



Zenith Bank Plc  
Group Audited Results for year ended 31 December, 2014

ZENITH BANK PLC RELEASES OUTSTANDING YEAR END 2014 FINANCIAL RESULTS

LAGOS, NIGERIA - 05 March 2015 - Zenith Bank Plc, (Bloomberg: ZENITHBA NL) (“Zenith” or the “Bank”), the Nigerian bank headquartered in Lagos, announces its audited results for year ended 31 December 2014.

Financial Highlights

<i>In millions of Naira</i>			
	<b>Dec. 2014</b>	<b>Dec. 2013</b>	<b>% Change</b>
<b><i>Income statements</i></b>			
Gross earnings	403,343	351,470	14.8%
Interest Income	313,422	270,538	15.9%
Net interest income	206,503	199,742	3.4%
Non interest income	90,059	64,730	39.1%
Operating income	283,498	253,405	11.9%
Operating expenses	163,702	147,196	11.2%
Profit before tax	119,796	110,597	8.3%
Profit after tax	99,275	95,318	4.2%
Earnings per share (K)	316	301	5.0%
<b><i>Balance sheet</i></b>			
Gross loans and advances	1,758,335	1,276,122	37.8%
Customer's deposits	2,537,311	2,276,755	11.4%
Total assets	3,755,264	3,143,133	19.5%
Shareholder's funds	552,638	509,251	8.5%
<b><i>Key ratios</i></b>			
Net Interest Margin	8.40%	8.70%	-3.4%
Cost-to-Income Ratio	57.74%	57.10%	1.1%
Loan-to-Deposit Ratio	60.30%	52.10%	15.7%
Cost of Funds	4.00%	3.20%	25.0%
Cost of Risk	0.90%	0.97%	-7.2%
Return On Average Assets (ROAA)	2.90%	3.30%	-12.1%
Return On Average Equity (ROAE)	18.70%	19.61%	-4.6%
Liquidity Ratio	60.90%	64.00%	-4.8%
Capital Adequacy Ratio (CAR)	20.00%	26.00%	-23.1%
Non Performing Loan Ratio (NPL)	1.80%	2.91%	-38.1%
Coverage Ratio	93.70%	94.00%	-0.3%



While commenting on the results, **Peter Amangbo GMD/CEO** noted that *despite the macroeconomic, regulatory and market specific challenges faced by the Nigerian banking industry, the Zenith Group has sustained its superior performance as evident from its results for the year ended December 31, 2014. He further noted that, by posting gross revenue of N403 billion and profit before tax (PBT) of N 120 billion for the 2014 year end, the group has once again demonstrated its dominance in the industry. Mr Amangbo attributed the group's sustained superior performance to highly motivated staff, state-of-the-art technology and excellent customer services.*

*With a 38% YoY growth in risk assets, the group's strategy of creating well-priced high-quality risk assets has proved effective as it has resulted in a 15.9% growth in interest income with improved non-performing loan (NPL) ratio of 1.8%. With a loan-to-deposit ratio of 60.3%, capital adequacy ratio of 20.0% and liquidity ratio of 60.9%, the Zenith group is well positioned to exploit business opportunities in strategic sectors of the economy.*

*On the group's businesses by segment and geographical location, Mr. Amangbo stated that, "Although the group divested its interests in the non-core banking subsidiaries, the divestment did not have significant negative impact on the group's performance as well as financial position. The group will continue to enjoy the synergy from consolidating the operations of its foreign banking subsidiaries to improve the group's financial performance and financial position."*

- **Ebenezer Onyeagwu, (Executive Director, Credit & Risk Management Division)** commented on the year end results noting that the group's risk assets grew by 38% (NGN 482bn) between December 2013 and December 2014. This gives the group an ample opportunity to earn a decent level of interest income. He further noted that, the growth in the risk assets did not in any way affect the quality of the group's loan books as the NPL ratio reduced from 2.91% to 1.80% and cost of risk reduced from 0.97% to 0.9%, between December 2013 and December 2014.

He also noted that, with a loan-to-deposit ratio of 60.3%, the group is in a vantage position to grow its risks asset as more profitable business opportunities emerge. Given its competitive loan-deposit-ratio, strong capital base and high capital adequacy ratio, there is no doubt that the group has capacity to explore rewarding opportunities in the country and in all other locations where it has presence.

- **Stanley Amuchie (Chief Financial Officer)** commented on the results noting that the group's gross earnings of N403bn for the year end December 2014 is a clear demonstration of the group's robust revenue-generating capacity, which hinges on excellent customer service and innovation. In its continued efforts to improve its operational efficiency, the group has consistently kept its cost-to-income ratio under control while utilising its assets more effectively. He also assured that the group would remain focused on maintaining its outstanding operational and customer service standards through a well-motivated staff force amongst other things, while striving to save operational cost.

- 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 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 listed \$850.00 million worth of non-capital raising GDR on the London Stock Exchange on March 21, 2013.

The Bank 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 centers 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 Johannesburg, South Africa and Beijing, China.

**FOR FURTHER INFORMATION:**

**Zenith Bank (Head, Investor Relations)**  
Michael Anyimah +234 704 0000036

**AP (Investor Relations advisers)**  
Nick Chambers +234 8135743544

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