded a triple ISO certification by the British Standards International (BSI): the ISO 22301, 27001 and 20000 standards
- ❑ **Risk Assets:** The Group would continue to seek opportunities to grow its risk assets while maintaining a low NPL ratio and sustaining our improved coverage ratio. We would continue to strive for the optimal protection of our shareholders' wealth through the continuous review and improvement of our risk management culture and processes
- ❑ **Manufacturing and Real Sector:** More emphasis will be placed on manufacturing and the real sector by providing support to local production. This is expected to drive the self sustainability policy of the federal government.



Guidance for FYE 2016

	FYE 2015 Achieved	FYE 2016 Projection
Capital Adequacy	21.00%	19.00%
ROAE	18.40%	18.50%
Cost to Income	57.20%	55.00%
ROAA	2.70%	2.60%
NIM	8.10%	8.00%
Liquidity Ratio	51.40%	44.00%
NPL	2.18%	2.50%
NPL Coverage	96.90%	95.00%
Loan to Deposit	67.20%	65.00%
Cost of Funds	4.10%	4.30%
Cost of Risk	0.80%	1.00%
Deposit Growth	0.80%	10.00%
Loan Growth	15.60%	5 -10%
PBT	N125.62bn	N126.00bn
*Effective Tax Rate	15.88%	19%
PAT	N105.66bn	N102.06bn

Thank you

